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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: FY20 (Rs. Lakhs) | Revenue: INR 1,52,343; EBITDA: INR 19,066; PAT: INR 12,818









12

Years of existence

143

Projects completed\*

47

Projects under execution\*

3,07,356

(Rs. Lakhs) Order book\*



## Our Journey at a Glance

### 2008 August

Incorporation

### 2009 April

Acquired business of BPC Projects

#### 2009 December

Awarded project to construct Medical College & Hospital for Leading Medical Socitey, Ahmedabad

### 2010 May

Awarded project for work for Beautification of riverfront

### 2011 January

Awarded order to construct 72 Meter High Hospital, Ahmedabad

#### 2011 December

Awarded project for construction of CM's office

#### 2011

SAP Implementation

### 2014 March

Started design & build project for Affordable Housing in Ahmedabad

### 2014

P.S.Patel (CMD) profiled In "Business Game Changers -Shoonya Se Shikhar" Book

### 2017 January

Participated in Vibrant Gujarat Global Trade Show 2017

### 2017 May

PSP Projects Listed on NSE & BSE

### 2017 October

Awarded a large project by leading Diamond association in Surat

### 2018 October

"Top Challengers" Award -Construction World Global Awards 2018

### 2018 December

Most Respected
Entrepreneur
Award
(Construction) to
Shri P.S. Patel by
Hurun Report
India

### 2019 September

Fastest Growing Construction & Engineering company by CREDAI during CREDAI's Gujarat Growth Ambassadors Summit, 2019

### 2019 October

"Company of the year - Real Estate" by ZEE Business at Dare to Dream Awards

#### 2019 October

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

### 2020 January

Operations started in UP with prestigious Project -Development of Kashi Vishwanath Dham



## PROMINENT PROJECTS COMPLETED IN FY20



**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)



## **PROMINENT PROJECTS**







**RIVER FRONT DEVELOPMENT** 



**HOSPITAL PROJECT** 



BRIGADE INTERNATIONAL FINANCIAL CENTRE AT GIFT CITY



**ZYDUS HOSPITALS** 



DAIRY PROJECT



AFFORDABLE HOUSING PROJECT



**GOVERNMENT PROJECT** 





## **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



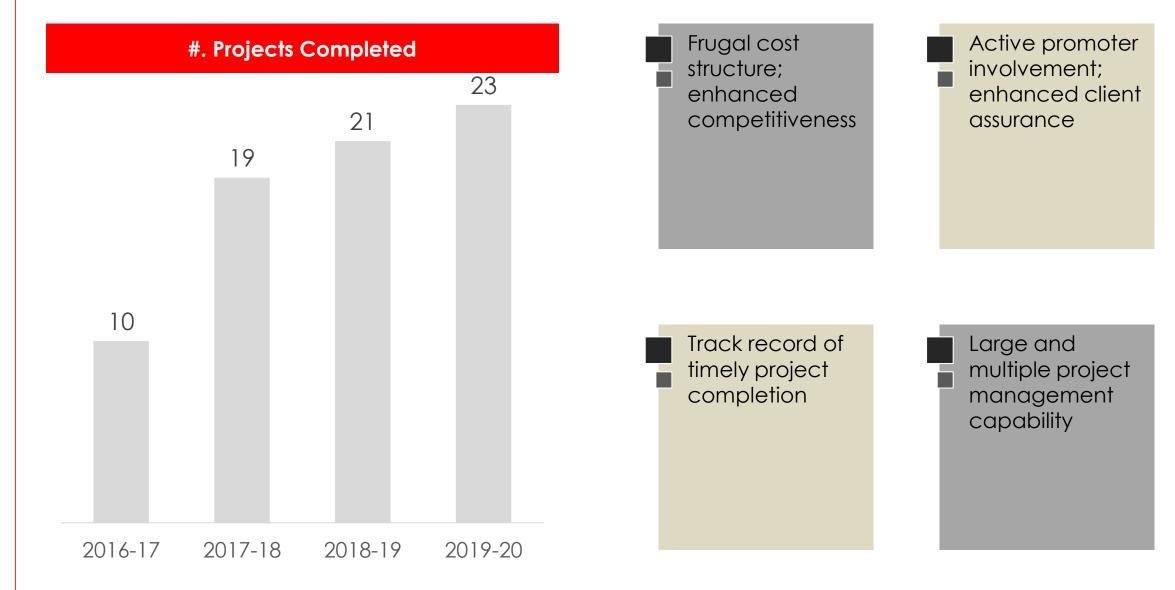
Promoter with Several Decades of Experience, Supported by Experienced Professionals



