



# Concord Enviro Systems Limited



**Investor Presentation  
Q2 & H1 FY26**

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The background image shows an industrial facility with a complex network of pipes, valves, and machinery. The equipment is primarily white and blue, set against a backdrop of a large, open industrial building with a corrugated metal roof. The scene is well-lit, suggesting an indoor or semi-enclosed environment. A semi-transparent white box with rounded corners is overlaid in the center, containing the text '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  
**5,354 Mn**

Clients  
**298**

Patents Granted  
**9**

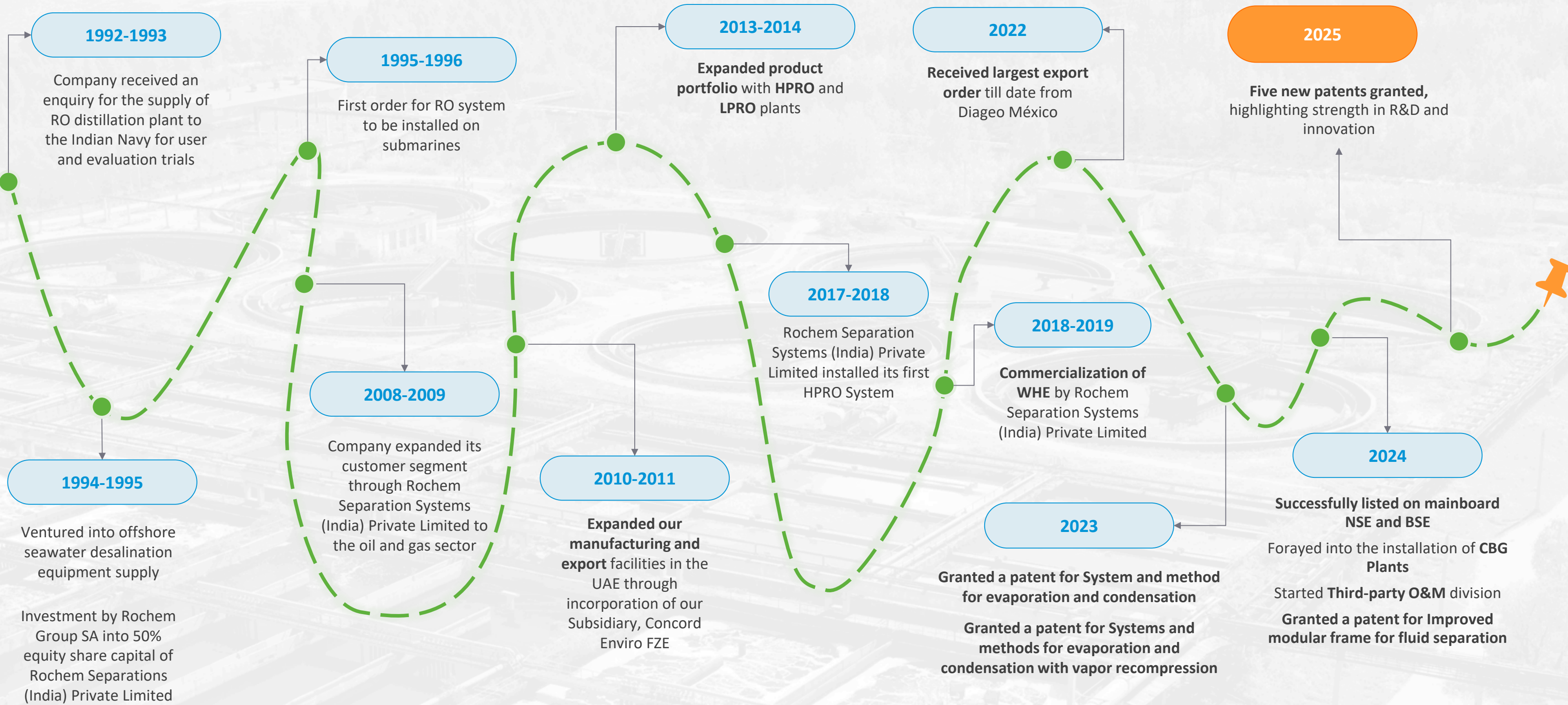
Water Recycled Daily  
**>70 Million Liters**

Water Treated Daily  
**~850 Million Liters**

Active Installations  
**2000+**

Industries Served  
**11+**

# Our Journey



The background image shows an industrial facility with a high ceiling and blue structural beams. In the foreground, there are several large pieces of machinery, likely pumps or compressors, with blue motors and white pipes. The machinery is arranged in a row, and there are various pipes and valves connecting them. The floor is concrete, and there are some safety railings and ladders visible. The overall scene is a typical industrial setting.

# **Q2 & H1 FY26 Performance Snapshot**

# Management Commentary – Q2 & H1 FY26



**Prayas Goel**

Chairman & Managing Director



**Prerak Goel**

Executive Director

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

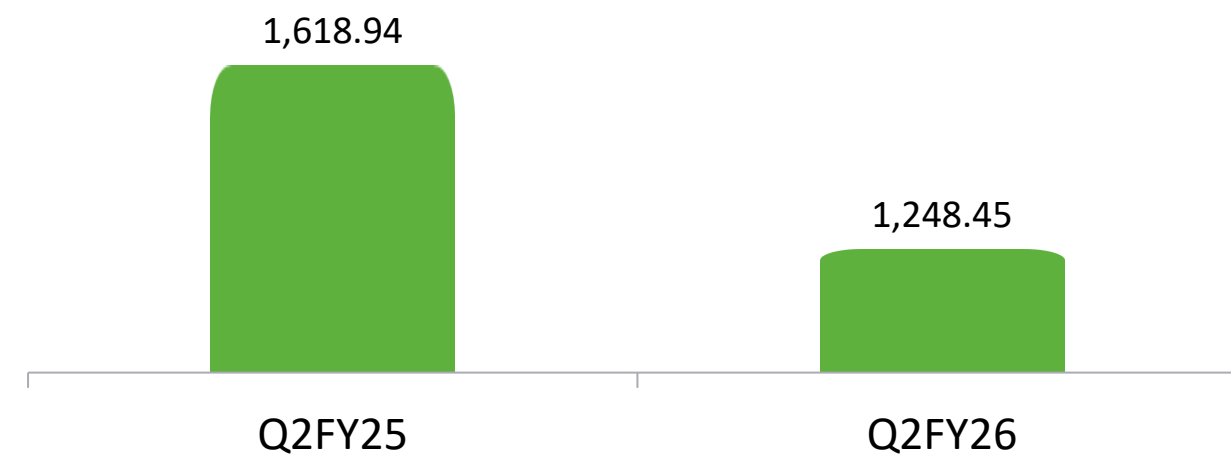


“Q2 execution was in line with our order execution plan for the financial year 2026. The fundamentals of the business remain strong, barring a delay in an overseas project which may impact near term performance. Our healthy order book, growing presence across high-potential sectors, and continued investments in R&D and leadership give us confidence in our long-term growth trajectory. We remain focused on execution excellence and creating sustainable value for stakeholders.”

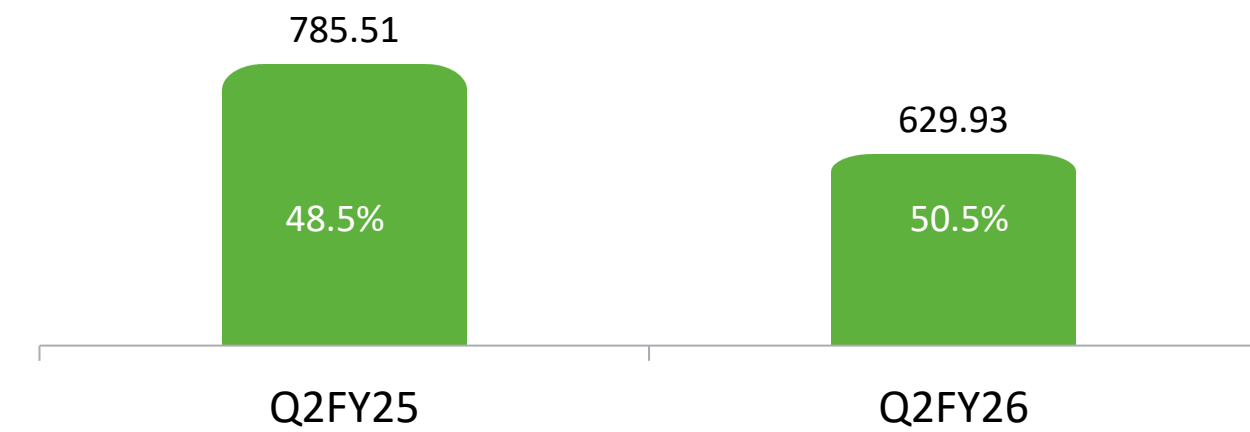


# Q2 FY26 Highlights

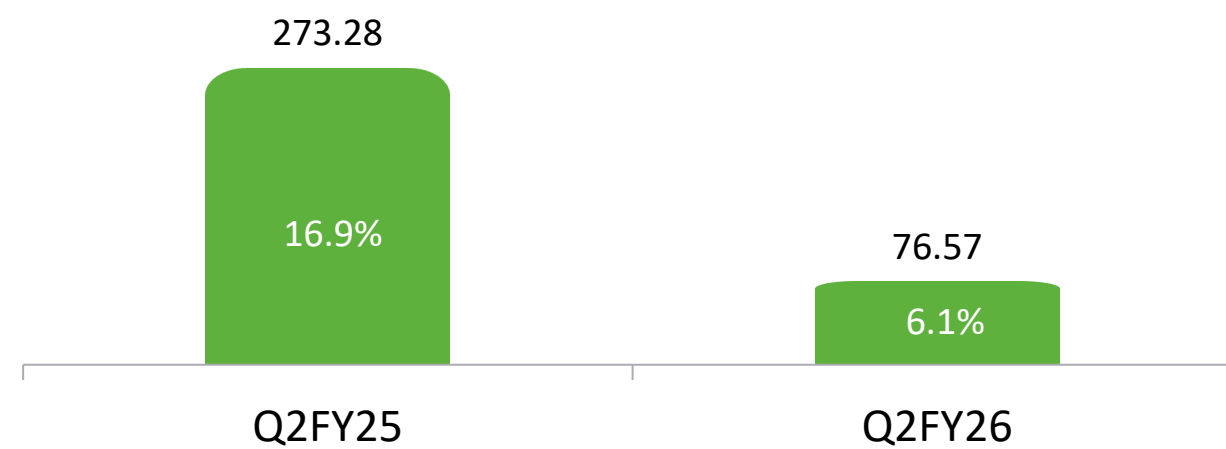
## Revenue from Operations (INR Mn)



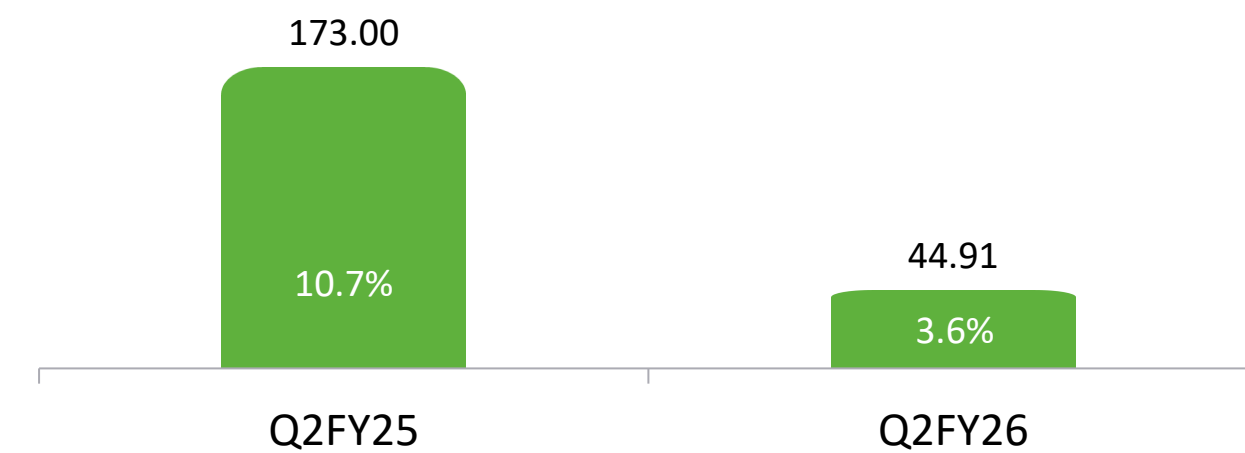
## Gross Profit (INR Mn) & Gross Profit Margin (%)



