



Concord Enviro Systems Limited

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CIN L45209MH1999PLC120599

Date: 8th August 2025

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 ended 30th June 2025.

Thanking you,

For Concord Enviro Systems Limited

Prerak Goel
Director
DIN: 00348563

Place: Mumbai



Concord Enviro

Systems Limited



Investor Presentation
Q1FY26

Safe Harbor

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **CONCORD ENVIRO SYSTEMS LIMITED** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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2 Q1FY26 Performance Snapshot

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5 Company Profile

The background image shows a large industrial facility, possibly a water treatment plant, with multiple large vertical cylindrical tanks and complex piping systems. The tanks are labeled with yellow tags that read "STAGE 1", "STAGE 2", "STAGE 3", and "STAGE 4". Blue electric motors are visible at the base of the tanks. The facility is housed in a large building with a corrugated metal roof and blue structural beams. A worker in a yellow hard hat is visible in the distance on the right side.

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
5,366 Mn



Clients
293



Patents Granted
9



Water Recycled Daily
>70 Million Liters



Water Treated Daily
~850 Million Liters

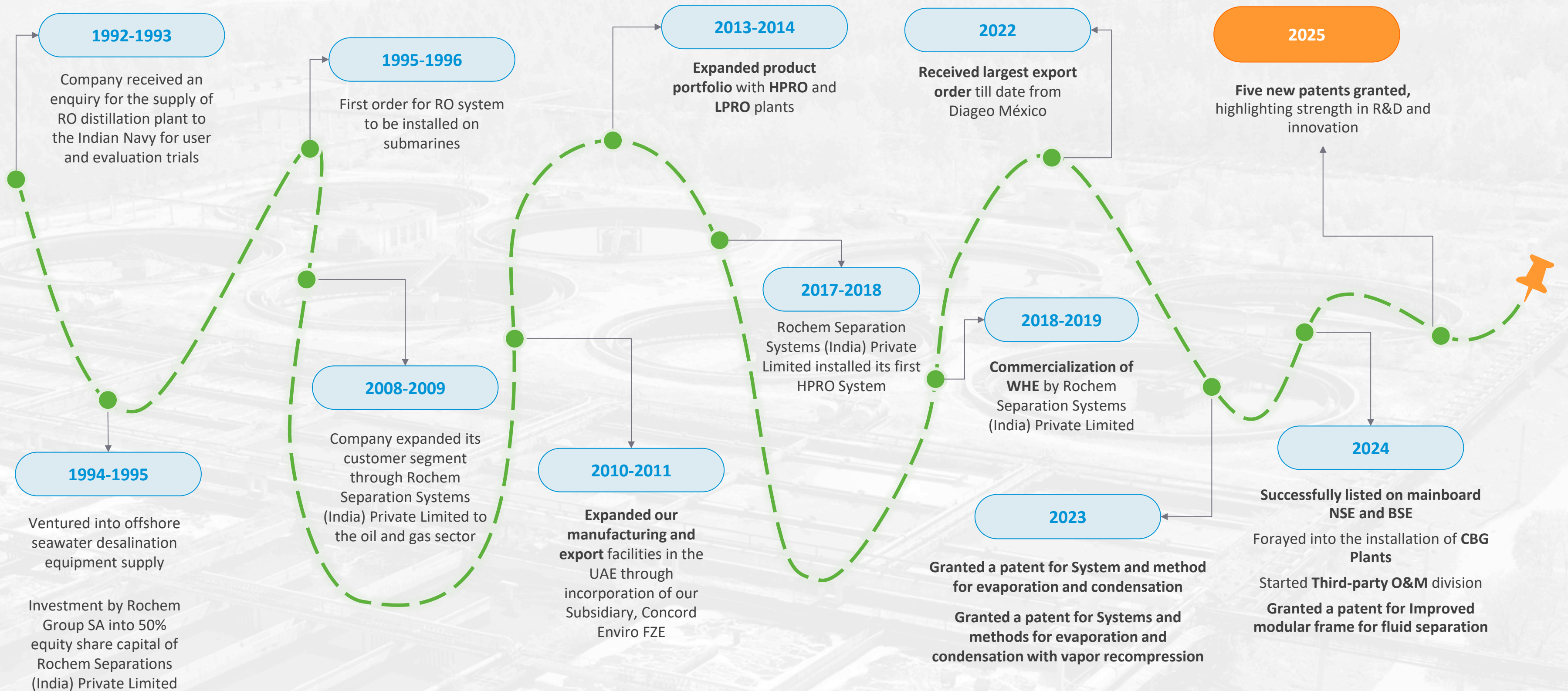


Active Installations
2000+



Industries Served
11+

Our Journey



The background image shows 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 steel structure. In the foreground, there are blue electric motors and pumps connected to the piping. A semi-transparent white box with a wavy top edge is centered over the image, containing the text.

Q1FY26 Performance Snapshot

Management Commentary – Q1FY26



Prayas Goel

Chairman & Managing Director



Prerak Goel

Executive Director

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

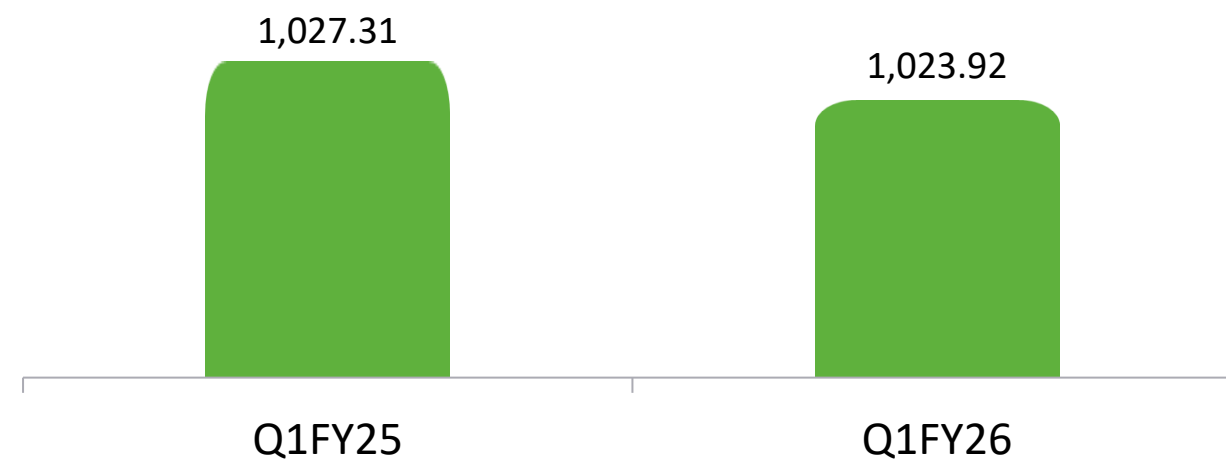


"Leveraging our strong technical expertise, we have consistently demonstrated the ability to secure new orders while maintaining a healthy and robust pipeline. This sustained momentum reinforces our confidence in achieving — the objectives we have set for the year."

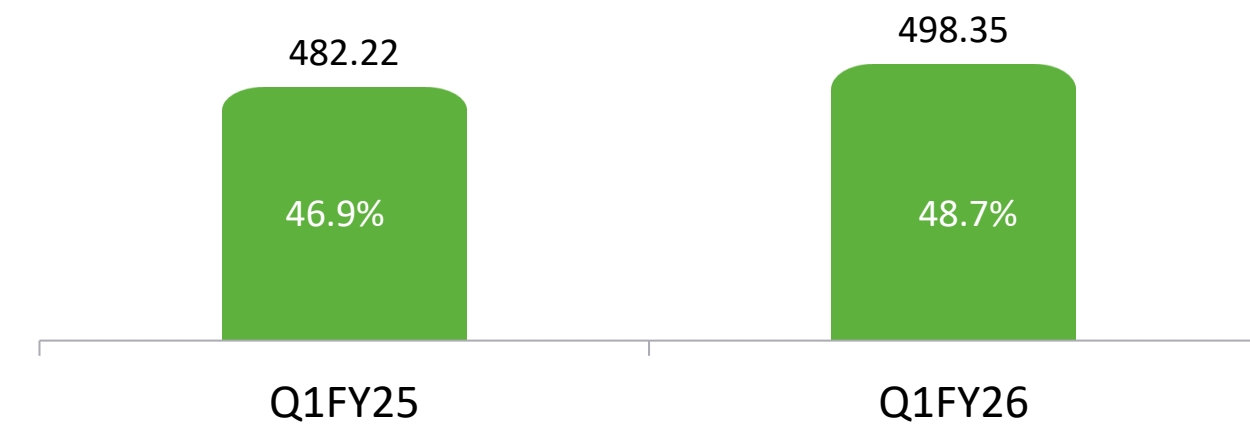
"What truly differentiates us is our unwavering commitment to R&D and platform development, enabling us to deliver innovative solutions that drive maximum cost savings for our customers. This approach not only enhances the value we bring but also builds lasting relationships and deep customer loyalty, positioning us strongly for continued growth."

