



Formerly known as
(Desco Infratech Private Limited)



ENERGY FOR LIFE'S GROWTH

(BSE Script Code-544387)

Investor Presentation

May 2026

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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:

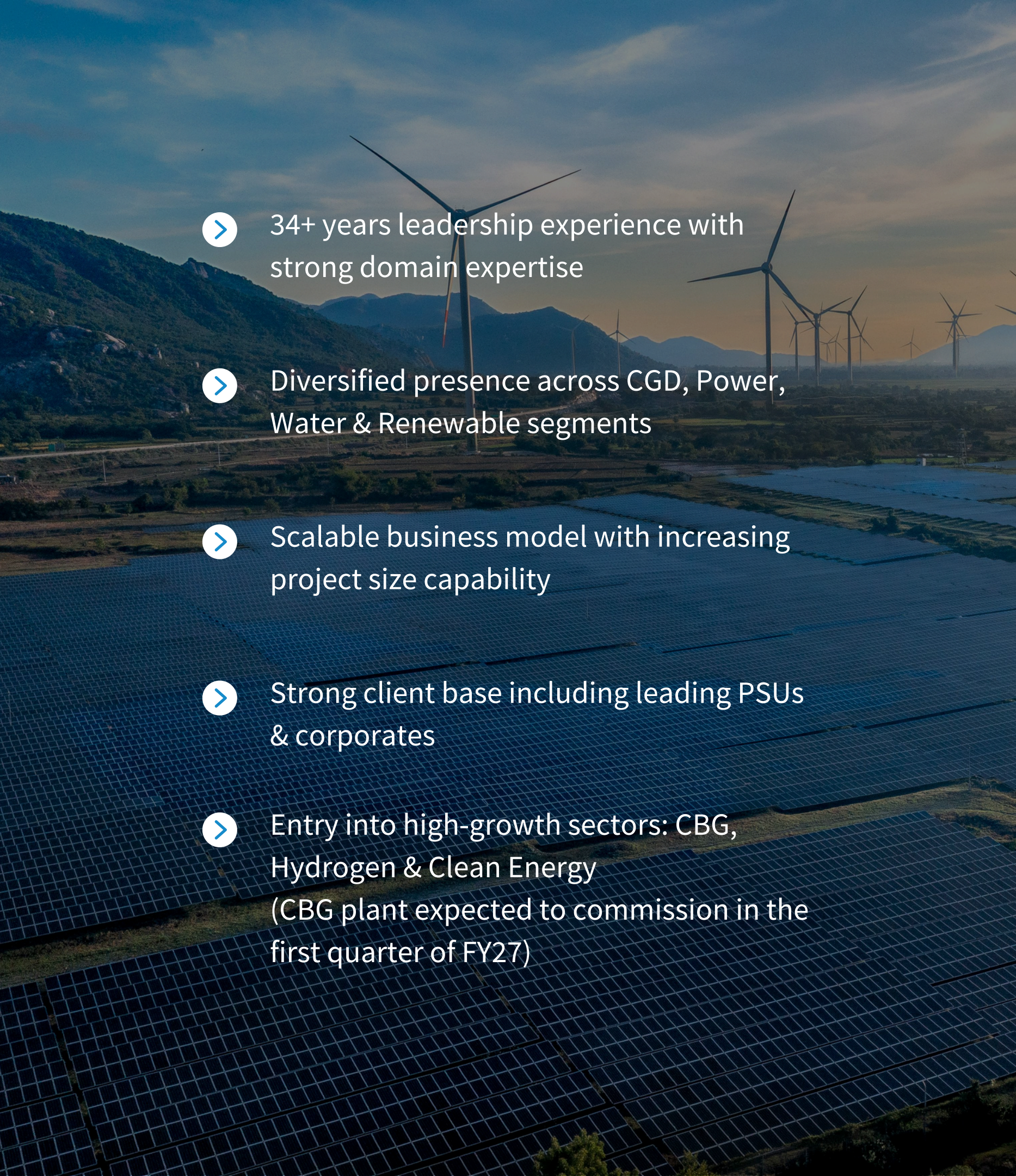
To lead the infrastructure development space with quality, safety and sustainability, empowering communities and enabling national growth.