## \* EBITDA (INR Mn) & EBITDA Margin (%)

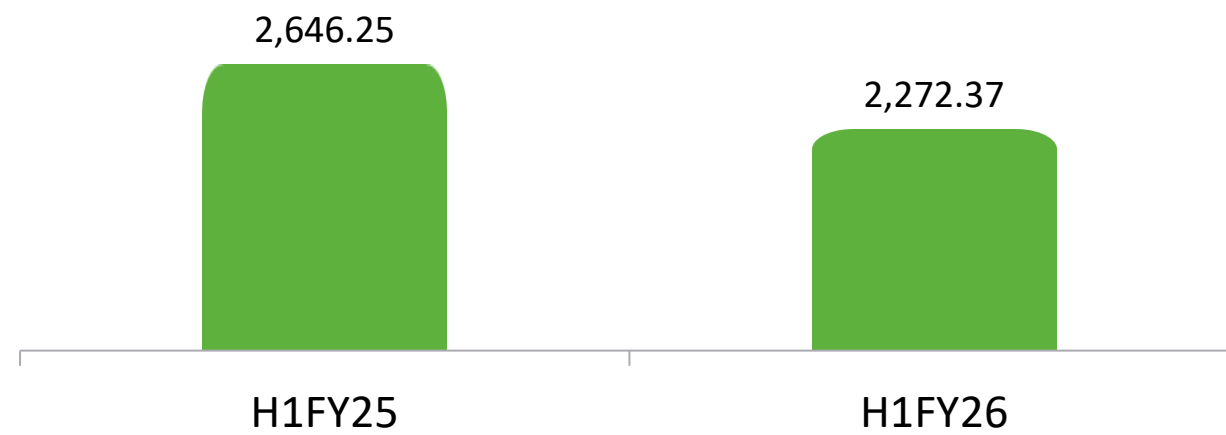


## PAT (INR Mn) & Margin (%)

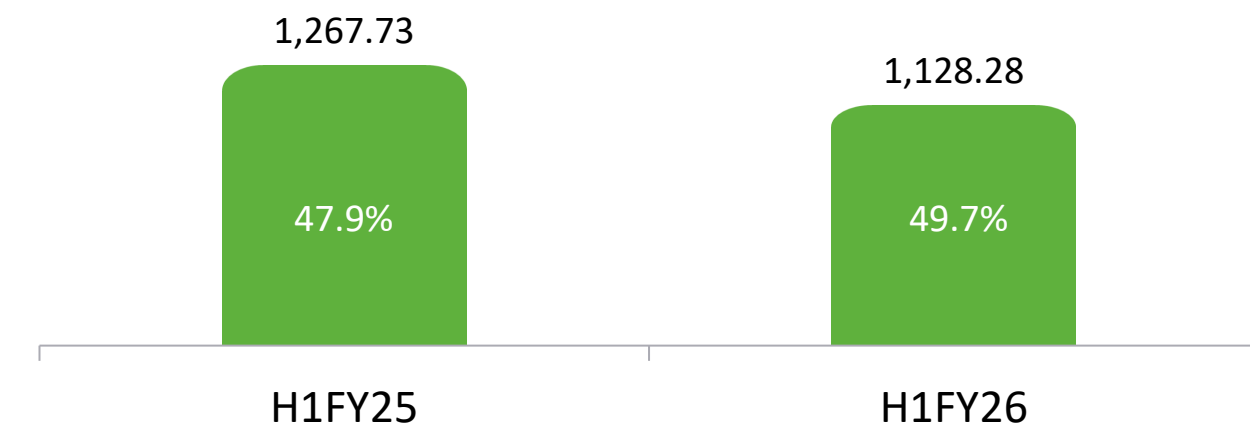


# H1 FY26 Highlights

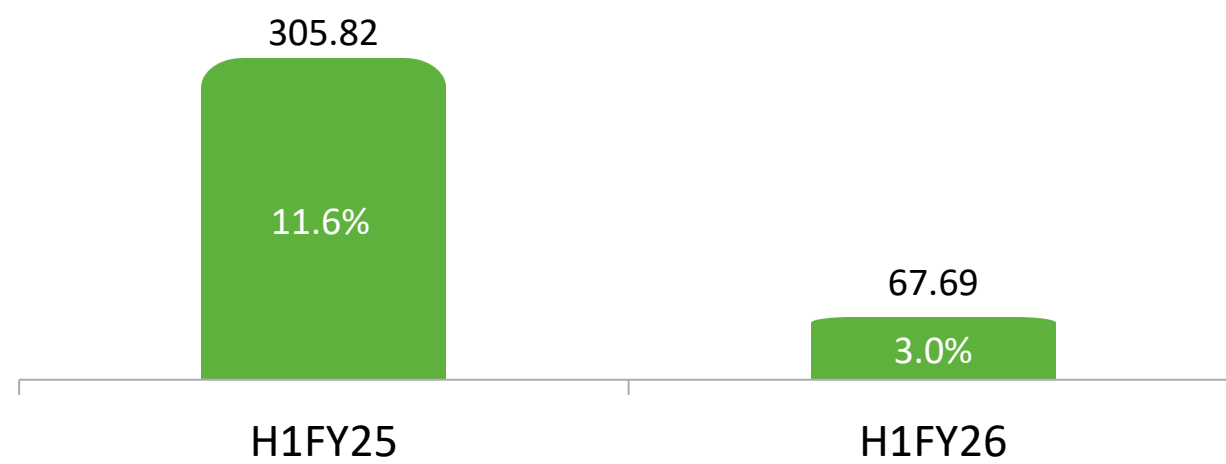
## Revenue from Operations (INR Mn)



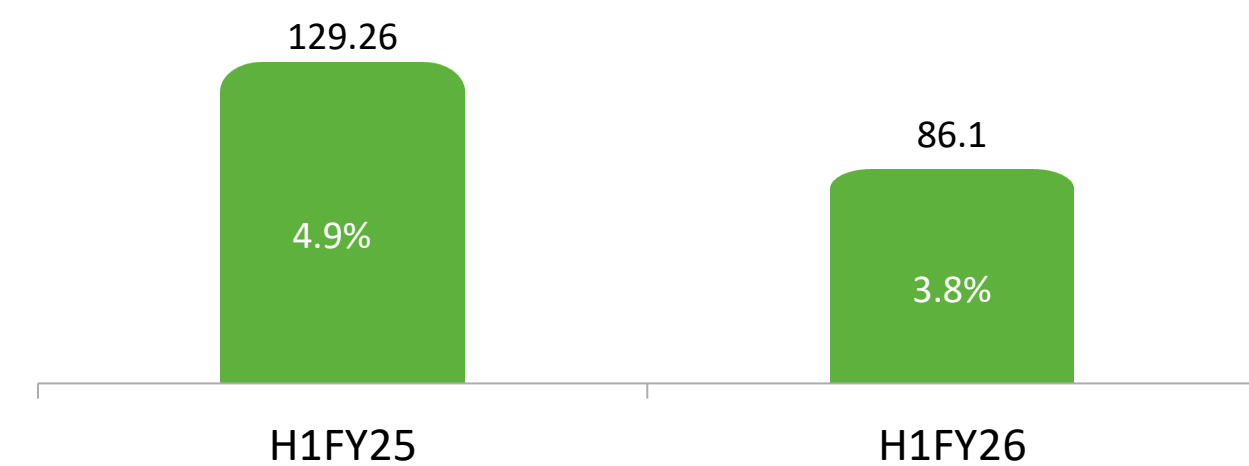
## Gross Profit (INR Mn) & Gross Profit Margin (%)



## \*EBITDA (INR Mn) & EBITDA Margin (%)



## PAT (INR Mn) & Margin (%)



# Q2 & H1 FY26 Financial Highlights



## Q2FY26 Financial Highlights

- ▶ **Revenue from operations** for Q2 FY26 stood at INR 1,248.45 Mn compared to INR 1,618.94 Mn in Q2 FY25.
- ▶ The year-on-year decline is optically due to an exceptionally strong Q2 FY25, which had a significant billing from our Mexico project.
- ▶ We are facing a delay in approvals on one of our projects in Africa, which may defer execution of this project to FY27.
- ▶ **EBITDA\*** for Q2FY26 stood at INR 76.57 Mn.
- ▶ **EBITDA margin** for Q2FY26 stood at 6.1%, appearing lower year-on-year due to a higher base in Q2FY25, when higher revenues had led to better absorption of fixed costs.



## H1 FY26 Financial Highlights

- ▶ **Revenue from operations** for H1 FY26 stood at INR 2,272.37 Mn compared to INR 2,646.25 Mn in H1 FY25.
- ▶ **EBITDA\*** for H1FY26 stood at INR 67.69 Mn.
- ▶ **EBITDA margin** for H1FY26 was at 3.0%, again, appearing lower year-on-year due to a higher base in H1FY25, when higher revenues had led to better absorption of fixed costs.

# Q2 & H1 FY26 Operational Highlights

## Operational Highlights

- ✓ CBG Projects are getting off the block in Q3FY26 – we now have an experienced team to lead the execution of the current projects.
- ✓ Africa and North America remain focused markets for the company.
- ✓ The company is close to signing its first Solar PV order for retrofitting an existing ZLD system to value add in terms of performance, Opex reduction, energy saving and GHG emission reduction.
- ✓ Company got an overwhelming response during their participation in the recently concluded IFAT event in Mumbai.



# Q2 & H1 FY26 R&D Highlights

## R&D Highlights

- ✓ Successfully completed the pilot field trials of Raw Effluent Membranes (REM) - an innovative membrane technology that is expected to substantially reduce the waste-water treatment cost.
- ✓ The company is developing a line of heat exchangers based on its evaporation technology using non-corrosive plastics instead of stainless steel.
- ✓ Developed proprietary chemical mix to reduce Silica which leads to reduction in the chemical / sludge cost.
- ✓ Developed new process schematics for solar panel manufacturing high strength acid and alkali wastewater. Trials for the same is underway at one of the reputed solar panel manufacturers.