Q1FY26 Highlights

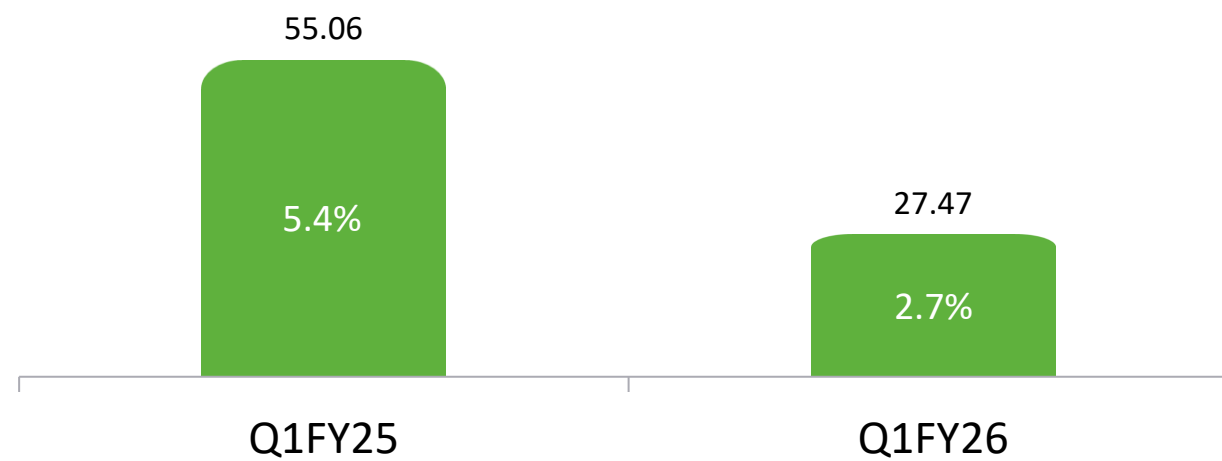
Revenue from Operations (INR Mn)



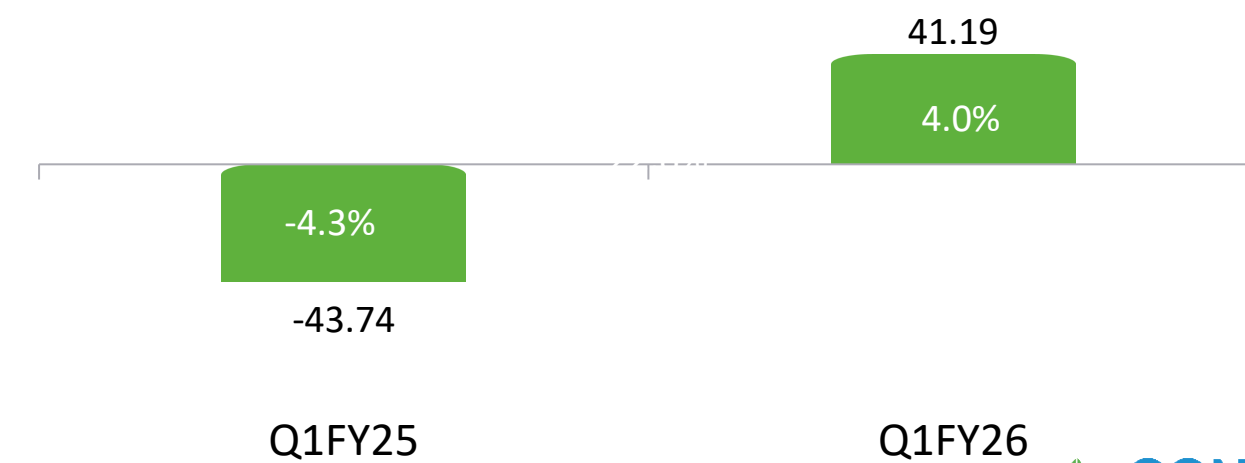
Gross Profit (INR Mn) & Gross Profit Margin (%)



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



PAT (INR Mn) & Margin (%)



Q1FY26 Financial & Operational Highlights



Q1FY26 Financial Highlights

- ▶ **Revenue from operations** for Q1 FY26 stood at INR 1,023.92 Mn compared to INR 1,027.31 Mn in Q1 FY25, down 0.3% YoY
- ▶ **EBITDA** for Q1FY26 stood at INR 107.28 Mn
- ▶ **Adjusted EBITDA** for Q1FY26 was at 27.47 Mn
- ▶ **Adjusted EBITDA margin** for Q1FY26 was at 2.7%.
- ▶ **EBITDA** is adjusted for - forex gain (peso), IPO-related recovery expenses, and loss on discontinued business



Q1FY26 Operational Highlights

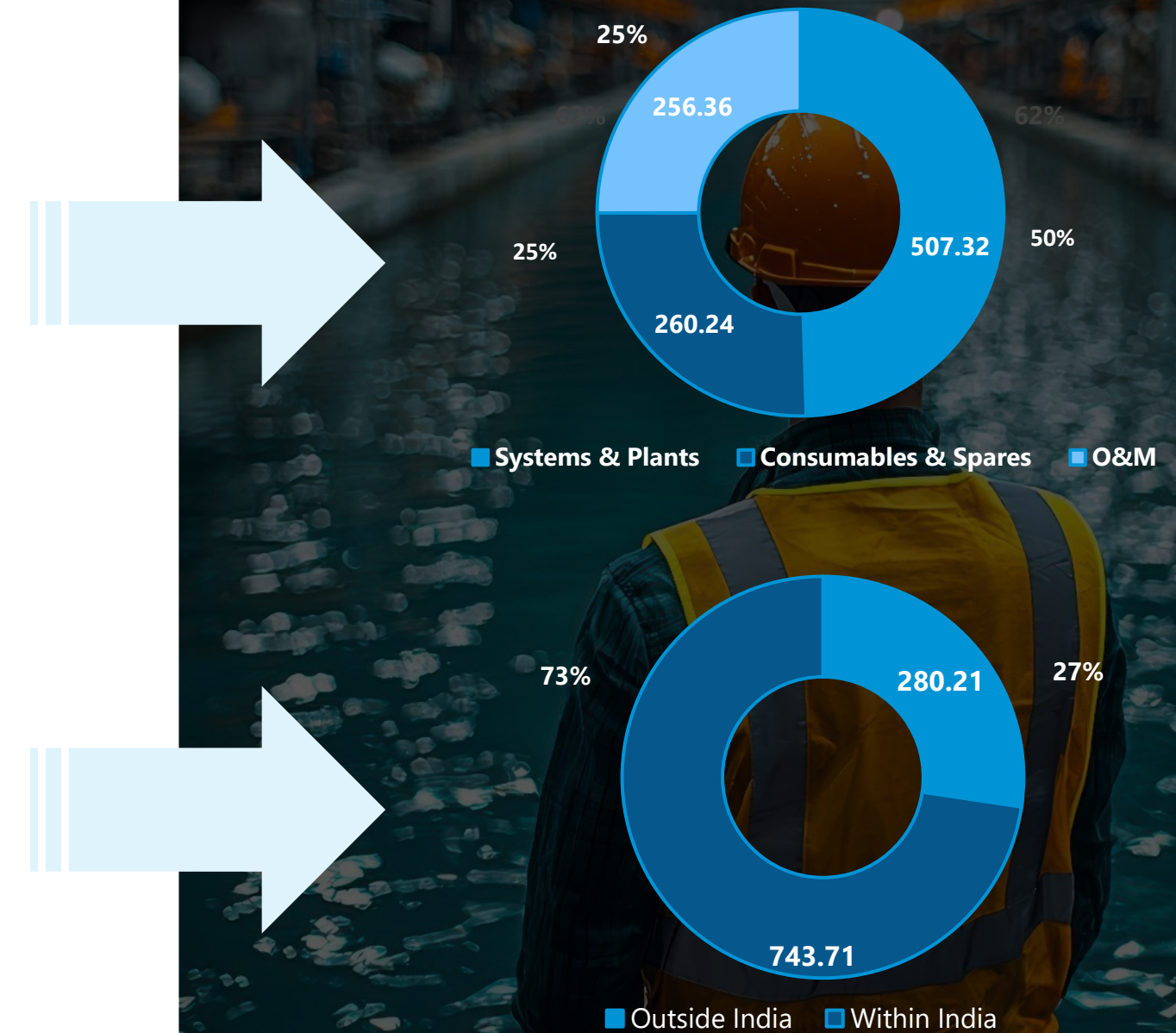
- ▶ As on 30th June 2025, the **order book** stands at INR 5,366 Mn, the order pipeline stands at 25,000 Mn as on 30th June 2025
- ▶ Our projects in **Mexico are nearing completion**, with the first project successfully commissioned in July'25
- ▶ Agreement with a **large EPC Company** to provide O&M for projects in water treatment and distribution projects constructed by them
- ▶ Continue to strengthen our organizational capabilities by **onboarding senior leadership** talent across key departments, reinforcing our focus on operational excellence and strategic growth
- ▶ **Our R&D team** continues to develop path breaking products and through a combination of **in house development and in-licensing** we will be launching systems to treat raw organic effluents

