

#### Ref No: PSPPROJECT/SE/62/22-23

October 18, 2022

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 half year ended September 30, 2022

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 half year ended September 30, 2022.

Kindly take the same on your record.

Thanking You,

Yours faithfully,

**For PSP Projects Limited** 

Kenan Patel Company Secretary and Compliance officer Encl: As Above



# Investor Presentation

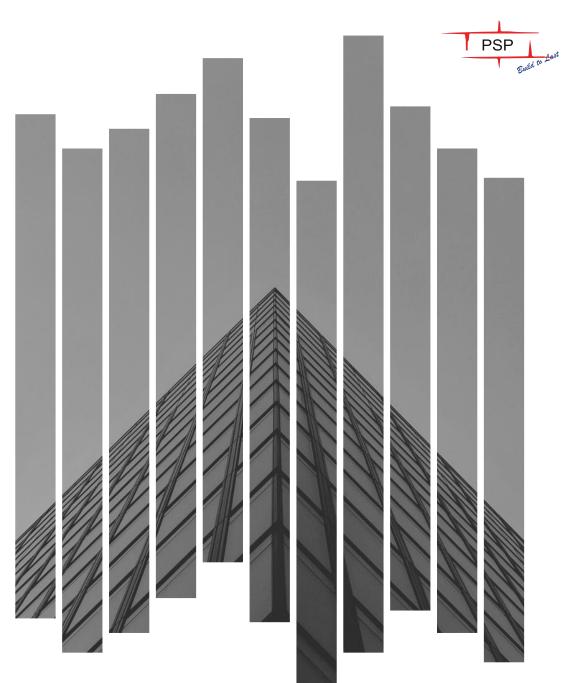
Q2 / H1FY23 October 2022

www.pspprojects.com



### Contents

- 01 PSP Projects Limited Build to Last: The growth story In a Nutshell
- 02 A look at the quarter gone by
- 03 Indian Construction Industry
- 04 The drivers that transcended PPLs growth since inception
- 05 Precast Factory: Enhancing capabilities. Exploring newer technologies.
- 06 Investment Rationale
- 07 Project Profile
- 08 Key Strategy to strengthen the legacy of trust associated with PSP Brand going forward
- 09 Awards and Recognition

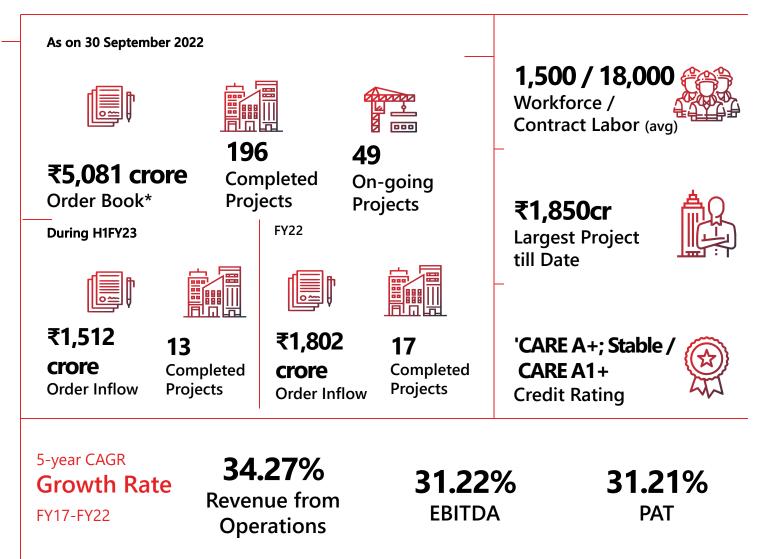


# **PSP Projects limited – Build to Last**



The growth story in a Nutshell

- Incorporated in 2008, successfully led by First Generation Civil engineer having 36 years of experience.
- India based construction company offering a diversified range of construction and allied services across industrial, institutional, government, government residential, residential projects and precast.
- Integrated EPC company across construction value chain from Design, Construction, Mechanical, Electrical, Plumbing (MEP), Interior, O&M Services.
- Geographically diversified with presence in six states viz.
   Gujarat, Rajasthan, Karnataka, Uttar Pradesh, Maharashtra and New Delhi.
- Listed on NSE and BSE on May 29, 2017, raising Rs.211.68 crore.
- In December 2021, Commissioned Precast facility in Gujarat with the objective to provide Sustainable Building Solutions and Technological Upgradation.





# A Look at the Quarter gone by

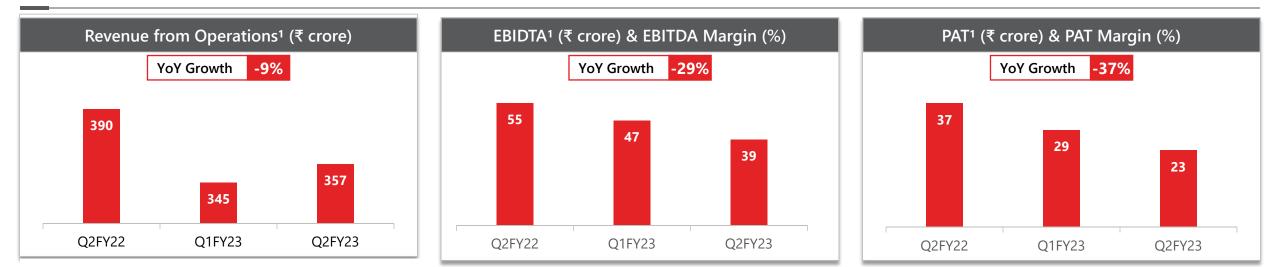
www.pspprojects.com



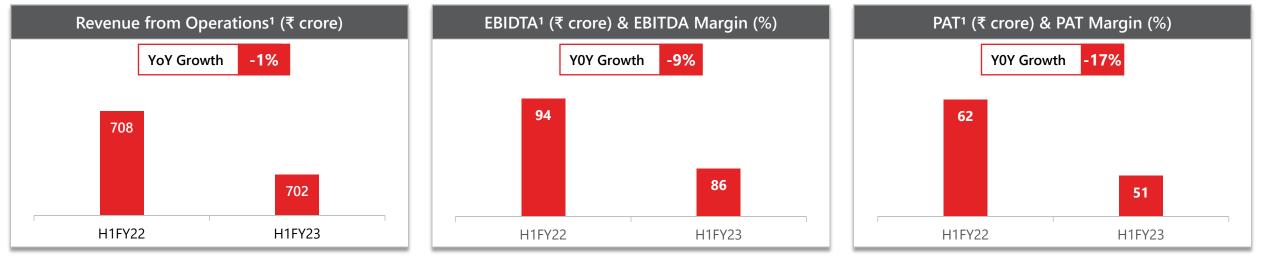
### Financial Performance during Q2/H1FY23



### **Q2FY23 Standalone Highlights**



#### H1FY23 Standalone Highlights



©2021 – PSP Project Ltd., All Rights Reserved.

