



**DESCO
INFRATECH
LIMITED**

INVESTOR PRESENTATION

HY 1-FY-25-26

Desco Infratech Limited, founded in 2011 and headquartered in Surat, Gujarat, has emerged as one of India's most trusted and diversified infrastructure and energy services companies.



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SAFE HARBOUR STATEMENT



Mr. Pankaj Pruthu Desai



ABOUT THE 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. The Company delivered a strong performance in H1 FY2025-26, with revenue rising by 85.74% to ₹4,203.96 lakhs from ₹2,263.46 lakhs in H1 FY2024-25. EBITDA grew by 80.96% to ₹898.89 lakhs, reflecting improved operational efficiency and cost control. PAT margin strengthened to 14.68% from 14.36%, underscoring consistent profitability and disciplined execution. The results highlight sustained growth momentum and a solid foundation for the first half of the year. 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."

MR. PANKAJ PRUTHU 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, operational acquisition, execution, and vendor establishment. The company has achieved excellence in cost control, people management, and large-scale infrastructure execution.

MR. MALHAR DESAI



Whole-Time Director :

A dynamic second-generation entrepreneur, Mr. Malhar Desai brings over a decade of experience in the CGD and infrastructure sector. He plays a pivotal role in finance, strategy, and investor relations, driving Desco's growth with fresh perspective and disciplined execution. Carrying forward his father's legacy, Malhar has been instrumental in expanding Desco's national footprint, strengthening investor confidence, and shaping the company's long-term vision for sustainable value creation.

MR. SAMARTH DESAI



Executive Director :

A young and dynamic second-generation leader with a legal background (BA LLB, Pune), Mr. Samarth Desai brings a sharp, hands-on approach to project planning, execution, and vendor development. Known for his prompt decisions and result-oriented mindset, he is steadily making his mark by driving operational excellence and carrying forward the company's growth vision with commitment and energy.

ABOUT THE COMPANY



ESTABLISHED LEGACY

Founded in 2011, the company is among the oldest players in the City Gas sector.



INFRASTRUCTURE SERVICES

Specializes in installation, testing, and commissioning of Piped Natural Gas and MDPE pipelines for diverse users.



GAS-LEAK DETECTION

Provides leak detection and emergency response services to ensure uninterrupted gas supply and operational safety



EXPANSION PROJECTS

Expanded into the installation of LT/HT power cables, water distribution systems, and the renewable energy sector, while also broadening operations across multiple geographical regions.



QUALITY ASSURANCE

ISO 9001:2015 certified, ensuring stringent quality standards through regular audits and effective project management systems.