Robust Financial Performance and Financial Strength



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





## 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 - 53



#### **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**

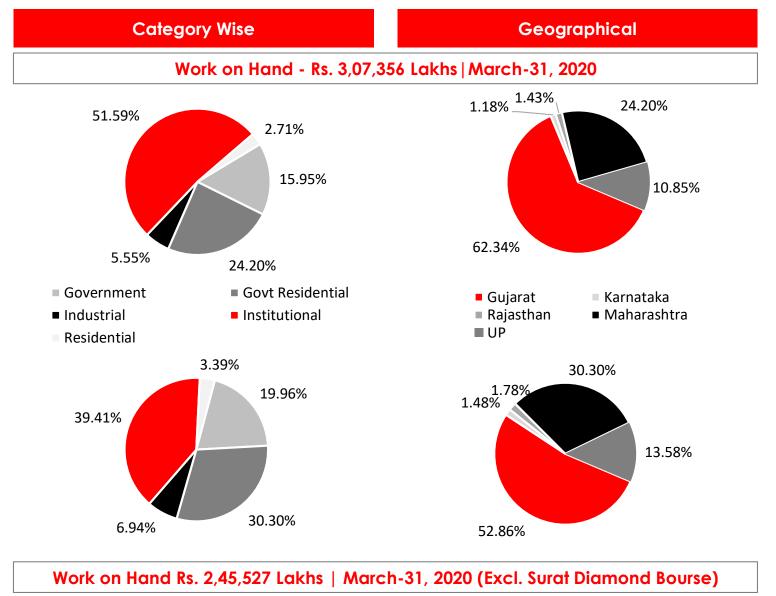
Construction of buildings for Group Housing and Townships Construction of Independent Residences for select private customers

