

**October 25, 2024**

To,  
**BSE Limited**  
Corporate Relationship Department,  
Phiroze Jeejeebhoy Towers  
Dalal Street,  
Mumbai-400001.

**Scrip Code: 543284**  
**Symbol: EKI**

**Subject: Investor Presentation.**

Dear Sir(s),

Pursuant to regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of Investor Presentation of the Company on the unaudited standalone and consolidated financial results for the quarter and half year ended September 30, 2024.

The Investor Presentation may also be accessed on the website of the Company at [www.enkingint.org](http://www.enkingint.org)

Kindly take the above information on records.

**Thanking you,**

**Yours Faithfully**  
**For EKI Energy Services Limited**

**Itisha Sahu**  
**Company Secretary & Compliance Officer**

**Encl: a/a**



STEERING THE PLANET TO NET ZERO

Investor Presentation Q2 FY25

# EKI Energy Services Limited

Also known as Enking International (A Carbon Neutral Company)



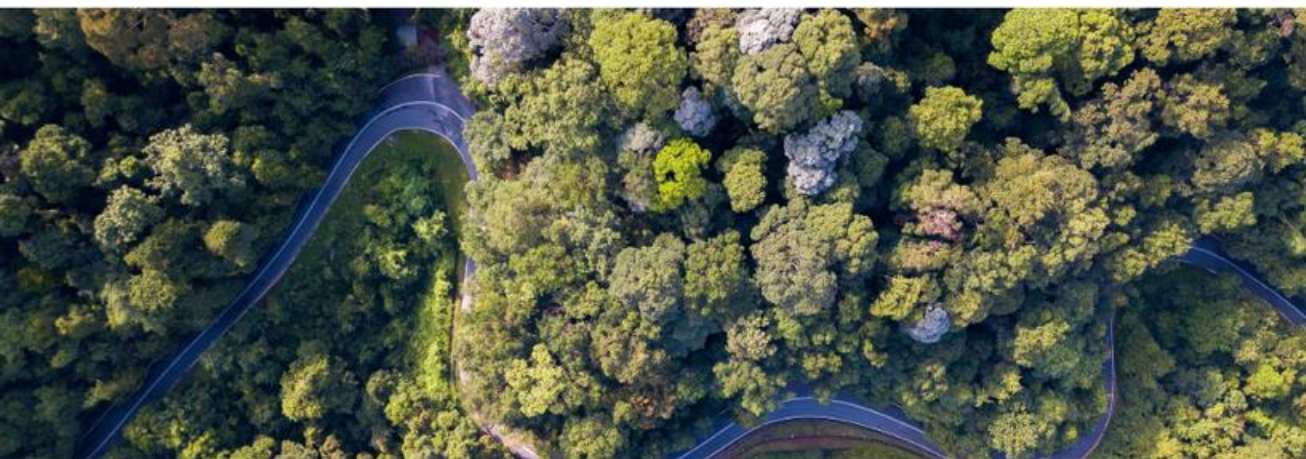
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# COMPANY OVERVIEW



## Vision Statement

“

*Imagine a 'Net-Zero' world. A world where humanity has come together and defeated the climate crisis. Where sustainability is prime consideration in all human activity. Where, through focused innovation, both technological progress and energy generation are in harmony with the environment.*

*At EKI, we believe that if we lead by example and enable communities to take positive collective actions, we can bring about this ideal world. A low-carbon, Net- Zero, sustainable world where the environment doesn't need protection. This is the dream that spurs us on everyday.*

”

**3,500+** Clients

**40+** Countries

**156+** Employees

Collectively leadership has  
**60+** years of experience in  
carbon market

**200+** Mn credits mobilised

**1000+** Projects



Consolidated revenue of Rs. 143.12 Crores, demonstrating a strategic shift towards diversified business segments.

- Strong cash flow showing liquidity position at Company and group level.
- Generating Rs. 31 Crores via Cashflow from Operations and current liquidity of Rs. 177.56 Crores on Company level and Rs. 201.56 Crores on Group Level

We are expecting the issuance of carbon credits from the community based projects which will have positive impact on turnover and margin in upcoming quarters.

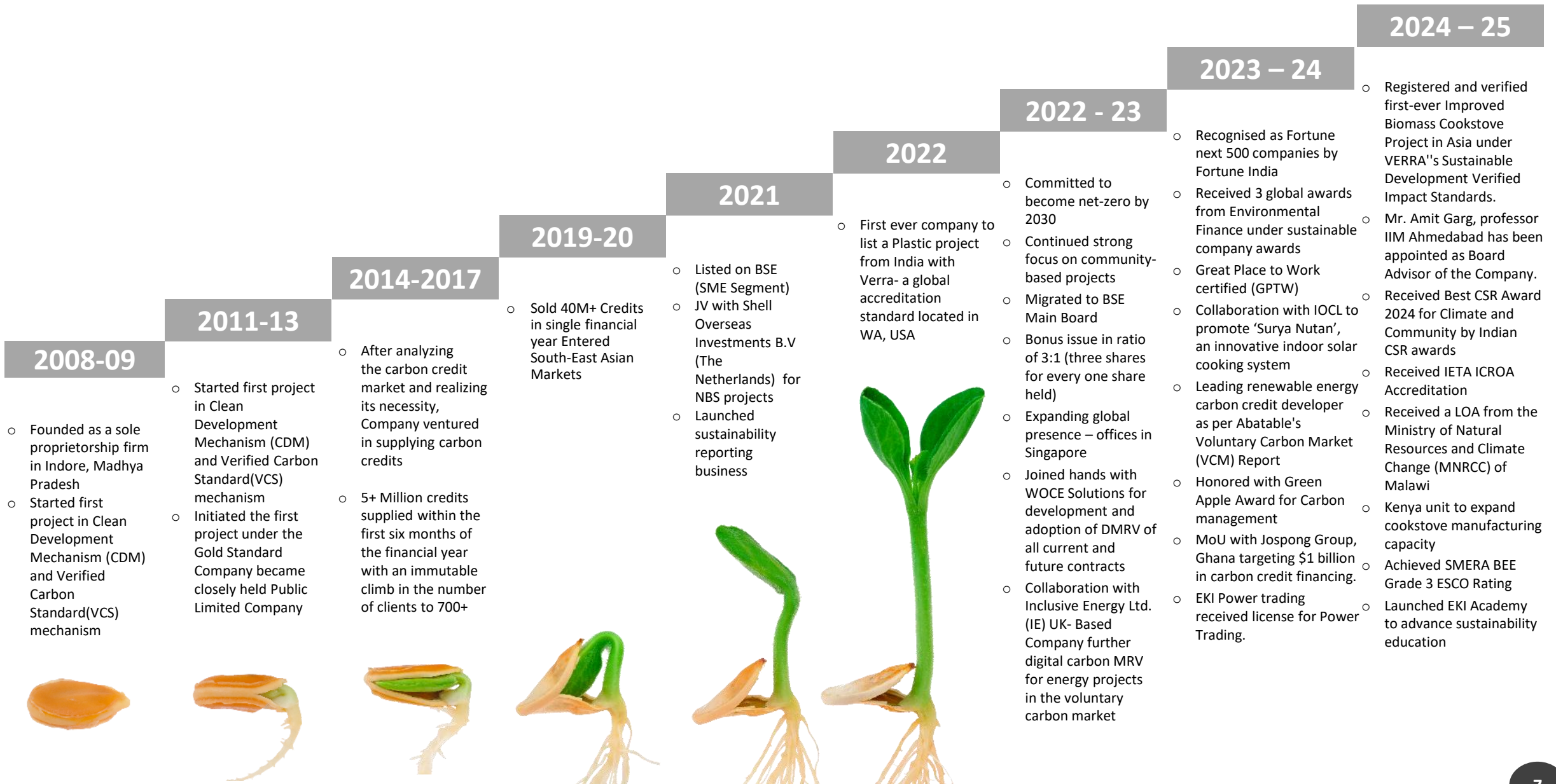
Power trading, a new venture for EKI, generated Rs. 95.09 crore in revenue during the quarter.