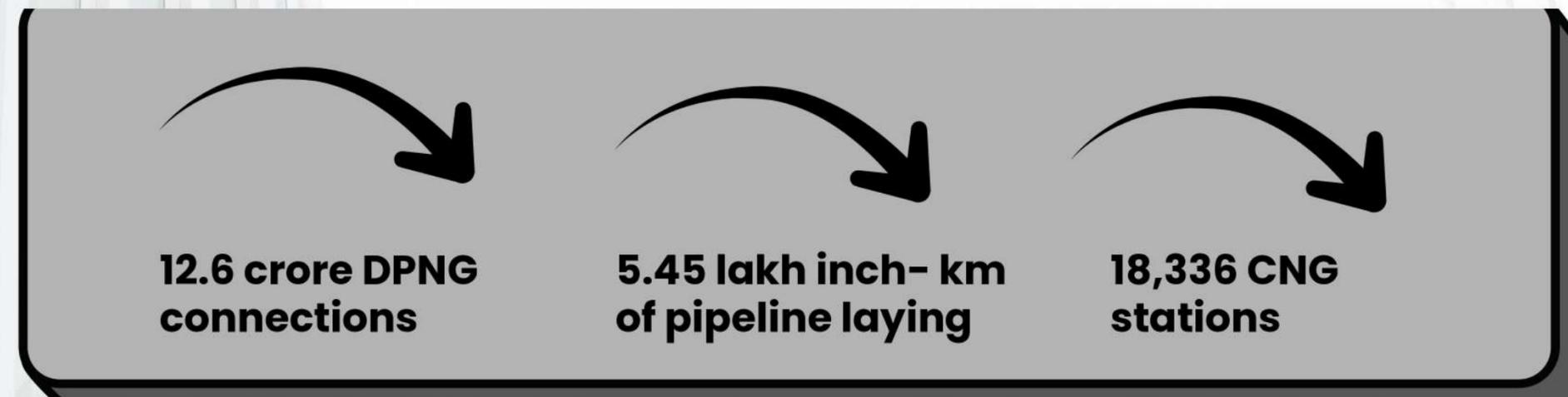


NATURAL GAS- A RESOURCES AT FULL POTENTIAL

- **Key contributor in revenue generation and job creation in India .**
- **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.**

