

**Ref No: PSPPROJECT/SE/90/20-21**

**January 27, 2021**

Corporate Relations Department  
BSE Limited  
Floor 25, P.J. Towers,  
Dalal Street, Mumbai- 400 001  
Scrip code: 540544

Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai – 400 051  
Scrip Symbol: PSPPROJECT

Dear Sir/Madam,

**Subject: Investor Presentation for Q3FY21**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation for the quarter and nine months ended December 31, 2020.

Kindly take the same on your record.

Thanking You,

**For PSP Projects Limited**



**Mittali Christachary**  
Company Secretary and Compliance officer



Encl: As above



PSP

*Build to Last*

# PSP PROJECTS LIMITED

Corporate Presentation

January 2021

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# Recent Awards

**Felicitation by TV9 Network  
for significant contribution  
towards AATMANIRBHAR  
BHARAT**



# PSP Projects Limited | A Snapshot

- ❖ Incorporated in August 2008, PSP Projects Limited is a construction company offering a diversified range of construction and allied services
- ❖ One-Stop-Shop solution providing planning and design to construction and post-construction solutions
- ❖ Proven track record in delivering on-time and quality projects across diverse industry segments and projects
- ❖ Leveraging technology and best industry practices
- ❖ Focus on industrial, institutional and high profile government projects
- ❖ Long-standing relationships with customers who have provided repeat business
- ❖ Promoter has over 22 years of experience in the industry
- ❖ **Consolidated Financials : Q3 FY21 (Rs. Lakhs) | Revenue : INR 39,016 ; EBITDA : INR 4,485 ; PAT : INR 2,868.**



