



**DESCO
INFRATECH
LIMITED**

(Formerly Desco Infratech Pvt Ltd)

An ISO 9001:2015 Co.
CIN No. U45201GJ2011PLC063710

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 31st March, 2025.

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 Corporate Presentation of Desco Infratech Limited ("DESCO") for the year ended 31st March, 2025.

The above-mentioned Corporate Presentation will also be available on the website of the Company www.descoinfra.com

Kindly take the afore-mentioned submission on your records.

Thank You!

Yours faithfully,

For DESCO INFRATECH LIMITED
(Formerly known as Desco Infratech Private Limited)

MUSKAN
OMPRAKASH KHANDAL
KHANDAL

Digitally signed by
MUSKAN OMPRAKASH
KHANDAL
Date: 2025.05.12
20:07:07 +05'30'

Muskan Khandal
Company Secretary & Compliance Officer



**DESCO
INFRATECH
LIMITED**

**City Gas Distribution and
Infrastructure services**

(BSE Script Code-544387)

**Investor Presentation
May 2025**

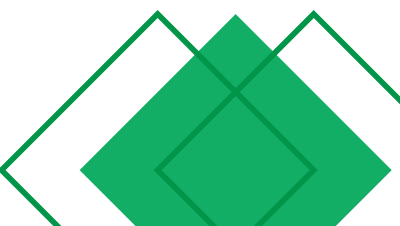
Safe Harbour Statement



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.

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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.





Mr. Pankaj Pruthi Desai | Chairman & Managing Director

"It is with immense gratitude and humility that I address you following our successful listing. The overwhelming response from investors have deeply encouraged us and reaffirmed our commitment to creating long-term value.

FY25 has been a defining year in our journey. We recorded a 102.25% YoY growth in revenue, reaching ₹59.45 crores, and a 147.82% increase in EBITDA, now at ₹13.34 crores. Our EBITDA margin expanded by 413 bps to 22.45%, underlining our operational efficiency and disciplined cost management. Profit After Tax (PAT) grew by 172.69% to ₹9.06 crores, with PAT margins improving by 393 bps to 15.19%.

These strong numbers reflect our focus on operational excellence, prudent decision-making, optimal capital structuring, and a constant hunger for sustainable growth. With strong industry tailwinds in the City Gas Distribution (CGD) sector and a robust order book, we are well-positioned to scale faster and stronger.

Our IPO has already started creating meaningful impact—we are now bidding for and securing orders that are 2 to 3 times larger than before. This demonstrates both the growing trust in our capabilities and the acceleration our business is experiencing.

We remain highly optimistic about the road ahead. With continued investor support and a clear strategic vision, we are confident in achieving high, sustainable growth and delivering enduring value to all stakeholders."

NATURAL GAS - A RESOURCE AT FULL POTENTIAL



Natural Gas is
now being
utilised at its
most efficient
and sustainable
level.

Safe, reliable &
available 24/7.
A cleaner and
safer alternative
to LPG.

Key
contributor in
revenue
generation and
job creation in
India.

EXPANDING INFRASTRUCTURE NATIONWIDE

- PNGRB has authorized ~33,500 km of gas pipeline; ~25,000 km operational.
- 307+ Geographical Area (GAs) licensed (excluding islands).



