

CHAITALI ROY
CHARTERED ENGINEER
PLOT NO. 756, SAHEED NAGAR, BHUBANESWAR-751997

Date: 7th December, 2024

To,

The Board of Directors
Concord Enviro Systems Limited
101 HDIL Towers
Anant Kanekar Marg
Bandra (East), Mumbai 400 051
Maharashtra, India

Motilal Oswal Investment Advisors Limited (“MOIAL”)
Motilal Oswal Tower
Rahimtullah Sayani Road
Opposite Parel ST Depot, Prabhadevi
Mumbai 400 025
Maharashtra, India

Equirus Capital Private Limited (“Equirus”)
12th Floor, C Wing, Marathon Futurex
N M Joshi Marg, Lower Parel
Mumbai 400 013
Maharashtra, India

(MOIAL and Equirus along with any other book running lead managers which may be appointed in relation to the Offer, collectively, the “**Lead Managers**” and individually, a “**Lead Manager**”)

Sub: Proposed initial public offering of equity shares (the “Equity Shares”) of Concord Enviro Systems Limited (the “Company”, and such initial public offering, the “Offer”)

Dear Sir/Ma’am,

I, Chaitali Roy, the undersigned, confirm that I am duly registered as a chartered engineer with the Institution of Engineers (India) bearing membership number **AM1727255** (*Certificate of registration enclosed herewith as Annexure C*), and that I am authorized, and have the required competence and technical knowledge, to issue this certificate. Further, I confirm that the aforesaid registration is valid as on date hereof, and as such, I am duly qualified to issue this certification. I represent that our execution, delivery and performance of this certificate has been duly authorized by all necessary actions (corporate or otherwise).

In connection with the Offer, and pursuant to the engagement letter dated August 1, 2024 and at the request of the Company, I am required to examine, review, verify, confirm and certify the below details as on the respective dates of August 31 2024, March 31, 2024, March 31, 2023 and March 31, 2022:

- (a) the installed capacity, actual production and capacity utilization of the modules and systems of Rochem Separation Systems (India) Private Limited and Concord Enviro FZE at the manufacturing facilities at Vasai, Maharashtra, India and Sharjah, UAE, respectively, owned and/or controlled by the Company (“**Manufacturing Facilities**”) and certain other matters, as appearing in **Annexure A**, and
- (b) certain other particulars in relation to the Manufacturing Facilities, details of which are appearing in **Annexure B** of this certificate.


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- (c) new developments in the water, waste water, waste heat evaporators and related membrane modules, developed in the last three fiscal years and 5 month period ended August 31, 2024, as appearing in **Annexure C**

Based on independent review of the information and explanations and representations provided to me by the Company, inspection of the machinery and equipment at the Manufacturing Facilities and my verification of the relevant records and documents of the Company, Rochem Separation Systems (India) Private Limited and Concord Enviro FZE including approvals/submissions made to governmental authorities or regulatory authorities, review of actual manufacturing data at each of the manufacturing lines, as specified in **Annexure E** and other necessary procedures carried out by us, I confirm: (a) that **Annexure A** contains the details of the installed capacity, actual production and capacity utilization at the Manufacturing Facilities as at and for the five month period ended August 31 2024, March 31, 2024, March 31, 2023 and March 31, 2022; (b) the statements mentioned in **Annexure B** regarding the Manufacturing Facilities; and (iii) the information in relation to the procedures performed to issue this certificate to the Company and the Lead Managers, enclosed as **Annexure E** is true, complete, accurate, fair and not misleading and there is no untrue statement or omission which would render the contents of this certificate misleading in its form or context.

I further confirm that I have no direct or indirect interest in the Company, Rochem Separation Systems (India) Private Limited and Concord Enviro FZE except for provision of professional services in the ordinary course of our profession, and am not related in any manner to the promoters, promoter group, directors, selling shareholders, officers, employees, agents, representatives of the Company and am not a related party of the Company, or otherwise interested in the formation, promotion or management of the Company.

In connection with the Offer, I consent to the inclusion (in part or full) of the information in this certificate and the annexures hereto in the red herring prospectus ("**RHP**") and the prospectus ("**Prospectus**") intended to be filed by the Company with the Securities and Exchange Board of India (the "**SEBI**"), the Registrar of Companies, Maharashtra at Mumbai (the "**RoC**") and any relevant stock exchange(s) where the Equity Shares are proposed to be listed (the "**Stock Exchanges**"), as the case may be, and as well as in addenda or supplements thereto, investor and roadshow presentations, research reports and other documents in relation to the Offer (together, the "**Offer Documents**") and any other material or documents to be used in relation to the Offer.

