



Apex Ecotech Limited

**March - 2026
Investor Presentation**



Q3 FY26 Business Update

(Unaudited - As per Internal Management Accounts)

Q3 FY26 Revenue alone exceeded the **combined revenue of Q1 & Q2** by **~44%**



Record Operational Milestone

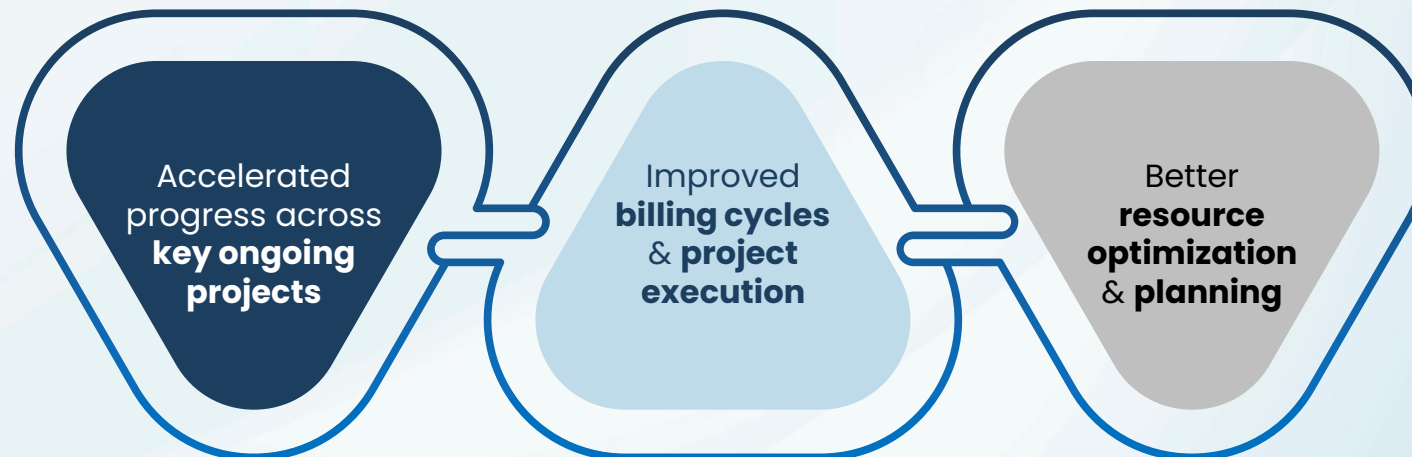
- Achieved **highest-ever quarterly revenue & operating profit** since incorporation (*provisional & unaudited*)



Industry Position

- Sustained demand across **Water & Wastewater Treatment EPC projects**

Operational Efficiency



Note: Figures are based on unaudited internal management accounts and are not reviewed by statutory auditors.

H1 FY26 Performance Scorecard



₹ 3,256.98 Lakhs
Revenue from Operations
+50.09%
Y-o-Y



₹ 299.94 Lakhs
EBITDA
+44.27%
Y-o-Y



₹ 257.75 Lakhs
PAT
+66.01%
Y-o-Y



₹ 1.95
EPS
+21.88%
Y-o-Y



7.91%
PAT Margin
+75.92 BPS
Y-o-Y

***Comparative figures for H1 FY25**

H1 FY26 Profit & Loss Statement

Particulars	H1 FY26	H1 FY25	Y-o-Y
Revenue form Operations	3,256.98	2,170.09	50.09%
Other Income	53.69	12.51	
Total Income	3,310.67	2,182.60	51.68%
Cost of Material Consumed	2,473.78	1,478.26	
Employee Benefit Expense	255.44	328.80	
Finance Costs	0.51	1.61	
Depreciation	8.49	10.02	
Other Expenses	227.81	155.14	
Total Expenditure	2,966.04	1,973.83	
PBT	344.63	208.78	65.07%
Tax	86.88	53.52	
PAT	257.75	155.26	66.01%

Management Commentary On H1 FY26 Financial Performance



Mr. Anuj Dosajh

**Chairman &
Managing Director**

“As we look back on the first half of FY26, I feel grateful for the progress we’ve made. Each step forward reflects our belief that consistent effort, technical excellence, and integrity always lead to lasting success.

