



Concord Enviro Systems Limited

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May 25, 2025

To,

National Stock Exchange of India Limited Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (E), Mumbai – 400 051	BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001
Symbol: CEWATER	Scrip Code: 544315

Dear Sir/ Madam,

Sub.: Disclosure under Regulation 30 read with Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015 – Investor’s Presentation

Pursuant to the provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed an Investors’ Presentation, specifying on the financial performance and other developments for the quarter/year ended March 31, 2025.

This is for your information and record.

Thanking you,

For Concord Enviro Systems Limited

Priyanka Aggarwal
Company Secretary & Compliance Officer
Membership No: A38180
Place: Mumbai



Concord Enviro

Systems Limited



**Investor Presentation
Q4 & FY25**

Safe Harbor

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Contents

1 Introduction

2 Q4 & FY25 Performance Snapshot

3 Growth Opportunities & Strategy

4 Company Profile



The background image shows a large industrial facility, possibly a water treatment plant, with multiple large cylindrical tanks, complex piping systems, and blue electric motors. The scene is set under a high, open industrial roof. A semi-transparent white box with a wavy border is centered over the image, containing the word 'Introduction'.

Introduction

Concord | In a nutshell



A global leader in water and wastewater treatment, specializing in zero liquid discharge (ZLD) technology, with in-house expertise spanning design, R & D, manufacturing, installation, commissioning, operation & maintenance (O&M), and IoT-driven digital solutions.



Headquartered in Mumbai – India, Concord has two backward integrated manufacturing facilities, one in India (Vasai, Maharashtra) and one in the UAE (Sharjah).



Global presence across five continents, dedicated to serving clients and fostering a sustainable environment for the future.



Experience

30+ Years



Order Book

5,327 Mn



Clients

300



Patents Granted

9



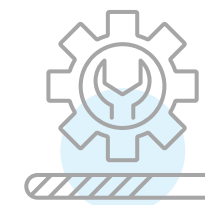
Water Recycled Daily

**>70 Million
Liters**



Water Treated Daily

**~600 Million
Liters**



Active Installations

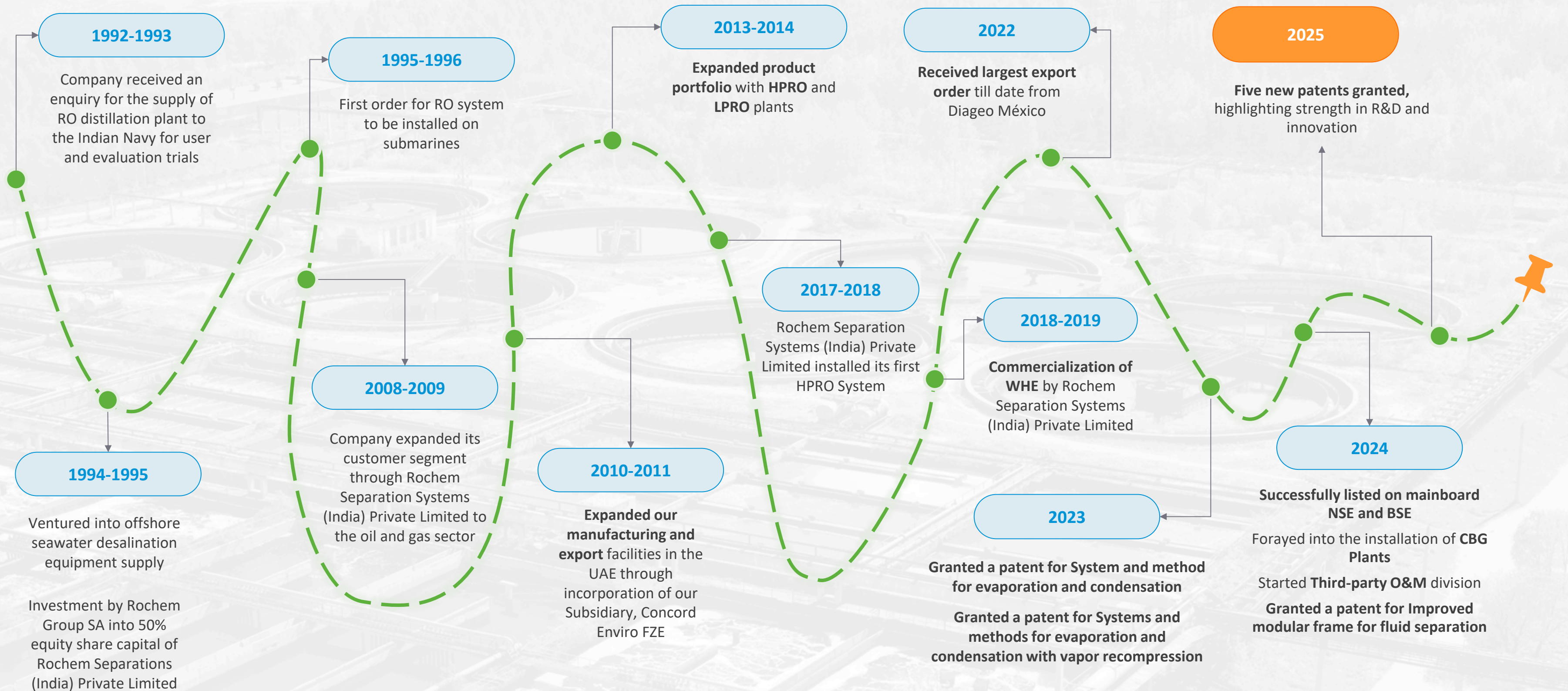
2000+



Industries Served

11

Our Journey



The background image shows a large industrial facility, possibly a water treatment plant, with multiple large vertical cylindrical tanks and complex piping systems. The facility is housed under a high, open-roof structure with steel beams. In the foreground, there are blue electric motors and pumps connected to the piping. A worker in a yellow safety vest and hard hat is visible in the distance on the right side. The overall scene is industrial and functional.

Q4 & FY25 Performance Snapshot

Management Commentary – Q4 & FY25



Prerak Goel

Director, International Sales



Prayas Goel

Director

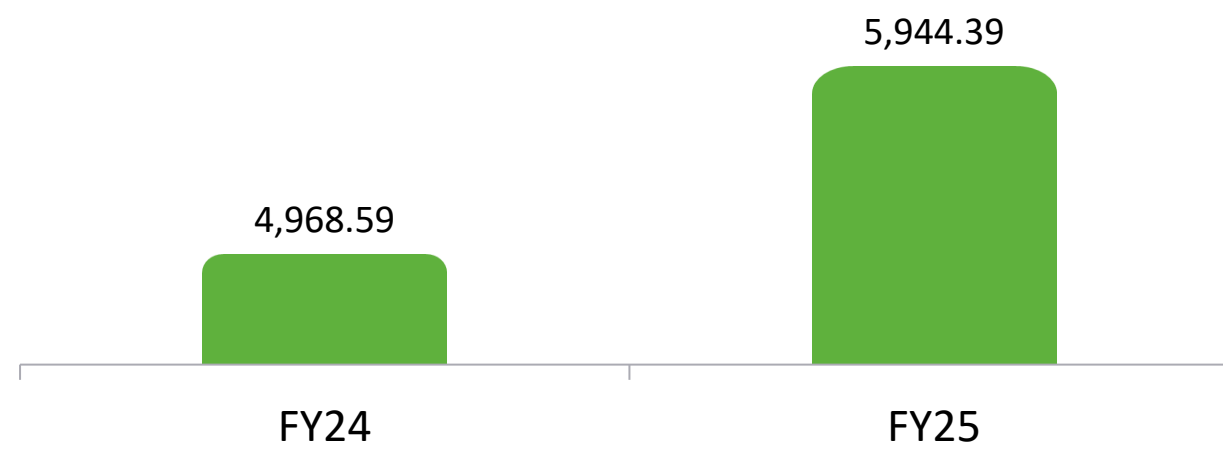
Commenting on the results, leadership team of Concord Enviro Systems ,
said:



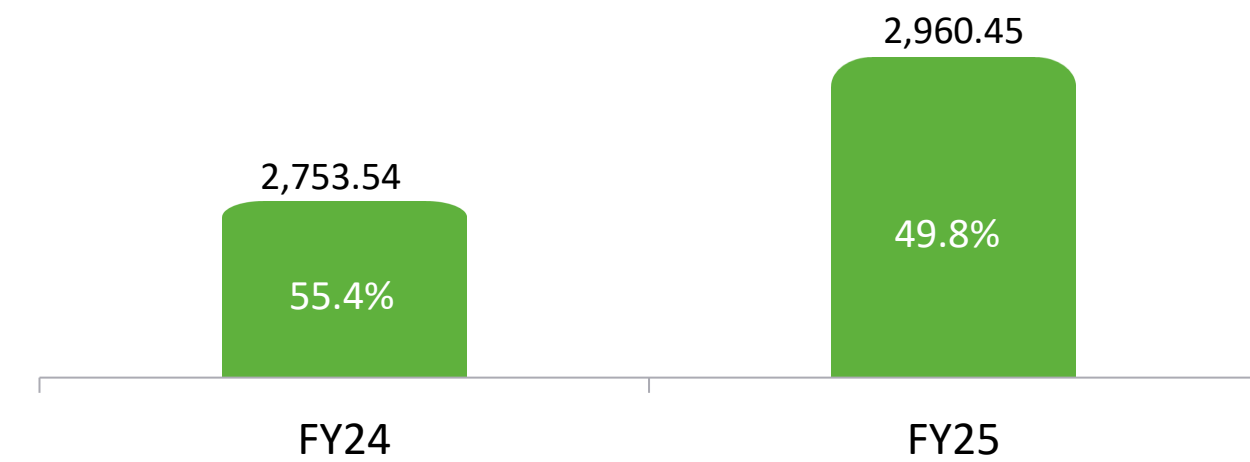
"FY25 marked a strong year for us, with revenues rising 20% to INR 5,944 Mn. Backed by a healthy order book of INR 5,327 Mn and a strategic push into emerging sectors such as CBG, carbon capture, semiconductors, and green hydrogen, we are confident in sustaining this momentum. Margin expansion alongside robust top-line growth highlights the strength and adaptability of our business model. We remain focused on delivering high-impact, value-driven solutions while scaling sustainably and fostering innovation."

