

**Ref No: PSPPROJECT/SE/94/19-20**

**February 07, 2020**

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 the quarter and nine months ended December 31, 2019.**

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, 2019.

Kindly take the same on your record.

Thanking You,

For **PSP Projects Limited**



**Mittali Christachary**  
**Company Secretary and Compliance officer**



Encl.: As mentioned above.



PSP

*Build to Last*

# PSP PROJECTS LIMITED

**Investor Presentation**

**Q3 FY20**

**February, 2020**

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# 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 : 9M FY20 (Rs. Lakhs) | Revenue : INR 1,04,286 ; EBITDA : INR 13,981 ; PAT : INR 9,419.



12

Years of existence

142

Projects completed\*

43

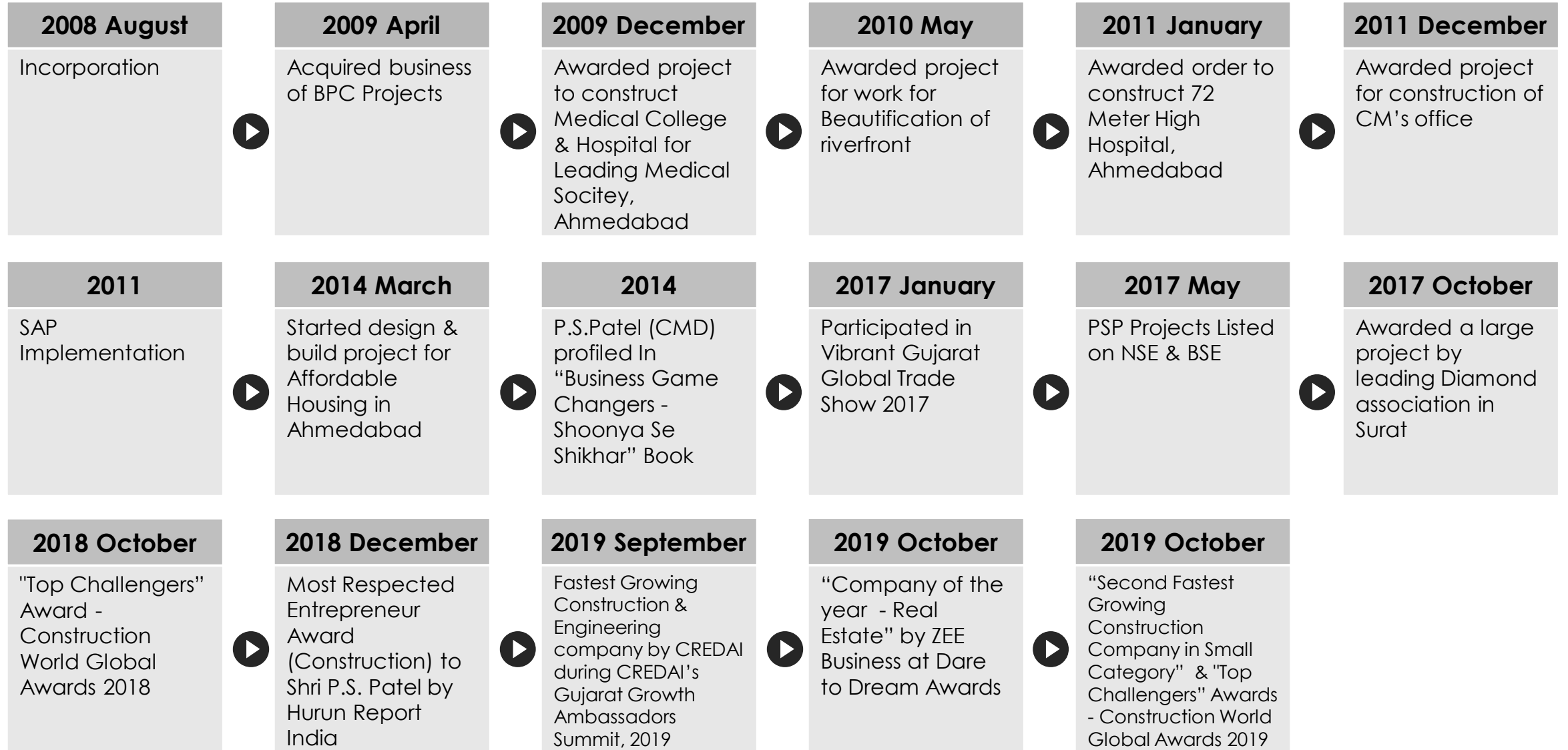
Projects under execution\*

3,07,801

(Rs. Lakhs) Order book\*

\*As on December 31, 2019

# Our Journey at a Glance





# 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



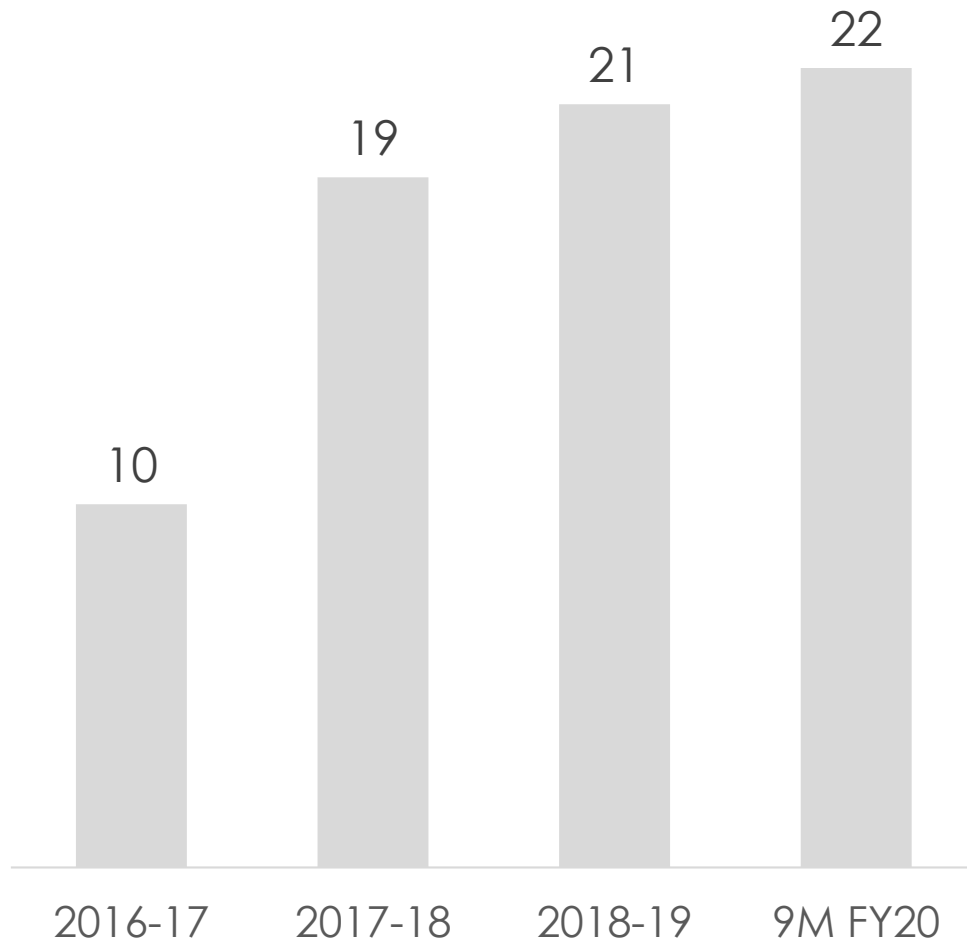
Promoter with Several Decades of Experience, Supported by Experienced Professionals



