



PSP

*Build to Last*

**PSP PROJECTS LIMITED**

**Corporate Presentation**

July 2021

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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 : Q1 FY22 (Rs. Lakhs) |  
Revenue : INR 31,735.58 ; EBITDA : INR 3,938.83;  
PAT : INR 2,491.38



13

Years of existence

168

Projects completed\*

42

Projects under execution\*

3,85,219

(Rs. Lakhs) Order book\*

\* As on June 30, 2021



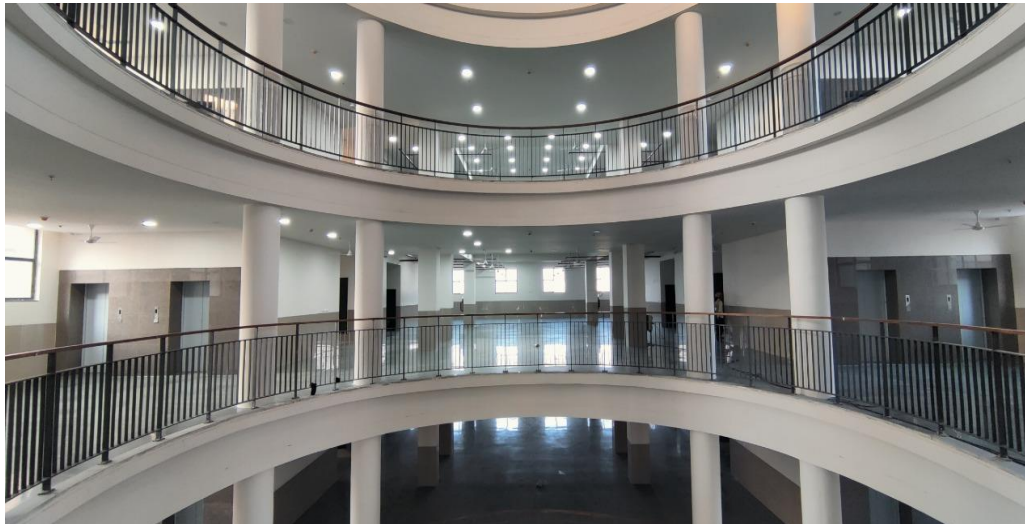
# Our Journey at a Glance





**Zydus Hospital Sitapur (EPC Project)**





**Medical College & Hospital at Dahod (EPC Project)**



**R&D and Research Centers in Gujarat**





**Beautification of Ahmedabad C.G. Road**





ACTUAL IMAGE JUNE 21





ACTUAL IMAGE JUNE 21





Prestige Fintech

IBIS Hotel by Brigade

BSE Brokers Forum

World Trade Center

Brigade International Finance Center

The Signature by Hiranandani





**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**





- ❖ Factory Building Work Completed
- ❖ Machinery Installed – Automation Testing Work in process
- ❖ Supporting Building and GD work in process



# OUR KEY STRENGTHS

© morphogenesis.