12.6 crore
DPNG
connections

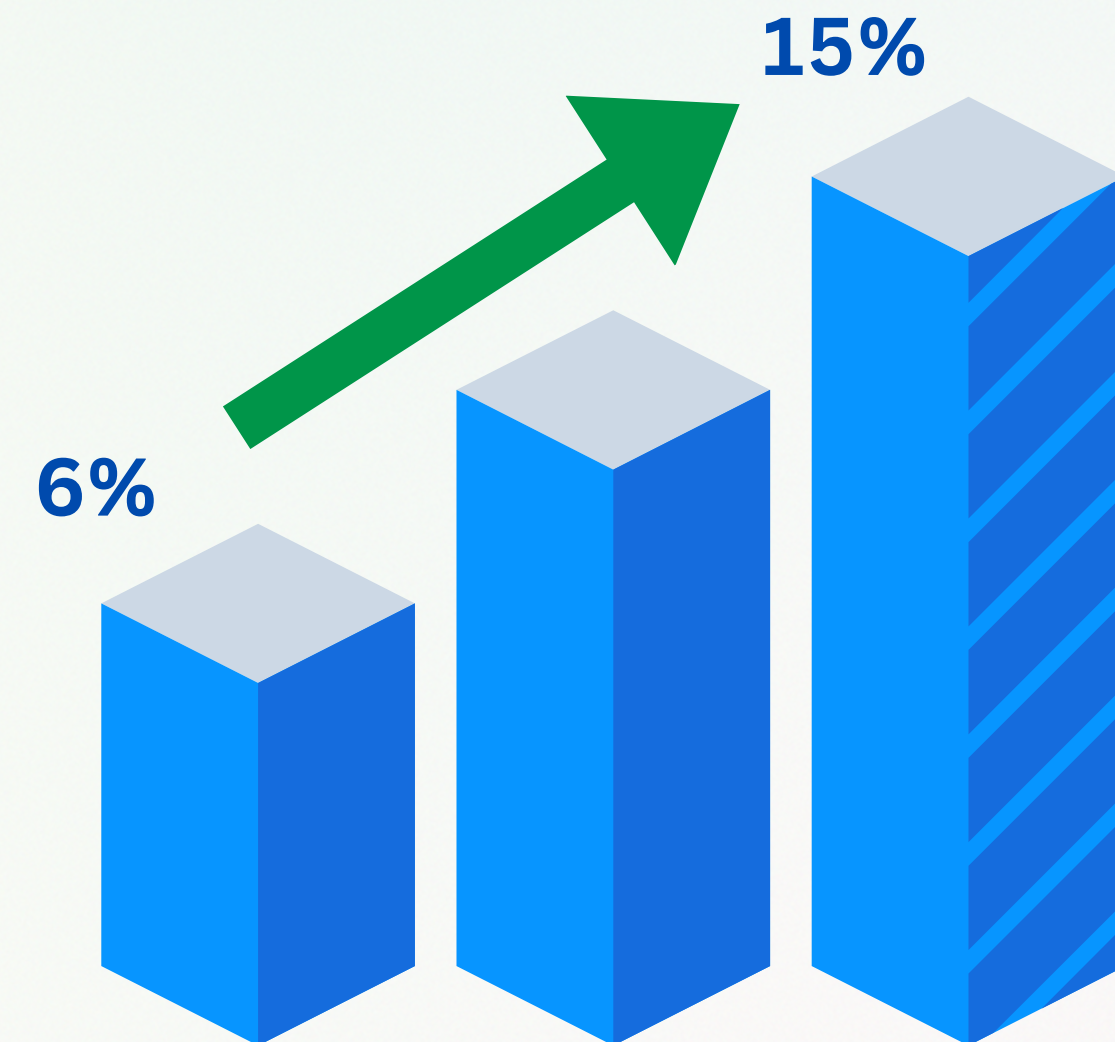
5.45 lakh inch-
km of pipeline
laying

18,336 CNG
stations

Natural Gas Demand

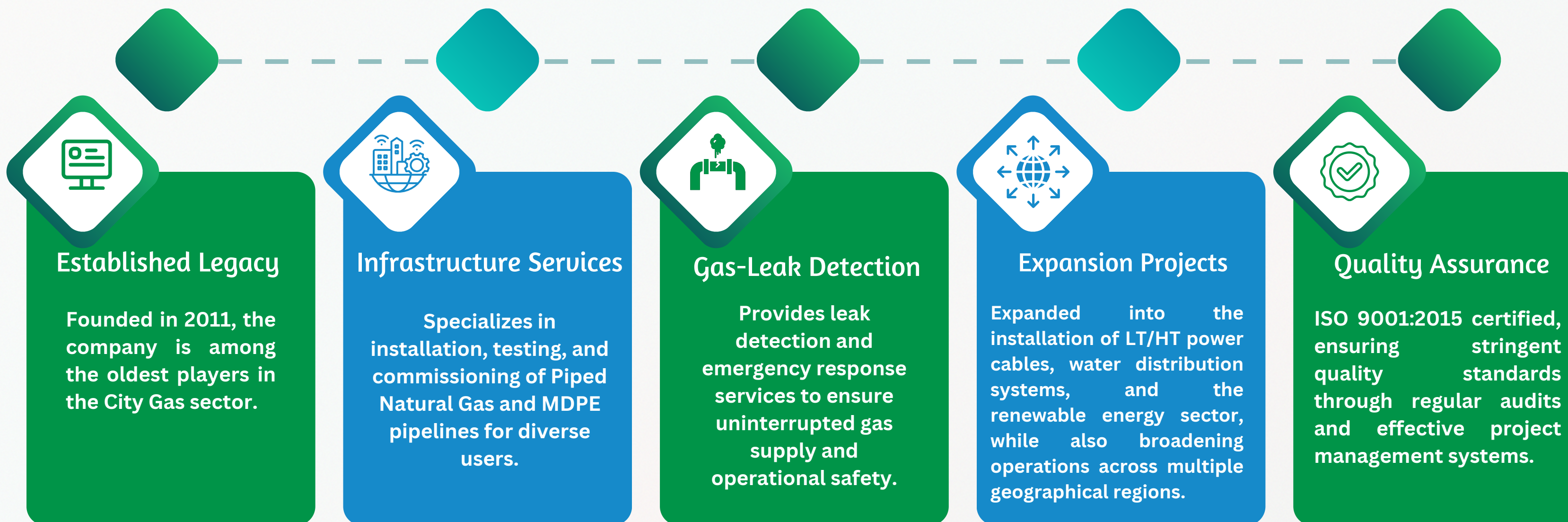
Sector growth

- PNG sector is projected to grow strongly due to urbanization and environmental regulations.
- PNGRB has conducted multiple bidding rounds. Over 300 GAs are now under CGD coverage, aiming to reach ~70% of India's population and ~50% of its area.