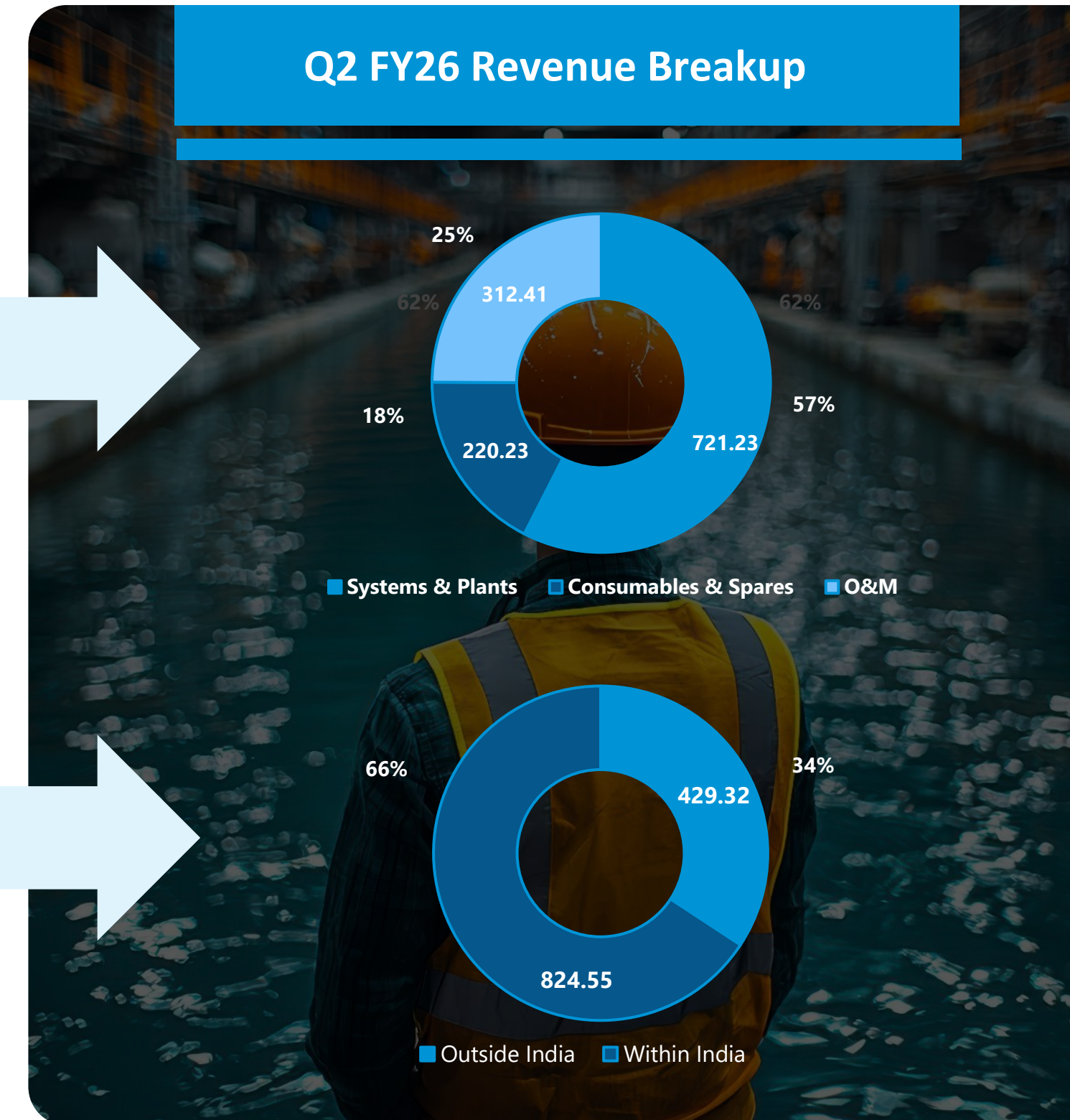


# Revenue Breakup

| Q1FY26          | Q2FY26          | Product / Service (INR Mn.)         | H1FY26          | H1FY25          |
|-----------------|-----------------|-------------------------------------|-----------------|-----------------|
| 507.32          | 721.23          | Systems & Plants                    | 1,228.55        | 1,608.28        |
| 260.24          | 220.23          | Sale of consumables and spare parts | 480.47          | 451.49          |
| 256.36          | 312.41          | O&M services                        | 568.77          | 560.12          |
| <b>1,023.92</b> | <b>1,253.87</b> | <b>Revenue from Operations</b>      | <b>2,277.79</b> | <b>2,619.83</b> |

| Q1FY26          | Q2FY26          | Revenue by Geography (INR Mn.) | H1FY26          | H1FY25          |
|-----------------|-----------------|--------------------------------|-----------------|-----------------|
| 280.21          | 429.32          | Outside India                  | 709.53          | 993.10          |
| 743.71          | 824.55          | Within India                   | 1,568.26        | 1,626.73        |
| <b>1,023.92</b> | <b>1,253.87</b> | <b>Revenue from Operations</b> | <b>2,277.79</b> | <b>2,619.83</b> |

The revenue decline on a YoY basis is optically due to an exceptionally strong H1 FY25, which had a significant billing from our Mexico project.



# Q2 & H1 FY26 Financial Highlights

| Particulars (INR Mn.)                                | Q2 FY26         | Q2 FY25         | YoY change (%) | H1 FY26         | H1 FY25         | YoY change (%) |
|--|-----------------|-----------------|----------------|-----------------|-----------------|----------------|
| Revenue from Operations                              | 1,248.45        | 1,618.94        | -22.9%         | 2,272.37        | 2,646.25        | -14.1%         |
| Other Income   | 59.08           | 15.47           | 281.9%         | 209.64          | 28.59           | 633.4%         |
| <b>Total Income</b>                                  | <b>1,307.53</b> | <b>1,634.41</b> | <b>-20.0%</b>  | <b>2,482.01</b> | <b>2,674.84</b> | <b>-7.2%</b>   |
| Cost of raw materials and components consumed        | 614.10          | 643.89          | -4.6%          | 1,040.61        | 1,127.34        | -7.7%          |
| Service Charges                                      | 130.79          | 114.46          | 14.3%          | 247.16          | 206.45          | 19.7%          |
| Purchase of stock-in-trade                           | 119.94          | 89.89           | 33.4%          | 222.89          | 176.79          | 26.1%          |
| Increase/(decrease) in inventories of FG and WIP     | -115.52         | 99.65           | 215.9%         | -119.41         | 74.39           | 260.5%         |
| Employee benefits expenses                           | 256.06          | 199.86          | 28.1%          | 496.62          | 389.08          | 27.6%          |
| Other Expenses                                       | 166.51          | 197.91          | -15.9%         | 316.81          | 366.38          | -13.5%         |
| <b>EBITDA*</b>                                       | <b>76.57</b>    | <b>273.28</b>   | <b>-72.0%</b>  | <b>67.69</b>    | <b>305.82</b>   | <b>-77.9%</b>  |
| Finance Costs  | 48.48           | 47.69           | 1.7%           | 93.60           | 94.32           | -0.8%          |
| Depreciation & Amortization Expenses                 | 37.08           | 27.28           | 35.9%          | 72.54           | 50.92           | 42.4%          |
| <b>Profit before Tax</b>                             | <b>48.45</b>    | <b>208.68</b>   | <b>-76.8%</b>  | <b>106.54</b>   | <b>183.51</b>   | <b>-41.9%</b>  |
| Tax Expenses   | -4.65           | 19.37           | -124.0%        | 2.06            | 19.92           | -89.7%         |
| <b>Profit after Tax</b>                              | <b>53.10</b>    | <b>189.31</b>   | <b>71.9%</b>   | <b>104.48</b>   | <b>163.59</b>   | <b>36.1%</b>   |
| Profit/(Loss) after Tax from discontinued operations | -8.19           | -16.31          | 49.8%          | -18.38          | -34.33          | 46.5%          |
| <b>Net Profit/Loss after Tax for the Period</b>      | <b>44.91</b>    | <b>173.00</b>   | <b>74.0%</b>   | <b>86.10</b>    | <b>129.26</b>   | <b>33.4%</b>   |

\* EBITDA excludes Other Income

# Balance Sheet

| Particulars (INR Mn)   | H1FY26          | FY25            |
|--|-----------------|-----------------|
| <b>Equity And Liabilities</b>                                    |                 |                 |
| <b>Equity</b>  |                 |                 |
| a) Equity share capital  | 103.48          | 103.48          |
| b) Other equity  | 5,394.43        | 5,233.27        |
| <b>Total Equity</b>  | <b>5,497.91</b> | <b>5,336.75</b> |
| <b>Liabilities</b>   |                 |                 |
| <b>Non-current liabilities</b>                                   |                 |                 |
| a) Financial liabilities   | 61.85           | 80.51           |
| i) Borrowings  | 10.97           | 15.57           |
| ii) Lease liabilities  | 26.95           | 23.27           |
| iii) Other financial liabilities                                 | 122.12          | 106.65          |
| b) Provisions  | 10.72           | 10.72           |
| c) Other non-current liabilities                                 | <b>232.61</b>   | <b>236.72</b>   |
| <b>Total Non-current liabilities</b>                             |                 |                 |
| <b>Current liabilities</b>                                       |                 |                 |
| a) Financial liabilities   |                 |                 |
| i) Borrowings  | 1,569.70        | 1,226.96        |
| ii) Lease liabilities  | 11.47           | 18.54           |
| iii) Trade payables  |                 |                 |
| - Amount due to micro and small enterprises                      | 148.23          | 233.82          |
| - Amount due to other than micro and small enterprises           | 1,308.75        | 1,133.76        |
| iv) Other financial liabilities                                  | 15.47           | 19.26           |
| b) Provisions  | 38.14           | 36.56           |
| c) Contract liabilities  | 154.14          | 42.65           |
| d) Current tax liabilities (net)                                 | 44.63           | 53.65           |
| e) Other Current liabilities                                     | 24.40           | 36.90           |
| f) Liabilities directly associated with the assets held for sale | 109.99          | 111.48          |
| <b>Total Current Liabilities</b>                                 | <b>3,424.92</b> | <b>2,913.58</b> |
| <b>Total liabilities</b>   | <b>3,657.53</b> | <b>3,150.30</b> |
| <b>Total Equity &amp; Liabilities</b>                            | <b>9,155.44</b> | <b>8,487.05</b> |

| Particulars (INR Mn)                              | H1FY26          | FY25            |
|---|-----------------|-----------------|
| <b>Assets</b>                                     |                 |                 |
| <b>Non-current assets</b>                         |                 |                 |
| a) Property, plant and equipment                  | 716.19          | 708.49          |
| b) Right of use assets                            | 50.01           | 77.19           |
| c) Intangible assets                              | 328.87          | 282.32          |
| d) Intangible assets under development            | 8.25            | 36.12           |
| e) Capital work in Progress                       | 26.43           | 35.53           |
| f) Goodwill                                       | 9.90            | 0.00            |
| g) Financial Assets                               |                 |                 |
| i) Investments                                    |                 |                 |
| (a) Investments accounted for using equity method | 645.18          | 612.52          |
| (b) Other investments                             | 53.90           | 48.06           |
| ii) Other Financial Assets                        | 29.06           | 379.31          |
| h) Deferred tax assets (net)                      | 97.52           | 90.31           |
| i) Current tax assets (net)                       | 27.77           | 27.19           |
| j) Other Non Current assets                       | 23.67           | 15.50           |
| <b>Non-current Assets</b>                         | <b>2,016.75</b> | <b>2,312.54</b> |
| <b>Current assets</b>                             |                 |                 |
| a) Inventories                                    | 2,013.29        | 1,726.66        |
| b) Financial assets                               |                 |                 |
| i) Trade receivables                              | 1,793.12        | 1,739.26        |
| ii) Cash and cash equivalents                     | 357.37          | 251.90          |
| iii) Bank balances other than (ii) above          | 620.66          | 641.27          |
| iv) Loans   | 2.33            | 2.78            |
| v) Other financial assets                         | 120.10          | 110.00          |
| c) Contract Assets                                | 1,062.03        | 871.76          |
| d) Other Current assets                           | 1,076.34        | 670.68          |
| e) Assets classified as held for sale             | 93.46           | 160.20          |
| <b>Current Assets</b>                             | <b>7,138.69</b> | <b>6,174.51</b> |
| <b>Total Assets</b>                               | <b>9,155.44</b> | <b>8,487.05</b> |