In this period, Apex delivered a revenue of ₹3,256.98 lakh, registering a YoY growth of 50.09%. EBITDA stood at ₹299.94 lakh, up 44.27% YoY, while PAT rose 66.01% YoY to ₹257.75 lakh. Our margins, EBITDA at 9.21% and PAT at 7.91%, demonstrate the strength of our business model and the efficiency of our execution. What truly sets Apex apart is not merely the growth we achieve, but the way we engineer it, through scalable and sustainable solutions that reflect our commitment to advancing water sustainability through innovation and technology.

Our recent project wins further validate this approach, reflecting the growing trust of our clients across sectors. These include a ₹100–125 Crore order from Reliance Consumer Products, a ₹10–15 Crore turnkey project from Bharatiyam Beverages, and a ₹3–5 Crore project from Pragati Power Corporation, strengthening our presence across industrial, FMCG, and government-led infrastructure segments.

Together, these developments, along with the H1 FY26 results, reinforce our vision of building a sustainable and water-secure future. For us, every project is more than a technical achievement, it is an opportunity to create impact, conserve resources, and add value to industries and communities alike.”

Recent Order Acquisitions

Expanding Reach & Execution Capabilities



Reliance Consumer Products Limited

- Project Value: ₹100–125 crore
- Scope: Advanced water treatment plants
- Execution: ~70% in FY25–26 and balance in FY26–27
- Operational Impact: Demonstrates expertise in large-scale industrial Solutions



Larsen & Toubro Limited (L&T Construction)

- Project Value: ₹45–55 crore
- Scope: WTP, ETP, ZLD & etc. for Automobile Plant in Tamil Nadu
- Timeline: Execution scheduled during FY 2026–27
- Operational Impact: Strengthens presence in the automobile manufacturing sector.



CRD Consumer Products Limited

- Project Value: ₹18–22 crore
- Scope: Effluent Treatment Plant (ETP) project
- Timeline: Scheduled for completion by March 2026
- Operational Impact: Reinforces presence in the FMCG industrial segment.



Bharatiyam Beverages Private Limited

- Project Value: ₹10–15 crore
- Scope: Turnkey ETP expansion project
- Timeline: Scheduled for completion by March 2026
- Operational Impact: Strengthens presence in the FMCG and beverage sector



Pragati Power Corporation Limited

- Project Value: ₹3–5 crore
- Scope: Supply and installation of UF MBR membranes and related components
- Timeline: Execution planned in FY25–26
- Operational Impact: Expands footprint in government-led infrastructure initiatives

Company Overview



Apex Ecotech Limited is an **ISO 9001:2015 certified**, engineering-driven company led by a team of seasoned professionals specializing in turnkey solutions for **Water and Wastewater Treatment, Membrane Recycling, Evaporators, and Zero Liquid Discharge Systems**. The company's integrated approach enables industries and infrastructure projects to effectively recycle and reuse water across various process applications.

Focused on sustainability, Apex Ecotech delivers low-carbon, energy-efficient, and environmentally responsible treatment solutions that address the challenges of global water scarcity. Its innovative **technologies promote recycling, reuse, and conservation driving progress toward a water-secure future.**

Through strong collaboration with industries and communities, Apex Ecotech designs and implements customized systems that enhance water management practices. The company remains committed to creating long-term environmental and **social value through responsible water stewardship.**



