

An aerial photograph of a large, modern building complex with multiple wings and glass facades. The building is set in a landscaped area with roads and greenery. A large red graphic, resembling a stylized 'P' or a lightning bolt, is overlaid on the image. The letters 'PSP' are centered within the red graphic. The text 'Build to Last' is written in a blue, cursive font across the middle of the building. The overall scene is captured during a soft sunset or sunrise, with a hazy sky and distant city lights.

PSP

Build to Last

PSP PROJECTS LIMITED

Corporate Presentation

Nov 2020

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Recent Awards



PSP Projects Ltd.

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 : Q2 FY21 (Rs. Lakhs) | Revenue : INR 24,309; EBITDA : INR 2,560; PAT : INR 1,401.



12

Years of existence

147

Projects completed*

47

Projects under execution*

2,77,553

(Rs. Lakhs) Order book*

* As on Sept 30, 2020

Our Journey at a Glance





COMMERCIAL BUILDING AT GIFT CITY



ZYDUS CORPORATE HOUSE AT AHMEDABAD



PUNISKA HEALTHCARE PLANT



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



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



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



GOVERNMENT OFFICE BUILDING



RIVER FRONT DEVELOPMENT



HOSPITAL PROJECT



**BRIGADE INTERNATIONAL
FINANCIAL CENTRE AT GIFT CITY**



ZYDUS HOSPITALS



DAIRY PROJECT



AFFORDABLE HOUSING PROJECT



GOVERNMENT PROJECT



OUR KEY STRENGTHS

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Our Key Strengths



