

Safe Harbour



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Who we are? | Global provider of wastewater treatment and ZLD solutions





Market leadership

• **Leading** ZLD solutions providers in India



Integrated global player

• An **integrated provider** of water & wastewater treatment and ZLD solutions supported by **backward integrated** manufacturing facilities



R&D focused Focused on reducing the operational costs & carbon footprint of ZLD. Awarded 4 patents in India, with 9 additional patent applications

Business lines



Sale of systems & plants

The manufacture and sale of water and wastewater treatment, reuse and ZLD systems and plants and turnkey solutions.



consumables & spare parts

The manufacture and sale of consumables and spare parts (including membranes, plants chemicals and consumables).



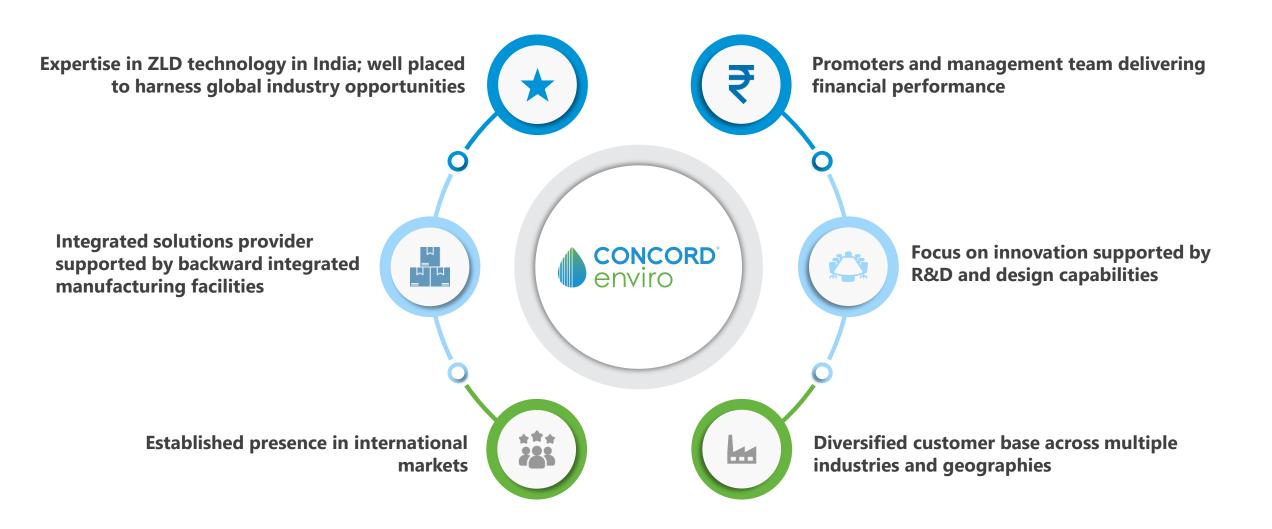
08M & digitalization including IOT Operation and maintenance of Systems & Plants installed by Concord as well as third party systems and digitalization solutions including Internet of Things