Current gas share in
India's energy mix: ~6%
Target: 15% by 2030

Company Overview



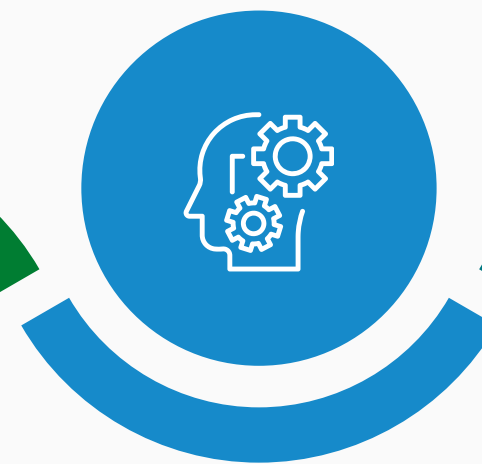
Business Process



**Project Award and
Procurement**



**Execution and
Stage**



**Commissioning and
Handover**



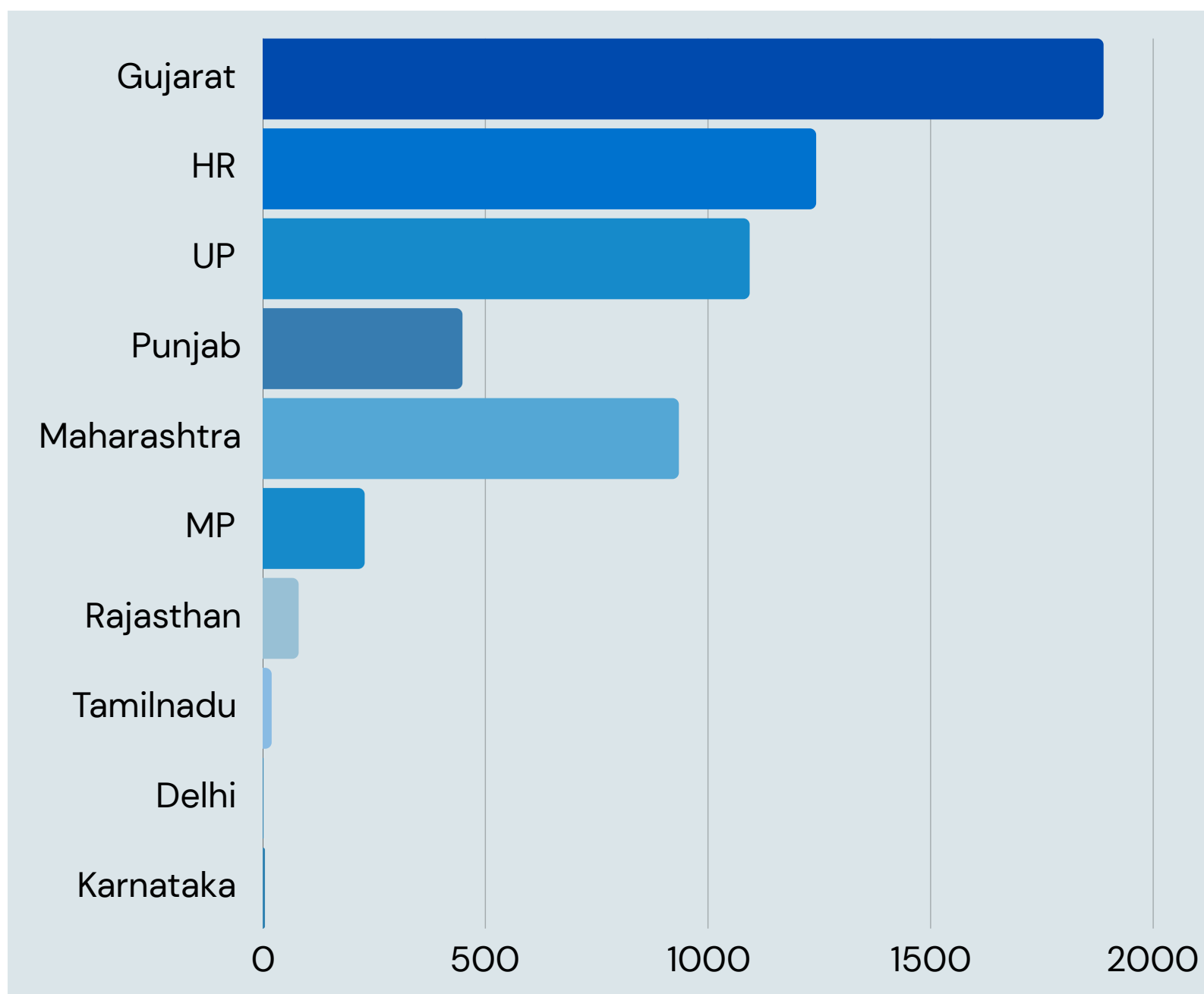
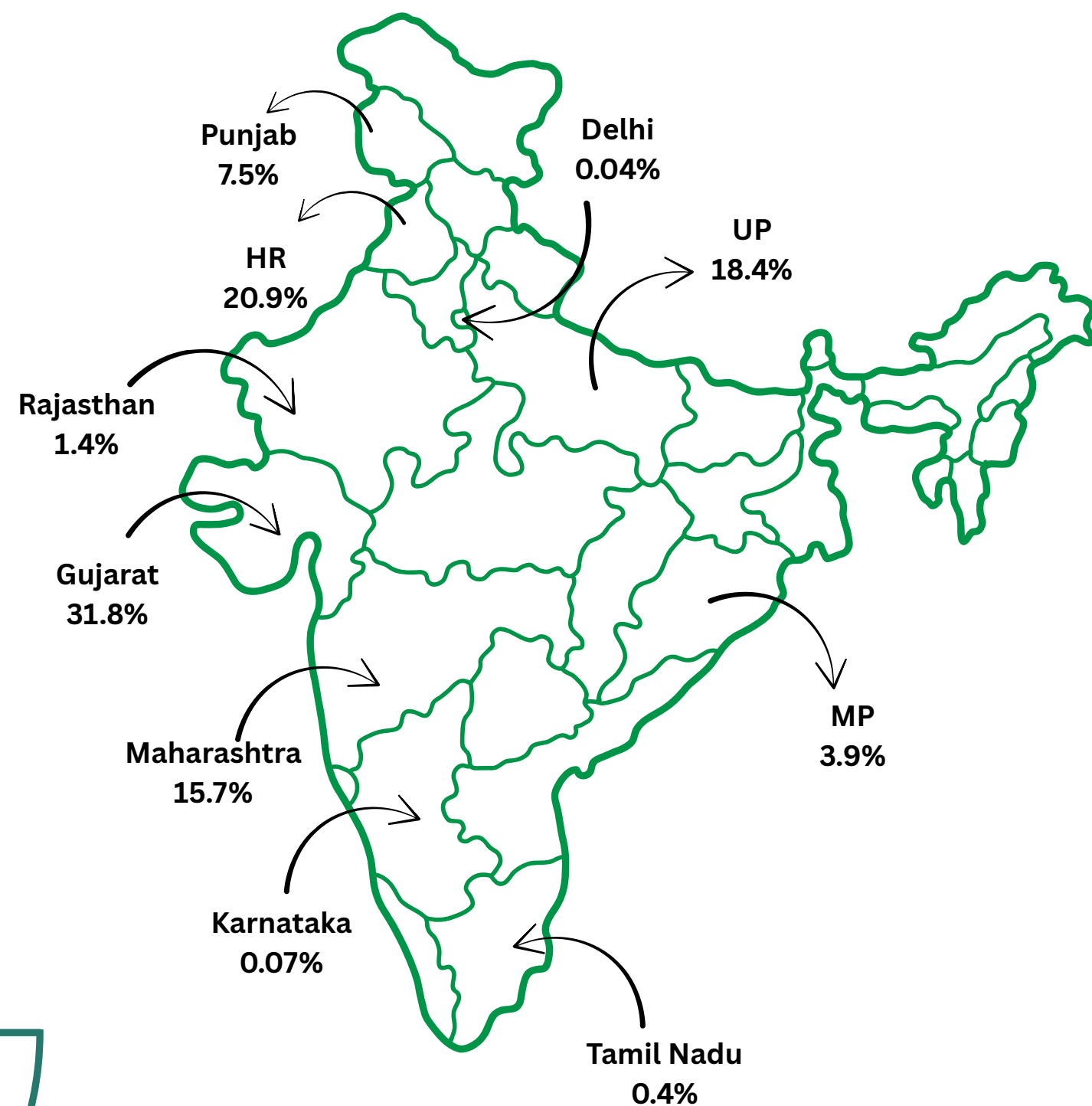
**Mobilization of
Resources**