> Number of Projects Completed - 11



## Robust Order Book and Growing Pre-Qualification Credentials





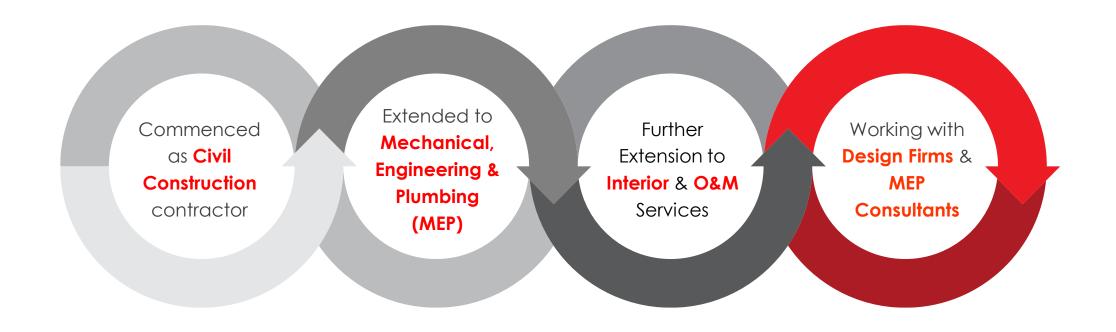


# Clientele with High Quality Business

### Work on Hand March 31, 2020 - (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	1,57,500	61,829
EWS HOUSING PROJECT	BHIWANDI, MAHARASTRA	MUNICIPAL CORPORATION	60,140	60,140
DEVELOPMENT OF SHRI KASHI VISHWANATH DHAM	VARANASI, UP	PUBLIC WORKS DEPARTMENT	33,900	33,344
IIM AHMEDABAD	A'BAD, GUJARAT	INDIAN INSTITUTE OF MANAGEMENT	32,801	27,062
AFFORDABLE HOUSING PROJECT	PANDHARPUR, MAHARASTRA	PANDHARPUR MUNICIPAL CORPORATION	15,755	14,251
PHOENIX MALL	A'BAD, GUJARAT	SGH REALTY LLP	13,909	10,634
SABHA HALL & RESIDENTIAL COMPLEX	A'BAD, GUJARAT	A PRIVATE TRUST	10,460	10,460
ZYDUS HOSPITAL AT BARODA	BARODA, GUJARAT	ZYDUS HOSPITALS & HEALTHCARE RESEARCH PVT LTD.	10,691	9,587
MULTI-TENANTED OFFICE	GANDHINAGAR, GUJARAT	DALAL STREET COMMERCIAL COOPERATIVE SOCIETY LTD.	13,050	9,405
CIVIL/STRUCTURAL WORKS FOR FMCG COMPANY	A'BAD, GUJARAT	PRIVATE COMPANY	9,973	9,020
RESIDENTIAL COMPLEX FOR PHARMA COMPANY	DAHOD, GUJARAT	PHARMA COMPANY	7,893	7,392
CONSTRUCTION OF MEDICAL COLLEGE	DAHOD, GUJARAT	MEDICAL FOUNDATION	22,500	5,634
HOSPITAL ON LUMPSUM TURNKEY BASIS	SITAPUR, GUJARAT	CORPORATE FOUNDATION	7,739	5,598
SUPER SPECIALITY BLOCK OF MEDICAL COLLEGE	BHAVNAGAR, GUJARAT	GOVERNMENT PSU	7,860	4,641

## **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 (2/2)





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 6 years



Viplav Shah has recently joined the company and hold 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

4 years of experience in all Company Secretarial functions and Compliances



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







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



Dhananjay Mori is ManagerHuman Resources at our company

Hold a bachelor's degree in commerce from Saurastra 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



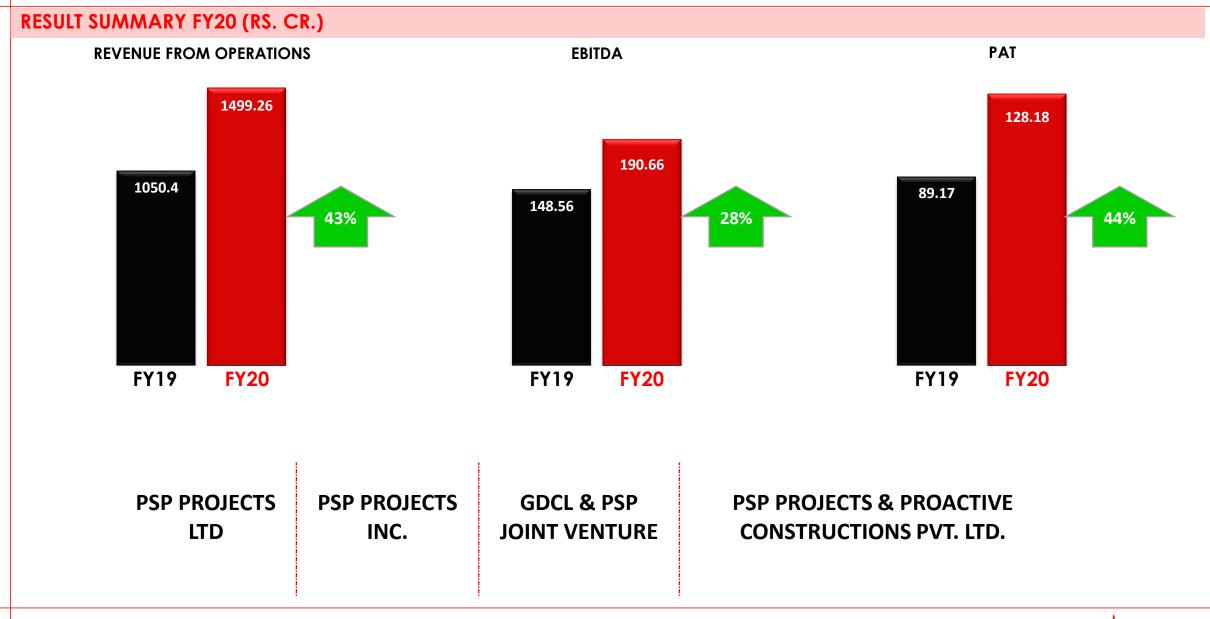
Pushpesh Singh is Manager
– Contracts of our company
Bachelor's degree in civil
engineering from Gujarat
University