Key Facts



16+
Years In Business



₹ 130+ Cr
Order Book to
Executed



**145+ Million
Liters/Day**
Total Volume Of Water
& Wastewater
Treatment



15
Types of
Industries Serve



100+
Team Size



250+
Completed Water &
Wastewater Treatment
Turnkey Projects



**5.5+ Million
Liters/Day**
Total Volume Of Zero
Liquid Discharge
Plants

Leadership Team



Mr. Anuj Dosajh

Chairman Cum Managing Director

Chemical Engineer Having More Than 36 Years Of Experience



Mr. Ramakrishnan Balasundaram Aiyer

Executive Director

Technology & Innovation Research With Over 24 Years Of Experience



Mr. Ajay Raina

Executive Director

Technical Sales Professional With Over 22 Years Of Experience



Mr. Rakesh Kaul

CFO

More Than 35 Years Of Diverse Experience In Finance

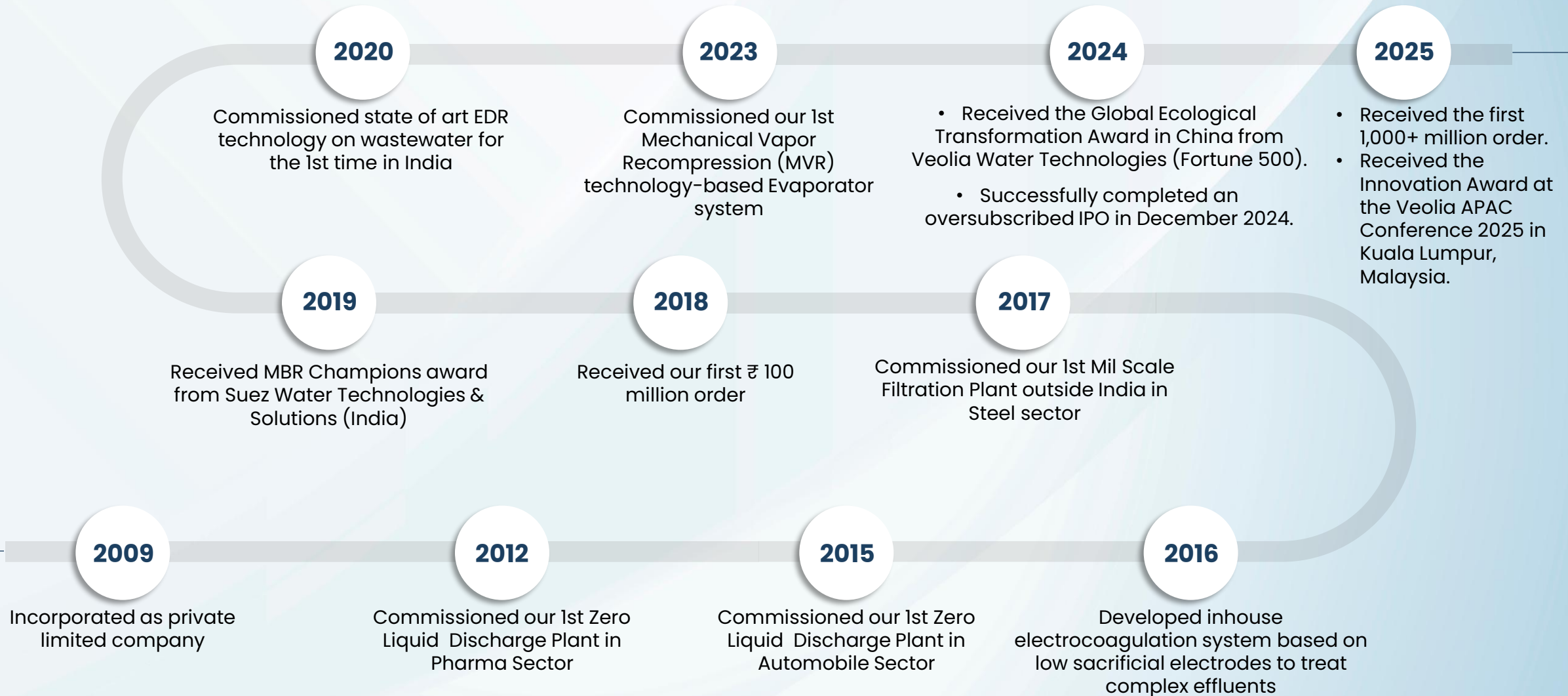


Ms. Vishakha

CS & Compliance Officer

Strong SEBI-focused governance and compliance

Journey of Excellence



Business Segment

Water Treatment Plants

- Filtration & pre-treatment
- Resin based systems
- Ultrafiltration
- Reverse Osmosis
- Demineralization
- High pressure Reverse Osmosis Systems
- Electrodialysis Reversal systems



Pre-treatment Clarification & Pumping System



Water Treatment Plant (WTP)

Sewage Treatment Plants

- STP - Prefabricated and site erected in Civil
- Conventional technologies like Activated Sludge Process and Extended Aeration
- Moving Bed Bioreactors along with advanced technologies like Membrane Bioreactor



Prefabricated Sewage Treatment Plant



STP Based On Membrane Bioreactor

Zero Liquid Discharge (ZLD)

- Contaminated water being generated from various sources is to be treated and reused for applications without disposing any water outside the premises. The process includes treatment of effluent, recycling and evaporation to achieve ZLD



MVR Based ZLD



Zero Liquid Discharge Plant

Business Segment

Wastewater Treatment Plants

- Effluent and wastewater systems are designed and implemented with a focus on optimal design, minimizing both capital and operational costs. We utilize the latest global technologies to ensure that our systems meet stringent output quality standards and comply with current pollution norms and reused in horticulture, toilet flushing, road washing etc.