I also consent to be named as an 'expert' in terms of Section 2(38) and Section 26(5) of the Companies Act, 2013, and any other applicable provisions of the Companies Act or under any other applicable law, and the contents of and references to this certificate being reproduced and/or used in any documents, presentations, releases or other material prepared by or on behalf of or in relation to the Company in connection with the Offer, as may be considered necessary, by whatever name called, including the Offer Documents. I also consent to the inclusion of this certificate as a part of "*Material Contracts and Documents for Inspection*" in connection with the Offer, which will be available for inspection at the Company's registered office or uploaded on the Company's website from date of the filing of the RHP until the Bid/Offer Closing Date.

The following details with respect to me may be disclosed in the Offer Documents:

Name: Chaitali Roy
Address: 5/9F, Aurobinda Pally, Durgapur, Benachity, Barddhaman, West Bengal-713213
Telephone Number: +91 7063168859
Email: roy.chaitali.chinki@gmail.com
Membership Registration Number: AM1727255
Website: NA

I confirm that the manufacturing facilities are equipped with machinery and equipment such as assembly lines, overhead cranes electrical / welding, test beds, onsite lab, welding sets, lathes and drill machines.


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This certificate may be relied upon (in part or in full) by the Company, the Lead Managers and the respective legal counsel to the Company and the Lead Managers appointed pursuant to the Offer and may be submitted to the SEBI, the RoC and the Stock Exchanges and any other regulatory or statutory or governmental authority. I hereby consent to this letter being disclosed by the Lead Managers, if required (i) by reason of any law, regulation or order of a court or by any government or competent regulatory authority, or (ii) in seeking to establish a defence in connection with, or to avoid, any actual, potential or threatened legal, arbitral or regulatory proceeding or investigation.

I undertake to immediately inform the Lead Managers and the legal counsel in case of any changes to the above until the date when the Equity Shares pursuant to the Offer commence trading on the Stock Exchanges. In the absence of any such communication from me until the date when the Equity Shares commence trading on the Stock Exchanges, the above information contained in and certified herein should be taken as true, correct, accurate and updated and you may assume that there is no change in respect of the matters covered in this certificate.

I agree to keep information regarding the Offer strictly confidential.

Capitalized terms used but not defined herein have the meanings ascribed to them in the Offer Documents.

Sincerely,

For and on behalf of:


CHAITALI ROY
Chartered Engineer (India)
Institution of Engineers (India)
AM1727255

Authorized Signatory
Name: Chaitali Roy
Designation: Chartered Engineer

Enclosed:

1. Capacity Utilization Details: Annexure-I as part of Annexure A
2. Particulars of Manufacturing Facilities and respective facility reference photographs: Annexure B
3. New developments in the water, waste water, waste heat evaporators and related membrane modules, developed in the last three fiscal years and 5 month period ended August 31, 2024: Annexure C
4. Certificate of Registration: Annexure D
5. Procedures Performed to issue the said certificate towards capacity utilization: Annexure E

Cc:

Indian Legal Counsel to the Lead Managers

S&R Associates

One World Center
1403, Tower 2 B, 841 Senapati Bapat Marg
Lower Parel, Mumbai 400 013
Maharashtra, India

Indian Legal Counsel to the Company as to Indian Law

Trilegal

One World Centre
10th Floor, Tower 2A and 2B
Senapati Bapat Marg
Lower Parel, Mumbai 400 013
Maharashtra, India

ANNEXURE A

QUARTERLY CAPACITY UTILISATION DETAILS

Particulars	Unit	Q1 FY2025	Jul-Aug	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Q1 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	Q1 FY2022	Q2 FY2022	Q3 FY2022	Q4 FY2022
Capacity Utilization															
Vasai															
Modules	Numbers	497.30	644.70	483.47	864.19	992.89	2,079.44	599.98	800.54	854.62	1,924.87	365.80	695.00	726.78	912.42
Systems	Numbers	41.10	41.90	41.83	21.02	37.89	118.27	27.96	43.26	21.31	130.47	30.41	53.05	34.32	88.21
Sharjah															
Modules	Numbers	284.04	231.96	56.68	238.63	305.94	1,247.75	70.91	101.89	46.53	461.67	513.97	636.09	442.55	634.39
Capacity Utilization %															
		Q1 FY2025	Jul-Aug	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Q1 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	Q1 FY2022	Q2 FY2022	Q3 FY2022	Q4 FY2022
Vasai															
Modules	%	18%	23%	18%	31%	36%	76%	22%	29%	31%	70%	13%	25%	26%	33%
Systems	%	27%	28%	28%	14%	25%	79%	19%	29%	14%	87%	20%	35%	23%	59%
Sharjah															
Modules	%	19%	15%	4%	16%	20%	83%	5%	7%	3%	31%	34%	42%	30%	42%

