

To  
The Manager- Listing Department,  
**BSE Limited**  
P.J. Towers, Dalal Street, Fort,  
Mumbai- 400001, Maharashtra, India.

**Scrip ID/Code: DESCO/544387**

**Sub:** Disclosure regarding Corporate Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 of Desco Infratech Limited ("DESCO") for the year ended FY 31<sup>st</sup> March, 2026.

**Ref:** Intimation under Regulation 30 and other applicable regulations of SEBI (Listing Obligation & Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor Presentation of Desco Infratech Limited ("DESCO") for the year ended 31<sup>st</sup> March, 2026.

The above-mentioned Investor Presentation will also be available on the website of the Company [www.descoinfra.com](http://www.descoinfra.com)

Kindly take the afore-mentioned submission on your records.

Thank You!

Yours faithfully,  
**For DESCO INFRATECH LIMITED**

**Muskan Khandal**  
**Company Secretary & Compliance Officer**



Formerly known as  
(Desco Infratech Private Limited)



# ENERGY FOR LIFE'S GROWTH

(BSE Script Code-544387)

Investor Presentation

May 2026

# Safe Harbour Statement

This presentation and the accompanying slides have been prepared by Desco Infratech Limited, and 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. This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. This presentation contains certain forward-looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.

# Company Snapshot

Desco Infratech Limited is a fast-growing infrastructure and energy services company established in 2011, with strong capabilities across City Gas Distribution (CGD), Power Distribution, Renewable Energy and Water Infrastructure.

Backed by 34+ years of leadership experience, the company has built a strong foundation in precision, safety and execution excellence — delivering projects across diverse terrains and sectors in India.

Recognised as a Top 10 Oil & Gas Service Provider (2023) and listed on the BSE SME platform, Desco continues to expand its capabilities across traditional and emerging energy segments.

## **Vision:**

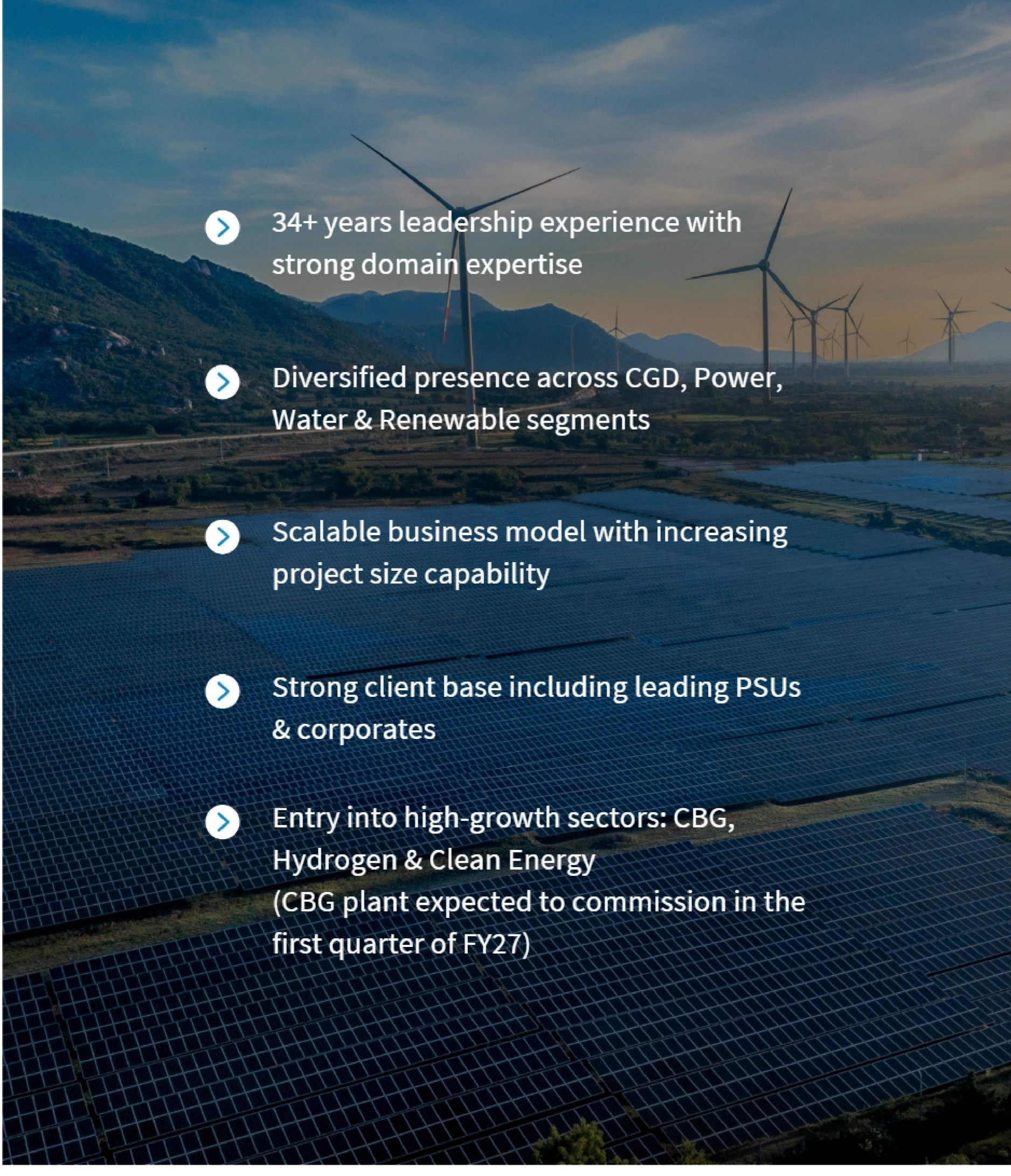
To lead the infrastructure development space with quality, safety and sustainability, empowering communities and enabling national growth.

