



PSP

Build to Last

PSP PROJECTS LIMITED

Corporate Presentation

June 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 : FY21 (Rs. Lakhs) | Revenue : INR 1,24,086 ; EBITDA : INR 13,252 ; PAT : INR 8,104.



13

Years of existence

166

Projects completed*

42

Projects under execution*

4,12,097

(Rs. Lakhs) Order book*

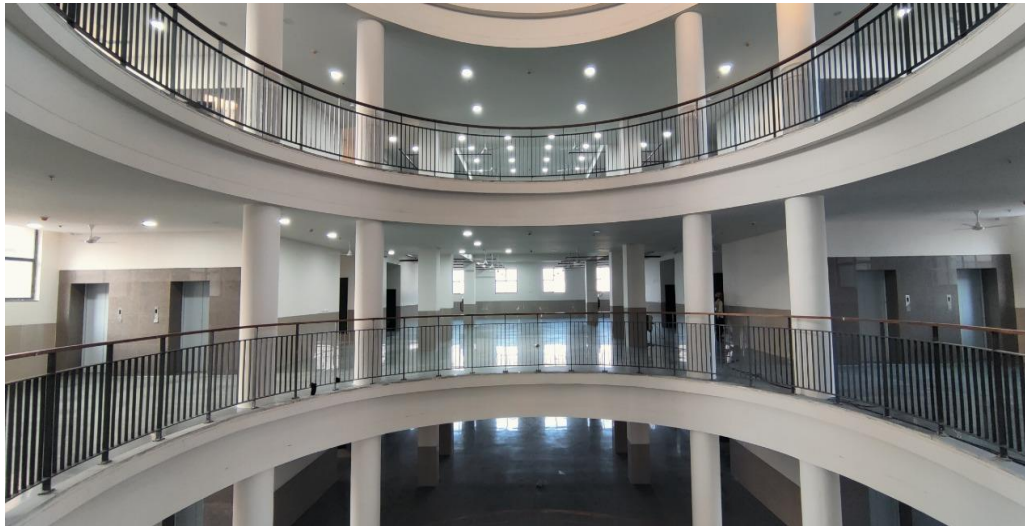
* As on March 31, 2021

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



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

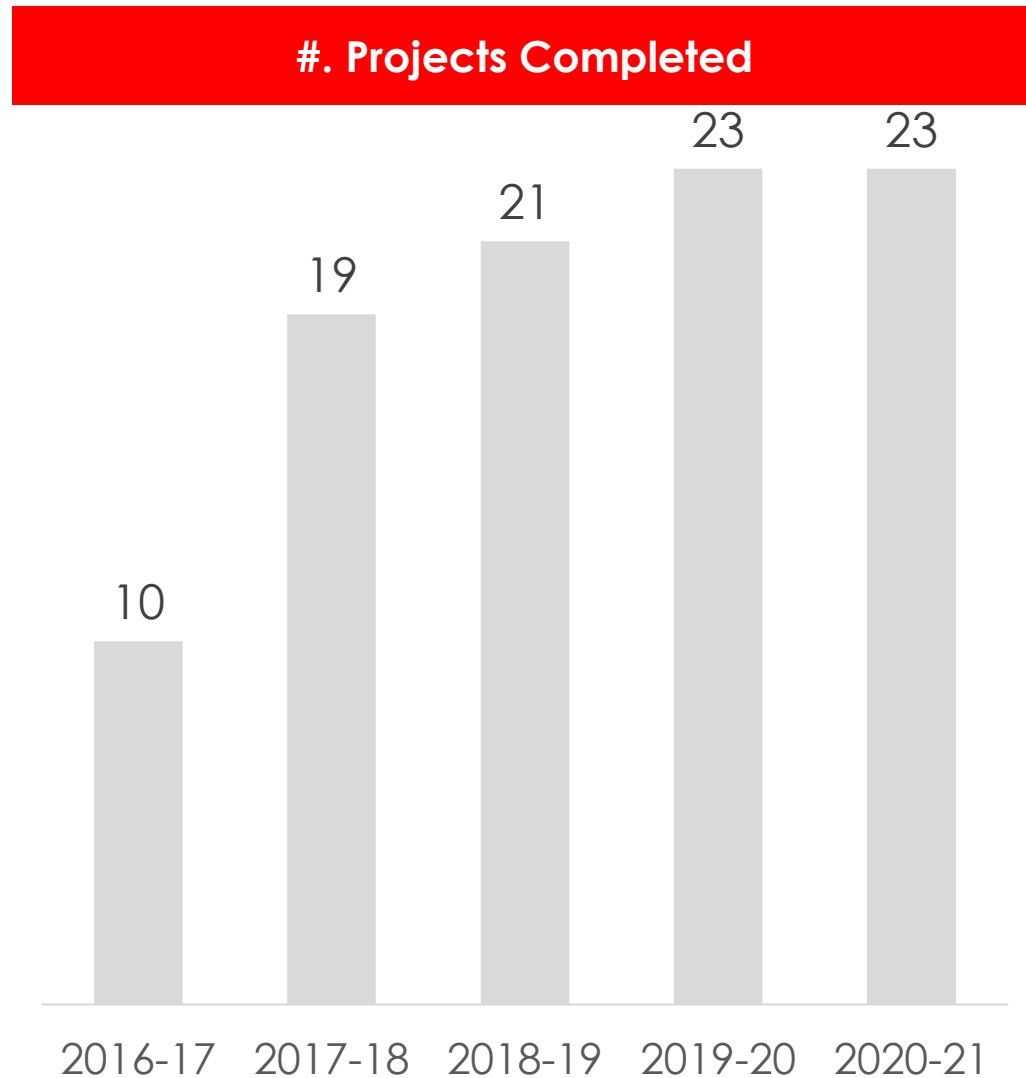


Promoter with Several Decades of Experience, Supported by Experienced Professionals



