Concord Enviro Systems Limited

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CIN L45209MH1999PLC120599

Date: November 03, 2026

To,

National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex Bandra (E), Mumbai – 400051.	**BSE Limited** Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001.
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) Regulations, 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 and half year ended 30th September 2026.

Thanking you,
For Concord Enviro Systems Limited

Prerak Goel

Prerak Goel
Director
DIN: 00348563

Place: Mumbai
Encl: As above

Concord Enviro Systems Limited

Investor Presentation Q2 & H1 FY27



Safe Harbor

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Contents

01 ▶ Introduction

02 ▶ Q2FY27 Performance Snapshot

03 ▶ Book Snapshot

04 ▶ Growth Opportunities & Strategy

05 ▶ Company Profile

01

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

Book
7,164 Mn

Clients
300+

Patents Granted
9

Water Recycled Daily
>70 Million Liters

Water Treated Daily
~850 Million Liters

Active Installations
2000+

Industries Served
11+

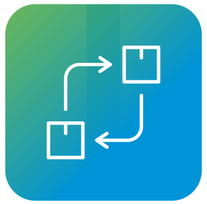
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End-to-End Business Model



Upfront and Recurring Revenues

Concord Enviro generates initial project revenues through EPC and system sales, establishing a base for ongoing monetization.



Consumables and Replacement Demand

Ongoing demand for consumables and membranes creates steady, annuity-like revenue beyond initial sales.



Operations & Maintenance Contracts

Long-term O&M contracts, including third-party services, provide stable recurring revenue streams.



Technology Innovation and Client Retention

Focus on IP, new product launches, and high client stickiness enables margin expansion and cross-selling.

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Our Journey

1992-1993

Company received an enquiry for the supply of RO distillation plant to the Indian Navy for user and evaluation trialst

1994-1995

Ventured into offshore seawater desalination equipment supply Investment by Rochem Group SA into 50% equity share capital of Rochem Separations (India) Private Limited

1995-1996

First for RO system to be installed on submarines

2008-2009

Company expanded its customer segment through Rochem Separation Systems (India) Private Limited to the oil and gas sector

2010-2011

Expanded our manufacturing and export facilities in the UAE through incorporation of our Subsidiary, Concord Enviro FZE

2013-2014

Expanded product portfolio with **HPRO** and **LPRO** plants

2017-2018

Rochem Separation Systems (India) Private Limited installed its first HPRO System

2018-2019

Commercialization of WHE by Rochem Separation Systems (India) Private Limited

2022

Received largest export order till date from Diageo México

2023

Granted a patent for System and method for evaporation and condensation

Granted a patent for Systems and methods for evaporation and condensation with vapor recompression

2024

Successfully listed on mainboard NSE and BSE

Forayed into the installation of **CBG Plants**

Started **Third-party O&M** division

Granted a patent for Improved modular frame for fluid separation

2025

Five new patents granted, highlighting strength in R&D and innovation

2026

New Product launched **"H-Xtreme"** & acquired a stake in a Membrane Technology Company

Licensed a technology in Waha Inc. a U.S.-based clean-technology company focused on advanced atmospheric water generation and energy-efficient cooling solutions.

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02

Q2FY27 Performance Snapshot



Management Commentary – Q2FY27



Prayas Goel
Chairman & Managing Director



Prerak Goel
Executive Director

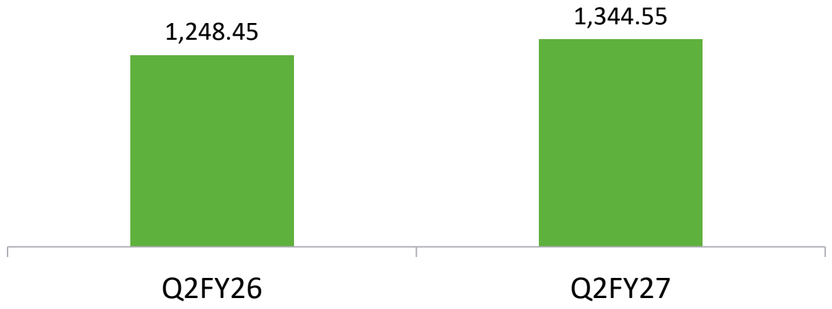
Commenting on the results, leadership team of Concord Enviro Systems , said:

"Following the supply-chain and logistics disruptions experienced in Q1 FY27, execution improved during the second quarter, enabling us to achieve year-on-year revenue growth. Q2 revenue increased by 7.7% on a YoY basis, while EBITDA grew by 1.6% YoY, supported by stronger domestic execution, and improved operating leverage. The underlying demand environment remains healthy across steel, solar manufacturing, chemicals and pharmaceuticals, while our emerging initiatives, including H-Xtreme, industrial CBG, membrane technologies and Roserve, continue to progress towards commercial scale-up. With a healthy order book and improving execution, we remain focused on converting our India-led opportunity pipeline and gradually normalising international deliveries."