Revenue Breakup

FY25	FY24	Product / Service (INR Mn.)	Q1FY25	Q1FY26
3,580.02	2,961.81	Systems & Plants	554.38	507.32
1,165.40	973.18	Sale of consumables and spare parts	232.71	260.24
1,198.98	1,033.60	O&M services	240.22	256.36
5,944.39	4,968.59	Revenue from Operations	1,027.31	1,023.92

FY25	FY24	Revenue by Geography (INR Mn.)	Q1FY25	Q1FY26
2,303.79	2,075.16	Outside India	479.85	280.21
3,640.60	2,893.43	Within India	547.46	743.71
5,944.39	4,968.59	Revenue from Operations	1027.31	1,023.92

Q1FY26 Revenue Breakup



Q1FY26 Financial Highlights

Particulars (INR Mn.)	Q1FY26	Q1FY25	YoY Change (%)
Revenue from Operations	1,023.92	1,027.31	-0.3%
Other Income	150.45	13.12	1046.7%
Total Income	1,174.37	1,040.43	12.9%
Cost of raw materials and components consumed	426.51	483.45	-11.8%
Service Charges	74.26	49.92	48.8%
Purchase of stock-in-trade	102.95	86.9	18.5%
Increase/(decrease) in inventories of FG and WIP	-3.89	-25.26	84.6%
Employee benefits expenses	240.46	189.22	27.1%
Other Expenses	192.47	210.45	-8.5%
EBITDA	107.28	14.87	621.5%
Adjusted EBITDA*	27.47	55.06	-50.1%
Finance Costs	45.07	46.69	-3.5%
Depreciation & Amortization Expenses	35.38	23.76	48.9%
Profit before Tax	58.15	-25.26	-330.2%
Tax Expenses	6.71	0.55	1120.0%
Profit after Tax	51.44	-25.81	-299.3%
Profit/(Loss) after Tax from discontinued operations	-10.25	-17.93	42.8%
Net Profit/Loss after Tax for the Period	41.19	-43.74	194.2%

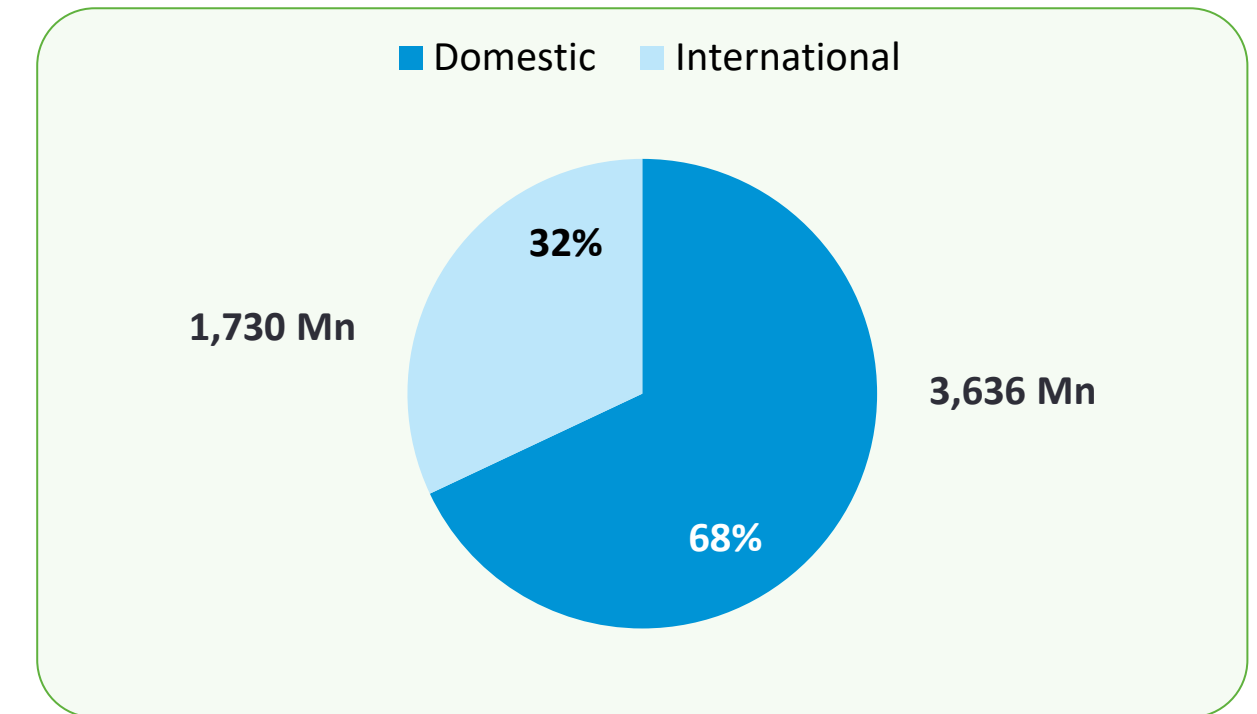
*The EBITDA is adjusted for - forex gain (peso), IPO-related recovery expenses, and loss of discontinued business

The background image shows a large industrial facility, possibly a water treatment plant, with multiple large vertical cylindrical tanks and complex piping systems. The tanks are labeled with yellow tags that read "STAGE 1", "STAGE 2", "STAGE 3", and "STAGE 4". Blue electric motors are visible at the base of the tanks. The facility is housed under a large, open steel structure with a corrugated metal roof. A worker in a yellow hard hat is visible in the distance on the right side.