Mission:

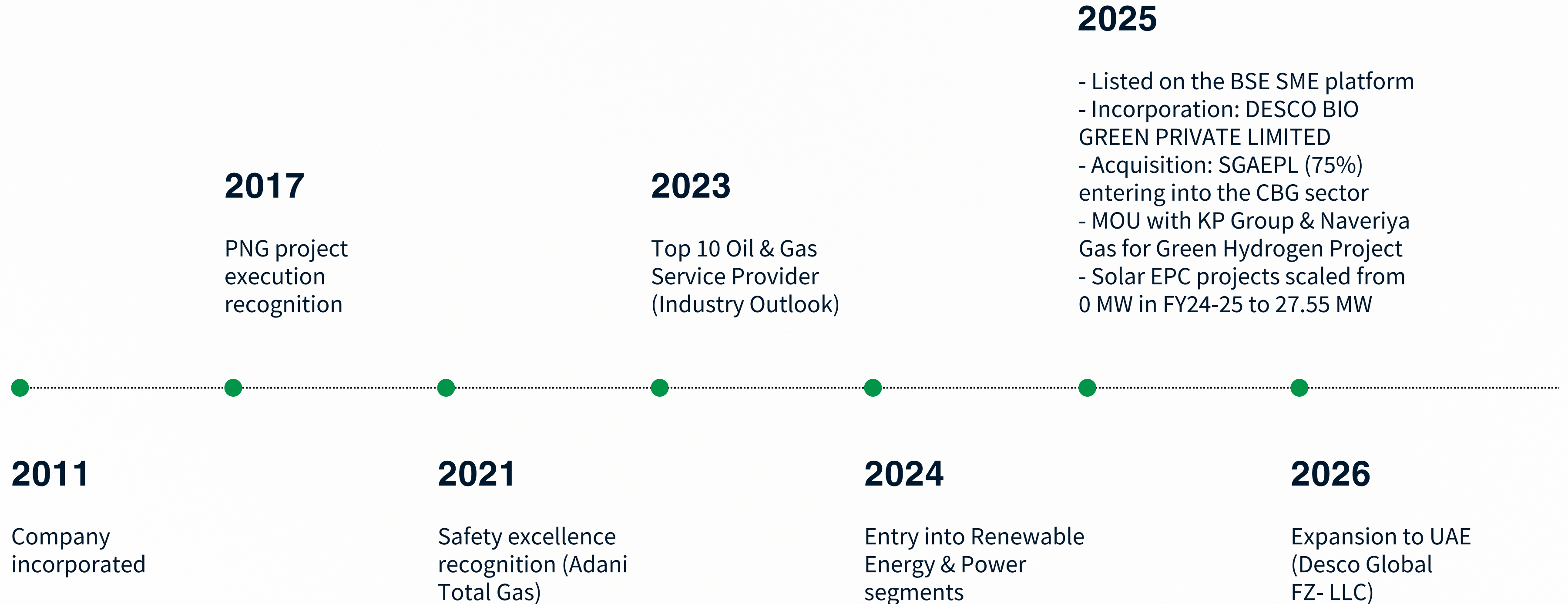
To deliver high-quality, reliable services across energy and utility sectors through innovation, commitment and timely execution.

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.

Board of Directors

Mr. Pankaj Pruthu Desai
Chairman &
Managing Director

Mr. Malhar Pankaj Desai
Whole Time Director

Mr. Samarth Pankaj Desai
Executive Director

Management Team

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

 torrent
POWER

 torrent
GAS

 IRM
Energy

 THINK GAS


GUJARAT GAS

Since 1994

GROUP
www.kpgroup.co

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

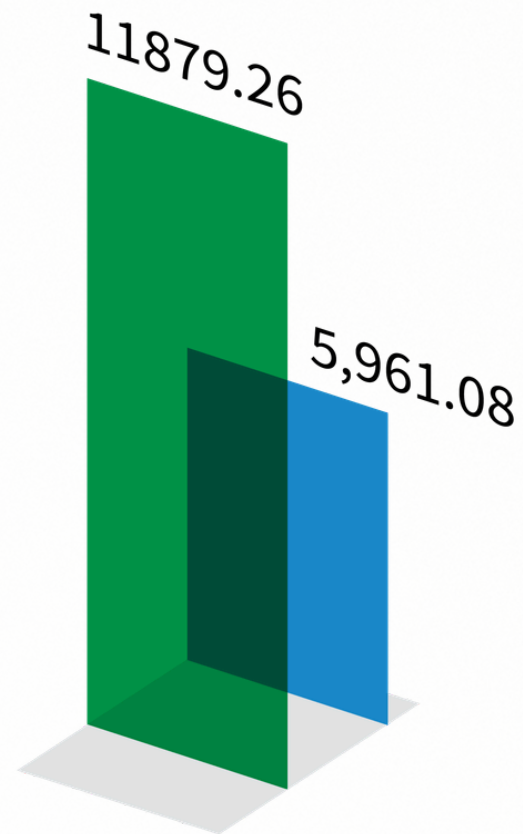
- ₹345+ Cr total order book
- Strong mix of EPC, O&M and power projects
- Tender pipeline of ₹650 Cr+
- 30–40% conversion ratio
- Strong execution visibility over next 18–24 months