**Testing and
Certification**



Domestic Presence- State wise revenue breakup



Revenue in INR Lakhs

Milestone



2017

- Got awarded from Gail Gas Limited for execution of domestic PNG connections in Varanasi.

2021

- Got awarded from Adani Total Gas Limited for showcasing the highest level of HSE compliance and being a privileged winner of orange cap.

2022

- Got awarded from Adani Total Gas Limited for showcasing the highest level of HSE compliance and being a privileged winner of orange cap.

2023

- Got awarded by Industry Outlook Magazine as 'One of the Top 10 Service Providers for Oil and Gas Industry.
- Times" in the 'Energy Leadership Award' as Company of the year for City Gas Distribution.
- Order received from Amnex Infotechnologies Pvt. Ltd. for executing connectivity and installation services, including double-walled cable laying, HDPE piping, cabling, and termination for traffic signal lights in Surat under the Smart City Scheme.

2024

- Awarded a project by Adani Green Energy Six Limited for services at Gujarat Hybrid Renewable Energy Park.
- Received an order from PHED for the Jal-Jeevan Mission project in Jhabua, MP, including HDPE piping, overhead tanks, and open well construction.
- Nominated for India's 5,000 Best MSME Awards for quality excellence.

2025

- Listed on BSE SME

BOARD OF DIRECTORS



**MR. PANKAJ PRUTHA
DESAI**

Chairman & Managing Director A seasoned entrepreneur with over 33 years in the natural gas industry. Mr. Pankaj Desai leads Desco Infratech with a focus on business development, project acquisition, operational execution, and vendor establishment. Under his visionary leadership, the company has achieved excellence in cost control, people management, and large-scale infrastructure execution.



**MR. MALHAR PANKAJ
DESAI**

Whole-Time Director With 10+ years in the CGD sector. Mr. Malhar Desai spearheads finance, strategy, and national business development. He also leads capital market planning, investor relations, and risk management. Since 2015, he has driven Desco's expansion across key markets in India while strengthening client relations and operational efficiency.



**MR. SAMARTH PANKAJ
DESAI**

Executive Director with a legal background (BA LLB, Pune) and a sharp business acumen. Mr. Samarth Desai oversees project planning, execution, vendor ecosystem development, and legal compliance. He plays a key role in expanding Desco's presence into new geographies and verticals, and is instrumental in introducing AI-based monitoring systems for enhanced project transparency and governance.