Notes: (1) Numbers have been rounded off

### Standalone Profit & Loss : Q2 / H1FY23



Particulars (₹ Lakhs)	Q2FY23	Q2FY22	YoY (%)	Q1FY23	QoQ (%)	H1FY23	H1FY22	YoY (%)
Revenue from Operations	35,660.39	39,044.08	-9%	34,524.24	3%	70,184.63	70,779.66	-1%
Cost of materials consumed including WIP	8,046.56	12,946.80		10,206.57		18,253.13	22,851.37	
Construction Expenses	20,994.03	18,549.75		16,889.27		37,883.30	34,422.94	
Employee benefits expense	2,248.68	1,551.34		2,179.13		4,427.81	3,070.11	
Other expenses	510.58	524.08		538.49		1,049.07	1,023.00	
Total Operating Expenses	31,799.85	33,571.97	-5%	29,813.46	7%	61,613.31	61,367.42	0%
EBITDA	3,860.54	5,472.11	-29%	4,710.78	-18%	8,571.32	9,412.24	- <b>9</b> %
EBITDA Margin	10.83%	14.02%		13.64%		12.21%	13.30%	
Other Income	833.40	461.83		561.65		1,395.05	841.13	
Finance costs	704.93	376.48		559.40		1,264.33	717.51	
Depreciation	905.89	703.04		872.35		1,778.24	1,244.95	
Profit Before Tax and Exceptional Item	3,083.12	4,854.42	-36%	3,840.68	-20%	6,923.80	8,290.91	-16%
Exceptional Gain/(Loss)(net of tax)	-	-		-		-	-	
Profit Before Tax and after Exceptional Item	3,083.12	4,854.42	-36%	3,840.68	-20%	6,923.80	8,290.91	-16%
Tax Expense	790.81	1,195.40		991.73		1,782.54	2,123.12	
Other comprehensive income	2.30	2.31		2.30		4.60	4.61	
Profit After Tax	2,294.61	3,661.33	-37%	2,851.25	-20%	5,145.86	6,172.40	-17%
PAT Margin (%)	6.29%	9.27%		8.13%		7.19%	8.62%	
Earnings Per Share (₹)	6.37	10.16		7.91		14.28	17.13	

### **Standalone Balance Sheet : H1FY23**

I	PSP	Last
	4	Suild to Last

International Assets         Instancial Assets	Particulars (₹ Lakhs)	H1FY23	FY22
Initial Automation         Initial Assets         Initial Assets           (a) Property, Plant and Equipment         19,795.06         20,601.82           (b) Capital Work-In-Progress         132.21         135.31           (c) Other Intangible Assets         132.21         135.31           (d) Financial Assets         71.68         71.68           (ii) Loans         71.68         71.68           (iii) Other Financial Assets         20,359.71         22,785.47           (e) Deferred Tax Asset (Net)         1,011.50         937.57           (f) Other Non Current Assets         241.57         191.63           Total Non-Current Assets         241.57         191.63           Current Assets         11,426.66         8,064.91           (i) Trade receivables         28,038.48         31,177.92           (ii) Cash and cash equivalents         8,267.10         8,758.63           (iii) Bank Balances other than (ii) above         15,264.51         10,759.46           (iv) Loans         724.97         593.25           (v) Other Financial Assets         18,552.34         13,339.23           (c) Other Current Assets (Net)         98.30         -           (d) Current Tax Assets (Net)         98.30         -	ASSETS		
International Assets         Instancial Assets	Non current Assets		
(c) Other Intangible Assets       132.21       135.31         (d) Financial Assets       71.68       71.68         (i) Investments       71.68       71.68         (ii) Loans       20,359.71       22,785.47         (iii) Other Financial Assets       20,359.71       22,785.47         (e) Deferred Tax Asset (Net)       1,011.50       937.57         (f) Other Non Current Assets       241.57       191.63         Total Non-Current Assets       41,611.73       44,723.48         Current Assets       11,426.66       8,064.91         (b) Financial Assets       11,426.66       8,064.91         (i) Trade receivables       28,038.48       31,177.92         (ii) Cash and cash equivalents       8,267.10       8,758.63         (iii) Bank Balances other than (ii) above       15,264.51       10,759.46         (iv) Loans       724.97       593.25         (v) Other Financial Assets       118,552.34       13,339.23         (c) Other Current Assets       17,647.42       9,243.74         (d) Current Tax Assets (Net)       98.30	(a) Property, Plant and Equipment	19,795.06	20,601.82
(d) Einancial Assets       71.68       71.68         (i) Iovestments       71.68       71.68         (ii) Loans       20,359.71       22,785.47         (e) Deferred Tax Asset (Net)       1,011.50       937.57         (f) Other Non Current Assets       241.57       191.63         Total Non-Current Assets       241.57       191.63         Current Assets       11,426.66       8,064.91         (a) Inventories       11,426.66       8,064.91         (b) Einancial Assets       28,038.478       31,177.92         (i) Trade receivables       28,038.478       31,177.92         (ii) Cash and cash equivalents       8,267.10       8,758.63         (iii) Bank Balances other than (ii) above       15,264.51       10,759.46         (iv) Loans       724.97       593.25         (v) Other Financial Assets       18,552.34       13,339.23         (c) Other Current Assets       17,647.42       9,243.74         (d) Current Tax Assets (Net)       98.30       -	(b) Capital Work-In-Progress		-
(i) Investments       71.68       71.68         (ii) Loans       20,359.71       22,785.47         (iii) Other Financial Assets       20,359.71       22,785.47         (e) Deferred Tax Asset (Net)       1,011.50       937.57         (f) Other Non Current Assets       241.57       191.63         Total Non-Current Assets       41,611.73       44,723.48         Current Assets       11,426.66       8,064.91         (a) Inventories       11,426.66       8,064.91         (b) Financial Assets       28,038.48       31,177.92         (i) Trade receivables       28,038.48       31,177.92         (ii) Cash and cash equivalents       8,267.10       8,758.63         (iii) Bank Balances other than (ii) above       15,264.51       10,759.46         (iv) Loans       18,552.34       13,339.23         (i) Other Financial Assets       17,647.42       9,243.74         (d) Current Tax Assets (Net)       98.30       -	(c) Other Intangible Assets	132.21	135.31
(ii) Loans       -         (iii) Other Financial Assets       20,359.71       22,785.47         (e) Deferred Tax Asset (Net)       1,011.50       937.57         (f) Other Non Current Assets       241.57       191.63         Total Non-Current Assets       41,611.73       44,723.48         Current Assets       41,611.73       44,723.48         Current Assets       11,426.66       8,064.91         (a) Inventories       11,426.66       8,064.91         (b) Financial Assets       28,038.48       31,177.92         (i) Trade receivables       28,038.48       31,177.92         (ii) Cash and cash equivalents       8,267.10       8,758.63         (iii) Bank Balances other than (ii) above       15,264.51       10,759.46         (iv) Loans       724.97       593.25         (v) Other Financial Assets       11,7,647.42       9,243.74         (d) Current Tax Assets (Net)       98.30       -         Total Current Assets       1,00,019.78       81,937.71	(d) <u>Financial Assets</u>		
(iii) Other Financial Assets       20,359,71       22,785,47         (iii) Other Financial Assets       1,011.50       937,57         (i) Deferred Tax Asset (Net)       241.57       191.63         Total Non-Current Assets       41,611.73       44,723.48         Current Assets       11,426.66       8,064.91         (i) Inventories       11,426.66       8,064.91         (i) Trade receivables       28,038.48       31,177.92         (ii) Cash and cash equivalents       8,267.10       8,758.63         (iii) Bank Balances other than (ii) above       15,264.51       10,759.46         (iv) Loans       724.97       593.25         (v) Other Financial Assets       11,7647.42       9,243.74         (d) Current Tax Assets (Net)       98.30       -         Total Current Assets       1,00,019.78       81,937.44	(i) Investments	71.68	71.68
(e) Deferred Tax Asset (Net)       1,011.50       937.57         (f) Other Non Current Assets       241.57       191.63         Total Non-Current Assets       44,723.48       44,723.48         Current Assets       11,426.66       8,064.91         (a) Inventories       11,426.66       8,064.91         (b) Financial Assets       28,038.48       31,177.92         (i) Trade receivables       28,038.48       31,177.92         (ii) Cash and cash equivalents       8,267.10       8,758.63         (iii) Bank Balances other than (ii) above       15,264.51       10,759.46         (iv) Loans       724.97       593.25         (v) Other Financial Assets       11,647.42       9,243.74         (d) Current Tax Assets (Net)       98.30       -         Total Current Assets       10,0019.78       81,937.14	(ii) Loans		-
(i) Other Non Current Assets       241.57       191.63         Total Non-Current Assets       41,611.73       44,723.48         Current Assets       11,426.66       8,064.91         (a) Inventories       28,038.48       31,177.92         (i) Trade receivables       28,038.48       31,177.92         (ii) Cash and cash equivalents       8,267.10       8,758.63         (iii) Bank Balances other than (ii) above       15,264.51       10,759.46         (iv) Loans       724.97       593.25         (v) Other Financial Assets       11,647.42       9,243.74         (d) Current Tax Assets (Net)       98.30       -         Total Current Assets       1,00,019.78       81,937.14	(iii) Other Financial Assets	20,359.71	22,785.47
Total Non-Current Assets         41,611.73         44,723.48           Current Assets         11,426.66         8,064.91           (a) Inventories         28,038.48         31,177.92           (b) Financial Assets         28,038.48         31,177.92           (ii) Trade receivables         28,038.48         31,177.92           (iii) Cash and cash equivalents         8,267.10         8,758.63           (iii) Bank Balances other than (ii) above         15,264.51         10,759.46           (iv) Loans         724.97         593.25           (v) Other Financial Assets         11,455.234         13,339.23           (c) Other Current Assets (Net)         98.30         -           Total Current Assets         1,00,019.78         81,937.14	(e) Deferred Tax Asset (Net)	1,011.50	937.57
Current Assets         Image: Current Assets           (a) Inventories         11,426.66         8,064.91           (b) Financial Assets         28,038.48         31,177.92           (i) Trade receivables         28,038.48         31,177.92           (ii) Cash and cash equivalents         8,267.10         8,758.63           (iii) Bank Balances other than (ii) above         11,5264.51         10,759.46           (iv) Loans         724.97         593.25           (v) Other Financial Assets         11,647.42         9,243.74           (d) Current Tax Assets (Net)         98.30         -           Total Current Assets         1,000,019.78         81,937.14	(f) Other Non Current Assets	241.57	191.63
(a) Inventories       11,426.66       8,064.91         (b) Financial Assets       28,038.48       31,177.92         (i) Trade receivables       28,038.48       31,177.92         (ii) Cash and cash equivalents       8,267.10       8,758.63         (iii) Bank Balances other than (ii) above       115,264.51       10,759.46         (iv) Loans       724.97       593.25         (v) Other Financial Assets       11,7647.42       9,243.74         (d) Current Tax Assets (Net)       98.30       -         Total Current Assets       11,00,019.78       81,937.14	Total Non-Current Assets	41,611.73	44,723.48
(b) Financial Assets       28,038.48       31,177.92         (i) Trade receivables       28,038.48       31,177.92         (ii) Cash and cash equivalents       8,267.10       8,758.63         (iii) Bank Balances other than (ii) above       115,264.51       10,759.46         (iv) Loans       724.97       593.25         (v) Other Financial Assets       118,552.34       13,339.23         (c) Other Current Assets       17,647.42       9,243.74         (d) Current Tax Assets (Net)       98.30       -         Total Current Assets       1,00,019.78       81,937.14	Current Assets		
(i) Trade receivables       28,038.48       31,177.92         (ii) Cash and cash equivalents       8,267.10       8,758.63         (iii) Bank Balances other than (ii) above       15,264.51       10,759.46         (iv) Loans       724.97       593.25         (v) Other Financial Assets       117,647.42       9,243.74         (c) Other Current Assets (Net)       98.30       -         Total Current Assets       1,00,019.78       81,937.14	(a) Inventories	11,426.66	8,064.91
(ii) Cash and cash equivalents       8,267.10       8,758.63         (iii) Bank Balances other than (ii) above       15,264.51       10,759.46         (iv) Loans       724.97       593.25         (v) Other Financial Assets       18,552.34       13,339.23         (c) Other Current Assets       17,647.42       9,243.74         (d) Current Tax Assets (Net)       98.30       -	(b) <u>Financial Assets</u>		
(iii) Bank Balances other than (ii) above       15,264.51       10,759.46         (iv) Loans       724.97       593.25         (v) Other Financial Assets       18,552.34       13,339.23         (c) Other Current Assets       17,647.42       9,243.74         (d) Current Tax Assets (Net)       98.30       -         Total Current Assets       1,00,019.78       81,937.14	(i) Trade receivables	28,038.48	31,177.92
(iv) Loans       724.97       593.25         (v) Other Financial Assets       18,552.34       13,339.23         (c) Other Current Assets       17,647.42       9,243.74         (d) Current Tax Assets (Net)       98.30       -         Total Current Assets       1,00,019.78       81,937.14	(ii) Cash and cash equivalents	8,267.10	8,758.63
(v) Other Financial Assets         18,552.34         13,339.23           (c) Other Current Assets         17,647.42         9,243.74           (d) Current Tax Assets (Net)         98.30         -           Total Current Assets         1,00,019.78         81,937.14	(iii) Bank Balances other than (ii) above	15,264.51	10,759.46
(c) Other Current Assets       17,647.42       9,243.74         (d) Current Tax Assets (Net)       98.30       -         Total Current Assets       1,00,019.78       81,937.14	(iv) Loans	724.97	593.25
(d) Current Tax Assets (Net)       98.30       -         Total Current Assets       1,00,019.78       81,937.14	(v) Other Financial Assets	18,552.34	13,339.23
Total Current Assets         1,00,019.78         81,937.14	(c) Other Current Assets	17,647.42	9,243.74
	(d) Current Tax Assets (Net)	98.30	-
Total Assets 1,41,631.51 1,26,660.62	Total Current Assets	1,00,019.78	81,937.14
	Total Assets	1,41,631.51	1,26,660.62