# 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

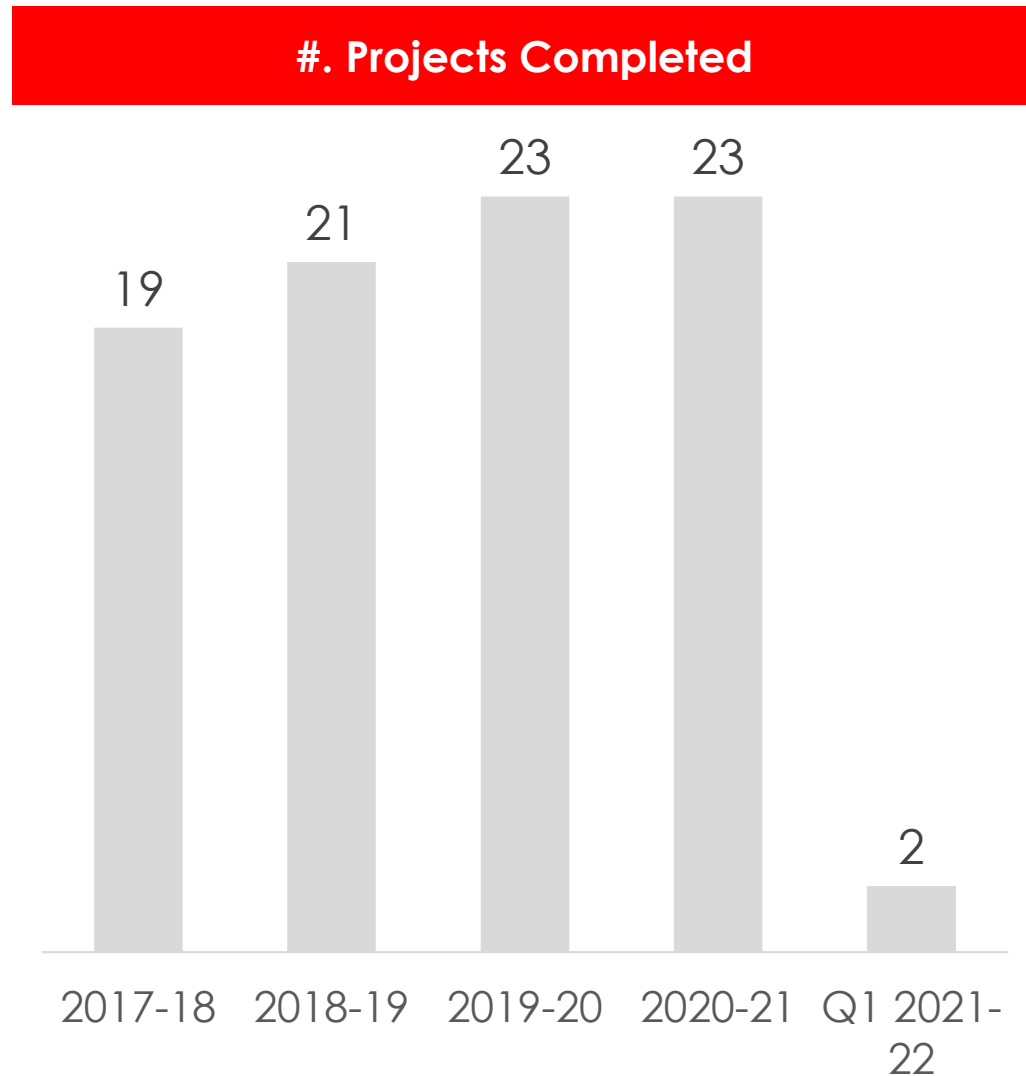


Promoter with Several Decades of Experience, Supported by Experienced Professionals



