

# **WATER INFRA TECH COMPANIES IN THE SME SPACE**

## **ANALYSIS REPORT**



## **WATER INFRA TECH SME OUTLOOK**

**“ Clean Water. Strong Infrastructure.  
Sustainable Future. ”**





# VIKSIT BHARAT 2047

## Building a Sustainable & Resilient India

Viksit Bharat 2047 envisions an India that is **prosperous, inclusive, innovative, and sustainable**. Achieving this vision requires a strong ecosystem of businesses that drive growth, create jobs, and build a resilient economy.

**SMEs are at the heart of this transformation**, bridging potential into progress and ambition into impact.

### SME ECOSYSTEM'S CONTRIBUTION TO VIKSIT BHARAT



Driving Innovation & Entrepreneurship



Creating Employment & Empowering Communities



Strengthening Local Manufacturing & Supply Chains



Expanding Exports & Global Competitiveness



Enabling Sustainable & Inclusive Growth



**VIKSIT BHARAT 2047**  
Empowered SMEs. Stronger India.



### SMEs: The Missing Piece of the Puzzle



While large organizations build scale,  
**SMEs build the foundation.**

They bring agility, innovation, and local insight  
— turning India's aspirations into real-world  
solutions across every sector and region.

### WHY **SMEs** MATTER

- ✓ Fuel grassroots innovation
- ✓ Drive inclusive regional growth
- ✓ Enhance productivity & competitiveness
- ✓ Strengthen India's economic resilience
- ✓ Build a future-ready, self-reliant India



### WHY IT MATTERS FOR **INVESTORS**



Access to high-potential, underpenetrated markets



Diverse opportunities across sectors and regions



Resilient business models with strong fundamentals



Supporting the backbone of India's growth story



Long-term value creation with sustainable impact



A **Viksit Bharat** is built when every piece of the puzzle fits.  
Let's empower **SMEs** today to build the India of tomorrow.





# APEX ECOTECH

## BUSINESS OVERVIEW & BUSINESS MODEL



### BUSINESS OVERVIEW

Apex Ecotech Limited is a specialized water and wastewater treatment solutions provider offering end-to-end EPC services.



Helping industries optimize water usage, ensure compliance & drive sustainable growth.



### STRATEGIC POSITIONING



Technological depth across the full water-recycling value chain – UF/RO/MBR/EDR, MVR evaporators & crystallizers for Zero Liquid Discharge.



In-house process automation (PLC/SCADA) for complex, high-value industrial effluent solutions.



Serving **14+** industries – pharmaceuticals, FMCG, auto, beverages & more for diversified & resilient growth.



Large order wins & global expansion (Bangladesh, Vietnam) driving sustainable, technology-led growth.



### KEY PERFORMANCE INDICATORS (%)

| INDICATORS       | FY 26 | FY 25  | FY 24  |
|------------------|-------|--------|--------|
| EBITDA MARGIN    | 15%   | 16%    | 17%    |
| PAT MARGIN       | 11.4% | 12.6%  | 13.2%  |
| RETURN ON EQUITY | 31.2% | 28.08% | 60.38% |



Apex is positioned as a **pan-India** industrial water treatment player serving **multiple manufacturing clusters**.



### STRENGTHS



In-house Designing, Engineering & Execution Team



Experienced Promoters & Management Team



Integrated Expertise & Robust Partnerships



Track Record of Successful Projects



Strong Client Relationships



### STRATEGIES



Developing & Maintaining Cost-Optimal Water & Wastewater Management Systems



Strengthening Our Core Abilities through Recruitment, Retention & Training



Expansion of our Geographical Footprint



Leveraging our Market Skills & Relationships



Technology. Expertise. Sustainability.  
Driving Water Solutions for a Better Tomorrow.





# Equibeeipo™ EFFWA INFRA & RESEARCH LTD

Integrated Water Infrastructure | ZLD | Resource Recovery

## BUSINESS OVERVIEW



Integrated Water &  
Wastewater EPC  
Solutions



Zero Liquid  
Discharge  
(ZLD)



Water Recycling,  
Recovery & Resource  
Optimization



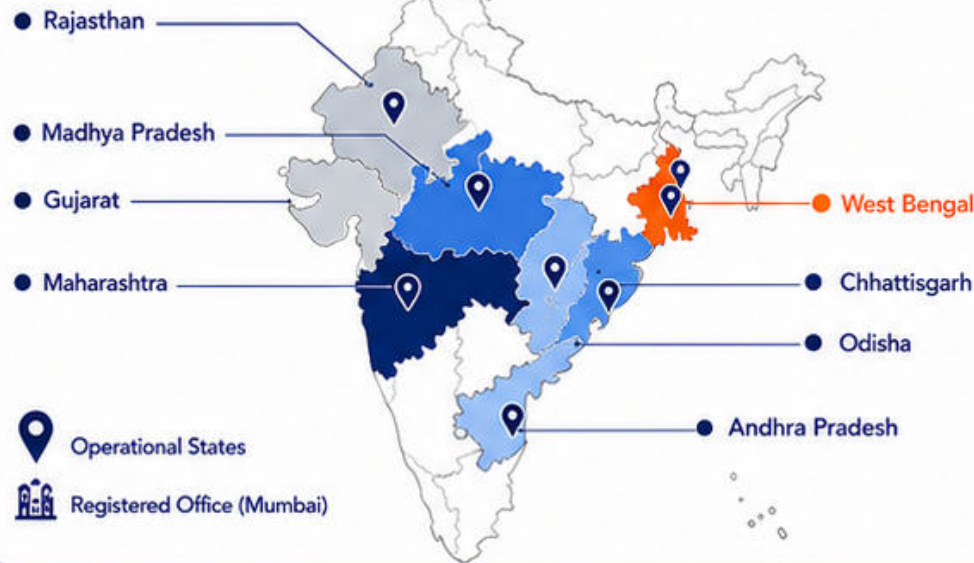
PSU, Municipal &  
Industrial Client  
Base