Particulars (₹ Lakhs)	H1FY23	FY22
Equity		
(a) Equity Share Capital	3,600.00	3,600.00
(b) Other Equity	68,217.39	64,871.52
Total Equity	71,817.39	68,471.52
Non-Current liabilities		
(a) <u>Financial Liabilities</u>		
(i) Borrowings	2,077.17	1,718.07
(b) Provisions	212.58	151.87
Total Non-Current Liabilities	2,289.75	1,869.94
Current Liabilities		
(a) <u>Financial Liabilities</u>		
(i) Borrowings	13,705.10	8,247.62
(ii) Trade Payables		
<ul> <li>Total outstanding dues of micro enterprises and small enterprises</li> </ul>	893.14	1,284.41
<ul> <li>Total outstanding dues of creditors other than micro enterprises and small enterprises</li> </ul>	27,039.58	24,476.48
(iii) Other Financial Liabilities	4,273.08	3,600.55
(b) Other Current Liabilities	21,533.25	18,689.78
(c) Provisions	80.22	19.59
(d) Current Tax Liabilities (Net)	-	0.73
Total Current Liabilities	67,524.37	56,319.16
Total Liabilities	69,814.12	58,189.10
Total Equity and Liabilities	1,41,631.51	1,26,660.62

### Management Commentary on Key Quarterly Highlights

PSP

We continued to grow organically by focusing on executing projects in timely manner while maintaining consistent quality.

### Mr. Prahaladbhai Patel

CHAIRMAN, MD AND CEO PSP PROJECTS LIMITED PSP Projects has once again recorded '**Highest ever Order Book till date of Rs.5,081 crore'.** In comparison to all previous H1, the company has received **highest ever order inflow of Rs.1,512 crore** in H1FY23 as compared to Rs.637 crore during H1FY22, a growth of 137% year on year.