Robust Financial Performance and Financial Strength

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

## #. Projects Completed



- 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 - 55**



## 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 - 52**



## 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 - 21**



## 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**



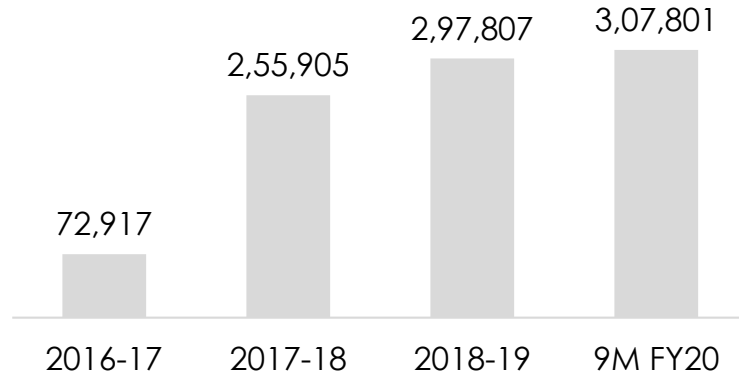
## Residential Projects

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

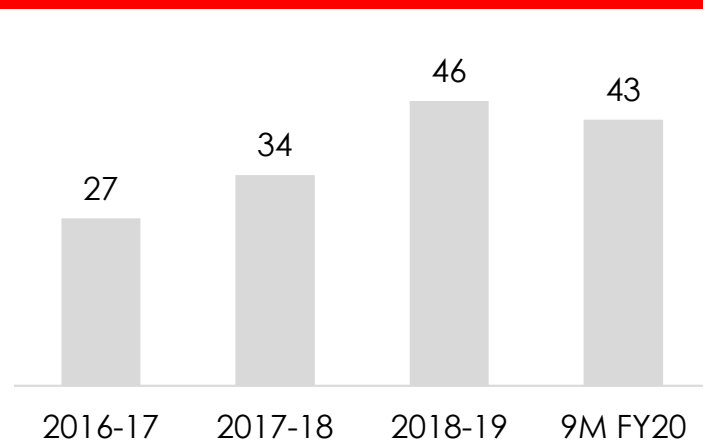
**Number of Projects Completed - 11**

# Robust Order Book and Growing Pre-Qualification Credentials

## Order Book Status (INR Lakh)

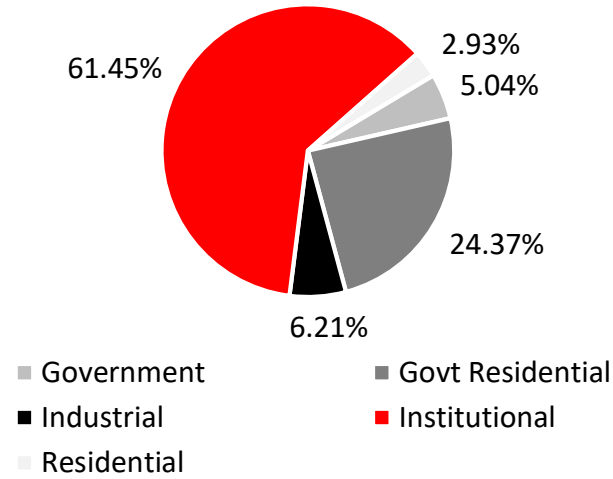


## Order Book Status (#. of Projects)

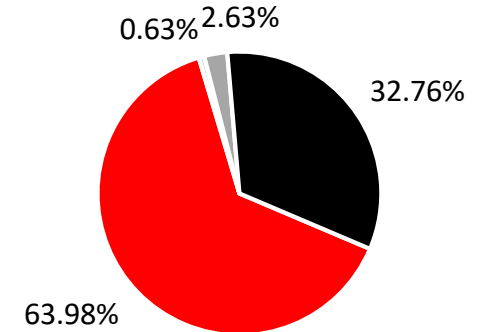
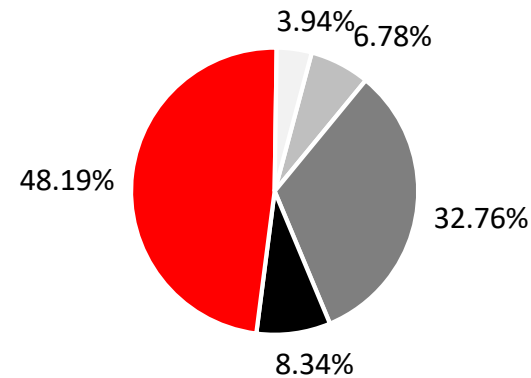
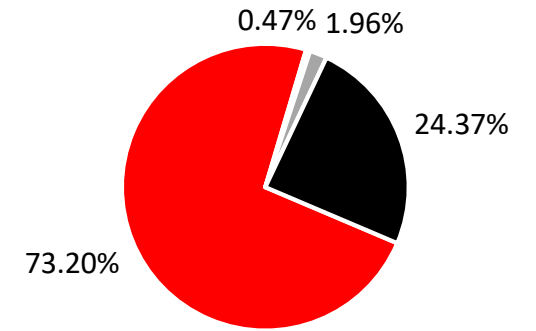