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 - 68



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 - 22



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



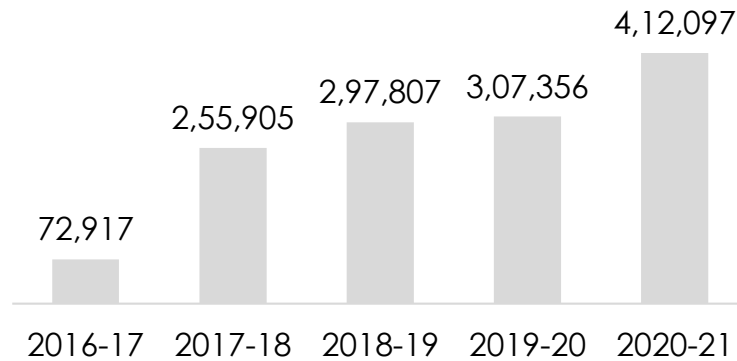
Residential Projects

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

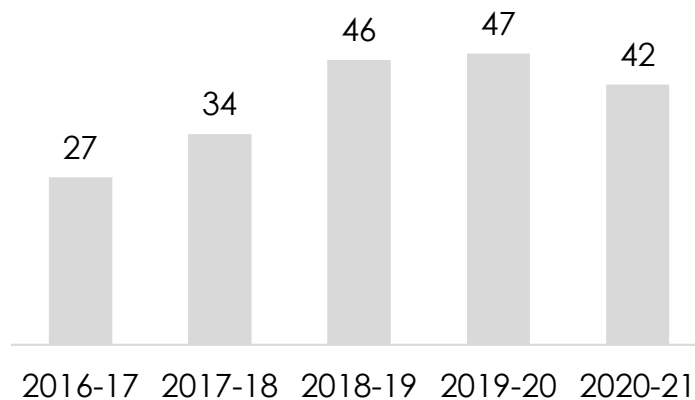
Number of Projects Completed - 14

Robust Order Book and Growing Pre-Qualification Credentials

Growing Order Book (INR Lakh)

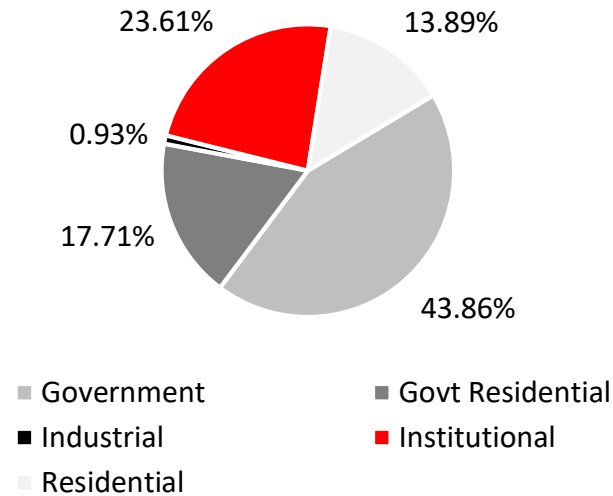


Growing Order Book (#. of Projects)

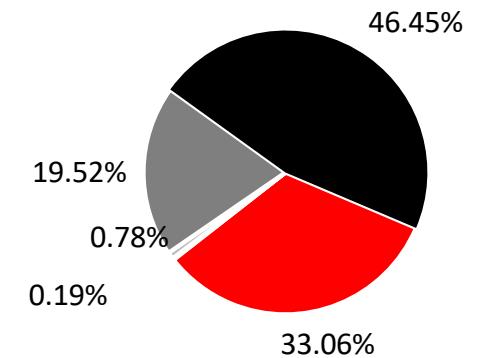
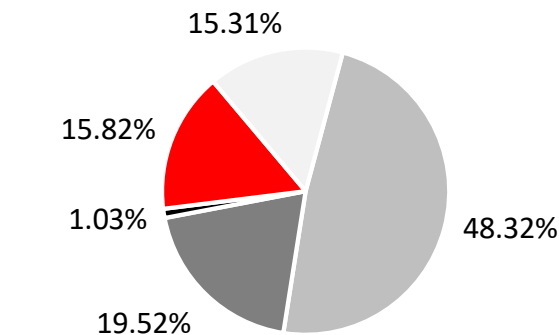
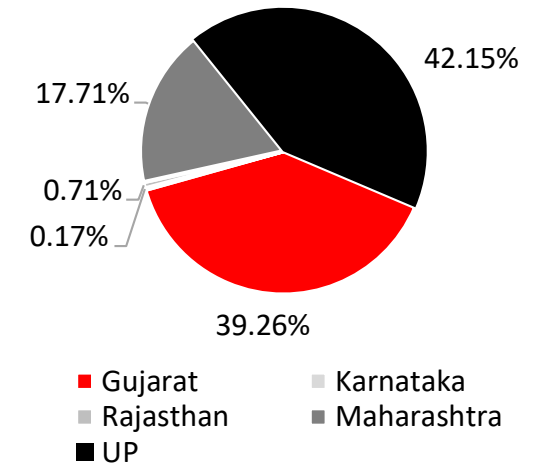