Revenue from Operation

Revenue
YOY: 99.28% ↑

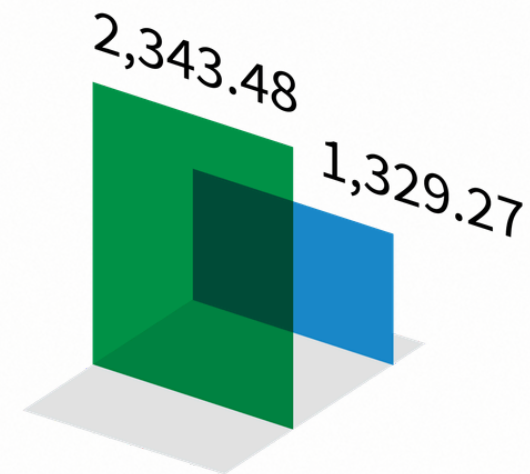
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(Figures in lacs)

EBIT
YOY : 76.30% ↑

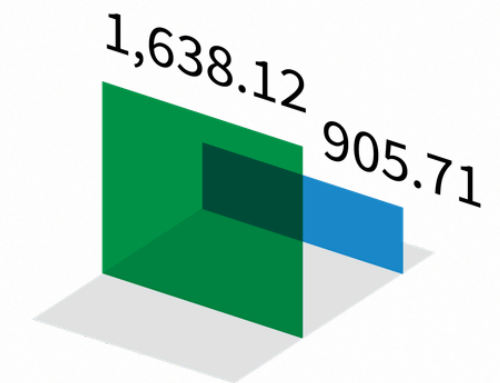
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(Figures in lacs)

PAT
YOY : 80.87% ↑

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(Figures in lacs)

Key Financial Ratio

D/E

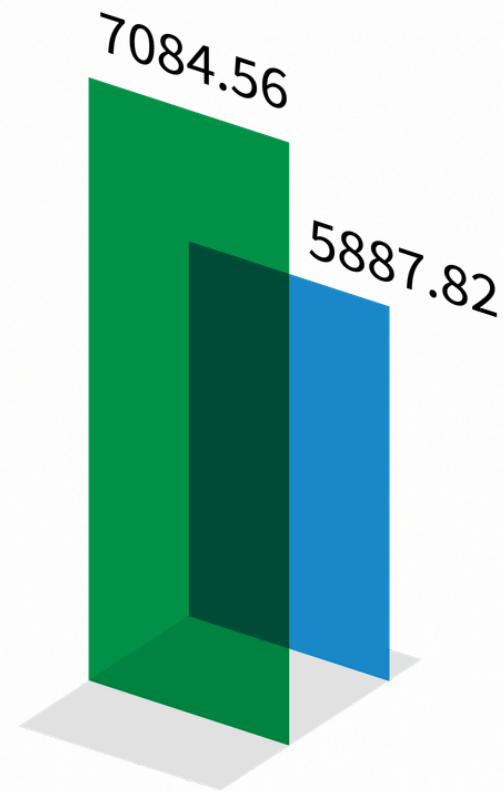
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Change: 5%