Track Record of Successful Project Execution



Robust Order Book and Growing Pre-qualification Credentials



Long-standing Relationships with Customers, providing Repeat Business



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



Backed by Investments in Hard and Soft Infrastructure

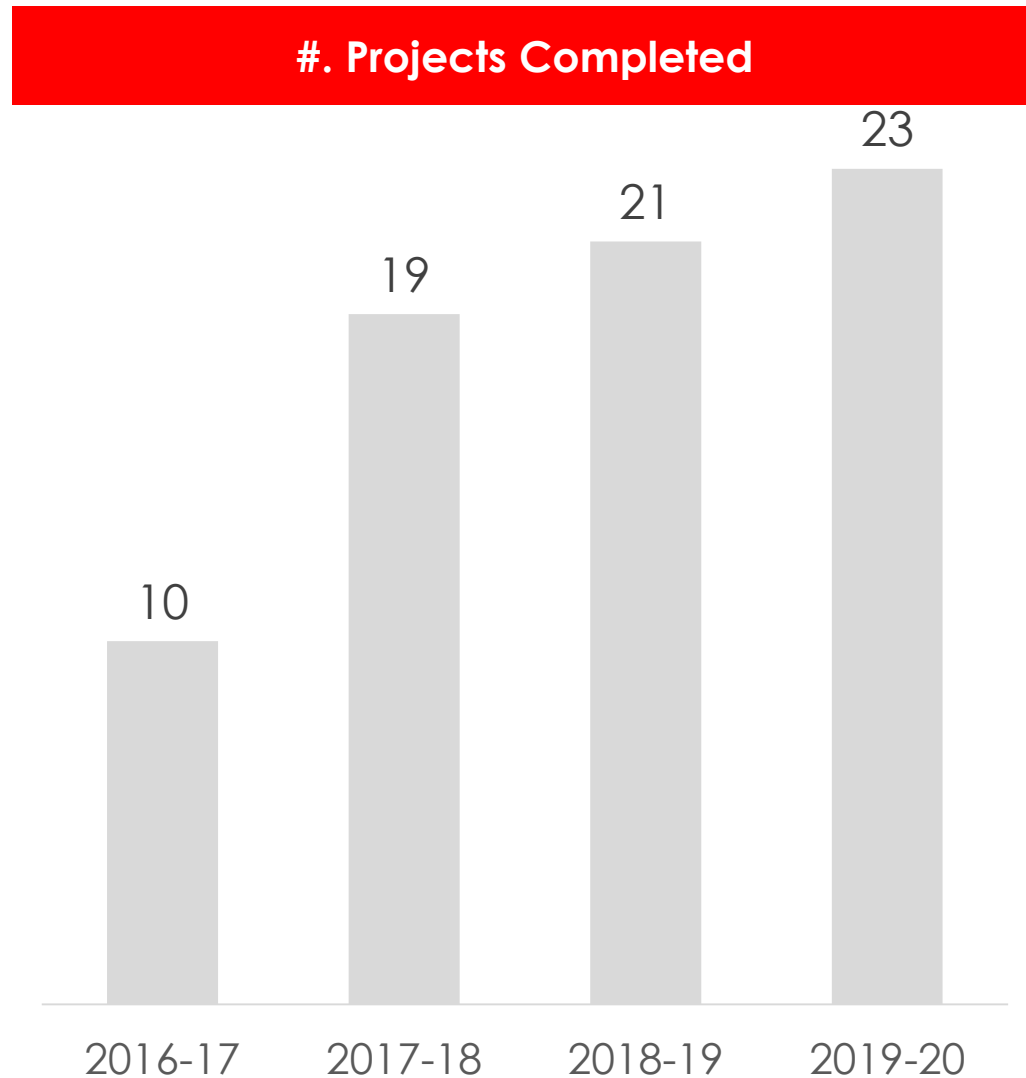


Promoter with Several Decades of Experience, Supported by Experienced Professionals



Robust Financial Performance and Financial Strength

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



- Frugal cost structure; enhanced competitiveness

- Active promoter involvement; enhanced client assurance

- Track record of timely project completion

- Large and multiple project management capability

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



Industrial Projects

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

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

Number of Projects Completed - 56



Institutional Projects

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

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

Number of Projects Completed - 56



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



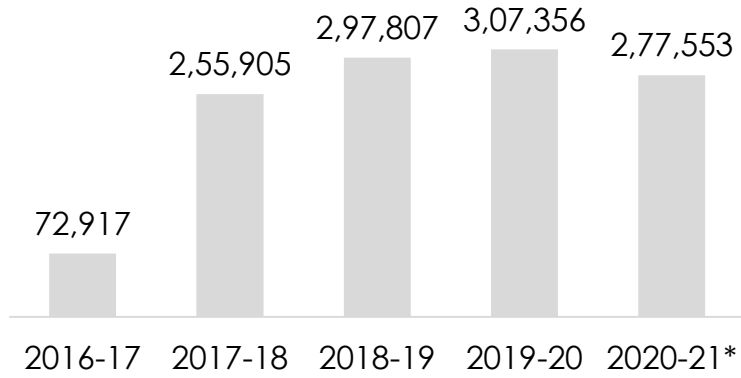
Residential Projects

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

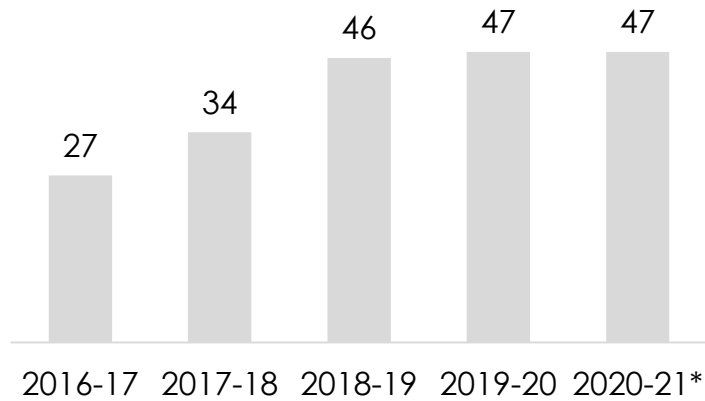
Number of Projects Completed - 11

Robust Order Book and Growing Pre-Qualification Credentials

Growing Order Book (INR Lakh)

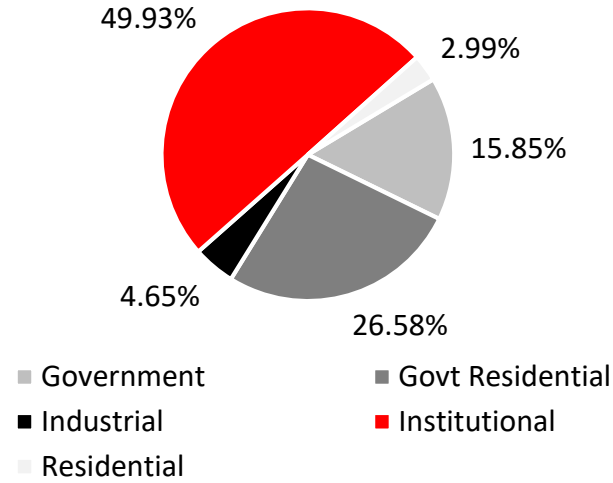


Growing Order Book (#. of Projects)