EKI has clocked profit consecutively QoQ while expecting the growth in turnover & margin in foreseen future.

Company and its group companies are running business with "no debt" except vehicle loan

*For more details, please refer financial performance section*

# Our Growth Journey: Celebrating 14 Years of Success

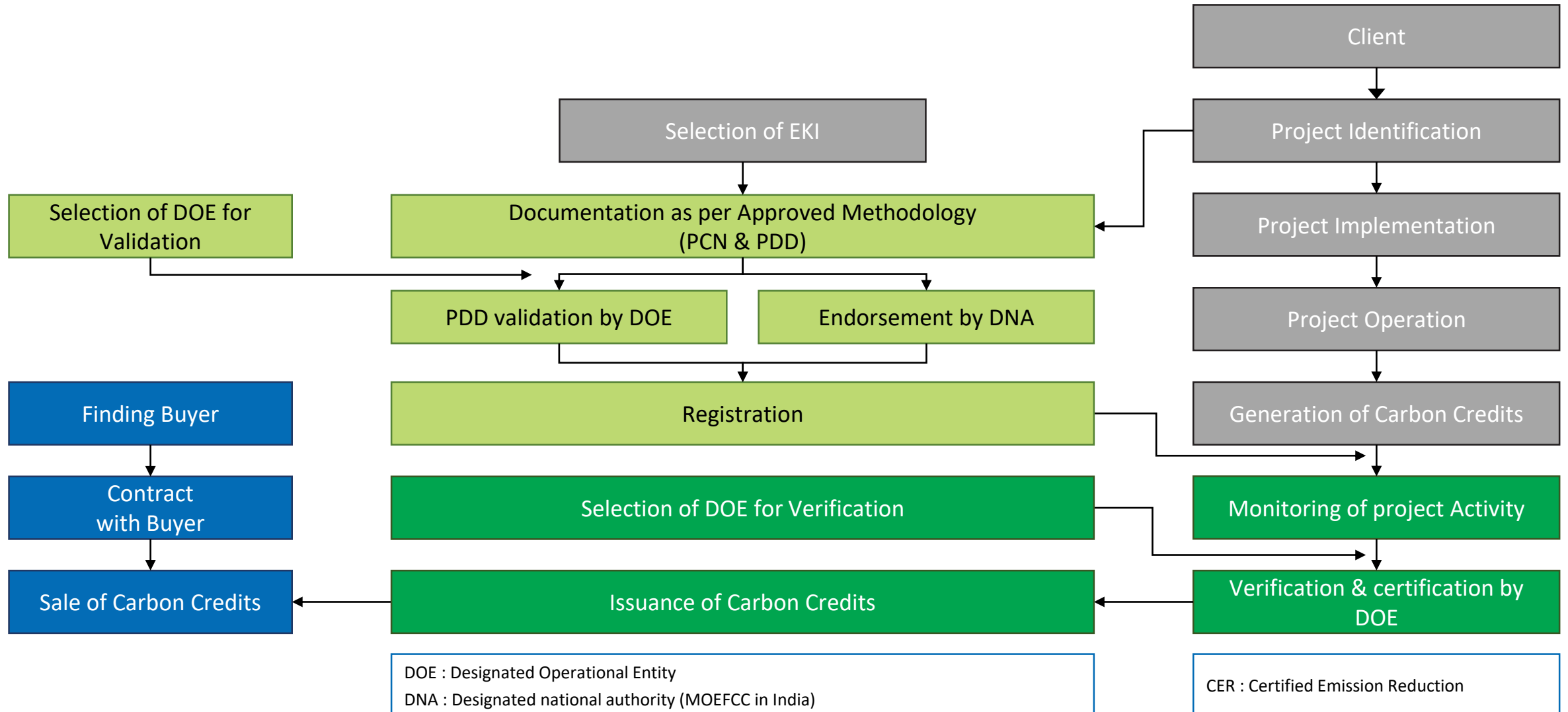




# Business Process for Carbon Credit Development



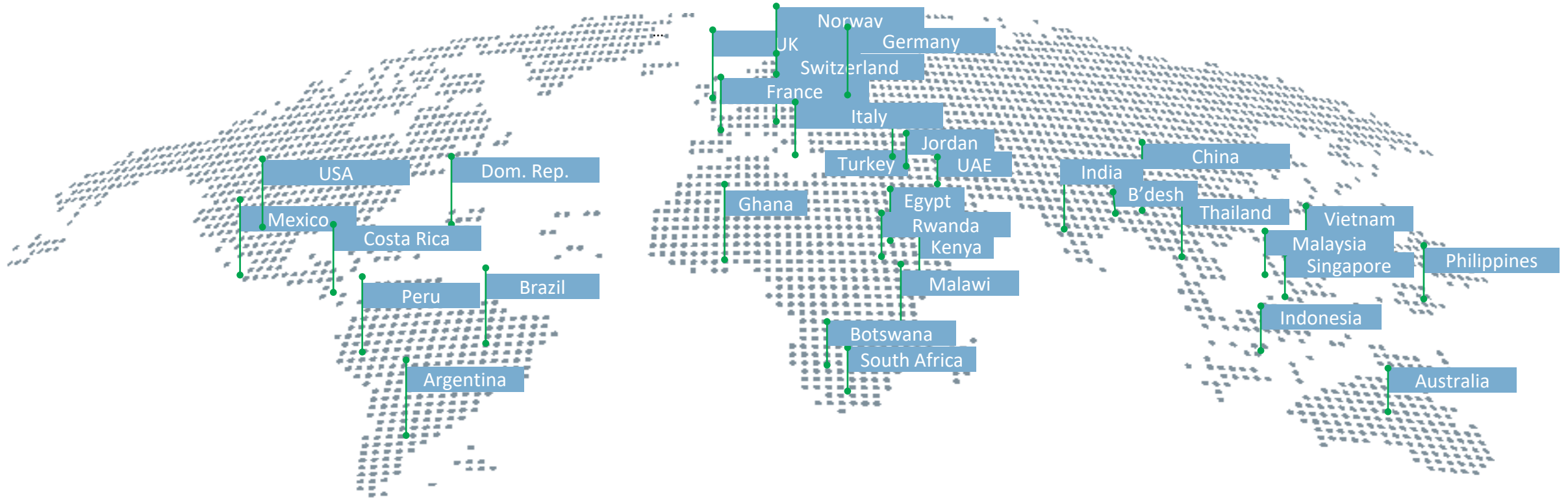
Project Owner role including selection of EKI
  Validation + Registration Process
  Verification & Issuance Process
  Sale of Carbon Credits