Wastewater Treatment Plant



Effluent Treatment Plant (ETP)

Membrane Recycle Systems

- The treated sewage / wastewater is further treated to make it suitable for domestic reuse e.g. Horticulture, Toilet Flushing, Road Wash etc. and industrial reuse e.g. Boiler Feed, Cooling Tower Water makeup, Process Water etc.



Multiple Reverse Osmosis Plant



Electro Dialysis Reversal (EDR)

Others

- Electrical Panels and Automation
- Dewatering Systems
- Chemical and Spares
- Operations and Maintenance
- Aftersales Services



Electrification & Automation



Sludge Dewatering System


Client Portfolio



Core Competencies



Establishing a strong leadership position in a niche market.



Turnkey Projects



In-House Expertise for Tailored Engineering Solutions

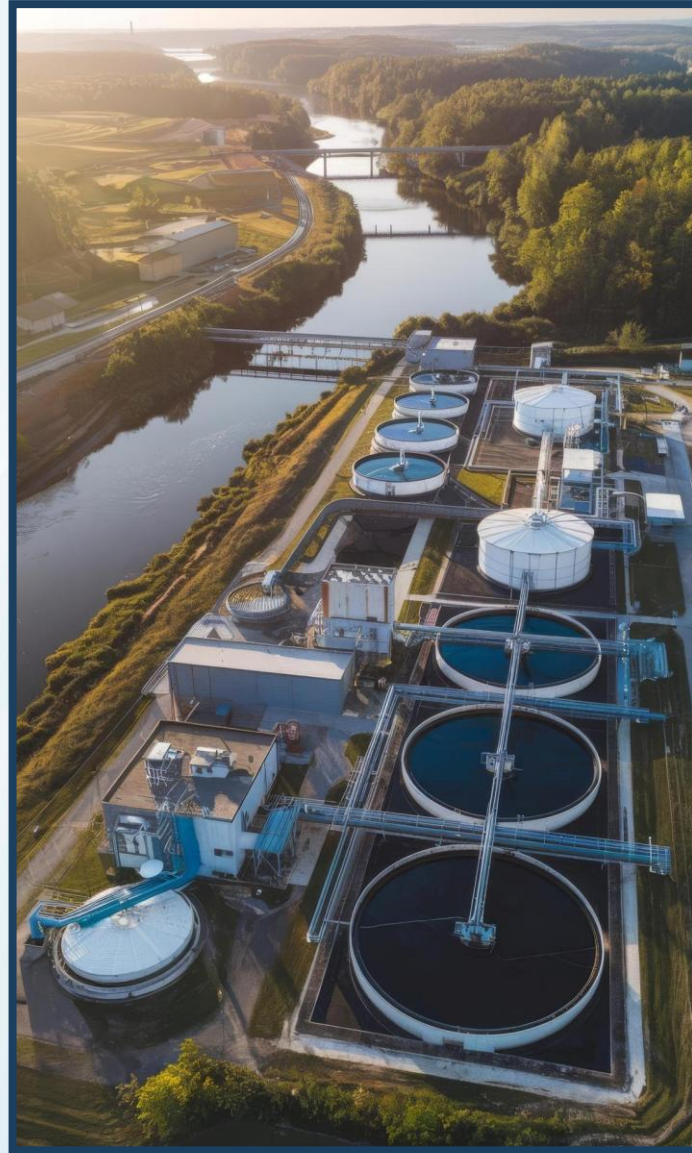


Empowered by Key Industry Partnerships

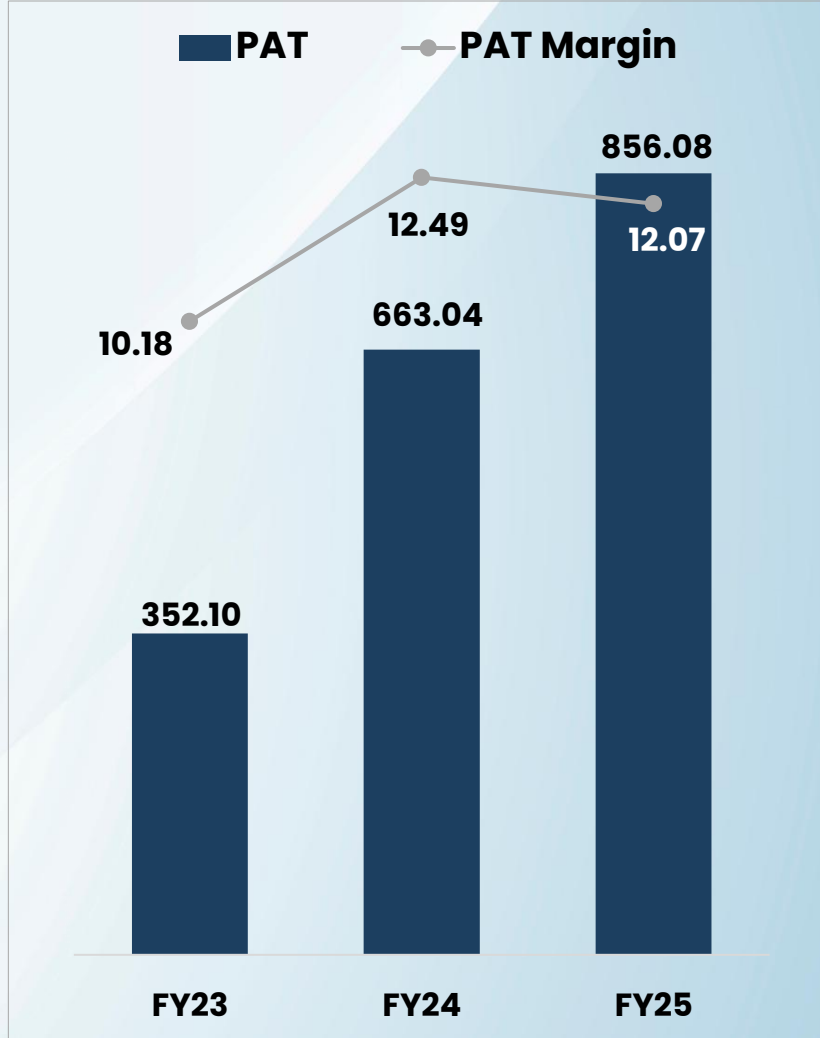
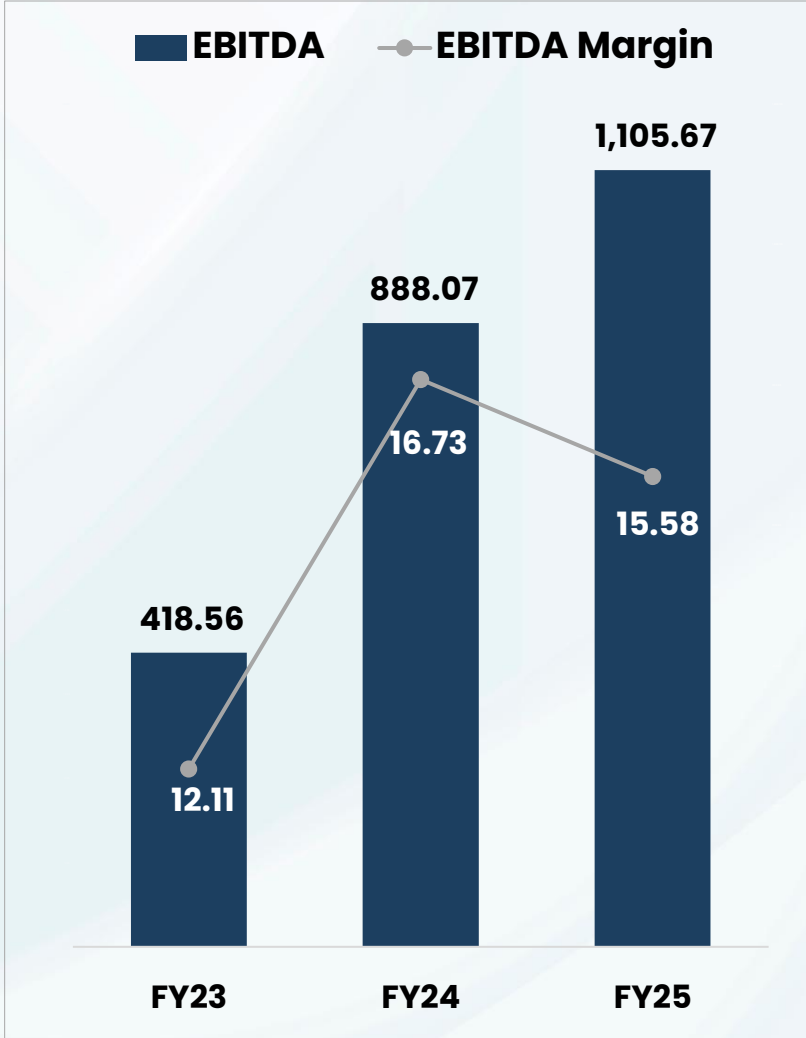