Order Book Snapshot

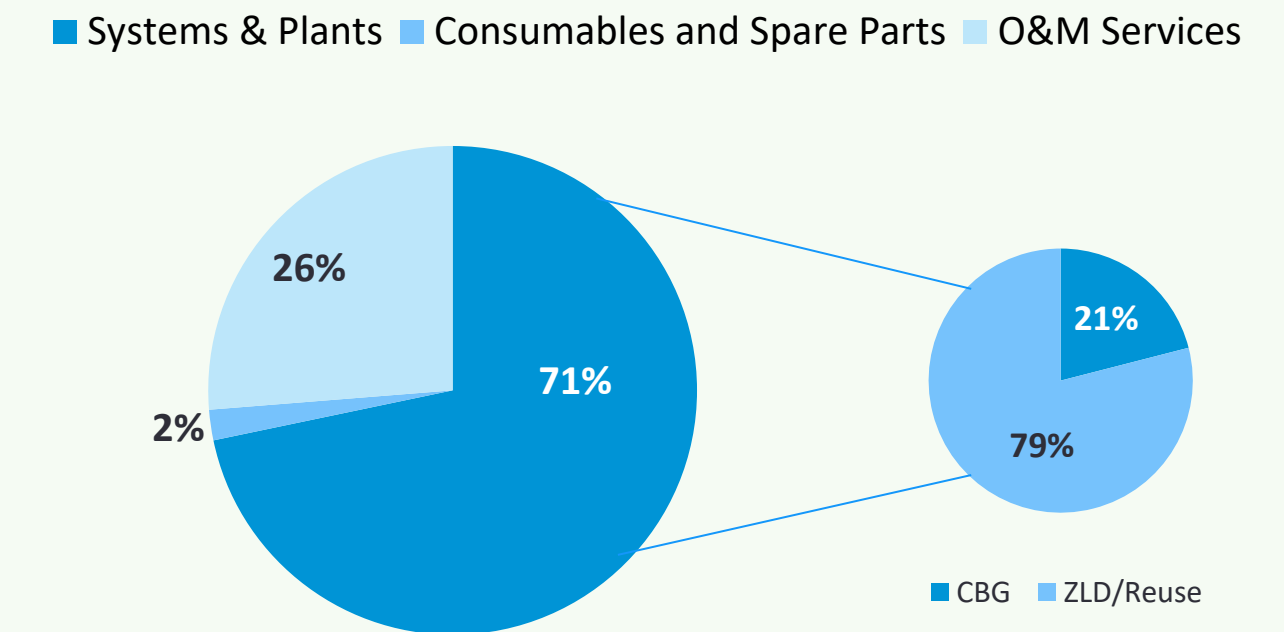
Order Book

Total Order Book (INR Mn)



Key Orders

- ▶ In O&M segment, we secured orders from a **Large EPC Player & Distillery in Mexico** of INR **800 Mn** & INR **125 Mn** for FY26, respectively.
- ▶ In the Systems & Plants segment, a **Leading Automobile OEM** placed an order of INR 150 Mn for FY26.

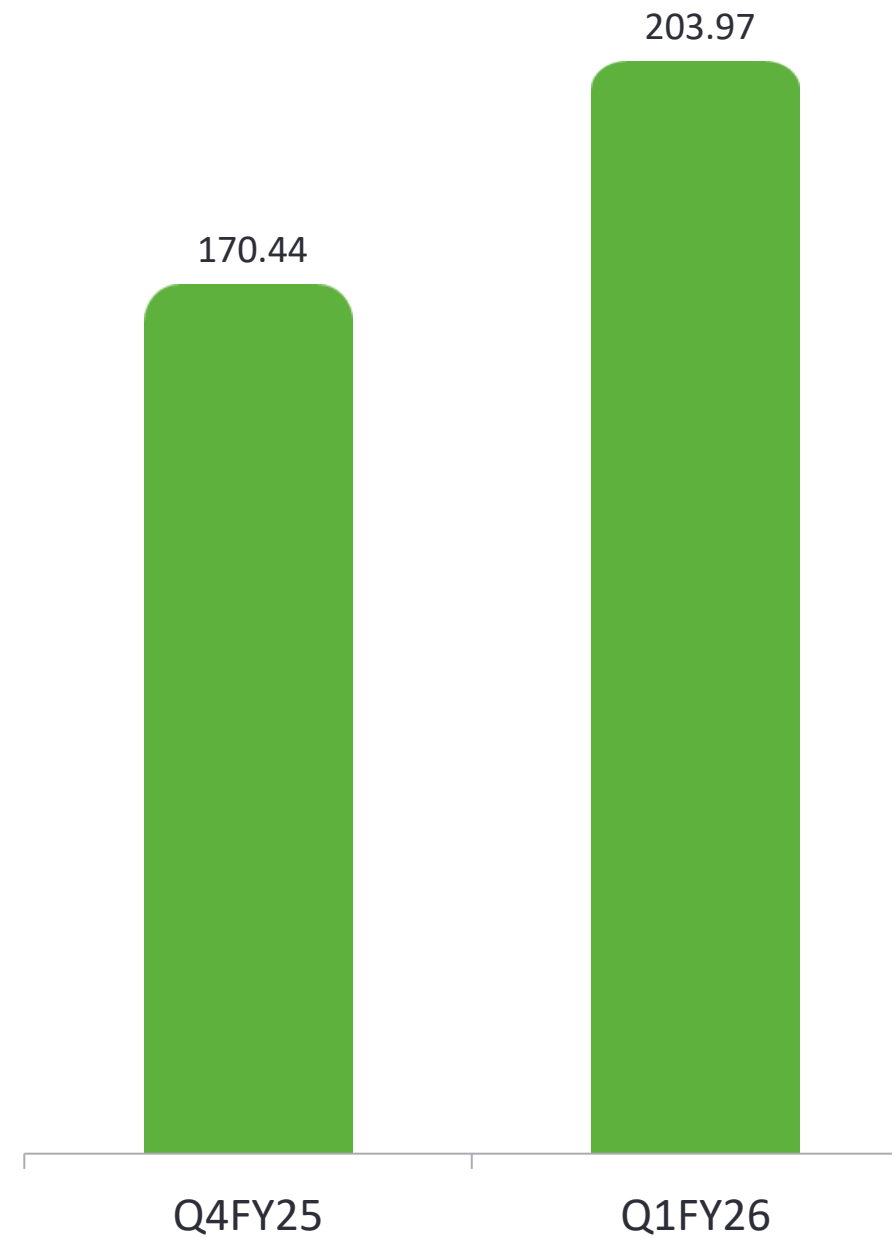


Segment Wise Order Book – As on 30th June

S&P – QOQ (INR Mn)



Consumables and Spare Parts QOQ (INR Mn)