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

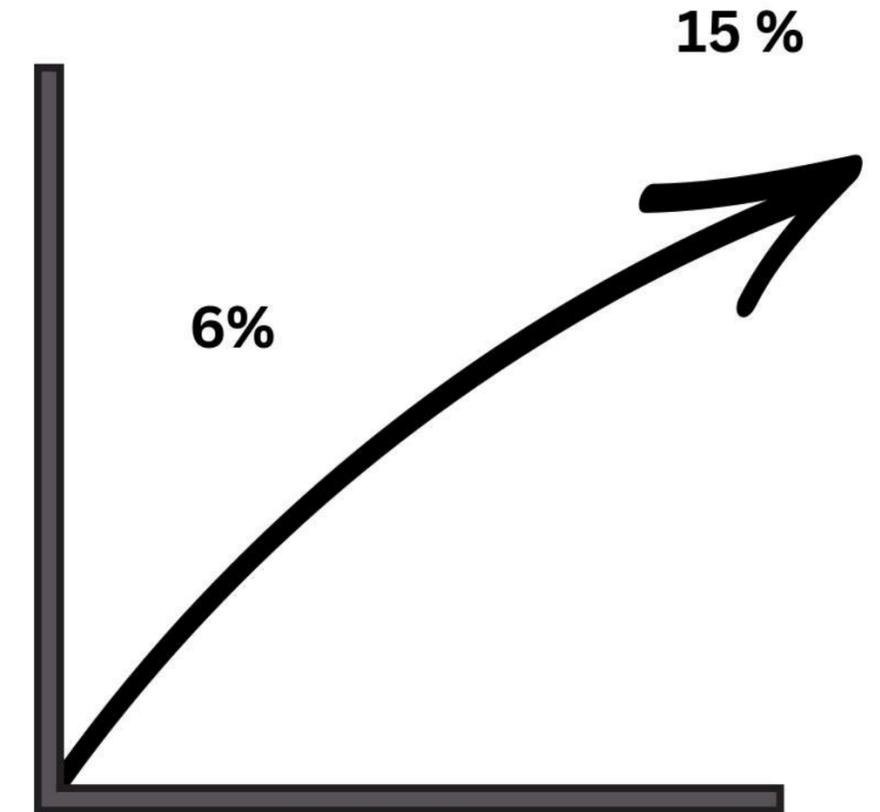
**EXPANDING
INFRASTRUCTURE
NATIONWIDE**



NATURAL GAS DEMAND

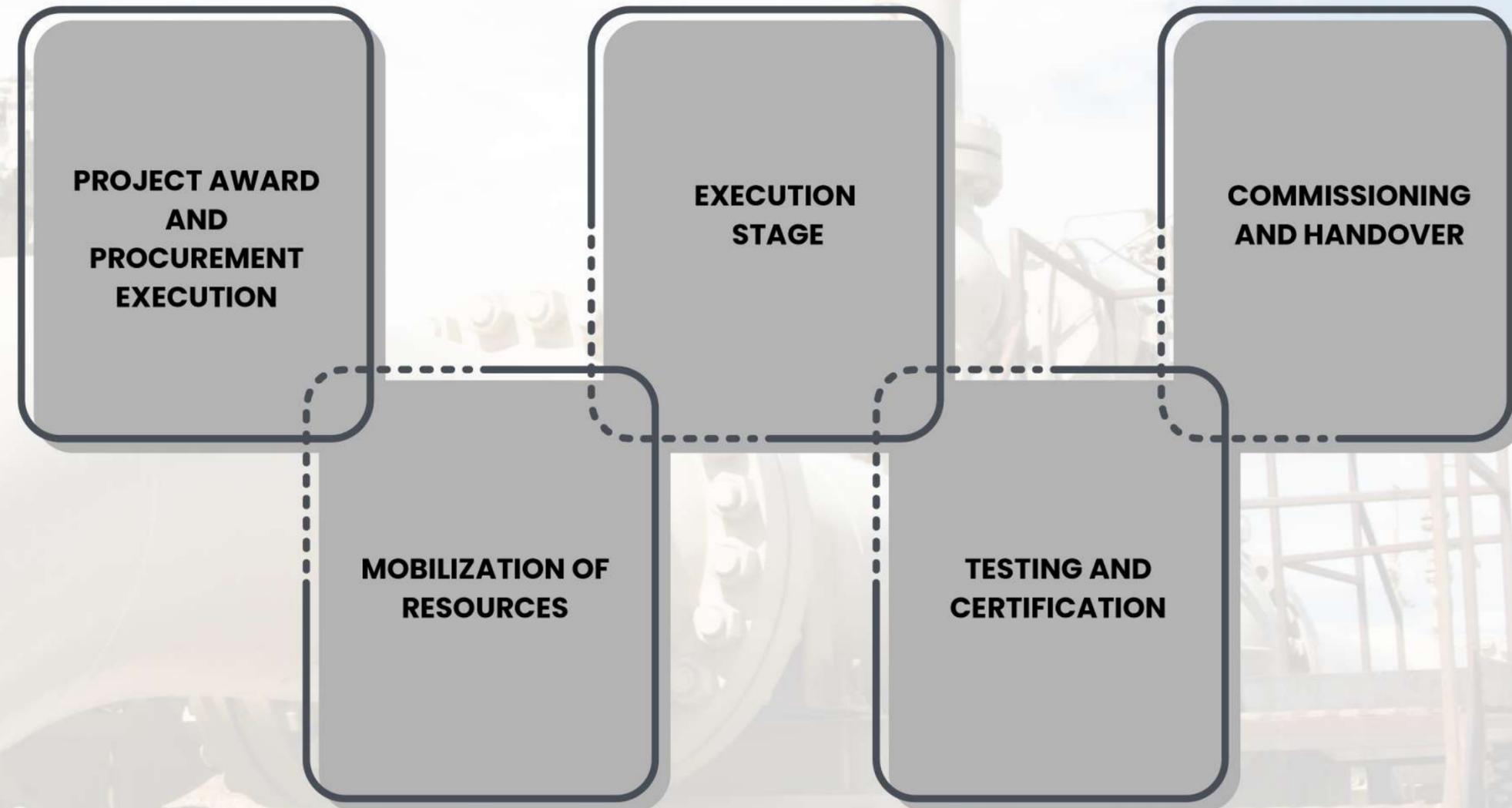
SECTOR GROWTH

- 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**

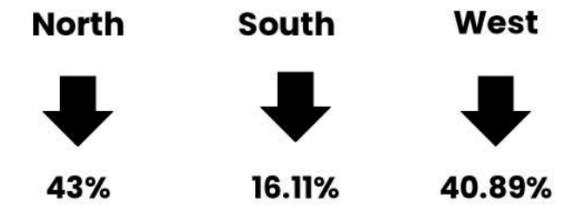
**BUSINESS
PROCESS**



**DOMESTIC
PRESENCE-
STATE WISE
REVENUE
BREAKUP**



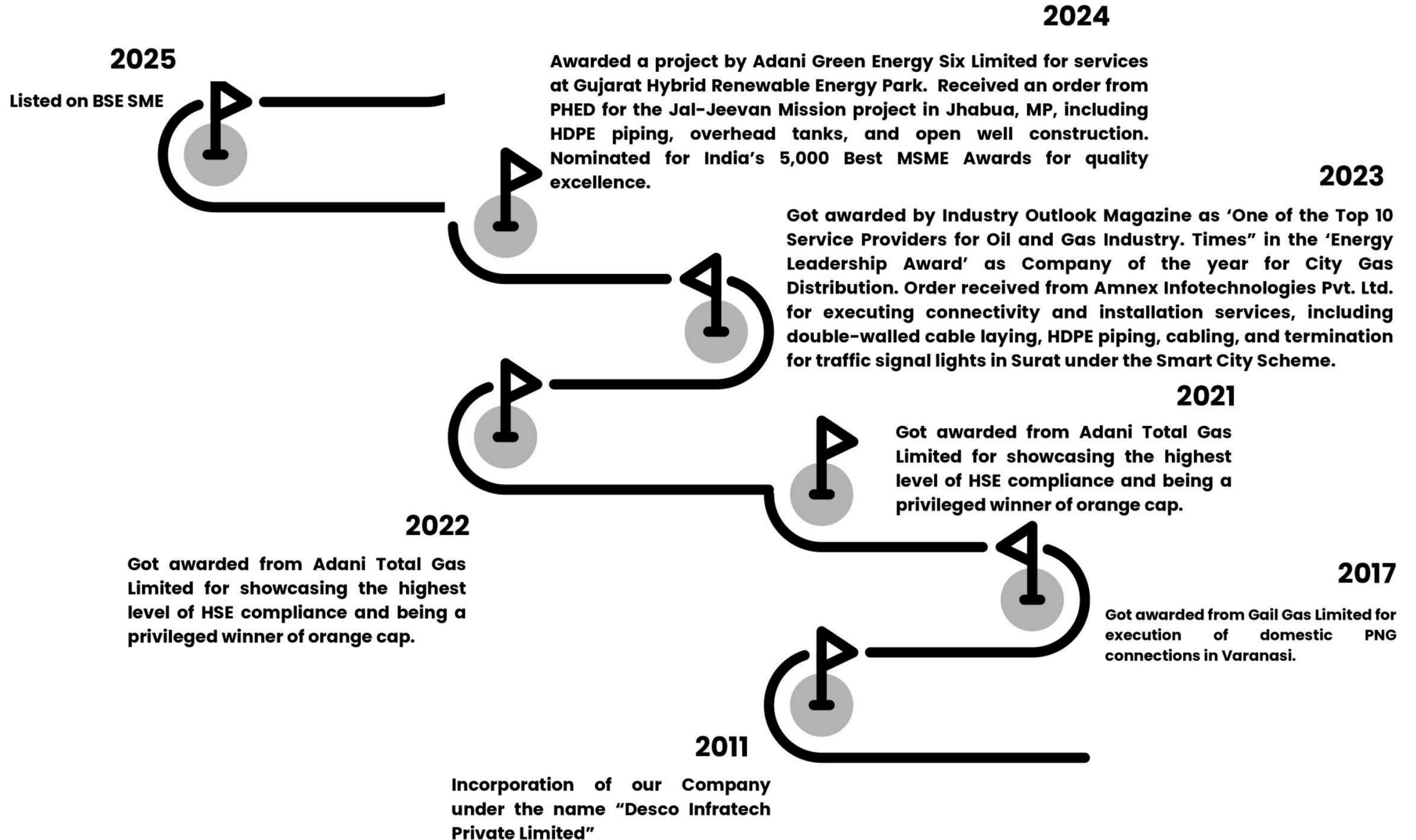
ZONE WISE SALES BREAKUP



KEY BUSINESS HIGHLIGHTS

- **In the Southern region, the Company had earlier guided for ~20% growth, however, based on the current order book and execution pipeline, the growth is expected to surpass 40%, driven by strong customer response and project wins.**
- **Vision is to Become a ₹1,000 crore company with strong margins and a diverse project portfolio. Growth fueled by execution excellence, sustainability, and digital innovation—positioning us as a leader in India’s infrastructure sector.**
- **The Company has entered the Power and Transmission segment with multiple orders, advancing diversification and tapping into India’s infrastructure and energy growth.**
- **The Company surpassed its entire H1 FY2024-25 sales within Q1 FY2025-26, highlighting strong demand, improved execution, and enhanced operational efficiency.**
- **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.**