Streamlined Operations for Project Success

- Operates in a specialized market with limited competition, including Ion Exchange India Ltd., Thermax India, and Toshiba Water Solutions, maintaining a strong market presence.
- Consistent focus on service excellence has built lasting client relationships and a reputation for reliability.
- Specializes in turnkey water and wastewater treatment projects, including treatment plants, membrane systems, evaporators, and zero liquid discharge systems.
- Expertise in designing and integrating treatment systems ensures compliance, timely delivery, and optimal performance.
- An in-house team of experienced designers and engineers delivers tailored, reliable engineering solutions with detailed calculations and reviews.
- This approach minimizes reliance on external agencies, enhancing efficiency and ensuring better control over project timelines and quality.
- Strong partnerships with leading technology providers, consultants, suppliers, and contractors enable the adoption of advanced technologies and best practices, ensuring innovative and high-quality project execution.
- Operates a streamlined framework that integrates in-house and outsourced systems across key functions such as marketing, design, procurement, logistics, finance, site execution, and after-sales support.
- Led by industry experts, this structure ensures efficient coordination, fosters innovation, and enhances overall project performance.



Key Financial Highlights



All Amount In ₹ Lakhs & Margins In %

Profit & Loss Statement

Particulars	FY25	FY24	FY23
Revenue from Operations	7,095.53	5,308.09	3,457.38
Other Income	62.44	38.40	34.68
Total Income	7,157.98	5,346.49	3,492.06
Cost of Material Consumed	4,891.13	3,622.38	2,286.46
Employee Benefit Expense	653.70	467.78	498.63
Finance Cost	8.03	5.76	9.43
Depreciation	21.60	22.92	27.77
Other Expenses	445.05	329.85	253.74
Total Expenditure	6,019.50	4,448.69	3,076.03
PBT	1,138.48	897.80	416.04
Tax	282.40	234.76	63.94
PAT	856.08	663.04	352.10