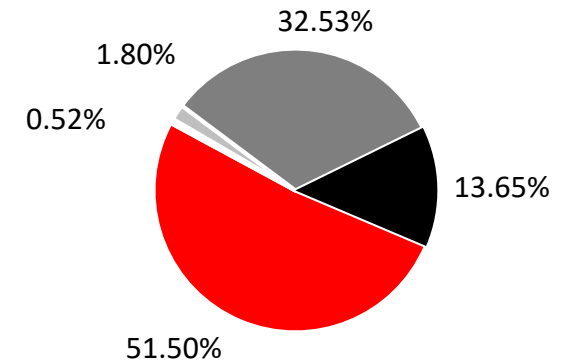
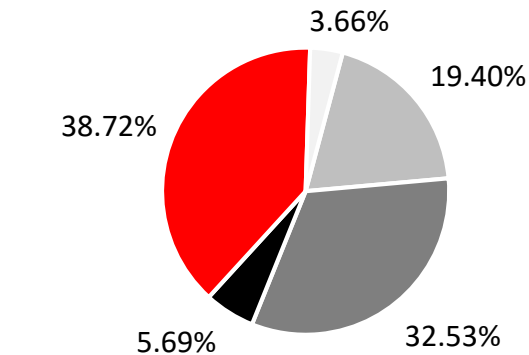
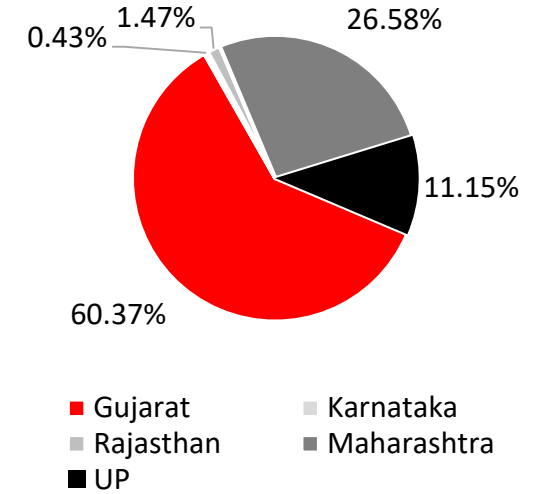


Category Wise

Work on Hand - Rs. 2,77,553 Lakhs | Sept 30, 2020



Geographical



Work on Hand Rs. 2,26,846 Lakhs | Sept 30, 2020 (Excl. Surat Diamond Bourse)

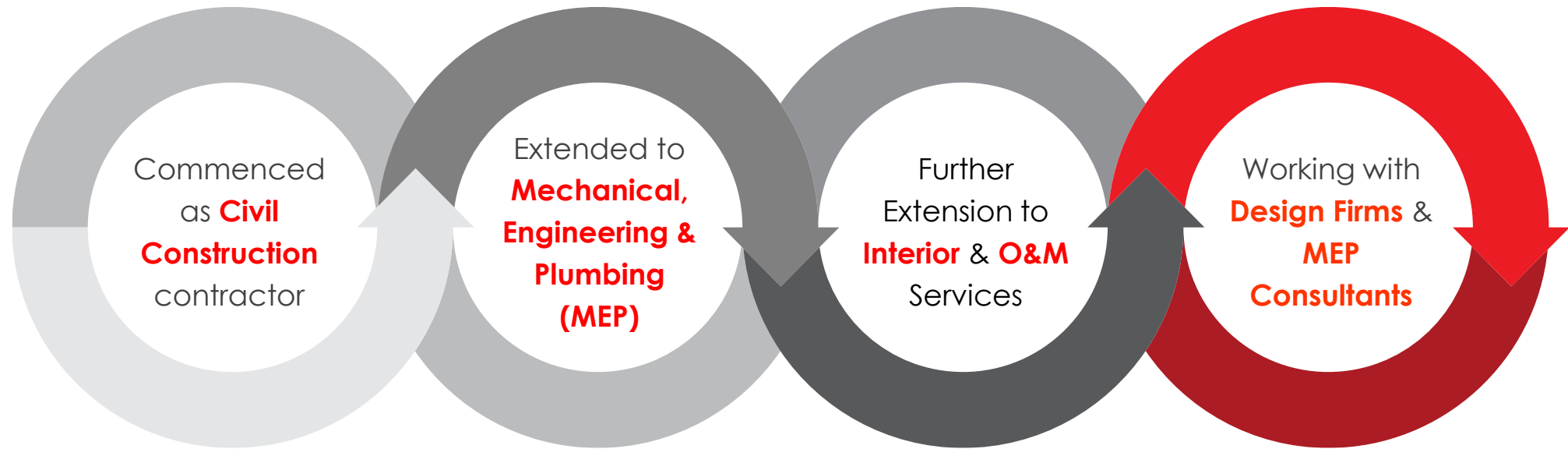
* As on Sept 30, 2020

Clientele with High Quality Business

Work on Hand as on September 30, 2020 - (Major Projects) | [Rs. in Lakhs]