FY25 Highlights

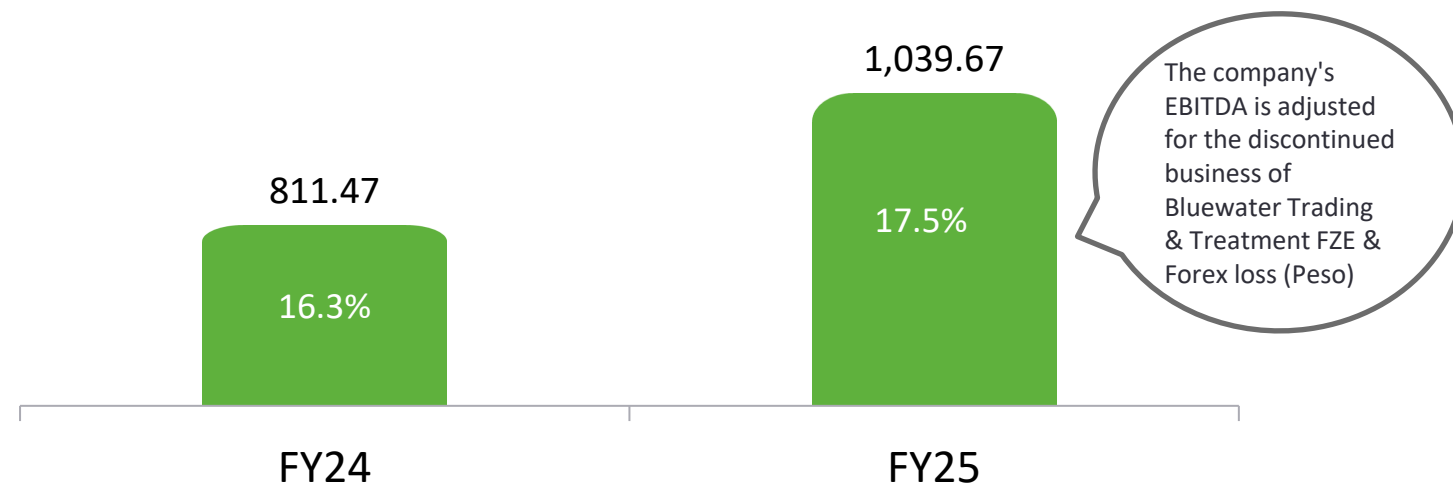
Revenue from Operations (INR Mn)



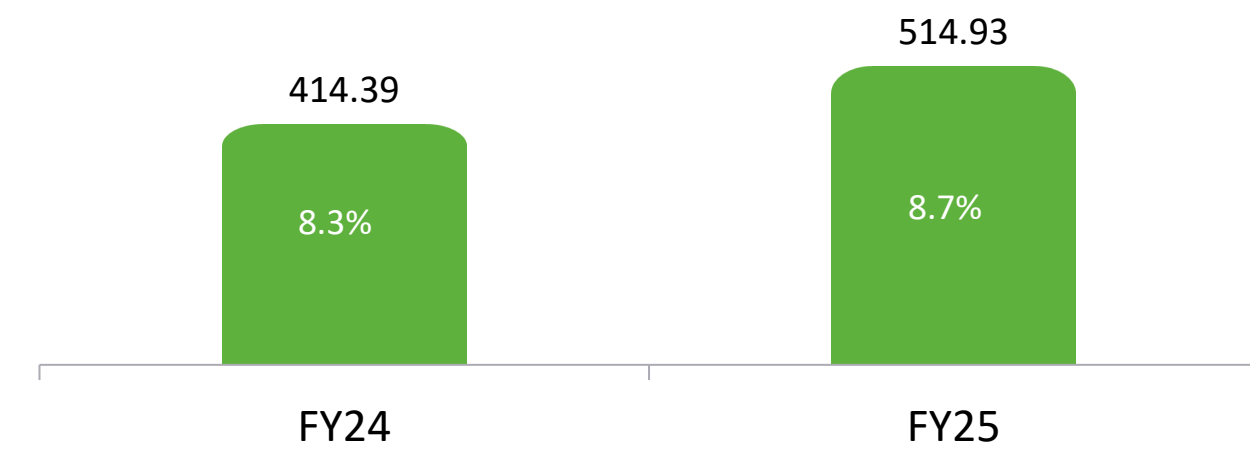
Gross Profit (INR Mn) & Gross Profit Margin (%)



Adjusted EBITDA (INR Mn) & Adjusted EBITDA Margin (%)

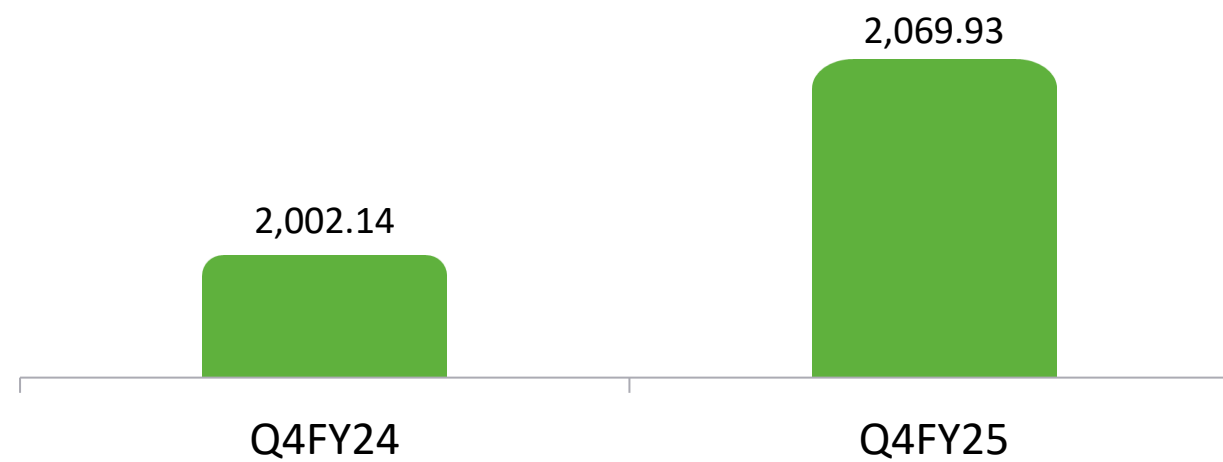


PAT (INR Mn) & Margin (%)

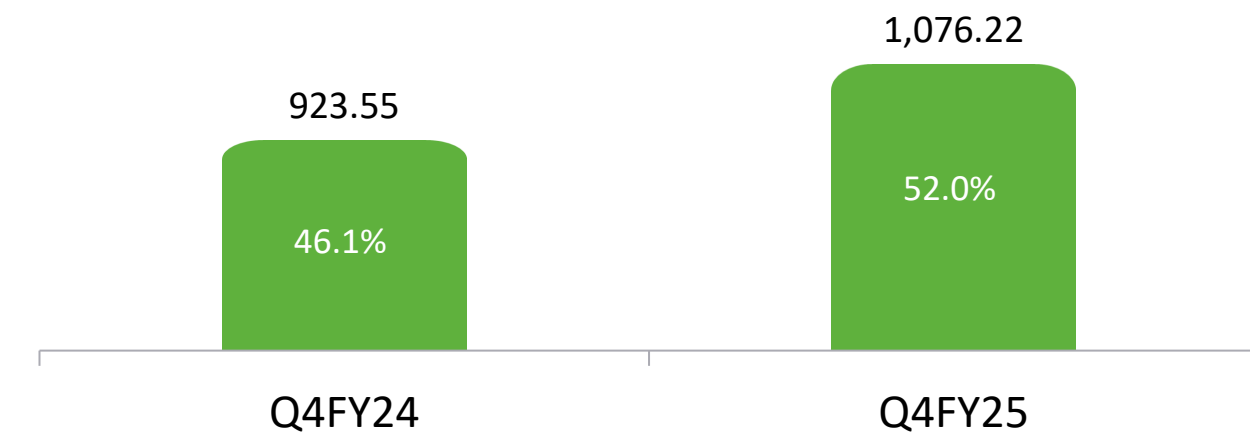


Q4FY25 Highlights

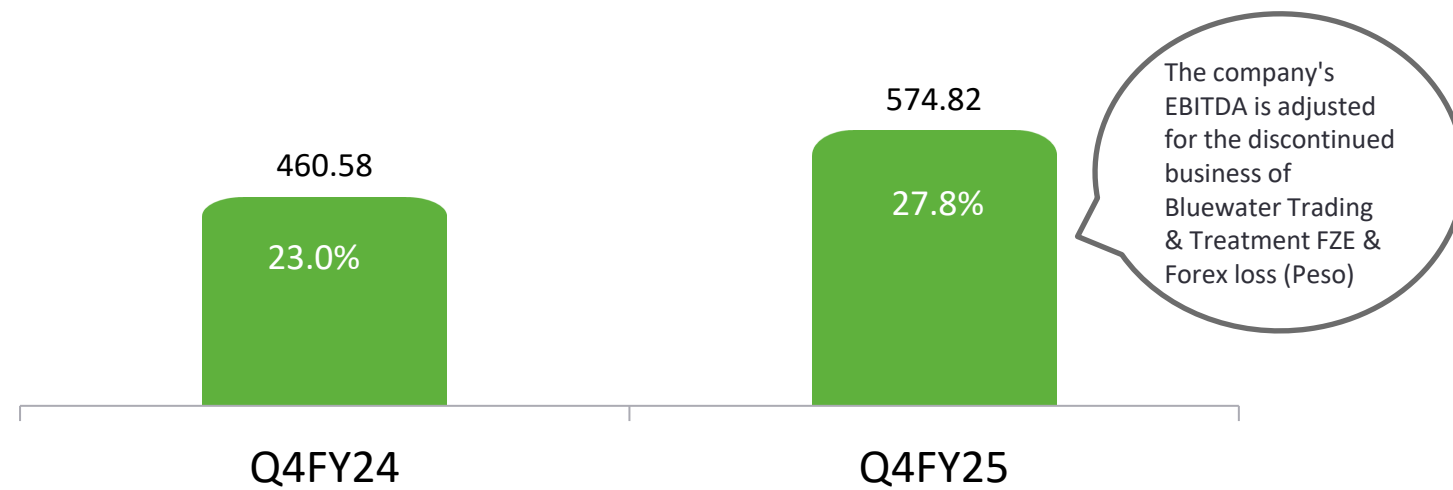
Revenue from Operations (INR Mn)