Category Wise

Work on Hand - Rs. 4,12,097 Lakhs | March 31, 2021



Geographical



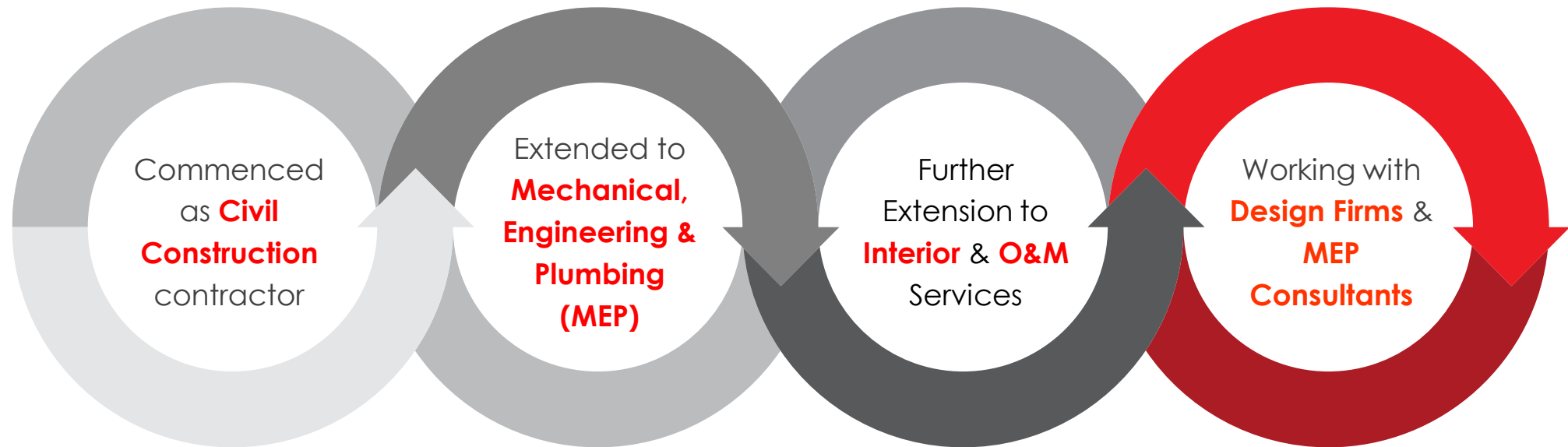
Work on Hand Rs. 3,73,934 Lakhs | March 31, 2021 (Excl. Surat Diamond Bourse)

Clientele with High Quality Business

Work on Hand as on March 31, 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	49,768
SURAT DIAMOND BOURSE MAIN CONTRACT WORKS	GUJARAT	SDB DIAMOND BOURSE	1,77,500	38,163
DEVELOPMENT OF SHRI KASHI VISHWANATH DHAM	UTTAR PRADESH	PUBLIC WORKS DEPARTMENT	33,900	24,563
IIM AHMEDABAD	GUJARAT	INDIAN INSTITUTE OF MANAGEMENT	32,822	21,636
AFFORDABLE HOUSING PROJECT	MAHARASTRA	MUNICIPAL CORPORATION	15,755	12,846
A HIGH-RISE AND A LOW-RISE BUILDING AT S.G. HIGHWAY	GUJARAT	A PRIVATE DEVELOPER	10,109	9,826
RESIDENTIAL COMPLEX AT DAHEJ	GUJARAT	PHARMA COMPANY	8,258	6,798
PHOENIX MALL	GUJARAT	SGH REALTY LLP	13,909	5,493
MULTI-TENANTED OFFICE	GUJARAT	DALAL STREET COMMERCIAL COOPERATIVE SOCIETY LTD.	13,465	5,361
REHAB & RESCUE (R&R) PROJECT	GUJARAT	PRIVATE COMPANY	8,010	5,331

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 has 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
5 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



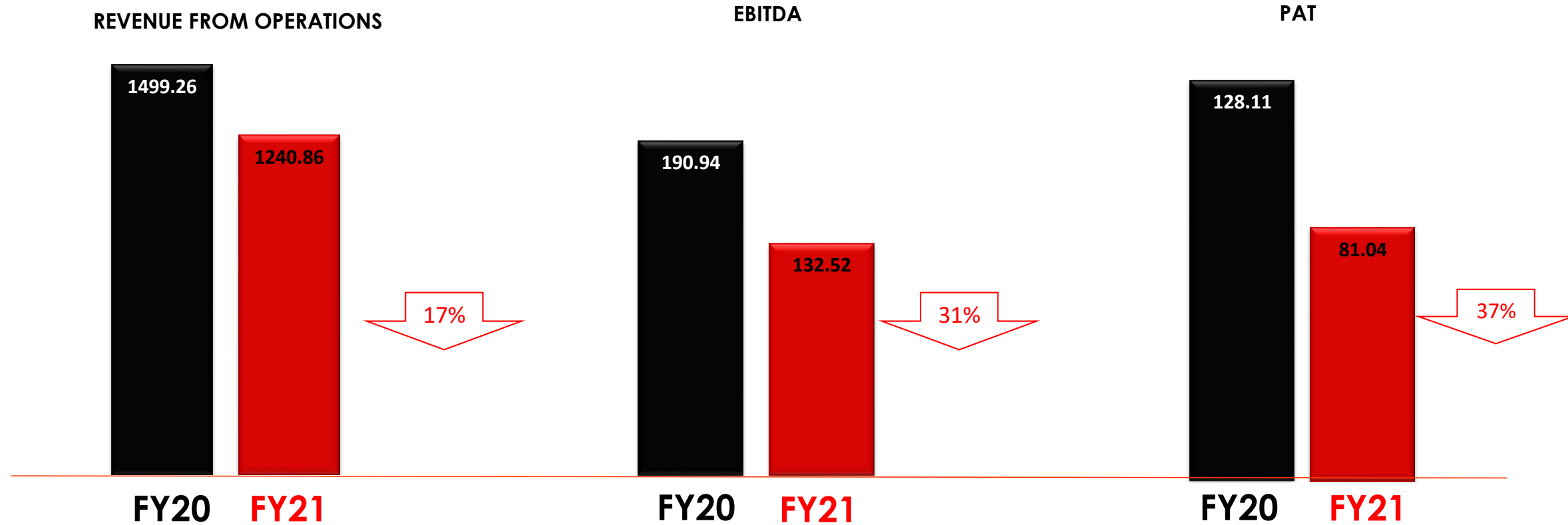
Sanjay Kumar Rai is the Senior SAP/IT Manager at our company
Attended the course for bachelor's degree in science from Ch. Charan Singh University (Meerut) and completed honours diploma in computer from NIIT
Experience in IT and SAP support across Packing, Chemical, Textile, Steel and Automobile industry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