MANAGEMENT TEAM



Mr. Amulya Jena
(Executive Director)



Mr. Kishor Unadkat
(COO)



Ms. Prinkle Jain
(CFO)



Ms. Muskan Khandal
(Company Secretary &
Compliance Officer)



Mr. Jay Charkhawala
(Legal Compliance)



Mr. Bhupendra Patel
(Business Development &
HR Specialist)



Mr. Hozefa Chudawala
(Projects Head, Southern
India)



Mr. Niranjana Patra
(Projects Vice Head,
Northern India)



Mr. Mahesh Patil
(Sr. Projects Head,
Maharashtra)



Mr. Hardik Raichhada
(Procurement)

Our Clients



IndianOil-Adani Gas Pvt. Ltd.

AMNEX



Selan Exploration Technology Limited



KEY BUSINESS HIGHLIGHTS



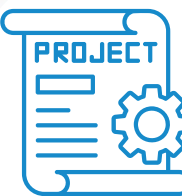
Achieved an 82% increase in pipeline commissioning compared to FY24, marking a significant expansion of infrastructure capabilities.



Recorded a 64% growth in Piped natural gas conversions relative to FY24, enhancing customer reach and domestic penetration.



Delivered a 72% rise in ready for connections over FY24, reflecting accelerated progress in network connectivity.



Significant increase in bid size, now confidently bidding for projects worth over ₹50 Cr in a single bid, compared to much lower bid sizes earlier.



Successfully executed notable expansion in high-priority areas, including Coimbatore, Aurangabad, and East Delhi, strengthening presence in strategic urban markets.



Expanded operations to multiple new states in FY25, successfully generating revenue from regions that previously had no contribution.



Witnessed a notable increase in client base within the PSU including BPCL, IOCL, and HPCL.



Received the prestigious Adani Samarthan Award for upholding the highest safety standards in Faridabad, Haryana, and was felicitated by Shri Mangalani Sir (ATGL).

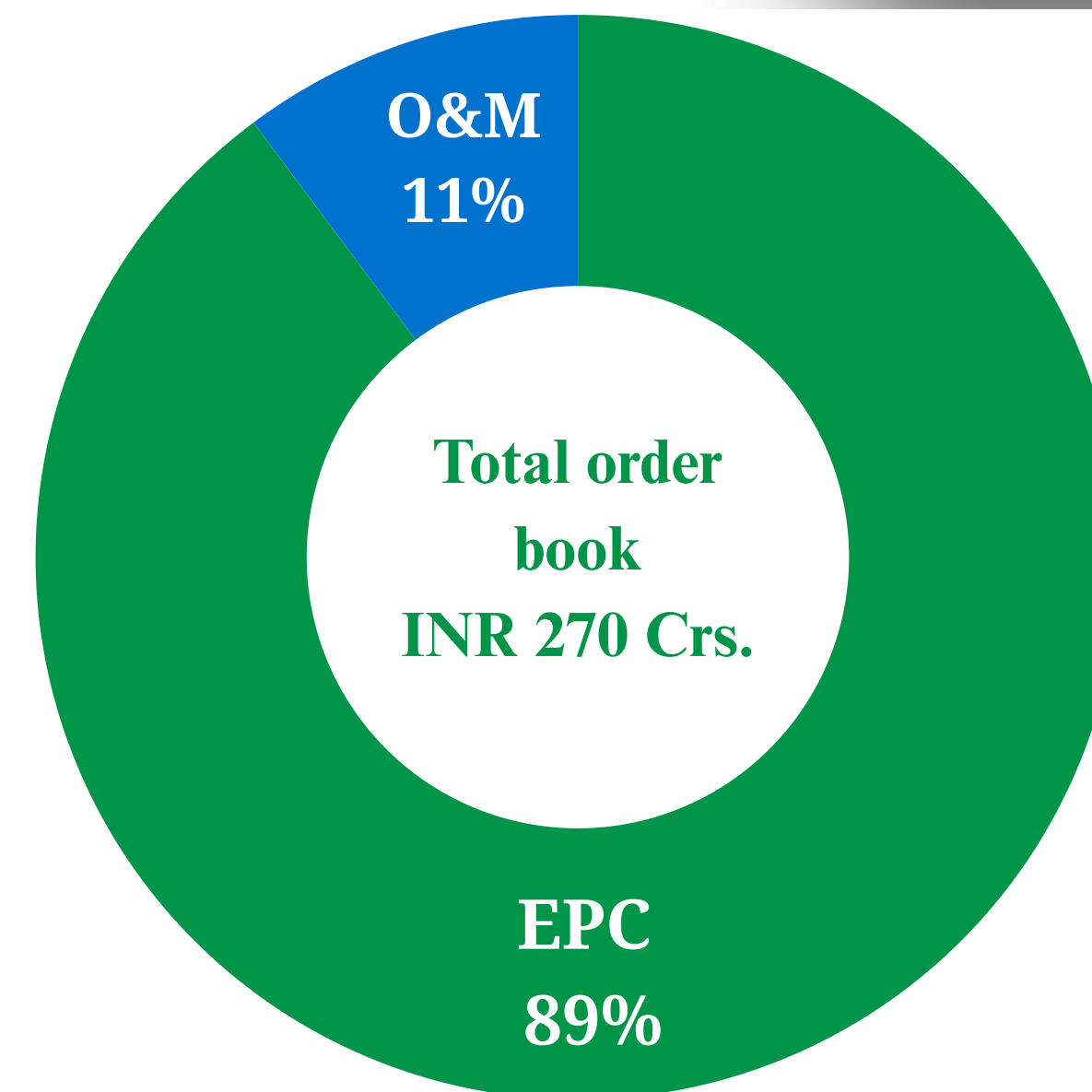
ORDER BOOK SUMMARY

ORDER BOOK AS ON DATE

Total order book as on date: INR 270 crs.