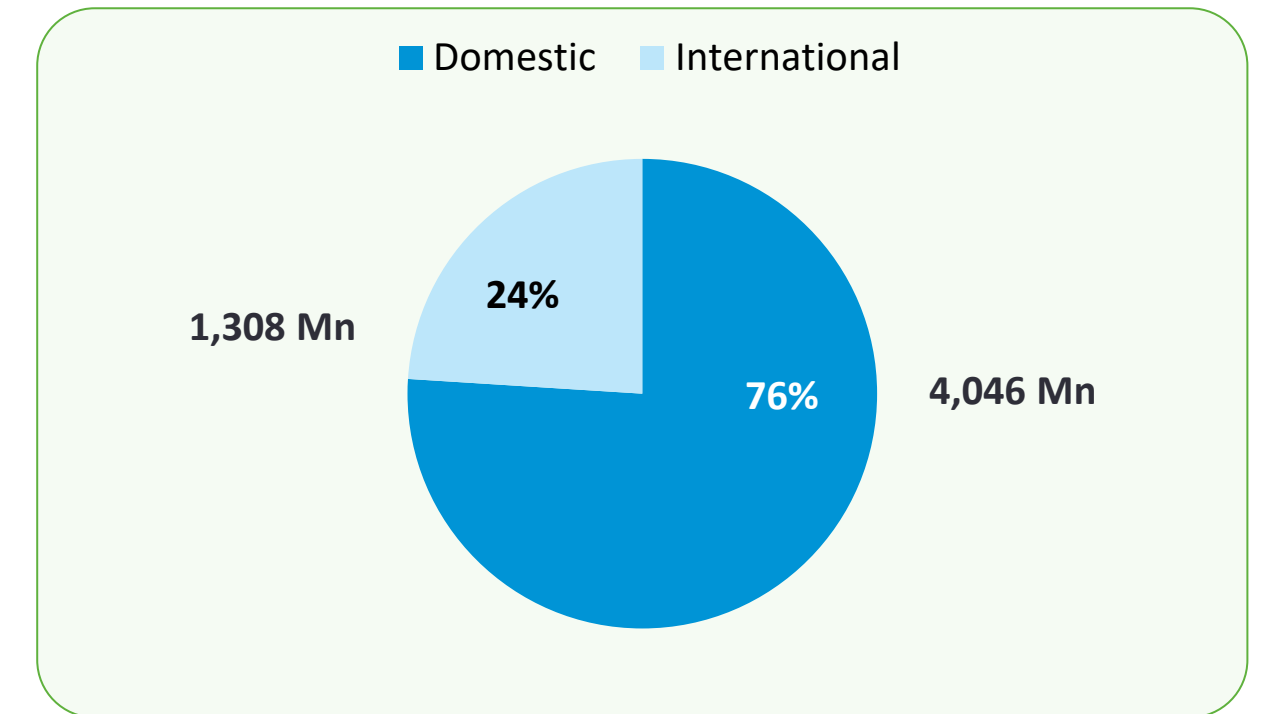
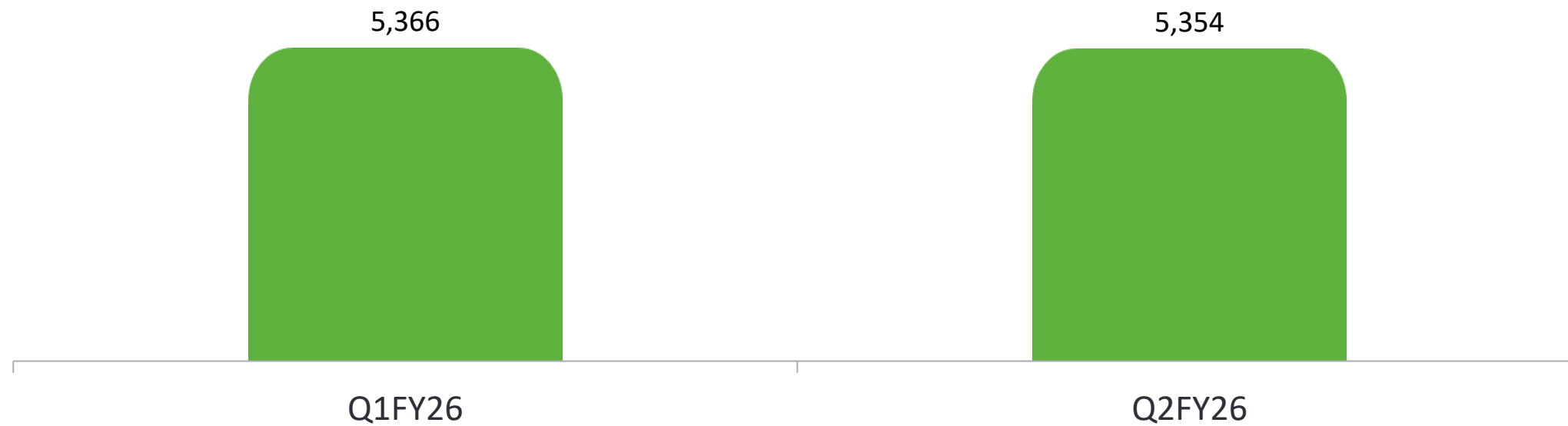


The background image shows an industrial facility with a complex network of pipes, valves, and machinery. The equipment is primarily white and blue, set against a backdrop of a large, open industrial structure with a corrugated metal roof. The scene is well-lit, suggesting an indoor or semi-enclosed environment. A semi-transparent white box with rounded corners is overlaid on the center of the image, containing the text 'Order Book Snapshot'.

# Order Book Snapshot

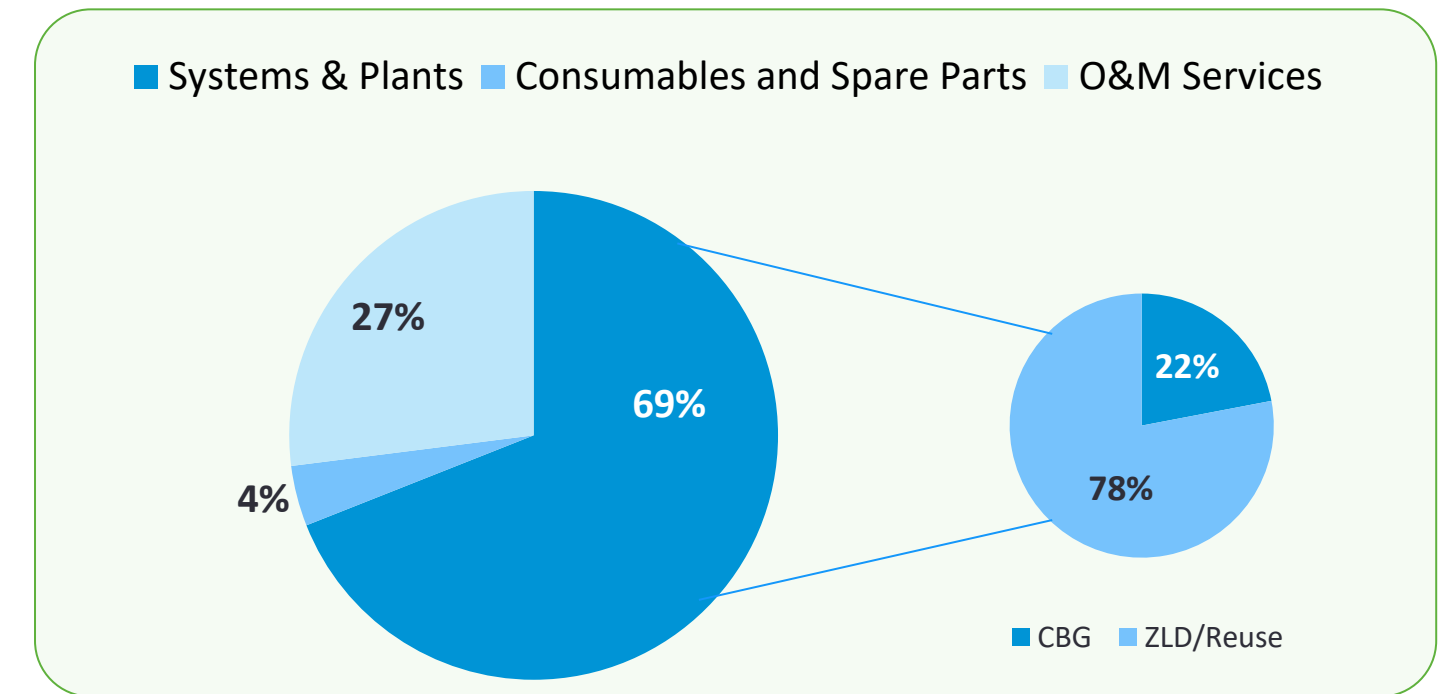
# Order Book – As on 30<sup>th</sup> September 2025

## Total Order Book (INR Mn)



## Order Book Update

- Out of the total S&P order book of INR 3,691 million, a significant portion is scheduled for execution and delivery in FY26.
- We are L1 status in an INR 400 Mn order in nuclear sector.
- Order pipeline stands at INR 27,000 Mn. as on 30<sup>th</sup> September 2025.