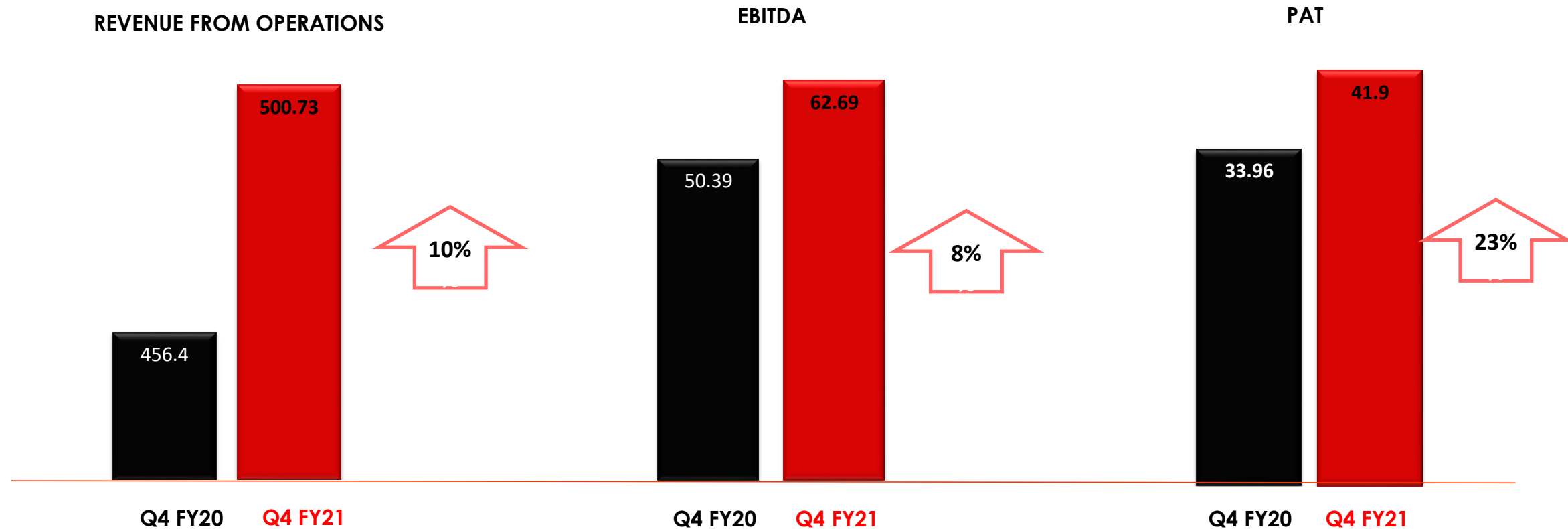
Financial Snapshot (Consolidated)

RESULT SUMMARY FY21 (RS. CR.)



Financial Snapshot (Consolidated)

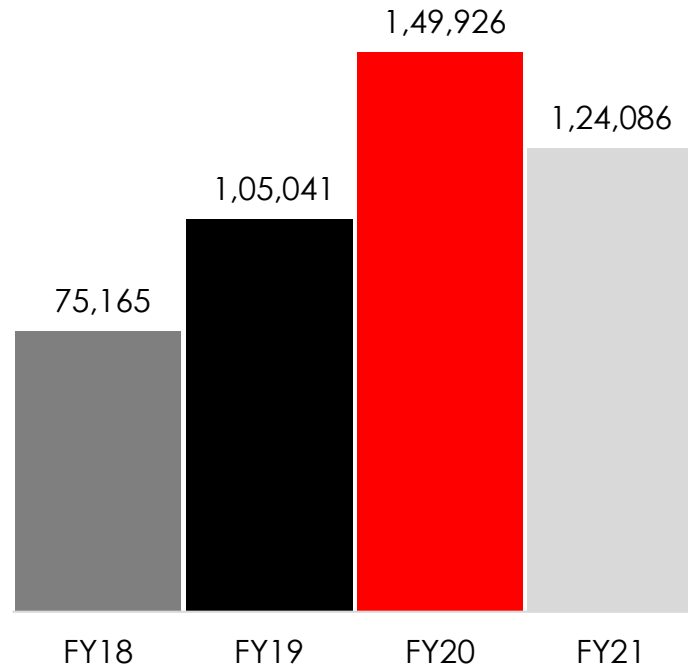
RESULT SUMMARY Q4 FY21 (RS. CR.)



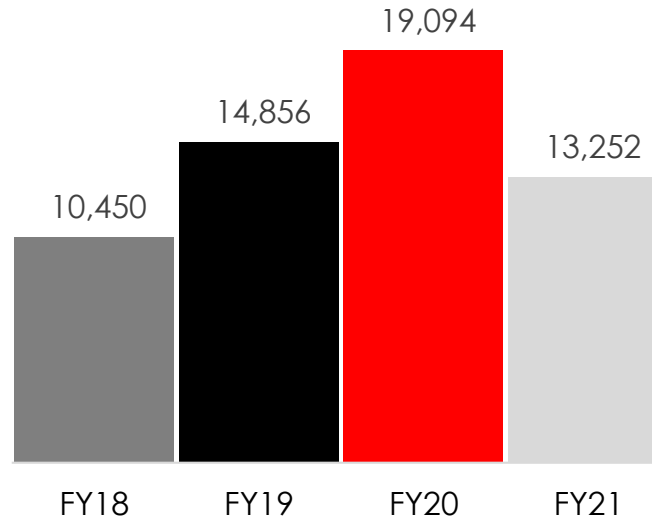
Revenue from Operations -Operating Cost

Business Robustness in Numbers (Consolidated)

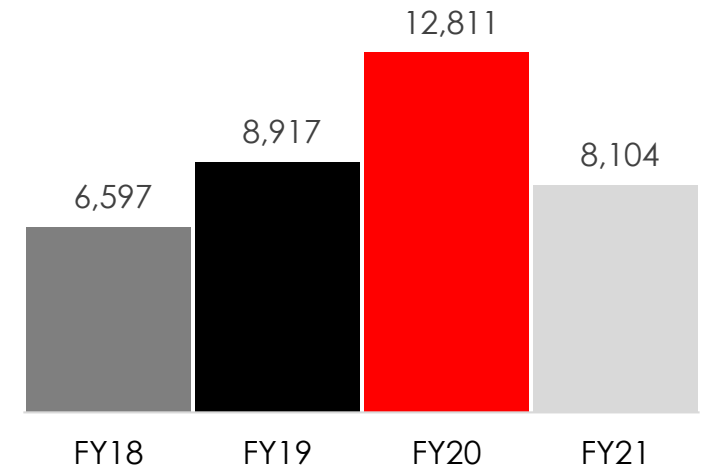
Revenue from Operations (Rs. Lakhs)
#CAGR : 18.19%