EPC: INR 240 crs.	Avg. execution timeline ~ 18 months
O&M: INR 30 crs.	Avg. execution timeline ~ 24 months
<i>Tender bidden worth: INR 125 crs.</i>	<i>Conversion ratio ~30-40%</i>

FIGURES STATED ARE EXCLUSIVE OF GST

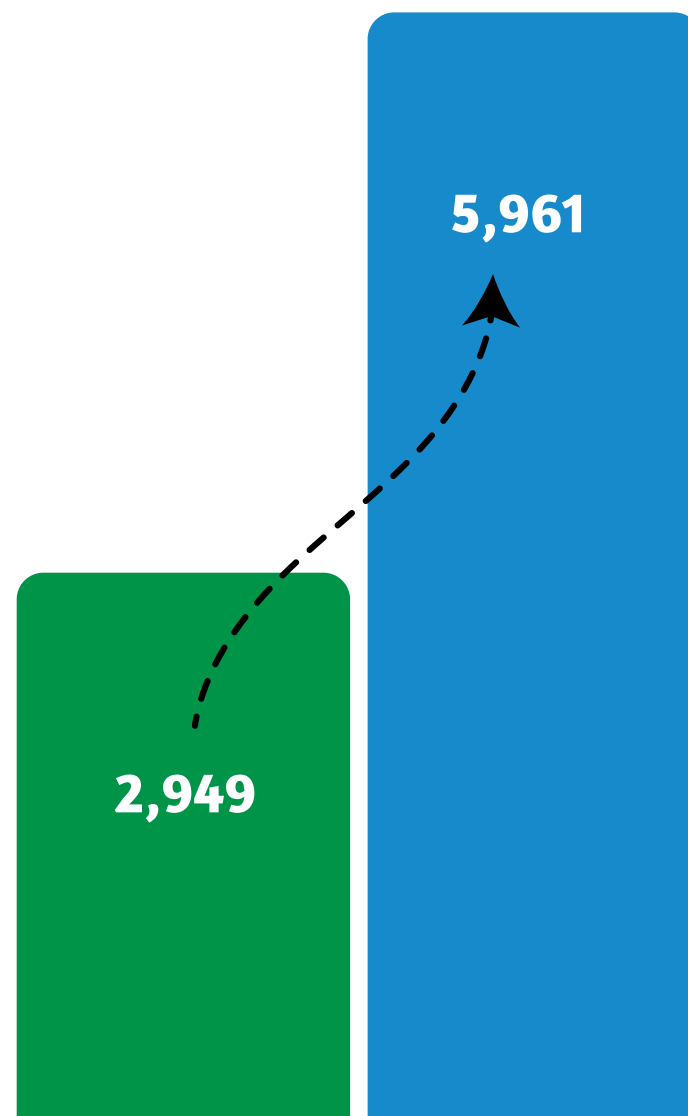


OPERATIONAL HIGHLIGHTS



REVENUE (YOY 102%)

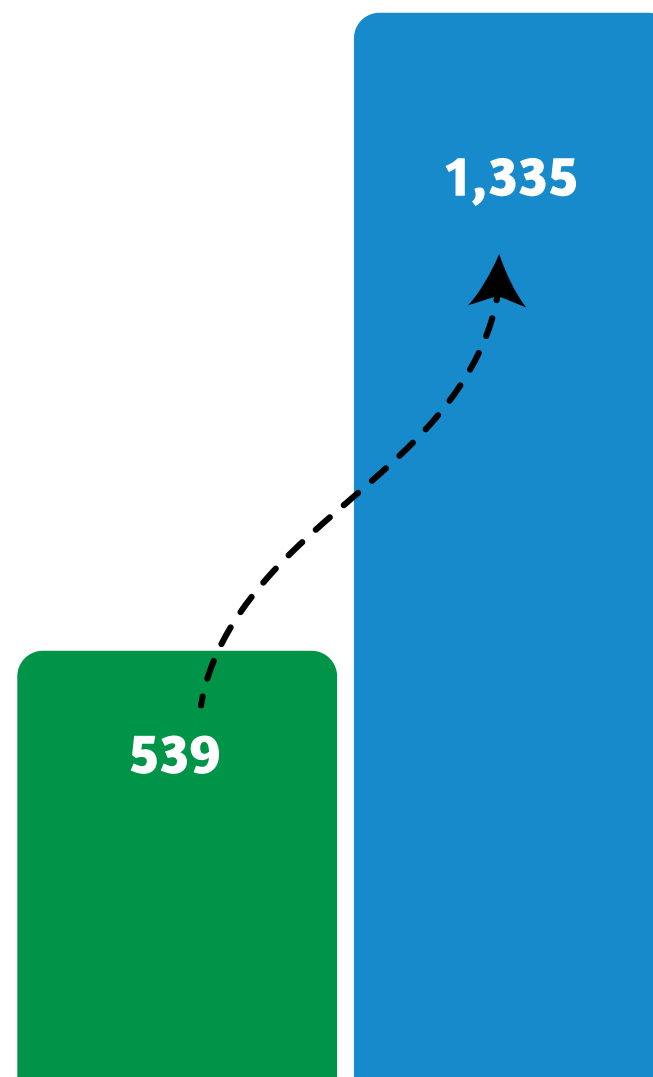
● FY24 ● FY25



Amt. in INR Lakhs

EBITDA (YOY 148%)