## Category Wise

Work on Hand - Rs. 3,07,801 Lakhs | Dec-31, 2019



## Geographical



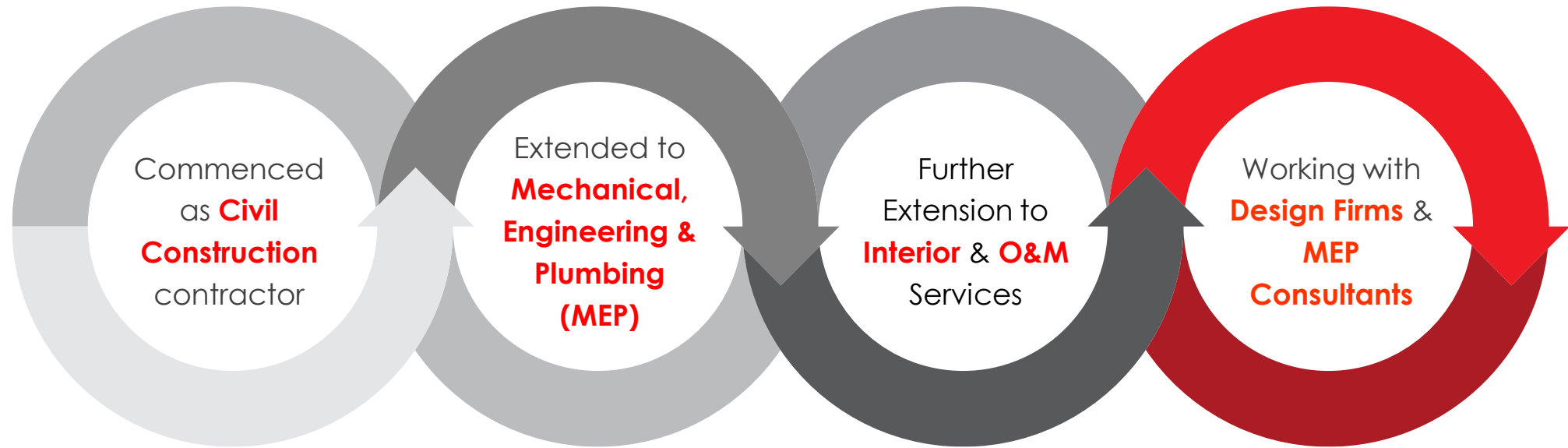
Work on Hand Rs. 2,29,011 Lakhs | Dec-31, 2019 (Excl. Surat Diamond Bourse)

# Clientele with High Quality Business

## Work on Hand December 31, 2019 - (Major Projects) | [Rs. in Lakhs]

Description of Project	Location	Name of the Client	Total Contract Value	Outstanding Contract Value
Surat Diamond Bourse Main Contract Works	Surat, Gujarat	SDB Diamond Bourse	157,500	78,790
EWS Housing Project	Bhiwandi, Maharashtra	Municipal Corporation	60,140	60,140
IIM AHMEDABAD	Ahmedabad, Gujarat	Indian Institute of Management	32,801	28,413
Affordable Housing Project	Pandharpur, Maharashtra	Pandharpur Municipal Corporation	15,755	14,873
Phoenix Mall	Ahmedabad, Gujarat	SGH Realty LLP	13,909	12,200
Sabha Hall & Residential Complex	Ahmedabad, Gujarat	A Private Trust	10,460	10,460
Multi-tenanted office	Gandhinagar, Gujarat	Dalal Street Commercial Cooperative Society Ltd.	13,050	10,192
Zydus Hospital	Vadodara, Gujarat	Zydus Hospitals & Healthcare Research Pvt. Ltd.	10,691	10,085
Civil/Structural works for a FMCG Company	Sanand, Gujarat	Private Company	9,973	9,973
Medical College and Hospital	Dahod, Gujarat	Medical Foundation	22,500	9,256
Residential Complex for a Pharma Company	Dahej, Gujarat	Pharma Company	8,268	8,097
Hospital Project on Lump Sum Turnkey Basis (EPC Mode)	Sitapur, Gujarat	Corporate Foundation	7,739	7,120
Super specialty Block of Medical College	Bhavnagar, Gujarat	Government - PSU	7,860	5,700

# 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**  
*Vice President - Operations*

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



**Maulik Patel**  
*Director - Procurement*

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

## Ably Supported by Experienced Professionals (1/2)



- **Pooja Patel** is the Executive Director of our company
- Bachelor's degree in civil engineering from Gujarat Technological University and post-graduate diploma in financial management from Ahmedabad Management Association
- Actively involved in the execution of the projects for past 5 years and is presently looking after the Surat Diamond Bourse Project
- Represented our company at the Indian Concrete Institute Chapter-1, Ahmedabad



- **Hetal Patel** is the Chief Financial Officer of our company
- Member of the Institute of Chartered Accountants of India and holds a masters degree in commerce from Gujarat University
- Also a certified internal auditor from the Institute of Internal Auditors
- Experience in accounts and finance
- With our company for past 6 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 5 years



- **Mittali Christachary** is the Company Secretary and Compliance Officer of our company
- Associate member of the Institute of company Secretaries of India (ICSI)
- Holds a bachelor's degree in commerce and a bachelor's degree in law from Gujarat University
- 4 years of experience in all Company Secretarial functions and Compliances