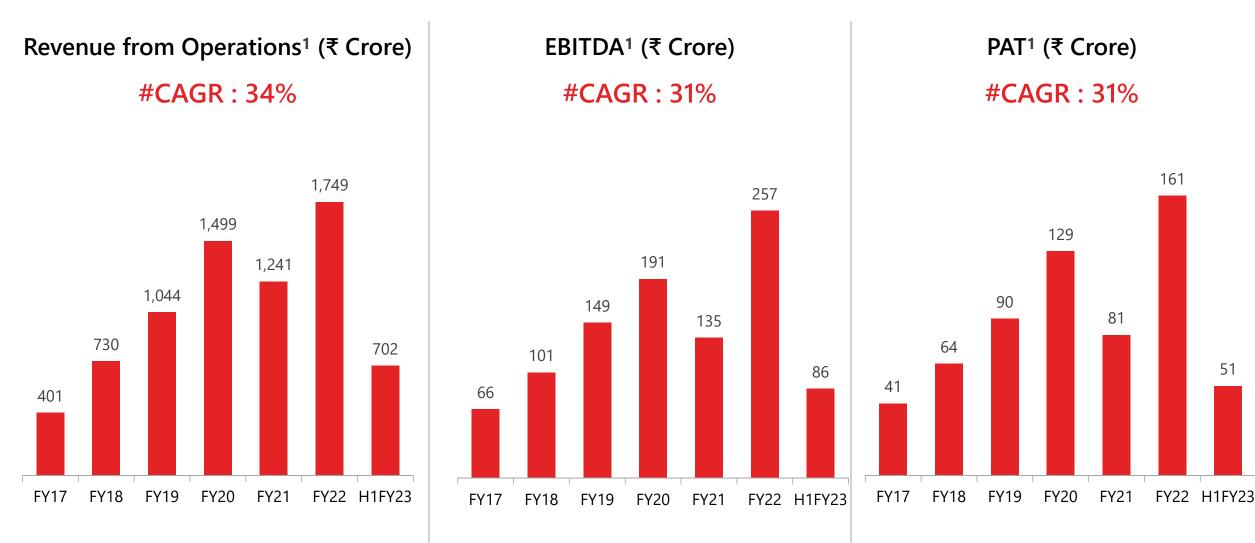
There were **14** projects awarded during the quarter:

- 1. Corporate Office Building Project by a leading multi-national company of value Rs.290 crore.
- 2. Repeat order in Precast for National High-Speed Project from L&T of value Rs.195 crore
- 3. Fore Court Development at Ahmedabad Airport of value Rs.128 crore
- 4. Repeat order to construct Phase II of Noodle plant by a leading multinational company of value Rs.115 crore.
- 5. Repeat order to construct manufacturing unit by a leading pharmaceutical company of value Rs.99 crore
- 6. Archaeological museum of value Rs.97 crore awarded by Government of Gujarat.

During Q2FY23, **completed 10 projects** which includes High rise commercial building in GIFT city, Corporate office building for Indian Potash Limited, Four Precast projects, medical college & hospital in Rajasthan, etc.. All the projects were completed in time. Total projects completed till date totals to 196 projects.

### **Annual Financial Performance**



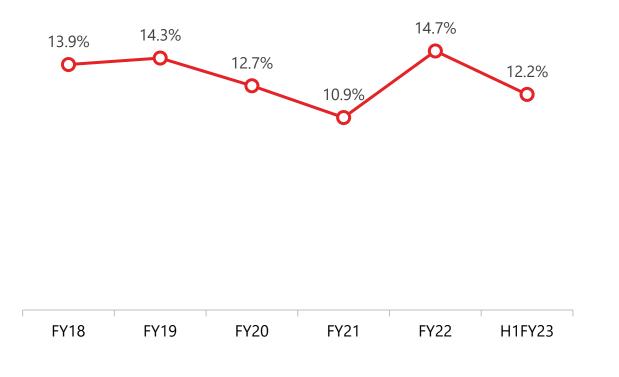


Notes: # CAGR based on five years completing on 31.03.2022 (FY 22) (1) Numbers have been rounded off

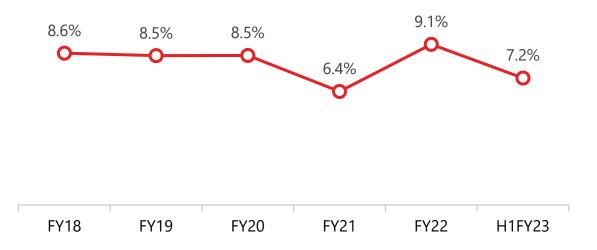
### **Business Robustness in Numbers**



### EBITDA / Revenue from Operations EBITDA Margin%

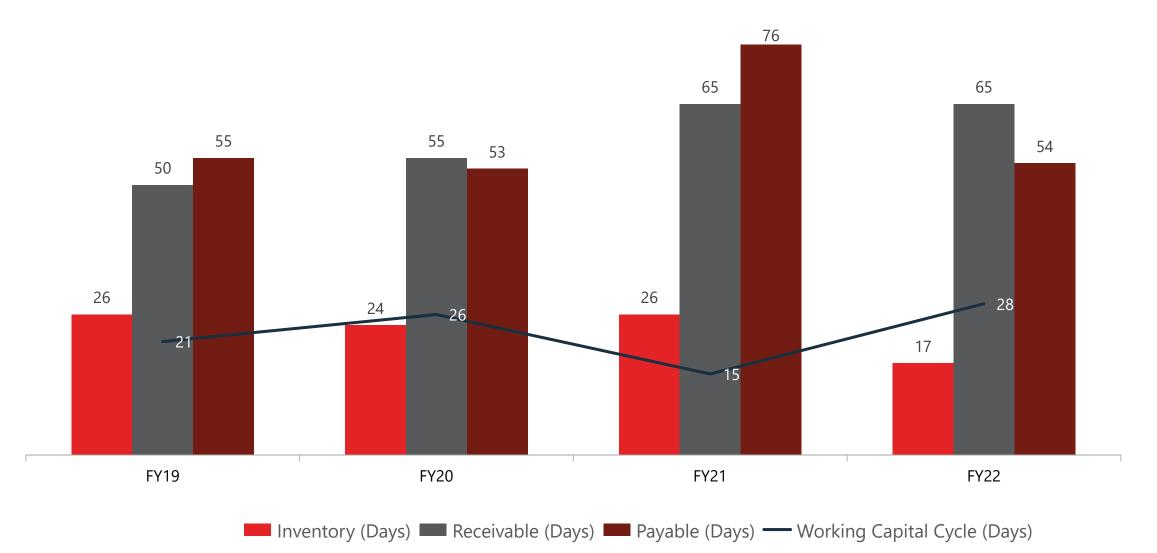


### Profit After Tax / Total Revenue PAT Margin%



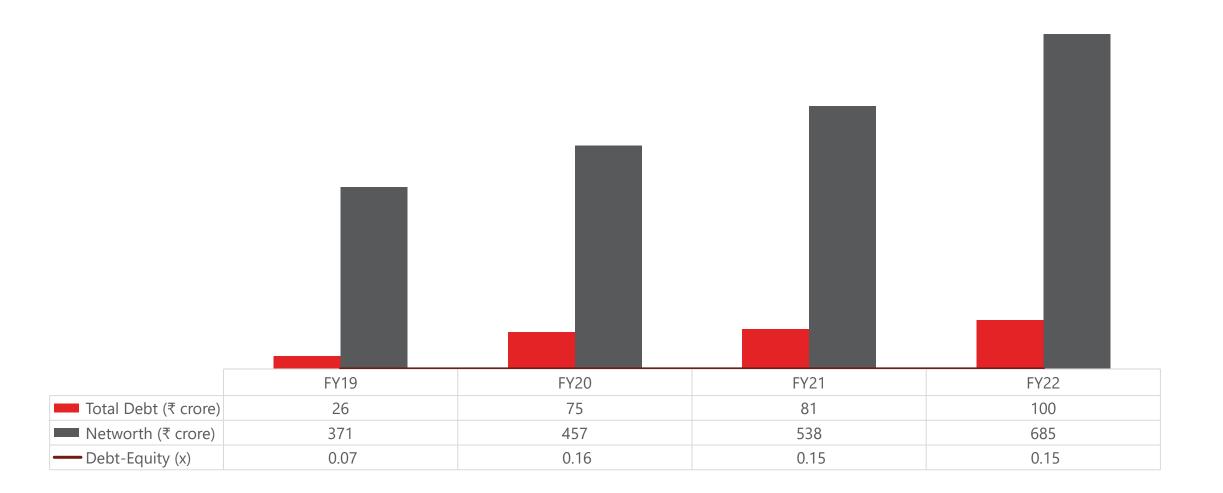
# **Prudent Working Capital Cycle in Construction Space**