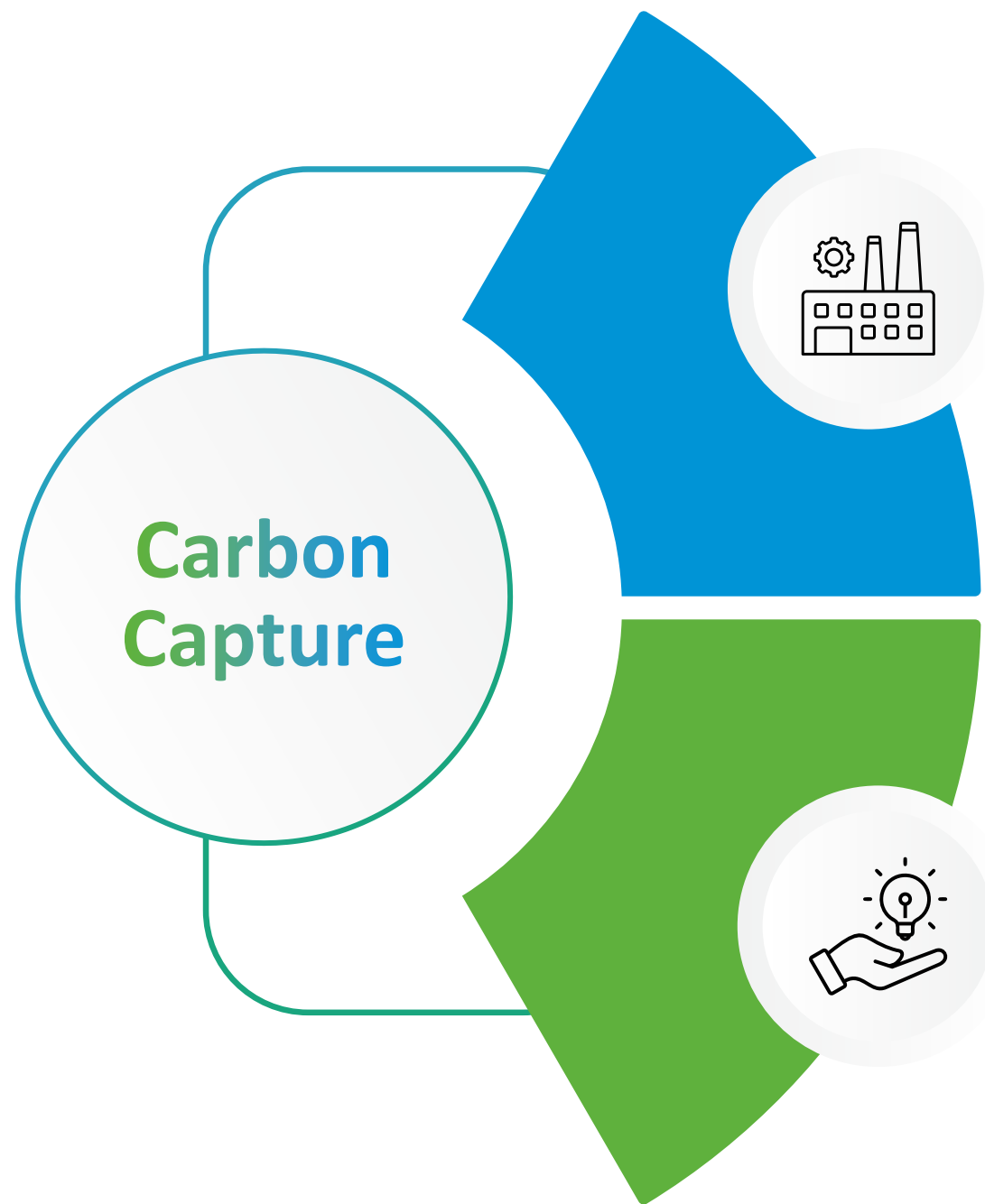
O&M – QOQ (INR Mn)



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 structure. 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



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 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.

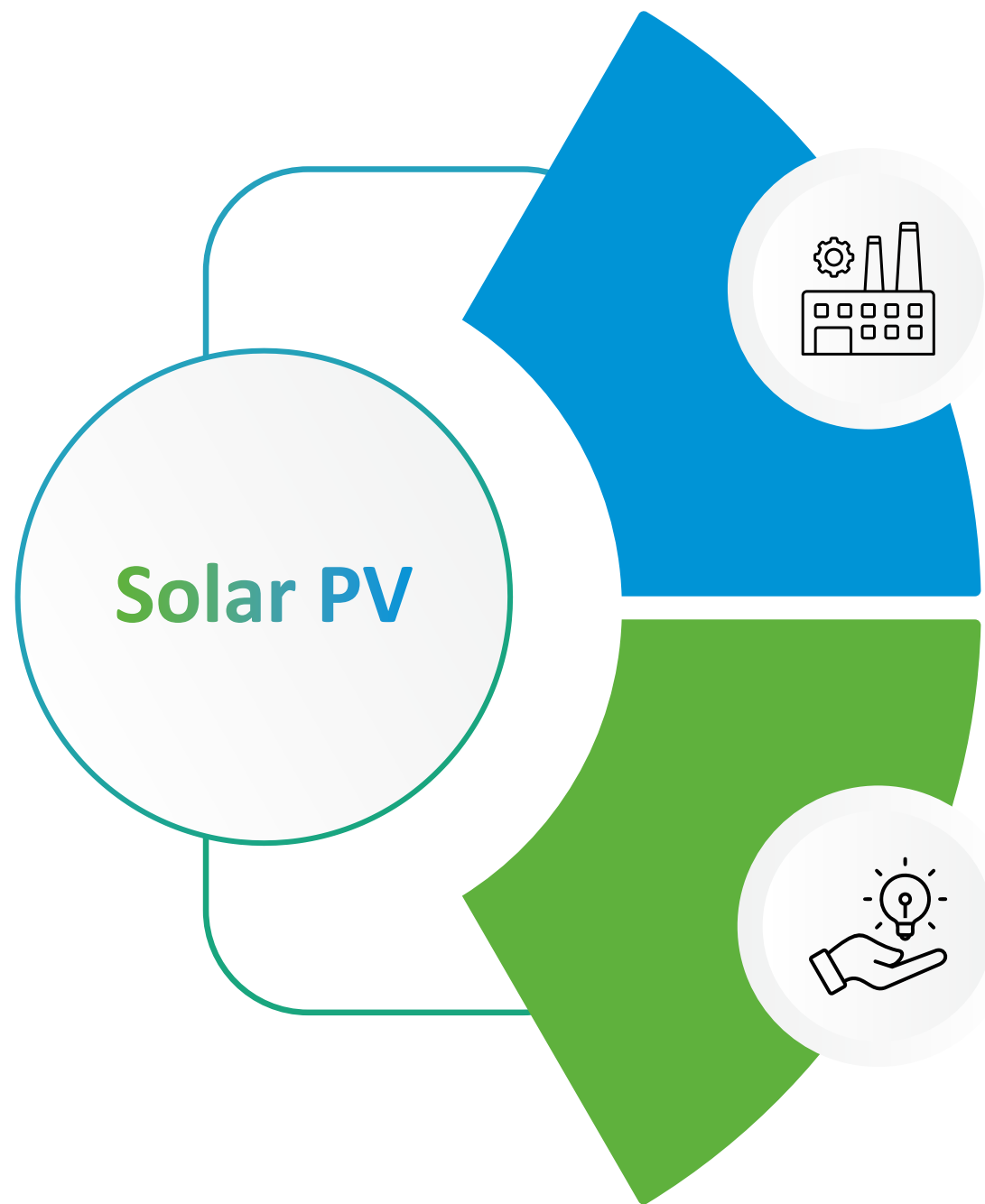
Total Addressable Market (TAM) of Carbon Capture is projected to grow from USD 4.51 billion in 2025 to USD 14.51 billion by 2032*

*Source: Fortune Business Insights

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Concord's Green India Opportunity