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 - 59**



## 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 - 69**



## 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 - 23**



## 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**



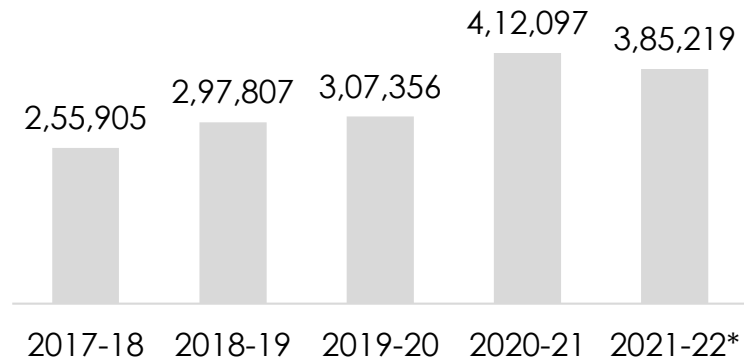
## Residential Projects

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

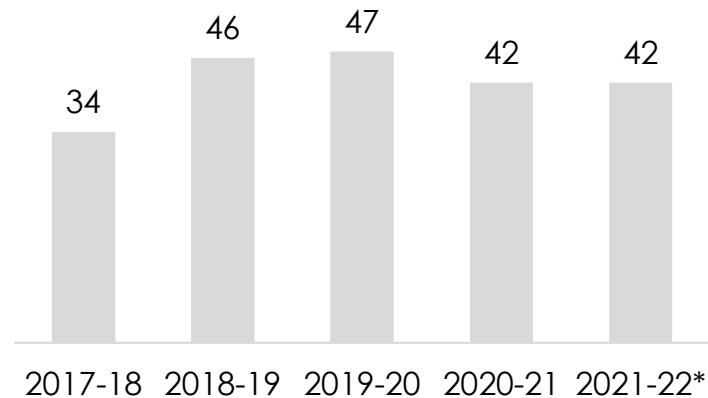
**Number of Projects Completed - 14**

# Robust Order Book and Growing Pre-Qualification Credentials

## Growing Order Book (INR Lakh)

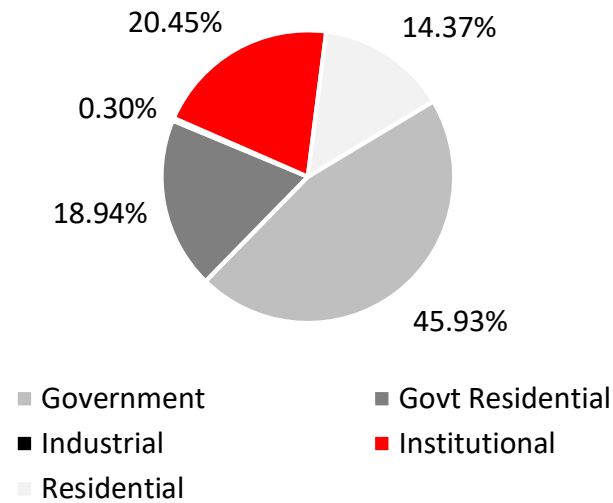


## Growing Order Book (#. of Projects)

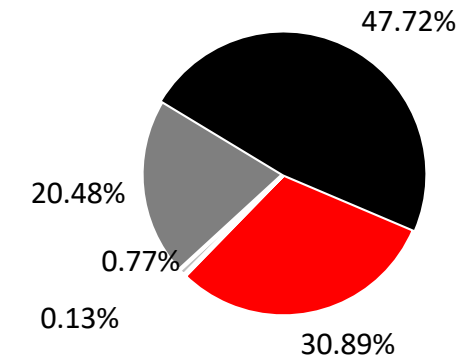
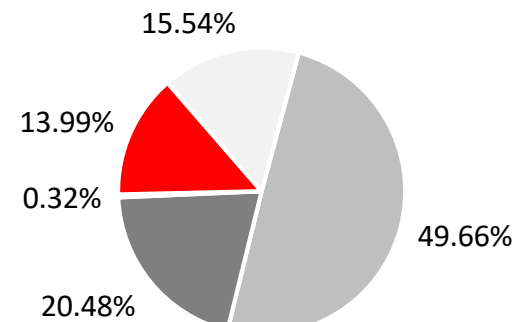
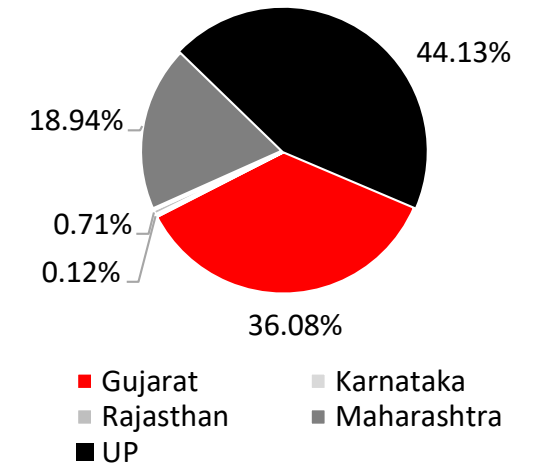


## Category Wise

Work on Hand - Rs. 3,85,219 Lakhs | June 30, 2021



## Geographical



Work on Hand Rs. 3,56,293 Lakhs | June 30, 2021 (Excl. Surat Diamond Bourse)