### Along with comfortable Leverage Position







# Indian Construction Industry

www.pspprojects.com



# An Important growth driver of India's Economy





#### Initiatives taken by GoI to bolster growth in construction sector

#### Governments Push

- High-speed bullet trains and metro rail, construction of Delhi-Mumbai Industrial Corridor, concept of sustainable smart cities like GIFT City, hospitals and greenfield industrial smart city projects are contributing to India's dynamic transformation
- Gol announced an ambitious project of adding 100 new airports by 2024
- Pradhan Mantri Awas Yojana (PMAY) program, to provide affordable housing to all urban poor by 2022
- National Infrastructure Pipeline (NIP) earmarked 7,400 projects focused on building roads, housing, urban development, railways, conventional power, renewable energy, and irrigation.
- The extension of tax holiday up to March 2022 announced by the Finance Minister to increase the supply of affordable housing units
- Allocated ₹ 6,450 crore in Union Budget 2021-22 for the Smart Cities Mission



#### **FDI Inflow**

 The infrastructure and construction sector is allowed for 100% foreign investment through automatic route.



#### Consolidation

 Consolidation in the private sector will further intensify as stronger players will become more stronger by gaining market share



#### Pandemic induced Incentives

Gol has introduced favourable policies such as lowering the bank guarantee requirement, faster clearance of bills, and speedier clearances / approvals.

We believe that owing to healthy balance sheets, access to capital and many unlisted/weaker players being shunted out of the market, the market share of large organized players is set to grow further in the next 2-3 years

#### 14

### **8%**

Construction Industry's contribution to India's GDP



of 12.3% in 2020.

### \$5tn Economy

annual growth of 15.9% in real

terms in 2021, following a decline

Gol's intent of becoming a \$5tn economy it plans to achieve through infrastructure development due to the high multiplier effect



# Drivers that transcended PPLs growth since inception

www.pspprojects.com



### Our Hybrid Approach with presence in Private and Public projects

■ FY20 ■ FY21 ■ FY22 ■ O2FY23





#### **Industrial Projects**

Construction of industrial buildings for pharmaceuticals, Tyre, Dairy, Engineering companies, etc. Institutional Projects Construction of buildings for hospitals and healthcare services, educational institutes, malls, hospitality services and corporate offices.



#### **Government Projects**

Undertake various challenging and prestigious real estate and infrastructure projects spearheaded b the government and PSUs such as CM's Office, Riverfront Development, Renovation of Vidhansabha Building.

26\*



#### Government Residential Projects

Execution of prestigious residentialcum-commercial projects, spearheaded by the government in the affordable housing category under Mukhya Mantri GRUH Yojana.

03\*



### Residential Projects

Construction of private residential buildings for group housing, townships and independent houses for select private customers.

17\*



#### Precast

 Manufacture all elements of building and infrastructure industry, such as Beams, olumns, Slabs, Load Bearing
 alls, Partition Walls, Staircase, and Lift Cores among others

04\*

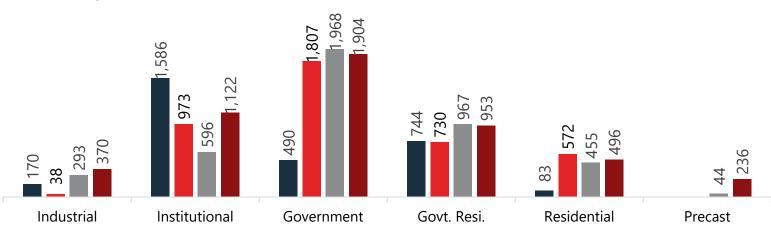
#### **63**\*

\*

83\*

\* Number of Projects Completed as on 30 September 2022

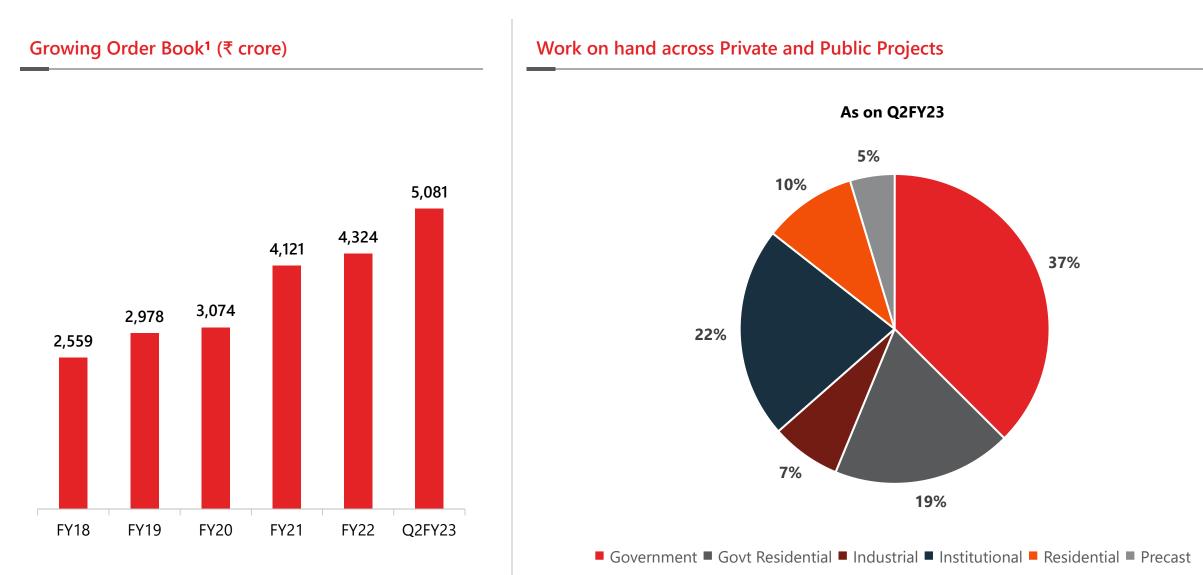
#### Oder Book across Private & Public Projects<sup>1</sup> (₹ crore)



- Total Order on Hand as on 30 September 2022:
   ₹ 5,081 crore
- Government projects comprised 56% of the order book in Q2FY23 vs 68% in FY22.
- By diversifying skill sets and order book across different projects, PSP Projects can pursue a broader range of project tenders and consequently, optimize business volume and profit margins

### **Robust Order Book and Growing Pre-Qualification Credentials**





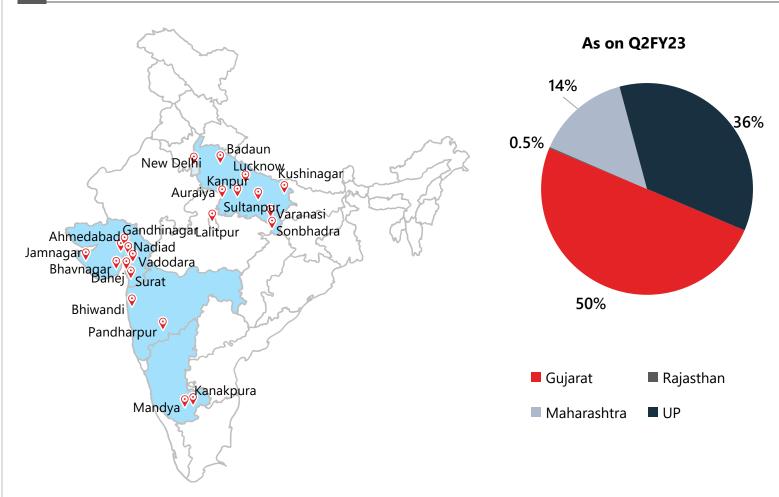
### Our Confidence to replicate the Success Story outside our Home State

- Being headquartered in Ahmedabad, not only are we strategically located in the core market of Gujarat but have gradually expanded our presence to six different states of India, establishing a pan-India presence.
- Now, PPL is present in six states viz. Gujarat, Rajasthan, UP, Karnataka, New Delhi and Maharashtra.
- Initially, PPL established itself as a renowned name in the construction space in Gujarat construction market, after 8 years of operations only in 2016 did PPL hatch out of Gujarat.
- Dairy Project for Bangalore Milk Union Limited in Karnataka and Medical College & Hospitals at two locations in Rajasthan are key projects completed outside the state of Gujarat.