## **Mission:**

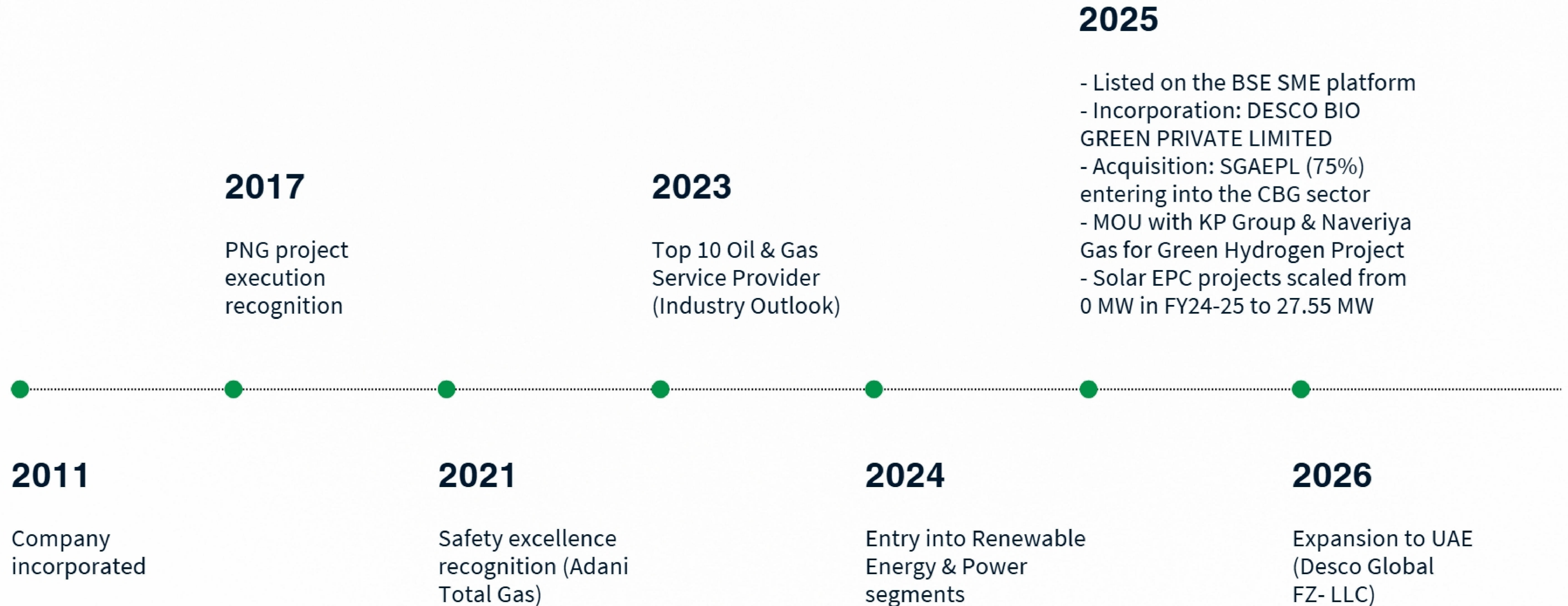
To deliver high-quality, reliable services across energy and utility sectors through innovation, commitment and timely execution.