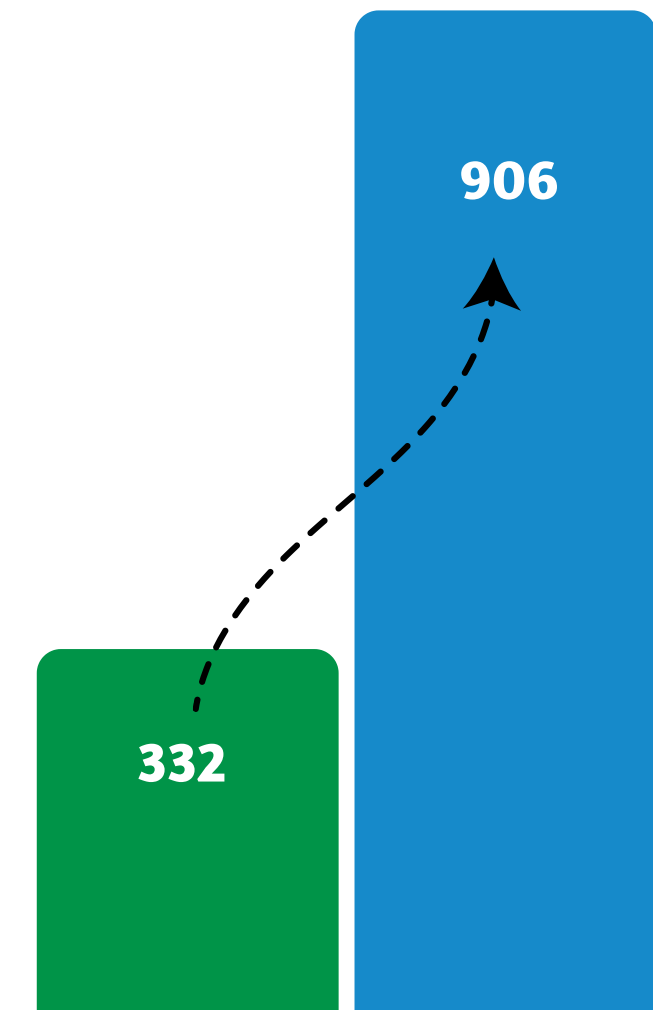
● FY24 ● FY25



Amt. in INR Lakhs

PAT (YOY 173%)