12

Years of existence

153

Projects completed\*

44

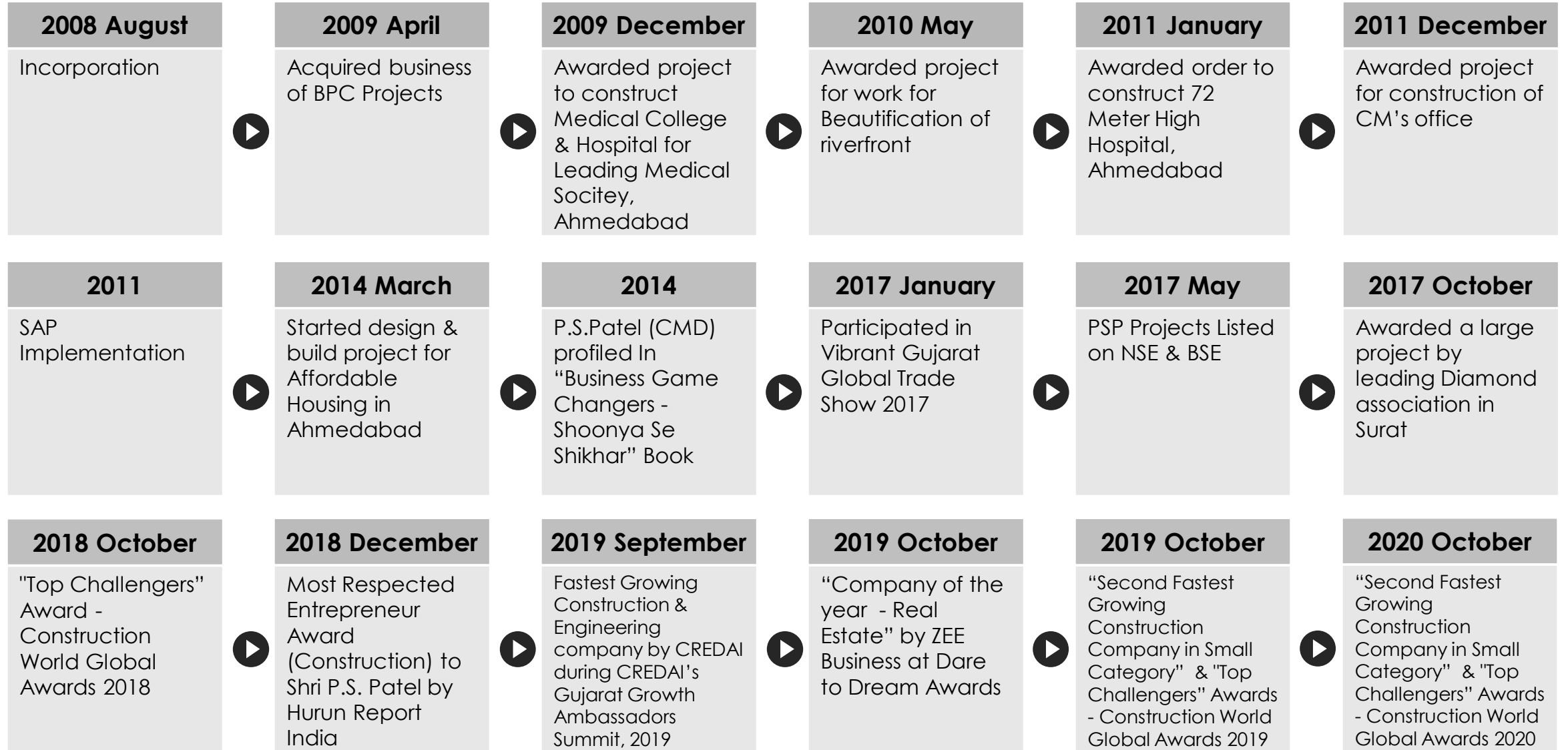
Projects under execution\*

2,52,113

(Rs. Lakhs) Order book\*

\* As on Dec 31, 2020

# Our Journey at a Glance







**COMMERCIAL BUILDING AT GIFT CITY**



**ZYDUS CORPORATE HOUSE AT AHMEDABAD**



**PUNISKA HEALTHCARE PLANT**



**BANGALORE MILK UNION DAIRY PLANT AT KANAKPURA,  
KARNATAKA**



**GRAND MERCURY HOTEL AT GIFT CITY  
FOR BRIGADE GROUP**



**MEDICAL COLLEGE AND HOSPITAL FOR  
DHARAMSINGH DESAI UNIVERSITY (DDU)**





**GOVERNMENT OFFICE BUILDING**



**RIVER FRONT DEVELOPMENT**



**HOSPITAL PROJECT**



**BRIGADE INTERNATIONAL  
FINANCIAL CENTRE AT GIFT CITY**



**ZYDUS HOSPITALS**



**DAIRY PROJECT**



**AFFORDABLE HOUSING PROJECT**



**GOVERNMENT PROJECT**





# OUR KEY STRENGTHS

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# Our Key Strengths



Track Record of Successful Project Execution



Robust Order Book and Growing Pre-qualification Credentials



Long-standing Relationships with Customers, providing Repeat Business



One-stop-shop Solution from Planning to Design to Construction to Fit Out



Backed by Investments in Hard and Soft Infrastructure

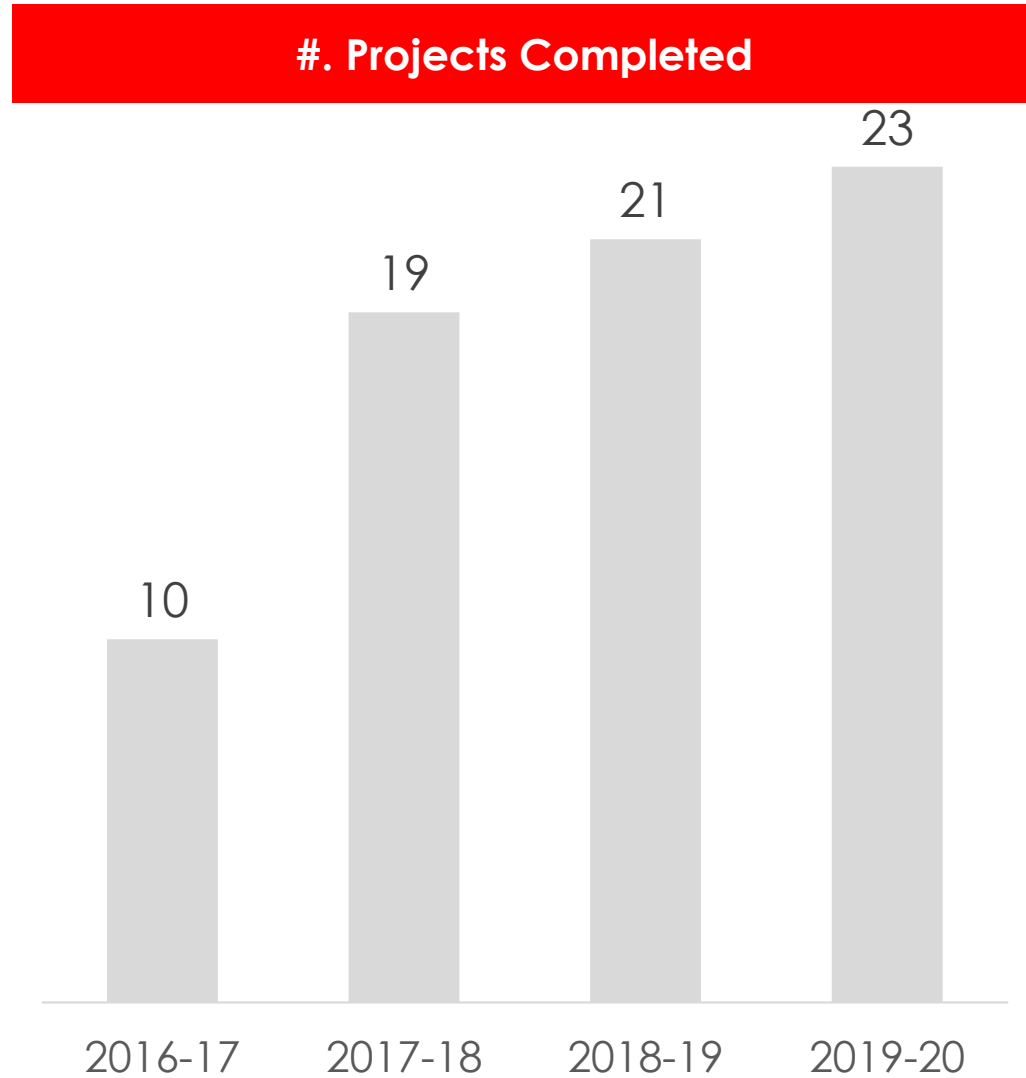


Promoter with Several Decades of Experience, Supported by Experienced Professionals



Robust Financial Performance and Financial Strength

# Strong Track Record of Successful Project Execution (1/2)



- Frugal cost structure; enhanced competitiveness

- Active promoter involvement; enhanced client assurance

- Track record of timely project completion

- Large and multiple project management capability



# Strong Track Record of Successful Project Execution (2/2)



## Industrial Projects

Construction of industrial buildings for Pharmaceutical, Food Processing, Engineering as well as other manufacturing facilities

Constructed industrial facilities for Pharmaceuticals Cos., Tyre Co. Dairy Cos., Engineering Co., etc.

**Number of Projects Completed - 56**



## Institutional Projects

Construction of buildings for Hospitals and Healthcare services, Educational Institutes, Malls, Hospitality services and Corporate Offices

Constructed several Hospitals across Gujarat, Commercial Projects at GIFT City, Educational & Hostel building for Leading Education Institutes; etc.