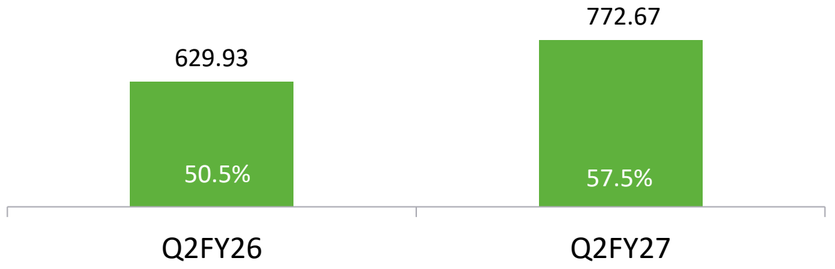
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Q2 FY27 Highlights (YoY)

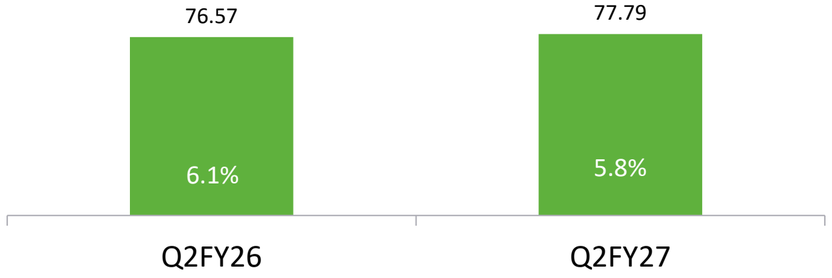
Revenue from Operations (INR Mn)



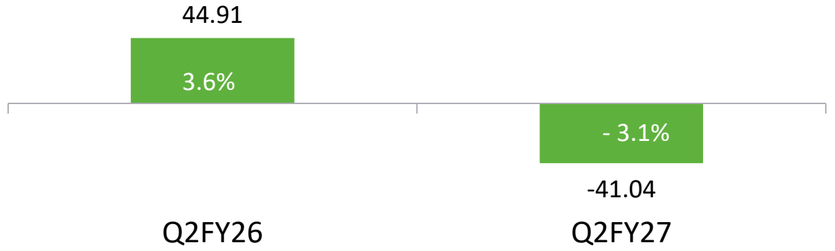
Gross Profit (INR Mn) & Gross Profit Margin (%)



EBITDA (INR Mn) & EBITDA Margin (%)



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

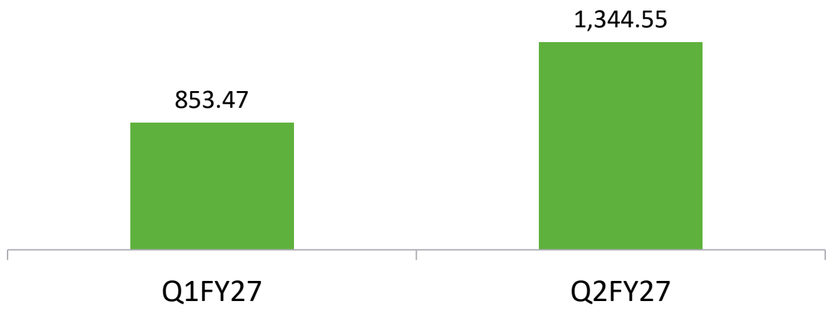


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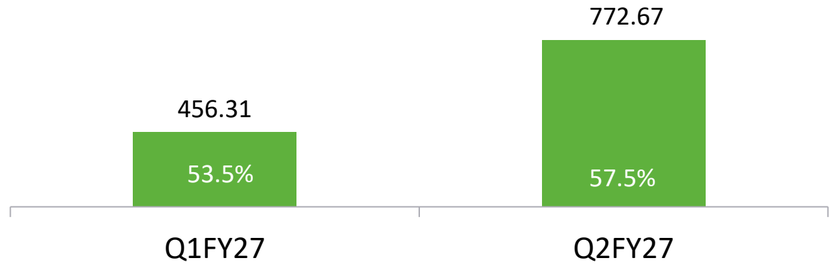
*PAT & PAT margin includes Other Income

Q2 FY27 Highlights (QoQ)

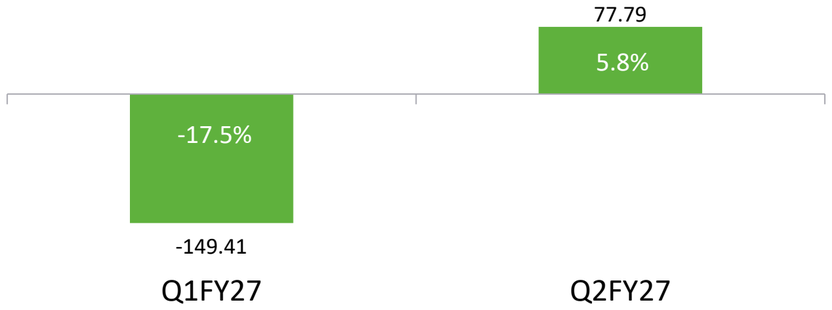
Revenue from Operations (INR Mn)



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



EBITDA (INR Mn) & EBITDA Margin (%)



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



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*PAT & PAT margin includes Other Income

Q2FY27 Financial Highlights

Q2FY27 Financial Highlights

- **Revenue from operations** for Q2FY27 stood at INR 1,344.55 Mn compared to INR 1,248.45 Mn in Q2FY26, improving by 7.7% YoY. The increase in revenue was primarily attributable to strong domestic demand and execution.
- **EBITDA for** Q2FY27 stood at INR 77.79 Mn.
- **EBITDA margin** for Q2FY27 stood at 5.8%.
- Overall, the Company remains focused on improving execution, enhancing operational efficiencies, and driving profitability as project deliveries ramp up.



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Q2FY27 Operational Highlights



Operational Highlights

H-Xtreme and CBG secure initial orders

H-Xtreme Heat Exchanger and the compressed biogas platform achieved their first order milestones during the period, validating customer interest and marking an important step towards commercialisation.

Dehumidification platform moves into action

The dehumidification initiative is now operational, expanding the Company's addressable market across pharmaceuticals, food and beverages, batteries, solar manufacturing and semiconductors.