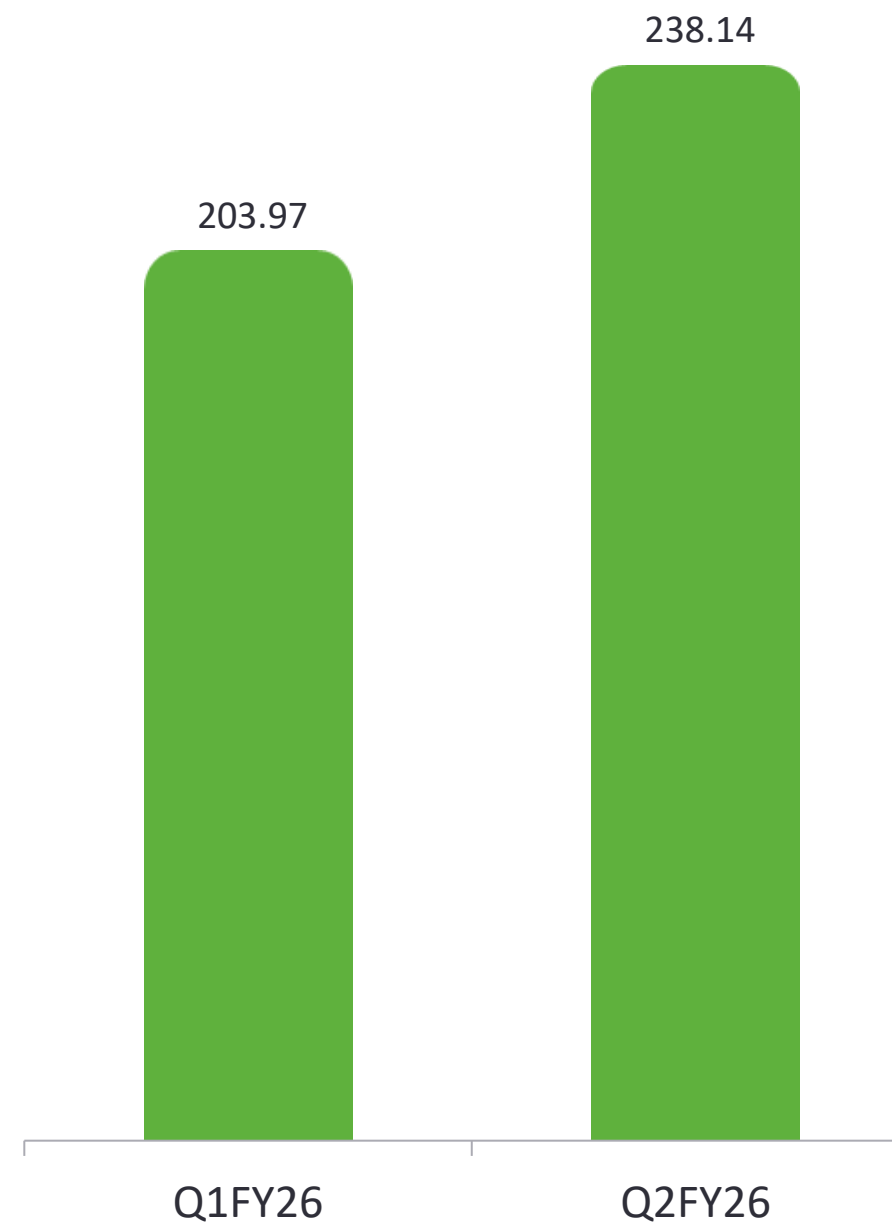


# Segment Wise Order Book – As on 30<sup>th</sup> September 2025

## S&P – QOQ (INR Mn)



## Consumables and Spare Parts QOQ (INR Mn)



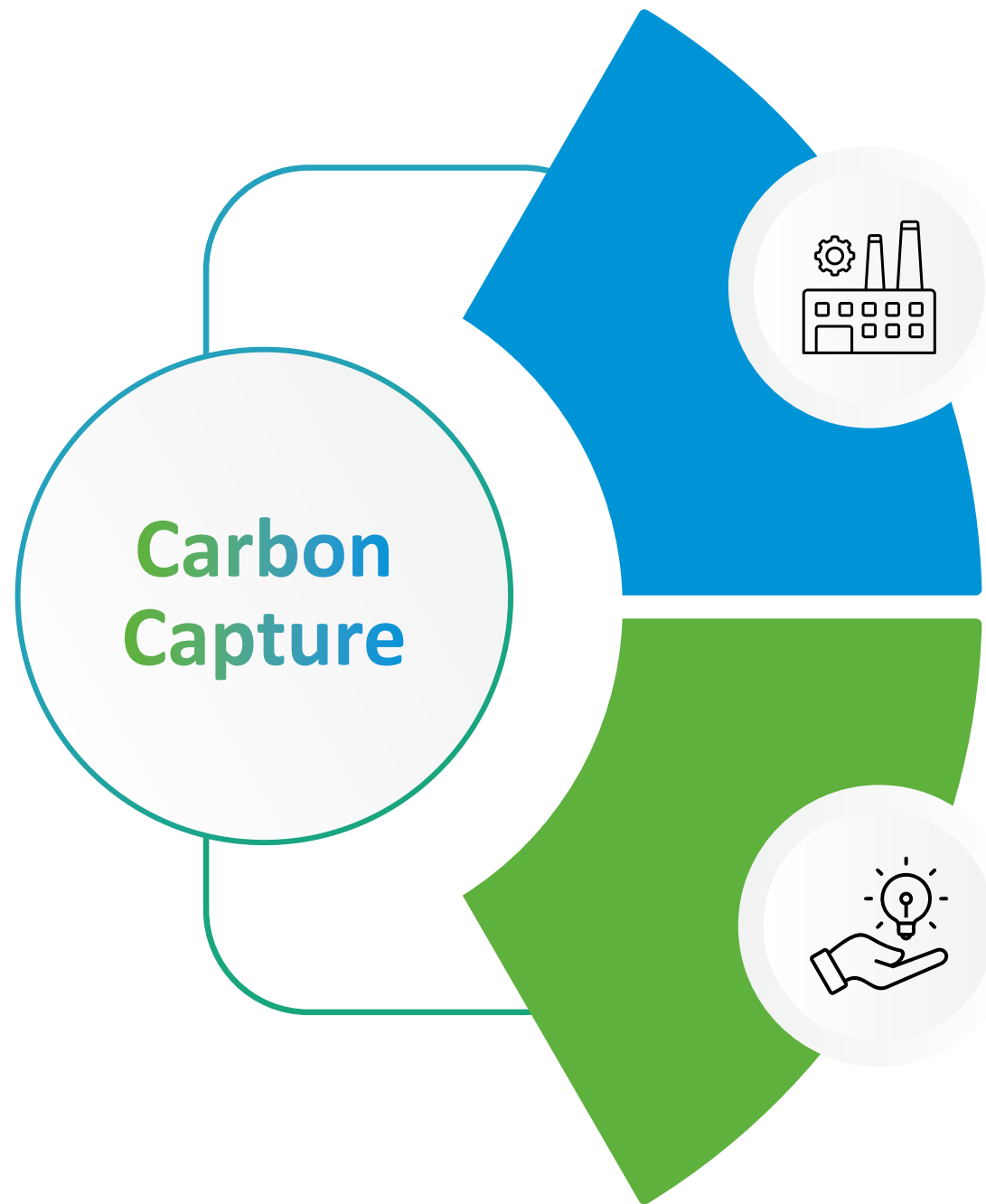
## O&M – QOQ (INR Mn)



The background image shows an industrial facility with a high ceiling and blue structural beams. In the foreground, there are several large pieces of machinery, likely pumps or compressors, with blue motors and white pipes. The machinery is arranged in a row, and there are various pipes and valves connecting them. The overall scene is a typical industrial setting.

# **Growth Opportunities & Strategy**

# Concord's Green India Opportunity



## 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 tonne of oil equivalent (TOE) per unit of output. Non-compliance will attract a penalty of **2× average carbon credit price**.

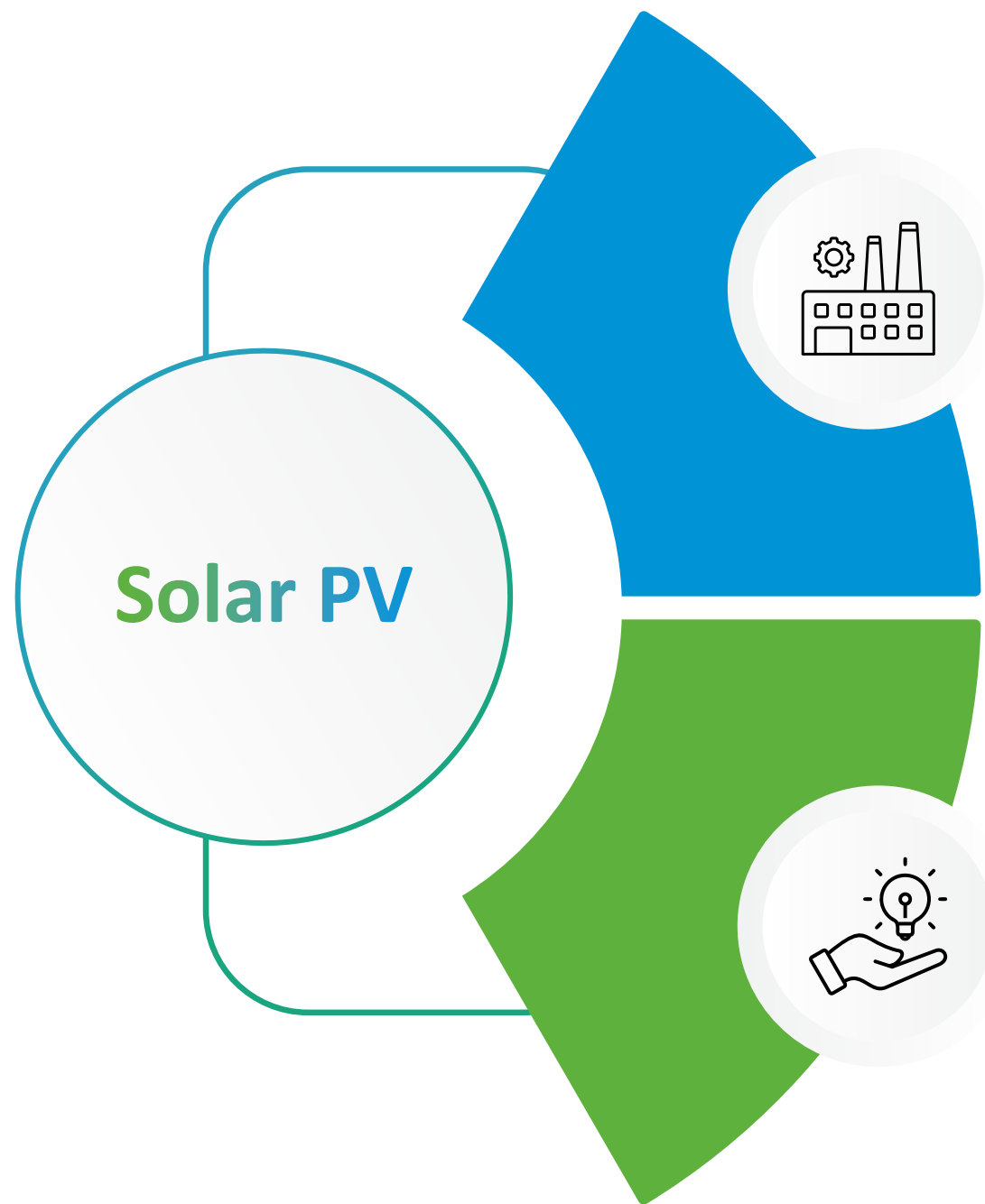
## Concord's Solution

Concord has been developing biological CO<sub>2</sub> 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 CO<sub>2</sub> 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.

**Total Addressable Market (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

# Concord's Green India Opportunity



## 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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# 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 form 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

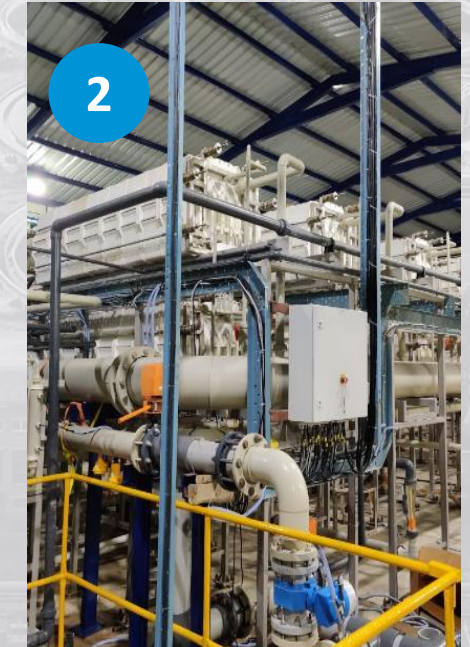
Cutting edge ZLD solutions focused on reducing carbon footprint of ZLD through energy efficient solutions contributing to a circular economy.