**Number of Projects Completed - 59**



## Government Projects

Focus only on prestigious government projects

Executed projects including CM's Office, Riverfront Development project, Renovation of Vidhansabha Building

**Number of Projects Completed - 22**



## Government Residential Projects

Execution of prestigious government affordable residential projects

Design-build of affordable high-rise residential buildings cum commercial under the Mukhya Mantri GRUH Yojana

**Number of Projects Completed - 3**



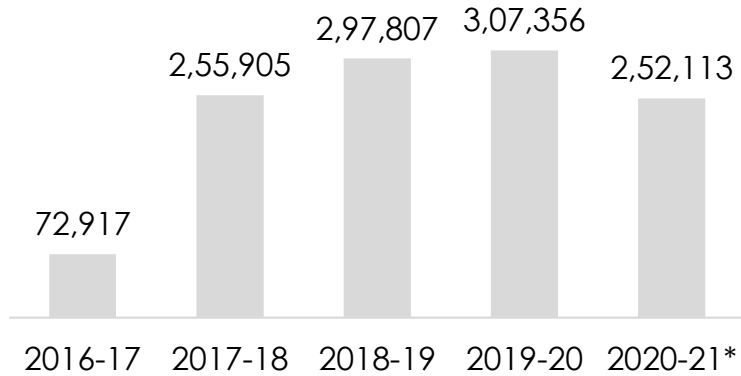
## Residential Projects

Construction of buildings for Group Housing and Townships  
Construction of Independent Residences for select private customers

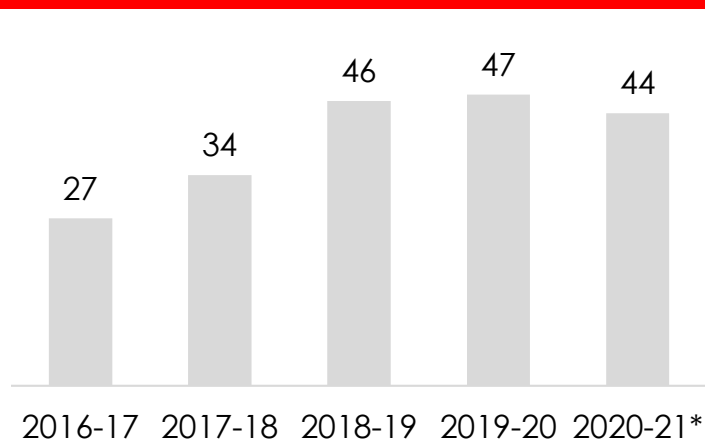
**Number of Projects Completed - 13**

# Robust Order Book and Growing Pre-Qualification Credentials

## Growing Order Book (INR Lakh)

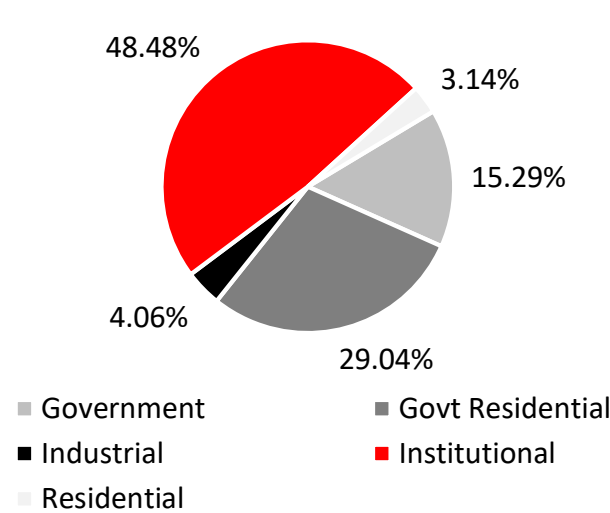


## Growing Order Book (#. of Projects)

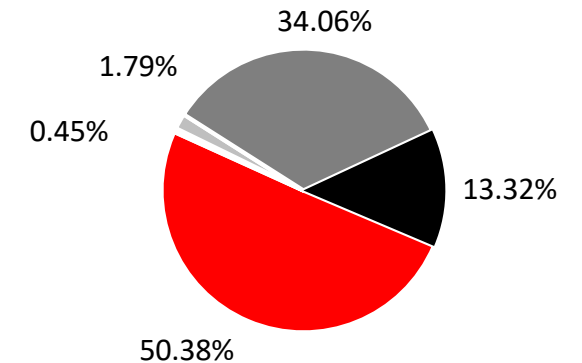
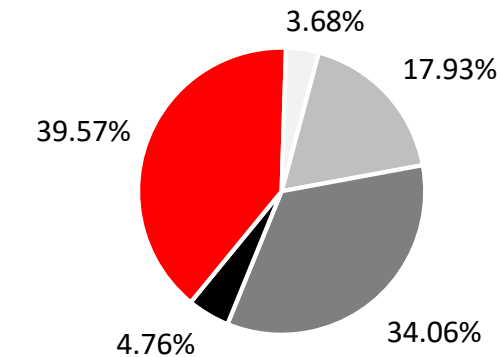
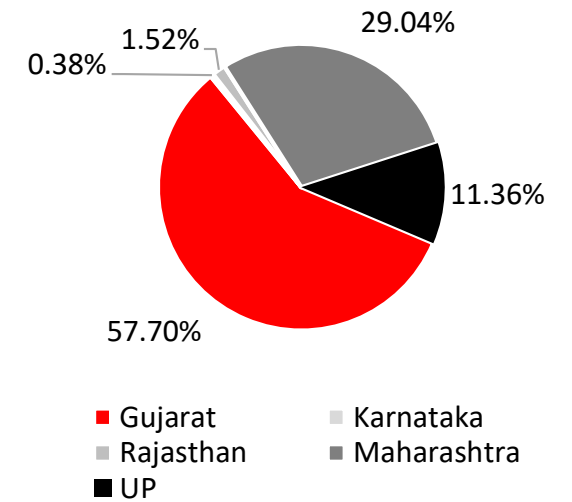


## Category Wise

Work on Hand - Rs. 2,52,113 Lakhs | Dec 31, 2020



## Geographical



Work on Hand Rs. 2,14,941 Lakhs | Dec 31, 2020 (Excl. Surat Diamond Bourse)