	Q1 FY 24	Q2 FY 24	Q3 FY 24	Q4 FY 24	Q1 FY 23	Q2 FY 23	Q3 FY 23	Q4 FY 23	Q1 FY 22	Q2 FY 22	Q3 FY 22	Q4 FY 22	Q1 FY 25	Q2 FY2025 (Uptil August)
Vasai														
Modules	18%	31%	36%	76%	22%	29%	31%	70%	13%	25%	26%	33%	18%	23%
Systems	28%	14%	25%	79%	19%	29%	14%	87%	20%	35%	23%	59%	27%	28%
Sharjah														
Modules	4%	16%	20%	83%	5%	7%	3%	31%	34%	42%	30%	42%	19%	15%

ANNUAL CAPACITY UTILISATION DETAILS

Facilities	As of and for the five-month period ended August 31			As of, and for year ended March 31,								
	2024			2024			2023			2022		
	Installed Capacity (Nos.)	Actual Production (Nos.)	Capacity Utilization (%)	Annual Installed Capacity (Nos.)	Annual Actual Production (Nos.)	Capacity Utilization (%)	Annual Installed Capacity (Nos.)	Annual Actual Production (Nos.)	Capacity Utilization (%)	Annual Installed Capacity (Nos.)	Annual Actual Production (Nos.)	Capacity Utilization (%)
Vasai												
Modules (1)	4,583	1,142	24.92%	11,000	4,420	40.18%	11,000	4180	38.00%	11,000	2700	24.55%
Systems (2)	250	83	33.20%	600	219	36.50%	600	223	37.17%	600	206	34.33%
Sharjah												
Modules (1)	2,500	516	20.64%	6,000	1,849	30.82%	6,000	681	11.35%	6,000	2227	37.12%

(1) Modules comprise membrane modules for sea water treatment and wastewater treatment.

(2) Systems comprise brackish-water membrane-based systems, polishing membrane-based systems and wastewater membrane based systems.


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Particulars	Unit	As of, and for period ended, August 31, 2024	As of, and for year ended, March 31, 2024	As of, and for year ended, March 31, 2023	As of, and for year ended, March 31, 2022
Capacity, Production and Capacity Utilization					
Installed Capacity					
Modules	Numbers	7,083	17000	17000	17000
Systems	Numbers	250	600	600	600
Annual Production					
Modules	Numbers	1658	6269	4861	4927
Systems	Numbers	83	219	223	206
Capacity Utilization					
Modules	%	23.41%	36.88%	28.59%	28.98%
Systems	%	33.20%	36.50%	37.17%	34.33%

(1) Modules comprise membrane modules for sea water treatment and wastewater treatment.

(2) Systems comprise brackish-water membrane based systems, polishing membrane based systems and wastewater membrane based systems.

The details of capacity additions during the Fiscal 2024, Fiscal 2023 and Fiscal 2022 are as follows:

	As of and for the five-month period ended August 31	Fiscal 2024	Fiscal 2023	Fiscal 2022
Vasai				
Modules ⁽¹⁾	0	0	0	0
Systems ⁽²⁾	0	0	0	0
Sharjah				
Modules ⁽¹⁾	0	0	0	0

(1) Modules comprise membrane modules for sea water treatment and wastewater treatment.

(2) Systems comprise brackish-water membrane based systems, polishing membrane based systems and wastewater membrane based systems.

Since Rochem Separation Systems (India) Private Limited is operating an engineering unit and there is no process discharging sewerage or trade effluent to the environment or likely to emit air pollution into the atmosphere, there is no requirement for obtaining a CTE or Consent to Establish.

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ANNEXURE B

The Company has two manufacturing facilities: one at Vasai, Maharashtra, India and one in Sharjah, UAE. The facility at Vasai facility is located on leasehold land and freehold and the Sharjah plant is held on a renewable annual lease. A description of the Company's manufacturing units are set forth below.