10 years of experience in construction industry

8 years of experience with Larsen & Toubro



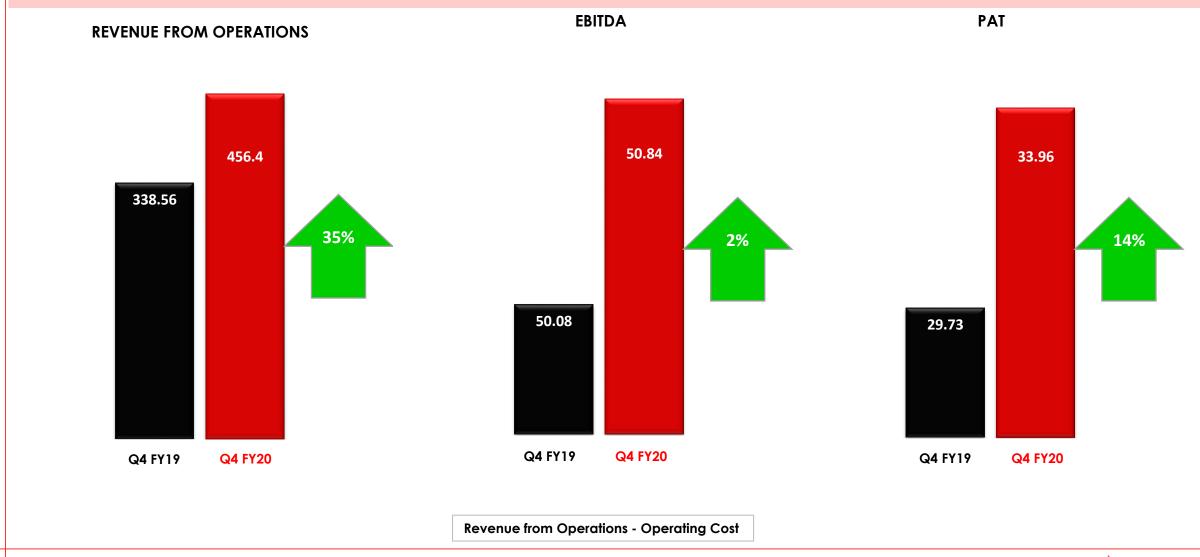
## Financial Snapshot (Consolidated)