Networth

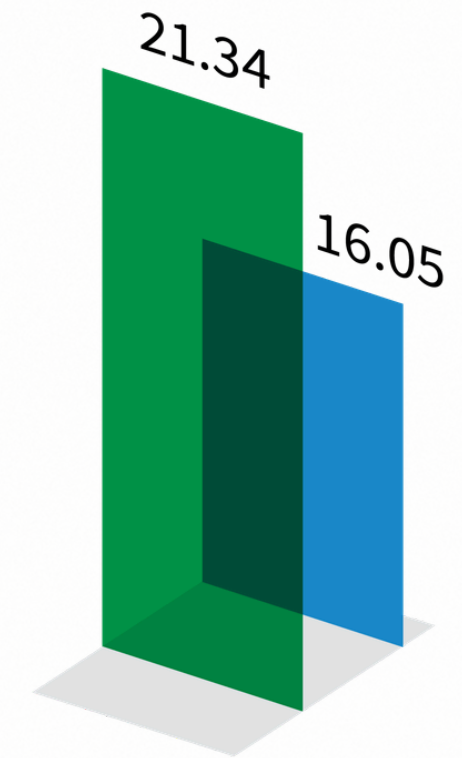
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Change: 20% (Figures in lacs)

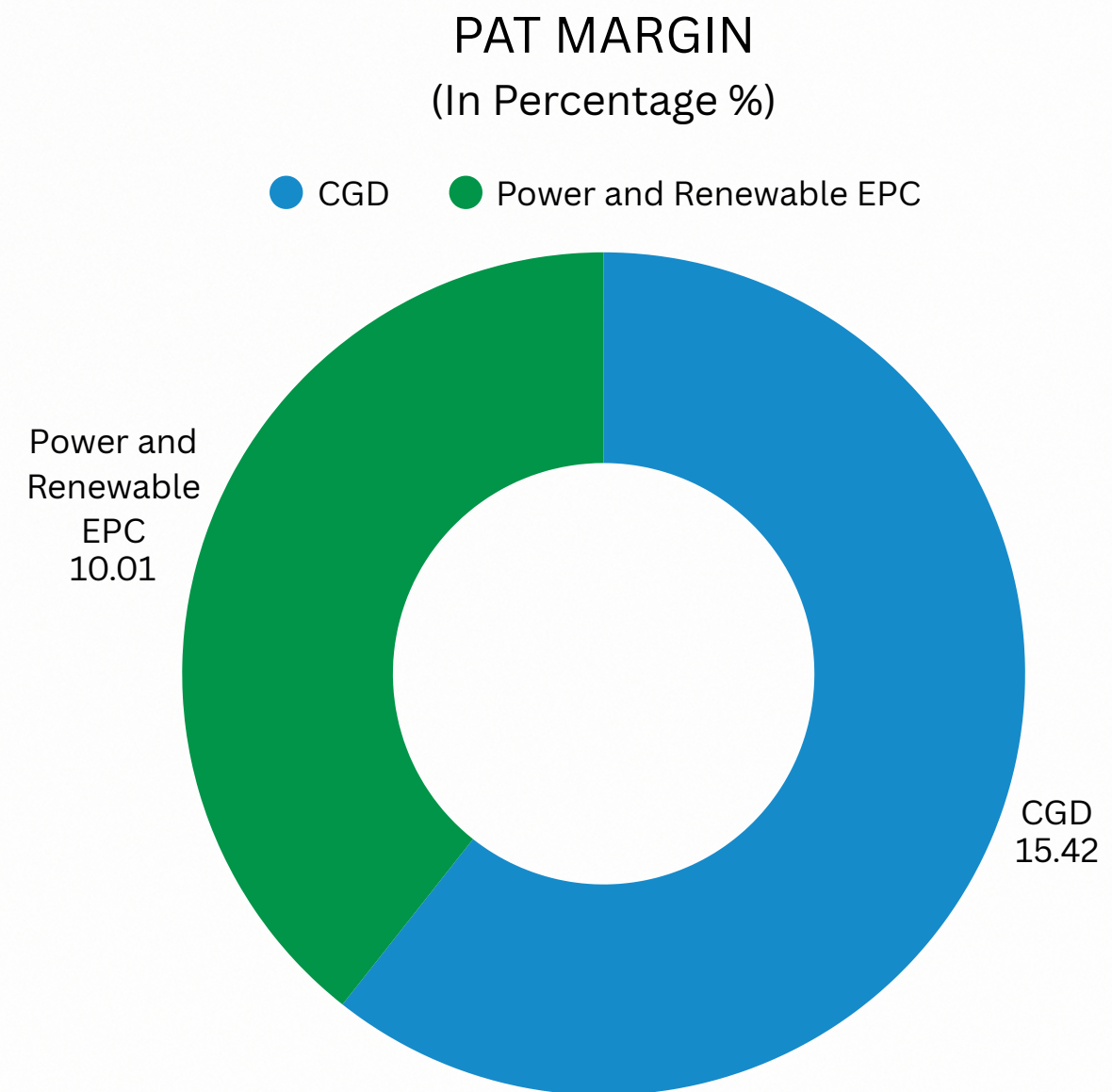