Strong domestic opportunity to drive future growth

With rising water scarcity, tighter environmental compliance and increasing adoption of water recycling solutions, India is expected to remain the Company's principal growth market over the coming years.

As on 30th September 2026, the order book stands at **INR 7,164 Mn**

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New Initiatives: Getting into Action

Moving beyond opportunity identification to commercial execution across three technology-led growth verticals

01



DEHUMIDIFICATION

Licensed technology expands the portfolio into industrial drying, humidity control and atmospheric water generation, with India and UAE market rights and a global manufacturing partnership.

02



COMPRESSED BIOGAS

Concord is translating its anaerobic digestion expertise into industrial waste-based CBG solutions. The first order marks the shift from market entry to on-ground execution.

03



H-XTREME

The corrosion-resistant heat exchanger is progressing from launch to commercial adoption, targeting demanding industrial processes through longer asset life and higher heat-recovery efficiency.

Innovation is now converting into orders, execution and scalable adjacent revenue pools.

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India's naval modernisation creates a multi-year opportunity for Concord

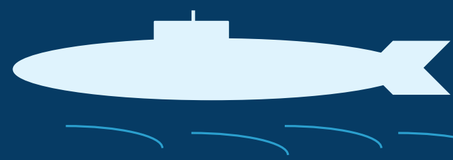
More ships and submarines can expand demand for onboard desalination systems and recurring lifecycle services

₹7.85 tn
Defence allocation
+15.2% YoY

₹2.19 tn
Capital outlay
+21.8% YoY

₹1.85 tn
Capital acquisition
~24% YoY

₹1.39 tn
Domestic procurement
Aatmanirbhar push



SHIPS + SUBMARINES

New platforms require compact, reliable onboard freshwater generation

Concord is one of the four companies selected for green channel certification

CONCORD'S RIGHT TO WIN

1. **Proven naval credentials**
   Established experience in compact seawater-desalination solutions for defence and public-sector applications.
2. **Technology aligned with mission needs**
   Compact membrane systems enable dependable freshwater generation within space-constrained marine environments.
3. **Installed base creates recurring value**
   Each new system can generate follow-on demand for membranes, spares, maintenance and plant optimisation.

Fleet expansion can compound equipment orders into recurring membrane, spares and service revenue.

FROM PUBLIC CAPEX TO CONCORD REVENUE

1 → 2 → 3 → 4

Higher naval capex → **Fleet expansion** → **Onboard system demand** → **Equipment + services**

Concord is estimated to account for ~95% of India's naval water-treatment orders.

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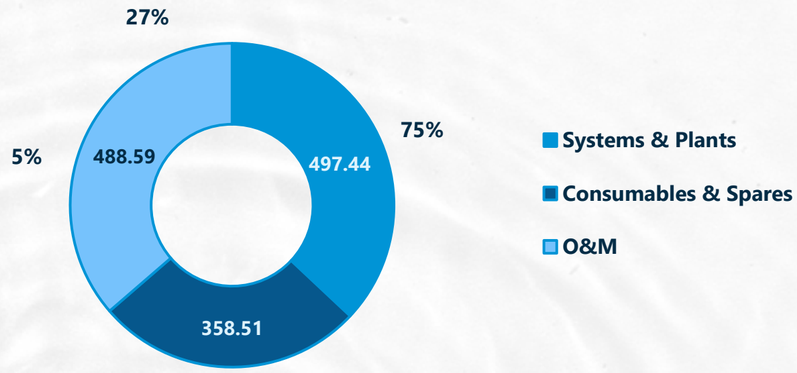
Source: Defence in Union Budget 2026-27

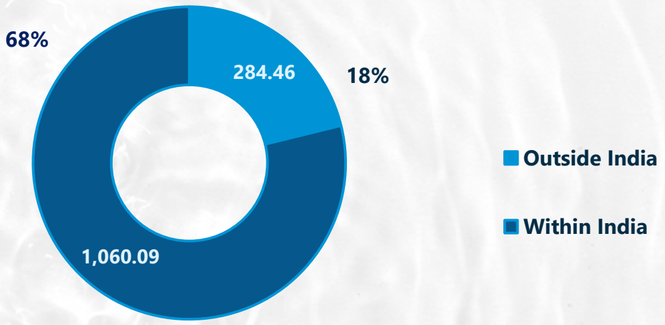
Revenue Breakup

Q1FY27	Q2FY27	Product / Service (INR Mn.)	H1FY27	H1FY26
315.76	497.44	Systems & Plants	1,471.35	1,228.55
227.57	358.51	Sale of consumables and spare parts	104.32	480.47
310.14	488.59	O&M services	622.36	568.77
853.47	**1,344.55**	**Revenue from Operations**	**2,198.02**	**2,277.79**

Q1FY27	Q2FY27	Revenue by Geography (INR Mn.)	H1FY27	H1FY26
143.83	284.46	Outside India	428.29	709.53
709.64	1,060.09	Within India	1,769.73	1,568.26
853.47	**1,344.55**	**Revenue from Operations**	**2,198.02**	**2,277.79**