\* As on Dec 31, 2020

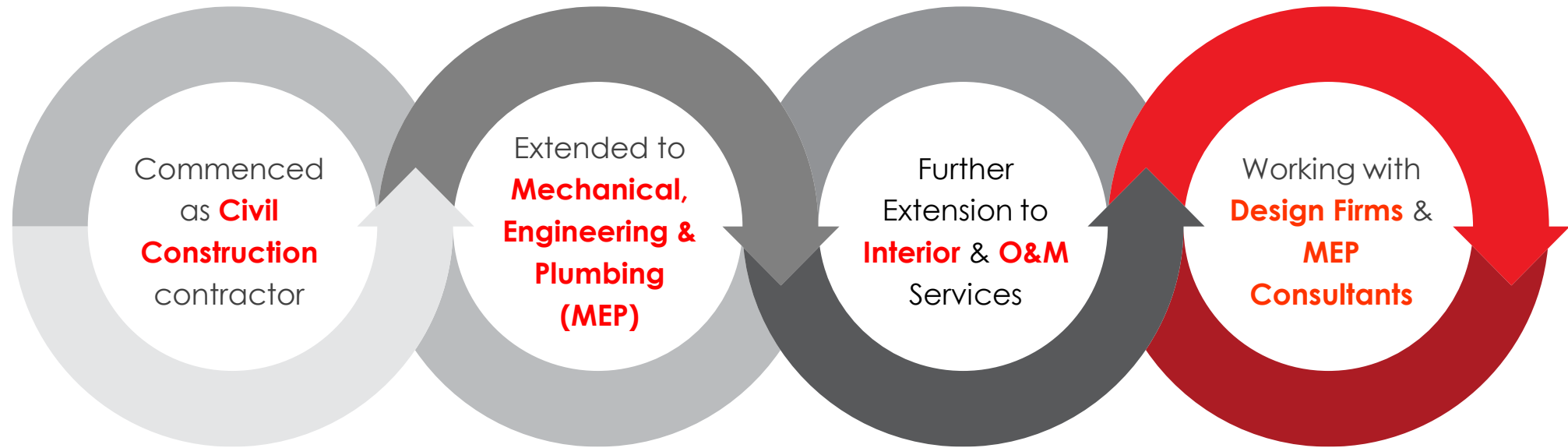
# Clientele with High Quality Business

## Work on Hand as on December 31, 2020 - (Major Projects) | [Rs. in Lakhs]

DESCRIPTION OF PROJECT	LOCATION	NAME OF THE CLIENT	CONTRACT VALUE	OUTSTANDING CONTRACT VALUE
EWS HOUSING PROJECT	MAHARASTRA	MUNICIPAL CORPORATION	60,140	60,140
SURAT DIAMOND BOURSE MAIN CONTRACT WORKS	GUJARAT	SDB DIAMOND BOURSE	1,57,500	37,172
DEVELOPMENT OF SHRI KASHI VISHWANATH DHAM	UTTAR PRADESH	PUBLIC WORKS DEPARTMENT	33,900	28,637
IIM AHMEDABAD	GUJARAT	INDIAN INSTITUTE OF MANAGEMENT	32,801	24,109
AFFORDABLE HOUSING PROJECT	MAHARASTRA	MUNICIPAL CORPORATION	15,755	13,067
SABHA HALL & RESIDENTIAL COMPLEX	GUJARAT	A PRIVATE TRUST	10,460	10,448
A HIGH-RISE AND A LOW-RISE BUILDING AT S.G. HIGHWAY	GUJARAT	A PRIVATE DEVELOPER	10,109	10,109
PHOENIX MALL	GUJARAT	SGH REALTY LLP	13,909	7,615
RESIDENTIAL COMPLEX AT DAHEJ	GUJARAT	PHARMA COMPANY	7,893	7,287
REHAB & RESCUE (R&R) PROJECT	GUJARAT	PRIVATE COMPANY	8,010	7,267
CIVIL/STRUCTURAL WORKS FOR FMCG COMPANY	GUJARAT	FMCG COMPANY	10,308	6,916
MULTI-TENANTED OFFICE	GUJARAT	DALAL STREET COMMERCIAL COOPERATIVE SOCIETY LTD.	13,050	6,747
ZYDUS HOSPITAL AT BARODA	GUJARAT	ZYDUS HOSPITALS & HEALTHCARE RESEARCH PVT LTD.	7,113	4,264



# One-Stop-Shop Solution



Providing Complete Solution – Design to Construction to Fit Out

## Promoter & Key Managerial Personnel with Several Decades of Experience



**Prahaladbhai Shivrambhai Patel**

*Chairman, Managing Director & CEO*

First Generation Entrepreneur and has experience of over 22 years in the Construction Industry

Holds bachelor's degree in civil engineering

Featured in book “*Business Game Changer: Shoonya Se Shikhar*” by Prakash Biyani and Kamlesh Maheshwari

Received “The Dena Bank Hercules Award” by Gujarat Innovation Society for Innovation and Quality in India's Construction and Infrastructure Sector

Awarded “Most Respected Entrepreneur Award - (Construction)” by Hurun Report India



**Mahesh Patel**

*Senior Vice President - Operations*

He has been with the company since inception  
Holds a diploma in civil engineering



**Maulik Patel**

*Vice President - Procurement*

Associated with company since company's establishment  
Attended the course for bachelor's degree in commerce

## Ably Supported by Experienced Professionals (2/2)



**Pooja Patel** is the Executive Director of our company. She holds a Bachelor's degree in civil engineering from Gujarat Technological University and a post-graduate diploma in financial management from Ahmedabad Management Association. She is actively involved in the execution of projects for the past 5 years and is currently overseeing the Surat Diamond Bourse Project. She has also represented our company at the Indian Concrete Institute Chapter-1, Ahmedabad.



**Sagar Patel** is the Executive Director of our company. He holds a Bachelor's degree in civil engineering from Gujarat Technological University. He is actively involved in various functional areas, including project planning, tendering, contracts, and execution.



**Hetal Patel** is the Chief Financial Officer of our company. She is a member of the Institute of Chartered Accountants of India and holds a Master's degree in commerce from Gujarat University. She is also a certified internal auditor from the Institute of Internal Auditors. She has extensive experience in accounts and finance, having worked with our company for the past 7 years.



**Viprav Shah** has recently joined the company and holds the position of Vice President - Planning. He has a Diploma in Construction Technology from the School of Building Science & Technology (Currently CEPT University) and a Management Education Program from IIM Ahmedabad. He brings 23 years of experience in the construction field.