# A Truly Global Company With Leading Market Share...



## Global presence



## Verticals

Carbon Consulting and Offsetting  
~2.7mn credits mobilized (Q2 FY24-25)

Project Development  
INR ~104 cr. Deployed for community-based project (CAPEX)

EnKing International PTE LTD.  
Project registered, issued and revenue recognised this quarter.

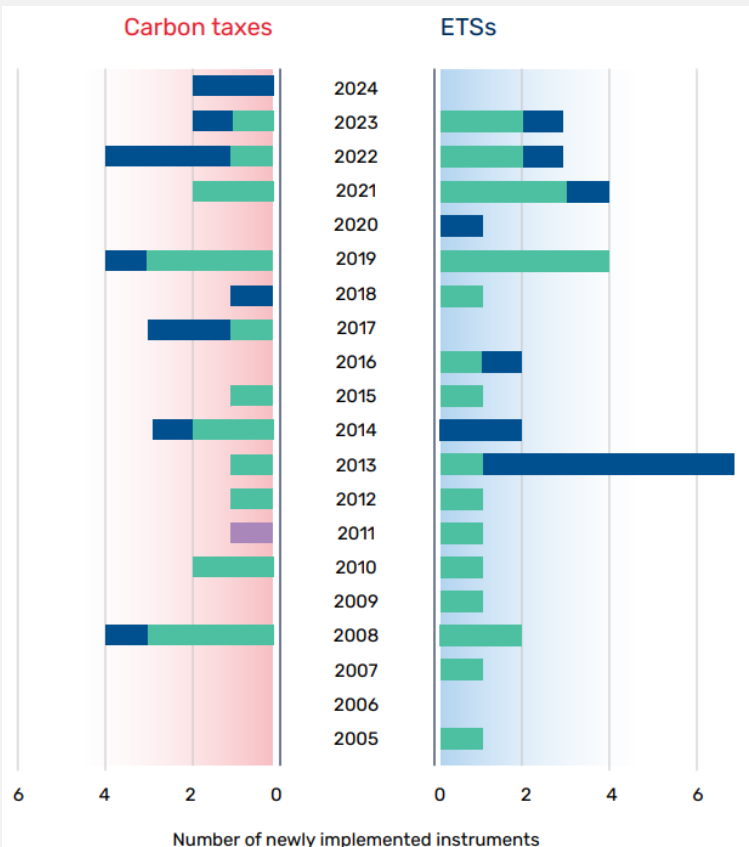
## JVs and subsidiaries



# A Sunshine Industry

The global carbon credit market traded value was US\$949 billion in 2023. 2023 saw the trade of roughly 12.5 billion metric tons of so-called carbon permits globally, which is similar to the figures of the year before (LSEG)

However, the price on carbon emissions has gone up substantially, reaching record highs, particularly with Europe and North America driving up the total market value.



## Growth Drivers

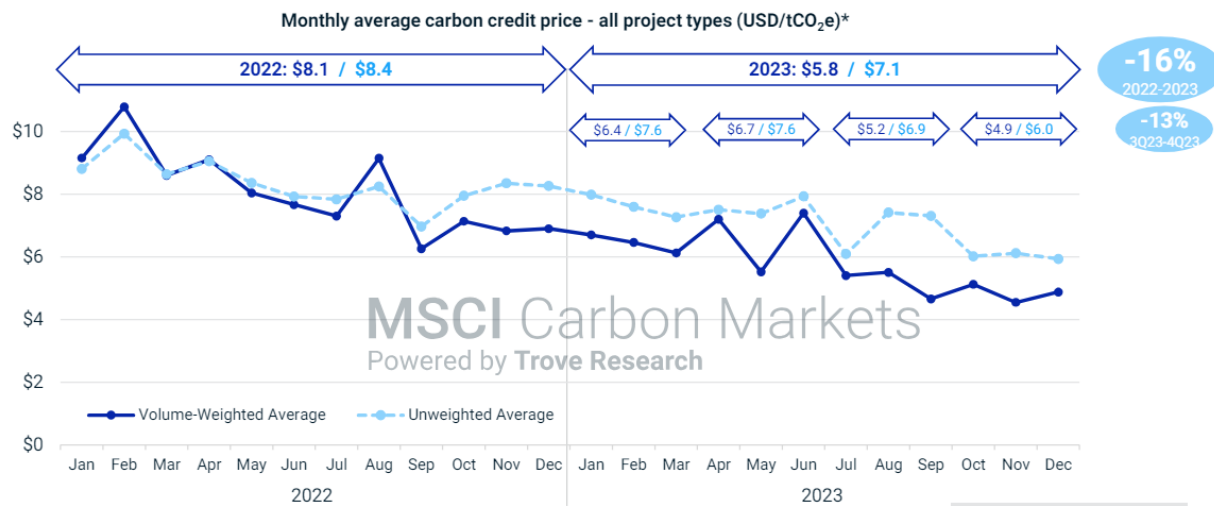
- Increasing regulatory and stakeholder pressure on global corporations to lower emissions. These trends are driving demand for carbon credits
- According to a report by the Energy & Climate Intelligence Unit and Oxford Net-Zero, 21% of world's largest public companies have committed to a Net-Zero target. Increase in adoption of Net-Zero targets are also contributing to the market growth.
- Increasing the nationally determined contributions (NDC) net-zero targets of countries are also expected to further contribute to the demand for carbon credit.
- Carbon pricing adoption has been limited over the past year, but there are promising signs of uptake in middle-income countries, including Brazil, India, and Türkiye have made progress towards carbon pricing implementation (WB)
- On the supply side, the ICVCM has established a benchmark for credit quality, with the first tranche of approved credits announced 2024.