\* As on June 30, 2021

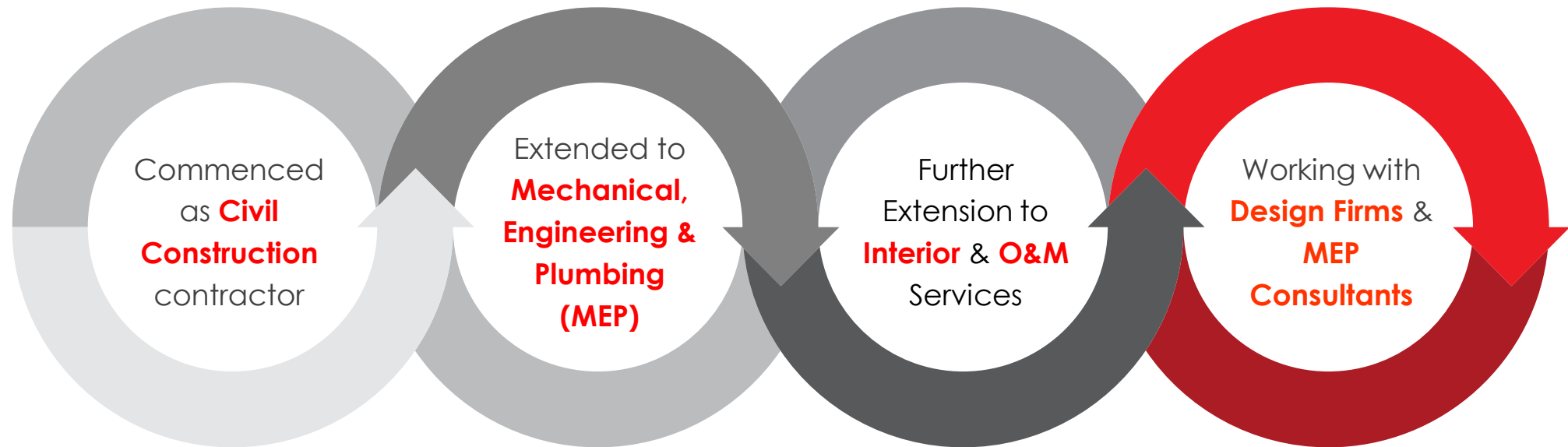


# Clientele with High Quality Business

## Work on Hand as on June 30, 2021 - (Major Projects) | [Rs. in Lakhs]

| DESCRIPTION OF PROJECT                              | LOCATION      | NAME OF THE CLIENT                               | CONTRACT VALUE | OUTSTANDING CONTRACT VALUE |
|---|---------------|--|----------------|----------------------------|
| MEDICAL COLLEGES & HOSPITALS AT 7 LOCATIONS         | UTTAR PRADESH | PUBLIC WORKS DEPARTMENT                          | 1,49,134       | 149,134                    |
| EWS HOUSING PROJECT                                 | MAHARASTRA    | MUNICIPAL CORPORATION                            | 60,140         | 60,140                     |
| RESIDENTIAL PROJECT                                 | GUJARAT       | PRIVATE DEVELOPER                                | 49,768         | 48,308                     |
| SURAT DIAMOND BOURSE MAIN CONTRACT WORKS            | GUJARAT       | SDB DIAMOND BOURSE                               | 1,77,500       | 28,926                     |
| DEVELOPMENT OF SHRI KASHI VISHWANATH DHAM           | UTTAR PRADESH | PUBLIC WORKS DEPARTMENT                          | 33,900         | 20,882                     |
| IIM AHMEDABAD                                       | GUJARAT       | INDIAN INSTITUTE OF MANAGEMENT                   | 32,822         | 20,338                     |
| AFFORDABLE HOUSING PROJECT                          | MAHARASTRA    | MUNICIPAL CORPORATION                            | 15,755         | 12,839                     |
| A HIGH-RISE AND A LOW-RISE BUILDING AT S.G. HIGHWAY | GUJARAT       | A PRIVATE DEVELOPER                              | 10,109         | 9,356                      |
| RESIDENTIAL COMPLEX AT DAHEJ                        | GUJARAT       | PHARMA COMPANY                                   | 8,629          | 6,396                      |
| MULTI-TENANTED OFFICE                               | GUJARAT       | DALAL STREET COMMERCIAL COOPERATIVE SOCIETY LTD. | 13,465         | 4,162                      |
| PHOENIX MALL  | GUJARAT       | SGH REALTY LLP                                   | 13,909         | 3,925                      |
| REHAB & RESCUE (R&R) PROJECT                        | GUJARAT       | PRIVATE COMPANY                                  | 8,010          | 3,342                      |

# 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. 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.



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



**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 7 years.



**Viplav Shah** holds the position as 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 23 years of experience in the construction field.



**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. 6 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 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



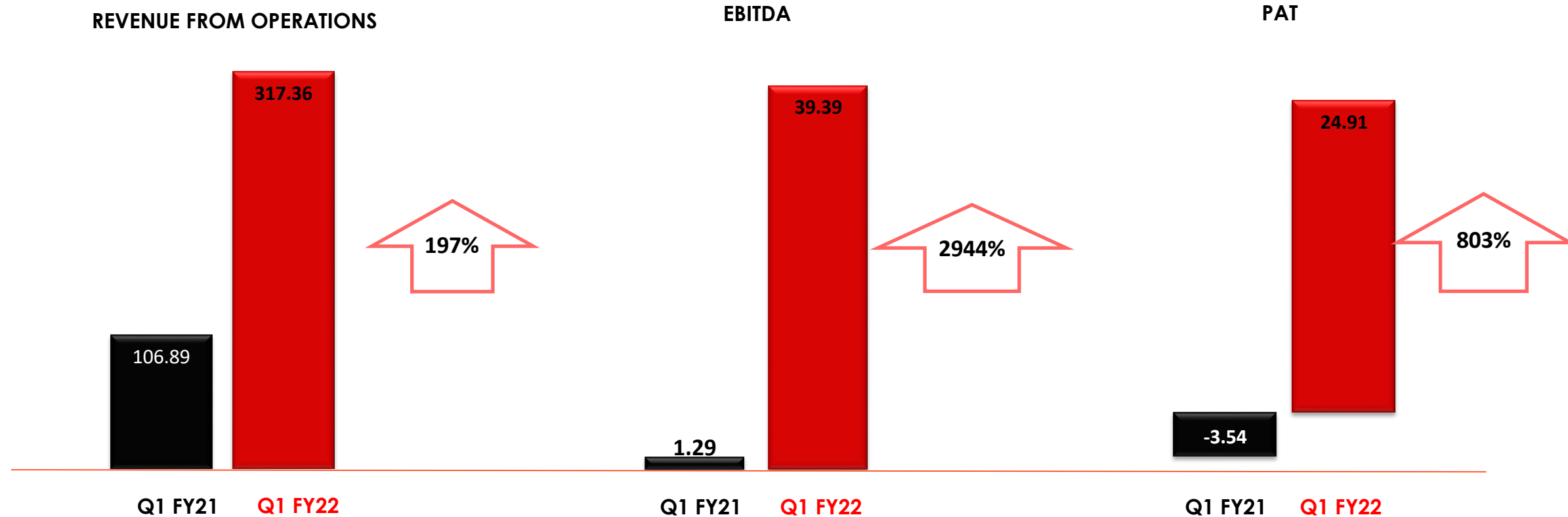
**Sanjay Kumar Rai** is the Senior SAP/IT Manager at our company  
Attended the course for bachelor's degree in science from Ch. Charan Singh University (Meerut) and completed honours diploma in computer from NIIT  
Experience in IT and SAP support across Packing, Chemical, Textile, Steel and Automobile 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 Q1 FY22 (RS. CR.)