- **Received the prestigious Adani Samarthan Award for upholding the highest safety standards in Faridabad, Haryana, and was felicitated by CEO Shri. Manglani Sir (Adani Total Gas Limited).**
- **PNG Gas meter installations recorded a remarkable 599% increase in H1 FY26 over H1 FY25, reflecting substantial expansion and operational momentum and recorded a 50% growth in piped natural gas conversions relative to H1 FY25, enhancing customer reach and domestic penetration.**

MILESTONES



DESCO BIO GREEN PRIVATE LIMITED

- A new subsidiary, Desco Bio Green Private Limited, has been incorporated under Desco Infra to undertake projects in the Compressed Bio Gas (CBG) sector.
- The subsidiary will focus on production, processing, and distribution of Compressed Bio Gas, leveraging sustainable technologies to convert organic and agricultural waste into clean energy.
- This initiative aligns with the Government of India's "SATAT" (Sustainable Alternative Towards Affordable Transportation) program and supports the Company's vision of contributing to a greener and energy-efficient future.



- **YET TO COMMENCE COMMERCIAL OPERATIONS**

EXECUTION OF MOU WITH KPI GREEN HYDROGEN AND AMMONIA PRIVATE LIMITED AND NAVERIYA GAS PVT. LTD. FOR HYDROGEN-NATURAL GAS BLENDING PROJECTS AND INFRASTRUCTURE DEVELOPMENT