**Mittali Christachary** is the Company Secretary and Compliance Officer of our company. She is an associate member of the Institute of Company Secretaries of India (ICSI). She holds a Bachelor's degree in commerce and a Bachelor's degree in law from Gujarat University. She has 5 years of experience in all Company Secretarial functions and Complings.



## Ably Supported by Experienced Professionals (2/2)



**Ramjibhai Parmar** is the General Manger - Tender of our company  
Diploma in civil engineering  
Associated with our company for over 8 Years



**Pratik Thakkar** is General Manager - Business Development of our company  
Attended the course for bachelor's degree in commerce and diploma in marketing management  
Experience in Business Development  
Associated with our company for past 6 years



**Dhananjay Mori** is Manager – Human Resources at our company  
Hold a bachelor's degree in commerce from Saurashtra University and a master's degree in human resource management from Gujarat Vidyapith  
11 years of experience in human resource function



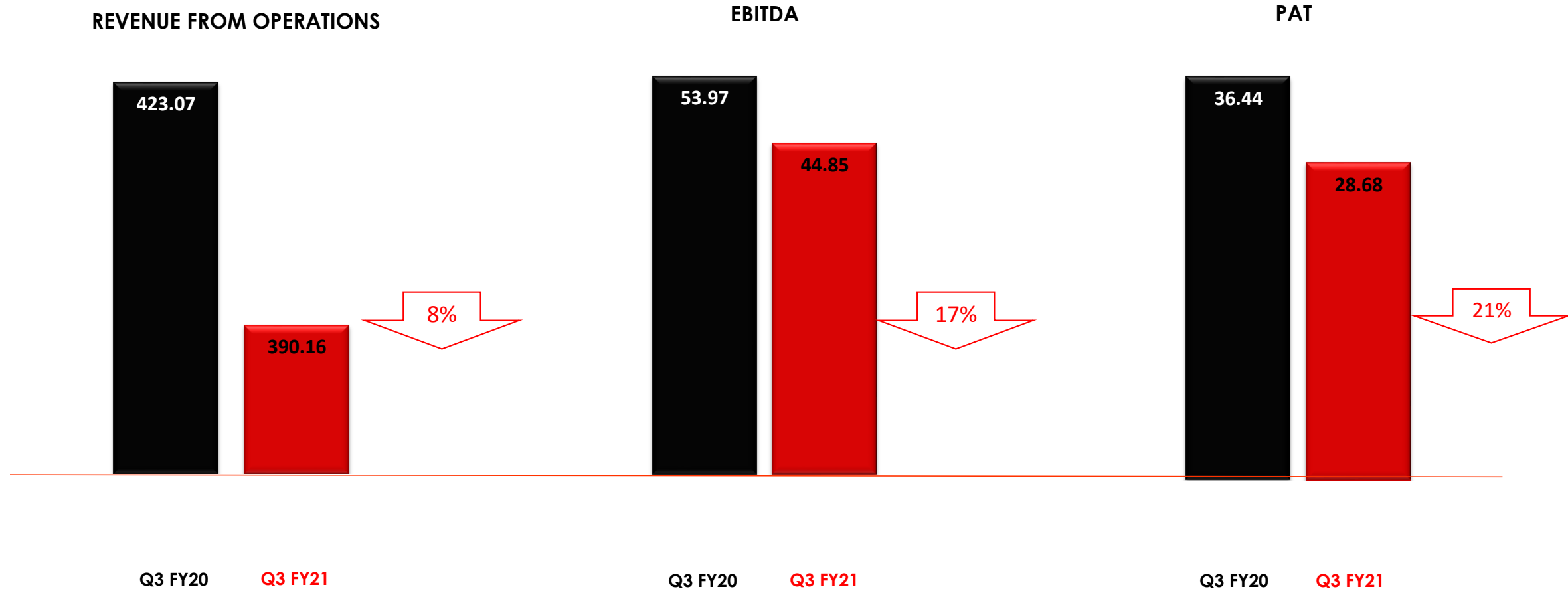
**Sanjay Kumar Rai** is the Senior SAP/IT Manager at our company  
Attended the course for bachelor's degree in science from Ch. Charan Singh University (Meerut) and completed honours diploma in computer from NIIT  
Experience in IT and SAP support across Packing, Chemical, Textile, Steel and Automobile industry  
Working with our company October 2018



**Pushpesh Singh** is Manager – Contracts of our company  
Bachelor's degree in civil engineering from Gujarat University  
11 years of experience in construction industry  
8 years of experience with Larsen & Toubro

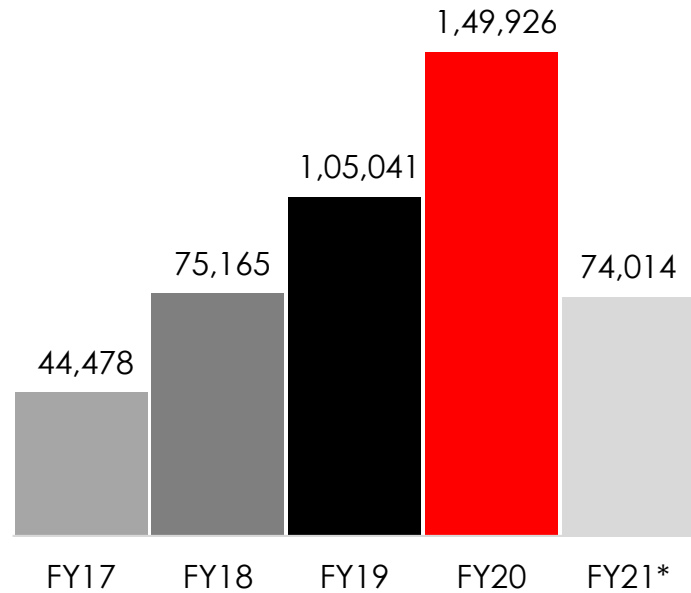
# Financial Snapshot (Consolidated)