EBITDA (Rs. Lakhs)
#CAGR : 8.24%

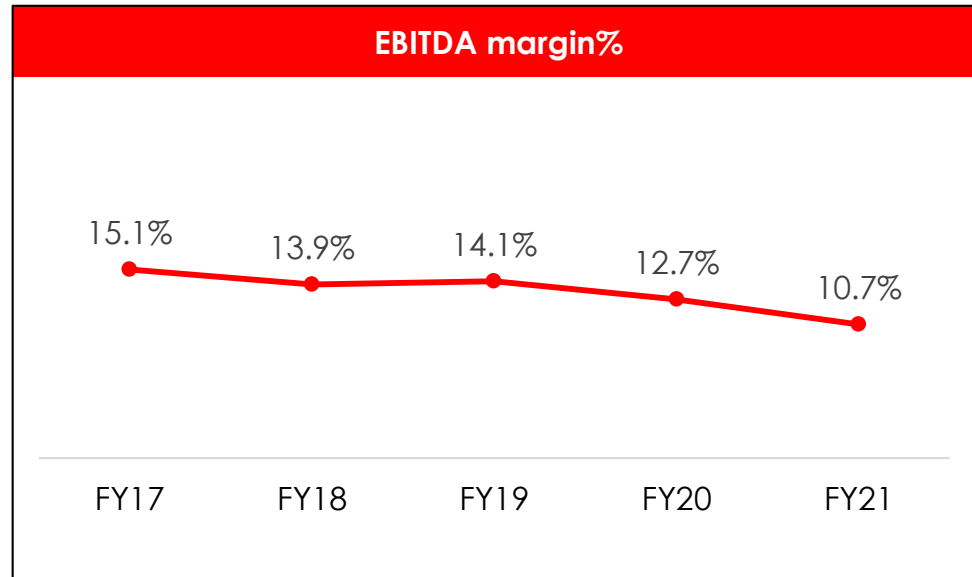


PAT (Rs. Lakhs)
#CAGR : 7.10%

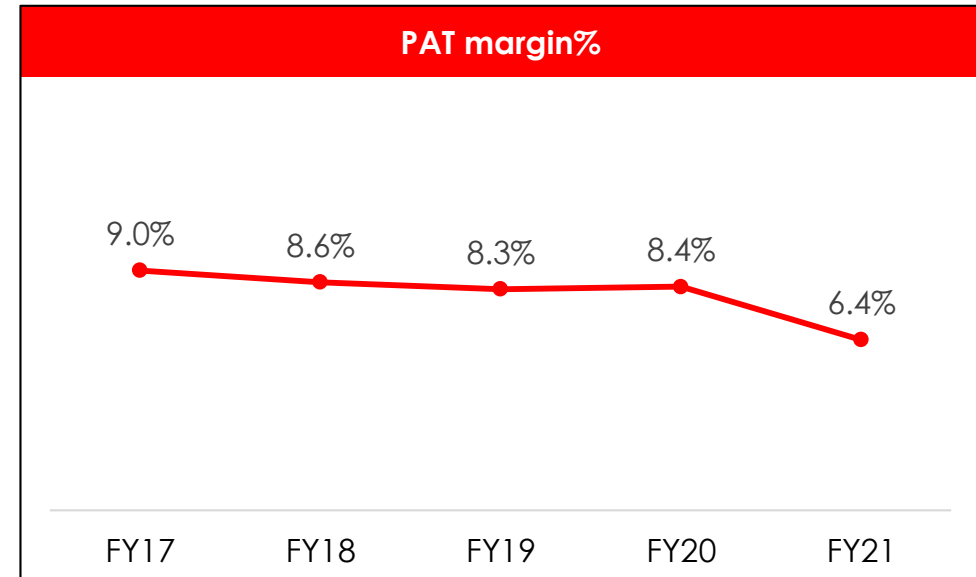


Revenue from Operations - Operating Cost

Business Robustness in Numbers (Consolidated)