Q2FY27 Revenue Breakup





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Q2FY27 Financial Highlights

Particulars (INR Mn.)	Q2 FY27	Q2 FY26	YoY change (%)
Revenue from Operations	1,344.55	1,248.45	7.7%
Other Income	8.91	59.08	-84.9%
Total Income	**1,353.46**	**1,307.53**	**3.5%**
Cost of raw materials and components consumed	471.59	614.10	-23.2%
Service Charges	138.47	130.79	5.9%
Purchase of stock-in-trade	86.07	119.94	-28.2%
Increase/(decrease) in inventories of FG and WIP	14.22	-115.52	112.3%
Employee benefits expenses	297.03	256.06	16.0%
Other Expenses	259.38	166.51	55.8%
EBITDA	**77.79**	**76.57**	**1.6%**
Finance Costs	53.15	48.48	9.6%
Depreciation & Amortization Expenses	52.65	37.08	42.0%
Profit before Tax	**-22.31**	**48.45**	**-146.0%**
Tax Expenses	14.04	-4.65	-401.7%
Profit after Tax	**-36.35**	**53.10**	**-168.5%**
Profit/(Loss) after Tax from discontinued operations	-4.69	-8.19	-42.7%
Net Profit/Loss after Tax for the Period	**-41.04**	**44.91**	-191.4%

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Balance Sheet

Particulars (INR Mn)	H1FY27	FY26
Equity And Liabilities		
Equity		
a) Equity share capital	103.48	103.48
b) Other equity	5,434.07	5,612.20
Total Equity	**5,537.55**	**5,715.68**
Liabilities		
Non-current liabilities		
a) Financial liabilities		
i) Borrowings	217.89	43.44
ii) Lease liabilities	111.44	122.92
iii) Other financial liabilities	0.12	0.40
b) Provisions	139.01	136.37
c) Other non-current liabilities	11.41	11.41
Total Non-current liabilities	**479.87**	**314.54**
Current liabilities		
a) Financial liabilities		
i) Borrowings		
ii) Lease liabilities	1,954.57	1,468.73
iii) Trade payables	33.07	38.50
- Amount due to micro and small enterprises	315.12	352.85
- Amount due to other than micro and small enterprises	1,349.99	1,271.15
iv) Other financial liabilities	18.78	15.45
b) Provisions	29.55	24.72
c) Contract liabilities	136.35	73.49
d) Current tax liabilities (net)	26.51	18.71
e) Other Current liabilities	43.75	105.90
f) Liabilities directly associated with the assets held for sale	120.90	118.64
Total Current Liabilities	**4,028.59**	**3,488.14**
Total Equity & Liabilities	**10,046.01**	**9,518.36**

Particulars (INR Mn)	H1FY27	FY26
Assets		
Non-current assets		
a) Property, plant and equipment	781.99	827.01
b) Right of use assets	167.05	187.67
c) Intangible assets	339.35	339.77
d) Intangible assets under development	10.91	10.04
e) Capital work in Progress	127.87	26.37
f) Goodwill	9.90	9.90
g) Financial Assets		
i) Investments		
(a) Investments accounted for using equity method	706.15	691.28
(b) Other investments	294.33	238.19
ii) Other Financial Assets	67.89	48.66
h) Deferred tax assets (net)	151.14	114.07
i) Current tax assets (net)	29.98	24.92
j) Other Non Current assets	18.08	9.56
Non-current Assets	**2,704.64**	**2,527.44**
Current assets		
a) Inventories	2,525.44	2,196.50
b) Financial assets		
i) Trade receivables	2,478.33	2,641.33
ii) Cash and cash equivalents	261.65	532.36
iii) Bank balances other than (ii) above	397.50	125.66
iv) Loans	1.54	1.96
v) Other financial assets	99.68	95.87
c) Contract Assets	506.48	624.45
d) Other Current assets	986.40	682.46
e) Assets classified as held for sale	84.35	90.33
Current Assets	**7,341.37**	**6,900.92**
Total Assets	**10,046.01**	**9,518.36**