## RESULT SUMMARY Q3 FY21 (RS. CR.)

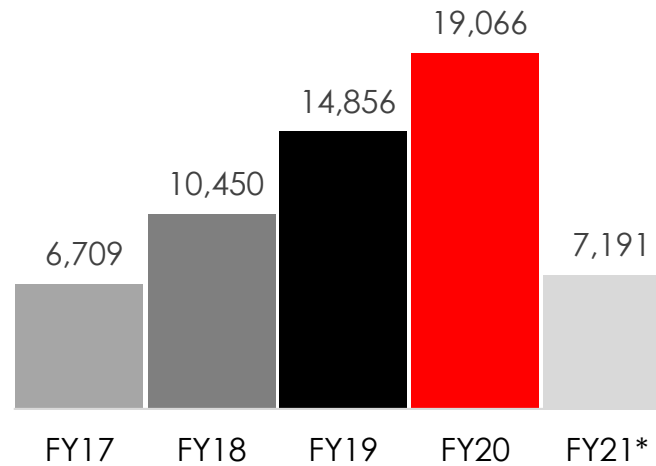


# Business Robustness in Numbers (Consolidated)

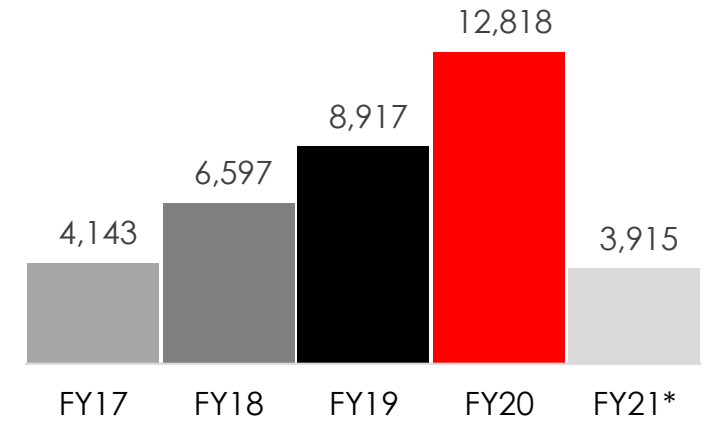
**Revenue from Operations (Rs. Lakhs)**  
#CAGR – 41.23%



**EBITDA (Rs. Lakhs)**  
#CAGR – 35.07%



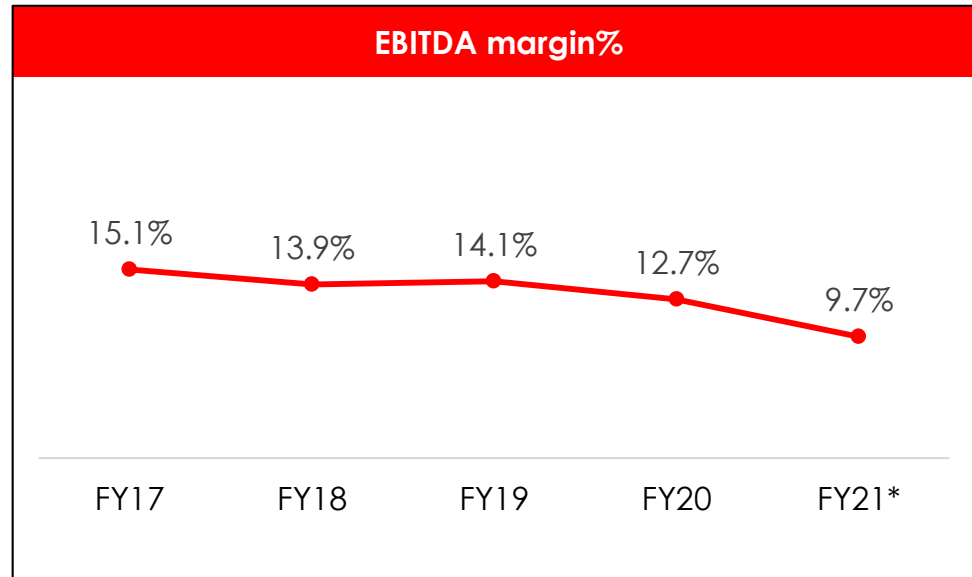
**PAT (Rs. Lakhs)**  
#CAGR – 39.39%



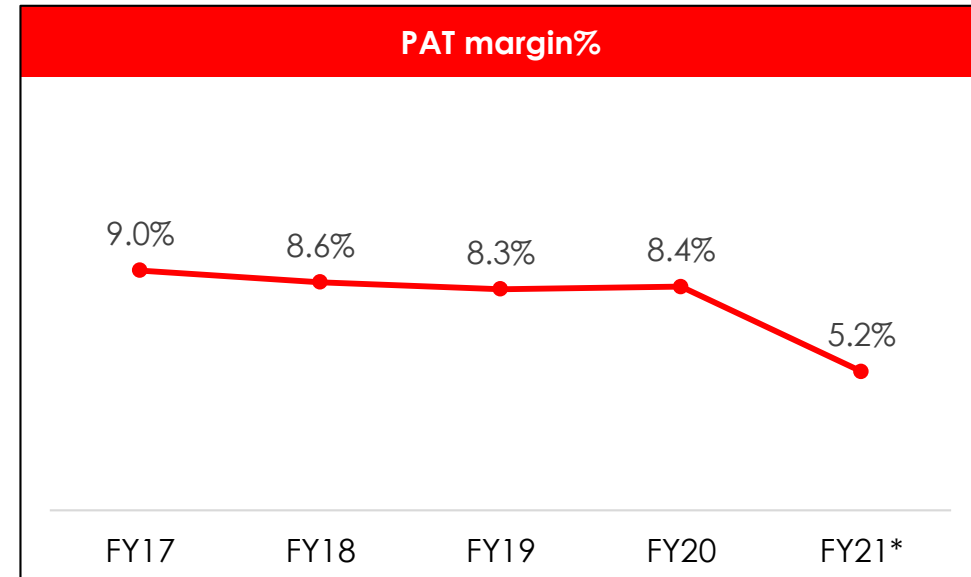
Revenue from Operations - Operating Cost