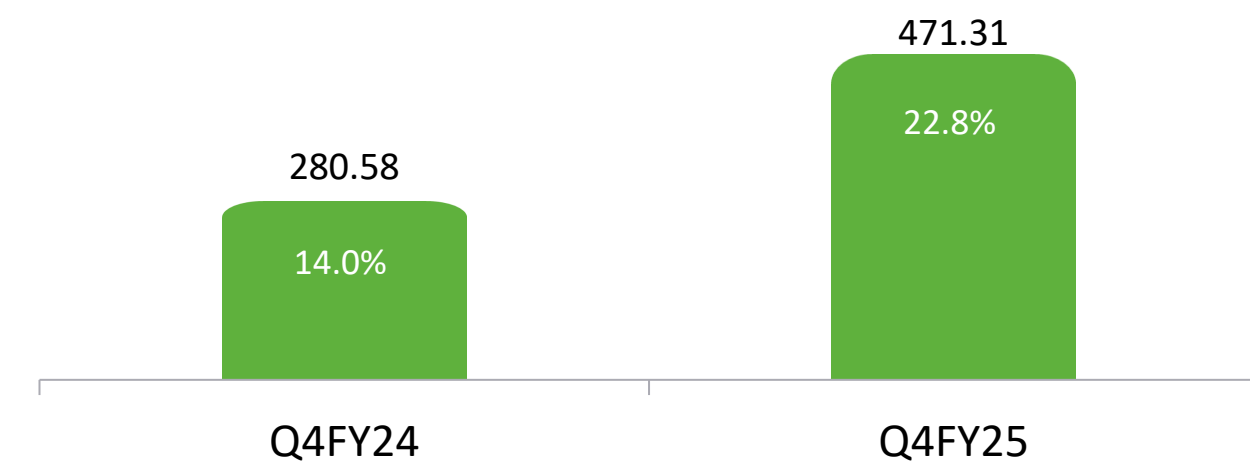
Gross Profit (INR Mn) & Gross Profit Margin (%)



Adjusted EBITDA (INR Mn) & Adjusted EBITDA Margin (%)

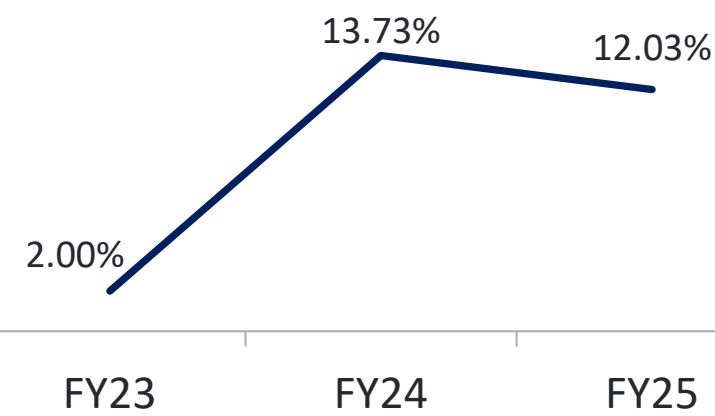


PAT (INR Mn) & Margin (%)

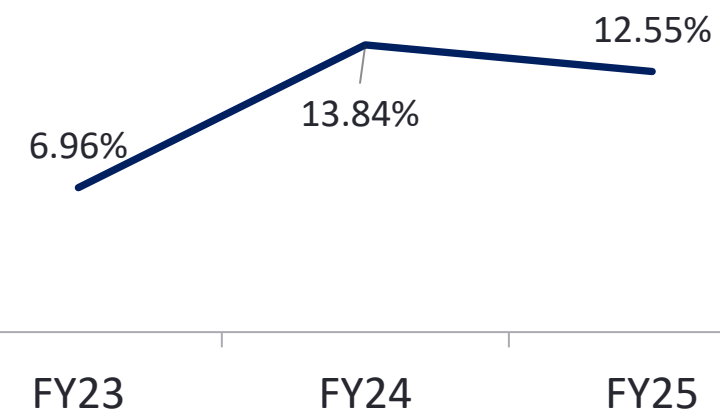


Ratio Analysis

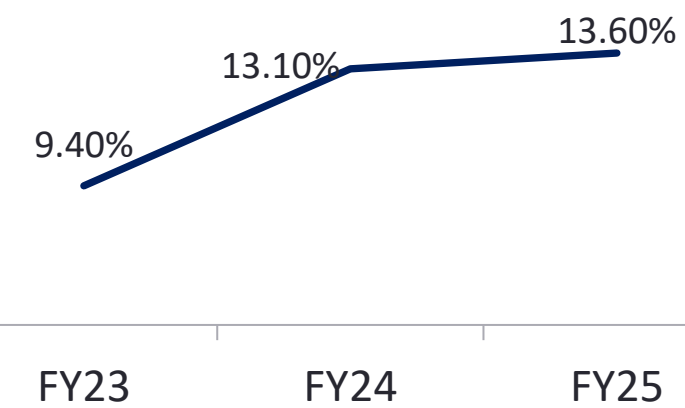
Return on Equity (%)



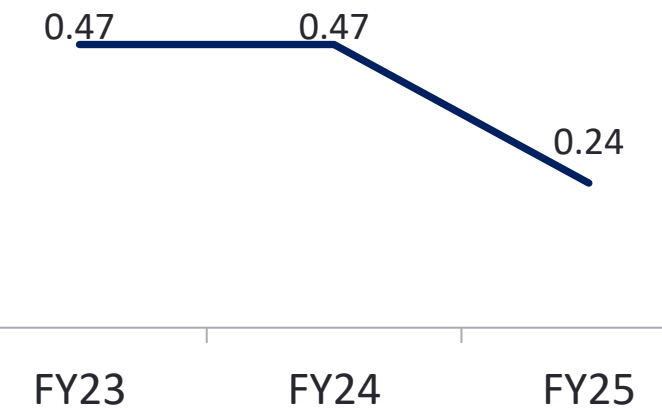
Return on Capital Employed (%)



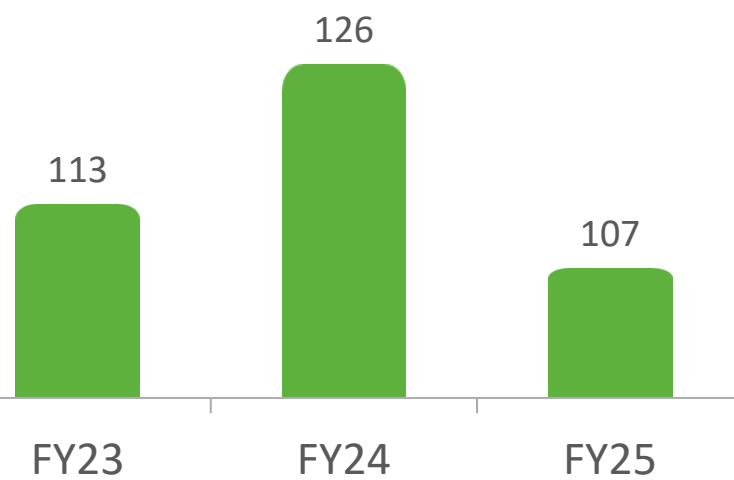
ROIC (%)



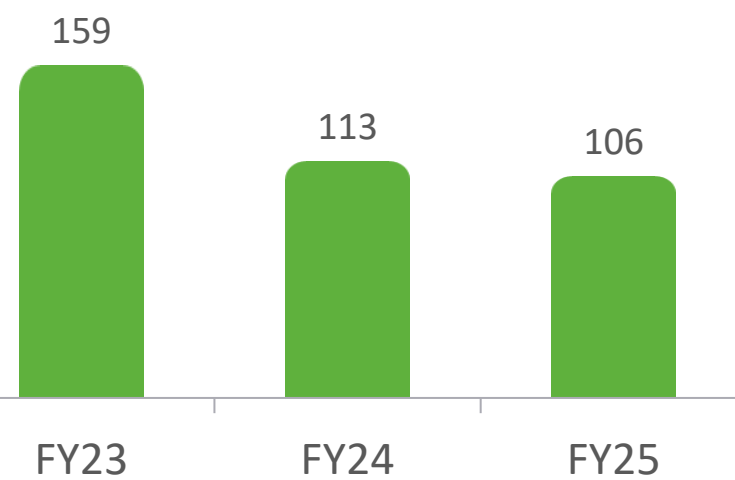
Debt to Equity (X)



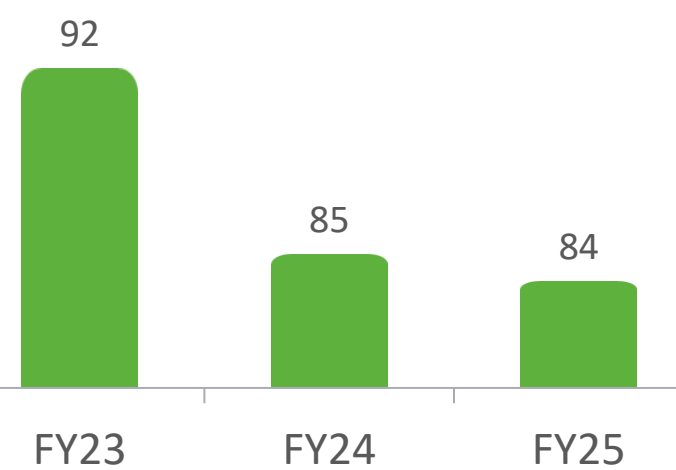
Debtor Days



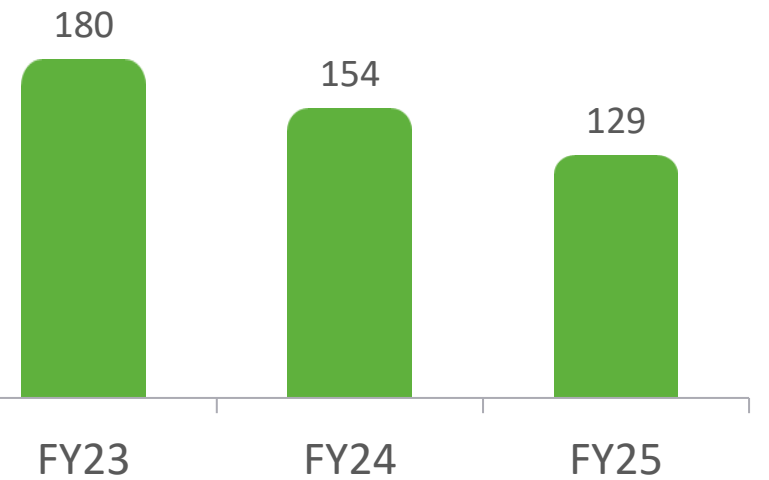
Inventory Days



Creditor Days



Net Capital Working Days



Q4 & FY25 Financial Highlights



FY25 Financial Highlights

- ▶ **Revenue from operations** for FY25 stood at INR 5,944.4 Mn compared to INR 4,968.6 Mn in FY24, up 19.64% YoY
- ▶ **EBITDA** for FY25 stood at INR 870.82 Mn
- ▶ **EBITDA margin** for FY25 was at 15% similar to FY24.
- ▶ As on 31st March 2025, the order book stands at INR 5,327 Mn, the order pipeline stands at 19,198 Mn as on 31st March 2025.
- ▶ The company's EBITDA & PAT for the year was influenced by a **forex loss (peso)** of INR 101.85 Mn.