45+ Water  
Infrastructure  
Projects Completed



## DOMESTIC PRESENCE



## STRATEGIC POSITIONING



### INTEGRATED ENVIRONMENTAL ENGINEERING

Water + Waste +  
Resource Recovery  
under one platform



### ADVANCED TECHNOLOGIES

ZLD, Hazardous Waste  
Incineration, Membrane  
Filtration & Resource  
Recovery



### TURNKEY EPC EXECUTION

Design → Build →  
Commission →  
O&M Services

Integrated capabilities create a strong technical edge and high entry barrier in environmental infrastructure.

## STRENGTHS

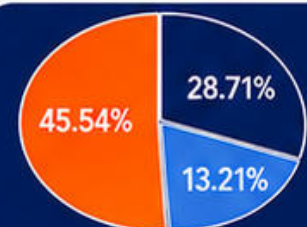
- Strong ZLD & Water Treatment Expertise
- Integrated EPC + O&M Model
- Diversified & Reputed Client Base
- Experienced Promoter-Led Management
- Robust Order Book Visibility

## STRATEGIES

- Expand High-Margin ZLD & Recycling Projects
- Increase Recurring O&M Revenue
- Leverage Strong Order Book Execution
- Invest in Advanced Technologies & Innovation
- Diversify into Emerging Opportunities

## KEY PERFORMANCE INDICATORS (in lakhs)

| INDICATORS       | FY 26  | FY 25  | FY 24  |
|------------------|--------|--------|--------|
| EBITDA MARGIN    | 16.62% | 16.22% | 14.46% |
| PAT MARGIN       | 11.30% | 10.86% | 9.51%  |
| RETURN ON EQUITY | 30.5%  | 30.4%  | 45.46% |



West Bengal contributed the highest domestic revenue for the company, accounting for **45.54%** of total revenue, followed by Maharashtra at **28.71%** and Odisha at **13.21%**.





# FELIX INDUSTRIES LTD

## BUSINESS OVERVIEW & BUSINESS MODEL



Waste Recovery  
& Treatment



Wastewater  
Recycling



Recovery of  
Valuable Metals  
& Resources



Enabling Industries  
for Sustainable &  
Compliant Operations



Aligned with  
Circular Economy  
Principles



Transforming waste into value while driving  
environmental sustainability and resource efficiency.

### STRENGTHS & STRATEGIES



TECHNICAL  
EXPERTISE

In-house engineering  
and R&D to develop  
advanced treatment &  
recovery solutions.



MULTIDISCIPLINARY  
PROFILE

Integrated approach  
to deliver sustainable  
environmental, social  
& economic solutions.



INDEPENDENT  
EXECUTION  
CAPABILITIES

Strong EPC expertise  
with proven technologies  
and in-house engineering  
capabilities.



NETWORKING  
STRENGTH

Strong industry and  
social networks to  
identify customers &  
deliver tailored solutions.



QUALITY PROJECTS  
& COMMITTED  
OPERATIONS

High-quality turnkey  
solutions with reliable  
after-sales support.

### STRATEGIC POSITIONING



Operates in the environmental sustainability and industrial recycling  
sector with focus on waste recovery, wastewater recycling, and  
resource optimization.



Technology-driven recovery of industrial, hazardous & e-waste  
to extract reusable resources and valuable metals, converting  
waste into economic value.



Well-positioned in a growing niche driven by stricter regulations,  
circular economy adoption and increasing resource  
recovery opportunities.

Differentiated waste-to-value model delivers dual benefit of  
environmental sustainability and revenue-generating resource recovery.

### KEY PERFORMANCE INDICATORS

| INDICATORS           | FY 26 | FY 25 | FY 24 |
|----------------------|-------|-------|-------|
| EBITDA MARGIN (%)    | 1.02  | 1.34  | 1.45  |
| PAT MARGIN (%)       | 0.57  | 1.04  | 1.33  |
| RETURN ON EQUITY (%) | 0.05  | 0.06  | 0.39  |

From Waste  
to **Value**.  
For a Sustainable  
Tomorrow.



WASTE



RECOVER



REUSE



SUSTAIN



Creating **value**.  
Protecting **planet**.  
Empowering **industries**.



# WATER INFRASTRUCTURE

## Building Sustainable Water Solutions

We spotlight companies delivering innovative water infrastructure, wastewater treatment, recycling and resource recovery solutions that power a sustainable tomorrow.



### BUSINESS OVERVIEW



#### INTEGRATED WATER INFRASTRUCTURE

End-to-end solutions  
across the water  
value chain



#### RESOURCE OPTIMIZATION

Maximizing reuse,  
minimizing waste  
& environmental  
impact



#### TURNKEY EPC CAPABILITIES

Design, build, operate  
& maintain with  
technology-led  
execution



#### STRONG PROJECT PIPELINE

Backed by rising  
demand and  
regulatory push



#### COMPLIANCE FOCUSED

Helping industries  
meet norms & drive  
sustainability

“

*Sustainable water  
solutions today,  
resilient communities  
tomorrow.*

”

SCAN TO KNOW EQUIBEE



Where Ambitious Companies  
Meet Capital Markets.

### THE WATER VALUE CHAIN



SOURCE



TREAT



RECOVER



REUSE



SUSTAIN