## Carbon Market in India

- The Energy Conservation (Amendment) Act 2022 enabled regulators to form the regulation policy as well as the policy framework to set up India's national emission trading system.
- India is currently in the process of developing a regulated Cap and Trade emission trading market, which will restrict trade of 'carbon credits certificates' among the obligated businesses, following the practices of similar operational markets in other parts of the world.
- The inclusion of the Offset Market and provision for non-obligated entities to participate in CCTS is a progressive step that will usher in new opportunities for Indian decarbonization project developers within the national carbon market.
- By creating a market for carbon credits, the government incentivizes emission reductions and encourages the adoption of cleaner technologies and practices.

One of the main catalysts behind this downward trend was the tough macroeconomic environment, which led to stagnation on the demand side in late 2022. In 2023 the market scenarios showing further slowdown with 25% reduction in credit issuance in comparison to 2021; with increasing trend of demand of current vintages, creating a substantial credit assets of older vintages losing its valuation and marketability. The situation is further getting aggravated with geo-political conflicts not getting resolved, but expanding.

## Prices of Credit Continue to Slide but Gradient Reduces



Increased public and media criticism – particularly, claims of “greenwashing” and the growing countertrend of “greenhushing” – continue to discourage corporations from decisive action on their decarbonization initiatives.

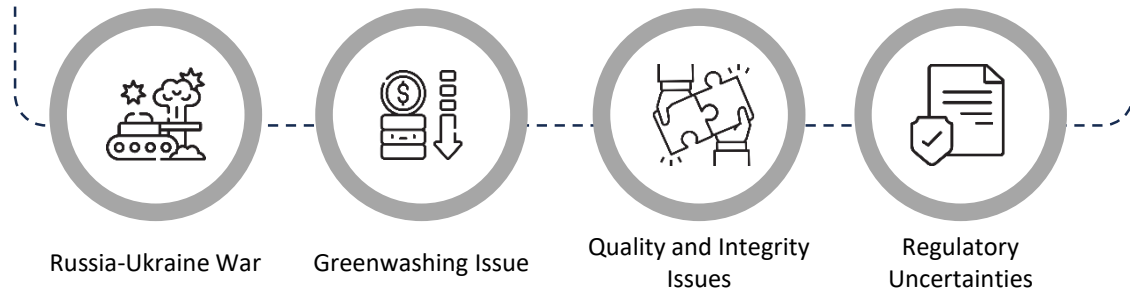
Combined, all these factors together have led to sustained downward price pressure on carbon credit prices well into 2023, and it continues to drop till 2nd half of 2024, aggravated with ICVCM junking RE meths and its credits inventory as well as scams of falls reporting heating headlines.

Another source of downward pressure on carbon prices was the poor outcome for the international compliance markets at COP28. While there’s some progress on Article 6, the conference failed to fully iron out the details of the intergovernmental carbon credit trading system that the Paris Agreement sets out.

This lack of progress has led to some uncertainty from corporations regarding the quality and integrity of credits on the markets. It also brought doubts on the acceptable proportion of carbon offset credits in their net zero plans.

# Voluntary Carbon Markets: Steps towards Stabilization & Growth

## Causes

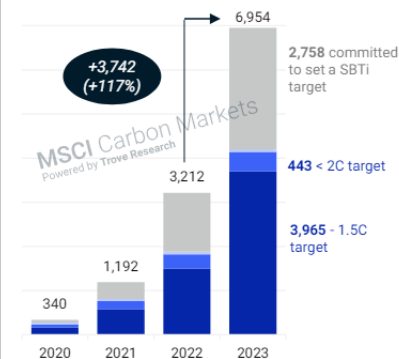


## Market Correction

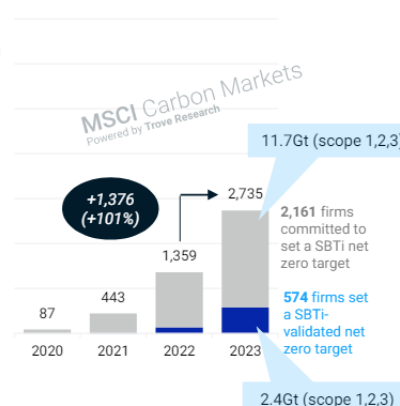
- ICVCM and VCMi led market credibility improvement is taking steady steps forward
- Upwards trend of Companies are continuing with serious climate commitments
- Ambitious Neutrality & NetZero goal of Parties and Businesses will massively increase demands of quality credits, especially Sequestration Credits
- 2023 ends with one of the highest monthly retirements of credits
- Interests and investments in Removal technologies are growing
- Emergence of more national and regional ETS (e.g. Indian CCTS) will enhance localized Credits demands
- International trade carbon taxation (e.g. CBAM of EU) and sectoral decarbonization mechanism (e.g. CORSIA, IMO GHG) will enhance demand of quality credits
- BNEF modeling puts credit prices at \$20 per ton at the end of the decade. Prices could skyrocket to \$146 per ton by 2030 if the market is restricted to only carbon removals, such as from direct air capture technology that pulls CO<sub>2</sub> out of the sky

## Companies are continuing to make climate commitments

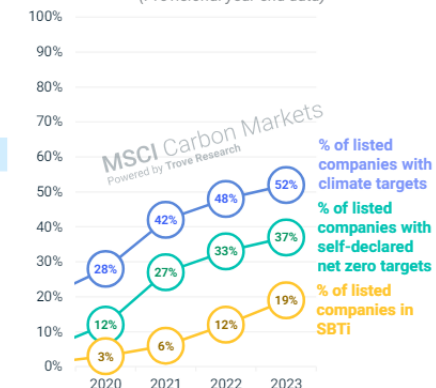
Number of companies with a SBTi emissions reduction target



Number of companies with a SBTi net zero target

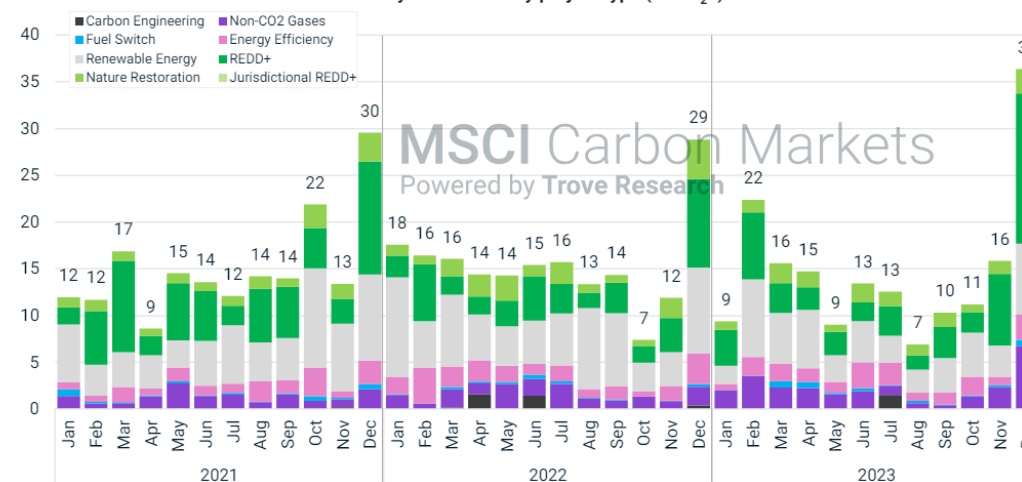


Percentage of listed companies that have set a climate target (~9.5k firms)  
(Provisional year-end data)