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

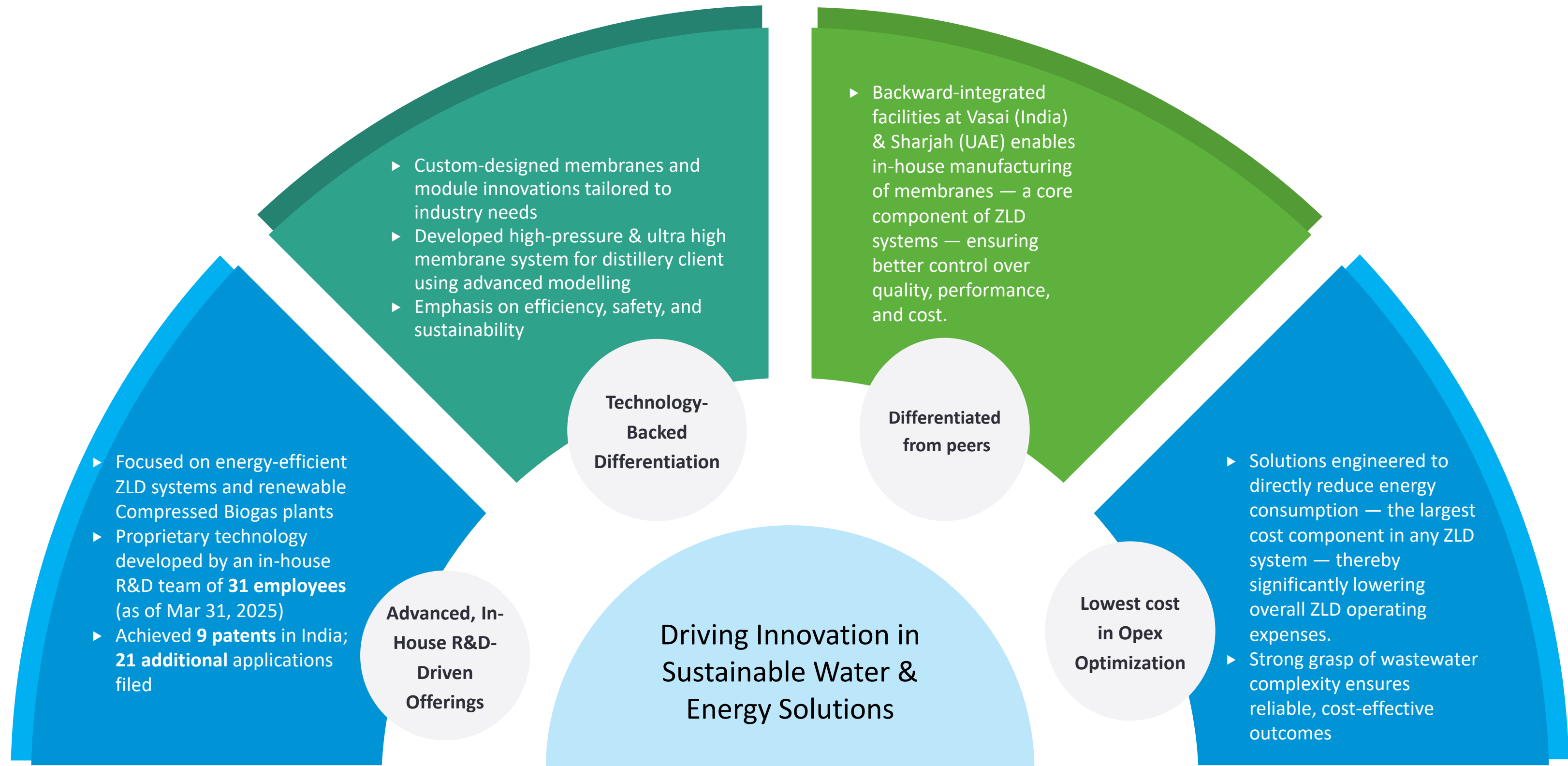
Operations & Maintenance, rehabilitation and modification services for systems and solutions supplied by third party OEM's.

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.

*Source: 1Lattice



Company Overview

The background image shows a large industrial facility, likely a water treatment plant. On the left, there is a large black cylindrical tank with the 'Intertek' logo. In the center, a row of vertical cylindrical filtration units is visible. On the right, a complex system of pipes and machinery is shown, including a control panel with multiple gauges and a label that reads 'RO-1 CIP TANK'. A semi-transparent white overlay with a wavy top edge is positioned in the center of the image, 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)



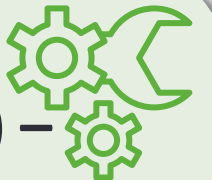
Installation of plants for Compressed Biogas from organic waste

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.

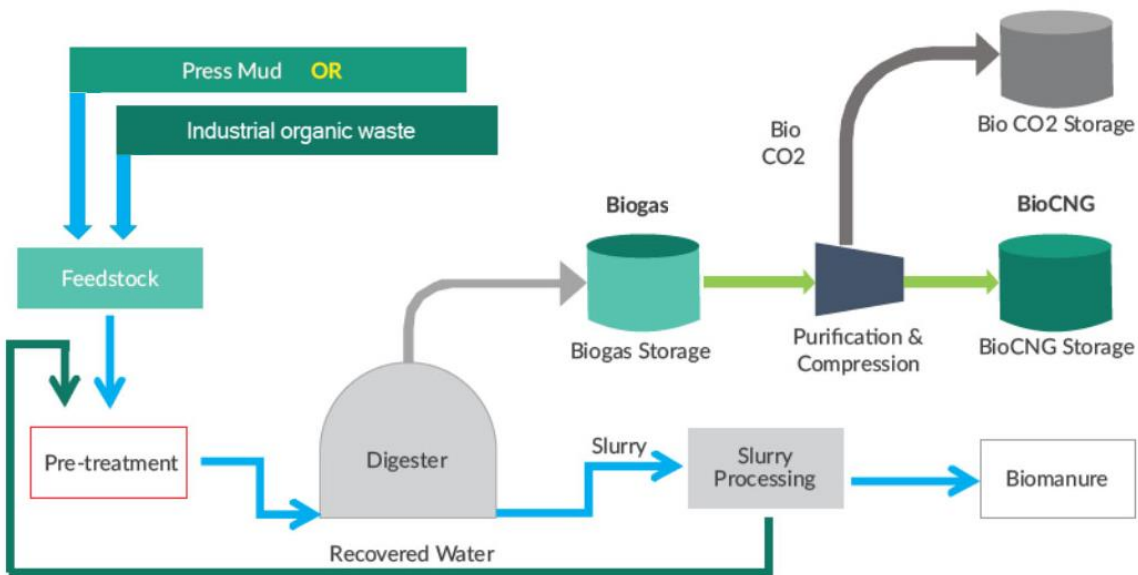
Completed Biogas Projects

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

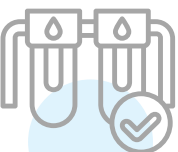
- ▶ Waste heat evaporator plants are modular treatment systems using thermal energy to extract clean water from highly concentrated waste waters and reverse osmosis plant rejects.
- ▶ It is a compact and efficient way for evaporating water from wastewater that contains high levels of contaminants and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

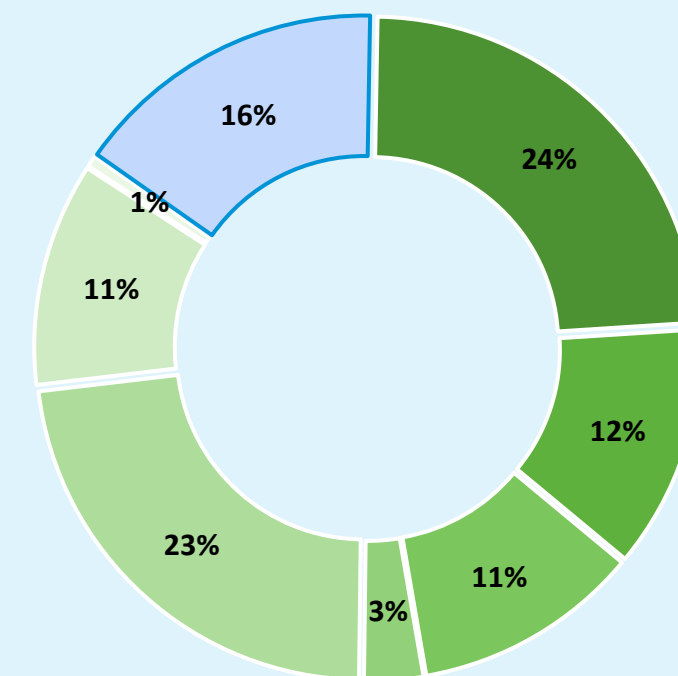


ADITYA BIRLA GROUP

Amphenol



Industry Wise Revenue Breakup (%) (Q1FY26)