Q4FY25 Financial Highlights

- ▶ **Revenue from operations** for Q4 FY25 stood at INR 2069.9 Mn up 3.4% on YoY basis compared to INR 2,002.4 Mn in Q4 FY24.
- ▶ **EBITDA** for the quarter stood at INR 572.93 Mn
- ▶ **EBITDA margin** for the quarter came at 28% as compared to 19% in Q4 FY24 up by 882 bps YoY.

Operational Highlights – FY25

Operational Highlights

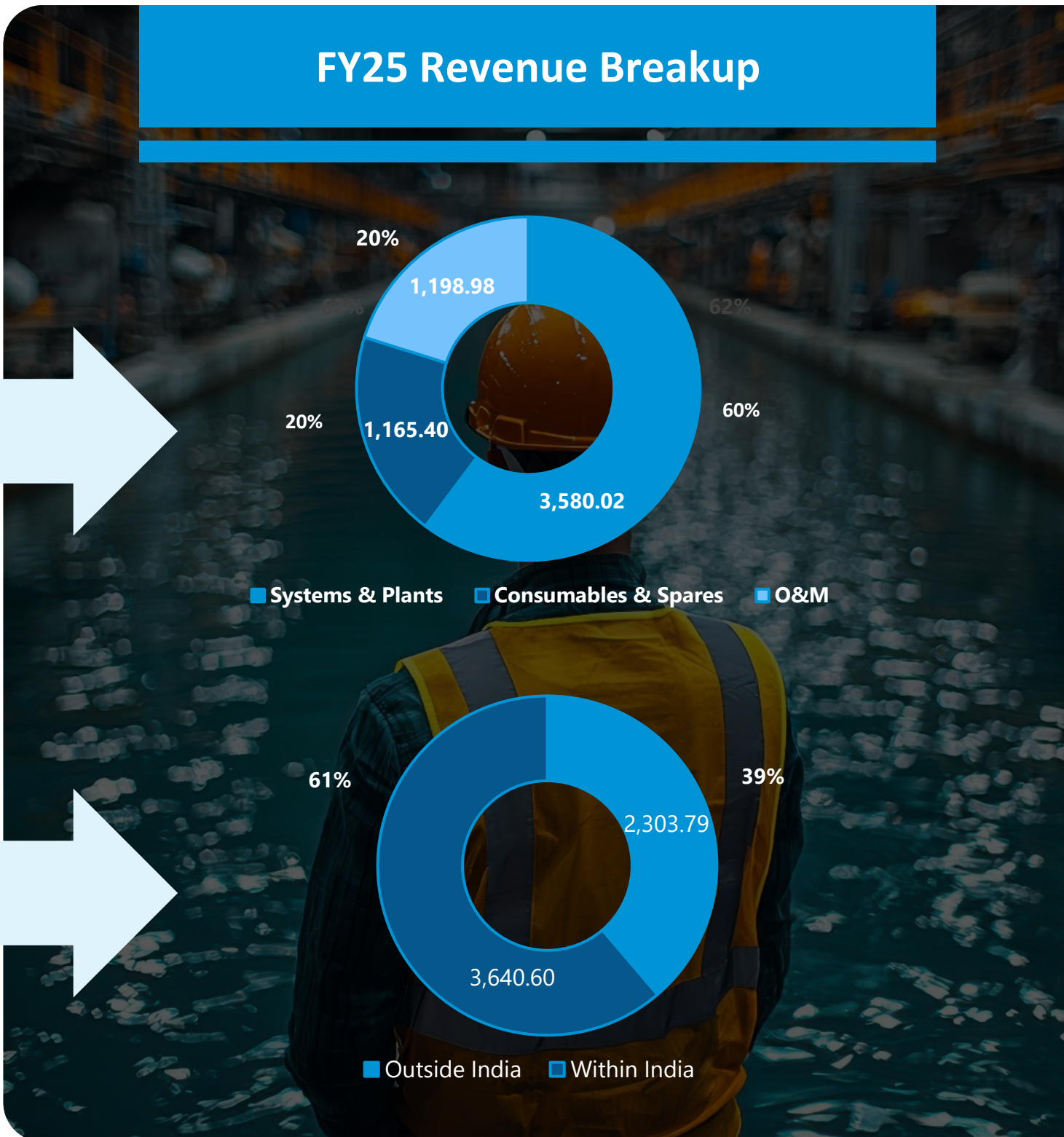
- ✓ **Strategic Client Wins:** Onboarded marquee clients across aerospace, sustainable packaging, aluminum packaging, and compressed biogas (CBG), underscoring Concord Enviro's role as a trusted sustainability partner.
- ✓ **Robust Growth in Product Business:** Achieved around INR 77.5 Mn in membrane sales in FY25 via the distributor model; projected to scale to around INR 300 Mn in FY26 and reach INR 850 Mn over the next three years.
- ✓ **Innovation-Driven Growth:** As of March 31, 2025, secured 9 patents and filed 21 new applications reflecting a strong innovation pipeline.
- ✓ **Expanding Presence in Emerging Technologies:** Developing a strong pipeline in Solar PV, Green Hydrogen, Carbon Capture and Semiconductors, with ongoing discussions with leading clients to deliver advanced sustainable solutions.
- ✓ **Expanding Geographical Footprint:** We marked our presence in the US Market in FY25. This is expected to ramp up in the years to come.



Revenue Breakup

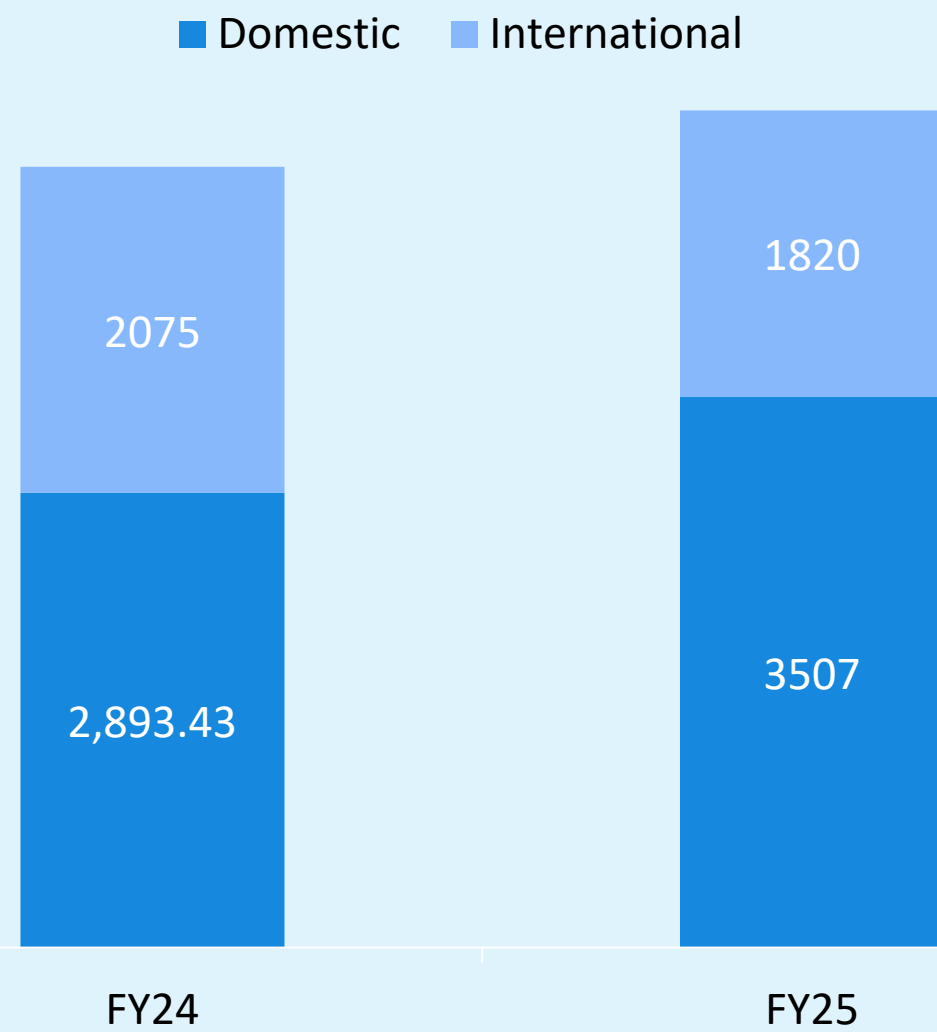
Product / Service (INR Mn.)	FY25	FY24	FY23
Systems & Plants	3,580.02	2,961.81	1,608.69
Sale of consumables and spare parts	1,165.40	973.18	947.11
O&M services	1,198.98	1,033.60	876.39
Revenue from Operations	5,944.39	4,968.59	3,432.19