## 2023 ended with a record number of monthly retirements

Monthly retirements by project type (MtCO<sub>2</sub>e)



# International Clients



**THE WORLD BANK**

**World Bank Group**



**International  
Monetary  
Fund (IMF)**

**International Monetary  
Fund**



**UNOPS**

**The United Nations  
Office for Project  
Services**

**SIEMENS**

*Ingenuity for life*

**Siemens AG, Germany**



**Statkraft**

**Statkraft Energias**



**KenGen**

*Energy for the nation*

**Kenya State Electricity  
Generation Company,  
Kenya**



**Shell, Singapore**



**Volkswagen,  
Germany**



**e n e r g y**  
DEVELOPMENT CORPORATION

**Burgos Wind Farm,  
Philippines**



**Bitexco Group**



**PacificLight**

**Pacific Light,  
Singapore**



**XUAN THIEN GROUP**

**Xuan Thien Group**

**HALCOM**

**Halcom Vietnam JSC**



**Southern Hydropower JSC**

**ORTADOĞU  
HOLDING**

**Ortadogu (Turkey)**

**Vitol**

**Vitol**



**TotalEnergies**

**Total Energies**



**MACQUARIE**

**Macquarie Group**

**IDCOL**  
TOGETHER FOR TOMORROW

**IDCOL Bangladesh**

**EGCO**  
GROUP

**EGCO (Thailand)**

# National Private Sector Clients

## Indian Conglomerates

## MNCs with Indian presence


# National Public Sector Clients



NTPC



NHPC



Airports Authority of India



Indore Smart City Development



Oil and Natural Gas Corporation



Gail



Central Water & Power Research Station



Ordnance Factory Board



Balmar Lawrie & Co.



Rajasthan State Mines and Minerals



International partnerships provides us a platform for product innovation

Carbon Markets Association of India

Carbon Markets Association of India  
(CMAI)



CLIMATE CHALLENGES  
MARKET SOLUTIONS

Membership with IETA (International  
Emissions Trading Association)



Confederation of Indian Industry

Membership with Confederation of  
Indian Industry(CII)



Federation of Indian Chambers  
Of Commerce and Industry

CLIMATE  
NEUTRAL  
NOW

ACHIEVEMENT 2023

MEASURE ● GOLD

REDUCE ● SILVER

CONTRIBUTE ● GOLD

JOINED 2016

Participant of UNFCCC CNN



Membership of Project Developer  
Forum

# Our Association and Empanelment (Cont'd)



RECS International



I am SME of India



Accredited with BEE ESCO INDIA



IETA ICROA Accreditation



Services Exports Promotion Council



SMERA ESCO Grade 3 Rating



# FINANCIAL PERFORMANCE

# Standalone Financial Performance - Q2 FY 25



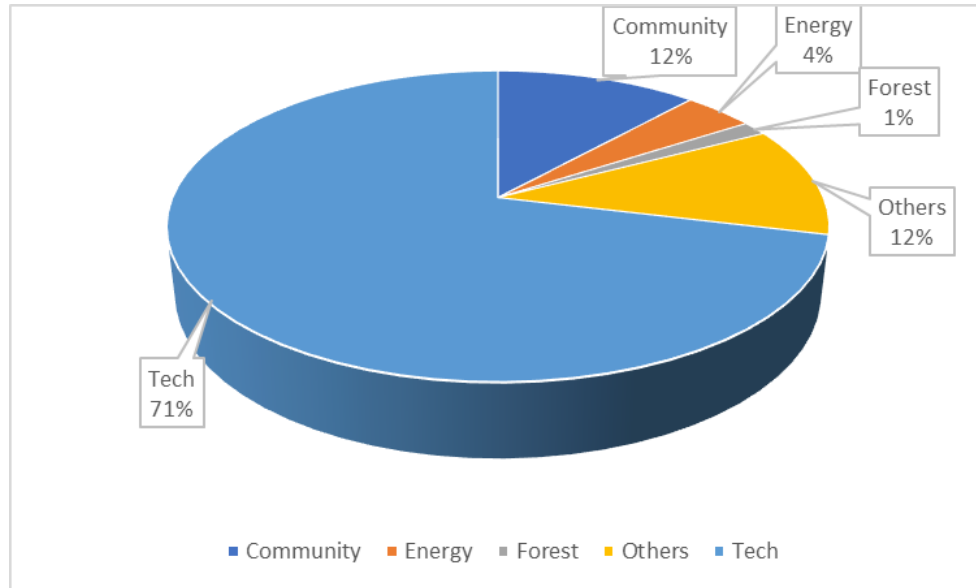
Particular (Rs. In Lakhs)	Q2 FY 25	Q1 FY 25	Q2 FY 24	H1 FY 25	H1 FY 24
<b>Revenue from Operations</b>	4,595.42	4,167.76	7,739.66	8,763.18	13,938.25
Purchase of stock-in-trade	1,779.05	211.04	3,971.51	1,990.09	6,518.69
Changes in Inventories	1,367.31	2,069.24	6,030.81	3,436.55	10,115.14
Cost of Material Consumed	-	-	-	-	-
Employee Benefits Expense	844.94	836.80	764.91	1,681.74	1,789.55
Other Expenses	688.43	834.04	1,102.02	1,522.47	2,665.90
<b>EBITDA</b>	-84.30	216.64	-4,129.59	132.34	-7,151.02
<b>EBITDA %</b>	-1.83%	5.20%	-53.36%	1.51%	-51.31%
Depreciation and Amortisation Expense	73.54	162.31	71.90	235.85	142.61
Finance Costs	6.76	11.45	54.11	18.21	166.90
Other Income	576.76	290.88	82.96	867.64	130.89
<b>PBT</b>	412.16	333.76	-4,172.64	745.92	-7,329.64
<b>PBT Margin</b>	8.97%	8.01%	-53.91%	8.51%	-52.59%
Exception item	-	-	-	-	-
Tax Expenses (incl.deferred tax)	3.24	-14.53	-	-11.29	19.10
<b>PAT</b>	408.92	348.3	-4,172.64	757.21	-7,348.74
<b>PAT %</b>	8.90%	8.36%	-53.91%	8.64%	-52.72%