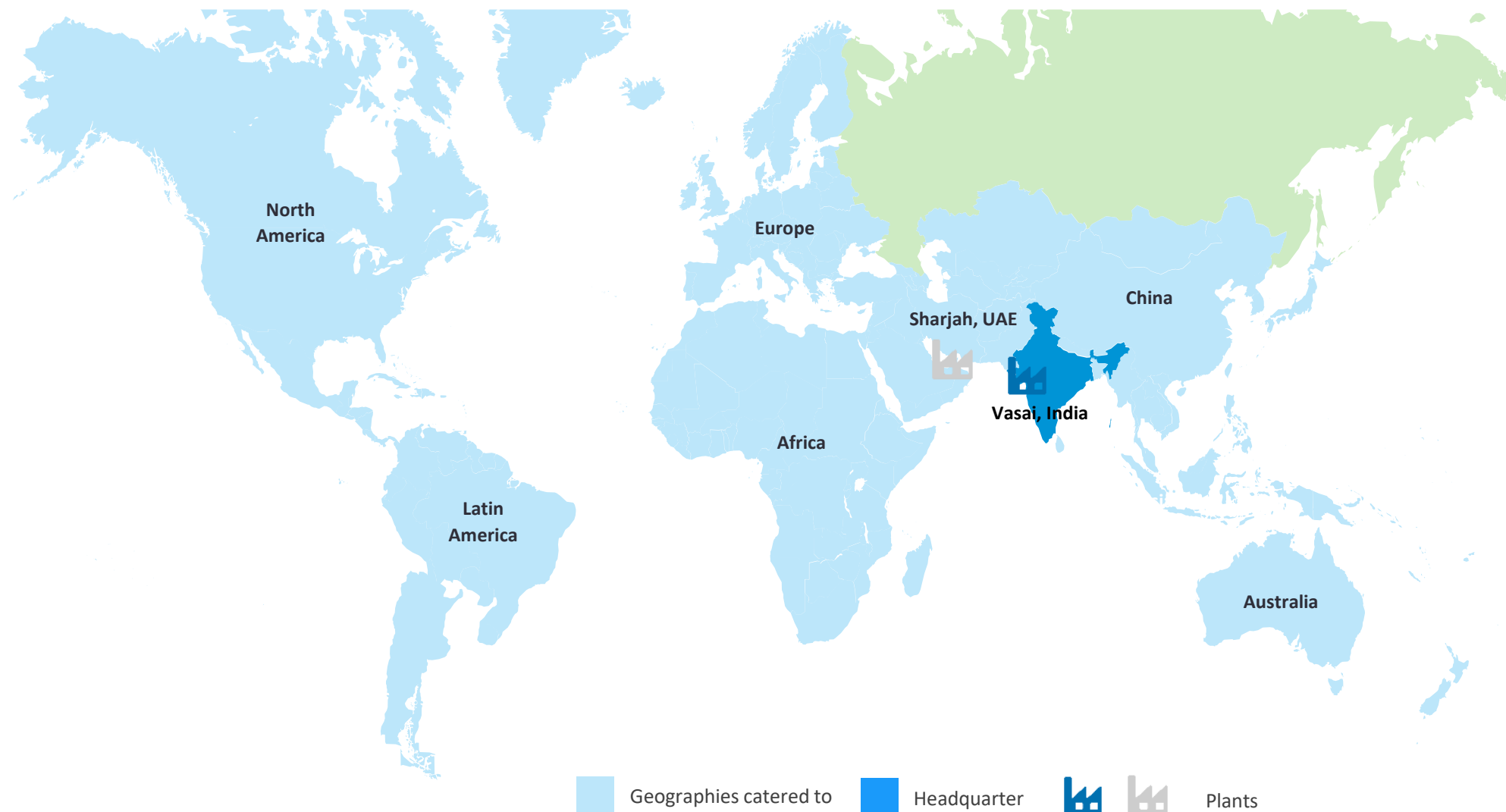


- Pharma
- Defence
- F&B
- Government

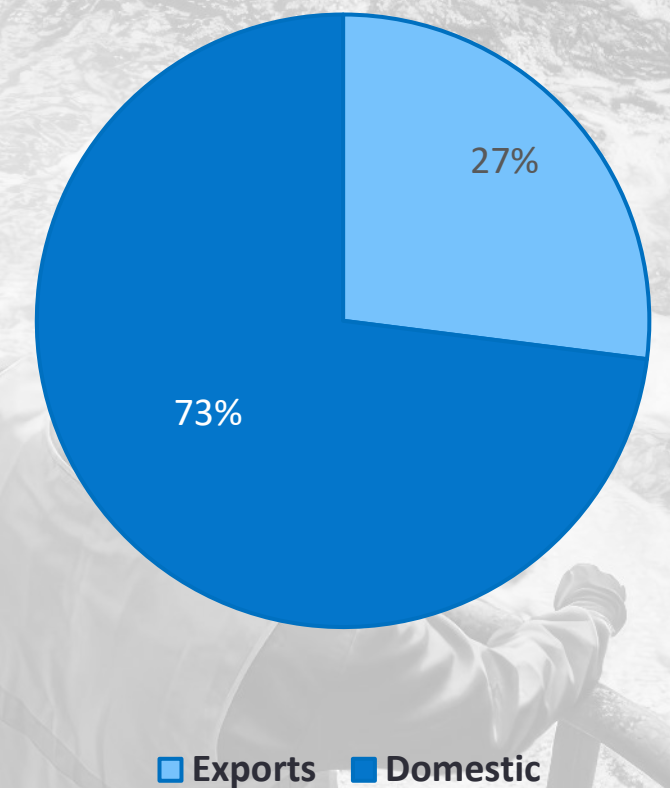
- Chemical
- Textiles
- Engineering & Automobile & Steel
- Others