## 3 Third Party O&M

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

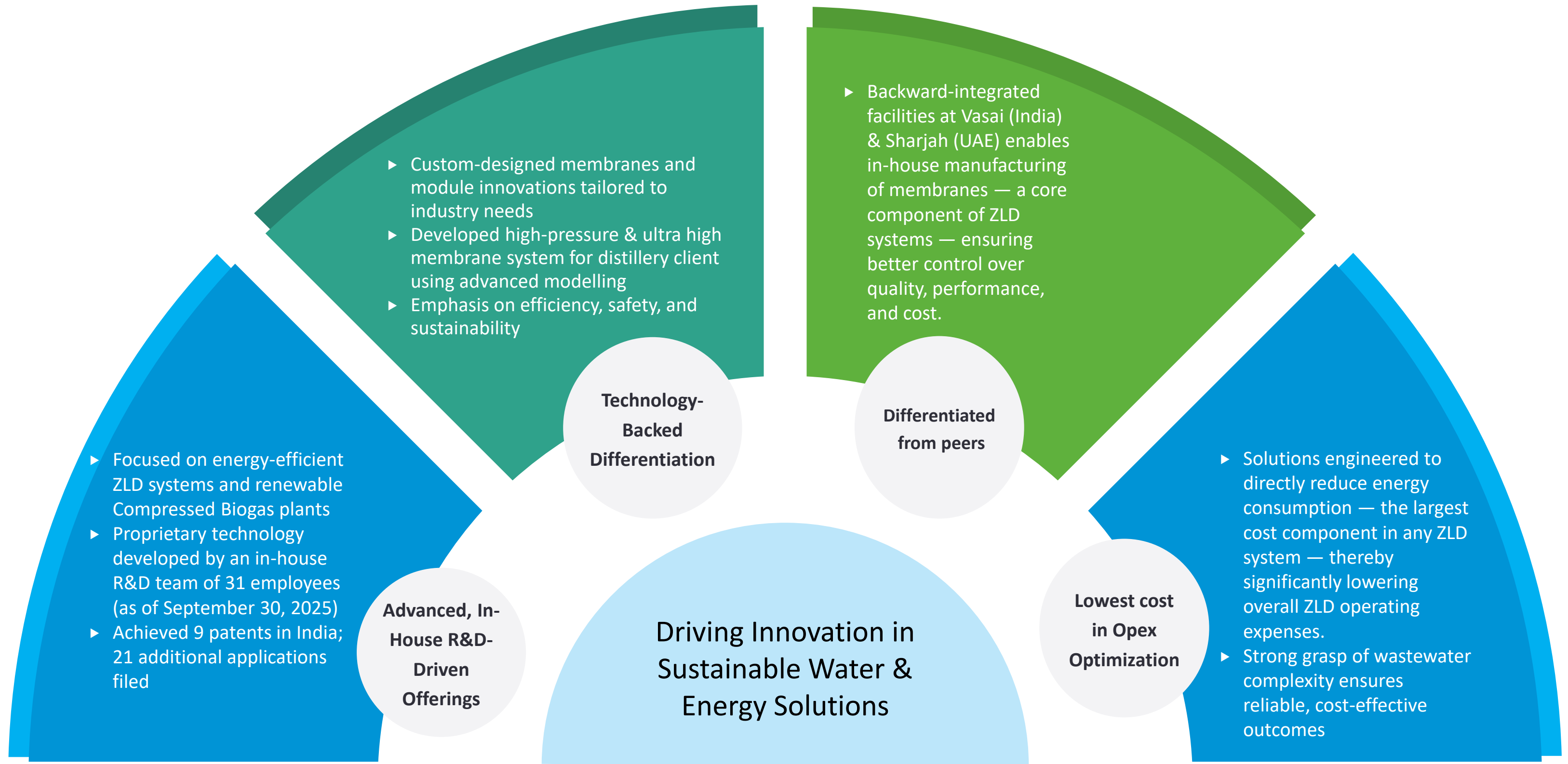
## 4 Product Membrane

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; and plan to 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.



# Company Overview

# Business Segments



**Sale of Systems & Plants –  
~60%-65% of the Revenue**

## 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

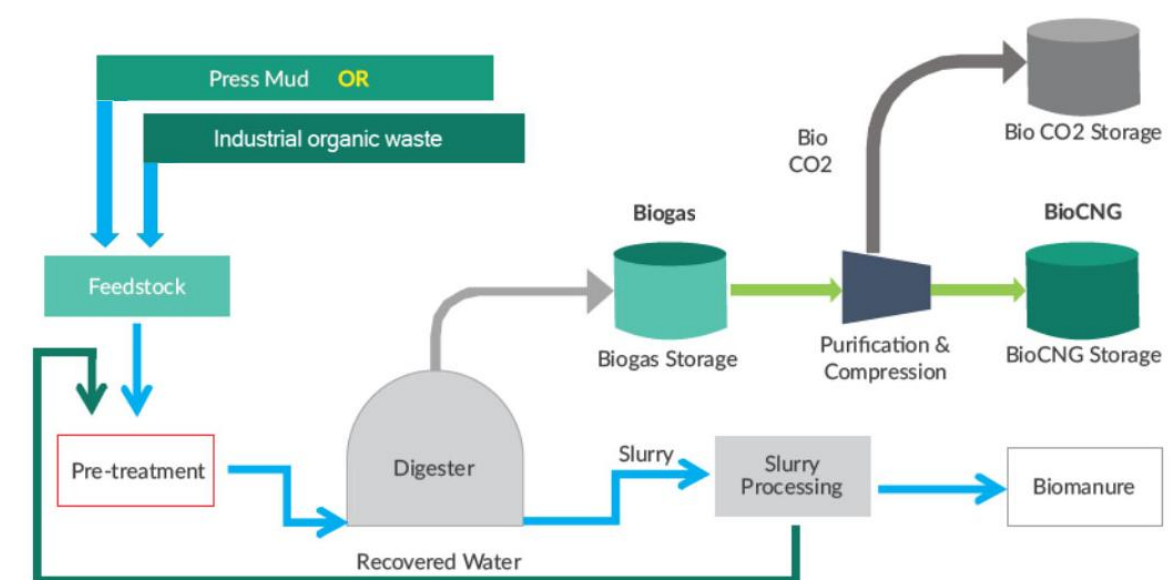
CBG Plants produce clean and renewable energy from organic waste. The process involves converting biodegradable waste, such as food and agricultural waste, animal manure, municipal solid waste, sewage, or food waste, into biogas through a process called anaerobic digestion, which is a process of breaking 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

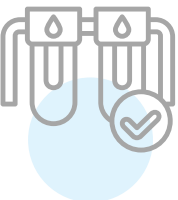
- ▶ Waste heat evaporator plants are modular treatment systems using thermal energy to extract clean water from highly concentrated waste waters and reverse osmosis plant rejects.
- ▶ It is a compact and efficient way for evaporating water from wastewater that contains high levels of contaminants and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