# Consolidated Financial Performance - Q2 FY 25



Particular (Rs. In Lakhs)	Q2 FY 25	Q1 FY 25	Q2 FY 24	H1 FY 25	H1 FY 24
<b>Revenue from Operations</b>	14,312.17	17,821.28	7,895.30	32,133.45	14,199.31
Purchase of stock-in-trade	10,547.64	12,941.17	3,971.51	23,488.81	6,518.69
Changes in Inventories	1,285.86	2,069.06	6,096.13	3,354.92	10,189.79
Cost of Material Consumed	325.25	58.89	8.17	384.14	19.64
Employee Benefits Expense	957.94	946.73	865.43	1,904.67	1,978.56
Other Expenses	1,102.61	1,769.98	1,198.51	2,872.59	2,877.55
<b>EBITDA</b>	92.86	35.45	-4,244.45	128.31	-7,384.92
<b>EBITDA %</b>	0.65%	0.20%	-53.76%	0.40%	-52.01%
Depreciation and Amortisation Expense	248.83	334.73	119.83	583.56	237.07
Finance Costs	12.69	17.07	59.45	29.76	178.37
Other Income	597.76	315.53	75.35	913.29	133.14
<b>PBT</b>	427.30	0.47	-4,348.67	427.78	-7,667.39
<b>PBT Margin</b>	2.99%	0.00%	-55.08%	1.33%	-54.00%
Exception item	-	-	-	-	-
Tax Expenses	4.97	-3.30	-1.31	1.67	7.96
<b>PAT</b>	422.34	3.77	-4,347.37	426.11	7,675.35
<b>PAT %</b>	2.95%	0.02%	-55.06%	1.33%	-54.05%

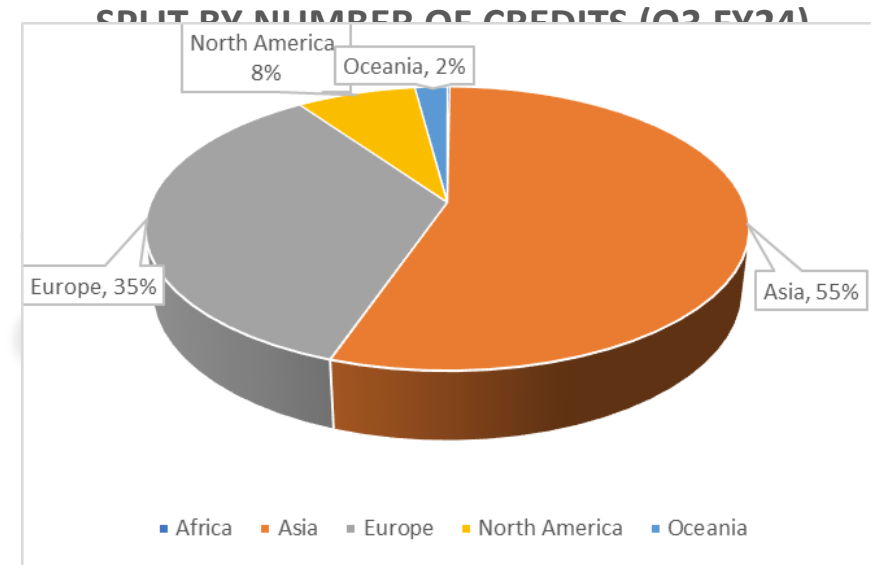
Stock in hand: ~ 8.8 Mn Credits (Q2 FY25)



## Inventory Monetization

- Even in the sluggish market conditions, EKI could successfully monetize its inventory as and when required according to its business and commercial exigencies. Inventory is valued as per established accounting terms.
- Continuing to actively expand portfolio to include a wider variety of credits to mitigate risk of price volatility in credits associated with a particular technology.

Geographic dispersion of Sales: ~ 2.7 Mn Credits (Q2 FY25)



## Diversified Sales

- Geographic footprint of sales continues to remain balanced and global.
- Key regions contributing to sales remain Europe and Asia, together contributing >90% of the sales by volume
- By cultivating clients around the globe, EKI mitigates the risk of demand falling off in a particular geography.

# KEY STRATEGIC INITIATIVES



## SATISFACTION AND SUSTAINABILITY

### KEY TO GROWTH

*In addition, the Company is constantly looking for new growth avenues including acquisitions/partnerships to play a bigger role in global carbon asset management*



### 1. Strengthening presence across the supply chain

EKI is strengthening backward integration by carbon credit project development. EKI is also building 360-degree MRV capabilities through digital verification and on-ground checks.

### 2. Increasing our brand's presence in key markets

Company will continue to expand its end-user client base in the developed countries such as Germany, U.S.A and Australia. Through international events and media outreach, it seeks to highlight its brand in these geographies, particularly in hard-to-abate sectors.

### 3. Diversifying our business

EKI has undertaken various steps to ensure extension and diversification in its operations by foraying into new products thus providing a wider ambit of service to all existing and potential clients

### 4. Implementation of robust corporate governance

- Appointment as a advisor to BOD of Mr. Amit Garg, professor IIM-A and expertise in climate change, and sustainable development will lead to good corporate governance in organization.
- For strong IFC, Company is in process of implementing comprehensive SOP for smooth & controlled functioning



# 1. Strengthening Supply Chain: Backward Integration

WE ARE THE LARGEST BIOMASS-BASED COOKSTOVE MANUFACTURER IN THE WORLD



**'GHG Oorja'**

a high efficiency improved cookstove



**'Surya Nutan'**

An Indoor Solar Cooking System

## GHG REDUCTION TECHNOLOGIES PVT. LTD.

- ✓ Strengthening backward integration of carbon credit supply chain through community-based projects
- ✓ GHG Reduction Technologies Private Limited and Thermax Onsite Energy Solutions, Pune, entered into a manufacturing and supply agreement where latter will ensure an uninterrupted daily supply of biomass fuel. This green biofuel facility also benefits local farmers, as agricultural waste serves as a raw material for the production process.
- ✓ Manufacturing and supply of Biomass Briquettes (Biocoal) as a part of GHG Reduction Technologies ongoing commitment towards clean energy transitions mitigating global warming.