DESCRIPTION OF PROJECT	LOCATION	NAME OF THE CLIENT	CONTRACT VALUE	OUTSTANDING CONTRACT VALUE
EWS HOUSING PROJECT	MAHARASTRA	MUNICIPAL CORPORATION	60,140	60,140
SURAT DIAMOND BOURSE MAIN CONTRACT WORKS	GUJARAT	SDB DIAMOND BOURSE	1,57,500	50,724
DEVELOPMENT OF SHRI KASHI VISHWANATH DHAM	UTTAR PRADESH	PUBLIC WORKS DEPARTMENT	33,900	30,952
IIM AHMEDABAD	GUJARAT	INDIAN INSTITUTE OF MANAGEMENT	32,801	25,954
AFFORDABLE HOUSING PROJECT	MAHARASTRA	MUNICIPAL CORPORATION	15,755	13,642
SABHA HALL & RESIDENTIAL COMPLEX	GUJARAT	A PRIVATE TRUST	10,460	10,460
PHOENIX MALL	GUJARAT	SGH REALTY LLP	13,909	9,723
CIVIL/STRUCTURAL WORKS FOR FMCG COMPANY	GUJARAT	FMCG COMPANY	10,308	8,628
REHAB & RESCUE (R&R) PROJECT	GUJARAT	PRIVATE COMPANY	8,010	8,010
MULTI-TENANTED OFFICE	GUJARAT	DALAL STREET COMMERCIAL COOPERATIVE SOCIETY LTD.	13,050	7,633
RESIDENTIAL COMPLEX AT DAHEJ	GUJARAT	PHARMA COMPANY	7,893	7,354
ZYDUS HOSPITAL AT BARODA	GUJARAT	ZYDUS HOSPITALS & HEALTHCARE RESEARCH PVT LTD.	7,113	5,219
100 BED HOSPITAL	GUJARAT	CORPORATE FOUNDATION	7,739	4,377

One-Stop-Shop Solution



Providing Complete Solution – Design to Construction to Fit Out

Promoter & Key Managerial Personnel with Several Decades of Experience



Prahaladbhai Shivrambhai Patel

Chairman, Managing Director & CEO

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

Holds bachelor's degree in civil engineering

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

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

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



Mahesh Patel

Senior Vice President - Operations

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



Maulik Patel

Vice President - Procurement

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

Ably Supported by Experienced Professionals (2/2)



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



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



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



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



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

Ably Supported by Experienced Professionals (2/2)



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



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



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



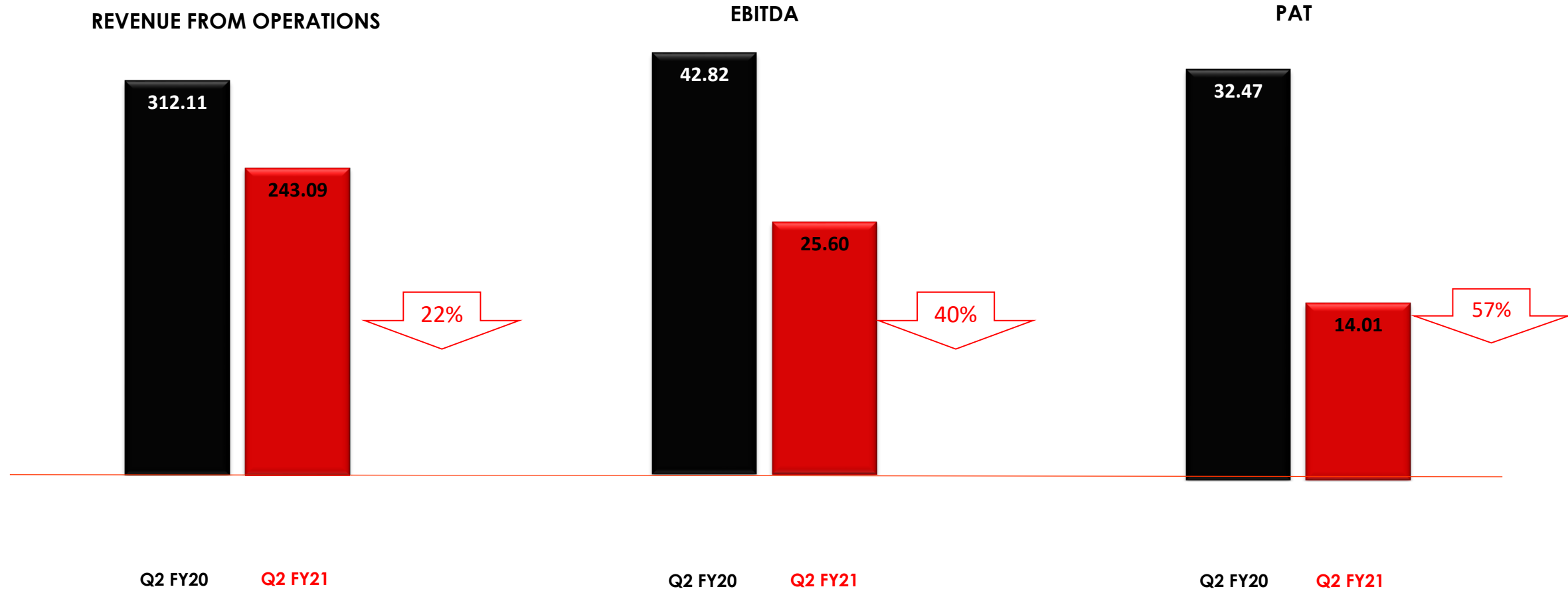
Sanjay Kumar Rai is the Senior SAP/IT Manager at our company
Attended the course for bachelor's degree in science from Ch. Charan Singh University (Meerut) and completed honours diploma in computer from NIIT
Experience in IT and SAP support across Packing, Chemical, Textile, Steel and Automobile industry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