Installation of plants for Compressed Biogas from organic waste

What differentiates us? | Key strengths





What we do? | Integrated solutions provider for ZLD solutions



Zero liquid discharge



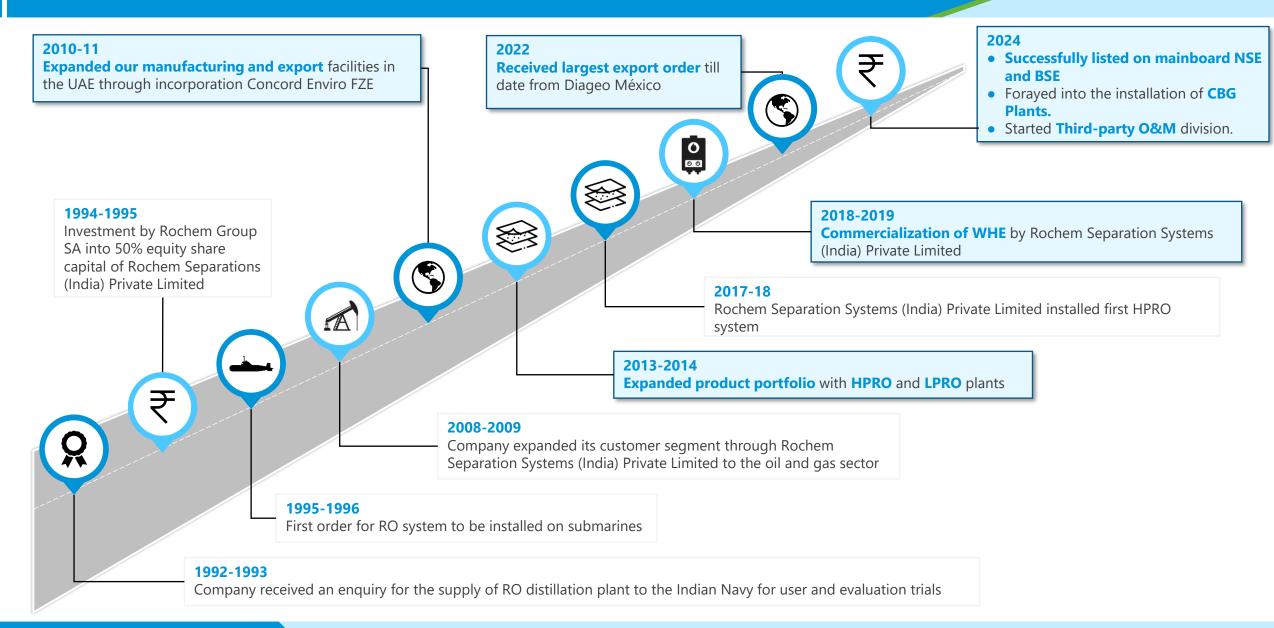




- Concord was the first company to offer innovative UHPRO technology in India, that reduces energy consumption by 30%*
- Concord's R&D team designs and develops new membranes for use in particular industries. They have developed
 5 membranes
- Concord's ZLD solutions using their UHPRO systems & advanced WHE systems reduce total energy demand for ZLD by approx.
 97.00%*
- WHE technology consumes less energy and offers lower O&M costs than the traditional methods of water purification like multi-effect evaporators*
- Concord manufactures dryers with heat integration to provide low energy consumption for ZLD

Our journey | Major Events and milestones



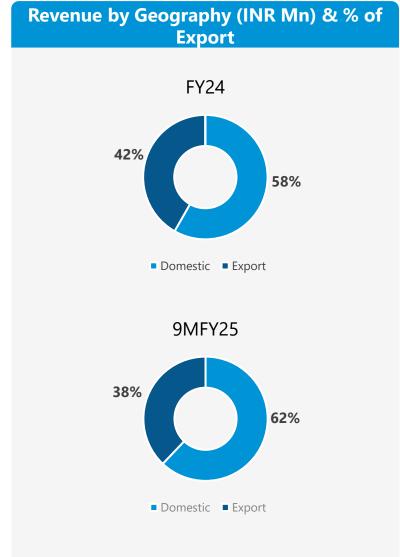


Established presence in international markets...



289 domestic & 21 international customers across 14 countries





15,000 sq. ft.

Covered area

Modules annual installed capacity 96,000 sq. ft. Covered area

Modules annual Systems annual installed capacity installed capacity



01

Compressed Biogas



Leveraging Concord's expertise in Anaerobic Digestion. Concord has started offering design and implementation of compressed biogas plants from organic waste. 02

Green ZLD



Cutting edge ZLD solutions focused on reducing carbon footprint of ZLD through energy efficient solutions contributing to a circular economy.

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Third Party O&M



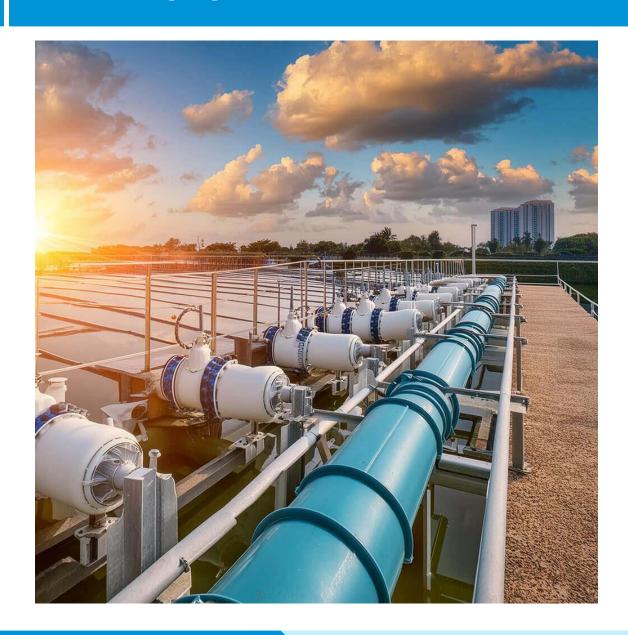
Operations & Maintenance, rehabilitation and modification services for systems and solutions supplied by third party OEM's.