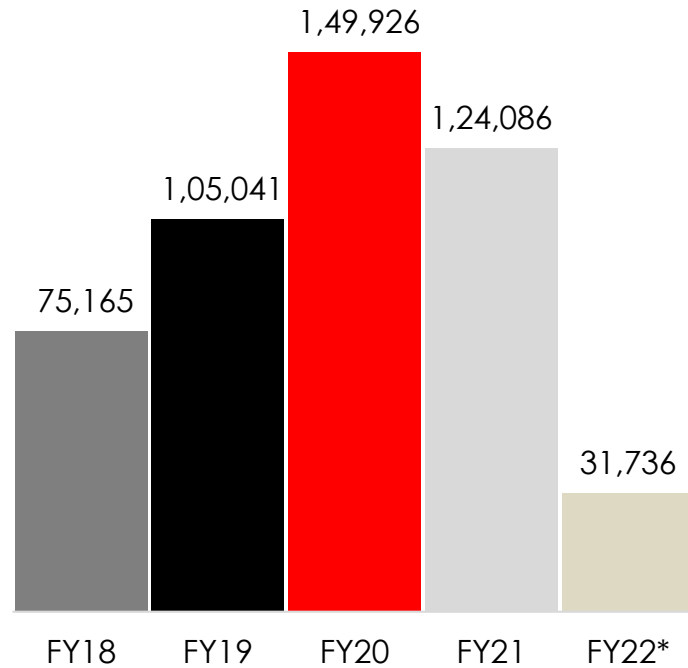


Revenue from Operations -Operating Cost

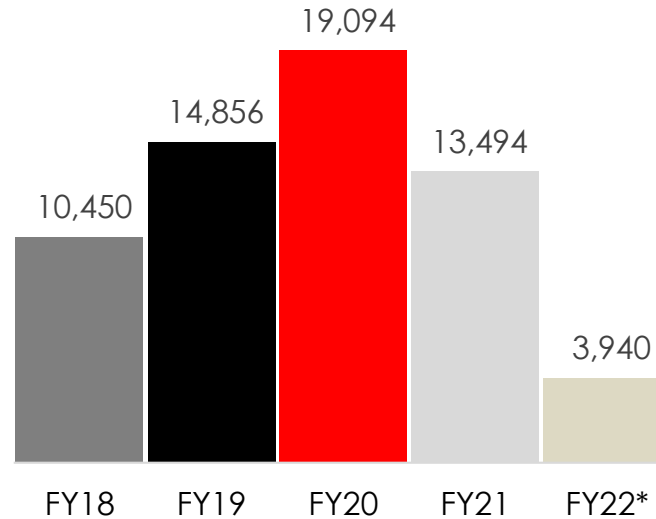


# Business Robustness in Numbers (Consolidated)

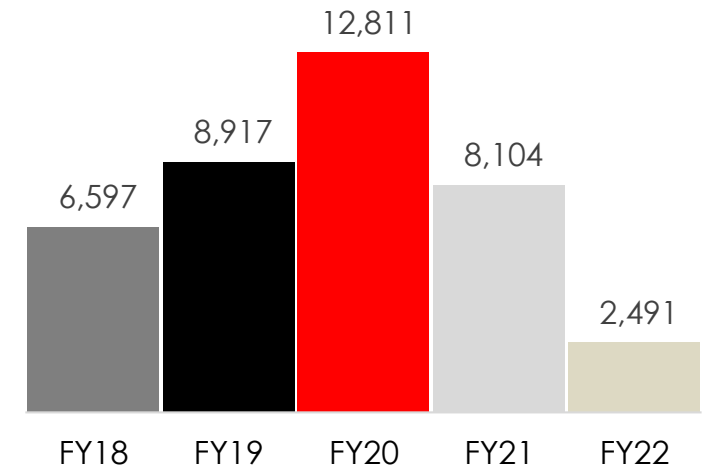
Revenue from Operations (Rs. Lakhs)  
#CAGR : 18.19%