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

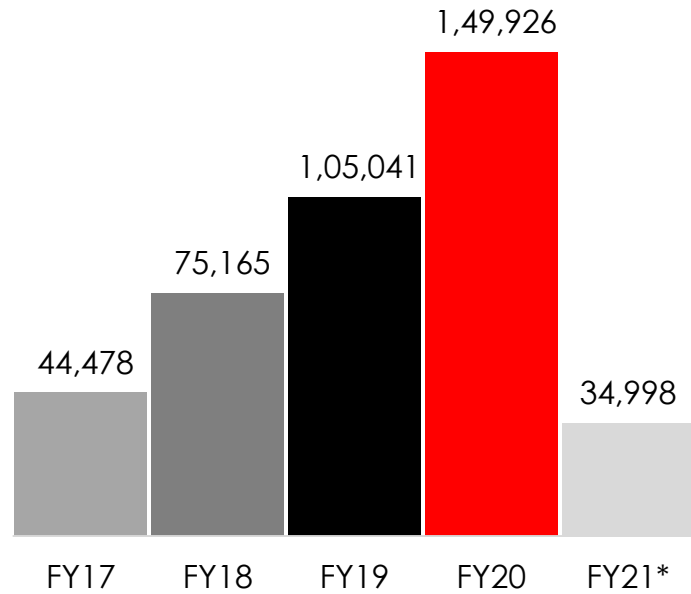
Financial Snapshot (Consolidated)

RESULT SUMMARY Q2 FY21 (RS. CR.)

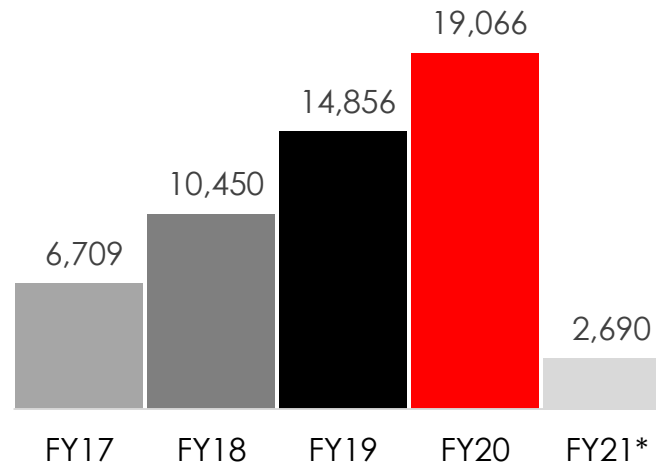


Business Robustness in Numbers (Consolidated)

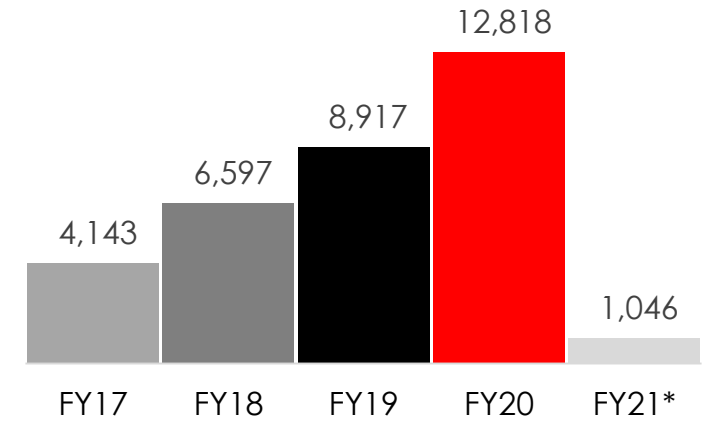
Revenue from Operations (Rs. Lakhs)
#CAGR – 41.23%