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03

Order Book Snapshot



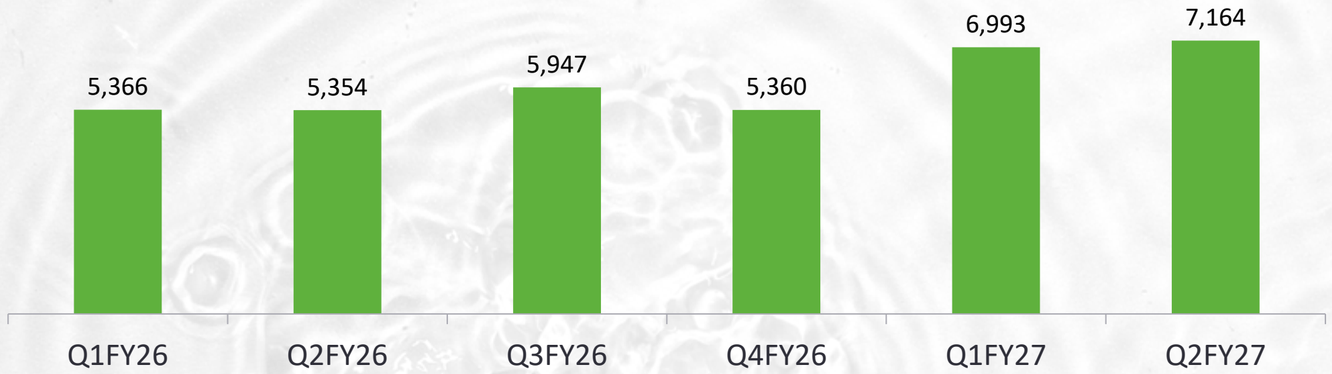
Order Book Pipeline

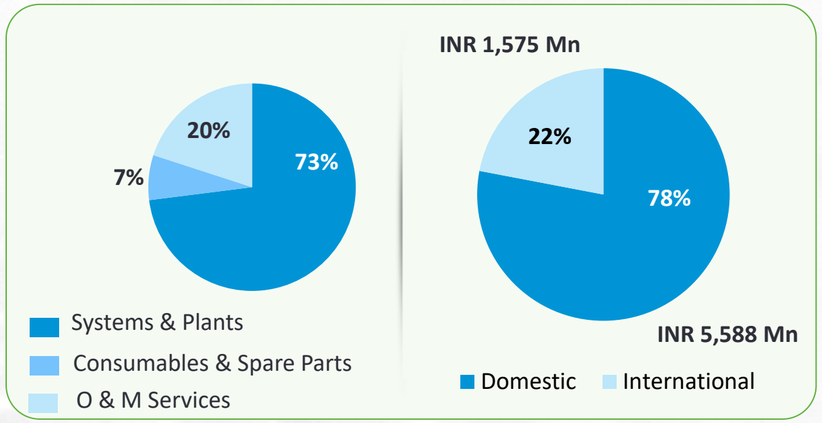
	Signed	Vs	Under negotiation
Within India *Domestic*	₹ 5,588 Mn		₹ 27,000 Mn
Outside India *International*	₹ 1,575 Mn		₹ 8,000 Mn
Combined Total *All geographies*	₹ 7,164 Mn		₹ 35,000 Mn

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Current Order Book

Total Order Book (INR Mn)

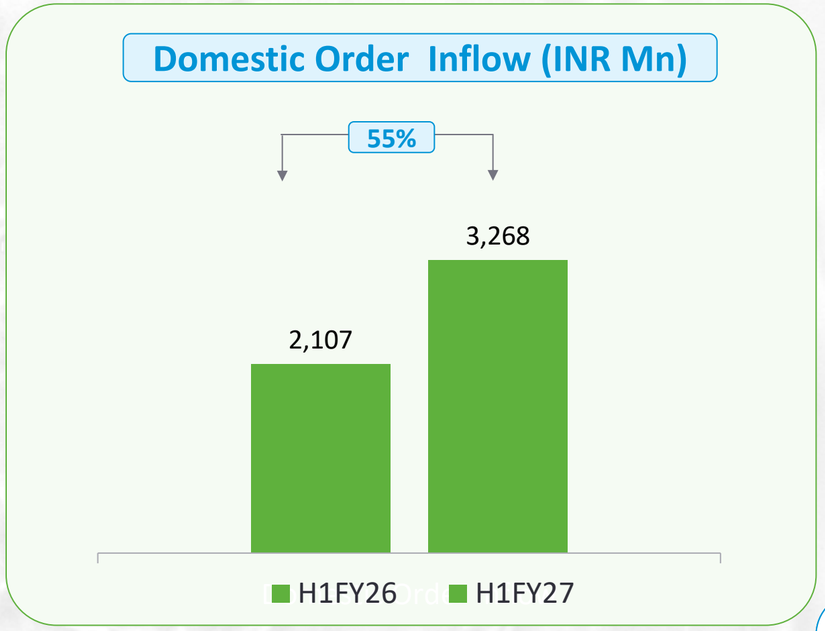




Order Book Update

- Secured a new order of **INR 400 Mn** from a leading alcohol-bev player for its Mexico plant.
- Order Book stands at **INR 7,164 Mn**, growth in order book is primarily due to an increase in Systems & Plants
- Entered the **European** market , marking a significant milestone in the global expansion journey.

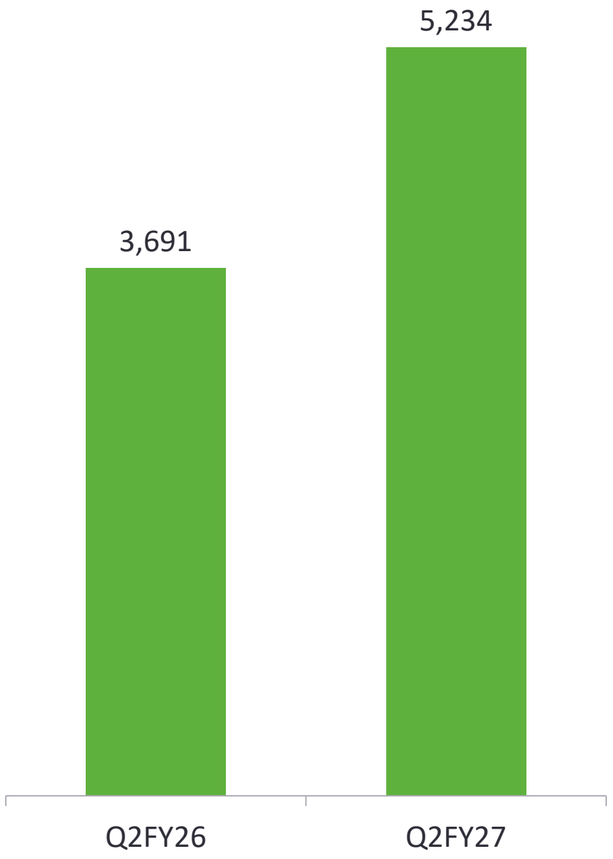
Domestic Order Inflow (INR Mn)



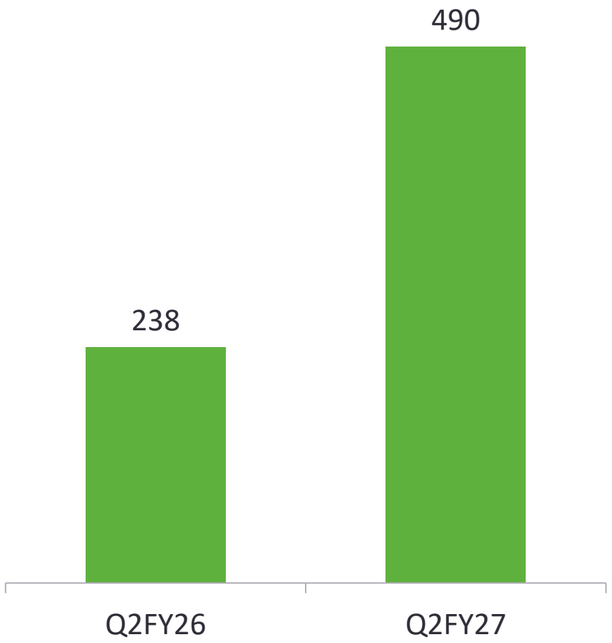
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Segment Wise Order Book – As on 30th September 2026