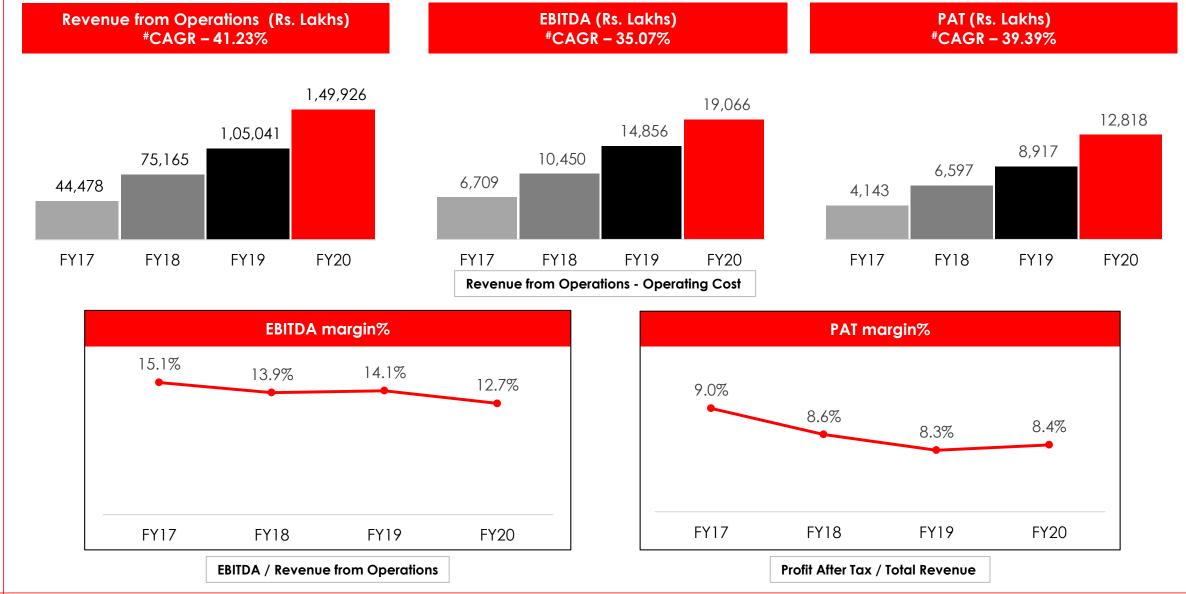


# Financial Snapshot (Consolidated)

## RESULT SUMMARY Q4 FY20 (RS. CR.)

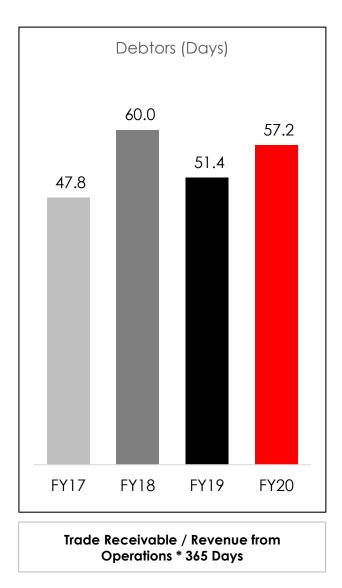


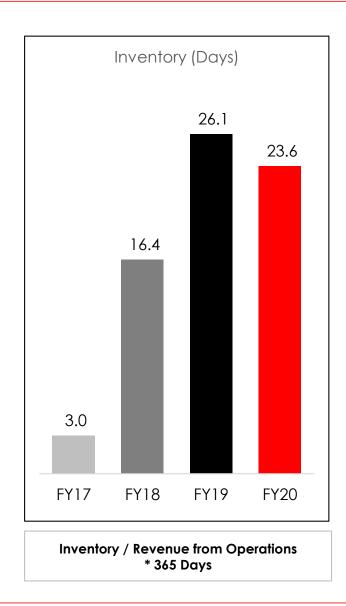
## **Business Robustness in Numbers (Consolidated)**