## 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 7 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

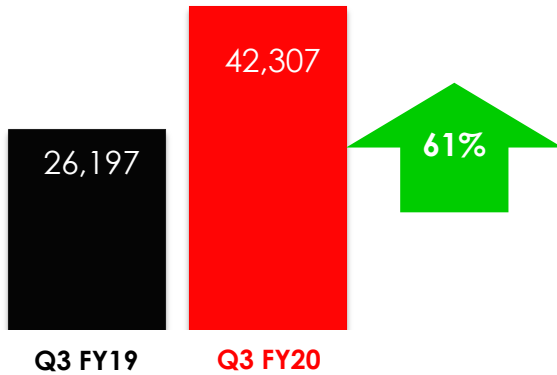


- **Pushpesh Singh** is Manager – Contracts of our company
- Bachelor's degree in civil engineering from Gujarat University
- 10 years of experience in construction industry
- 8 years of experience with Larsen & Toubro

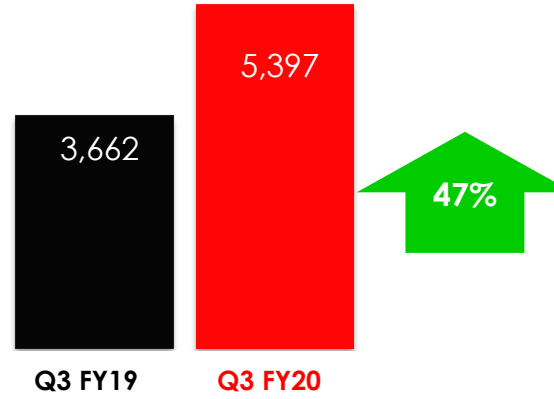
# Financial Snapshot (Consolidated)

## Result Summary Q3 FY20 (Rs. Lakhs)

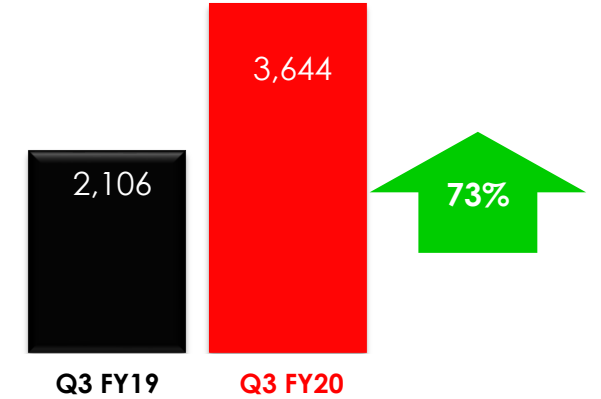
### Revenue from Operations



### EBITDA



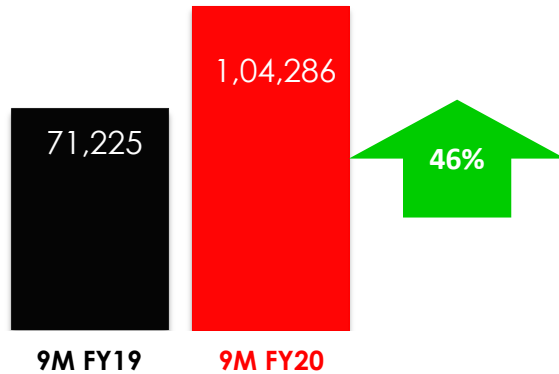
### PAT



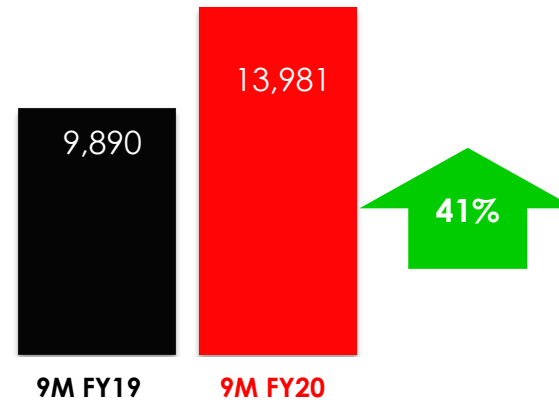
Revenue from Operations - Operating Cost