EBITDA (Rs. Lakhs)  
#CAGR : 8.89%



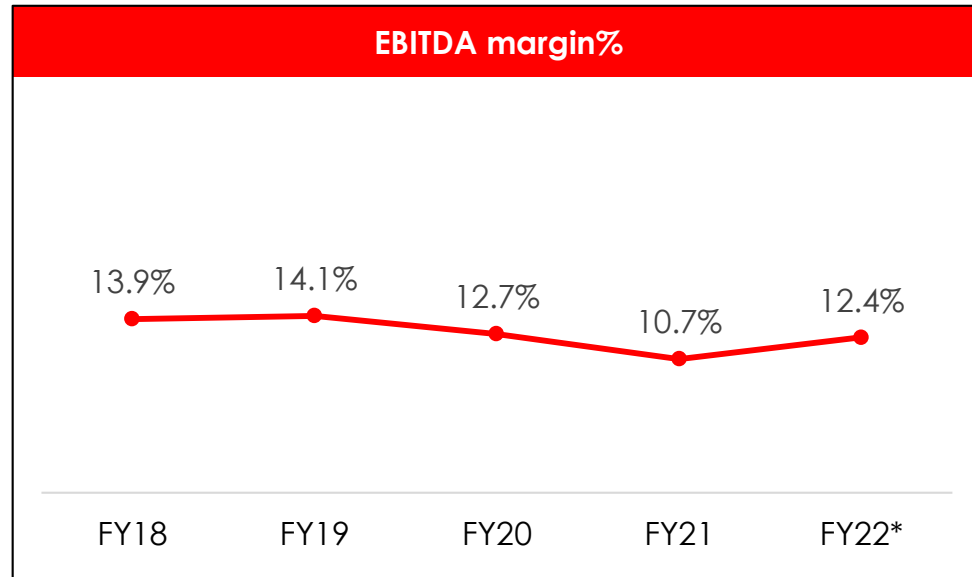
PAT (Rs. Lakhs)  
#CAGR : 7.10%



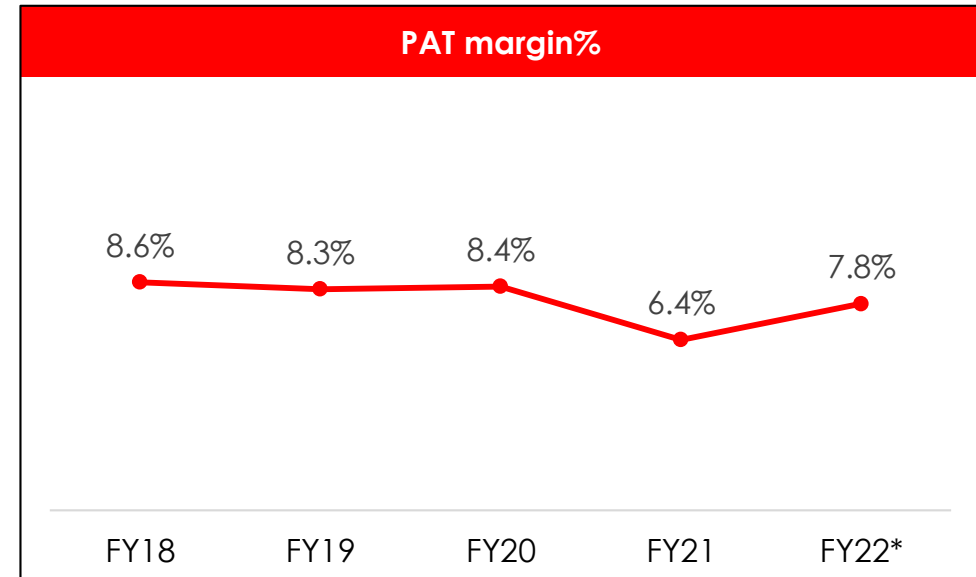
Revenue from Operations - Operating Cost

# CAGR based on four years completing on 31.03.2021 (FY 21)  
\* For the Quarter ended June 30,2021

# Business Robustness in Numbers (Consolidated)



EBITDA / Revenue from Operations



Profit After Tax / Total Revenue

\* For the Quarter ended June 30, 2021





# KEY STRATEGIES

# Key Strategies

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

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

Enhance our project execution capabilities – In Sync with the latest Technology

Augment customer relationships and optimize our project mix

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

Strengthen our human capital

“ Building is my passion ”