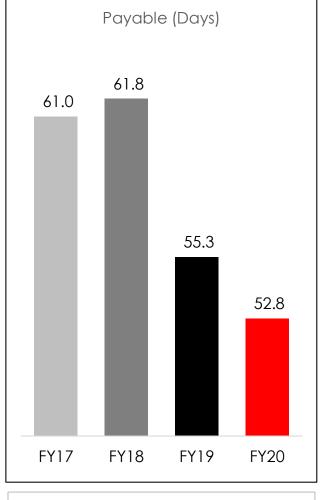




## **Business Robustness in Numbers (Consolidated)**





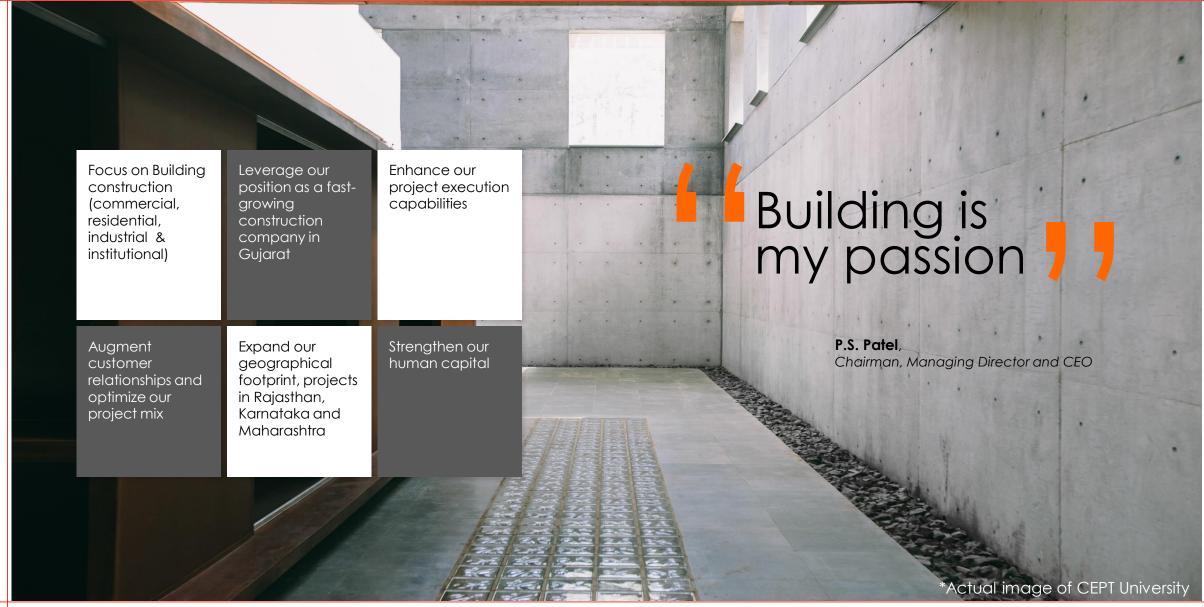


Trade Payables / Revenue from Operations
\* 365 Days

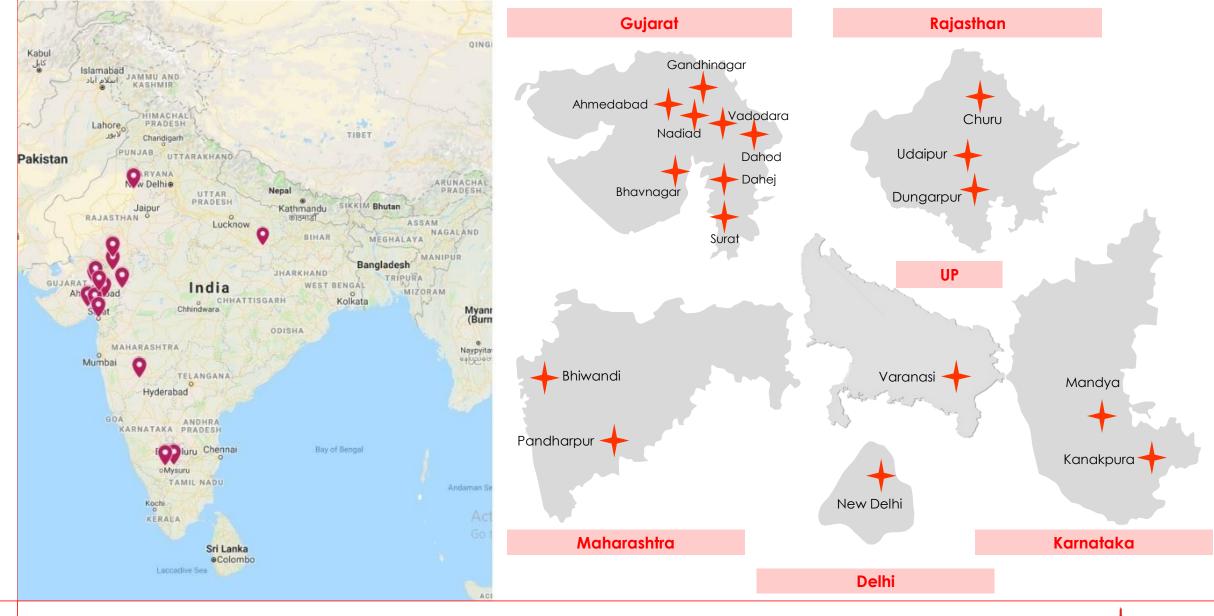




## **Key Strategies**



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



## Awards and Recognition (1/3)



EXCELLENT CONTRACTOR OF THE YEAR 2015-16



OF THE YEAR" TO OUR PROJECT GHB NARANPURA - 2016



**QUALITY MARK AWARD 2017** 



PROJECT - "THE SIGNATURE BY
HIRANANDANI"



THE MOST ADMIRED

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 CREDAL 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 ENTERPRENURE AWARD (CONSTRUCTION) TO
BY HURUN REPORT INDIA 2018, Dec 13th



2019



THE ACE ACHIEVERS AWARD BY TV9 GUJARATI 2019



PATIDAR UDHYOG RATNA AWARD BY SARDARDHAM 2020



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





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

### FY20 Audited Consolidated Financial Results for the Quarter and Year ended March 31, 2020

Particulars	Q4 FY20	Q3 FY20	Q4 FY19	Q-o-Q	Y-o-Y	FY 20	FY 19	Y-o-Y