Financial Highlights – 9MFY25





9M FY25

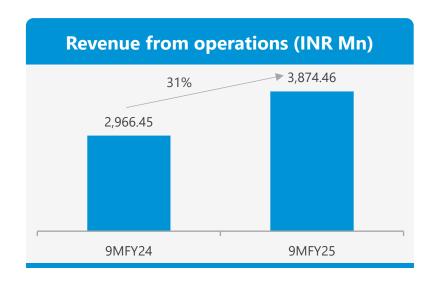
- Consolidated Revenue at Rs. 3,874 Mn; up 31% YoY
- Consolidated EBITDA at Rs. 335.76 Mn; down 20%
 YoY
- Consolidated PAT Rs. 43.62 Mn; down 67% YoY

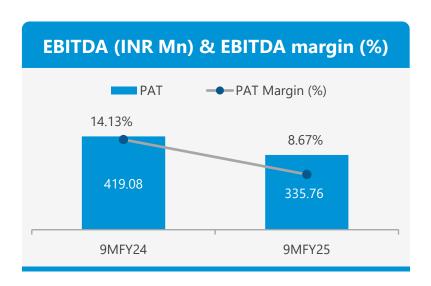
Order Book

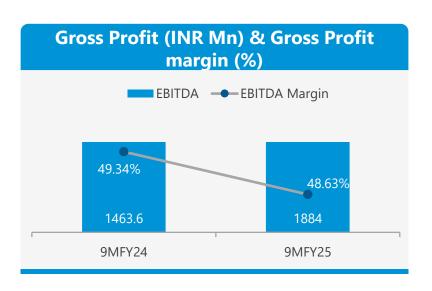
- Order book stands at Rs. 5,460 Mn.*
- Domestic order book contributes 55% of the order book, with export contributing 45%.
- Active domestic pipeline of approximately Rs. 8000 Mn, and international pipeline of Rs. 3500 Mn.

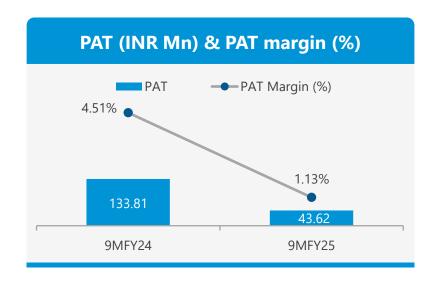
Financial Highlights – 9MFY25











Management Commentary





Our Revenue from Operations has increased by 31% YoY primarily driven by growth in Systems & Plants revenue.

Systems & Plants growth driven by continued execution of international orders.

EBITDA and PAT Margins impacted due to forex loss in Q3 given current volatility in forex market (Pesos vis-à-vis Dollar) and freight cost increase for exports.

Profit & Loss Statement



Particulars (INR Mn.)	9M period ending 31 st December 2024	9M period ending 31 st December 2023	Year ending 31st March 2024	Year Ending 31st March 2023
Revenue from Operations	3,874.46	2,966.45	4,968.59	3,432.19
Other Income	21.46	81.32	154.15	72.78
Total Income	3,895.92	3,047.77	5,122.74	3.504.97
Cost of raw materials and components consumed	1,615.28	1,356.32	2,244.44	1,414.17
Service Charges	186.06	162.87	252.95	284.04
Purchase of stock-in-trade	302.09	133.11	371.16	117.72
Increase/(decrease) in inventories of finished goods and work-in-progress	72.88	13.42	12.89	(79.30)
Employee benefits expenses	625.86	497.96	710.13	578.77
Finance Costs	155.29	139.23	177.93	187.50
Depreciation & Amortization Expenses	113.42	175.78	218.74	243.39
Other Expenses	744.92	442.99	687.45	686.71
Total Expenses	3,815.80	2,921.68	4,675.69	3,433.00
Profit before Tax	71.46	126.58	439.97	75.53
Tax Expense	27.84	(7.23)	25.58	20.66
Profit for the Year	43.62	133.81	414.39	54.87