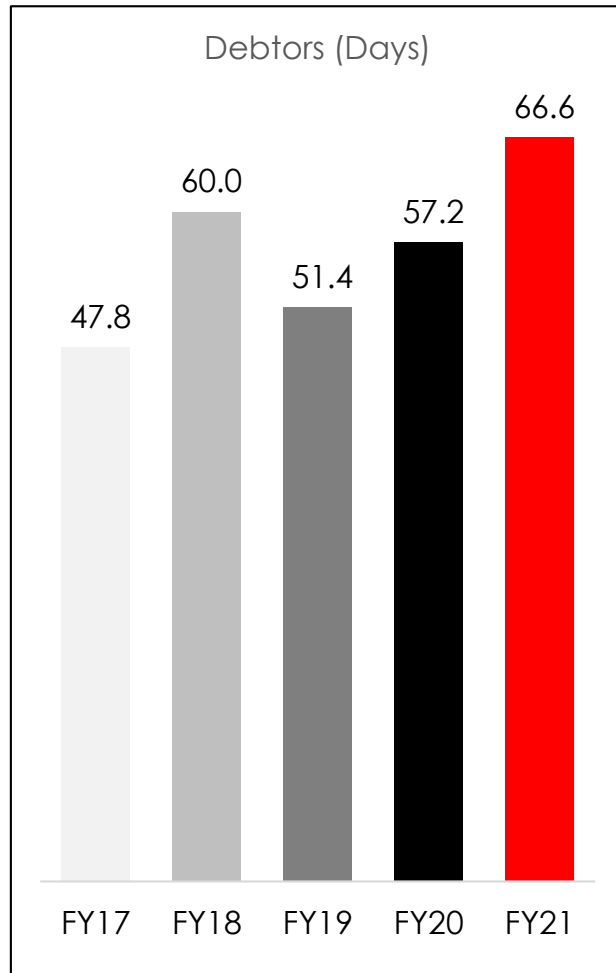


EBITDA / Revenue from Operations

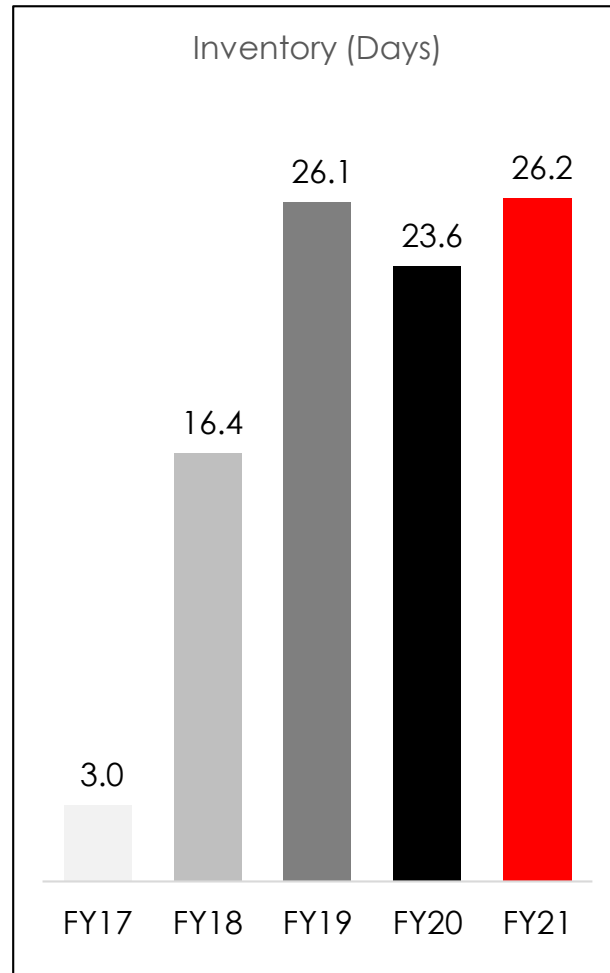


Profit After Tax / Total Revenue

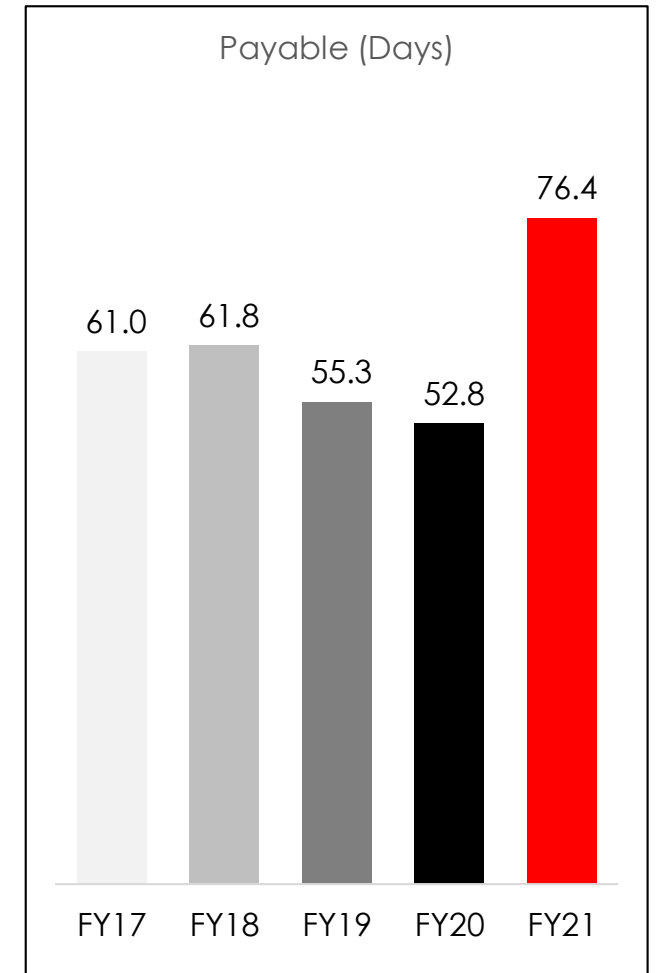
Business Robustness in Numbers (Consolidated)



Trade Receivable / Revenue from Operations * 365 Days



Inventory / Revenue from Operations * 365 Days



Trade Payables / Revenue from Operations * 365 Days



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 ”

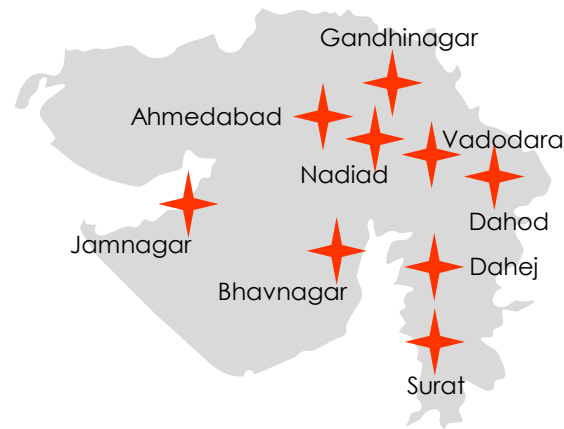
P.S. Patel,
Chairman, Managing Director and CEO

*Actual image of CEPT University

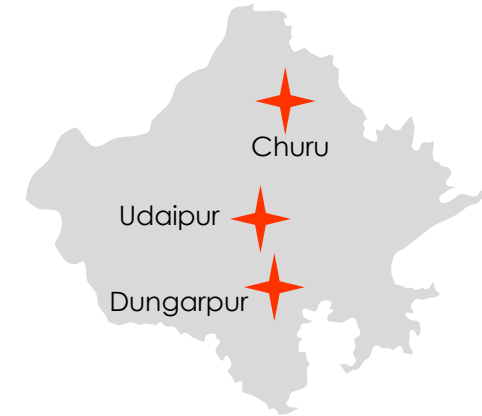
Growing Geographical Foot Print – Locations for Current & Past Projects