Revenue from Operations	45,639.70	42,306.64	33,855.90	8%	35%	1,49,925.93	1,05,040.66	43%
Cost of materials consumed including WIP	15,575.92	16,820.50	12,702.30			53,505.34	41,578.42	
Construction Expenses	23,017.41	18,243.57	14,638.93			70,044.68	43,272.51	
Employee benefits expense	1,583.43	1,523.65	1,167.99			5,948.66	4,321.26	
Other expenses	378.92	321.54	338.71			1,361.75	1,012.33	
Total Operating Expenses	40,555.68	36,909.26	28,847.93	10%	41%	1,30,860.43	90,184.52	45%
EBITDA	5,084.02	5,397.38	5,007.97	-6%	2%	19,065.50	14,856.14	28%
EBITDA Margin (%)	11.14%	12.76%	14.79%			12.72%	14.14%	
Other Income	703.40	564.30	614.36			2,445.04	2,283.92	
Finance costs	427.37	414.65	327.83			1,505.58	967.39	
Depreciation	761.71	698.45	743.52			2,669.55	2,430.17	
Profit Before Tax	4,643.42	4,822.26	4,541.91	-4%	2%	17,307.00	13,733.43	26%
Tax Expense	1,189.17	1,201.07	1,568.81			4,504.49	4,821.49	
Other comprehensive income	(13.27)	(3.50)	(9.22)			(13.14)	(4.23)	
Profit After Tax	3,395.90	3,644.02	2,972.95	-7%	14%	12,817.78	8,916.78	44%
PAT Margin (%)	7.33%	8.50%	8.62%			8.41%	8.31%	
EPS (INR)	35.69	10.15	8.30			35.69	24.84	