## Result Summary 9M FY20 (Rs. Lakhs)

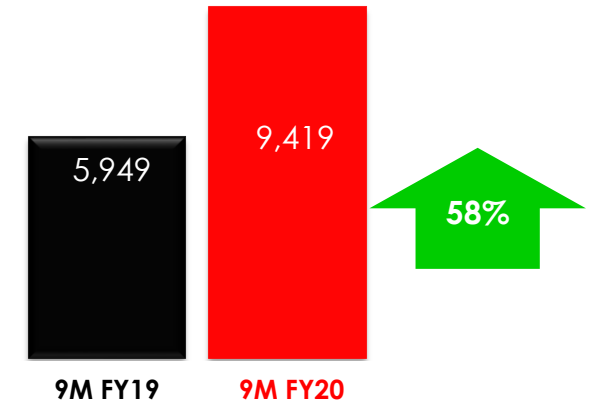
### Revenue from Operations



### EBITDA



### PAT

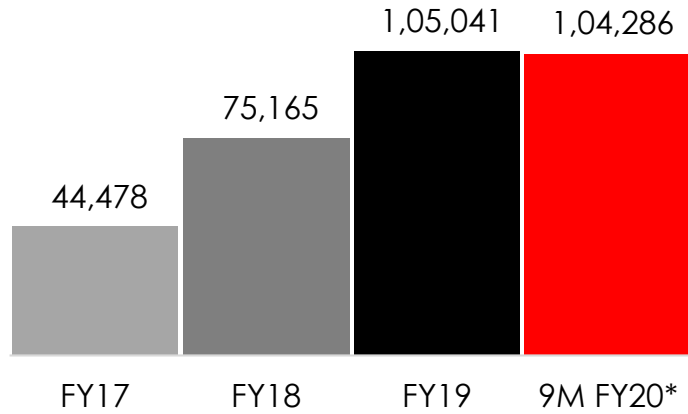


Revenue from Operations - Operating Cost

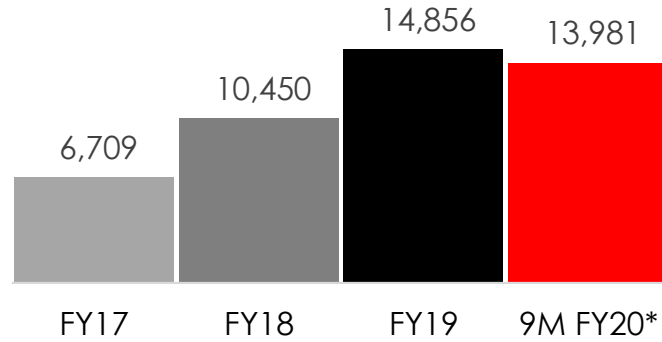


# Business Robustness in Numbers (Consolidated)

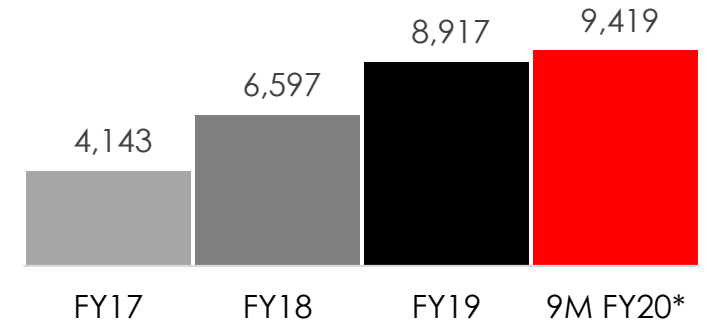
**Revenue from Operations (Rs. Lakhs)**  
#CAGR – 53.7%



**EBITDA (Rs. Lakhs)**  
#CAGR – 48.8%

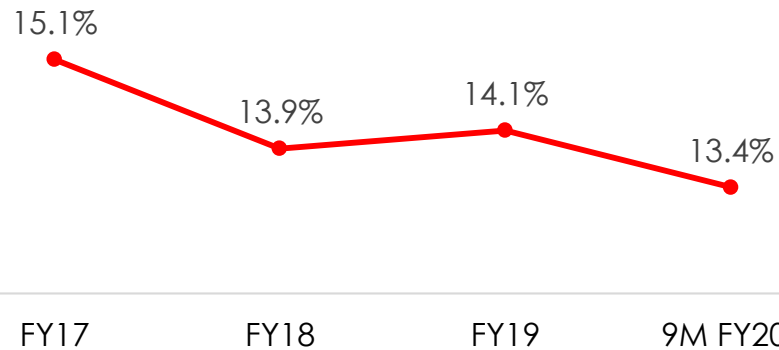


**PAT (Rs. Lakhs)**  
#CAGR – 46.7%



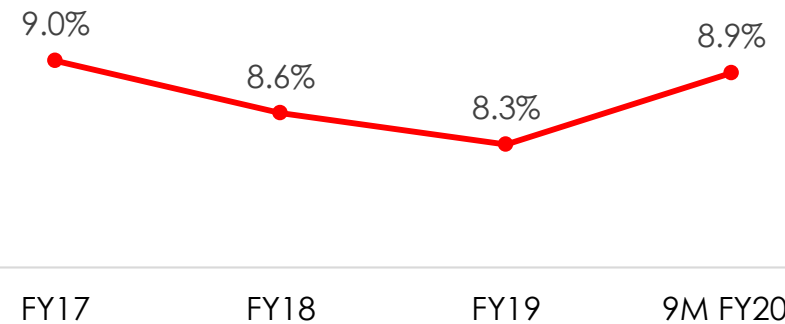
Revenue from Operations - Operating Cost