**MEMORANDUM OF
UNDERSTANDING**

PURPOSE OF PARTNERSHIP

The purpose of this MoU is to establish a strategic collaboration among the three companies to explore and implement projects for blending green hydrogen with natural gas a key step toward India's clean energy transition and decarbonization goals.



THIS COLLABORATION POSITIONS DESCO INFRATECH LIMITED AMONG EARLY MOVERS CONTRIBUTING TO INDIA'S EMERGING GREEN HYDROGEN ECOSYSTEM. IT ALIGNS WITH OUR COMMITMENT TO CONTRIBUTE TO A SUSTAINABLE ENERGY FUTURE AND REINFORCES OUR STRATEGIC ROADMAP TOWARDS INNOVATION IN CLEAN ENERGY TECHNOLOGIES.

MEMORANDUM OF UNDERSTANDING

KPI Green Hydrogen and Ammonia Private Limited will be responsible for project investments and financial commitments, including the development of the renewable energy and green hydrogen infrastructure.

Desco Infratech Limited (our Company) will act as the technology partner, bringing core expertise in hydrogen generation, compression, blending, and delivery systems

Naveriya Gas Pvt. Ltd will contribute its domain experience in city gas distribution and natural gas pipeline infrastructure.

In addition to blending projects, the Parties will jointly explore the business potential for establishing hydrogen compressor stations for use in vehicular fuel infrastructure along national highways.