Manufacturing facility, Nashik with a capability of 4 Mn+ Cookstoves per annum



Briquettes Manufacturing Unit, Dindori



## 2. Increasing Brand Presence Through 4-pronged Strategy

### 1 Actively shaping the global agenda

Participation and speaking opportunities at key global events; editorials and perspective sharing in reputed media



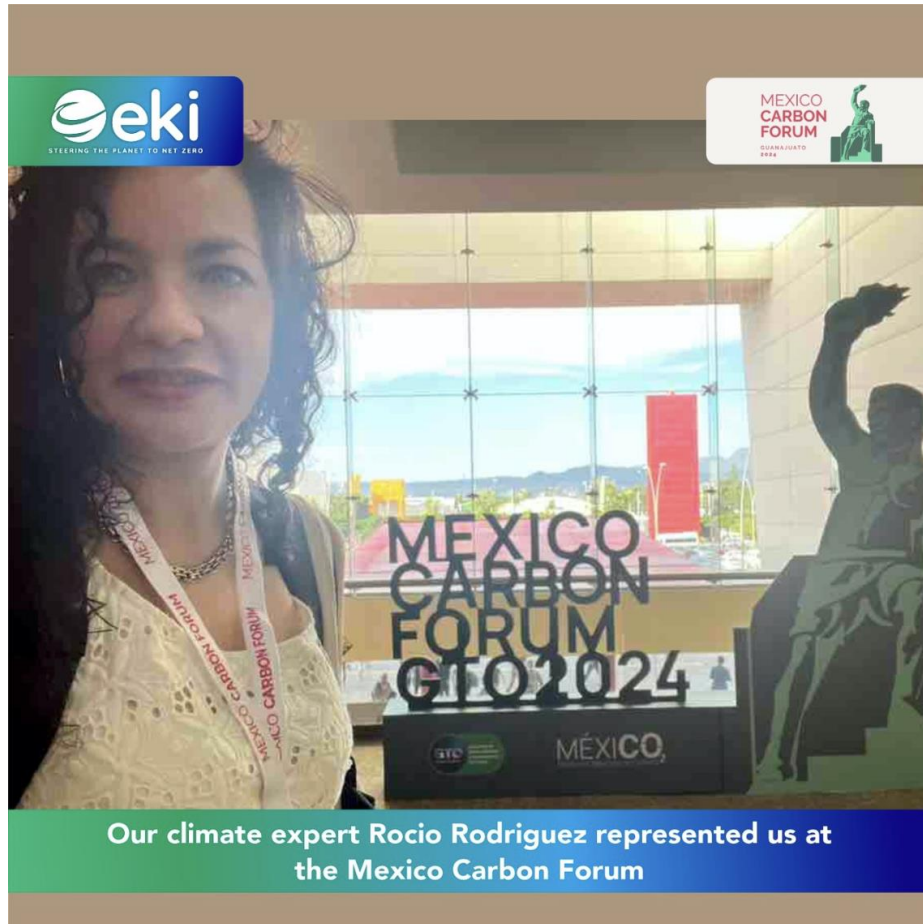
### 2 Building regional networks

Participation in reputed events in key geographies for EKI



**3** Sectoral outreach and relevance

Engagement opportunities with target client segments



Our climate expert Rocio Rodriguez represented us at the Mexico Carbon Forum

**4** International Collaborations and MOUs

Partnership opportunities with countries, governments and institutions for business development



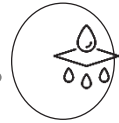
Team EKI with the climate champions of India including the Minister of New and Renewable Energy, Mr. Pralhad Joshi at the Carbon Market Workshop

### 3. Diversifying our Business

With an eye towards the future – we have entered into collaborative-strategic partnerships, forayed into new spaces and laid foundation for long term success



Established **backward integration** of **community-based business** vertical to have sustained supply of credits with current capacity of ICS and addition of new-tech Solar Cooktop and home biogas system manufacturing and deployment: in tandem with Article 6.2 interest of GOI



EKI's two new subsidiaries - **Galaxy Certification Services Pvt. Ltd.** and **EKI Power Trading Pvt. Ltd.**, have commenced operations.



Manufacturing and supply chain of Pellets, Briquets, Bio-char, Biogas, CNG, and certification - these diversification will pave the path for **establishment of additional long term business verticals**



>40% of credits **mobilized are from our own projects** in terms of investment or consulting



Continuation and strengthening JV with Shell for **Nature-based Solutions projects** deployment in India



Diversification in software solution automation and digitalization by **collaboration with WOCE**



Tech penetration: Taking the reference of future market interest on **CCS/CCUS and BECCS**, EKI is in development technical partnership with multiple premier research institutions in India to develop bankable carbon removal offsets.



Launch of **EKI Academy** to advance sustainability education. aimed at providing specialised training in environmental services.

1

## Positioning in the market as Sustainability Service Experts

Elevating our company's market positioning from Carbon Market leadership to a leader in the broader Climate Change Market going beyond carbon offsetting, aligning with the comprehensive requirements of corporations in their journey towards decarbonization and Net Zero goals.

2

## Measured exposure to gain control in Biofuels supply chain

Biofuels are gaining consistent acceptance both in the Indian and international fuel markets, indicating a robust and enduring policy framework. EKI's strategic and phased engagement in the biofuel supply chain positions us to reap the rewards of producing decarbonized fuel alternatives, along with the associated benefits of ITMOs offsets.

3

## DMRV incorporated tech upgradation for community interventions

Among the conventional avoidance offsets market, community interventions with substantial SDG co-benefits is going to be among the market toppers. The incorporation of digital MRV (Monitoring, Reporting, and Verification) will further enhance the credit quality of these community offsets.

4

## Tech and investment partnership in removal credit generations, including biochar, CCUS & DAC

As corporations actively strive for NetZero, the removal offsets market is poised for exponential growth. EKI's strong position in controlling the supply side of offset generation will continue to uphold its leadership in the carbon market.

5

## Exposure into Plastics circularity

With the increasing corporate focus on preventing plastic pollution and the implementation of regulations in nations, including India (like EPR), there is a growing demand for plastic recycling and offsets in both regulatory and voluntary markets. EKI's strategic move to engage in plastic circularity, positions it as an end-to-end solution provider for corporates, offering significant growth opportunities in the Indian and other emerging markets.

# Path to Long term Success – 4P

## Presence –

- Clients in more than 40 countries globally including Latin America, Africa, SE Asia & Turkiye
- Subsidiaries in Singapore, Dubai, Turkey and Egypt

## Portfolio of Offerings –

- Offset portfolio management
- Offsetting to achieve carbon neutrality
- Carbon markets capacity building advisory
- Climate investments: clean cooking and nature based solutions
- Sustainability, Net-Zero and decarbonization services
- Power Trading
- Carbon calculation and accounting software and tools
- Manufacturing of ICS. Water filters, Bio-briquettes etc.