Global Presence

Over 300+ domestic & 21 international customers
across 14 countries

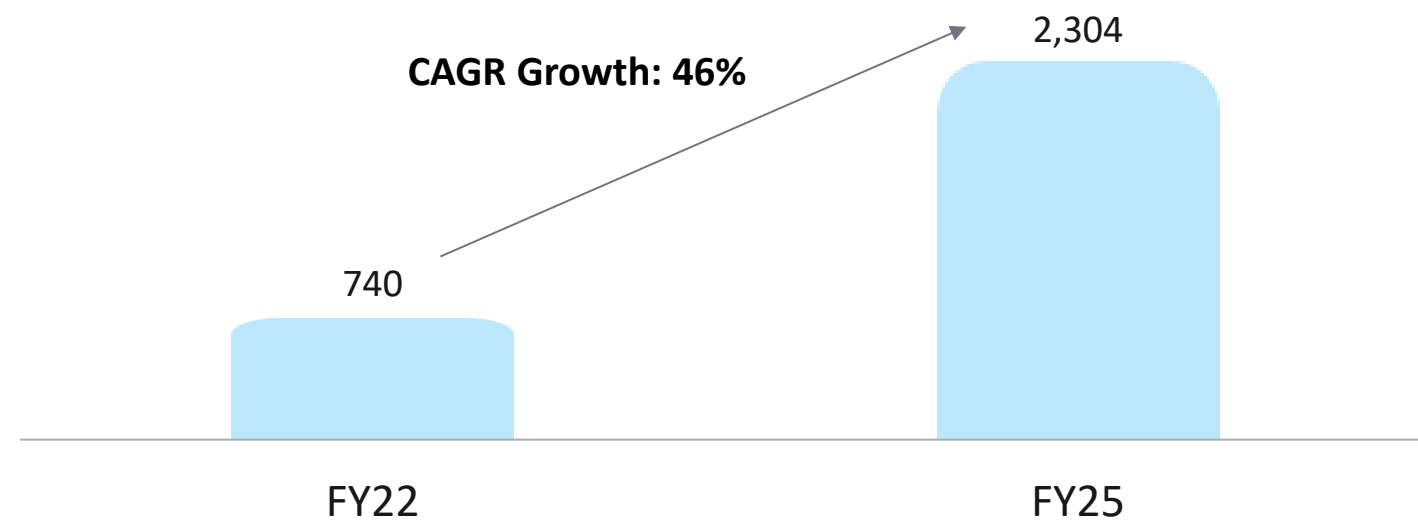


Q1FY26 Revenue Breakup

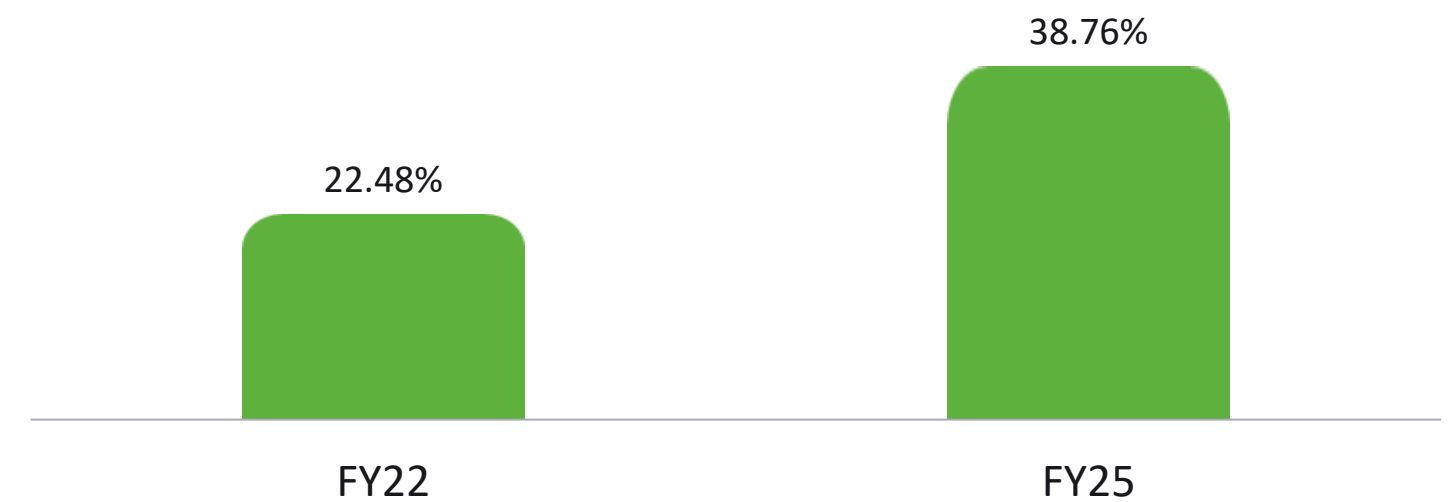


Strong Global Traction – Growing Share & Scale

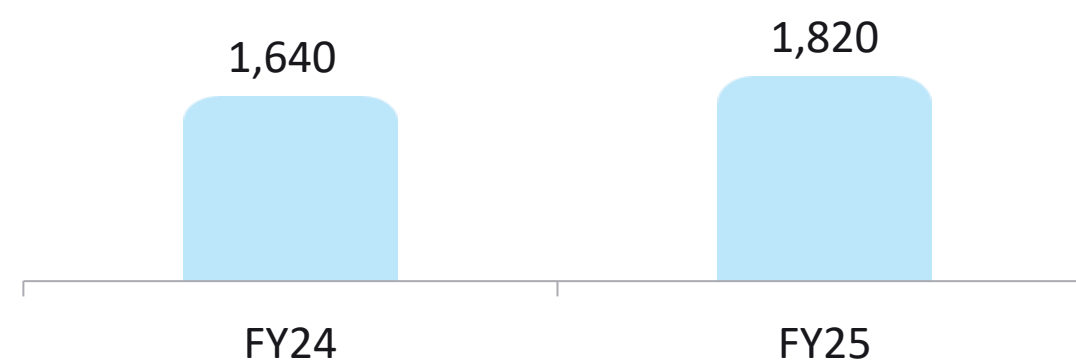
Export Revenues (INR Mn) Tripled in 3 Years



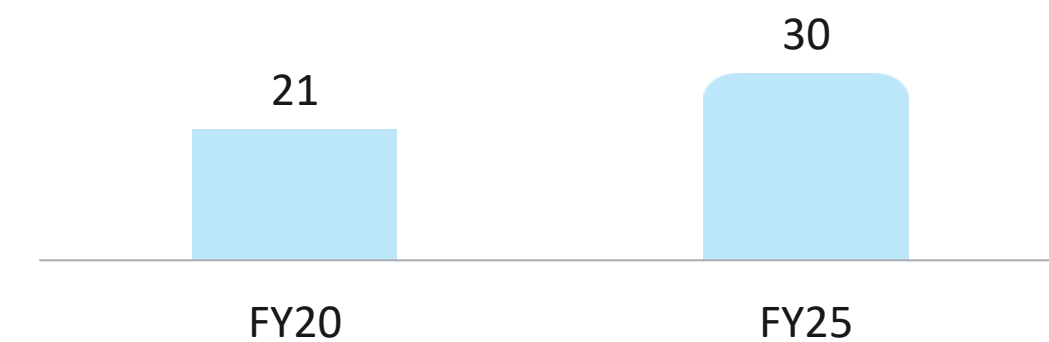
Export Contribution nearly doubled in 3 years



Export Order Book (INR Mn)



of International Customers



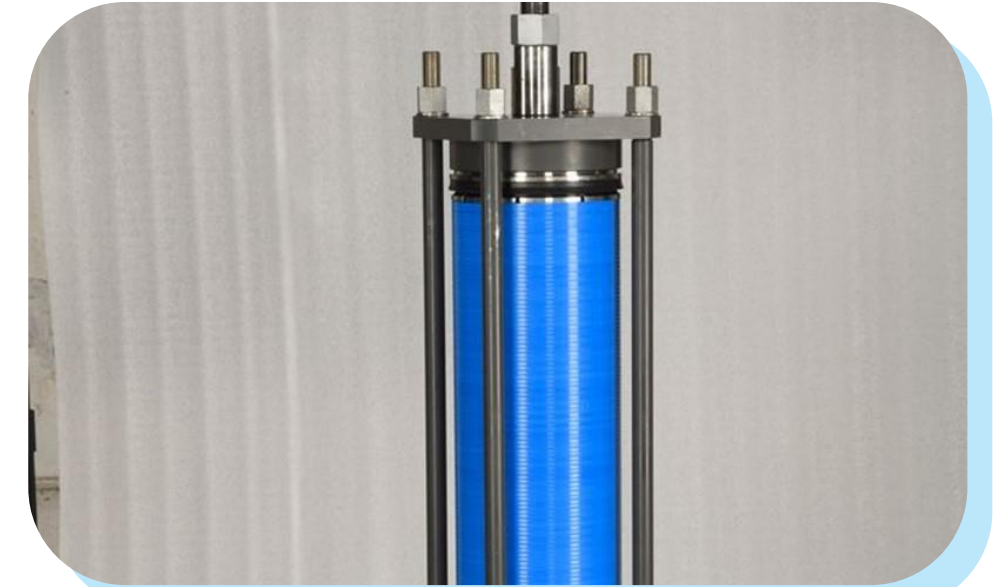
Our Products & Technology



Waste Heat Evaporators



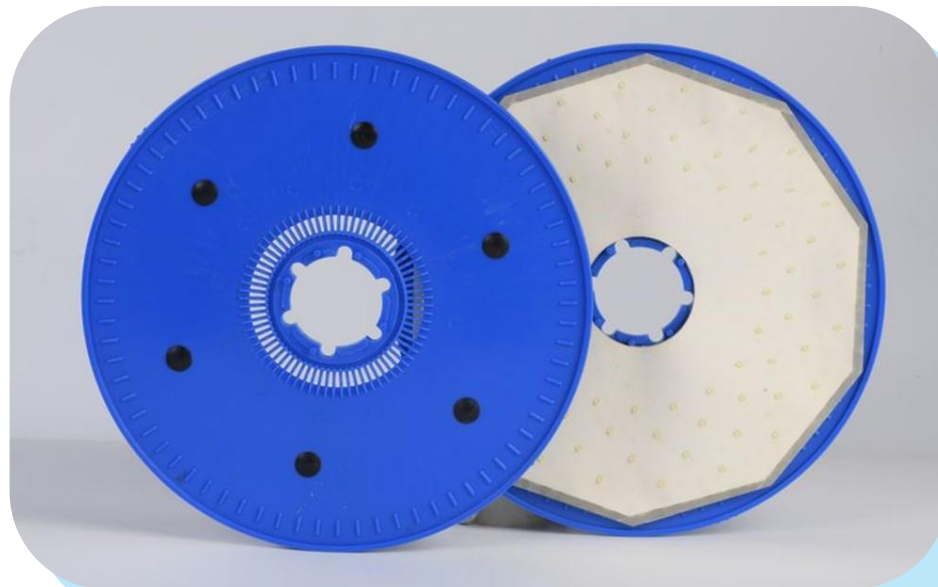
RO Plant



RO Membrane



R&D



Flat membrane



Membrane Bioreactor

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

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Mohammed Shiras**

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ISIN: INE037Z01029

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