Revenue by Geography (INR Mn.)	FY25	FY24	FY23
Outside India	2,303.79	2,075.16	825.22
Within India	3,640.60	2,893.43	2,606.97
Revenue from Operations	5,944.39	4,968.59	3,432.19

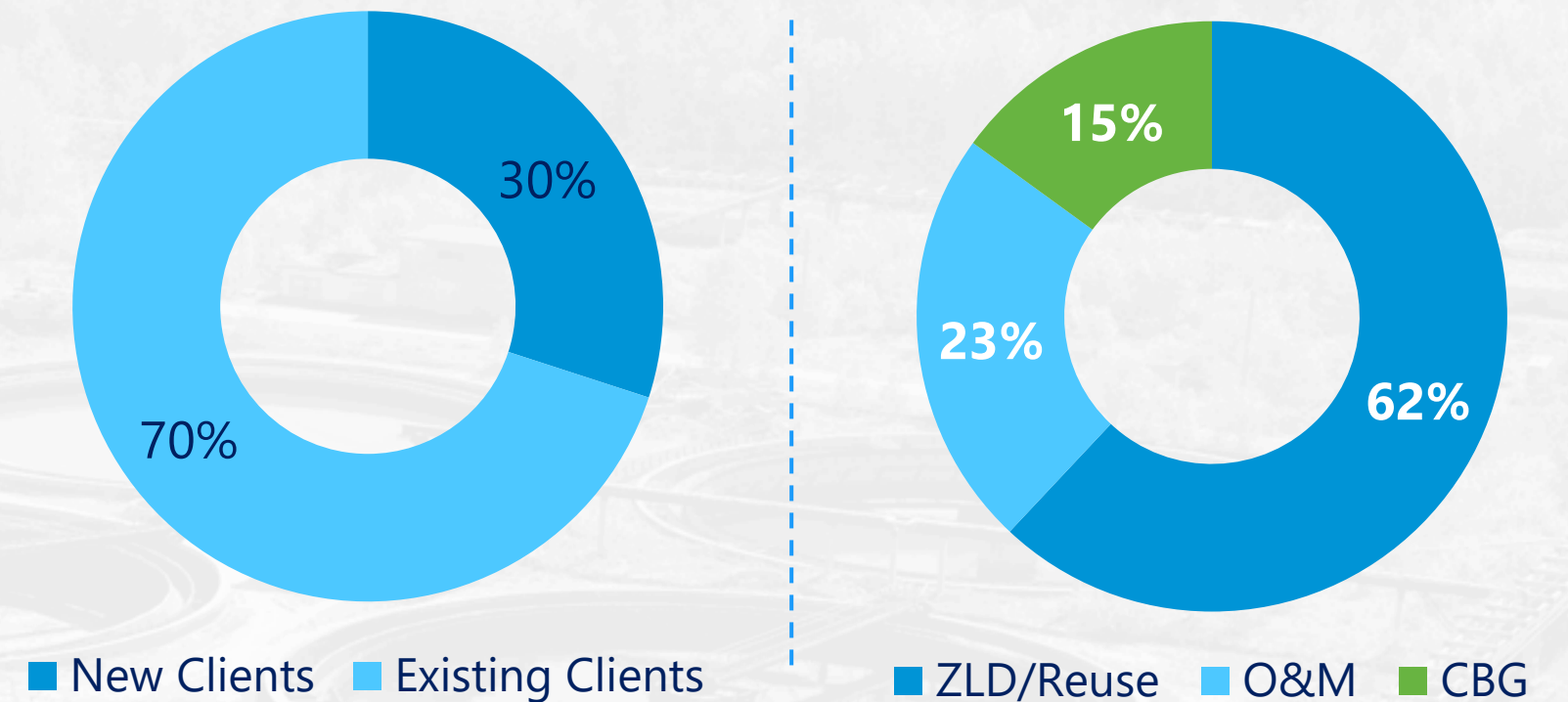


Order Book

Order Book (FY25) (INR Mn)



Order Book Break - up



- The **total orderbook** stood at **INR 5,327 Mn** as at 31st March 2025.
- Apart from this orderbook, we have additional **order pipeline of INR 19,198 Mn** as at 31st March 2025.
- O&M order are usually sticky as it is a recurring business.

Q4 & FY25 Financial Highlights

Particulars (INR Mn.)	Q4FY25	Q4FY24	YoY change (%)	FY25	FY24	YoY change (%)
Revenue from Operations	2,069.93	2,002.14	3.39%	5,944.39	4,968.59	19.64%
Other Income	26.81	71.14	-62.31%	47.24	148.47	-68.18%
Total Income	2,096.74	2,073.28	1.13%	5,991.63	5,117.06	17.09%
Cost of raw materials and components consumed	793.37	840.32	-5.59%	2,408.63	1,969.07	22.32%
Service Charges	69.13	90.08	-23.26%	255.19	252.95	0.89%
Purchase of stock-in-trade	205.81	238.05	-13.54%	507.90	371.16	36.84%
Increase/(decrease) in inventories of FG and WIP	-5.47	0.22	-2586.36%	67.41	-125.18	154.00%
Employee benefits expenses	231.77	195.15	18.77%	852.99	666.08	28.06%
Other Expenses	186.28	239.59	-22.25%	920.30	658.41	39.78%
EBITDA	572.93	377.61	51.73%	870.82	750.51	16.03%
Adjusted EBITDA*	574.82	460.58	24.80%	1,039.67	811.47	28.12%
Finance Costs	55.10	36.94	49.16%	205.15	167.87	22.21%
Depreciation & Amortization Expenses	34.21	29.00	17.97%	113.97	162.9	-30.04%
Profit before Tax	519.76	396.36	31.13%	644.65	986.72	-34.67%
Tax Expenses	34.88	32.81	83.64%	62.72	25.58	87.75%
Profit after Tax	484.88	363.55	33.37%	581.93	961.14	-39.45%
Profit/(Loss) after Tax from discontinued operations	-13.57	-82.97	-	-67.00	-546.75	-
Net Profit/Loss after Tax for the Period	471.31	280.58	67.98%	514.93	414.39	24.26%

- *The company's EBITDA is adjusted for the discontinued business of Bluewater Trading & Treatment FZE & Forex loss (Peso)
- The discontinued operations are on account of the winding up of Bluewater Trading and Treatment FZE for having a simpler corporate structure

Balance Sheet

Particulars (INR Mn)	FY25	FY24
Equity And Liabilities		
Equity		
a) Equity share capital	103.48	91
b) Other equity	5,233.27	3,134.54
Total Equity	5,336.75	3,225.54
Liabilities		
Non-current liabilities		
a) Financial liabilities		
i) Borrowings	80.51	228.2
ii) Lease liabilities	15.57	22.02
iii) Other financial liabilities	23.27	20.02
b) Provisions	106.65	77.68
c) Other non-current liabilities	10.72	14.53
Total Non-current liabilities	236.72	362.45
Current liabilities		
a) Financial liabilities		
i) Borrowings	1,226.96	1,303.67
ii) Lease liabilities	18.54	32.28
iii) Trade payables		
- Amount due to micro and small enterprises	233.82	183.92
- Amount due to other than micro and small enterprises	1133.76	972.77
iv) Other financial liabilities	19.26	17.47
b) Provisions	36.56	24.8
c) Contract liabilities	42.65	84.98
d) Current tax liabilities (net)	53.65	7.09
e) Other Current liabilities	36.9	61.78
f) Liabilities directly associated with the assets held for sale	111.48	0.00
Current liabilities	2,913.58	2,688.76
Total Equity & Liabilities	8,487.05	6,276.75

Particulars (INR Mn)	FY25	FY24
Assets		
Non-current assets		
a) Property, plant and equipment	708.49	614.7
b) Right of use assets	77.19	146.73
c) Intangible assets	282.32	275.69
d) Intangible assets under development	36.12	9.72
e) Capital work in Progress	35.53	13.69
f) Financial Assets		
i) Investments		
(a) Investments accounted for using equity method	612.52	582.45
(b) Other investments	48.06	17.39
ii) Other Financial Assets	379.31	32.88
g) Deferred tax assets (net)	90.31	81.36
h) Current tax assets (net)	27.19	23.47
i) Other Non Current assets	15.5	110.55
Non-current Assets	2,312.54	1,908.63
Current assets		
a) Inventories	1,726.66	1,539.91
b) Financial assets		
i) Trade receivables	1,739.26	1,713.60
ii) Cash and cash equivalents	251.9	182.56
iii) Bank balances other than (ii) above	641.27	133.82
iv) Loans	2.78	3.49
v) Other financial assets	110	109.34
c) Contract Assets	871.76	224.66
d) Other Current assets	670.68	460.74
e) Assets classified as held for sale	160.20	0.00
Current Assets	6,174.51	4,368.12
Total Assets	8,487.05	6,276.75

Cashflow Statement

Particulars (INR Mn)	For the period ended March 31, 2025	For the year ended March 31, 2024
CASH FLOWS FROM OPERATING ACTIVITIES		
Profit/(Loss) before tax	578	440
Add: Adjustment	366	378
Operating profit before working capital changes	943	818
Movements in working capital:	-870	-1,118
Direct taxes paid (including tax deducted at source)	-26	-46
Net cash generated from / (used in) operating activities (A)	47	-347
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of property, plant and equipment and intangible assets	-258	-96
Investment in Bank Deposits	-896	-
Others	-70	63
Net cash used in investing activities (B)	-1,223	-33
CASH FLOW FROM FINANCING ACTIVITIES		
Proceeds from long-term borrowings	74	-
Repayment of long-term borrowings	-221	-103
Issue of equity share capital (including securities premium)	1,750	-
Others	-357	62
Net cash used in financing activities (C)	1,245	-41
Net increase / (decrease) in cash and cash equivalents (A+ B+C)	69	-420
Cash and cash equivalents at beginning of the year	183	603
Foreign currency translation reserve	-0	-
Cash and cash equivalents at end of the year	252	183

The background image shows a large industrial facility, possibly a water treatment plant, with multiple large vertical tanks and complex piping systems. The scene is captured from a low angle, looking up at the machinery. A semi-transparent white box with a wavy top edge is centered over the image, containing the text.