Balance Sheet



Particulars (INR Mn)	Year ending 31st March 2024	Year ending 31st March 2023
Assets		
Non-current assets		
a) Property, plant and equipment	614.70	680.58
b) Right of use assets	146.73	438.69
c) Intangible assets	275.69	272.98
d) Intangible assets under development	9.72	-
e) Capital work in Progress	13.69	3.56
f) Financial Assets		
i)Investments		
(a) Investments accounted for using equity method	582.45	551.14
(b) Other investments	17.39	9.17
ii) Other Financial Assets	32.88	89.99
g) Deferred tax assets (net)	81.36	69.28
h) Current tax assets (net)	23.47	14.07
i) Other Non Current assets	110.55	66.82
Non-current Assets	1,908.63	2,196.28
Current assets		
a) Inventories	1,539.91	1,499.27
b) Financial assets		
i) Trade receivables	1,713.60	1,058.68
ii) Cash and cash equivalents	182.56	602.60
iii) Bank balances other than (ii) above	133.82	221.53
iv) Loans	3.49	2.84
v) Other financial assets	109.34	31.15
c) Contract Assets	224.66	11.10
d) Other Current assets	460.74	298.75
Current Assets	4,368.12	3,725.92
Total Assets	6,276.75	5,922.20

Balance Sheet



Equity And Liabilities Equity 91.00			
Equity Between the equity 91.00 <th>Particulars (INR Mn)</th> <th>Year ending 31st March 2024</th> <th>Year ending 31st March 2023</th>	Particulars (INR Mn)	Year ending 31st March 2024	Year ending 31st March 2023
a) Equity share capital 91.00 91.00 b) Other equity 3,134.54 2,718.61 Total Equity 3,225.54 2,809.61 Liabilities ***********************************	Equity And Liabilities	·	
Description	Equity		
Total Equity 3,225.54 2,809.61 Liabilities Universe liabilities Pon-current liabilities 228.20 330.98 a) Borrowings 228.20 265.18 ii) Case liabilities 20.02 35.4 ii) Other financial liabilities 20.02 3.54 b) Provisions 77.68 60.34 c) Other non-current liabilities 362.45 660.64 Current liabilities 1,303.67 978.63 ii) Borrowings 1,303.67 979.63 ii) Lease liabilities 32.28 128.89 iii) Trade payables 183.92 63.54 - Amount due to micro and small enterprises 183.92 63.54 b) Provisions 972.77 80.409 b) Provisions 24.80 22.27 c) Contract liabilities 44.80 370.25 d) Other financial liabilities 44.90 370.25 b) Provisions 24.80 370.25 c) Contract liabilities 49.90 370.25 d) Cu	a) Equity share capital	91.00	91.00
Liabilities a) Financial liabilities 228.20 330.98 ii) Borrowings 228.20 350.98 ii) Lease liabilities 220.02 35.44 b) Provisions 77.68 60.34 c) Other non-current liabilities 14.53 0.60 Non-current liabilities 36.245 660.64 Current liabilities 1,303.67 979.63 ii) Lease liabilities 3,228 128.89 iii) Trade payables 183.92 63.54 - Amount due to micro and small enterprises 972.77 804.09 b) Provisions 24.80 22.27 c) Contract liabilities 44.98 370.25 c) Contract liabilities (net) 84.98 370.25 c) Contract liabilities (net) 7.09 8.50 c) Other Current liabilities (net) 6.17.8 5.94 c) Other Current liabilities 6.18.78 5.94 Current liabilities 6.18.78 5.94	b) Other equity	3,134.54	2,718.61
Non-current liabilities	Total Equity	3,225.54	2,809.61
a) Financial liabilities 18 prorwings 228.20 330.98 ii) Lease liabilities 22.02 26.34 iii) Other financial liabilities 20.02 3.54 b) Provisions 77.68 60.34 c) Other non-current liabilities 362.45 660.64 Non-current liabilities 362.45 660.64 Current liabilities 362.45 69.96 a) Financial liabilities 1,303.67 979.63 ii) Lease liabilities 3,228 128.89 iii) Trade payables 183.92 63.54 - Amount due to micro and small enterprises 183.92 63.54 - Amount due to other than micro and small enterprises 972.77 804.09 iv) Other financial liabilities 17.47 22.84 b) Provisions 24.80 22.27 c) Contract liabilities (net) 7.09 8.50 o) Other Current liabilities 61.78 5.194 Current liabilities 2,688.76 2,451.95	Liabilities		