**EBITDA margin%**



EBITDA / Revenue from Operations

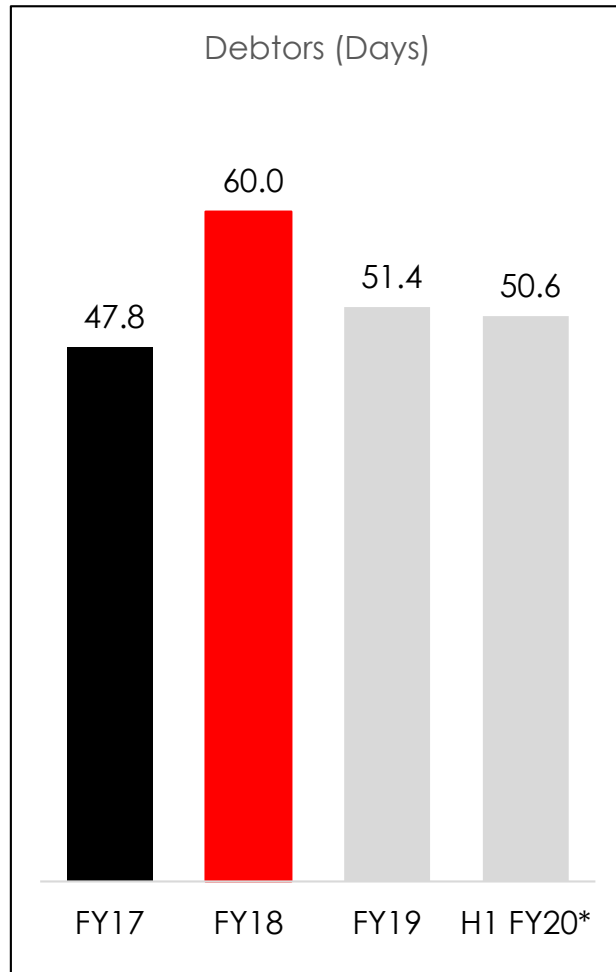
**PAT margin%**



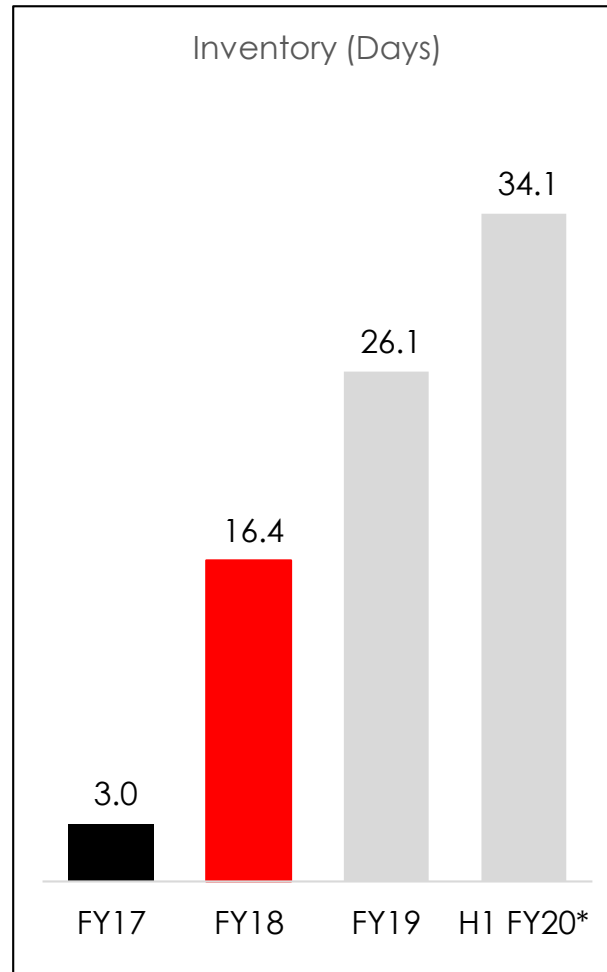
Profit After Tax / Total Revenue

\* Till December 31, 2019  
# CAGR based on three years completing on March 31, 2019 (FY 19)  
FY2017 financials are IGAAP, rest of the financials are as per Ind AS

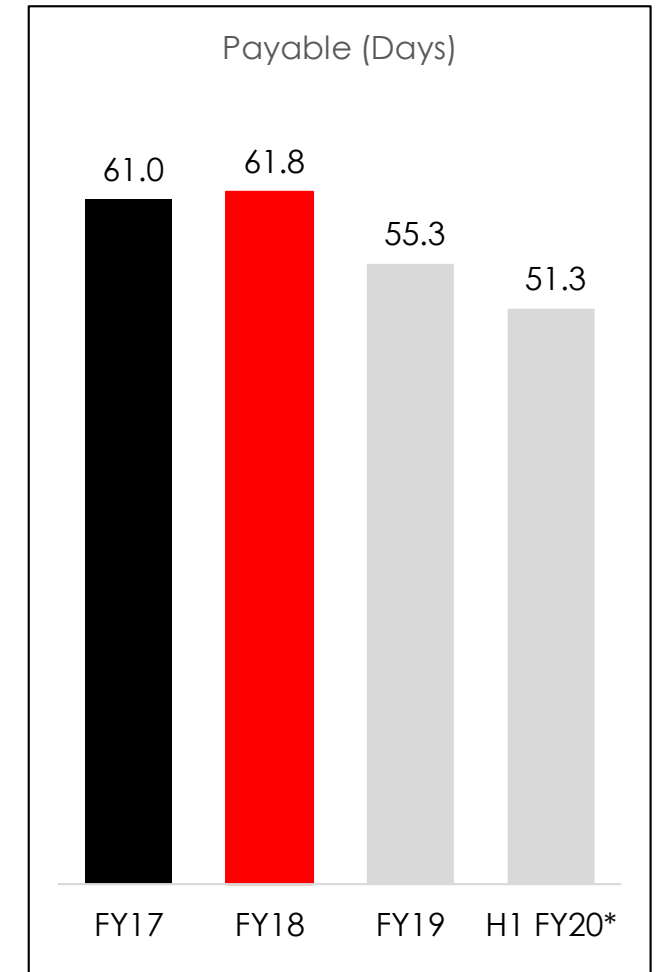
# Business Robustness in Numbers (Consolidated)



Trade Receivable / Revenue from Operations \* 365 Days (182.5 Days for Half Year)



Inventory / Revenue from Operations \* 365 Days (182.5 Days for Half Year)



Trade Payables / Revenue from Operations \* 365 Days (182.5 Days for Half Year)

\* Till September 30, 2019



# 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 ”

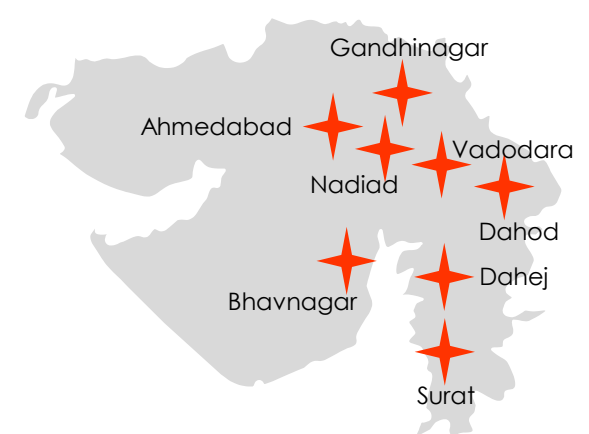
**P.S. Patel,**  
*Chairman, Managing Director and CEO*

\*Actual image of CEPT University

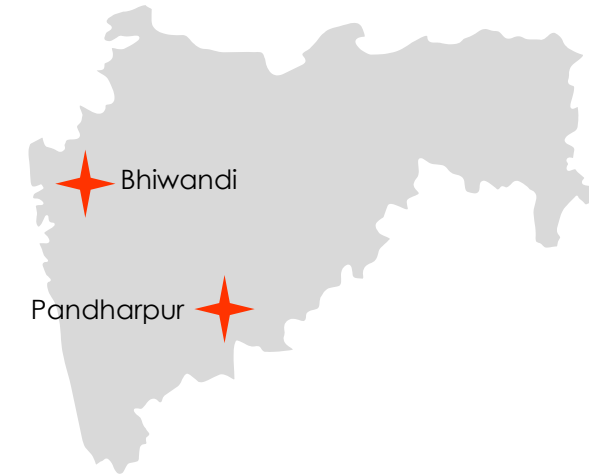
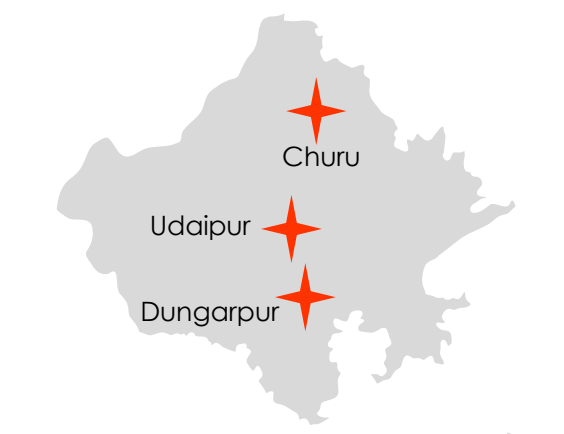
# Growing Geographical Foot Print – Locations for Current & Past Projects