S&P
QoQ (INR Mn)



Consumables and Spare Parts
QoQ (INR Mn)



O&M
QoQ (INR Mn)



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04

Growth Opportunities & Strategy



India - Industrial water & wastewater treatment

Regulation, water scarcity and reuse economics are accelerating adoption of ZLD and high-recovery systems

INDIA INDUSTRIAL MARKET SIZE

$3.11bn → **$5.04bn**

2025 — 2031 Forecast

8.38% CAGR — 2026–31 forecast

WHY THE MARKET IS ACCELERATING

01

Compliance becomes mission-critical

Tighter discharge norms and ZLD requirements increase the cost of non-compliance.

02

Water security shifts capex priorities

Scarcity is turning recycling and closed-loop systems into operating-continuity investments.

03

Technology intensity rises

Membranes, automation and predictive monitoring are increasing the technology content and value per project.

Demand catalysts

Water scarcity and industrial expansion make process-water availability an operating-continuity priority.

Tighter discharge / ZLD requirements and real-time monitoring raise the cost of non-compliance.

Urbanisation, sewage generation and public programmes support municipal treatment and tertiary reuse.

End-markets & geographic hotspots

Municipal sewage, reuse, decentralised systems

Industrial chemicals, pharma, textiles, F&B, O&G, pulp & paper

New-age semiconductor and green hydrogen require ultra-pure water

State Hotspots: West & South; Maharashtra, Gujarat, Tamil Nadu, Karnataka, Telangana + Uttar Pradesh



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Source: Ken Research

Opportunity is shifting from one-time EPC to integrated water outcomes

Advanced treatment and O&M deepen wallet share across the full asset lifecycle.



FROM TREAT → DISCHARGE

TO TREAT → RECOVER → REUSE

A circular-water model raises technology intensity and supports recurring service revenues.

VALUE POOLS ACROSS THE WATER LIFECYCLE

IN-HOUSE DESIGN	Engineering, integration, commissioning
WATER REUSE & RECOVERY	High-recovery membranes, energy-efficient evaporation and ZLD
O&M + CONSUMABLES	Uptime, membranes, chemicals, spares

FASTEST-GROWING TECH

Membrane systems

RO, ultrafiltration and nanofiltration benefit from stricter discharge and reuse requirements.

DEMAND HOTSPOTS

Industrial corridors

Maharashtra, Gujarat and the southern manufacturing belt combine water stress with project density.

KEY EXECUTION EDGE

Lifecycle capability

End-to-end expertise from design and commissioning to plant optimisation, O&M and consumables.

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India’s Water Shortage: Turning Scarcity into a Growth Opportunity

Industrial water security is shifting from an environmental objective to an operating-continuity imperative



THE PRESSURE IS STRUCTURAL

1,486 m^3 per capita in 2021

1,367 m^3 projected by 2031

↓ 8.0% over 10 years | Below the 1,700 m^3 water-stress threshold

SCARCITY TO VALUE

CONCORD’S INDUSTRIAL OPPORTUNITY

01 Recover more water

High-recovery membranes, wastewater recycling and ZLD reduce dependence on freshwater sources.

02 Enables cost-efficient environmental compliance

Energy-efficient evaporation and engineered treatment trains help industries meet tighter discharge requirements.

03 Protect industrial uptime

End-to-end design, commissioning, O&M, consumables and digital support improve lifecycle reliability.

04 Capture emerging demand pools

Water-intensive sectors such as steel, chemicals, pharma, solar, semiconductors and food & beverage expand the addressable market.

m^3 - means cubic metres of water

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Source: Per Capita Water Availability Report, Dynamic Ground Water Resources of India

Concord’s Green India Opportunity (1/2)

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

GOI is also brining into effect **Liquid Waste Management Rules** that will focus on large water consumers being required to mandatorily recycle spurriung both growth in the recycle and ZLD space

Concord’s Solution

Carbon capture and mineralisation are our focus. We are working to provide economic solutions in a non-chemical process to help industries comply with the regulations. We understand this is a beginning and industry will need support from technology players to provide sustainable solutions for carbon capture

The implementation of these guidelines is with a view to bridge the gap as we are staring at becoming a water deficit country by 2030. Wastewater recycle and tertiary sewage recycle are key markets the company is focussed on.