# CAGR based on three years completing on 31.03.2020 (FY 20)  
\* For the nine months Ended December 31, 2020  
FY2017 financials are IGAAP, rest of the financials are as per Ind AS

# Business Robustness in Numbers (Consolidated)



EBITDA / Revenue from Operations



Profit After Tax / Total Revenue

# CAGR based on three years completing on 31.03.2020 (FY 20)  
\* For the nine months Ended December 31 2020  
FY2017 financials are IGAAP, rest of the financials are as per Ind AS





# KEY STRATEGIES

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# Key Strategies

Focus on Building construction (commercial, residential, industrial & institutional)

Leverage our position as a fast-growing construction company in Gujarat

Enhance our project execution capabilities

Augment customer relationships and optimize our project mix

Expand our geographical footprint, projects in Rajasthan, Karnataka and Maharashtra

Strengthen our human capital

“ Building is my passion ”

**P.S. Patel,**  
*Chairman, Managing Director and CEO*

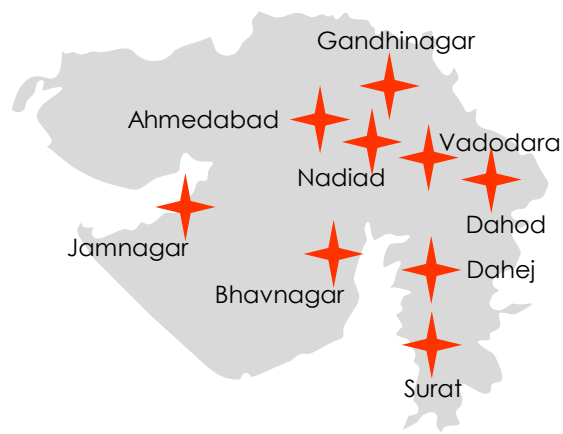
\*Actual image of CEPT University



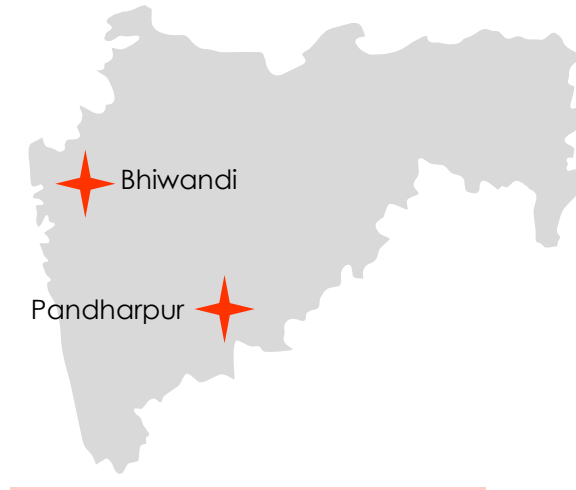
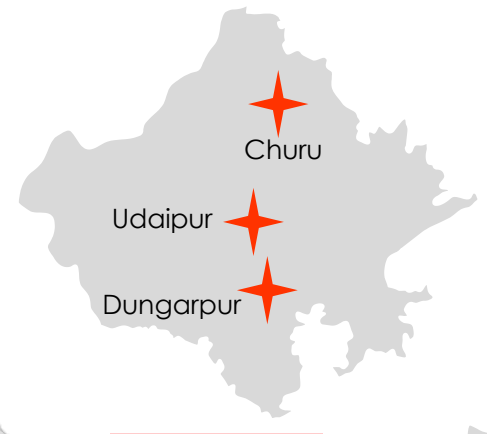
# Growing Geographical Foot Print – Locations for Current & Past Projects



**Gujarat**



**Rajasthan**

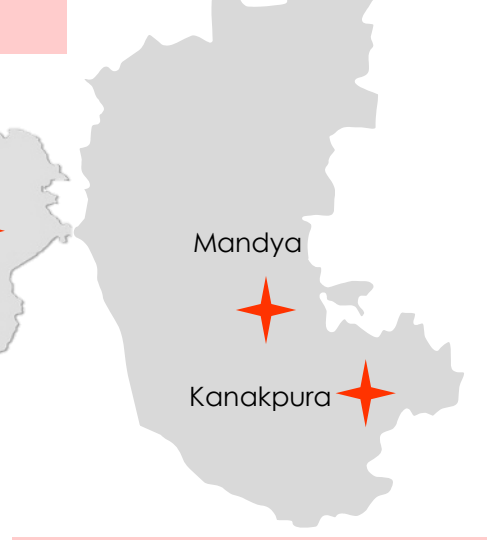


**UP**



**Maharashtra**

**Delhi**



**Karnataka**

# Awards and Recognition (1/3)



**EXCELLENT CONTRACTOR OF THE YEAR 2015-16**



**AFFORDABLE HOUSING PROJECT OF THE YEAR” TO OUR PROJECT - GHB NARANPURA - 2016**



**QUALITY MARK AWARD 2017**



**EXCELLANCE IN DELIVERY TO OUR PROJECT - “THE SIGNATURE BY HIRANANDANI”**



**THE MOST ADMIRIED MULTIDISCIPLINARY CONSTRUCTION COMPANY OF THE YEAR (GUJARAT) 2015-16**



**CONSTRUCTION WORLD’S TOP CHALLENGERS OF 2017-18**



**CSR EXCELLENCE FOR “OUTSTANDING CONTRIBUTION”**



**JURY AWARD BY “GUJARAT CONTRACTOR ASSOCIATION”**



# Awards and Recognition (2/3)



**SPECIAL COMMENDATION FOR BUILDING HIGH QUALITY AND INNOVATIVE INFRASTRUCTURE" BY "CNBC BAJAR"**



**FASTEST GROWING CONSTRUCTION & ENGINEERING COMPANY BY CREDAI GUJARAT**



**FLICITATION TO OUR PROJECT GUJARAT VIDHANSABHA AS "IGBC NEW BUILDING - GOLD" 2019**



**"COMPANY OF THE YEAR - CONSTRUCTION" BY ZEE BUSINESS "DARE TO DREAM AWARDS"**



**SECOND FASTEST GROWING CONSTRUCTION COMPANY AND "TOP CHALLENGERS AWARDS" 2019**



**ICI-ULTRATECH OUTSTANDING STRUCTURE AWARDS 2020 (STATE) IN THE CATEGORY – COMMERCIAL AWARDED TO OUR PROJECT ""ONE42"**



**ICI-ULTRATECH OUTSTANDING STRUCTURE AWARDS 2020 (REGIONAL) IN THE CATEGORY – INSTITUTIONAL AWARDED TO OUR PROJECT - LILAVATI LIBRARY AT CEPT"**