**Gujarat**



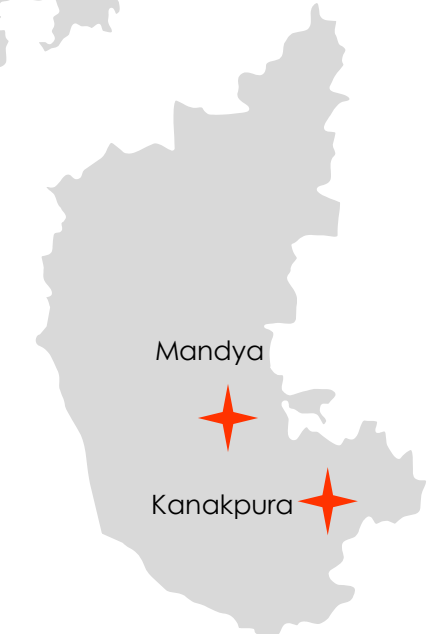
**Rajasthan**



**Maharashtra**



**Delhi**



**Karnataka**

# Awards and Recognition (1/2)



**"Company of the Year - Construction"** By Zee Business  
**"Dare To Dream Awards"**



**"Second Fastest Growing Construction Company in Small Category"** & **"Top Challengers Awards"** By Construction World Global Awards 2019



Felicitation for Assembly Building at Sardar Bhavan Campus, Gujarat as **"IGBC New Building - Gold"**



**"Fastest Growing Construction & Engineering Company"** by CREDAI during CREDAI's Gujarat Growth Ambassadors Summit 2019



**CSR Excellence Award for "Outstanding Contribution"** by TV9 Gujarati



**"Special Commendation for Building High Quality & Innovative Infrastructure"** at CNBC Bajar Gujarat Real Estate Awards 2018-19

# Awards and Recognition (2/2)



**"Most Respected Entrepreneur Award - (Construction)"** To Shri P.S. Patel by Hurun Report India 2018



**"One of India's Top Challengers of 2017-18"** at Construction World Global Awards 2018



**"Excellence in Delivery" For "The Signature By Hiranandani"** By Realty Plus Excellence Awards (Gujarat) 2017



**"Dena Bank Hercules Award 2017"** to Shri P. S. Patel



Award of Recognition at The Rising Leadership Awards



**"Quality Mark Award 2017"** (Building & Construction Category) by Quality Mark Trust



**"Affordable Housing Project of the Year for Mukhyamantri Gruh Yojna"** at Realty Plus Conclave Excellence Awards (Gujarat) 2016



Award by Gujarat Contractor Association during Gujarat Contractor's Association Vibrant Summit & Awards 2016



# DETAILED FINANCIALS

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

Unaudited Consolidated Financial Results for the Quarter and nine months ended December 31, 2019

Particulars	Q3 FY20	Q2 FY20	Q3 FY19	Q-o-Q	Y-o-Y	9M FY 20	9M FY 19	Y-o-Y
<b>Revenue from Operations</b>	<b>42,306.64</b>	<b>31,211.32</b>	<b>26,196.69</b>	<b>36%</b>	<b>61%</b>	<b>1,04,286.23</b>	<b>71,224.87</b>	<b>46%</b>
Cost of materials consumed including WIP	16,820.50	9,622.92	9,762.10			37,929.42	28,940.60	
Construction Expenses	18,243.56	15,526.46	11,477.06			47,027.27	28,569.12	
Employee benefits expense	1,523.65	1,461.74	1,074.30			4,365.23	3,153.26	
Other expenses	321.54	319.42	220.92			982.83	672.08	
<b>Total Operating Expenses</b>	<b>36,909.25</b>	<b>26,930.54</b>	<b>22,534.38</b>	<b>37%</b>	<b>64%</b>	<b>90,304.75</b>	<b>61,335.06</b>	<b>47%</b>
<b>EBITDA</b>	<b>5,397.39</b>	<b>4,280.78</b>	<b>3,662.31</b>	<b>26%</b>	<b>47%</b>	<b>13,981.48</b>	<b>9,889.81</b>	<b>41%</b>
<b>EBITDA Margin (%)</b>	<b>12.76%</b>	<b>13.72%</b>	<b>13.98%</b>			<b>13.41%</b>	<b>13.89%</b>	
Other Income	564.30	713.11	472.09			1,741.64	1,629.13	
Finance costs	414.65	377.28	239.16			1,078.21	639.26	
Depreciation	698.45	620.96	622.06			1,907.84	1,686.64	
<b>Profit Before Tax</b>	<b>4,848.59</b>	<b>3,995.65</b>	<b>3,273.18</b>	<b>21%</b>	<b>48%</b>	<b>12,737.07</b>	<b>9,193.04</b>	<b>39%</b>
Tax Expense	1,201.07	749.47	1,168.41			3,315.31	3,252.68	
Other comprehensive income	(3.50)	0.44	0.90			(2.85)	9.05	
<b>Profit After Tax</b>	<b>3,644.02</b>	<b>3,246.62</b>	<b>2,105.67</b>	<b>12%</b>	<b>73%</b>	<b>9,418.91</b>	<b>5,949.41</b>	<b>58%</b>
<b>PAT Margin (%)</b>	<b>8.50%</b>	<b>10.17%</b>	<b>7.90%</b>			<b>8.88%</b>	<b>8.17%</b>	
EPS (INR)	10.15	9.03	5.85			26.21	16.54	