Growth Opportunities & Strategy

Concord's Green India Opportunity

Carbon Capture

Government Initiative

Gov. of India has set first GHG emission (GEI) targets for industries like aluminium, steel, cement, refineries, chlor-alkali, and paper for FY26 and FY27, defined in toe per unit of output. Non-compliance will attract a penalty of **2× average carbon credit price**.



Concord's Solution

Concord has been developing biological CO₂ capture and gas separation membrane technologies over past two years. In FY26, it will commission its first 7.5 TPD (INR 12 Cr.) demonstration-scale CO₂ capture project, showcasing efficient and scalable solution to help coal-fired boilers and power plants transition to green energy. Expansion across these sectors is planned from FY27 onward.

TAM of Carbon Capture is projected to grow from USD 4.51 billion in 2025 to USD 14.51 billion by 2032*

*Source: Fortune Business Insights

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Page no 20

Concord's Green India Opportunity

Solar PV

Government Initiative

Solar PV Cell manufacturing industry uses a significant amount of water for various stages of Cell manufacturing process. Manufacturing process also involves use of Strong Acids and Alkali for cleaning, etching and other processes. This leads to a complex and high strength wastewater generation.



Concord's Solution

Concord offers its technologies such as WHE and UHPRO to provide a value-added solution to Solar Cell manufacturing industry. Our WHE solutions provide industry option of processing high strength Acid and Alkali streams to ZLD directly using our Polymeric evaporators for direct concentration. This greatly simplifies treatment train, reduces chemical consumption and avoids generation of waste sludge byproducts from chemical treatment. Our UHPRO solutions then provide for high recovery of clean water from balance dilute effluent streams.

The global solar PV panels market size was estimated at USD 170.25 billion in 2023 and is expected to grow at a compound annual growth rate (CAGR) of 7.7% from 2024 to 2030*

***Source: Grand View Research**

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Page no 21

Concord's Emerging Opportunity in the Indian Market

Semi Conductor

Industry Need

Semi-conductor industry relies of high purity reliable water for chip fab process. Waste-water from the process also needs to be treated and, in many cases, meet ZLD specifications in several markets.



Concord's Solution

Concord has installations across Electronics processing factories for Water and waste-water treatment. For upcoming Semiconductor fab units in India, Concord is poised to offer solutions to meet secondary requirements of process optimization and energy reduction from existing facilities. Concord remains confident of penetration into this space in near future with its value added solutions.

Green Hydrogen

Industry's Need

Green hydrogen is produced by electrolyzing water using solar energy. This process requires high-purity demineralized water. To avoid burdening existing freshwater resources, seawater is typically used as primary source. As green hydrogen production scales—especially for downstream applications like green ammonia—there is a growing need to **efficiently produce high-purity water directly from seawater.**



Concord's Solution

Concord currently is pursuing projects with EPC Green Hydrogen solution providing companies to provide its Desalination products for meeting water requirements of projects in several locations. Concord is also working with package Electrolyser and Green Hydrogen plant/system providers to integrate WHE product into such package solutions to meet their high purity water needs directly.

Focused Initiatives

1 Compressed Biogas

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

2 Green ZLD

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

3 Third Party O&M

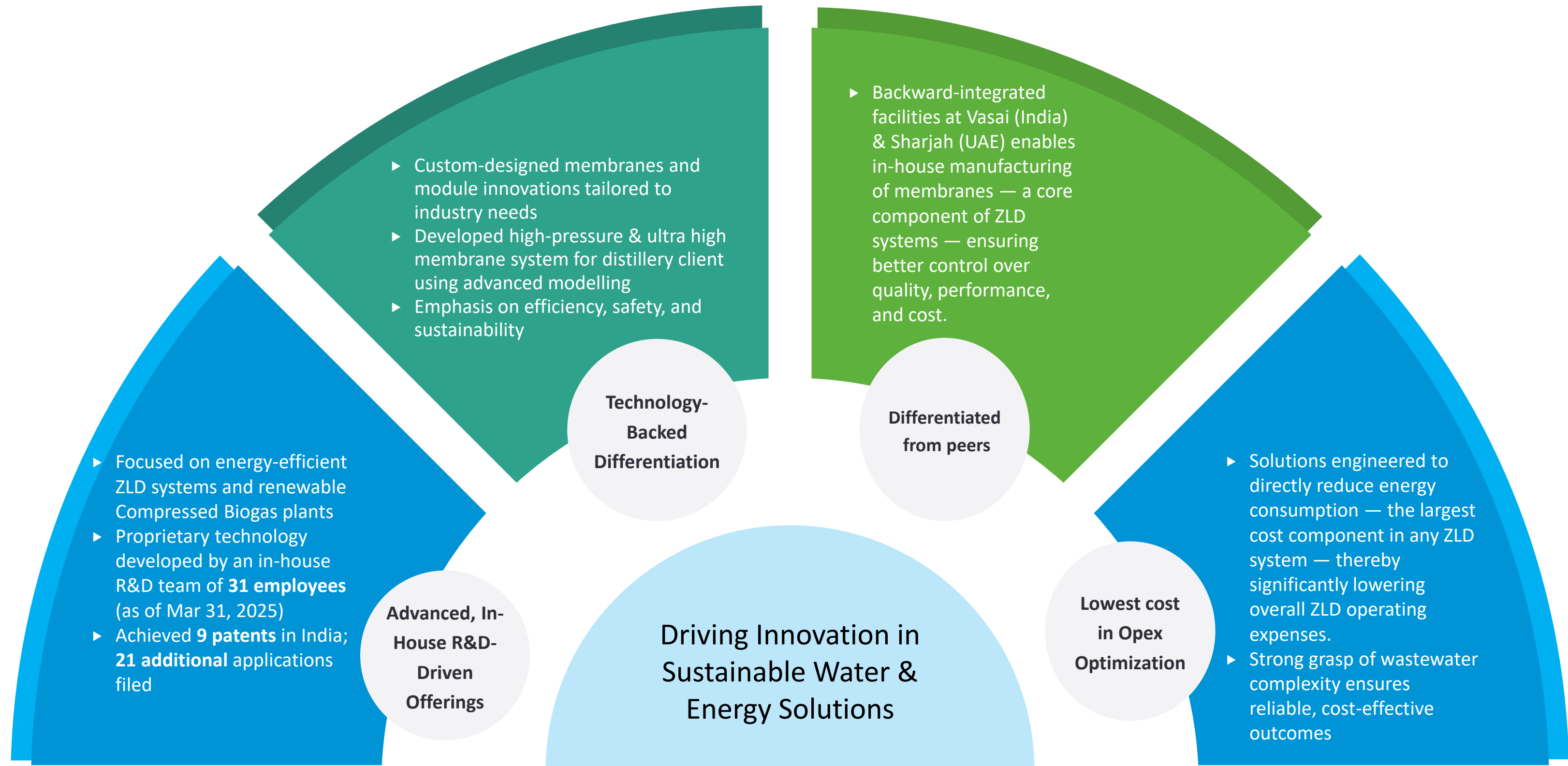
Operations & Maintenance, rehabilitation and modification services for systems and solutions supplied by third party OEM's.

4 Product Membrane

Offers comprehensive operations, maintenance, and retrofit services for membrane systems, including those supplied by third-party OEMs. Achieved around INR 77.5 Mn in membrane sales in FY25 via the distributor model; projected to scale to around INR 300 Mn in FY26 and reach INR 850 Mn over the next three years.



Our R&D Prowess



Competitive Advantage



Market Drivers – Wastewater Management

The global wastewater treatment market is projected to grow at a CAGR of **7.7%** from USD 313.0 billion in CY23 to USD 452.9 billion by CY28, while India's market is expected to expand at a faster CAGR of **12.0%** from USD 7.3 billion in FY24 to USD 12.8 billion by FY29, currently accounting for just **2.3%** of the global share—highlighting significant growth potential."



Water Scarcity

With increasing pressure on freshwater sources due to population growth, urbanization, and climate change, industries are finding it harder—and more expensive—to access clean water, especially in water-stressed regions.



Regulatory Compliance

Stricter environmental regulations, particularly around wastewater discharge and water use efficiency, are pushing industries to invest heavily in advanced water treatment and recycling technologies, driving up operational costs.



Rising Tariffs

Many state governments and local authorities are raising industrial water tariffs to reflect the true cost of water provisioning and to encourage conservation.



Infrastructure Investment

Industries are increasingly being required to develop their own water infrastructure—such as effluent treatment plants (ETPs), zero liquid discharge (ZLD) systems, and rainwater harvesting setups—adding to capital and maintenance costs.



Competition for Water

In areas where both agricultural and urban needs compete with industrial demand, access to water has become not only costlier but also politically sensitive, adding uncertainty to industrial water planning.



Sustainability Initiatives

Rising ESG commitments among corporates have increased investments in closed-loop water systems and Zero Liquid Discharge (ZLD) technologies, positioning wastewater management as a core component of corporate sustainability strategies.

*Source: 1Lattice



Company Overview

The background image shows a large industrial water treatment facility. On the left, there is a large black cylindrical tank with the 'Intertek' logo. In the center, a row of vertical green cylindrical filters sits on a metal platform. To the right, a complex system of white pipes and machinery is visible, including a control panel with multiple gauges and a label that reads 'RO-1 CIP TANK'. The floor is made of grey square tiles, and the ceiling has exposed metal beams and pipes. A semi-transparent white overlay with a wavy top edge is positioned in the center, containing the text 'Company Overview'.

Business Segments



Sale of Systems & Plants – 60%

ZLD/Reuse



Design, manufacture, and sale of water and wastewater treatment systems, including reuse and Zero Liquid Discharge (ZLD) plants, along with comprehensive turnkey solutions.

Compressed Biogas Plants (CBG)



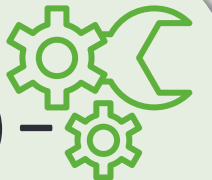
Installation of plants for Compressed Biogas from organic waste

Consumables & Spare Parts – 20% of Revenue



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

Operations and Maintenance (O&M) – 20% of Revenue



Operation and maintenance of Systems & Plants installed by Concord. As well as Providing third party systems and digitalization solutions including Internet of Things.

Systems & Plants: Compressed Biogas Plants (CBG)

CBG Plant Installation Initiative – April 2024

Leveraging our expertise in anaerobic digestion technology for efficient waste-to-energy conversion.