i) Borrowings 228.20 330.98 ii) Lease liabilities 22.02 265.18 ii) Other financial liabilities 20.02 3.54 b) Provisions 77.68 60.34 c) Other non-current liabilities 14.53 660.64 Non-current liabilities 362.45 660.64 Current liabilities 3 60.04 60.06 <t< td=""><td>Non-current liabilities</td><td></td><td></td></t<>	Non-current liabilities		
ii) Lease liabilities 22.02 265.18 iii) Other financial liabilities 20.02 3.54 b) Provisions 77.68 63.34 c) Other non-current liabilities 14.53 0.60 Non-current liabilities 362.45 660.64 Current liabilities 362.45 660.64 Current liabilities 3.303.67 97.63 i) Borrowings 1,303.67 97.63 ii) Lease liabilities 32.28 128.89 iii) Trade payables 4 4 4 - Amount due to micro and small enterprises 183.92 63.54 - Amount due to other than micro and small enterprises 972.77 804.09 iv) Other financial liabilities 17.47 22.84 b) Provisions 24.80 22.27 c) Contract liabilities (net) 7.09 8.50 q) Current liabilities (net) 61.78 51.94 Current liabilities 61.78 51.94 Current liabilities 2,688.76 2,451.95	a) Financial liabilities		
iii) Other financial liabilities 20.02 3.54 b) Provisions 77.68 60.34 c) Other non-current liabilities 362.45 660.60 Non-current liabilities 362.45 660.64 Current liabilities 32.28 660.64 i) Borrowings 1,303.67 979.63 ii) Lease liabilities 32.28 128.89 iii) Trade payables 183.92 63.54 - Amount due to micro and small enterprises 183.92 63.54 - Amount due to other than micro and small enterprises 972.77 804.09 iv) Other financial liabilities 17.47 22.84 b) Provisions 24.80 22.27 c) Contract liabilities (net) 84.98 370.25 d) Current tax liabilities (net) 7.09 8.50 e) Other Current liabilities 61.78 51.94 Current liabilities 2,688.76 2,451.95		228.20	330.98
b) Provisions 77.68 60.34 c) Other non-current liabilities 14.53 0.60 Non-current liabilities 362.45 660.64 Current liabilities 80 current liabilities 80 current liabilities 80 current liabilities 979.63 ii) Borrowings 1,303.67 979.63 97.63 97.63 97.63 97.63 97.63 97.63 97.63 97.63 97.63 97.63 97.63 97.63 97.63 <td>ii) Lease liabilities</td> <td>22.02</td> <td>265.18</td>	ii) Lease liabilities	22.02	265.18
c) Other non-current liabilities 14.53 0.60 Non-current liabilities 362.45 660.64 Current liabilities 362.45 660.64 a) Financial liabilities 3.30.67 979.63 ii) Borrowings 1,303.67 979.63 ii) Lease liabilities 32.28 128.89 iii) Trade payables 183.92 63.54 - Amount due to micro and small enterprises 183.92 63.54 - Amount due to other than micro and small enterprises 972.77 804.09 iv) Other financial liabilities 17.47 22.84 b) Provisions 24.80 22.27 c) Contract liabilities (net) 84.98 370.25 d) Current tax liabilities (net) 7.09 8.50 e) Other Current liabilities 61.78 51.94 Current liabilities 2,688.76 2,451.95	iii) Other financial liabilities	20.02	3.54
Non-current liabilities 362.45 660.64 Current liabilities 362.45 660.64 a) Financial liabilities 3.303.67 979.63 ii) Lease liabilities 32.28 128.89 iii) Trade payables 8.302 63.54 - Amount due to micro and small enterprises 183.92 63.54 - Amount due to other than micro and small enterprises 972.77 804.09 iv) Other financial liabilities 17.47 22.84 b) Provisions 24.80 22.27 c) Contract liabilities (net) 7.09 8.50 e) Other Current liabilities 61.78 51.94 Current liabilities 2,688.76 2,451.95	b) Provisions	77.68	60.34
Current liabilities a) Financial liabilities 1,303.67 979.63 ii) Borrowings 1,303.67 979.63 ii) Lease liabilities 32.28 128.89 iii) Trade payables - Amount due to micro and small enterprises 183.92 63.54 - Amount due to other than micro and small enterprises 972.77 804.09 iv) Other financial liabilities 17.47 22.84 b) Provisions 24.80 22.27 c) Contract liabilities 84.98 370.25 d) Current tax liabilities (net) 7.09 8.50 e) Other Current liabilities 61.78 51.94 Current liabilities 2,688.76 2,451.95	c) Other non-current liabilities	14.53	0.60