EBITDA (Rs. Lakhs)
#CAGR – 35.07%



PAT (Rs. Lakhs)
#CAGR – 39.39%



Revenue from Operations - Operating Cost

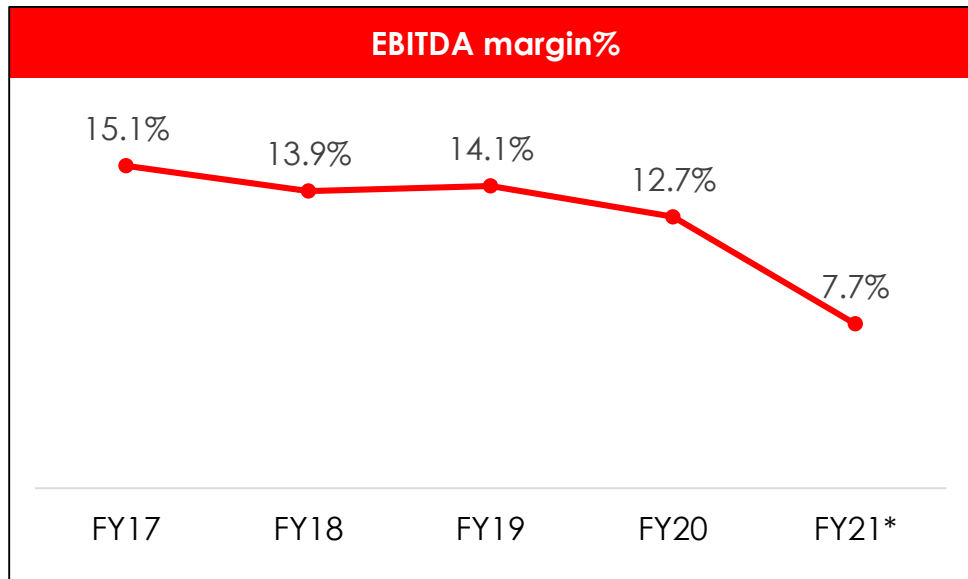
CAGR based on three years completing on 31.03.2020 (FY 20)
* For the Half year Ended Sept 30 2020
FY2017 financials are IGAAP, rest of the financials are as per Ind AS

Business Robustness in Numbers (Consolidated)

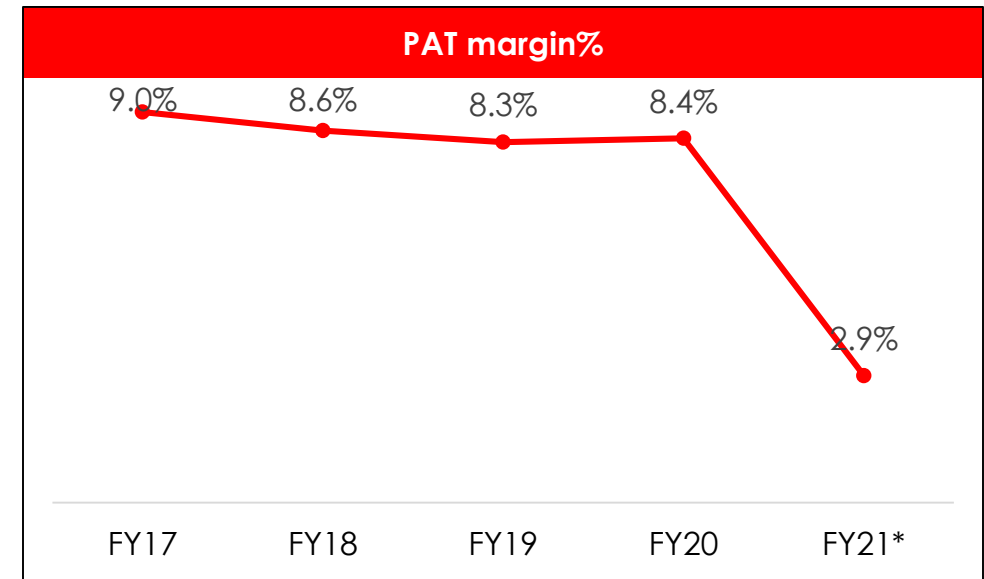
Revenue from Operations (Rs. Lakhs)
#CAGR – 41.23%