# Other Business Segments

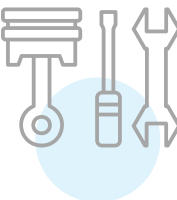
## Consumables & Spare Parts

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



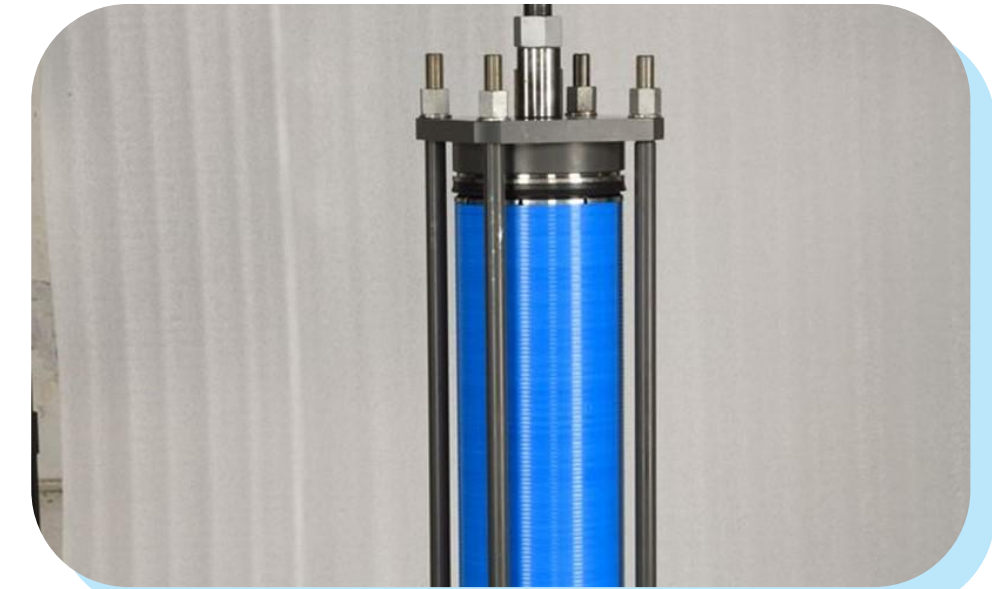
# Our Products & Technology



**Waste Heat Evaporators**



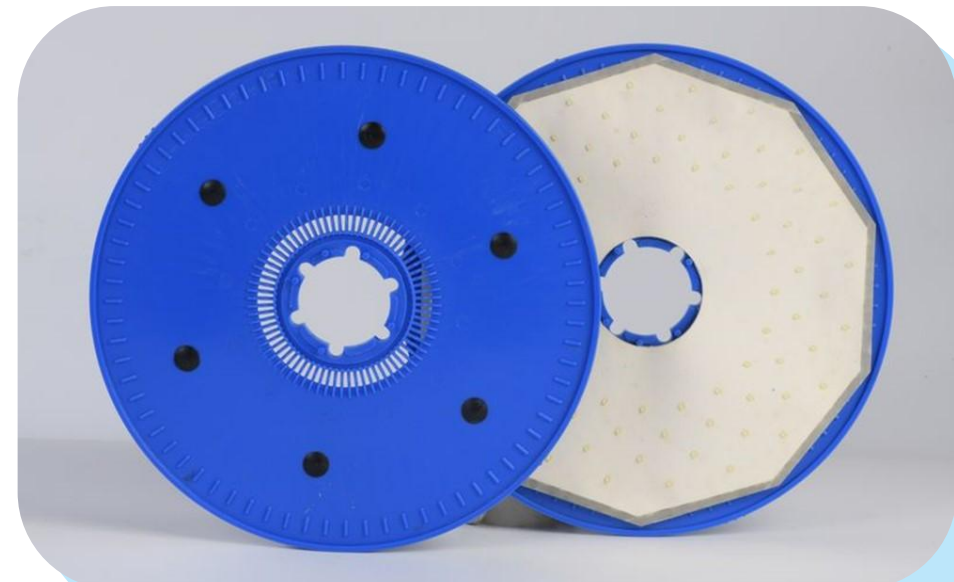
**RO Plant**



**RO Membrane**



**R&D**

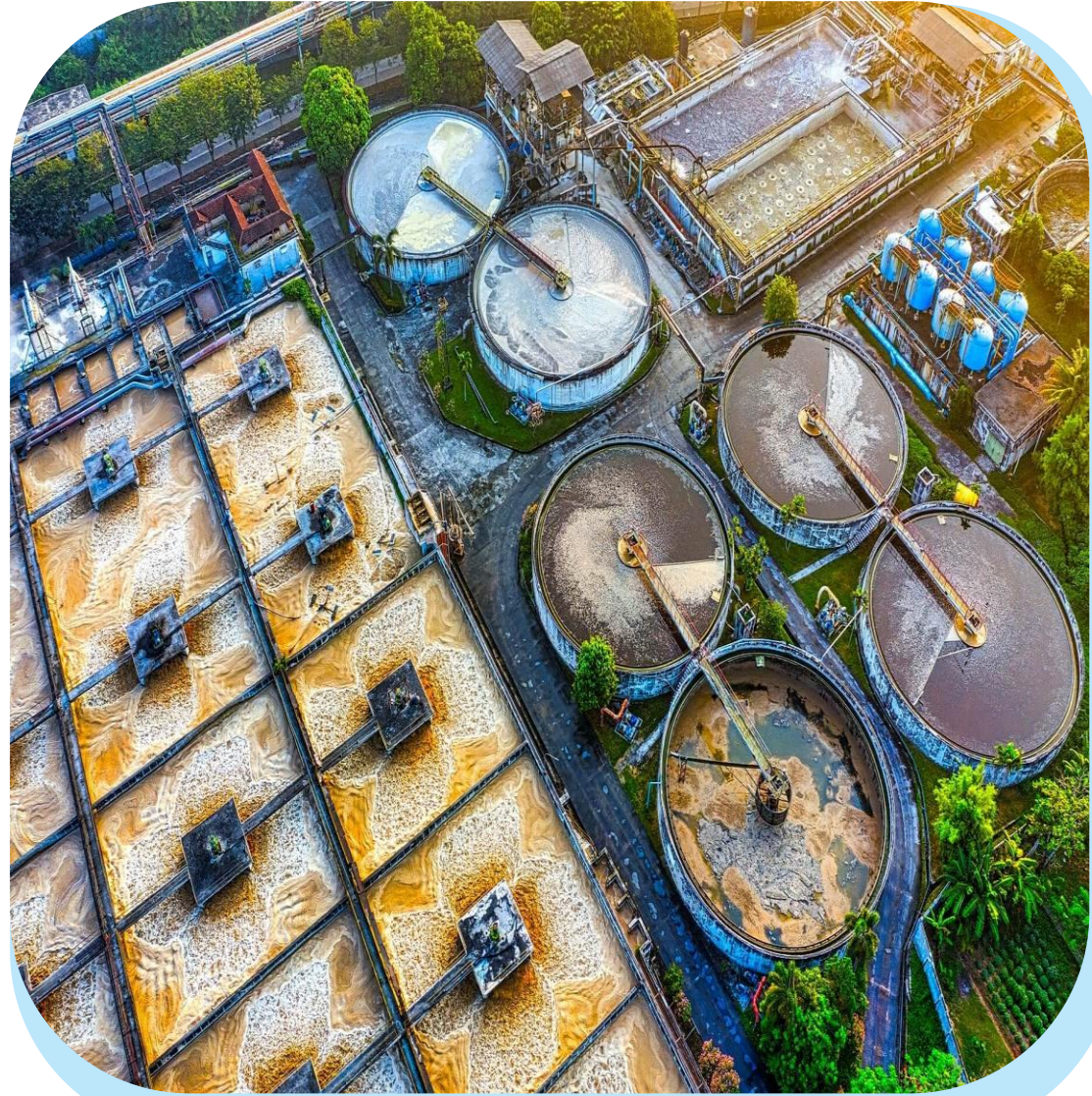


**Flat membrane**



**Membrane Bioreactor**

# Waste-Water Treatment Landscape



**Effluent Treatment Plant**

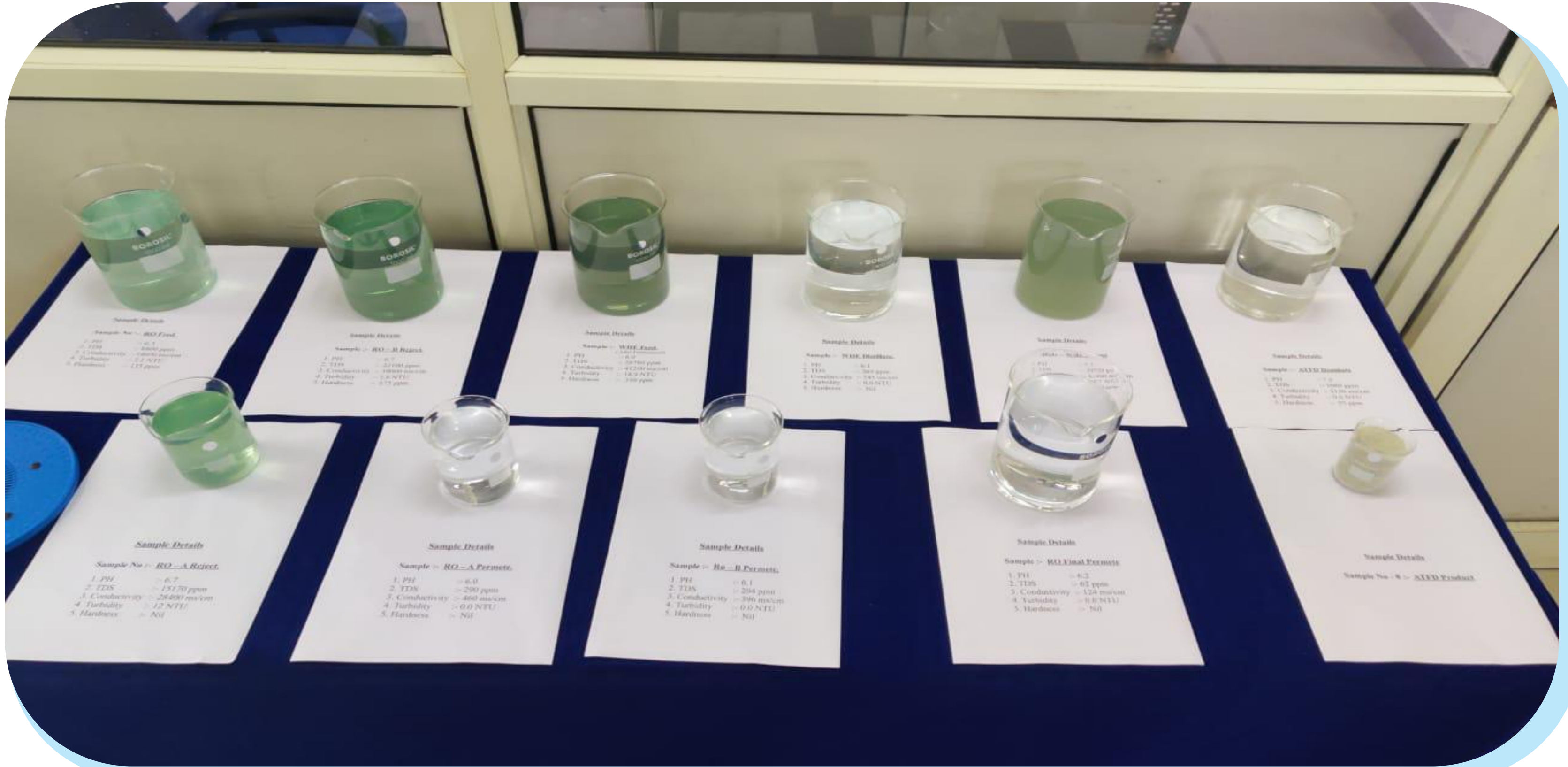


**RO Plant**



**Multi Effect Evaporator**

# Stages of Zero Liquid Discharge



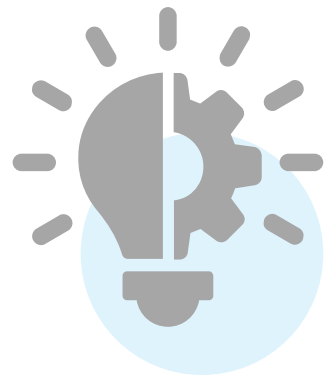
# Leadership in Membrane Technology



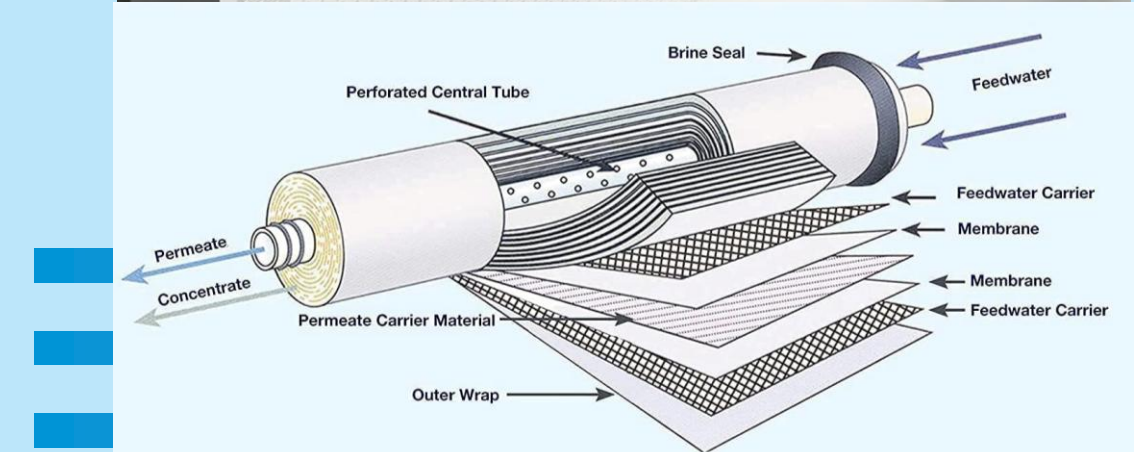
- ▶ We maintain strong leadership in membrane systems that provide us the edge to treat wastewater efficiently
- ▶ From manufacturing custom membranes to using module technology that is capable of treating the most difficult wastewater streams without significant pretreatment with higher recovery thereby providing a lower energy footprint for wastewater recycle



# Leadership through Innovation



- ▶ We strive in our R&D efforts to stay ahead with the latest technologies being used to deliver our solutions
- ▶ Our latest developments include two licensed products from US companies that will launch our Printed Spacer Membrane Elements and Raw Effluent Membranes (REM)