#### Key on-going projects outside Gujarat (₹ crore)

1	UTTAR PRADESH: EPC projects for Medical Colleges and Hospitals at 7 locations in Uttar Pradesh	1,491
2	MAHARASHTRA: EWS Housing Projects in Bhiwandi and Pandharpur	759
3	UTTAR PRADESH: Development of Shri Kashi Vishwanath Dham and its Beautification Including All Development Works	398
4	UTTAR PRADESH: Affordable Housing project	238
5	RAJASTHAN: Medical Colleges and Hospitals in Rajasthan	27

#### Growing Geographical Footprint



Giving momentum to our strategy of geographical diversification, 50% of order book are from markets other than Gujarat as on 30 September 2022

©2021 – PSP Project Ltd., All Rights Reserved.

PSP

# **Belief, Trust and Support of our Customers**



### **Proven Track Record**

In delivering projects on-time and quality \_ projects, the faith and confidence rested by the clients can be assessed by esteemed projects and repeat orders secured over the years.



#### PSP has repeatedly serviced projects for:

Zydus Cadila Group	29
Torrent Group	15
UP – Public Works Department	8
Sabarmati Riverfront	8
Adani Group	7
Claris Group	6
Road & Building, Gujarat	4
Reliance	2
Intas Group	2

**Ethics & Trust** 

Strong work Ethics makes PSP a favourable and preferred choice

Worked with more than 100 private and public clients across India



torrent 

adani



CEPT

UNIVERSIT











Realty

SURAT DIAMOND

BOURSE

BRIGADE

MARUTI M SUZUKI F WUNDATI WN

### **Biggest Project**

### Surat Diamond Bourse





#### SDB is the world's largest office building on a single basement.

It's a ₹1,850 Crore project, size of 66 lakh sq. ft. With completion of this project, PPL will enter the big league of handling prestigious projects up to ₹2,500\* crore

As on FY22

# **Clientele with High Quality Business**

Work on Hand as on 30 September 2022 - (Major Projects) | [₹ Crore]

PSP	1 ast
Bui	id to Last

Description of Project	Location	Name of the Client	Contract value	Outstanding Contract Value
Medical Colleges & Hospitals at 7 Locations	Uttar Pradesh	Public Works Department	1,491	1,239
EWS Housing Project	Maharashtra	Municipal Corporation	601	601
Sports Complex	Gujarat	Municipal Corporation	504	488
Corporate Office Building	Gujarat	Institutional	290	290
Residential Project	Gujarat	Private Company	252	240
Residential Buildings of PAC Mahila Battalion at Badaun, UP	Uttar Pradesh	Public Works Department	239	224
Residential Project	Gujarat	Adani Estate Management Pvt. Ltd.	349	210
Precast Order for National High Speed Project	Gujarat	L&T	195	195
Construction Of Steel Plant	Gujarat	Private Company	257	145
Fore Court Development at Ahmedabad Airport	Gujarat	Private Company	128	128
Noodle Factory Phase II	Gujarat	Industrial	115	115
Total			4,421	3,876

# The Team that made PPL fulfil its ambitions

Ably Supported by Experienced Professionals



Mahesh Patel Senior Vice President - Operations

- Holds a diploma in civil engineering
- Heads the project operations of our company,
- He has been an instrumental part of all the projects completed by PSP Projects till date.
- He has been with the company since inception



Maulik Patel Vice President - Procurement

- Attended the course for bachelor's degree in commerce
- Heads the procurement, management of plants and machineries and form works.
- He has been associated with the company since inception and played a pivotal role in PPL's growth.



Hetal Patel Chief Financial Officer

- 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 (USA)
- With our company since the past 8 years



Viplav Shah Vice President - Planning

- Diploma in Construction Technology from School of Building Science & Technology (Currently CEPT University) and Management Education Program from IIM Ahmedabad.
- He brings 25 years of experience in the construction field.



PSP

Girish Ramkumar Vice President - HR

- Master Of Arts Political Science) From Karnataka Stare Open University. An MBA from Indian Institute of Management (IIM), Kozhikode in 2014.
- He brings with him nearly 24 years of diverse experience in diverse Industries
- He brings 25 years of experience in the construction field.

# The Team that made PPL fulfil its ambitions

Ably Supported by Experienced Professionals



Ramjibhai Parmar General Manger - Tender

- Ramjibhai Parmar is the General Manger - Tender of our company
- Diploma in civil engineering
- Associated with our company for the past 10 years



**Pratik Thakkar** General Manager - BD

- 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 the past 7 years



Kenan Patel Company Secretary and Compliance Officer

- Associate member of the Institute of company Secretaries of India (ICSI)
- Holds a bachelor's degree in law from Gujarat University
- 7 years of experience in all Company Secretarial functions and Compliances



Sanjay Kumar Rai Sr. Manager - SAP/IT

- 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 since 2018



PSP

Pushpesh Singh Dy. General Manager – Contracts

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

### Leadership and Management



Chairman, MD and CEO



**Pooja Patel** Whole Time Director

He has a bachelor's degree in civil engineering from Saurashtra University, and has been working in the civil construction space by way of a proprietorship business, before the incorporation of PSP Projects Limited. He has an experience of 36 years in the construction space, and has played a significant role in the growth of PSP Projects since its incorporation. He has been featured in the book titled 'Business Game Changers: Shoonya se Shikhar' authored by Prakash Biyani.

She has a bachelor's degree in civil engineering from Gujarat Technological University and a post-graduate diploma in financial management from Ahmedabad Management Association. She has been actively involved in planning of projects, procurement of materials and execution of projects for PSP Projects Limited since 2015. She has also represented PSP Projects in Indian Concrete Institute Chapter-1, Ahmedabad.

He has a bachelor's degree in civil engineering from Gujarat Technological University. He is actively involved in project planning, project tendering, contracts, and execution of projects.

Sagar Patel

**Executive Director** 

Sandeep Shah Independent Director

He has a double bachelor's degree in commerce and law from Gujarat University. He is currently a director of Creative Infotech Private Limited. He has many years of experience in the business of information technology products and services.