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

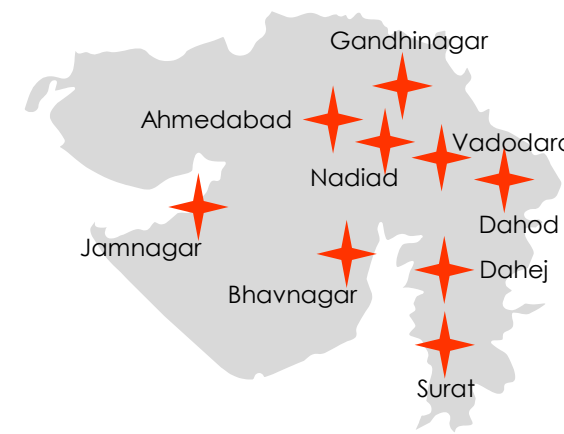
\*Actual image of CEPT University



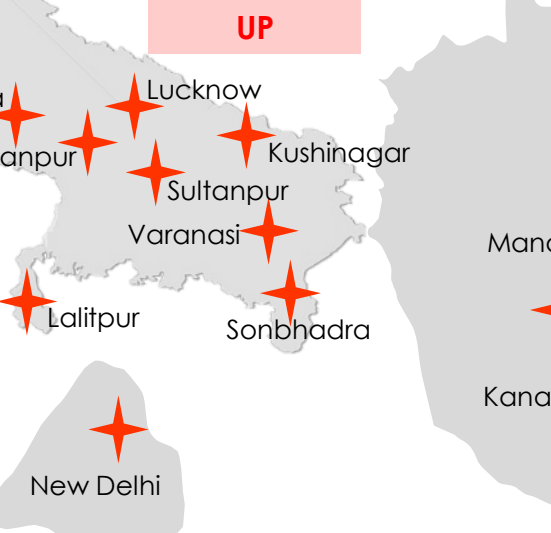
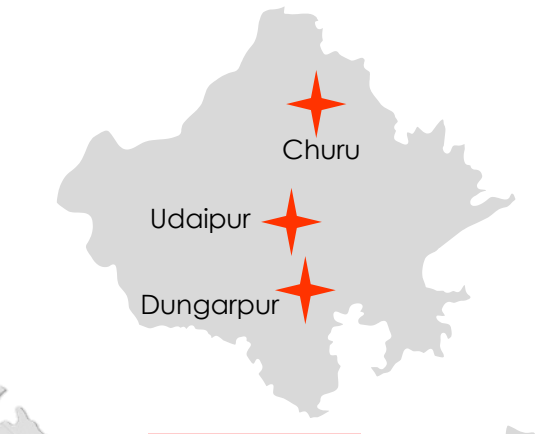
# Growing Geographical Foot Print – Locations for Current & Past Projects



## Gujarat



## Rajasthan



## Maharashtra

## Karnataka

## Delhi

## 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 ADMIRABLE  
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



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

PSP Projects Ltd

Q1 FY22 Standalone Financial Results for the Quarter ended June 30, 2021

(Rs. In Lakhs)

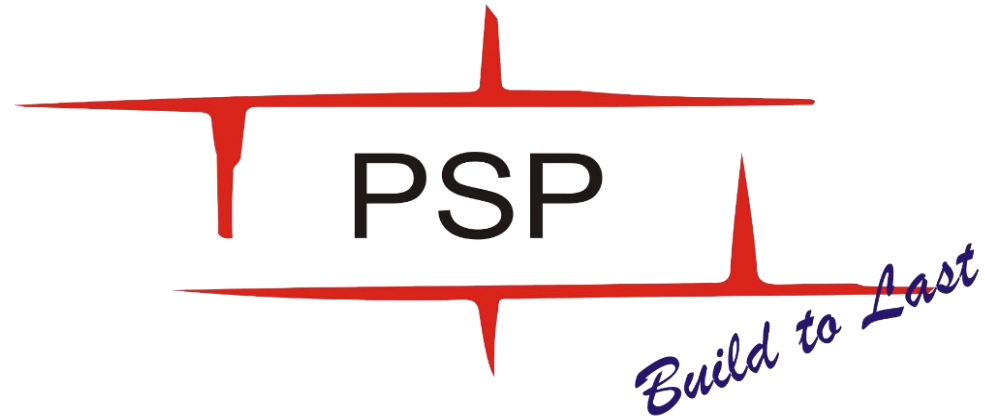
| Particulars   | Q1 FY22          | Q4 FY21          | Q1 FY21          | Q-o-Q       | Y-o-Y        | FY 21              |
|---|------------------|------------------|------------------|-------------|--------------|--------------------|
| <b>Revenue from Operations</b>                      | <b>31,735.58</b> | <b>50,072.64</b> | <b>10,689.18</b> | <b>-37%</b> | <b>197%</b>  | <b>1,24,086.24</b> |
| Cost of materials consumed including WIP            | 9,904.57         | 15,252.17        | 3,239.59         |             |              | 39,576.77          |
| Construction Expenses                               | 15,873.19        | 26,751.32        | 6,138.38         |             |              | 64,442.68          |
| Employee benefits expense                           | 1,518.77         | 1,421.79         | 969.76           |             |              | 5,089.37           |
| Other expenses                                      | 498.92           | 441.12           | 211.57           |             |              | 1,496.09           |
| <b>Total Operating Expenses</b>                     | <b>27,795.45</b> | <b>43,866.40</b> | <b>10,559.30</b> | <b>-37%</b> | <b>163%</b>  | <b>1,10,604.91</b> |
| <b>EBITDA</b>                                       | <b>3,940.13</b>  | <b>6,206.24</b>  | <b>129.88</b>    | <b>-37%</b> | <b>2934%</b> | <b>13,481.33</b>   |
| <b>EBITDA Margin (%)</b>                            | <b>12.42%</b>    | <b>12.39%</b>    | <b>1.22%</b>     |             |              | <b>10.86%</b>      |
| Other Income  | 379.30           | 381.54           | 479.04           |             |              | 1,692.09           |
| Finance costs                                       | 341.03           | 455.26           | 289.19           |             |              | 1,469.12           |
| Depreciation  | 541.91           | 676.21           | 616.58           |             |              | 2,563.76           |
| <b>Profit Before Tax and Exceptional Item</b>       | <b>3,436.49</b>  | <b>5,456.31</b>  | <b>(296.85)</b>  | <b>-37%</b> | <b>1258%</b> | <b>11,140.54</b>   |
| <b>Exceptional Gain/(Loss)(net of tax)</b>          | -                | -                | -                |             |              | (274.11)           |
| <b>Profit Before Tax and after Exceptional Item</b> | <b>3,436.49</b>  | <b>5,456.31</b>  | <b>(296.85)</b>  | <b>-37%</b> | <b>1258%</b> | <b>10,866.43</b>   |
| Tax Expense   | 927.72           | 1,387.72         | (75.04)          |             |              | 2,787.39           |
| Other comprehensive income                          | 2.30             | 18.99            | (3.26)           |             |              | 9.22               |
| <b>Profit After Tax</b>                             | <b>2,511.07</b>  | <b>4,087.58</b>  | <b>(225.07)</b>  | <b>-39%</b> | <b>1216%</b> | <b>8,088.26</b>    |
| <b>PAT Margin (%)</b>                               | <b>7.82%</b>     | <b>8.10%</b>     | <b>-2.02%</b>    |             |              | <b>6.43%</b>       |
| EPS (INR)   | 6.97             | 11.30            | -0.62            |             |              | 22.44              |