a) Financial liabilities i) Borrowings 1,303.67 979.63 ii) Lease liabilities 32.28 128.89 iii) Trade payables - Amount due to micro and small enterprises 183.92 63.54 - Amount due to other than micro and small enterprises 972.77 804.09 iv) Other financial liabilities 17.47 22.84 b) Provisions 24.80 22.27 c) Contract liabilities 84.98 370.25 d) Current tax liabilities (net) 7.09 8.50 e) Other Current liabilities 61.78 51.94 Current liabilities 2,688.76 2,451.95	Non-current liabilities	362.45	660.64
i) Borrowings 1,303.67 979.63 ii) Lease liabilities 32.28 128.89 iii) Trade payables Total payables 183.92 63.54 - Amount due to other than micro and small enterprises 972.77 804.09 iv) Other financial liabilities 17.47 22.84 b) Provisions 24.80 22.27 c) Contract liabilities 84.98 370.25 d) Current tax liabilities (net) 7.09 8.50 e) Other Current liabilities 61.78 51.94 Current liabilities 2,688.76 2,451.95	Current liabilities		
ii) Lease liabilities 32.28 128.89 iii) Trade payables - Amount due to micro and small enterprises 183.92 63.54 - Amount due to other than micro and small enterprises 972.77 804.09 iv) Other financial liabilities 17.47 22.84 b) Provisions 24.80 22.27 c) Contract liabilities 84.98 370.25 d) Current tax liabilities (net) 7.09 8.50 e) Other Current liabilities 61.78 51.94 Current liabilities 2,688.76 2,451.95	a) Financial liabilities		
iii) Trade payables 183.92 63.54 - Amount due to micro and small enterprises 972.77 804.09 iv) Other financial liabilities 17.47 22.84 b) Provisions 24.80 22.27 c) Contract liabilities 84.98 370.25 d) Current tax liabilities (net) 7.09 8.50 e) Other Current liabilities 61.78 51.94 Current liabilities 2,688.76 2,451.95	i) Borrowings	1,303.67	979.63
- Amount due to micro and small enterprises 183.92 63.54 - Amount due to other than micro and small enterprises 972.77 804.09 iv) Other financial liabilities 17.47 22.84 b) Provisions 24.80 22.27 c) Contract liabilities 84.98 370.25 d) Current tax liabilities (net) 7.09 8.50 e) Other Current liabilities 61.78 51.94 Current liabilities 2,688.76 2,451.95	ii) Lease liabilities	32.28	128.89
- Amount due to other than micro and small enterprises 972.77 804.09 iv) Other financial liabilities 17.47 22.84 b) Provisions 24.80 22.27 c) Contract liabilities 84.98 370.25 d) Current tax liabilities (net) 7.09 8.50 e) Other Current liabilities 61.78 51.94 Current liabilities 2,688.76 2,451.95	iii) Trade payables		
iv) Other financial liabilities 17.47 22.84 b) Provisions 24.80 22.27 c) Contract liabilities 84.98 370.25 d) Current tax liabilities (net) 7.09 8.50 e) Other Current liabilities 61.78 51.94 Current liabilities 2,688.76 2,451.95	- Amount due to micro and small enterprises	183.92	63.54
b) Provisions 24.80 22.27 c) Contract liabilities 84.98 370.25 d) Current tax liabilities (net) 7.09 8.50 e) Other Current liabilities 61.78 51.94 Current liabilities 2,688.76 2,451.95	- Amount due to other than micro and small enterprises	972.77	804.09
c) Contract liabilities 84.98 370.25 d) Current tax liabilities (net) 7.09 8.50 e) Other Current liabilities 61.78 51.94 Current liabilities 2,688.76 2,451.95	iv) Other financial liabilities	17.47	22.84
d) Current tax liabilities (net) 7.09 8.50 e) Other Current liabilities 61.78 51.94 Current liabilities 2,688.76 2,451.95	b) Provisions	24.80	22.27
e) Other Current liabilities 51.94 Current liabilities 2,688.76 2,451.95	c) Contract liabilities	84.98	370.25
Current liabilities 2,688.76 2,451.95	d) Current tax liabilities (net)	7.09	8.50
	e) Other Current liabilities	61.78	51.94
Total Equity & Liabilities 6,276.75 5,922.20	Current liabilities	2,688.76	2,451.95
	Total Equity & Liabilities	6,276.75	5,922.20