# Investment Highlights

- > Strong industry tailwinds driven by India's energy transition
- > ₹345+ Cr robust order book with additional strong project pipeline, ensuring revenue visibility
- > Proven execution track record in high-risk infrastructure sectors

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- > 34+ years leadership experience with strong domain expertise
  - > Diversified presence across CGD, Power, Water & Renewable segments
  - > Scalable business model with increasing project size capability
  - > Strong client base including leading PSUs & corporates
  - > Entry into high-growth sectors: CBG, Hydrogen & Clean Energy (CBG plant expected to commission in the first quarter of FY27)

# Our Journey (Milestones)



# Leadership Overview

Supported by a strong management team across operations, finance, procurement and regional project execution.



## Mr. Pankaj Pruthu Desai

### Chairman & Managing Director

Brings 34+ years of experience in the gas and infrastructure sector and has been instrumental in building Desco's foundation, operational strength and long-term strategic direction.

Under his leadership, the company has expanded across multiple infrastructure segments with a strong focus on quality, safety and execution excellence.

## Mr. Malhar Desai

### Whole-Time Director

Leads financial strategy, corporate planning, expansion and investor relations, playing a key role in strengthening the company's financial discipline and growth roadmap.

Has been instrumental in expanding Desco's market presence and supporting strategic diversification initiatives.

## Mr. Samarth Desai

### Executive Director

Oversees project execution, operations and vendor management, ensuring strong on-ground delivery and operational efficiency across projects.

His hands-on approach and focus on execution excellence continue to support the company's growing project scale.

Mr. Pankaj Pruthu Desai  
Chairman &  
Managing Director

Mr. Malhar Pankaj Desai  
Whole Time Director

Mr. Samarth Pankaj Desai  
Executive Director

Mr. Amulya Jena  
Executive Director

Mr. Kishor Unadkat  
COO

CA Rushabh Mashkaria  
CFO

CA Aayush Doshi  
HOD - Accounts & Finance

Ms. Muskan Khandal  
Company Secretary &  
Compliance Officer

Mr. Jay Charkhawala  
Legal Compliance

Mr. Bhupendra Patel  
Business Development &  
HR Head

Mr. Hozefa Chudawala  
Projects Head,  
Southern India

Mr. Niranjana Patra  
Projects Vice Head,  
Northern India

Mr. Mahesh Patil  
Sr. Projects Head,  
Maharashtra

Mr. Hardik Raichada  
Manager, Procurement

# Industry Overview

## (Energy Ecosystem)

India is undergoing a structural transformation in its energy ecosystem, driven by:

- Increasing demand for cleaner fuels
- Rapid infrastructure expansion
- Urbanisation and industrial growth
- Policy push towards sustainability

Key focus segments include:

- PNG / CGD – Expanding gas-based economy
- Power – Strengthening energy infrastructure
- Renewal Energy Solutions - Scaling EPC-led clean energy solutions
- CBG –Emerging clean fuel ecosystem that supports self-reliance

# Market Opportunity

India stands at the forefront of a multi-dimensional energy transformation, creating significant opportunities across gas, power and clean energy.

## Key Drivers:

- Expansion of CGD infrastructure
- Growth in PNG adoption across residential, commercial & industrial segments
- Increasing power demand and grid modernization
- Strong policy support for a clean fuel ecosystem
- Circular economy and waste-to-energy initiatives

## Government & Ecosystem Push:

- Last-mile connectivity expansion
- Faster pipeline execution
- PNG prioritisation for institutions
- Clean fuel and energy diversification roadmap
- PNGRB extends National PNG drive to accelerate the CGD network)

## Key Message:

India's energy transition is a long-term structural opportunity across gas, power and green fuels.

# Business Overview

Desco operates as an execution-focused infrastructure company delivering services across energy and utility sectors.