Balance Sheet

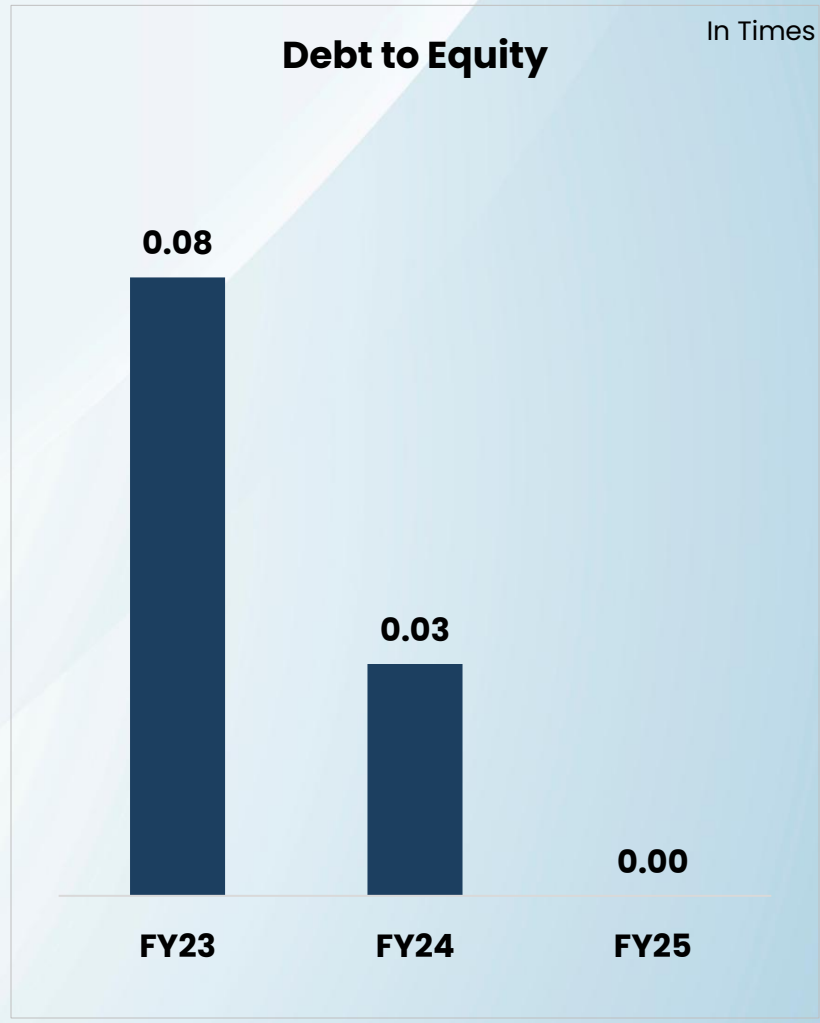
Equities & Liabilities	FY25	FY24	FY23
Equity Share Capital	1,318.52	96.86	91.36
Reserves & Surplus	3,304.86	1,376.70	631.16
Net Worth	4,623.38	1,473.56	722.52
Non Current Liabilities			
Non Current Borrowings	3.05	19.95	38.72
Long-term Provision	49.93	40.80	31.78
Total Non Current Liabilities	52.98	60.75	70.50
Current Liabilities			
Current Borrowings	14.73	22.18	19.51
Trade Payables	355.49	373.69	267.22
Short Term Provisions	331.04	260.46	83.14
Other Current Liabilities	591.07	365.29	604.91
Total Current Liabilities	1,292.33	1,021.62	974.78
Total Equities & Liabilities	5,968.68	2,555.93	1,767.81

Assets	FY25	FY24	FY23
Non Current Assets			
Fixed Assets	117.96	129.49	137.86
Deferred Tax Assets (Net)	33.04	12.05	11.19
Other Non Current Assets	0.00	0.00	2.75
Total Non Current Assets	151.00	141.54	151.80
Current Assets			
Inventories	239.19	175.52	340.55
Trade Receivables	2,212.83	866.67	701.08
Cash & Bank Balance	2,795.03	1,012.46	215.37
Short Term Loans & Advances	241.96	50.21	102.07
Other Current Assets	328.67	309.54	256.94
Total Current Assets	5,817.68	2,414.39	1,616.00
Total Assets	5,968.68	2,555.93	1,767.81

Cash Flow Statement

Particulars	FY25	FY24	FY23
Cash from Operation	(1,408.02)	668.67	259.59
Cash from Investments	45.41	(4.96)	(0.05)
Cash from Financing	2,261.36	66.14	(58.66)
Net Cash Flow	898.75	729.85	200.88