## People –

- A robust team of Climate enthusiasts
- Increasing reach to end buyers and hubs in developed countries with employees on the field

## Process –

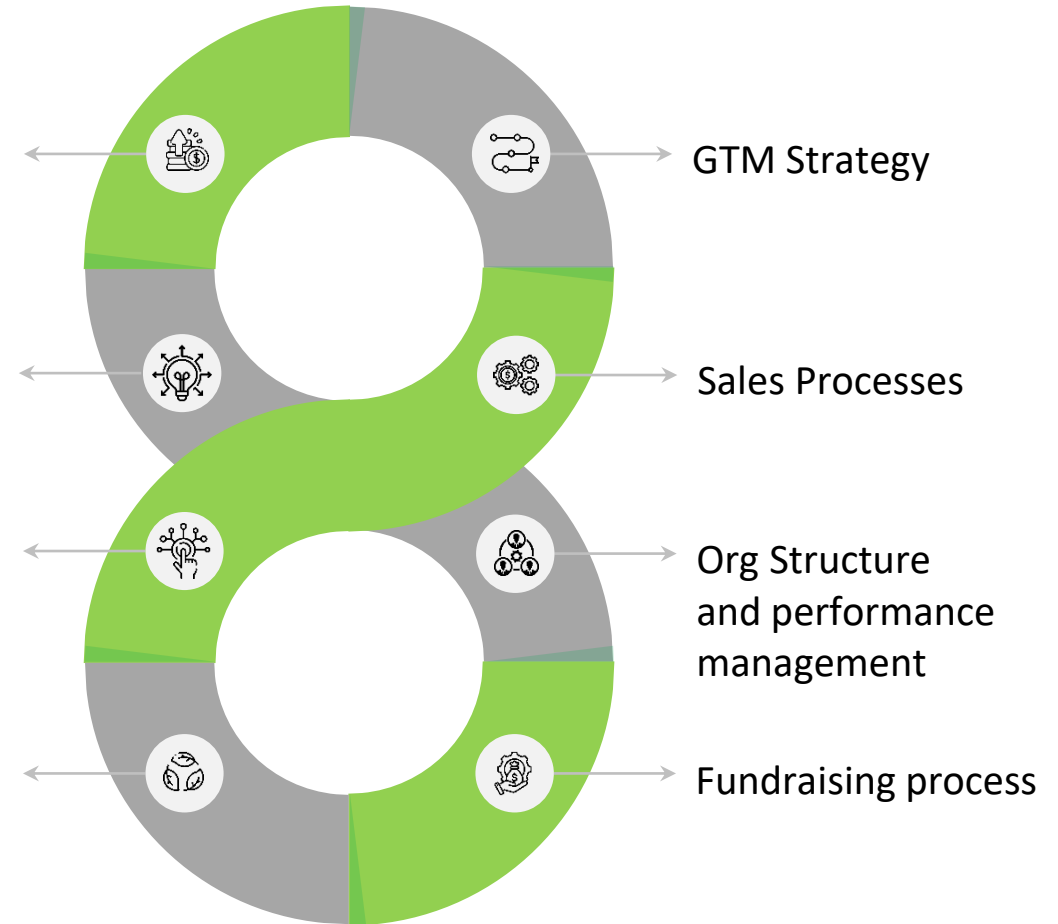
- Implemented/implementing learning and development initiatives within processes
- Incorporated/incorporating digital interventions into operational processes

Tech-upgraded  
and value-added  
own credit supply  
chain

Learning and  
Development

Digital  
interventions

Building NBS  
Capabilities



# OUTLOOK AND BUSINESS OPPORTUNITIES



Opportunity

EKI's capability

## Implementation of the Paris Agreement's Article 6



- Provision for trade of emission reductions between countries
- Unlocking new geographies and project types

- Project development experience in 40+ countries positions EKI well to provide expertise and services to sovereign entities; and facilitate transactions under Article 6 regime.

## New industry and national compliance schemes



- New sources of demand for credits:
- Industry level compliance schemes (e.g. CORSIA)
- Country level compliance schemes. E.g., in India:
  - Development of Carbon Credit Trading Scheme (CCTS) under Energy Conservation (Amendment) Bill, 2022
  - Green credit programme in FY23 Budget serves as a strong market signal

- Diverse credit portfolio across technologies and standards, which meets global requirements
- Within India, advocacy capability with Carbon Markets Association of India (CMAI) leadership
- Ability to educate industry participants given strong relationships

## Quality premium in the voluntary market



- Growing demand for high-quality credits
- Premium for credible offsets

- Portfolio of credits that issued by global standards such as Verra Gold Standard
- Strong measurement, reporting and validation process
- Diversification into credit types that are well received, e.g., community-based credits



# Strong Business Outlook and Plans Across Each Verticals



Business unit	Strategic Outlook	Progress so far (FY25 YTD)	Plans for next 12 months
Consultancy and Offsetting	<ul style="list-style-type: none"> <li>Diversify credit supply base and continue to strengthen quality</li> </ul>	<ul style="list-style-type: none"> <li>Introduced new range of products: plastic credits, EV credits, Waste technology projects (waste water treatment/ animal manure)</li> </ul>	<ul style="list-style-type: none"> <li>Increase share of supply from community-based, nature-based projects with reported SDGs.</li> <li>Provide transparency through customer site visit, continuous collection of project parameters.</li> </ul>
ESG & Net-Zero advisory	<ul style="list-style-type: none"> <li>Strengthen value proposition for end customers to complement offset offerings</li> </ul>	<ul style="list-style-type: none"> <li>Supported clients with newly developed offerings like science-based targets, green building certifications.</li> </ul>	<ul style="list-style-type: none"> <li>Developing partnerships to provide enhanced capabilities like emission measurement, foot printing through digital platform.</li> <li>Launch of comprehensive solution including advisory, offsets, financing, compliance services</li> </ul>
Project Development	<ul style="list-style-type: none"> <li>Backward integration to strengthen access and for greater control on quality</li> </ul>	<ul style="list-style-type: none"> <li>Increased presence across globally e.g., projects in Afghanistan, Botswana, Malawi, Bangladesh, Burundi, Kenya, Ghana, Kazakhstan, Nigeria, Philipines, Turkey, Azerbaijan.</li> </ul>	<ul style="list-style-type: none"> <li>Investment for community-based projects</li> <li>Planning to enter into PET recycling and other circular economy business models</li> <li>Commenced operations in power trading, which shall contribute substantially in growth of group</li> <li>Capability building to capture new opportunities, e.g., expansion of manpower in developing Countries, feasibility study of new technologies such as biochar, stakeholder engagement for Article 6 of Paris Agreement</li> </ul>



# ENVIRONMENT AND SOCIAL INITIATIVES





## Environment

- Committed to reach 'Net-Zero' by 2030:
  - Undertaking annual GHG footprint calculation
- Committed to UNFCCC Climate Neutral Now
- Our projects are aligned with Kyoto Protocol, Paris Agreement and the UN SDGs
- Increased use of sustainable products-jute bags, pen stands, plants etc.
- Implemented waste segregation at source at our offices
- Tree Plantation drive



## Social

- Plan for social activities developed including:
  - Financial literacy programs for marginalized communities
  - Skill building and financial support to women SHGs for technical work/supporting their individual business
  - Repair of community infrastructure- waste management system, drinking water pipelines
  - Education initiatives: Counselling families of drop-out students, ward/village-level classes for girl students, improving facilities at model schools, Anganwadis
  - EKI distributed drip irrigation systems to selected farmers in Mandavada under the Enking CSR Programme, fostering sustainable farming practices.
  - Distributed Improved Cookstove and Surya Nutan Cooking Stove.
  - Setup two biogas units.

# THANK YOU



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