Vasishtha Patel Independent Director

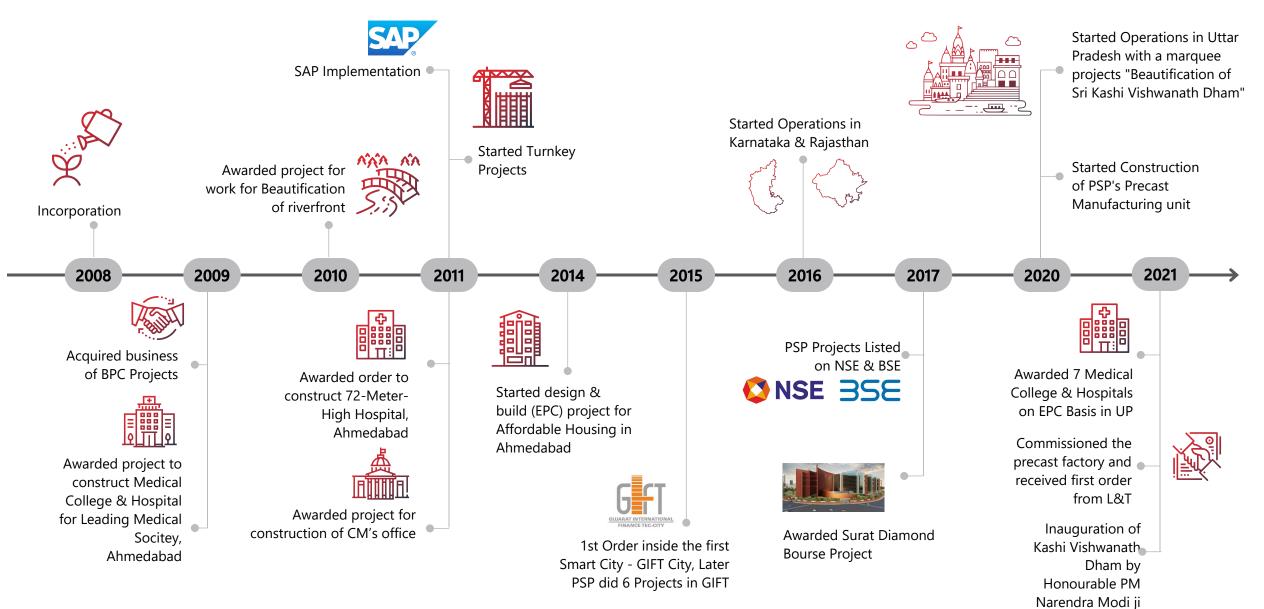
He has a bachelor's degree in business administration from Sardar Patel University and a master's degree in business administration from South Gujarat University. Over 20 years of experience he has had in management and exports, he has held managerial positions in international division of several companies. He is currently a Managing Director of Multico Exports Private Limited, which is involved in the export of pharmaceuticals and raw materials.



**Achala Patel** Independent Director

She is a Post Graduate and M.Phil from school of languages, Gujarat University. She is Gold Medallist and 1st rank holder at University level at both her Graduation and Post-Graduation levels. She is a founder and Designated Partner of MAP Power LLP and Chopper Worx Construction LLP. She is actively involved in the business of high voltage power transmission representing few European companies in India and in few neighbouring countries since more than 16 years.

## **Our 14 years of Journey of Constructing Buildings**



PSP

## **Precast Facility**

### Enhancing capabilities. Exploring newer technologies

A state-of-the-art manufacturing plant of precast concrete building.



**Project Cost ₹109 Crore** 

60 Acres



- Precast enables manufacturing all elements of building and infrastructure industry, such as Beams, Columns, Slabs, Load Bearing Walls, Partition Walls, Staircase, and Lift Cores, among others.
- Going forward the precast capacity will be increased to 3 mn. Sq.ft.
- Order Book from Precast is to the tune of ₹ 236.43 crore. First Order received was from L&T to the tune of ₹ 49 crores as part of National High Speed Rail project. Balance orders are from Residential and Industrial segments.

### Offsite Modular Construction Technology is the future to achieve seamless quality, speed in delivery and larger volumes in a controlled environment.



#### **Benefits of Precast** Manufacturing Facility

- Reduces labour-intensive traditional building methods by way of maximum prefabrication and use of cutting-edge technology,
- Thereby reducing turnaround time for projects,
- Unlocks the best land potential,
- Helps in delivering consistent quality,
- Helps to increase operating efficiency and margins.

### **Precast Factory**





### **Investment Rationale**





One-stop shop solution construction company present throughout the value chain starting from planning, design, construction and post-construction services including MEP work and other interior fit-outs which provides us with several opportunities, faster project turnaround time & higher ticket size.



With proven track record, financial discipline, multi vertical presence, large equipment base and cutting-edge technologies, the company has managed to create a strong brand recall synonymous with trust.



Execution capabilities have grown significantly with time, both in terms of the size of projects that we bid for and execute, and the number of projects that we can execute simultaneously, upon successful completion of SDB, PSP becomes eligible to bid for larger value projects.



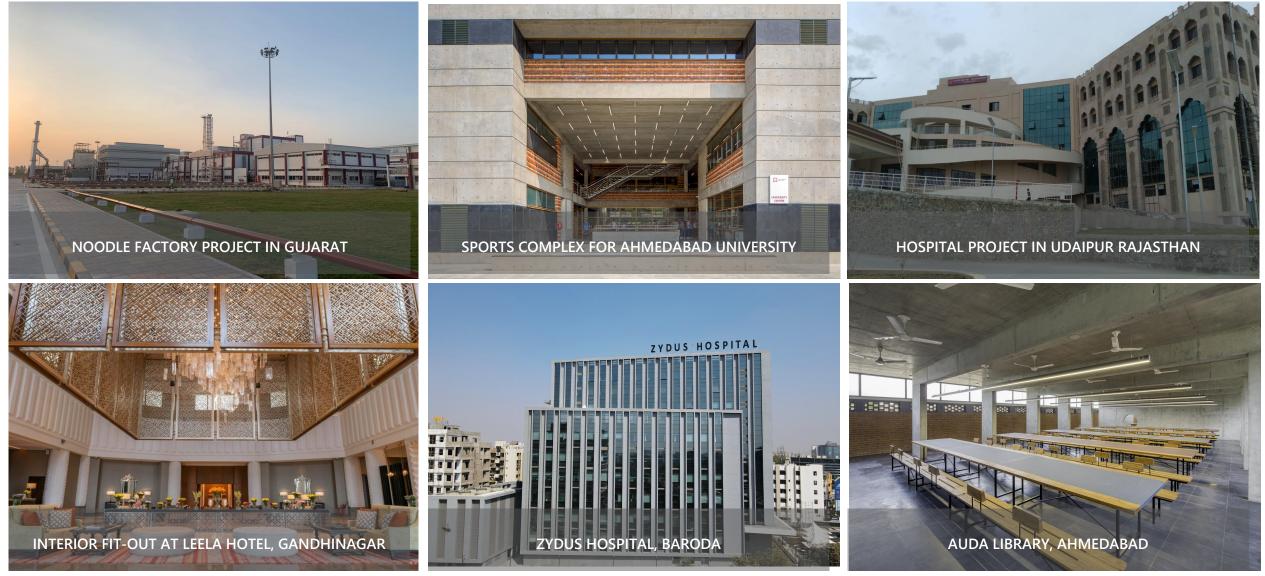
Prudent financial performance, Comfortable leverage position at 0.15 times (incl. mobilization advance), giving sufficient room to raise debt in the future. Despite being WC intensive, the company has comfortable WCC at 28 days.



At the helm is an Experienced, Skilled and Passionate first-generation entrepreneur whose passion to build quality buildings aided PSP to attain manifold growth along with support and dedication of experienced team and Process driven approach followed by PSP.

### **Project Profile**

### **Prominent Projects Completed in FY22**





### Landmark Projects – Kashi Vishwanath Dham





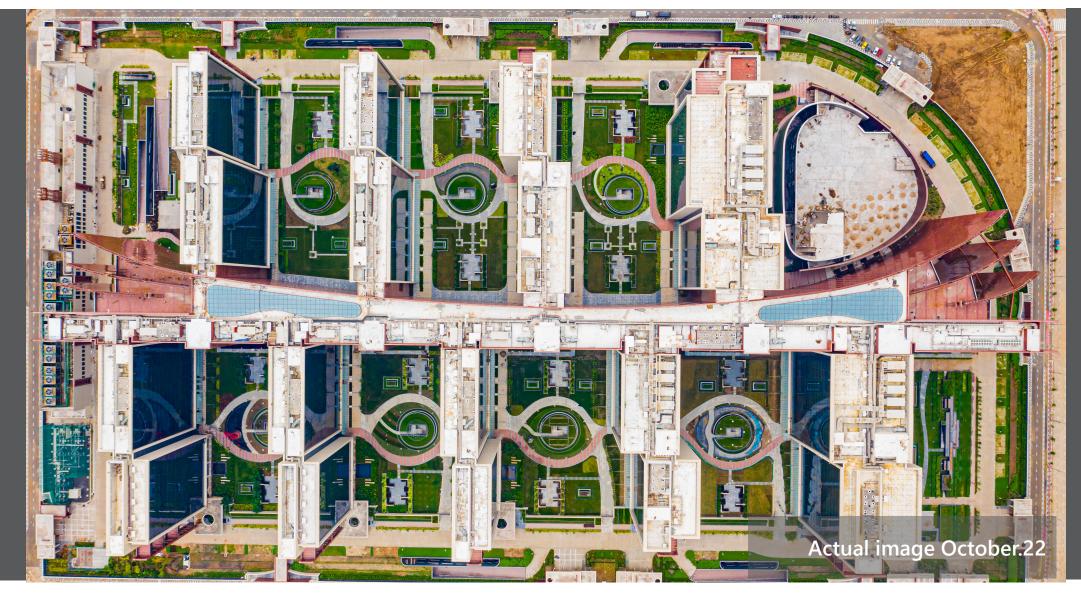
### Landmark Projects – Surat Diamond Bourse