# 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	Year ended March 31, 2020
Revenue from Operations	44,477.83	75,164.69	1,05,040.66	1,49,925.93
Other Income	1,343.44	1,872.20	2,283.92	2,445.04
Total Income	45,821.27	77,036.89	1,07,324.58	1,07,485.70
Cost of Construction Material Consumed	14,970.63	29,963.28	43,369.90	52,665.93
Changes in Inventories of Work-in-Progress	639.70	(1,025.42)	(1,791.48)	839.41
Construction Expenses	19,045.57	32,019.83	43,272.51	70,044.68
Employee Benefits Expense	2,083.49	2,861.55	4,321.26	5,948.66
Finance Costs	794.64	929.73	967.39	1,505.58
Depreciation and Amortization Expenses	791.77	1,147.86	2,430.17	2,669.55
Other Expenses	1,028.97	895.34	1,012.33	1,361.75
Total Expenses	39,354.77	66,792.17	93,582.08	1,35,035.56
EBITDA*	6,709.47	10,450.11	14,856.14	19,065.50
Margin (%)	15.1%	13.9%	14.1%	12.72%
Profit Before Tax	6,466.50	10,244.72	13,742.50	17,335.41
Tax Expense	2,305.16	3,644.83	4,821.49	4,504.49
Profit for the Period (Before OCI)	4,161.34	6,599.89	8,921.01	12,830.92
Other Comprehensive Income	(18.55)	(3.28)	(4.23)	(13.14)
Total Comprehensive Income	4,142.79	6,596.61	8,916.78	12,817.78
Margins %	9.0%	8.6%	8.3%	8.4%
EPS - Basic and Diluted	14.41	18.78	24.84	35.69

<sup>\*</sup>Revenue from Operations – Total Expenses + Finance Costs



<sup>+</sup> Depreciation and Amortization Expenses

# 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 March 31, 2020
ASSETS				
Non-current Assets				
Property, Plant and Equipment	5,158.53	7,735.64	10,214.79	10,645.35
Capital Work-in-Progress	-	176.31	-	-
Other Intangible Assets	51.53	72.47	103.65	143.66
Investments	382.44	65.68	65.68	65.68
Loans	1,555.84	1,794.78	2,282.31	2668.28
Other Financial Assets	4,365.48	6,391.06	5,887.95	11,916.74
Deferred Tax Asset (Net)	283.26	279.73	592.13	696.40
Other Non-current Assets	289.20	963.45	211.77	251.35
Total Non-current Assets	12,086.28	17,479.12	19,358.28	26,387.45
Current Assets				
Inventories	360.83	3,381.26	7,500.17	9,683.35
Investments	1,408.15	1,511.78	-	-
Trade receivables	5,827.76	12,346.31	14,788.52	23,517.51
Cash and Cash Equivalents	3,408.51	6,162.42	3,554.82	4,132.33
Bank Balances other than above	7,257.62	16,632.66	18,665.61	15,552.17
Loans	33.14	417.83	1,078.28	691.04
Other Financial Assets	1,367.55	1,619.25	5,576.34	12,828.44
Other Current Assets	1,004.03	342.38	2,883.46	3,407.33
Current Tax Assets	58.10	79.60	102.69	94.87
Total Current Assets	20,725.69	42,493.49	54,149.89	69,907.04
Total Assets	32,811.97	59,972.61	73,508.17	96,294.49



# 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 March 31, 2020
Equity				
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	41,818.16
Equity Attributable to Owners	10,466.64	30,141.23	36,930.71	45,418.16
Non-Controlling Interests	60.08	107.56	85.37	68.68
Total Equity	10,526.72	30,248.79	37,016.08	45,486.84
Liabilities				
Non-current Liabilities				
Borrowings	336.37	168.49	40.87	403.69
Provisions	93.04	-	-	39.81
Total Non-current Liabilities	429.41	168.49	40.87	443.50
Current Liabilities				
Borrowings	6,973.34	2,640.95	2,938.27	7,321.32
Trade Payables	7,435.39	12,716.59	15,914.09	21,680.66
Other Financial Liabilities	731.59	819.00	1,172.27	2,056.46
Other Current Liabilities	5,531.84	12,650.82	15,339.17	19,115.70
Provisions	5.66	59.58	47.45	104.80
Current Tax Liabilities	1,178.02	668.39	1,039.97	85.21
Total Current Liabilities	21,855.84	29,555.33	36,451.22	50,364.15
Total Liabilities	22,285.25	29,723.82	36,492.09	50,807.65
Total Equity and Liabilities	32,811.97	59,972.61	73,508.17	96,294.49





# **Thank You**

### **PSP Projects Limited**

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