EBITDA (Rs. Lakhs)
#CAGR – 35.07%

PAT (Rs. Lakhs)
#CAGR – 39.39%



EBITDA / Revenue from Operations



Profit After Tax / Total Revenue

CAGR based on three years completing on 31.03.2020 (FY 20)
* For the Half year Ended Sept 30 2020
FY2017 financials are IGAAP, rest of the financials are as per Ind AS



KEY STRATEGIES

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Key Strategies

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

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

Enhance our project execution capabilities

Augment customer relationships and optimize our project mix

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

Strengthen our human capital

“ Building is my passion ”

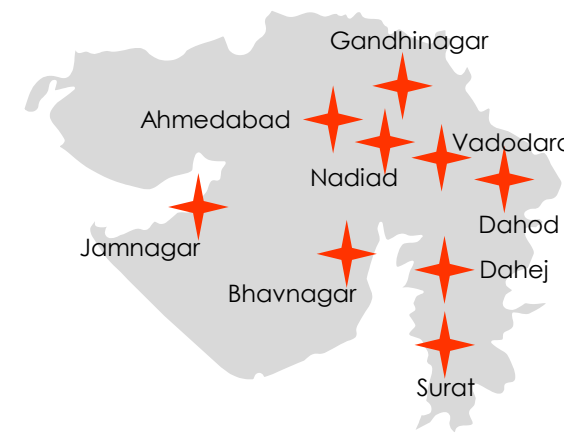
P.S. Patel,
Chairman, Managing Director and CEO

*Actual image of CEPT University

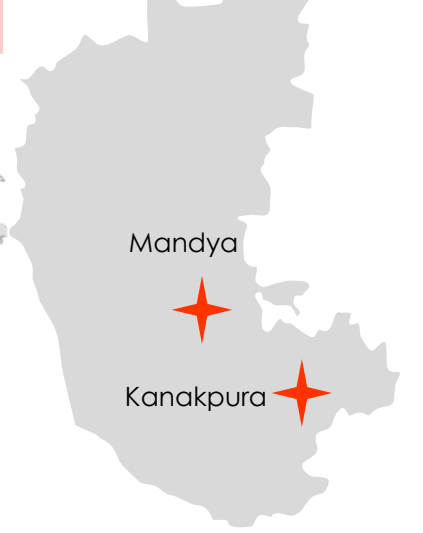
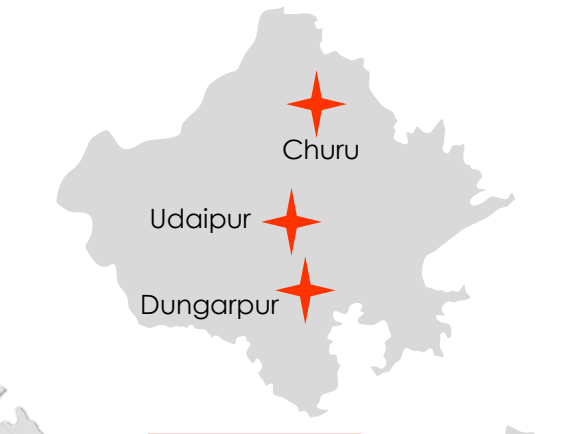
Growing Geographical Foot Print – Locations for Current & Past Projects



Gujarat



Rajasthan



Maharashtra

Delhi

Karnataka

Awards and Recognition (1/3)



EXCELLENT CONTRACTOR OF THE YEAR 2015-16



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



QUALITY MARK AWARD 2017



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



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



CONSTRUCTION WORLD’S TOP CHALLENGERS OF 2017-18



CSR EXCELLENCE FOR “OUTSTANDING CONTRIBUTION”



JURY AWARD BY “GUJARAT CONTRACTOR ASSOCIATION”

Awards and Recognition (2/3)



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



FASTEST GROWING CONSTRUCTION & ENGINEERING COMPANY BY CREDAI GUJARAT



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



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



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



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



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



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

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



HERCULES AWARD 2017 BY GUJARAT INNOVATION SOCIETY (GIS)



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



CXO OF THE YEAR BY REALTY PLUS EXCELLENCE AWARDS 2019



THE ACE ACHIEVERS AWARD BY TV9 GUJARATI 2019



PATIDAR UDHYOG RATNA AWARD BY SARDARDHAM 2020



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



DETAILED FINANCIALS

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

Q2FY20 Unaudited Consolidated Financial Results for period ended September 30, 2020