# 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



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



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



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**



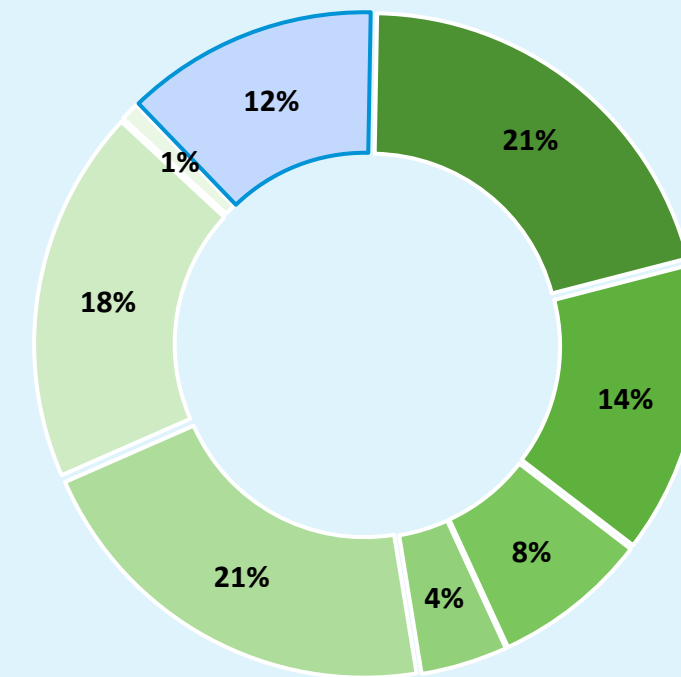
**ADITYA BIRLA GROUP**



**Amphenol**



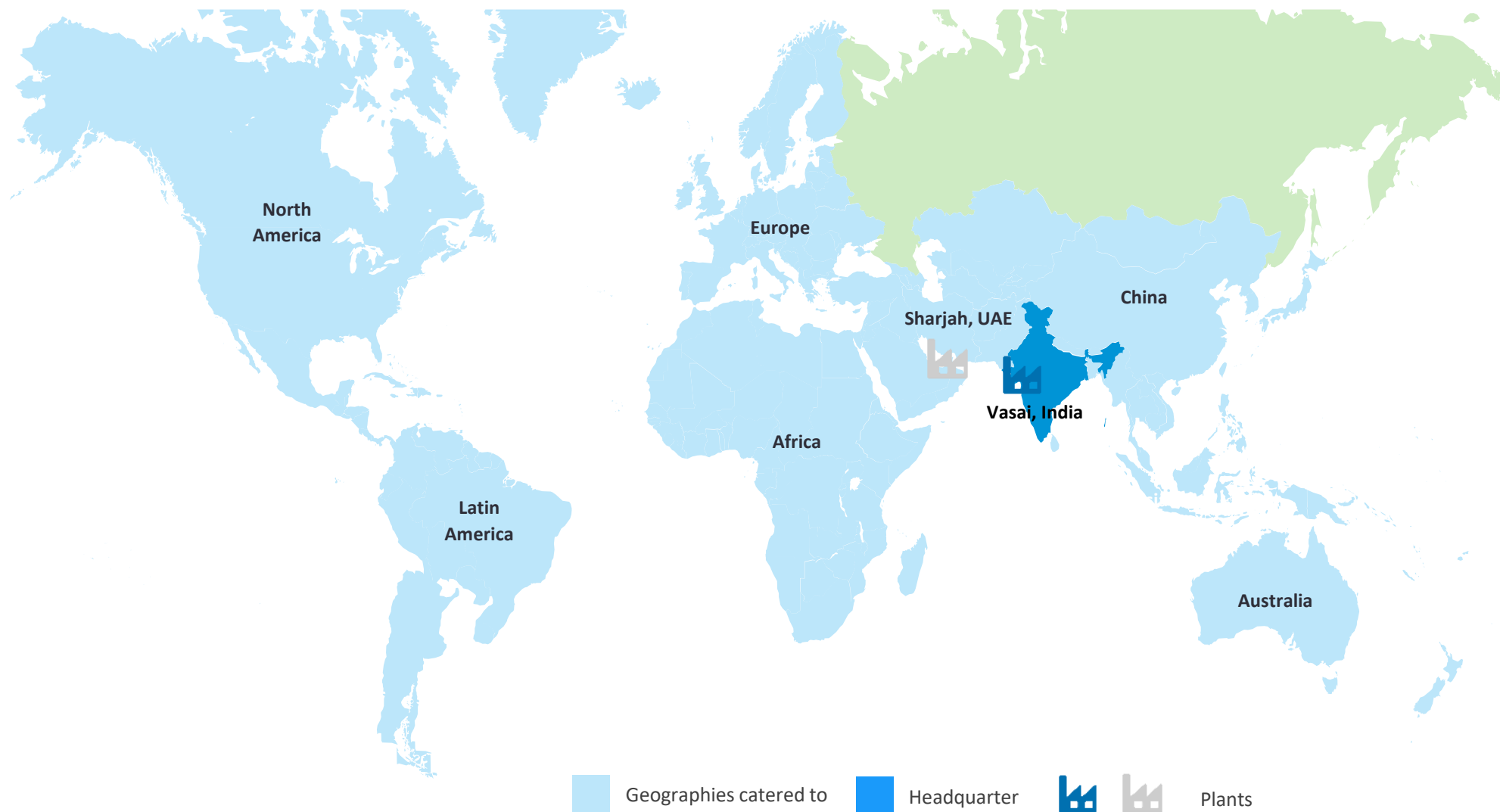
## Industry Wise Revenue Breakup (%) (Q2FY26)



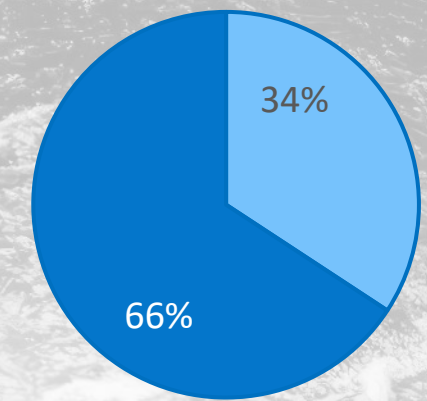
- Pharma
- Chemical
- Defence
- Textiles
- F& B
- Engineering & Automobile & Steel
- Government
- Others

# Global Presence

Over 300+ domestic & 21 international customers across 14 countries

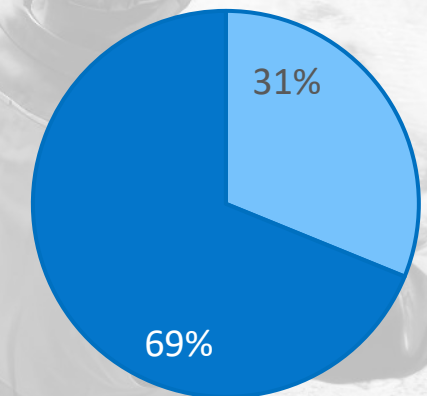


Q2 FY26 Revenue Breakup



Exports Domestic

H1 FY26 Revenue Breakup

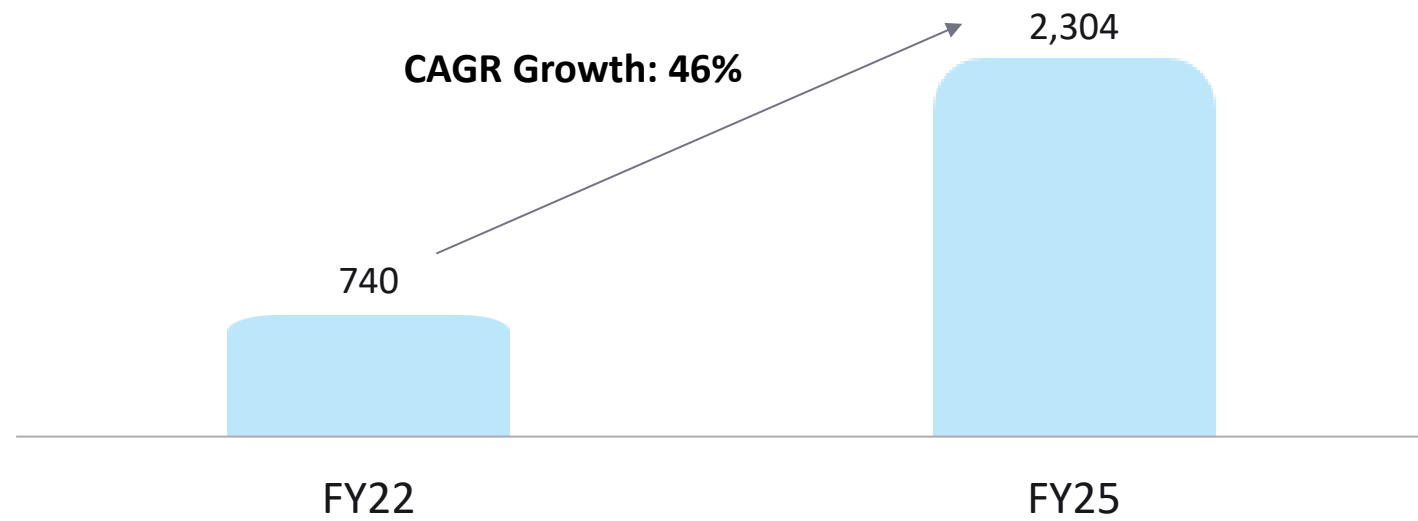


Exports Domestic

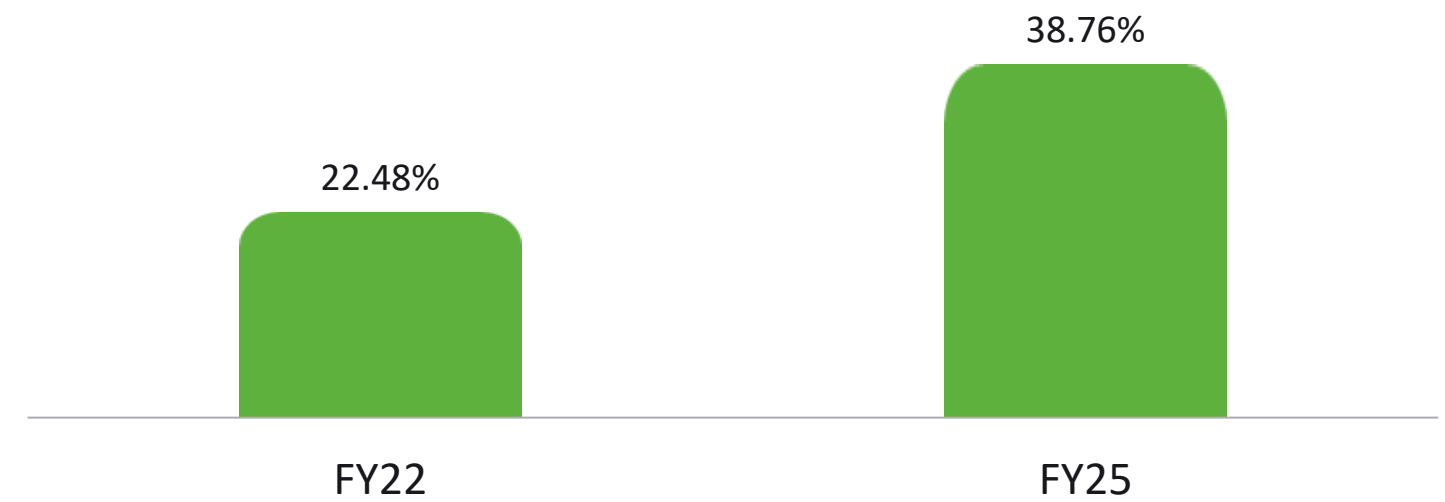


# Strong Global Traction – Growing Share & Scale

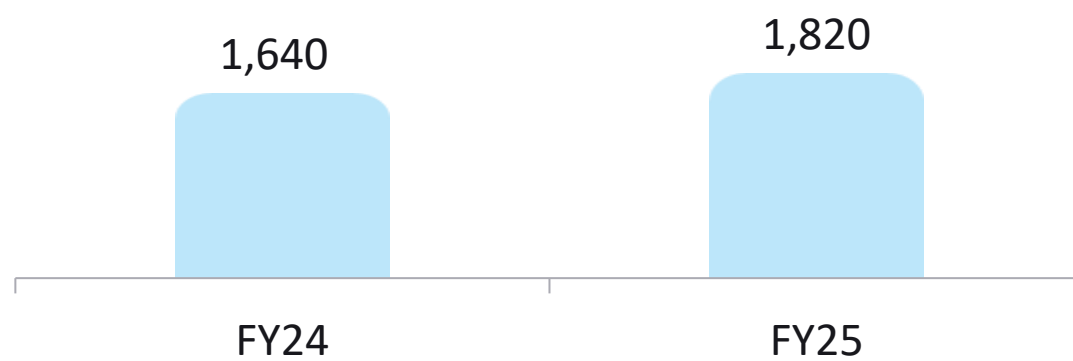
Export Revenues (INR Mn) Tripled in 3 Years



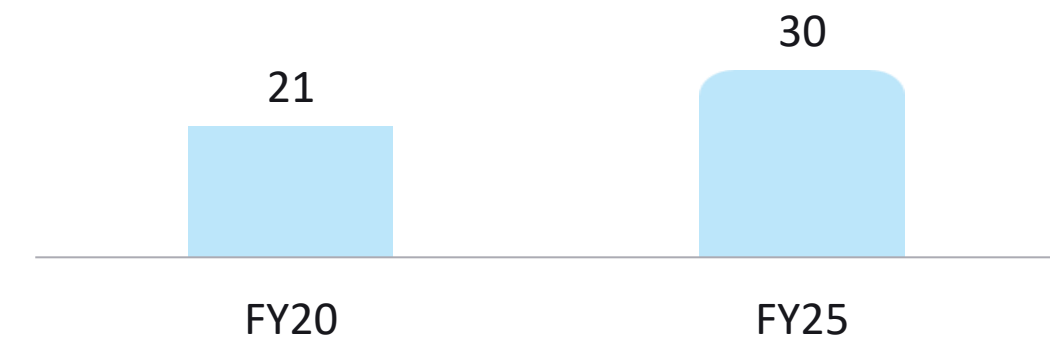
Export Contribution nearly doubled in 3 years



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   |
|----------------|---|
| S&P            | Systems & Plants  |
| 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



Investor Relations Team @ Concord

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**ISIN: INE037Z01029**

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