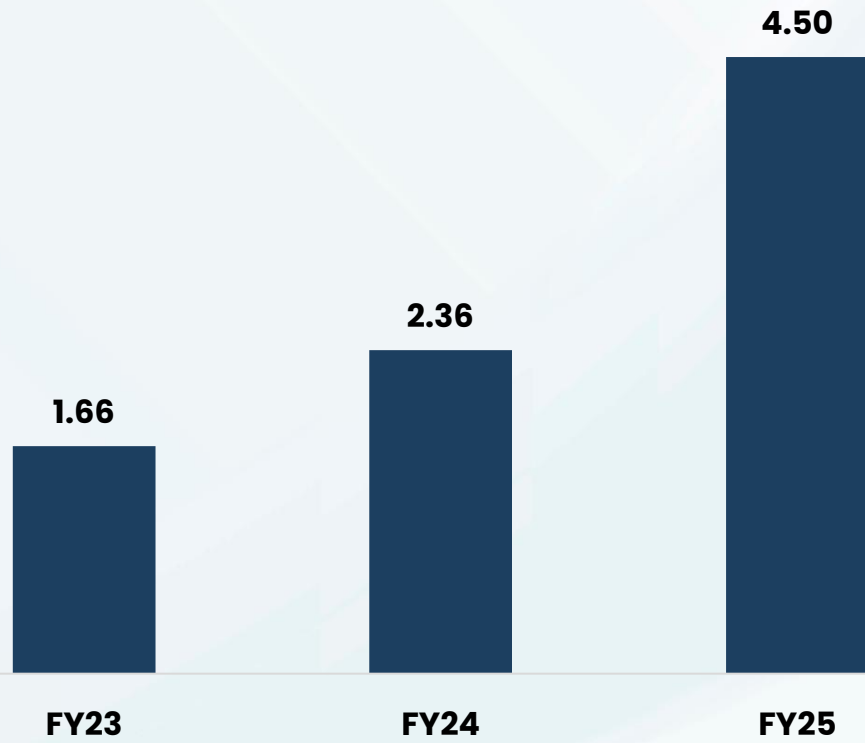
Key Ratios



Key Ratios

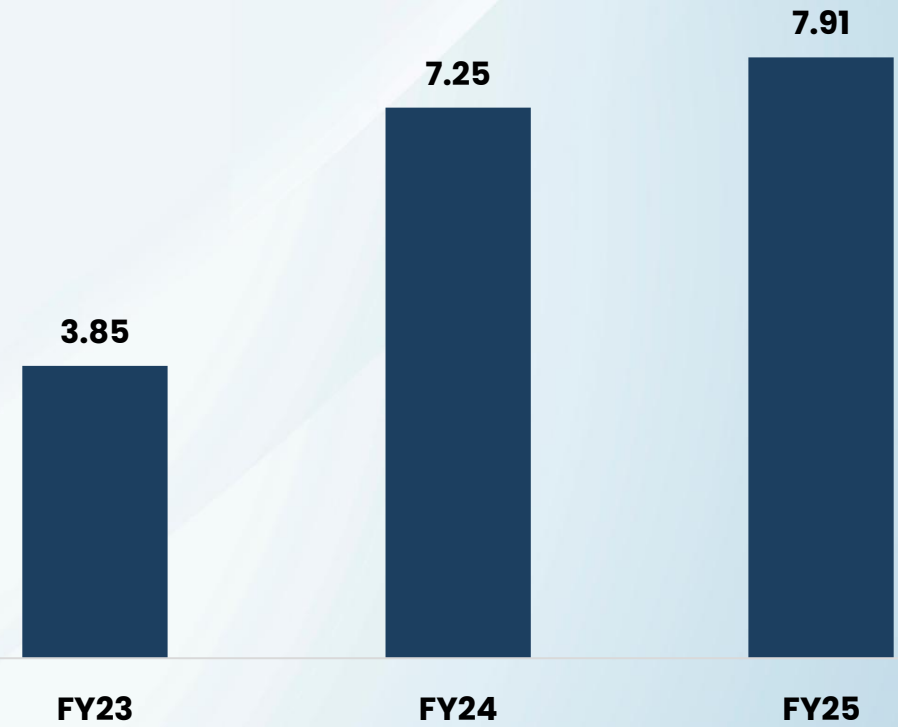
Current Ratio

In Times



Earnings Per Share

In ₹



Investment Rationale

Recognized by global brands across multiple sectors, the company excels in high-efficiency Zero Liquid Discharge (ZLD) systems designed for optimized recovery. With deep expertise in sustainable water management, it stands as a strong contender in the expanding eco-tech sector.



An in-house team of skilled engineers, supported by rigorous quality control processes, ensures efficient project execution and superior standards. This self-reliance in design and quality management strengthens operational efficiency, positioning the company as a strong investment opportunity.

Proven expertise in advanced technologies such as EDR, MBR, and MVR, combined with strong industry recognition, positions the company as a promising investment in the expanding eco-tech sector.



Established presence across major regions in India and emerging international markets such as Bangladesh and Vietnam provides a strong platform for sustained growth. This expanding footprint strengthens market access and supports long-term scalability.

Strong collaborations with global OEMs and technology providers such as Veolia, Dupont, and Grundfos enhance credibility and reinforce the company's position as a leading player in the eco-tech sector.





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