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

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Concord’s Green India Opportunity (2/2)

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 RO, 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’s 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

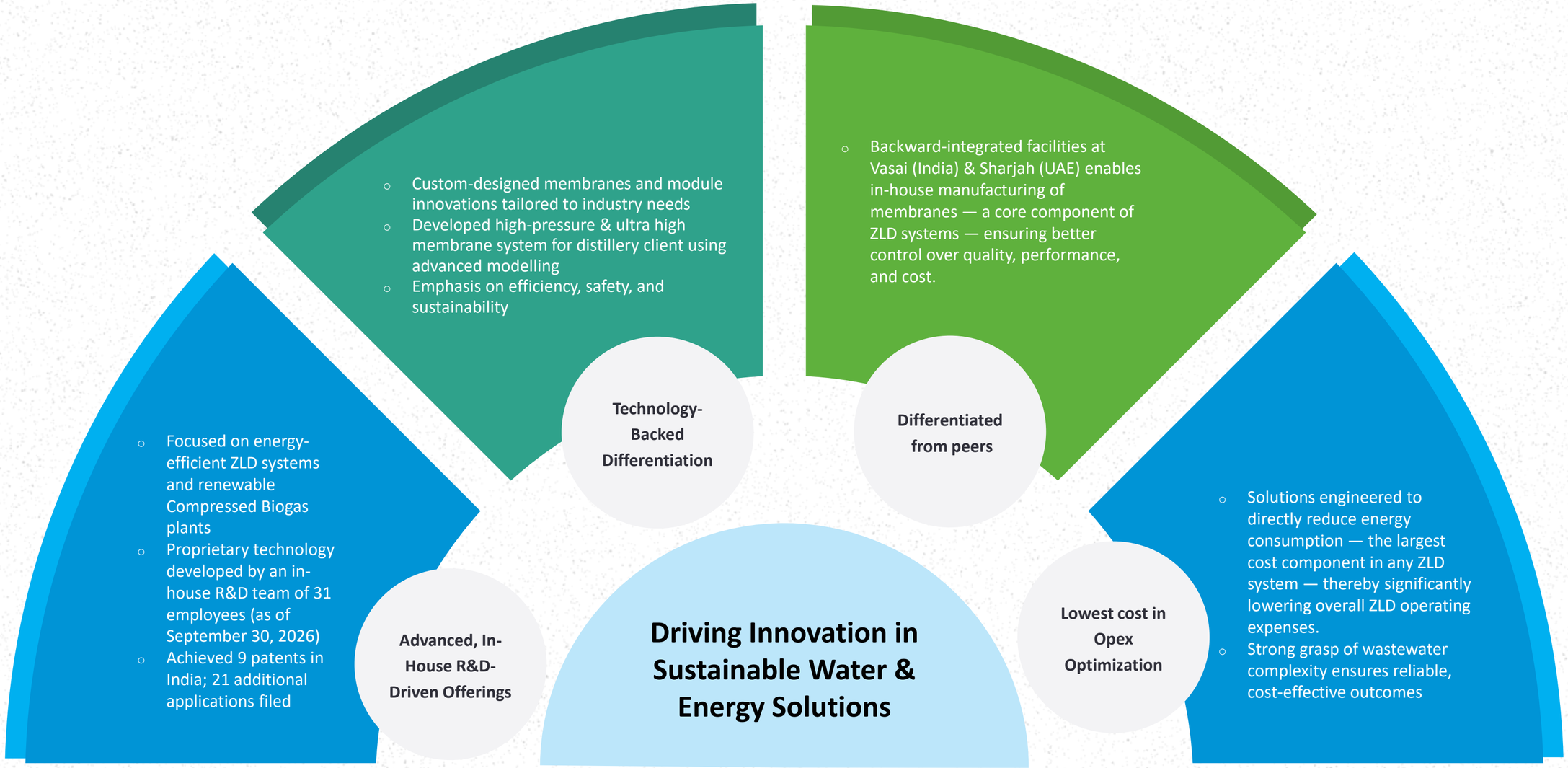
Green hydrogen is produced by electrolyzing water using solar energy. This process requires high-purity demineralized water. To avoid burdening existing freshwater resources, seawater is typically used as primary source. As green hydrogen production scales—especially for downstream applications like 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.

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Our R&D Prowess



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Competitive Advantage

Offering Lowest OpEx to clients through End-to-End Wastewater Solutions

Single-Source Efficiency | Reducing Lifecycle Costs in ZLD & Reuse

Integrated R&D | Patent-Protected Technologies

9 patents
21 pending applications
31 member R&D team

Leading ZLD Solution Provider in India

Leading ZLD Provider by RevGenue

Integrated Solutions Provider

End-to-End Wastewater Solutions | Customized by Industry, Designed In-House

Build from core - Not just assembly

In-house membrane tech and deep R&D.

In-house product portfolio including backward integrated membrane / manufacturing through deep R&D.

Proven Retention. Trusted Delivery.

5+ Year Relationships with Every Top 10 Client

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Competitive Advantage

Leading ZLD Solution Provider in India

Leading ZLD Provider by Revenue

Integrated Solutions Provider

End-to-End Wastewater Solutions | Customized by Industry, Designed In-House

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05

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.

Note: 1) Percentage of revenue figures of FY25 Revenue
2) TAM – Total Addressable Market

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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.

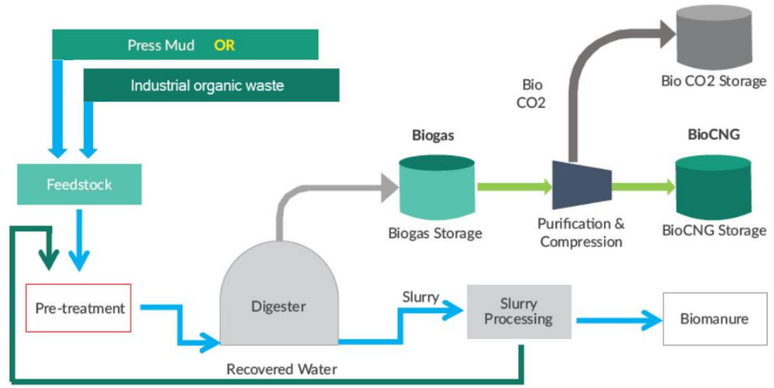
Completed Biogas Projects

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.



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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 contaminates and corrosive constituents.