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

PSP Projects Ltd

Q1 FY22 Consolidated Financial Results for the Quarter ended June 30, 2021

|   |                  |                  |                  |                |                 | (Rs. In Lakhs)     |
|---|------------------|------------------|------------------|----------------|-----------------|--------------------|
| Particulars                                       | Q1 FY 22         | Q4 FY 21         | Q1 FY 21         | Q-o-Q          | Y-o-Y           | FY 21              |
| <b>Revenue from Operations</b>                    | <b>31,735.58</b> | <b>50,072.64</b> | <b>10,689.18</b> | <b>-36.62%</b> | <b>196.89%</b>  | <b>1,24,086.24</b> |
| Cost of materials consumed including WIP          | 9,904.57         | 15,252.17        | 3,239.59         |                |                 | 39,576.77          |
| Construction Expenses                             | 15,873.19        | 26,751.32        | 6,138.38         |                |                 | 64,442.86          |
| Employee benefits expense                         | 1,518.78         | 1,421.79         | 970.10           |                |                 | 5,089.71           |
| Other expenses                                    | 500.21           | 344.87           | 211.74           |                |                 | 1,483.23           |
| <b>Total Operating Expenses</b>                   | <b>27,796.75</b> | <b>43,770.15</b> | <b>10,559.81</b> | <b>-36.49%</b> | <b>163.23%</b>  | <b>1,10,592.57</b> |
| <b>EBITDA</b>                                     | <b>3,938.83</b>  | <b>6,302.49</b>  | <b>129.37</b>    | <b>-37.50%</b> | <b>2944.62%</b> | <b>13,493.67</b>   |
| <b>EBITDA Margin (%)</b>                          | <b>12.41%</b>    | <b>12.59%</b>    | <b>1.21%</b>     |                |                 | <b>10.87%</b>      |
| Other Income                                      | 353.41           | 363.42           | 487.18           |                |                 | 1,665.78           |
| Finance costs                                     | 345.09           | 459.88           | 298.71           |                |                 | 1,500.79           |
| Depreciation                                      | 541.91           | 676.21           | 616.58           |                |                 | 2,563.76           |
| <b>Profit Before Tax</b>                          | <b>3,405.24</b>  | <b>5,529.82</b>  | <b>(298.74)</b>  | <b>-38.42%</b> | <b>1239.87%</b> | <b>11,094.90</b>   |
| Tax Expense                                       | 924.40           | 1,322.58         | (46.12)          |                |                 | 2,758.33           |
| Other comprehensive income                        | 0.53             | 16.30            | (3.36)           |                |                 | 9.78               |
| Share of profit / (loss) from Joint Venture (Net) | 10.01            | (33.66)          | (98.33)          |                |                 | (241.94)           |
| <b>Profit After Tax</b>                           | <b>2,491.38</b>  | <b>4,189.88</b>  | <b>(354.31)</b>  | <b>-40.54%</b> | <b>803.16%</b>  | <b>8,104.41</b>    |
| <b>PAT Margin (%)</b>                             | <b>7.76%</b>     | <b>8.31%</b>     | <b>-3.17%</b>    |                |                 | <b>6.44%</b>       |
| EPS (INR)   | 6.92             | 11.60            | (0.96)           |                |                 | 22.65              |



# Thank You

## **PSP Projects Limited**

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Opp. Lane of Vikramnagar Colony,  
Iscon-Ambli Road,  
Ahmedabad - 380058