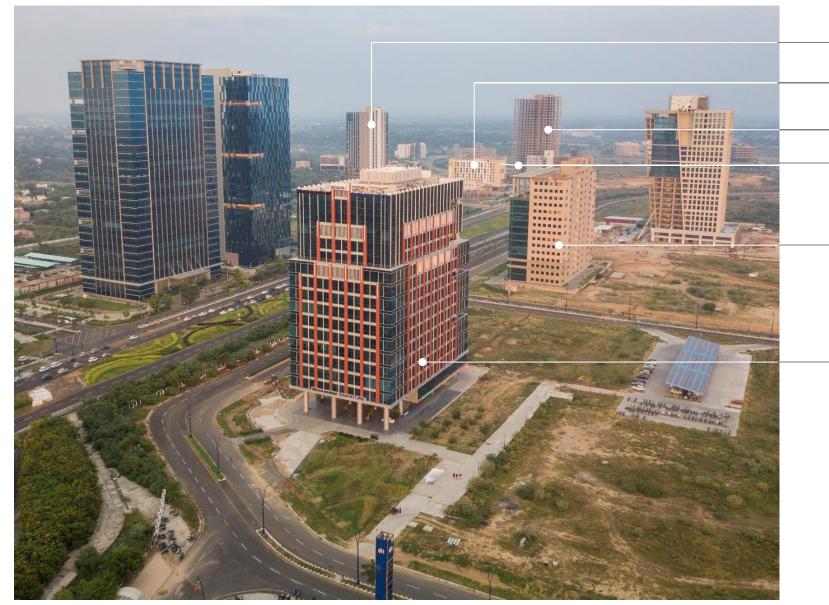
## Landmark Projects– Surat Diamond Bourse





### **Prominent Projects – Smart City**





Prestige Fintech IBIS Hotel by Brigade World Trade Center BSE Brokers Forum

Brigade International Finance Center

The Signature by Hiranandani

### **Prominent Projects**

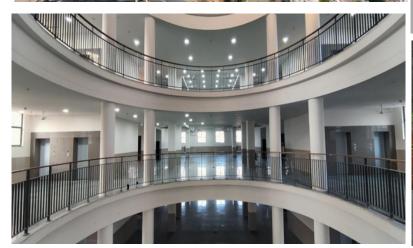






ZYDUS HOSPITAL SITAPUR (EPC PROJECT)





MEDICAL COLLEGE & HOSPITAL AT DAHOD (EPC PROJECT)



BEAUTIFICATION OF AHMEDABAD C.G.ROAD



#### **R&D AND RESEARCH CENTERS IN GUJARAT**

### **Prominent Projects**







ZYDUS CORPORATE HOUSE AT AHMEDABAD





BANGALORE MILK UNION DAIRY PLANT A KANAKPURA, KARNATAKA





### **Prominent Projects**







# **Key Strategies**

www.pspprojects.com



**Key Strategies** 



# Building is my passion

#### Mr. Prahaladbhai Patel Chairman, MD and CEO

Strengthen our human capital

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





Augment customer relationships and optimize our project mix



# Awards and Recognition

www.pspprojects.com



### **Awards and Recognition**





PSP Projects Ltd has been awarded as Fastest Growing Construction Company (below 2000 Cr Category) during the Construction World Annual Awards 2022



PSP Projects Ltd has been awarded as India's Top Challengers during the Construction World Annual Awards 2021

### **Awards and Recognition**







Patidar Udhyog Ratna Award by Sardardham 2020



Times Inspiring Entrepreneur Award for the Fastest Growing Construction Company of the Year 2020



World Annual Awards 2021

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"

### Safe Harbor Statement

PSP

This document does not constitute or form part of and should not be construed as an offer to sell or issue or the solicitation of an offer to buy or acquire securities of the Company or any of its subsidiaries or its joint ventures or affiliates in any jurisdiction or as an inducement to enter into investment activity. No part of this document, nor the fact of its distribution, should form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. This document is not financial, legal, tax or other product advice.

This document has been prepared by the Company based on information available to them for use at a non-deal road show presentation by the Company for selected recipients for information purposes only and does not constitute a recommendation regarding any securities of the Company or any of its subsidiaries or its joint ventures or affiliates. The information has not been independently verified. No representation, warranty, guarantee or undertaking (express or implied) is made as to, and no reliance should be placed on, the accuracy, completeness or correctness of any information, including any estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein and, accordingly, none of the Company, its advisors and representative and any of its or their affiliates, officers, directors, employees or agents, and anyone acting on behalf of such persons accepts any responsibility or liability whatsoever, in negligence or otherwise, arising directly or indirectly from this document or its contents or otherwise arising in connection therewith.

The Company may alter, modify or otherwise change in any manner the contents of this document, without obligation to notify any persons of such change or changes.

This document contains certain supplemental measures of performance and liquidity that are not required by or presented in accordance with Indian Accounting Standards or Indian GAAP, and should not be considered an alternative to profit, operating revenue or any other performance measures derived in accordance with Indian Accounting Standards or Indian GAAP or an alternative to cash flow from operations as a measure of liquidity of the Company.

The statements contained in this document speak only as at the date as of which they are made, and the Company expressly disclaims any obligation or undertaking to supplement, amend or disseminate any updates or revisions to any statements contained herein to reflect any change in events, conditions or circumstances on which any such statements are based. By preparing this presentation, none of the Company, its management, and their respective advisers undertakes any obligation to provide the recipient with access to any additional information or to update this presentation or any additional information or to correct any inaccuracies in any such information which may become apparent.

This presentation is not an offer of securities for sale in the United States. Securities may not be offered or sold in the United States absent registration or an exemption from registration.

This presentation contains forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on these forward-looking statements.

By accessing this presentation, you accept that this disclaimer and any claims arising out of the use of the information from this presentation shall be governed by the laws of India and only the courts in Ahmedabad, Gujarat, India and no other courts, shall have jurisdiction over the same.



#### For more information please contact:

#### **PSP** Projects Limited

Hetal Patel ☑ grievance@pspprojects.com Ernst & Young LLP

Krishna Patel / Vikash Verma ☑ krishna.patel2@in.ey.com ☑ vikash.verma1@in.ey.com

# Thank You

#### **PSP Projects Limited**

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

NSE: PSPPROJECT | BSE: 540544 | ISIN: INE488V01015

#### © 2020 PSP Projects Limited, All Rights Reserved.

"PSP Projects" and The PSP Projects Logo are trademarks of PSP Projects Limited. In addition to Company data, data from market research agencies, Stock Exchanges and industry publications has been used for this presentation. This material was used during an oral presentation; it is not a complete record of the discussion. This work may not be used, sold, transferred, adapted, abridged, copied or reproduced in whole on or in part in any manner or form or in any media without the prior written consent. All product names and company names and logos mentioned herein are the trademarks or registered trademarks of their respective owners.