FINANCIAL PERFORMANCE

(Amt in lakhs)

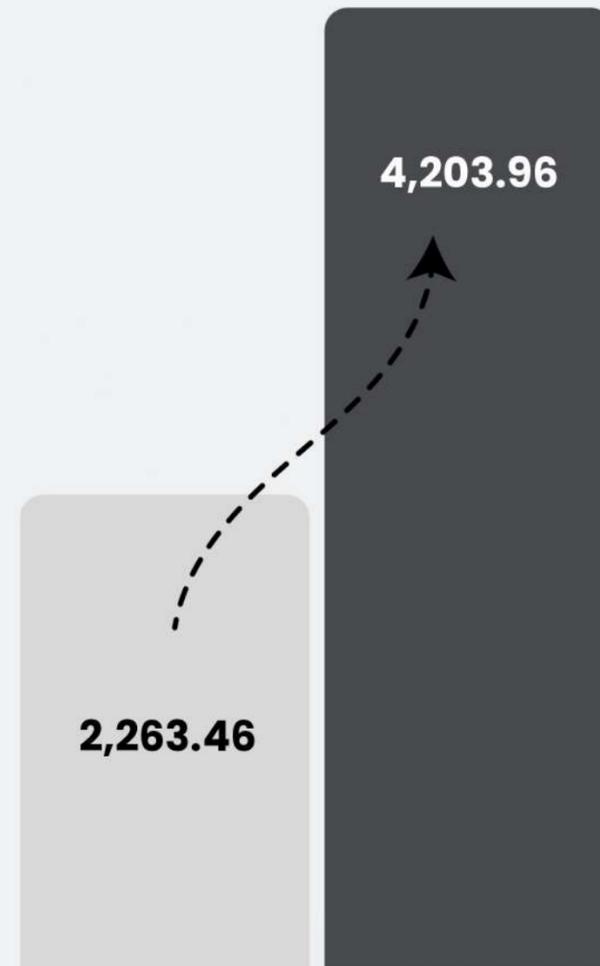
PARTICULARS	H1 FY25-26	H1 FY24-25	YOY
TOTAL REVENUE	4,203.96	2,263.46	85.74%
PAT	617.14	324.93	89.93%
EBITDA	898.89	496.68	80.96%
EBITDA MARGINS	21.38%	21.94%	(56 bps)
PAT MARGINS	14.68%	14.36%	32 bps

PERFORMANCE

**OPERATIONAL
HIGHLIGHTS**

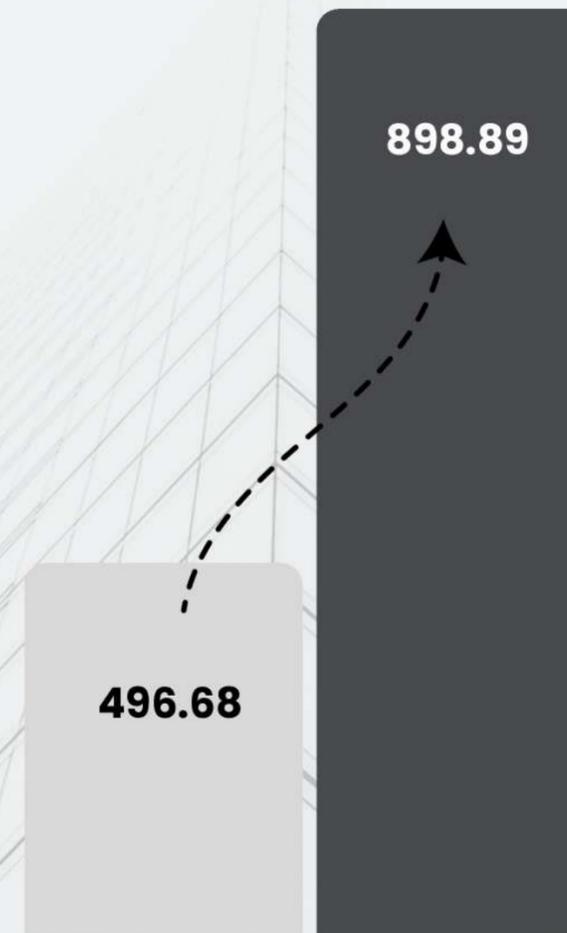
Revenue (YOY 85.74%)

● HY24-25 ● HY25-26



EBITDA (YOY 80.96%)

● HY24-25 ● HY25-26



PAT (YOY 89.93%)