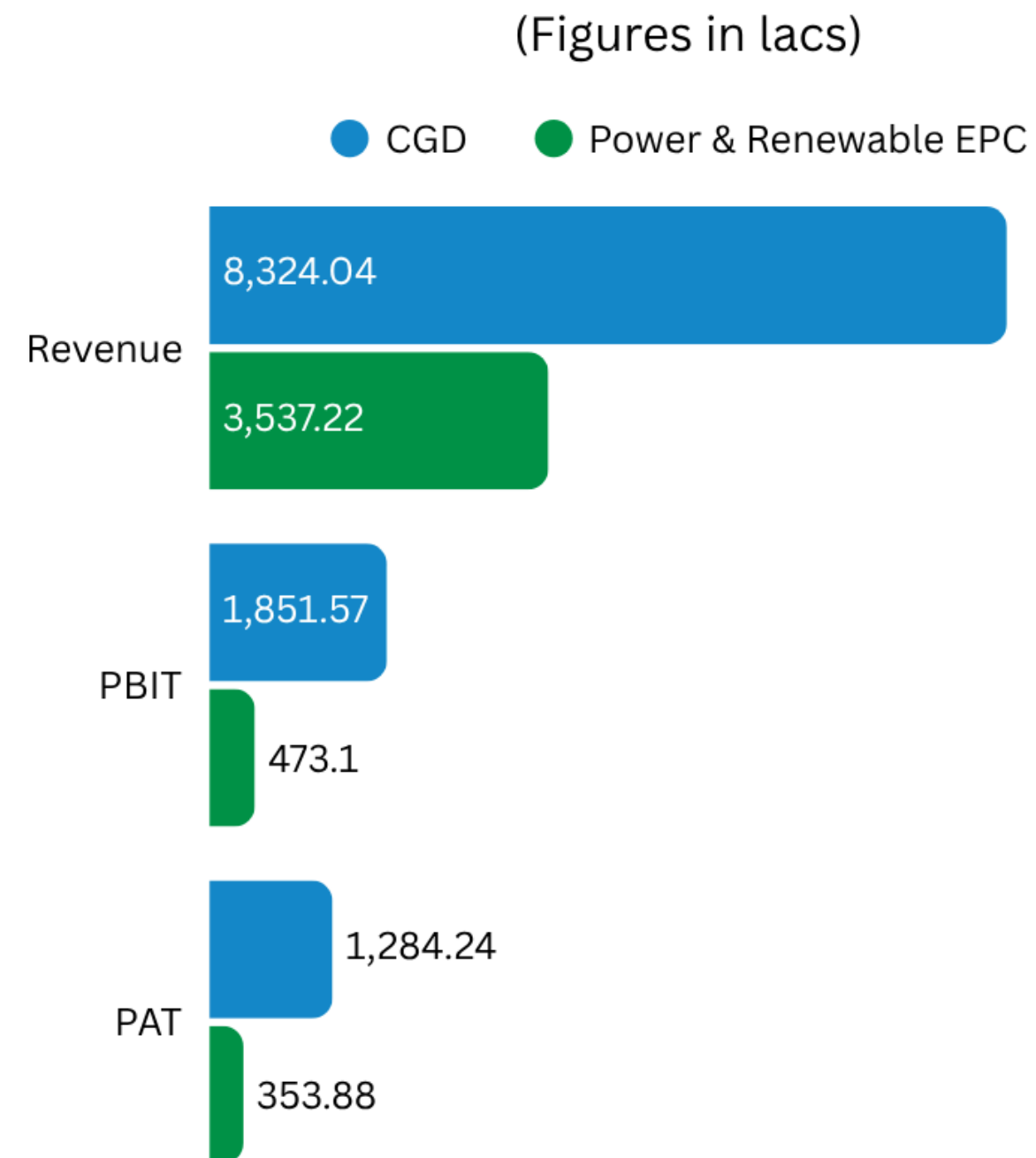
EPS

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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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