Key Performance Indicators – 9MFY25



Financial Key Performance Indicators (INR Mn.)	9M period ending 31st December 2024	Year ending 31st March 2024	Year Ending 31st March 2023
P&L KPI's			
Total Income	3,895.92	5,122.74	3,504.97
Revenue from Operations	3,874.46	4,968.59	3,432.19
Growth in Revenue from Operations (y-o-y)	(NA)	44.76%	4.21%
EBITDA	335.76	811.47	495.84
EBITDA Margin	8.67%	16.33%	14.45%
Profit before Taxes	71.46	439.97	75.53
Profit for the Year	43.62	414.39	54.87
PAT Margin	1.13%	8.34%	1.60%
Gross Profit	1,884.21	2,340.10	1,979.60
Gross Profit Margin	48.63%	47.10%	57.68%

Key Performance Indicators – 9MFY25

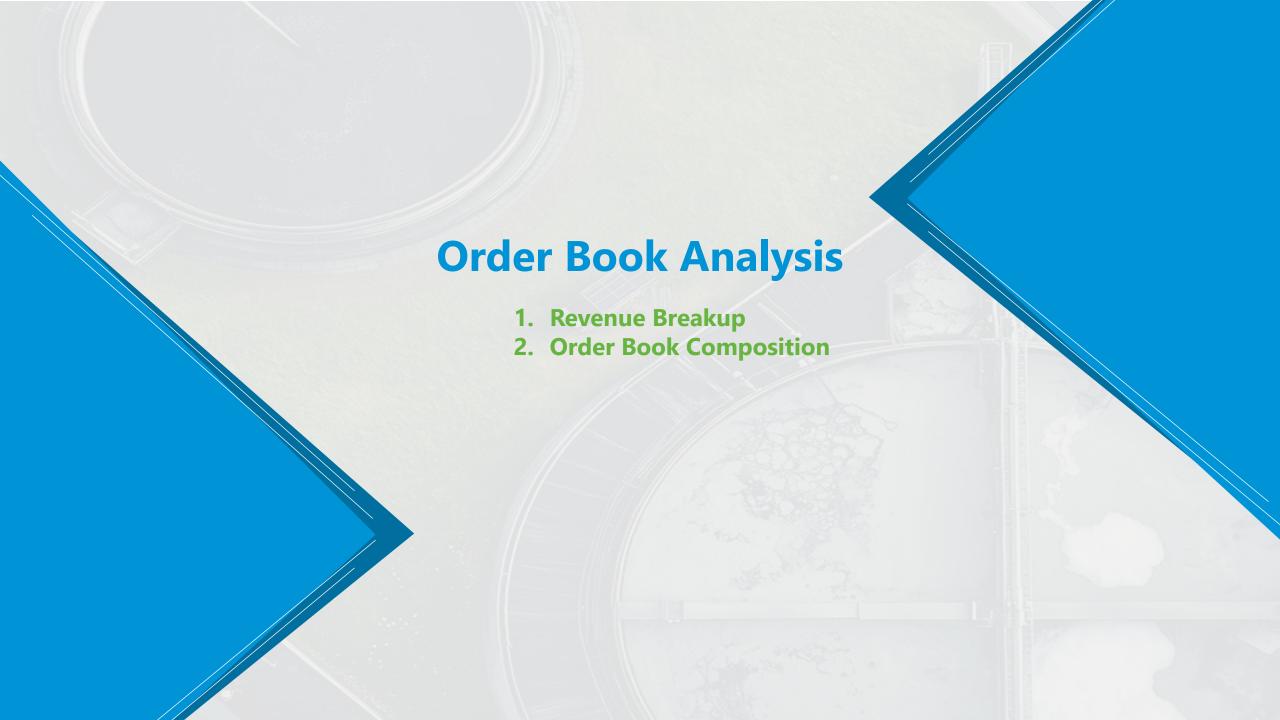


Financial Key Performance Indicators (INR Mn.)	Year ending 31 st March 2024	Year Ending 31 st March 2023
Balance Sheet KPI's		
Debt-Equity Ratio	0.47	0.47
Return on Equity (ROE)	13.73%	2.00%
Return on Capital Employed (ROCE)	14.07%	6.96%
Debtor Days	126	113
Inventory Days	113	159
Creditor Days	85	92
Net Working Capital Days	154	180