● HY24-25 ● HY25-26



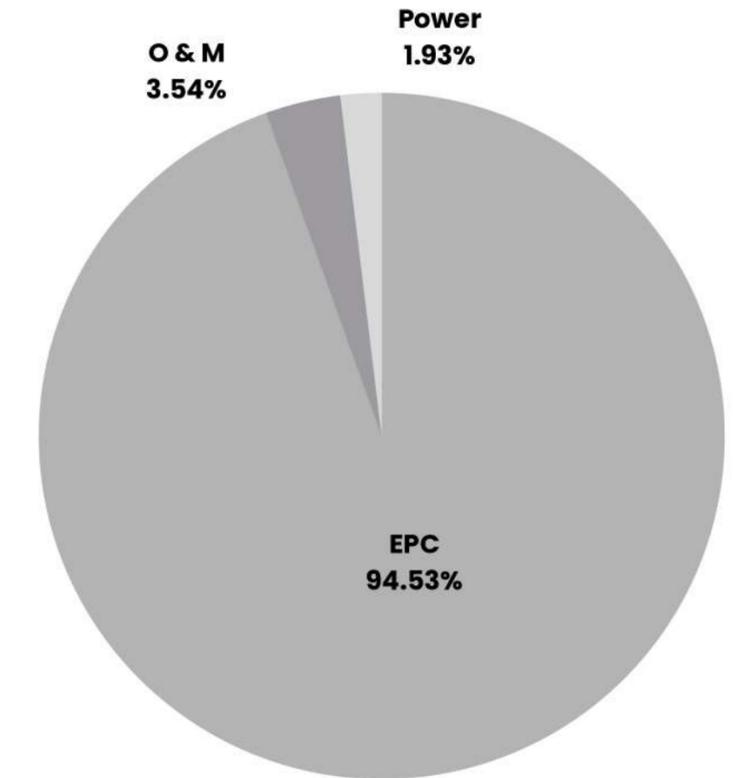
(Amt in lakhs)

ORDER BOOK AND GROWTH OUTLOOK

**ORDER
BOOK
AND
GROWTH
OUTLOOK**

Total order book : INR 345 + crs.	
EPC: INR 326.61 crs.	Avg. execution timeline ~ 18 months
O&M: INR 12.22 crs.	Avg. execution timeline ~ 24 months
Power & Transmission: INR 6.66 crs.	Avg. execution timeline ~ 15-18 months

Figures Stated Are Inclusive Of GST



Total order book INR 345 + Crs.

Tender bidden worth: INR 413.67 Crs.

Conversion ratio ~30-40%

- The company has entered FY26 with a robust order book of Rs. 345 crore plus, providing strong visibility for the next 18–24 months.
- Early indications for FY27 are encouraging, with repeat business from key clients and expansion into new markets expected to further strengthen the order book.

Financial Strength and Liquidity

- Our balance sheet remains strong, with a very negligible debt-to-equity ratio of 0.10:1, ensuring financial stability and flexibility for growth.
- With well-structured working capital facilities and solid financial backing, the Company is well-positioned to capture growth opportunities without constraints.
- The company maintains a comfortable liquidity position, ensuring timely execution of projects and the ability to invest in strategic initiatives without strain.
- Continuous focus on capital efficiency, disciplined spending, and strategic investments positions the company to deliver value to shareholders while supporting long-term business growth.

Key Message:

The Company enters FY26 and FY27 from a position of strength — well-capitalized, strategically flexible, and operationally disciplined, with a robust order pipeline and funding capacity to deliver sustainable growth and value creation for shareholders.



**OUR
CLIENTELE**





**OUR
CLIENTELE**



MANAGEMENT TEAM



Mr. Amulya Jena
(Executive
Director)



Mr. Kishor Unadkat
(COO)



Mr. Rushabh
Mashkaria
(CFO)



Ms. Muskan Khandal
(Company Secretary
& Compliance
Officer)



Mr. Jay
Charkhawala
(Administrative)



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
(Manager
Procurement)

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THANK YOU