● FY24 ● FY25

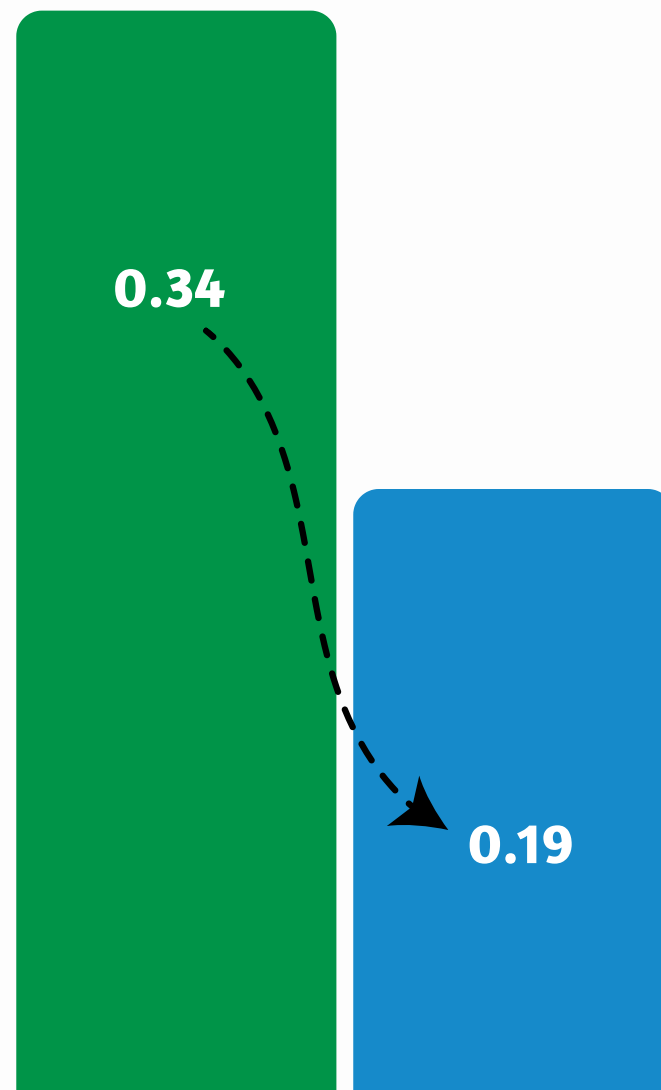


Amt. in INR Lakhs

KEY FINANCIAL RATIOS

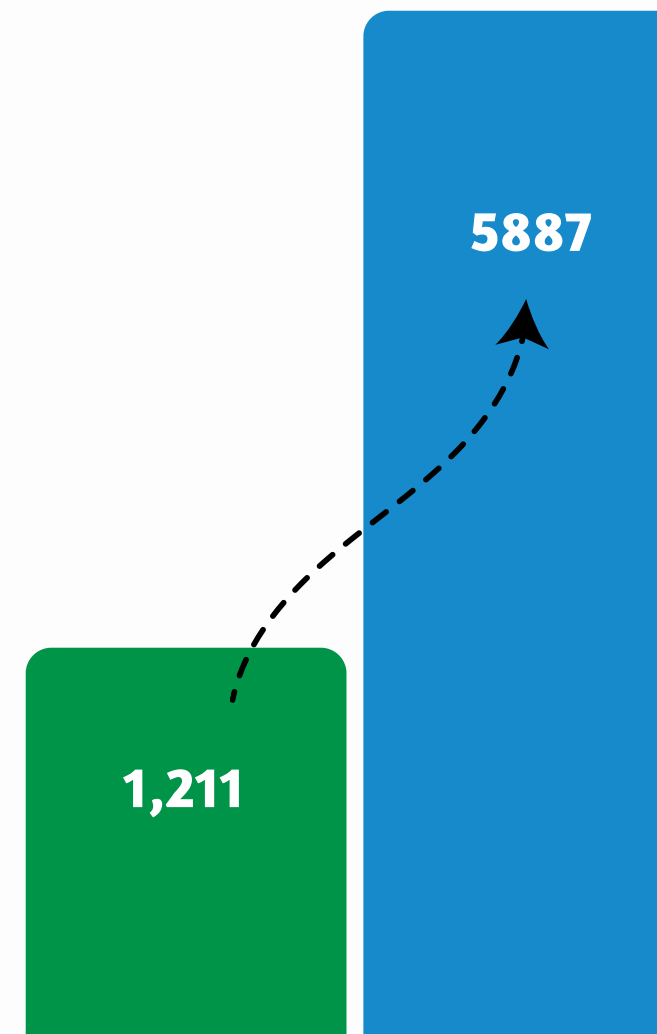
D/E

● FY24 ● FY25



NETWORTH

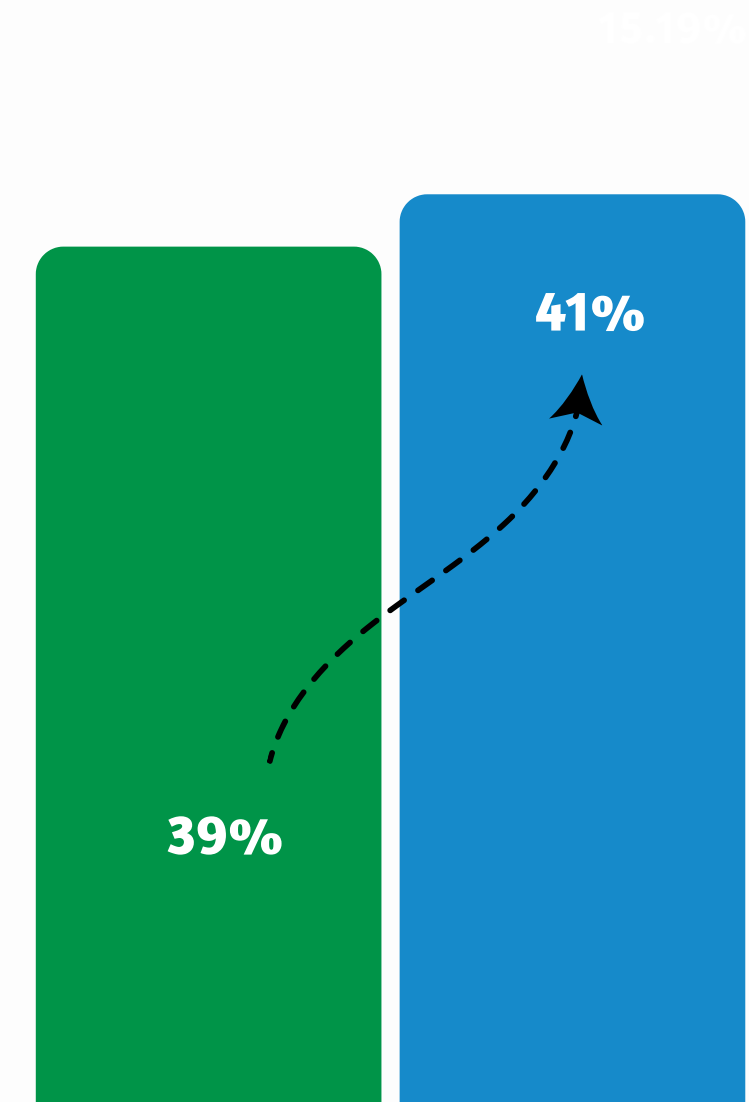
● FY24 ● FY25



Amt. in INR Lakhs

ROE

● FY24 ● FY25



* IPO was launched in the end of the March 2025, so IPO proceeds are ignored in the calculation of ROE

Thank You!

✉ investors@descoinfra.co.in

🌐 <https://descoinfra.co.in/>

📍 A-703, Swastik
Universal, Next to
Valentine Theatre,
Dumas Road, Umra,
Surat, Gujarat- 395007