The company's core strength lies in:



**Pipeline infrastructure execution**



**Utility network development**



**Multi-sector project capabilities**



**Strong on-ground execution teams**

# Our Verticals

## City Gas Distribution (CGD)

Pipeline laying, PNG connections, leak detection, O&M

## Water Infrastructure

Pipeline networks, overhead tanks, effluent systems

## Renewable Energy

Solar structure erection, commissioning

## Power Distribution

Cable laying, electrical infrastructure

## Fabrication Services

Pipeline & structural fabrication

## Manpower Services

Skilled workforce deployment across projects

# Business Model

## Project Award

- Documentation Process
- Resource Mobilisation
- Execution
- Testing & Certification
- Commissioning
- Handover and Takeover
- Operation and Maintenance

### Flexible execution model:

- EPC contracts
- O&M services
- Manpower-driven execution

### Ensuring:

- Timely delivery
- Cost efficiency
- Quality control

# Competitive Advantages

- Multi-sector expertise across gas, power, water & renewables
- PAN India presence across 18+ states
- Strong EPC & O&M execution capabilities
- Proven safety systems & compliance culture
- 250+ workforce
- Strong order book and financial backing
- Trusted partner to leading PSUs & corporates



# Geographic Presence

- Gujarat
- Maharashtra
- Uttar Pradesh
- Tamil Nadu
- Karnataka
- Delhi
- Punjab
- Rajasthan
- Madhya Pradesh
- Telangana
- Odisha
- Jharkhand
- Andhra Pradesh
- Bihar
- Kerala
- Haryana



# Clientele

Trusted by leading organisations across energy and infrastructure sectors:



adani | Gas



GAIL (India) Limited



IndianOil



Reliance  
Industries Limited



THINK GAS



GUJARAT GAS



And multiple other PSUs and private sector leaders.

# Growth Strategy

- Expansion in CGD infrastructure projects
- Entry and scale-up in power & transmission segment
- Growth in renewable energy execution
- Expansion into new geographies
- Increasing project size and bidding capacity
- Strengthening fabrication and pipeline services
- Focus on inspection & O&M services
- Vision to achieve 1000 Cr by 2030

## **Target:**

Building a scalable infrastructure platform aligned with India's energy transition.





# Clean Energy Play

- Entry into Compressed Bio Gas (CBG) sector
- Alignment with national clean energy initiatives
- Strategic exploration of hydrogen infrastructure
- Participation in renewable energy ecosystem
- Diversification into sustainable energy segments
- Contribution to circular economy and waste-to-energy

# Strategic Acquisition & Expansion

## Shri Green Agro Energies Pvt. Ltd.

Dated 02/2026

- 75% stake acquired
- Operational CBG asset
- Faster execution & early revenue visibility

## Desco Bio Green Pvt. Ltd.

Incorporated on 09/2025

- Newly Incorporated Subsidiary of DIL.
- Focus on CBG production and distribution

## Desco Global FZ-LLC (UAE)

Incorporated on 03/2026

- International expansion
- Project consultancy services
- Entry into global markets

# Order Book Strength

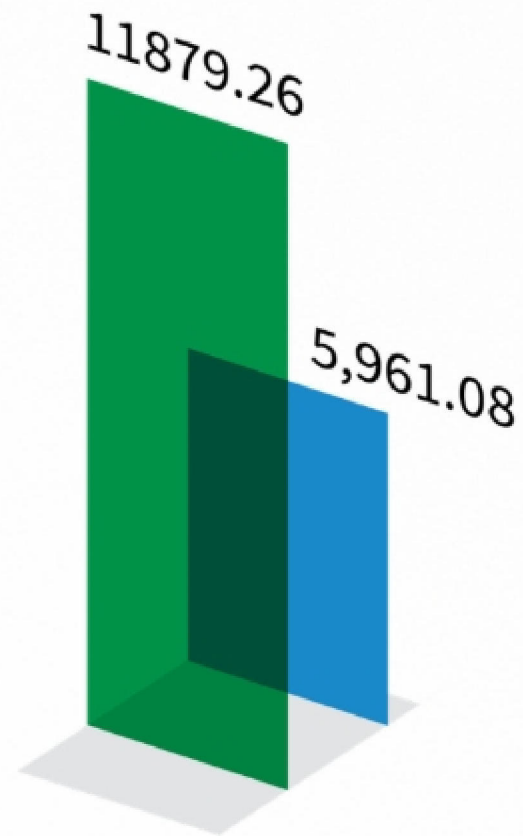
- ₹345+ Cr total order book
- Strong mix of EPC, O&M and power projects
- Tender pipeline of ₹650 Cr+
- 30–40% conversion ratio
- Strong execution visibility over next 18–24 months