Location	Commissioning Date	Covered Area (sq ft)	Headcount ⁽¹⁾	Product Lines
Vasai	Fiscal 1993	96,000	285	Systems and plants
Sharjah	Fiscal 2009	15,000	64	Membrane castings, modules, systems

⁽¹⁾As of March 31, 2024.

The Company's manufacturing facilities are equipped with machinery and equipment like assembly lines, overhead cranes electrical / welding, test beds, onsite lab, welding sets, lathes and drill machines.

The Company's facilities in India and UAE are certified ISO 9001:2015 (quality management system). Further, the [Company's manufacturing facility in the UAE is certified ISO 14001:2015 (environmental management system)] ISO 45001-2018 (occupational health and safety).

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Vasai Facility



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Sharjah Facility



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ANNEXURE C

1. Developments in System & Plants

- a. Pre-treatment: Developed Structured Media Attached Growth based digester design, which helps in energy recovery and higher efficiency compared to other conventional technologies. Also developed Submerged Ultrafiltration module using a plate and frame type design, which inherit the advantages of high recovery rates for low energy costs, easy access to all membranes due to openable modules, no chemical operating costs and high-quality product water.
- b. Reverse Osmosis Plant: Development of ultrahigh pressure module and development of Membrane brine concentration processes. This helps reduce ownership cost to customer for ZLD, and have the ability to handle wastewater with higher TDS (Total Dissolved Solids), Chemical Oxygen Demand (COD), Total Suspended Solids (TSS).
- c. Waste Heat Evaporators: WHE based on High-Performance polymer (HPPX) material which has ability to handle corrosive liquids like acids and high salt concentration. It also allows us to open avenues in heat utilization through integration model from dryers, crystallizers and any waste heat.

2. Development in Membranes:

Development of Solvent resistant, Chlorine resistant membranes. Membranes have the ability to withstand high pressures, Ability to handle diverse wastewater streams with reduced fouling and ability to recover higher water out of wastewater, thus reducing cost of zero liquid discharge

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ANNEXURE D

025984



The Institution of Engineers (India)

By virtue of Qualification, Professional
training and Corporate Membership
of this Institution

CHAITALI ROY

OF

ELECTRICAL ENGINEERING DIVISION

is hereby authorised to use the style and title of

Chartered Engineer [India]

AM1727255

Dated 25-01-2022


Secretary and Director General

Chaitali Roy
CHAITALI ROY
Chartered Engineer (India)
The Institution of Engineers (India)
AM1727255

ANNEXURE E

PROCEDURES PERFORMED TO ISSUE THIS CERTIFICATE

1. Inspection of respective manufacturing facilities of the Rochem Separation Systems (India) Private Limited and Concord Enviro FZE.
2. Inspection, examination, verification of Capital Goods, Systems and Modules and respective records vide manufacturing details, QA/QC Certificates, Log-sheets as on date of certification towards respective manufacturing facilities of Rochem Separation Systems (India) Private Limited and Concord Enviro FZE for Capacity Utilization.
3. On-site Reference Photographs of the actual Systems and Modules taken (As enclosed with the Chartered Engineer Certificate) as on date of certification towards respective manufacturing facilities of Rochem Separation Systems (India) Private Limited and Concord Enviro FZE.
4. Inspection & verification of Serial Numbers for Systems and for Modules as on date of certification towards respective manufacturing facilities of Rochem Separation Systems (India) Private Limited and Concord Enviro FZE.
5. Other documents, details, agreements and records (including engineering records) of Rochem Separation Systems (India) Private Limited and Concord Enviro FZE.
6. Reviewed the List of Modules. Modules Comprises Membrane Modules for Sea Water Treatment Modules and Waste Water Treatment Modules as on date of certification towards respective manufacturing facilities of Rochem Separation Systems (India) Private Limited and Concord Enviro FZE.
7. Reviewed the List of Systems. Systems Comprises Brackish-Water Membrane Based Systems, Polishing Membrane Based Systems & Waste-Water Membrane Based Systems as on date of certification towards respective manufacturing facilities of Rochem Separation Systems (India) Private Limited and Concord Enviro FZE.
8. It is assumed 25 days a month, 12 months an year and one-shift operation of 8 hours a day for calculation of Capacity Utilization of respective manufacturing facilities of Rochem Separation Systems (India) Private Limited and Concord Enviro FZE.
9. For the five-month period ended 31st August 2024, the installed capacity has been taken on pro-rata basis.

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