Process Overview

CBG Plants produce clean and renewable energy from organic waste. The process involves converting biodegradable waste, such as food and agricultural waste, animal manure, municipal solid waste, sewage, or food waste, into biogas through a process called anaerobic digestion, which is a process of breaking down of the organic material in the absence of oxygen to produce biogas comprised of methane and carbon dioxide

Cost and Sustainability Impact

Transforms Waste into Energy – Biogas plants enable the extraction of energy from wastewater and solid waste. In addition to lowering the system's overall energy footprint, this process also contributes to reducing the cost of energy procurement.

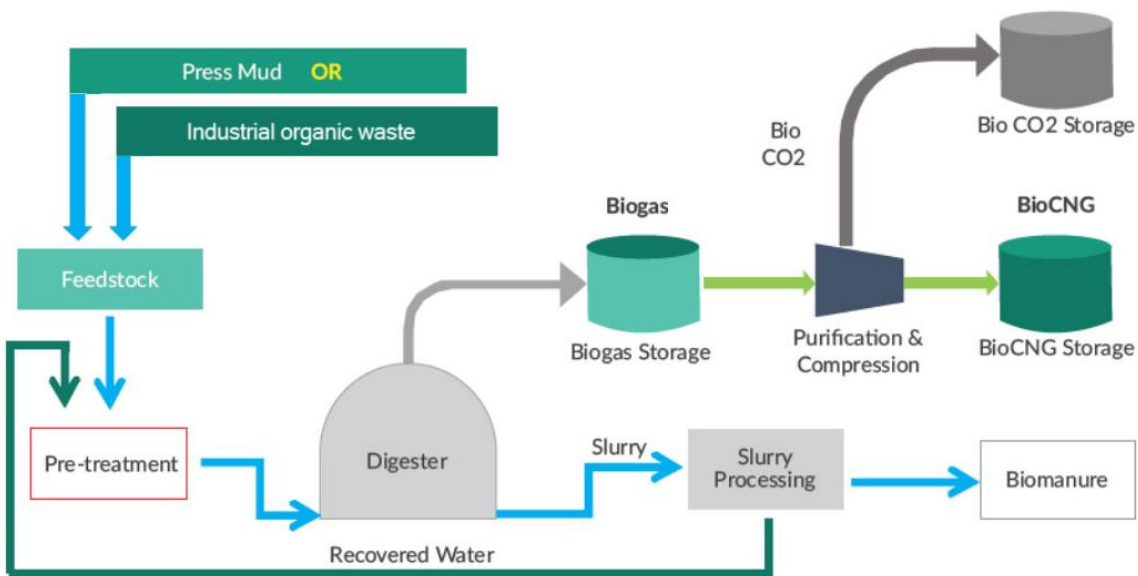
Completed Biogas Projects

1 Diageo Mexico Operaciones, S.A.

- ▶ Recovering biogas from tequila vinasse at their upcoming greenfield distillery in La Barca, Jalisco, Mexico

2 Pharmaceutical Industry (Tamil Nadu, India)

- ▶ Setting up a biogas plant for a fermentation-based pharmaceutical company.



Systems & Plants: Waste-Water Re-use & ZLD

Our systems and plants include treatment plants, membrane-based plants and waste heat evaporators. These are delivered either as part of comprehensive industrial wastewater reuse or ZLD solutions. Customised to client needs, the solutions are provided on a turnkey or rental basis, enabling customers to minimise upfront capital expenditure.



Treatment Plants

Effluent treatment plants provide biological and physio-chemical treatment of raw wastewater originating from industrial manufacturing processes

Processes include:

- ▶ Membrane bio reactor (MBR)
- ▶ Dissolved air flotation (DAF) System
- ▶ Anaerobic digestors
- ▶ Activated sludge processes



Reverse Osmosis Plants

- ▶ Reverse osmosis (RO) plants apply pressure to saline water, forcing it through semi-permeable membranes that block unwanted solids and produce clean water.
- ▶ RO technology is widely used for seawater desalination and industrial wastewater reuse.
- ▶ The company's advanced membrane systems can treat and concentrating sodium sulphate streams up to 12–20%, resulting in substantial operational cost savings.



Waste Heat Evaporators

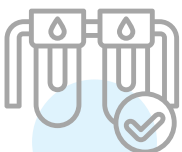
- ▶ Waste heat evaporator plants are modular treatment systems using thermal energy to extract clean water from highly concentrated waste waters and reverse osmosis plant rejects.
- ▶ It is a compact and efficient way for evaporating water from wastewater that contains high levels of contaminants and corrosive constituents.

Other Business Segments

Consumables & Spare Parts

Supplying essential consumables and spare parts for the seamless operation of the installed systems and plants at the units

Key Offerings



Filtration, Chemical Solutions & Membrane Consumables



Mechanical & Electrical Spare Parts



Customized Service Kits

Operation & Maintenance (O&M) – In House & Third Party

Comprehensive O&M contract covering operations, maintenance, and the supply of consumables and spare parts. We are strategically adding third party O&M contracts to this portfolio.

Key Offerings



Comprehensive O&M Contracts



Preventive & Corrective Maintenance with 24/7 Technical Support



Supply of Consumables & Spare Parts



IOT



Energy efficiency



Upgrading existing infrastructure

Our Brands

Concord Enviro operates across multiple geographies with multiple product / technology companies.
Each brand provides a unique value or solution to our esteemed clients across the globe



Concord Enviro is our global brand under which we supply our solutions to the world



Rochem is our flagship brand in India catering to Indian customers for water & wastewater



Roserve is our Pay Per Use business providing clients with flexibility in capital investments



Reva is our Biological Treatment Technology Company with expertise in Anaerobic Digesters



Our Key Clients & Industry Wise Revenue Breakup

Our Marquee Clients



DIAGEO



Dr.Reddy's

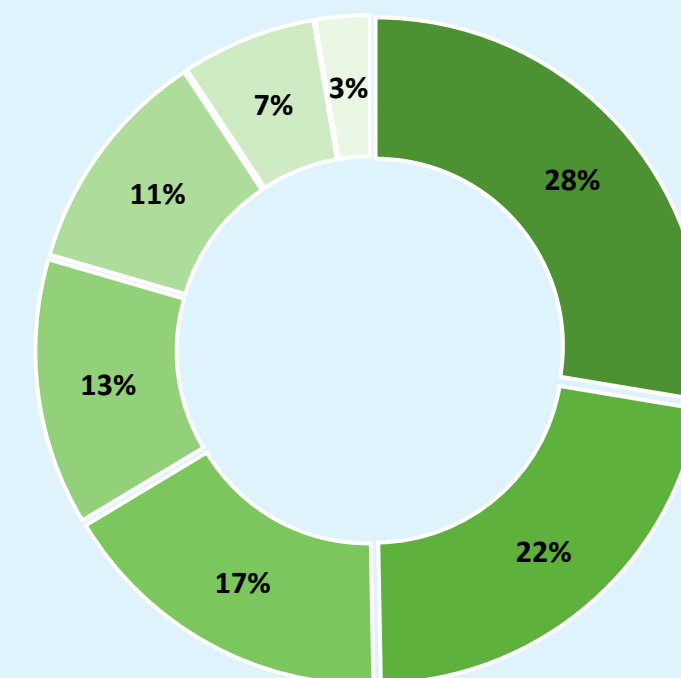


ADITYA BIRLA GROUP

Amphenol



Industry Wise Revenue Breakup (%) (FY25)