Particulars	Q2 FY21	Q1 FY21	Q2 FY20	Q-o-Q	Y-o-Y	H1 FY 21	H1 FY 20	Y-o-Y
Revenue from Operations	24,308.56	10,689.18	31,211.32	127%	-22%	34,997.74	61,979.59	-44%
Cost of materials consumed including WIP	7,075.01	3,239.59	9,622.92			10,314.60	21,108.92	
Construction Expenses	13,076.80	6,138.38	15,526.46			19,215.18	28,783.71	
Employee benefits expense	1,328.57	970.10	1,461.74			2,298.67	2,841.58	
Other expenses	267.78	211.74	318.37			479.52	657.60	
Total Operating Expenses	21,748.16	10,559.81	26,929.49	106%	-19%	32,307.97	53,391.81	-39%
EBITDA	2,560.40	129.37	4,281.83	1879%	-40%	2,689.77	8,587.78	-69%
EBITDA Margin (%)	10.53%	1.21%	13.72%			7.69%	13.86%	
Other Income	331.50	388.85	712.06			720.35	1,173.65	
Finance costs	449.99	298.71	377.28			748.70	663.56	
Depreciation	627.05	616.58	620.96			1,243.63	1,209.39	
Profit / (Loss) Before Tax	1,814.86	(397.07)	3,995.65	557%	-55%	1,417.79	7,888.48	-82%
Tax Expense	413.52	(46.12)	749.47			367.40	2,114.24	
Other comprehensive income	(0.61)	(3.36)	0.44			(3.97)	0.23	
Profit / (Loss) After Tax	1,400.73	(354.31)	3,246.62	495%	-57%	1,046.42	5,774.47	-82%
PAT / (PAL) Margin (%)	5.68%	-3.20%	10.17%			2.93%	9.14%	
EPS (INR)	3.91	-0.96	9.03			2.95	16.07	

Annual Financial Performance (Consolidated) Statement of Assets & Liabilities (Rs. In Lakhs)

Particulars	As at Sept 30, 2020 (Unaudited)	As at March 31, 2020 (Audited)
ASSETS		
(1) Non-current Assets		
(a) Property, Plant and Equipment	12,676.44	10,645.34
(b) Capital Work-in-Progress	592.43	-
(c) Other Intangible Assets	133.22	143.66
(d) Financial Assets		
(i) Investments	65.68	65.68
(ii) Loans	2,084.33	2,668.28
(iii) Other Financial Assets	8,397.61	11,916.74
(e) Deferred Tax Asset (Net)	775.11	696.40
(f) Other Non-current Assets	487.08	251.35
Total Non-current Assets	25,211.90	26,387.45
(2) Current Assets		
(a) Inventories	9,363.41	9,683.35
(b) Financial Assets		
(i) Investments	-	-
(i) Trade receivables	20,317.57	23,517.51
(ii) Cash and Cash Equivalents	9,616.31	4,132.33
(iii) Bank Balances other than (ii) above	9,294.68	15,552.17
(iv) Loans	524.45	691.04
(v) Other Financial Assets	10,329.71	12,828.44
(c) Other Current Assets	3,851.61	3,407.33
(d) Current Tax Assets	196.83	94.87
Total Current Assets	63,494.57	69,907.04
Total Assets	88,706.47	96,294.49

Particulars	As at Sept 30, 2020 (Unaudited)	As at March 31, 2020 (Audited)
EQUITY AND LIABILITIES		
(1) Equity		
(a) Equity Share Capital	3,600.00	3,600.00
(b) Other Equity	42,876.73	41,818.16
Equity attributable to owners of Holding Company	46,476.73	45,418.16
Non-Controlling Interests	56.53	68.68
Total Equity	46,533.26	45,486.84
LIABILITIES		
(2) Non-current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	329.56	403.69
(b) Provisions	69.78	39.81
Total Non-current Liabilities	399.34	443.50
(3) Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	11,451.27	7,321.32
(ii) Trade Payables		
- Total outstanding dues of micro enterprises and small enterprises	255.12	757.37
- Total outstanding dues of creditors other than micro enterprises and small enterprises	17,851.75	20,923.29
(iii) Other Financial Liabilities	2,346.35	2,056.46
(b) Other Current Liabilities	9,764.20	19,115.70
(c) Provisions	105.18	104.80
(d) Current Tax Liabilities	-	85.21
Total Current Liabilities	41,773.87	50,364.15
Total Liabilities	42,173.21	50,807.65
Total Equity and Liabilities	88,706.47	96,294.49



Thank You

PSP Projects Limited

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