



# IPO INSIGHTS



## Concord Enviro Systems Limited

**Issue Dates - Opens: 19-12-2024 | Closes: 23-12-2024**

<b>IPO Note</b>	<ol style="list-style-type: none"> <li>Concord Enviro Systems Limited is a global water and wastewater treatment and reuse solutions provider, including zero-liquid discharge (ZLD) technology.</li> <li>The company offers in-house solutions across the entire value chain, including design, manufacturing, installation, operation and maintenance (O&amp;M), and digitalization, such as IoT.</li> </ol>
<b>Rating</b>	★★ (Average)

### IPO SNAPSHOT

Issue Size	₹500.33 Crores
Issue Type	Book Built Issue IPO
Fresh Issue	₹175.00 Crores
Offer for Sale	₹325.33 Crores
Face Value Per Share	₹5
Price Band Per Share	₹665 to ₹701
Minimum Lot Size	21 shares
Listing On	BSE, NSE
Registrar to the Issue	Link Intime India Private Ltd.

# IPO SNAPSHOT-Concord Enviro Systems Limited

## About the Company

- Incorporated in 1999.
- Concord Enviro Systems Ltd is a global provider of water and wastewater treatment and reuse solutions, including zero liquid discharge (“ZLD”) technology.
- The Company is an integrated provider of wastewater treatment and ZLD solutions, with focus upon energy optimization and recovery helping industries achieve water conservation and sustainability goals.
- They have in-house capabilities to develop solutions across the entire value chain including designing, manufacturing, installation and commissioning, operation and maintenance (“O&M”) and digitalization solutions including Internet of Things (“IoT”).
- The sources through which they generate their revenue include (i) sale of systems and plants (ii) operations and maintenance of installed plants, and (iii) supplying consumables and spares for installed plants.
- Moreover, they have implemented digitalization solutions (including IoT) to provide data capture and analysis platforms that enable real-time monitoring, troubleshooting and preventative maintenance of their installed systems and plants.

## Competitive Strengths

- Expertise in ZLD technology in India and well placed to harness global industry opportunities.
- Integrated solutions provider supported by backward integrated manufacturing facilities.
- Established presence in international markets.
- Diversified customer base across multiple industries and geographies.
- Focus on innovation supported by R&D and design capabilities.
- Promoters and management team delivering financial performance.

## Financials (₹ in Crores)

Particulars	31-3-2022	31-3-2023	31-03-2024	Y-o-Y
Revenue	329.36	343.21	496.85	45%
EBITDA	54.31	43.36	68.24	57%
EBITDA Margin	16.5%	12.6%	13.7%	
PAT	16.47	5.48	41.43	N.M.
PAT Margin	5.00%	1.60%	8.34%	

Note- N.M. stands for Not Meaningful

## Valuation

- Attributing Annualized FY23 Earnings asking P/E = 30.79

## Peers

Company Name	P/E ratio
Praj Industries Limited	51.84
Ion Exchange (India) Limited	42.14
Triveni Engineering and Industries Limited	25.43
VA Tech Wabag Limited	45.90
Thermax Limited	83.64

Note- P/E ratio is calculated as on 16<sup>th</sup> December, 2024

## Promoters

- Prayas Goel
- Prerak Goel

## Objects of the issue

- Investment in the wholly owned Subsidiary, Concord Enviro FZE for financing its capital expenditure requirements for the greenfield project to develop an assembly unit to assemble systems and plants for the treatment of water, wastewater and related membrane modules.
- Investment in our wholly owned Subsidiary, Rochem Separation Systems (India) Private Limited, for financing its capital expenditure requirements for the brownfield project to expand the manufacturing facilities, storage and supporting activities.
- Funding capital expenditure requirements of the Company for the purchase of plant and machinery.
- Investment in our wholly owned Subsidiary, Concord Enviro FZE, for prepayment or repayment, in full or in part, of all or a portion of certain outstanding borrowings availed by Concord Enviro FZE.
- Investment in the wholly owned Subsidiary, Concord Enviro FZE, for funding working capital requirements of Concord Enviro FZE.
- Investment in the joint venture, Reserve Enviro Private Limited, to grow our pay-per-use/pay-as-you-treat business.

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