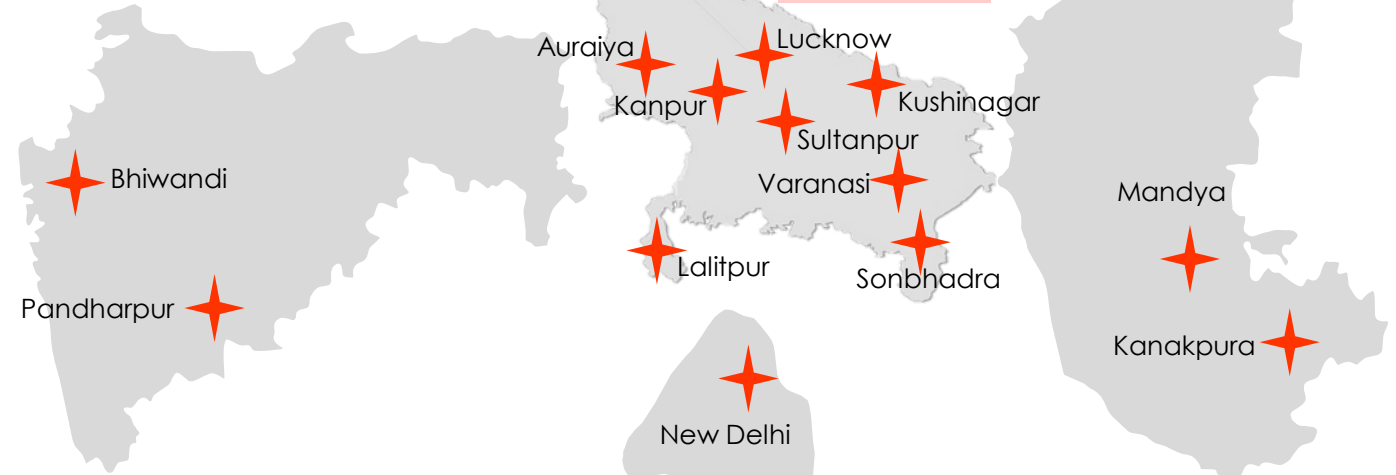
Gujarat



Rajasthan



UP



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 ADMIRER
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

Annual Financial Performance (Standalone) – Profit & Loss Statement

FY21 Audited Standalone Financial Results for the Quarter and Year ended March 31, 2021

(Rs. In Lakhs)

Particulars	Q4 FY21	Q3 FY21	Q4 FY20	Q-o-Q	Y-o-Y	FY 21	FY 20	Y-o-Y
Revenue from Operations	50,072.64	39,015.86	45,639.70	28%	10%	1,24,086.24	1,49,925.77	-17%
Cost of materials consumed including WIP	15,252.17	14,010.00	15,575.92			39,576.77	53,505.34	
Construction Expenses	26,751.32	18,476.36	23,017.90			64,442.68	70,042.26	
Employee benefits expense	1,421.79	1,369.25	1,582.04			5,089.37	5,944.04	
Other expenses	441.12	467.46	412.00			1,496.09	1,336.50	
Total Operating Expenses	43,866.40	34,323.07	40,587.86	28%	8%	1,10,604.91	1,30,828.14	-15%
EBITDA	6,206.24	4,692.79	5,051.84	32%	23%	13,481.33	19,097.63	-29%
EBITDA Margin (%)	12.39%	12.03%	11.07%			10.86%	12.74%	
Other Income	381.54	379.90	741.03			1,692.09	2,477.53	
Finance costs	455.26	301.39	417.02			1,469.12	1,463.80	
Depreciation	676.21	643.92	761.64			2,563.76	2,669.17	
Profit Before Tax and Exceptional Item	5,456.31	4,127.38	4,614.21	32%	18%	11,140.54	17,442.19	-36%
Exceptional Gain/(Loss)(net of tax)	-	(274.11)	-			(274.11)	-	
Profit Before Tax and after Exceptional Item	5,456.31	3,853.27	4,614.21	42%	18%	10,866.43	17,442.19	-38%
Tax Expense	1,387.72	1,061.44	1,187.61			2,787.39	4,516.16	
Other comprehensive income	18.99	(3.26)	(11.58)			9.22	(13.14)	
Profit After Tax	4,087.58	2,788.57	3,415.02	47%	20%	8,088.26	12,912.89	-37%
PAT Margin (%)	8.10%	7.08%	7.36%			6.43%	8.47%	
EPS (INR)	11.30	7.75	9.52			22.44	35.91	

Annual Financial Performance (Standalone) – Statement of Assets & Liabilities

Particulars	As at March 31, 2021 (Audited)	As at March 31, 2020 (Audited)
ASSETS		
(1) Non current Assets		
(a) Property, Plant and Equipment	11,494.34	10,645.34
(b) Capital Work-In-Progress	4,164.72	-
(c) Other Intangible Assets	124.34	143.66
(d) Financial Assets		
(i) Investments	78.37	442.37
(ii) Loans	2,574.55	2,751.59
(iii) Other Financial Assets	9,922.36	11,916.56
(e) Deferred Tax Asset (Net)	919.04	578.99
(f) Other Non Current Assets	646.72	251.35
Total Non-Current Assets	29,924.44	26,729.86
(2) Current Assets		
(a) Inventories	8,920.91	9,683.35
(b) Financial Assets		
(i) Trade receivables	22,203.74	22,400.00
(ii) Cash and cash equivalents	11,533.18	4,121.16
(iii) Bank Balances other than (ii) above	11,342.34	15,552.17
(iv) Loans	854.50	1,191.04
(v) Other Financial Assets	10,722.39	12,843.37
(c) Other Current Assets	3,536.57	3,407.33
Total Current Assets	69,113.63	69,198.42
Total Assets	99,038.07	95,928.28