Key Performance Indicators – 9MFY25



Operational Key Performance Indicators (INR Mn.)	9M period ending 31 st December 2024	Year ending 31st March 2024	Year Ending 31st March 2023
Installed Capacity, Annual Production and Capacity Utilization			
Installed Capacity			
Modules	12,750	17,000	17,000
Systems	450	600	600
Annual Production			
Modules	4,368	6,269	4,861
Systems	180	219	223
Capacity Utilization			
Modules	34.26%	36.88%	28.59%
Systems	40.00%	36.50%	37.17%
Research & Development Costs	12.29	13.48	6.92
Total R&D Expenses as a % of Total Expenses	0.32%	0.29%	0.20%
Attrition Rate	16.76%	28.64%	37.53%

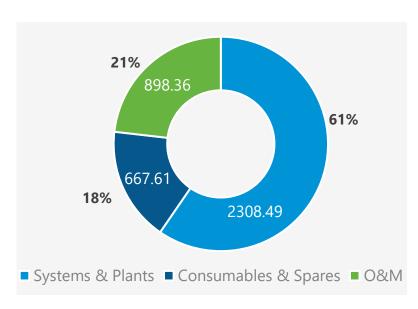


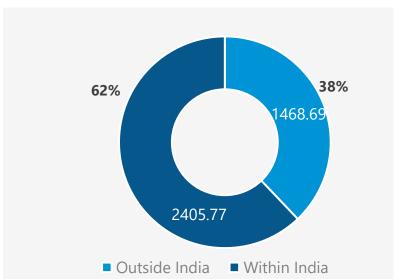
Revenue Breakup



Product / Service (INR Mn.)	9M period ending 31 st December 2024	Year ending 31 st March 2024	Year Ending 31 st March 2023
Systems & Plants	2,378.49	2,961.81	1,608.69
Sale of consumables and spare parts	667.61	973.18	947.11
O&M services	828.36	1,033.60	876.39
Revenue from Operations	3,874.46	4,968.59	3,432.19

Revenue by Geography (INR Mn.)	9M period ending 31 st December 2024	Year ending 31 st March 2024	Year Ending 31 st March 2023
Outside India	1,468.69	2,075.16	825.22
Within India	2,405.77	2,893.43	2,606.97
Revenue from Operations	3,874.46	4,968.59	3,432.19

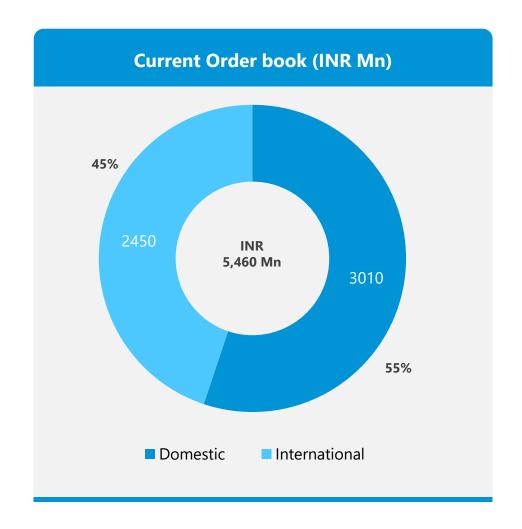




Order Book Composition



Geography	Order Book (INR Mn.)
Domestic	3,010
International	2,450
Total Order Book	5,460



Annexure



Term	Description
CBG	Compressed Biogas
EBITDA	EBITDA is calculated as the sum of (i) restated profit after tax for the year, (ii) tax expenses, (iii) depreciation and amortization expenses, and (iv) finance costs, less interest income.
EBITDA Margin	EBITDA Margin is calculated as EBITDA divided by revenue from operations.
HPRO	High Pressure Reverse Osmosis
IOT	Internet of Things
LPRO	Low Pressure Reverse Osmosis
Membrane	Membrane is a semi-permeable layer that allows the passage of water molecules but not most of the dissolved salts, organics, bacteria, and pyrogens
O&M	Operations & Maintenance
PAT Margin	Profit after tax for the year as a percentage of revenue from operations.
R&D	Research and development
RO	Reverse osmosis
UHPRO	Ultra-high pressure reverse osmosis
WHE	Waste Heat Evaporators
ZLD	Zero liquid discharge
ZLD Technology	Zero liquid discharge technology is a wastewater management aimed at minimizing the environmental impact of industrial processes and to eliminate liquid waste by recovering and reusing all wastewater, thereby preventing any discharge into the environment.

Thank You!