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Other Business Segments



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

- Filtration, Chemical Solutions & Membrane Consumables
- Mechanical & Electrical Spare Parts
- Customized Service Kits



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.

- Comprehensive O&M Contracts
- Preventive & Corrective Maintenance with 24/7 Technical Support
- Supply of Consumables & Spare Parts
- IOT
- Energy efficiency
- Upgrading existing infrastructure

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Our Products & Technology

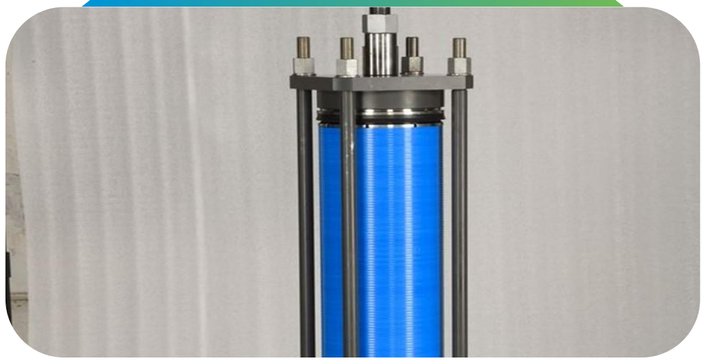
Waste Heat Evaporators



RO Plant



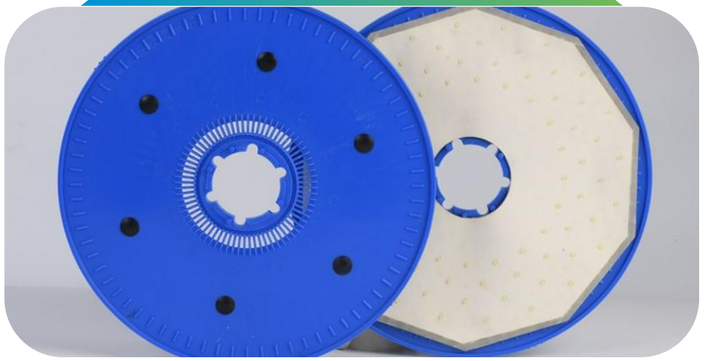
RO Membrane



R&D



Flat membrane



Membrane Bioreactor



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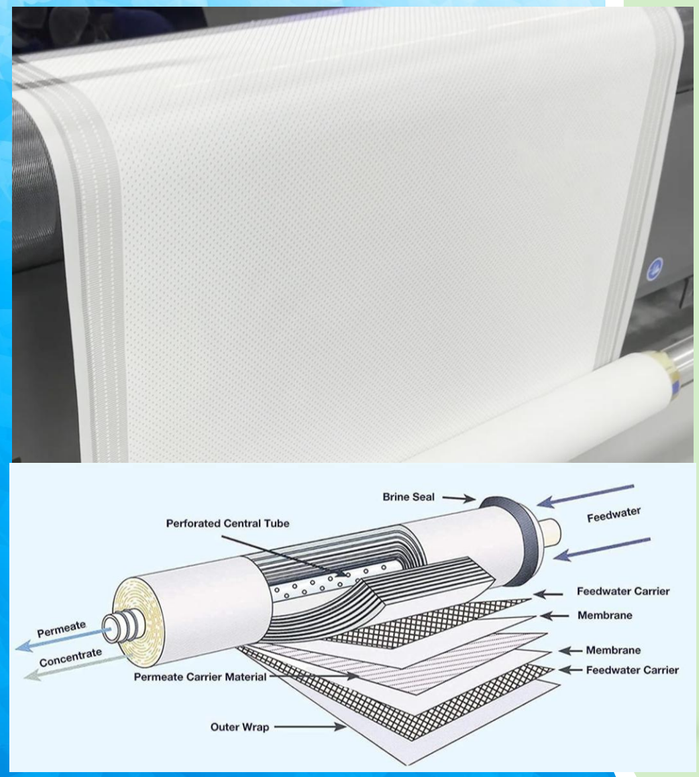
Leadership in Membrane Technology



- 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

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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)

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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

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



ROCHEM
A Concord Enviro Company

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

ROSERVE
A Concord Enviro Company

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 & its Revenue Breakup

Our Marquee Clients

AARTI INDUSTRIES

DIAGEO

AB MAURI
Passionate About Baking™

Dr. Reddy's

ADITYA BIRLA GROUP

Divis

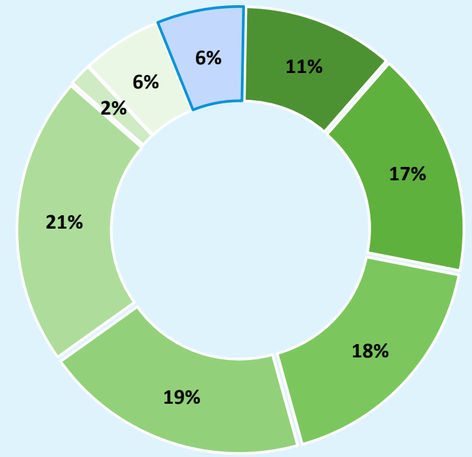
Amphenol

SUN

Biocon

UPL

Industry Wise Revenue Breakup (%) (Q2FY27)



- Chemicals
- Defence
- F&B
- Others
- Pharma
- Solar
- Steel / Engineering / Automobiles
- Textiles

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Global Presence

Over 300+ domestic & 20+ international customers across 15 countries



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Our Manufacturing Facilities

Vasai, Maharashtra



Built Up Area: 96,000 Sq. ft.

Sharjah, UAE



Built Up Area: 15,000 Sq. ft.

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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.

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Thank You!

Investor Relations Team

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