Particulars	As at March 31, 2021 (Audited)	As at March 31, 2020 (Audited)
EQUITY AND LIABILITIES		
(1) Equity		
(a) Equity Share Capital	3,600.00	3,600.00
(b) Other Equity	50,199.27	42,111.01
Total Equity	53,799.27	45,711.01
LIABILITIES		
(2) Non-Current liabilities		
(a) Financial Liabilities		
(i) Borrowings	278.33	403.69
(b) Provisions	79.05	39.81
Total Non-Current Liabilities	357.38	443.50
(3) Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	6,804.88	6,822.30
(ii) Trade Payables		
- Total outstanding dues of micro enterprises and small enterprises	1,014.65	757.37
- Total outstanding dues of creditors other than micro enterprises and small enterprises	24,973.75	20,871.50
(iii) Other Financial Liabilities	2,838.25	2,053.75
(b) Other Current Liabilities	8,457.11	19,113.98
(c) Provisions	99.94	69.66
(d) Current Tax Liabilities (Net)	692.84	85.21
Total Current Liabilities	44,881.42	49,773.77
Total Liabilities	45,238.80	50,217.27
Total Equity and Liabilities	99,038.07	95,928.28

Annual Financial Performance (Consolidated) – Profit & Loss Statement

FY21 Audited Consolidated Financial Results for the Quarter and Year ended March 31, 2021

(Rs. In Lakhs)

Particulars	Q4 FY 21	Q3 FY 21	Q4 FY 20	Q-o-Q	Y-o-Y	FY 21	FY 20	Y-o-Y
Revenue from Operations	50,072.64	39,015.86	45,639.70	28%	10%	1,24,086.24	1,49,925.93	-17%
Cost of materials consumed including WIP	15,252.17	14,010.00	15,575.92			39,576.77	53,505.34	
Construction Expenses	26,751.32	18,476.36	23,017.41			64,442.86	70,044.68	
Employee benefits expense	1,421.79	1,369.25	1,583.43			5,089.71	5,948.66	
Other expenses	378.53	659.92	424.00			1,725.17	1,333.34	
Total Operating Expenses	43,803.81	34,515.53	40,600.76	27%	8%	1,10,834.51	1,30,832.02	-15%
EBITDA	6,268.83	4,500.33	5,038.94	39%	24%	13,251.73	19,093.91	-31%
EBITDA Margin (%)	12.52%	11.53%	11.04%			10.68%	12.74%	
Other Income	363.42	374.81	748.48			1,665.78	2,416.63	
Finance costs	459.88	292.21	427.37			1,500.79	1,505.58	
Depreciation	676.21	643.92	761.71			2,563.76	2,669.55	
Profit Before Tax	5,496.16	3,939.01	4,598.34	40%	20%	10,852.96	17,335.41	-37%
Tax Expense	1,322.58	1,068.35	1,189.17			2,758.33	4,504.49	
Other comprehensive income	16.30	(2.55)	(13.27)			9.78	(20.17)	
Profit After Tax	4,189.88	2,868.11	3,395.90	46%	23%	8,104.41	12,810.75	-37%
PAT Margin (%)	8.31%	7.28%	7.32%			6.44%	8.41%	
EPS (INR)	11.60	8.11	9.48			22.65	35.69	

Annual Financial Performance (Consolidated) – Statement of Assets & Liabilities

Particulars	As at March 31, 2021	As at March 31, 2020	Particulars	As at March 31, 2021	As at March 31, 2020
ASSETS			EQUITY AND LIABILITIES		
(1) Non current Assets			(1) Equity		
(a) Property, Plant and Equipment	11,494.34	10,645.34	(a) Equity Share Capital	3,600.00	3,600.00
(b) Capital Work-In-Progress	4,164.72	-	(b) Other Equity	49,989.95	41,818.16
(c) Other Intangible Assets	124.34	143.66	Equity attributable to owners of Holding Company	53,589.95	45,418.16
(d) Financial Assets			Non-Controlling Interests	-	68.68
(i) Investments	66.68	65.68	Total Equity	53,589.95	45,486.84
(ii) Loans	2,472.98	2,668.28			
(iii) Other Financial Assets	9,922.54	11,916.74	LIABILITIES		
(e) Deferred Tax Asset (Net)	973.14	696.40	(2) Non-Current liabilities		
(f) Other Non Current Assets	646.72	251.35	(a) Financial Liabilities		
Total Non-Current Assets	29,865.46	26,387.45	(i) Borrowings	278.33	403.69
			(b) Provisions	79.05	39.81
(2) Current Assets			Total Non-Current Liabilities	357.38	443.50
(a) Inventories	8,920.91	9,683.35			
(b) Financial Assets			(3) Current Liabilities		
(i) Trade receivables	22,653.74	23,517.51	(a) Financial Liabilities		
(ii) Cash and cash equivalents	11,560.36	4,132.33	(i) Borrowings	7,095.33	7,321.32
(iii) Bank Balances other than (ii) above	11,342.34	15,552.17	(ii) Trade Payables		
(iv) Loans	554.50	691.04	- Total outstanding dues of micro enterprises and small enterprises	1,014.65	757.37
(v) Other Financial Assets	10,698.57	12,828.44	- Total outstanding dues of creditors other than micro enterprises and small enterprises	24,973.76	20,923.29
(c) Other Current Assets	3,536.69	3,407.33	(iii) Other Financial Liabilities	2,838.50	2,056.46
(d) Current Tax Assets (Net)	-	94.87	(b) Other Current Liabilities	8,465.02	19,115.70
Total Current Assets	69,267.11	69,907.04	(c) Provisions	105.14	104.80
Total Assets	99,132.57	96,294.49	(d) Current Tax Liabilities (Net)	692.84	85.21
			Total Current Liabilities	45,185.24	50,364.15
			Total Liabilities	45,542.62	50,807.65
			Total Equity and Liabilities	99,132.57	96,294.49



Thank You

PSP Projects Limited

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