# Revenue from Operation

Revenue  
YOY: 99.28% ↑

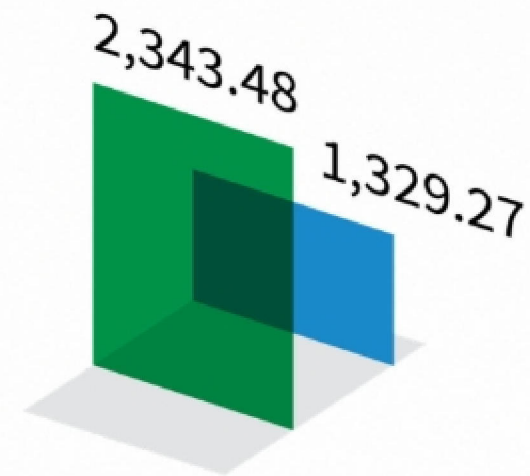
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(Figures in lacs)

EBIT  
YOY : 76.30% ↑

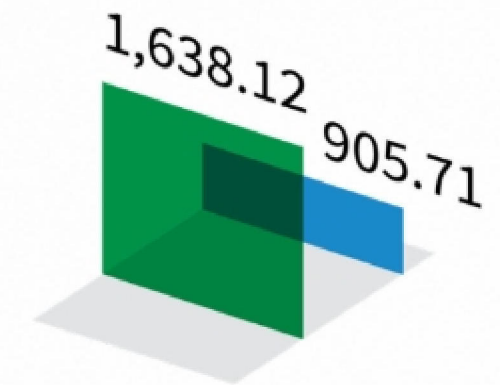
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(Figures in lacs)

PAT  
YOY : 80.87% ↑

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(Figures in lacs)

# Key Financial Ratio

D/E

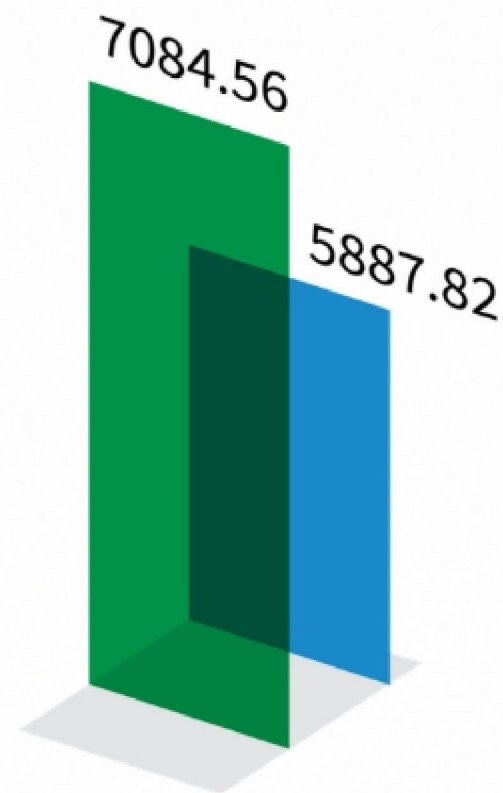
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Change: 5%

Networth

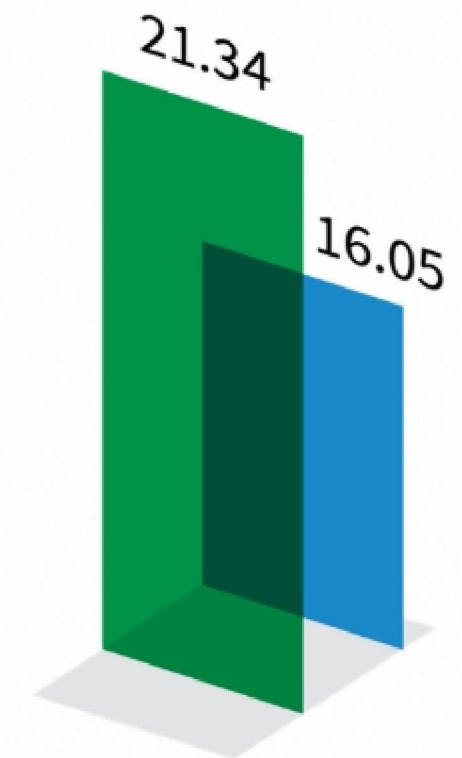
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Change: 20% (Figures in lacs)