**ICI-ULTRATECH OUTSTANDING STRUCTURE AWARDS 2020 (REGIONAL) IN THE CATEGORY - MASS HOUSING AWARDED TO OUR PROJECT "GHB NARANPURA"**



# Awards and Recognition – Mr. P.S.Patel (3/3)



**HERCULES AWARD 2017 BY GUJARAT INNOVATION SOCIETY (GIS)**



**MOST RESPECTED ENTREPRENEUR AWARD (CONSTRUCTION) TO BY HURUN REPORT INDIA 2018, Dec 13th**



**CXO OF THE YEAR BY REALTY PLUS EXCELLENCE AWARDS 2019**



**THE ACE ACHIEVERS AWARD BY TV9 GUJARATI 2019**



**PATIDAR UDHYOG RATNA AWARD BY SARDARDHAM 2020**



**TIMES INSPIRING ENTREPRENEUR AWARD FOR THE FASTEST GROWING CONSTRUCTION COMPANY OF THE YEAR 2020**





# DETAILED FINANCIALS

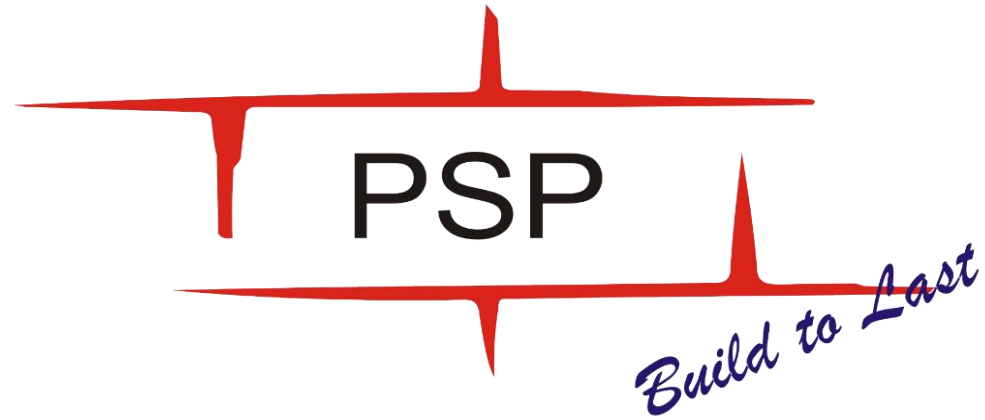
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# Sequential Quarterly Performance (Consolidated Financial) – Profit & Loss Statement

## Q3FY21 Unaudited Consolidated Financial Results for period ended December 31, 2020

Particulars	Q3 FY21	Q2 FY21	Q3 FY20	Q-o-Q	Y-o-Y	9M FY 21	9M FY 20	Y-o-Y
<b>Revenue from Operations</b>	<b>39,015.86</b>	<b>24,308.56</b>	<b>42,306.64</b>	<b>61%</b>	<b>-8%</b>	<b>74,013.60</b>	<b>1,04,286.23</b>	<b>-29%</b>
Cost of materials consumed including WIP	14,009.99	7,075.01	16,820.50			24,324.59	37,929.42	
Construction Expenses	18,476.36	13,076.80	18,243.56			37,691.54	47,027.27	
Employee benefits expense	1,369.25	1,328.57	1,523.65			3,667.92	4,365.23	
Other expenses	675.53	267.78	321.54			1,138.37	982.83	
<b>Total Operating Expenses</b>	<b>34,531.13</b>	<b>21,748.16</b>	<b>36,909.25</b>	<b>59%</b>	<b>-6%</b>	<b>66,822.42</b>	<b>90,304.75</b>	<b>-26%</b>
<b>EBITDA</b>	<b>4,484.73</b>	<b>2,560.40</b>	<b>5,397.39</b>	<b>75%</b>	<b>-17%</b>	<b>7,191.18</b>	<b>13,981.48</b>	<b>-49%</b>
<b>EBITDA Margin (%)</b>	<b>11.49%</b>	<b>10.53%</b>	<b>12.76%</b>			<b>9.72%</b>	<b>13.41%</b>	
Other Income	390.41	331.50	564.30			1,094.08	1,741.64	
Finance costs	292.21	449.99	414.65			1,040.91	1,078.21	
Depreciation	643.92	627.05	698.45			1,887.55	1,907.84	
<b>Profit / (Loss) Before Tax</b>	<b>3,939.01</b>	<b>1,814.86</b>	<b>4,848.59</b>	<b>117%</b>	<b>-19%</b>	<b>5,356.80</b>	<b>12,737.07</b>	<b>-58%</b>
Tax Expense	1,068.35	413.52	1,201.07			1,435.75	3,315.31	
Other comprehensive income	(2.55)	(0.61)	(3.50)			(6.52)	(2.85)	
<b>Profit / (Loss) After Tax</b>	<b>2,868.11</b>	<b>1,400.73</b>	<b>3,644.02</b>	<b>105%</b>	<b>-21%</b>	<b>3,914.53</b>	<b>9,418.91</b>	<b>-58%</b>
<b>PAT / (PAL) Margin (%)</b>	<b>7.28%</b>	<b>5.68%</b>	<b>8.50%</b>			<b>5.21%</b>	<b>8.88%</b>	
EPS (INR)	8.11	3.91	10.15			11.05	26.21	





# Thank You

## **PSP Projects Limited**

'PSP House',  
Opp. Celesta Courtyard,  
Opp. Lane of Vikramnagar Colony,  
Iscon-Ambli Road,  
Ahmedabad - 380058