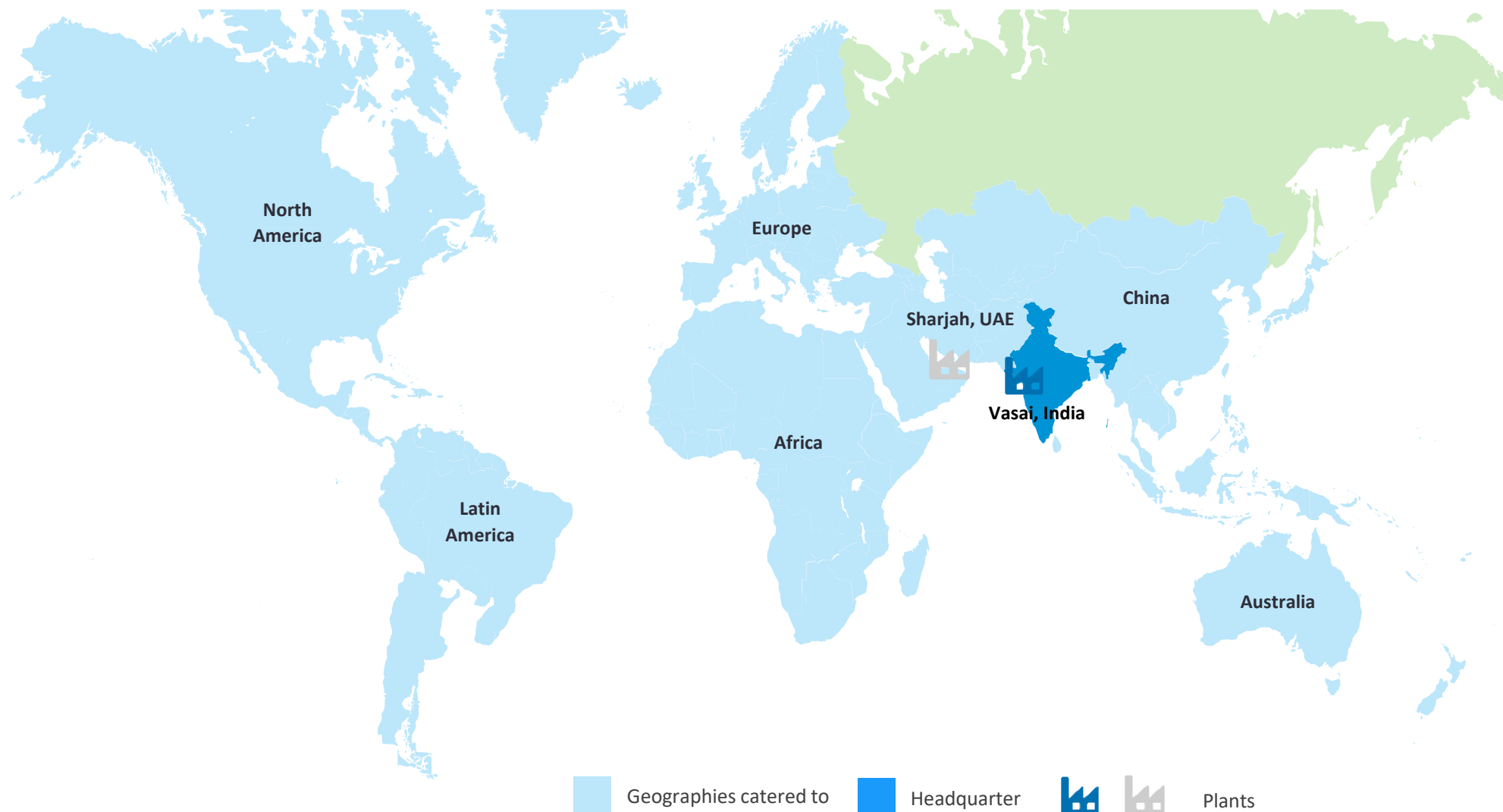


- Food & Beverage
- Pharmaceutical
- Chemicals
- Textiles

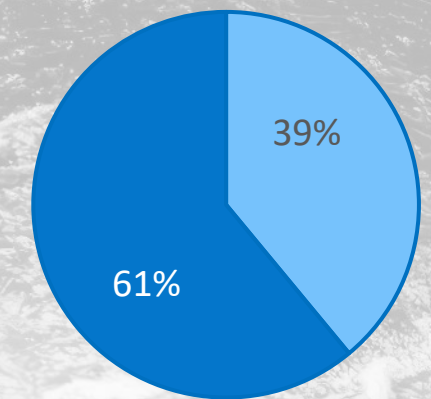
- Others
- Engineering & Automobile & Steel
- Defence

Global Presence

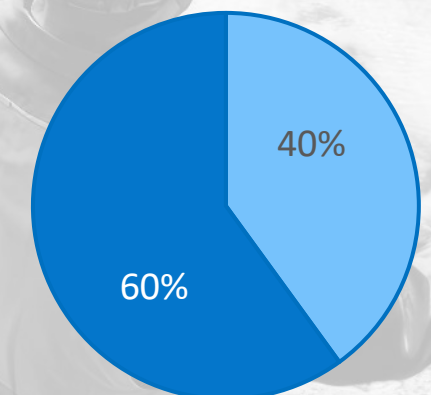
289 domestic & 21 international customers
across 14 countries



FY25 Revenue Breakup

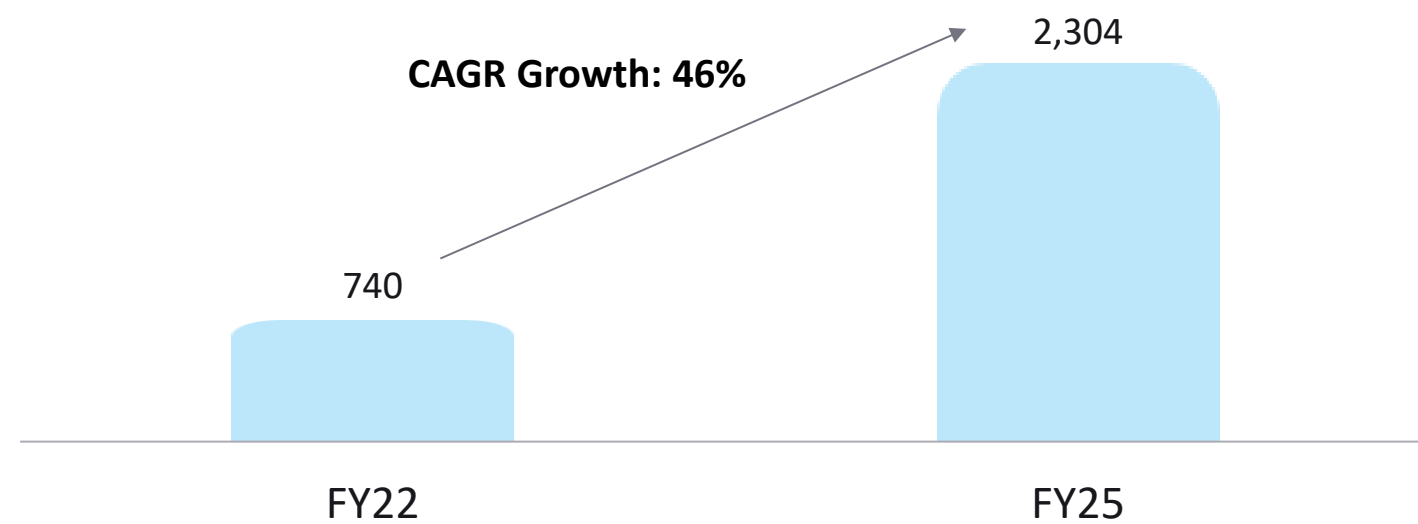


Q4FY25 Revenue Breakup

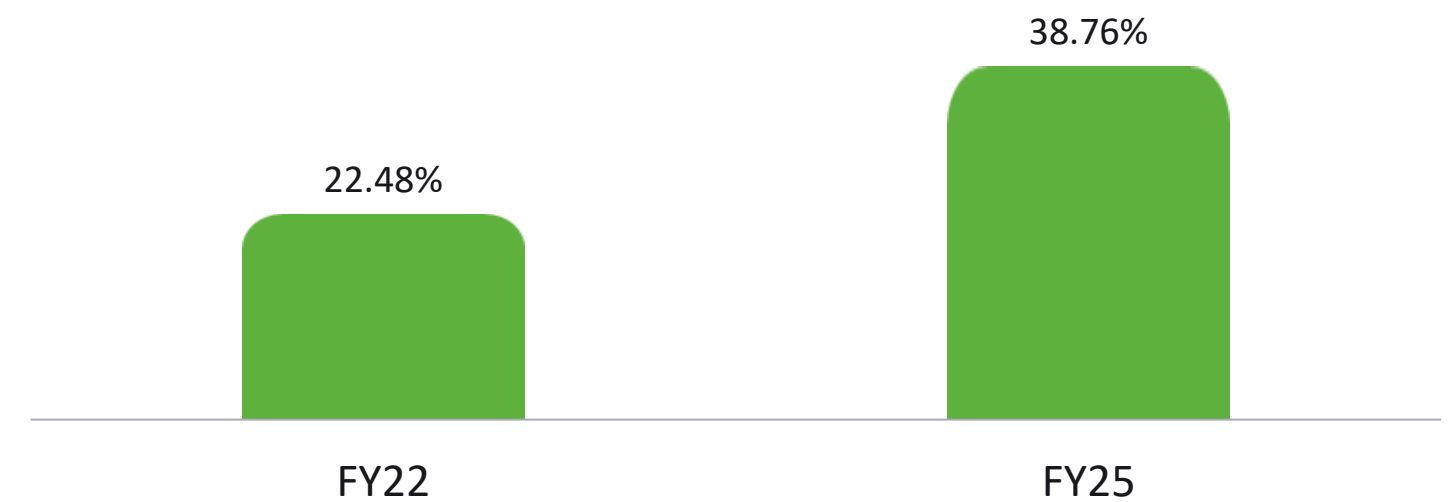


Strong Global Traction – Growing Share & Scale

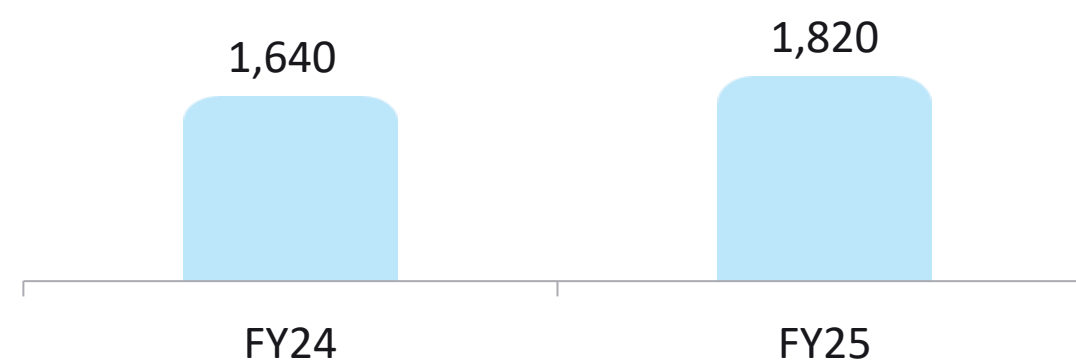
Export Revenues (INR Mn) Tripled in 3 Years



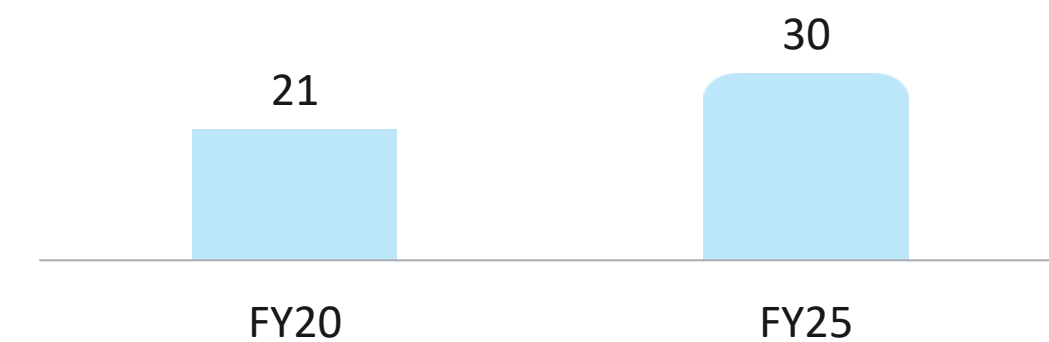
Export Contribution nearly doubled in 3 years



Export Order Book (INR Mn)



of International Customers



Our Manufacturing Facilities



Vasai, Maharashtra

Built Up Area: 96,000 Sq. ft.



Sharjah, UAE

Built Up Area: 15,000 Sq. ft.

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.

A decorative graphic consisting of a semi-circular arch filled with a grid of small dots, positioned above the "Thank You!" text.

Thank You!

Investor Relations Team



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