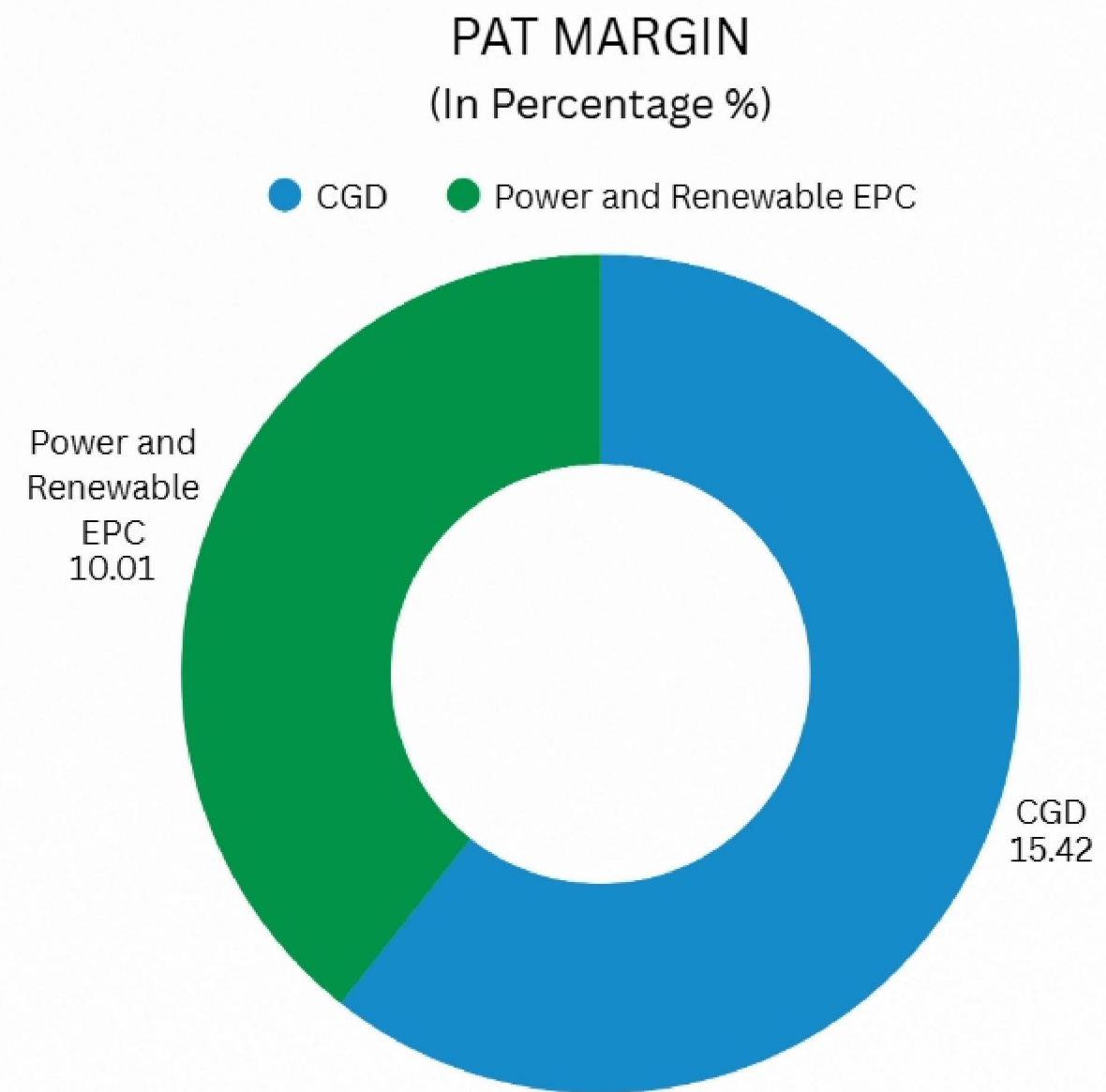
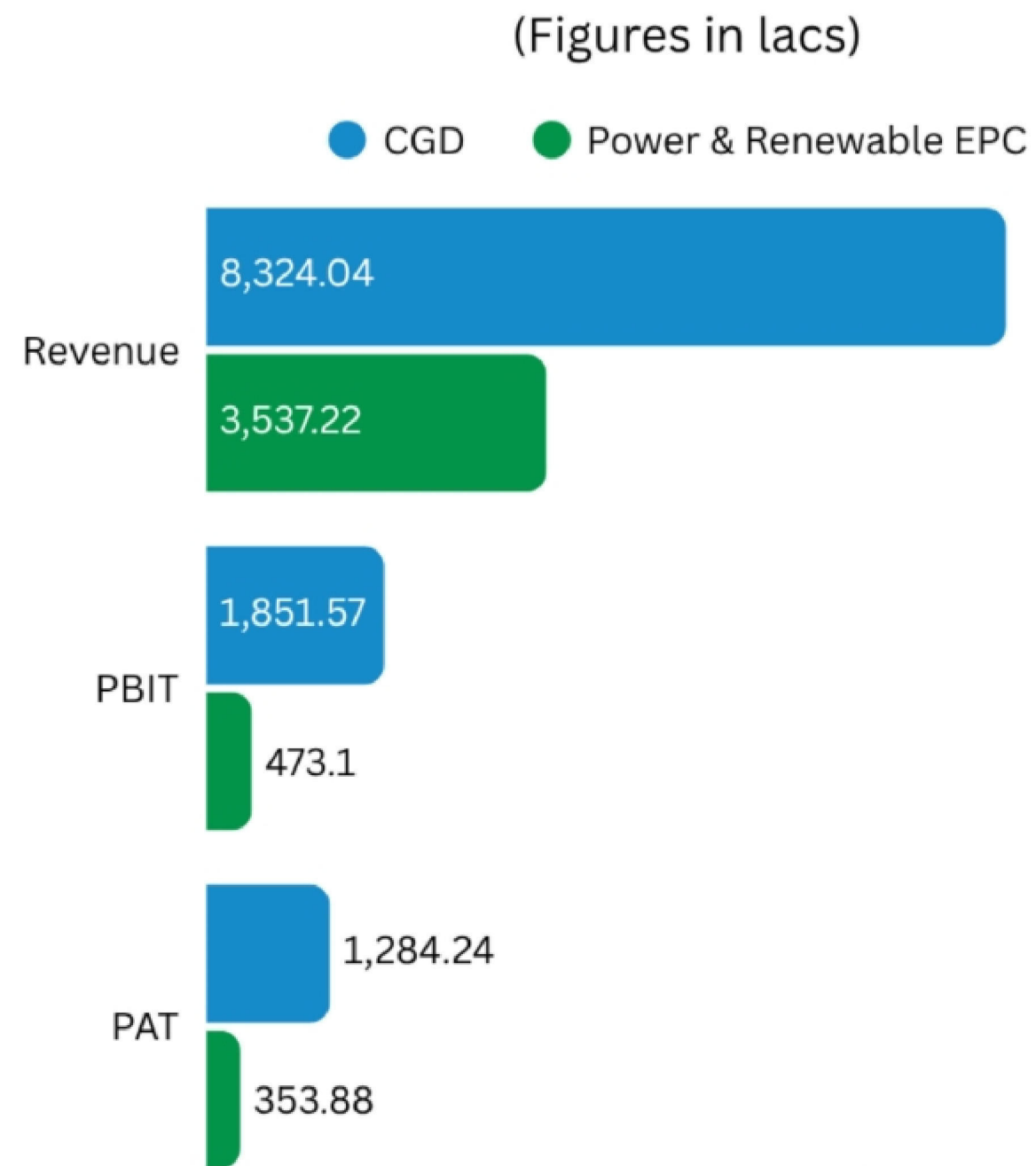
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Change: 33% (Figures in Rs.)

# Segmental Bifurcation





**Desco Infratech Limited** is positioned at the intersection of infrastructure growth and energy transition.

With strong execution capabilities, diversified operations and a clear expansion strategy, the company is well placed to participate in India's evolving energy ecosystem and create long-term value for stakeholders.

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