# Annual Financial Performance (Consolidated) – Profit & Loss Statement

Particulars (Rs. in Lakhs)	Year ended March 31, 2017	Year ended March 31, 2018	Year ended March 31, 2019	Nine Months ended Dec 31, 2019
Revenue from Operations	44,477.83	75,164.69	1,05,040.66	1,04,286.23
Other Income	1,343.44	1,872.20	2,283.92	1,741.64
<b>Total Income</b>	<b>45,821.27</b>	<b>77,036.89</b>	<b>1,07,324.58</b>	<b>1,06,027.87</b>
Cost of Construction Material Consumed	14,970.63	29,963.28	43,369.90	37,892.17
Changes in Inventories of Work-in-Progress	639.70	(1,025.42)	(1,791.48)	37.25
Construction Expenses	19,045.57	32,019.83	43,272.51	47,027.27
Employee Benefits Expense	2,083.49	2,861.55	4,321.26	4,365.23
Finance Costs	794.64	929.73	967.39	1,078.21
Depreciation and Amortization Expenses	791.77	1,147.86	2,430.17	1,907.84
Other Expenses	1,028.97	895.34	1,012.33	982.83
<b>Total Expenses</b>	<b>39,354.77</b>	<b>66,792.17</b>	<b>93,582.08</b>	<b>93,290.80</b>
<b>EBITDA*</b>	<b>6,709.47</b>	<b>10,450.11</b>	<b>14,856.14</b>	<b>13,981.48</b>
<b>Margin (%)</b>	<b>15.1%</b>	<b>13.9%</b>	<b>14.1%</b>	<b>13.4%</b>
<b>Profit Before Tax</b>	6,466.50	10,244.72	13,742.50	12,737.07
<b>Tax Expense</b>	2,305.16	3,644.83	4,821.49	3,315.31
<b>Profit for the Period (Before OCI)</b>	<b>4,161.34</b>	<b>6,599.89</b>	<b>8,921.01</b>	<b>9,421.76</b>
Other Comprehensive Income	(18.55)	(3.28)	(4.23)	(2.85)
Total Comprehensive Income	4,142.79	6,596.61	8,916.78	9,418.91
<b>Margins %</b>	<b>9.0%</b>	<b>8.6%</b>	<b>8.3%</b>	<b>8.9%</b>
EPS - Basic and Diluted	14.41	18.78	24.84	26.21 <sup>#</sup>

\*Revenue from Operations – Total Expenses + Finance Costs  
+ Depreciation and Amortization Expenses  
# Not Annualised

## Annual Financial Performance (Consolidated) – Balance Sheet (1/2)

Particulars (Rs. in Lakhs)	As at March 31, 2017	As at March 31, 2018	As at March 31, 2019	As at Sept 30, 2019 (Unaudited)
<b>ASSETS</b>				
Non-current Assets				
Property, Plant and Equipment	5,158.53	7,735.64	10,214.79	9,878.50
Capital Work-in-Progress	-	176.31	-	94.80
Other Intangible Assets	51.53	72.47	103.65	107.06
Investments	382.44	65.68	49.59	65.68
Loans	1,555.84	1,794.78	2,282.31	2508.96
Other Financial Assets	4,365.48	6,391.06	5,887.95	10,002.71
Deferred Tax Asset (Net)	283.26	279.73	592.13	585.58
Other Non-current Assets	289.20	963.45	211.77	43.87
<b>Total Non-current Assets</b>	<b>12,086.28</b>	<b>17,479.12</b>	<b>19,342.19</b>	<b>23,287.16</b>
<b>Current Assets</b>				
Inventories	360.83	3,381.26	7,500.17	11,591.00
Investments	1,408.15	1,511.78	-	-
Trade receivables	5,827.76	12,346.31	14,788.52	17,178.71
Cash and Cash Equivalents	3,408.51	6,162.42	3,554.82	13,716.41
Bank Balances other than above	7,257.62	16,632.66	18,665.61	8,476.71
Loans	33.14	417.83	1,078.28	1,123.55
Other Financial Assets	1,367.55	1,619.25	5,576.34	6,719.63
Other Current Assets	1,004.03	342.38	2,883.46	3,671.49
Current Tax Assets	58.10	79.60	102.69	180.45
<b>Total Current Assets</b>	<b>20,725.69</b>	<b>42,493.49</b>	<b>54,149.89</b>	<b>62,657.95</b>
<b>Total Assets</b>	<b>32,811.97</b>	<b>59,972.61</b>	<b>73,492.08</b>	<b>85,945.11</b>

## Annual Financial Performance (Consolidated) – Balance Sheet (2/2)

Particulars (Rs. in Lakhs)	As at March 31, 2017	As at March 31, 2018	As at March 31, 2019	As at Sept 30, 2019 (Unaudited)
<b>Equity</b>				
Equity Share Capital	2,880.00	3,600.00	3,600.00	3,600.00
Other Equity	7,586.64	26,541.23	33,330.71	36,943.25
<b>Equity Attributable to Owners</b>	<b>10,466.64</b>	<b>30,141.23</b>	<b>36,930.71</b>	<b>40,543.25</b>
Non-Controlling Interests	60.08	107.56	85.37	74.48
<b>Total Equity</b>	<b>10,526.72</b>	<b>30,248.79</b>	<b>37,016.08</b>	<b>40,617.73</b>
<b>Liabilities</b>				
<b>Non-current Liabilities</b>				
Borrowings	336.37	168.49	40.87	21.78
Provisions	93.04	-	-	-
<b>Total Non-current Liabilities</b>	<b>429.41</b>	<b>168.49</b>	<b>40.87</b>	<b>21.78</b>
<b>Current Liabilities</b>				
Borrowings	6,973.34	2,640.95	2,938.27	7,507.68
Trade Payables	7,435.39	12,716.59	15,914.09	17,421.99
Other Financial Liabilities	731.59	819.00	1,172.27	3,331.38
Other Current Liabilities	5,531.84	12,650.82	15,339.17	16,952.96
Provisions	5.66	59.58	31.36	91.59
Current Tax Liabilities	1,178.02	668.39	1,039.97	-
<b>Total Current Liabilities</b>	<b>21,855.84</b>	<b>29,555.33</b>	<b>36,435.13</b>	<b>45,305.60</b>
<b>Total Liabilities</b>	<b>22,285.25</b>	<b>29,723.82</b>	<b>36,476.00</b>	<b>45,327.38</b>
<b>Total Equity and Liabilities</b>	<b>32,811.97</b>	<b>59,972.61</b>	<b>73,492.08</b>	<b>85,945.11</b>



# Thank You

## **PSP Projects Limited**

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

