

PSP Projects

Poised for more

Catalytic event/order lifts firm to new orbit

PSP Projects (PSPPL) winning of marquee big ticket Surat Diamond Bourse (SDB) at Khajod, Surat, Gujarat worth INR 15.75bn has improved the business character of the company. The single largest order win has led to increase in cumulative order inflows for FY18TD to highest ever at INR 22.5bn vs INR 8bn in FY17. Strong orderbook of INR 26.75bn executable over next 2.5-3.0 years would mean significant scale up in execution in order to meet project timelines. Confidence on execution emerges from inhouse capabilities, past track record of completing projects ahead of schedule and promoters commitment. We expect revenue CAGR of 49% over FY17-20E.

Business & fundamentals mix aligns the firm for a growth surge

Presence across diverse business segments, distinct name in the Gujarat market for timely & quality execution, foray outside Gujarat to de-risk concentration and repeated client orders act as key positives. No dearth of new orders in the infrastructure segment and improving ability of the company to bag higher valued contracts (increase in average ticket size of projects) would mean orderbook augmentation to persist. Incrementally with net cash balance, negative working capital cycle and healthy cash flow generation from operations, the company is ready to fuel the next leg of growth.

First among equals

In the niche that PSP Projects, Capacite Infraprojects, JMC Projects and Ahluwalia Contracts operates in, PSP Projects stands out several notches higher on account of highest revenue visibility led by strong order inflows. The company also has relatively faster cash conversion cycle, superior return ratios and healthy balance sheet vs peers.

Rating: Buy

Target Price: INR 622

Upside: 20%

CMP: INR 517 (as on 11 December 2017)

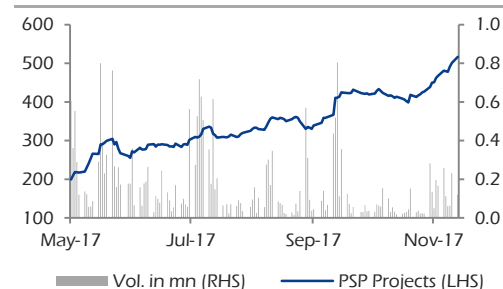
Key data

Bloomberg /Reuters Code	PSPPL IN/PSPPL.BO
Current /Dil Shares O/S (mn)	36/36
Mkt Cap (INR bn/USD mn)	19/289
Daily Volume (3M NSE Avg)	20,422
Face Value (INR)	10

1 US\$= INR 64.4

Note: *as on 11 December 2017; Source: Bloomberg

Price & Volume



Source: Bloomberg

Shareholding (%)	Q1FY18	Q2FY18
Promoter	72.0	72.0
Institutional Investor	14.7	11.7
Other Investor	9.6	10.5
General Public	3.7	5.8

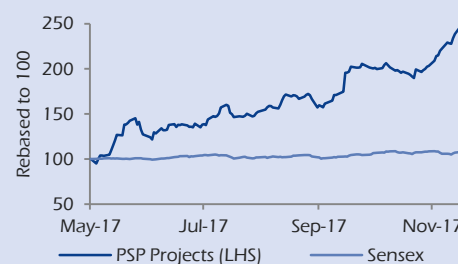
Source: BSE

Price performance (%)	3M	6M	12M
Sensex	4.9	7.0	25.1
PSP Projects	45.3	94.0	NA

Source: Bloomberg

Valuation

We initiate coverage of PSP Projects with a **Buy** rating and a TP of INR 622 based on SOTP method. Our TP implies 20% upside from the current levels. We value core construction business at INR 617 based on 20x PE multiple on FY20E and value of investments in subsidiaries at INR 5 based on book value. We believe, based on strong execution growth, healthy balance sheet and superior return ratios, the company is likely to command premium valuations over peers.



Source: Bloomberg

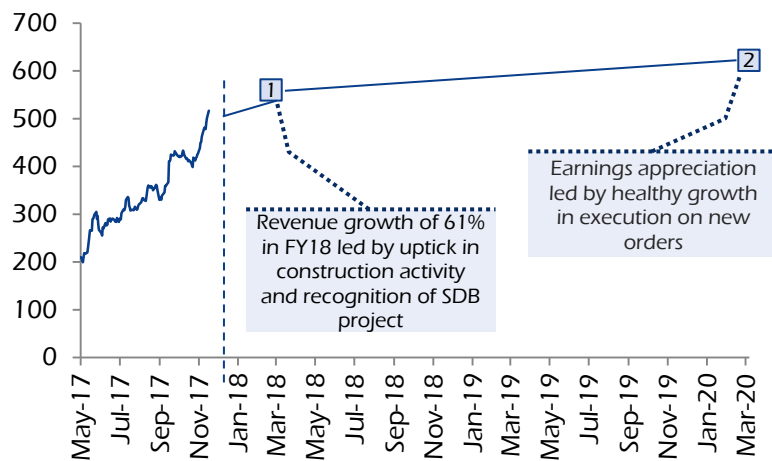
Key Financials

YE March	Revenue (INR mn)	YoY (%)	EBITDA (INR mn)	EBITDA margin (%)	Adj PAT (INR mn)	YoY (%)	Fully DEPS (INR)	RoE (%)	RoCE (%)	P/E (x)	EV/EBITDA (x)
FY17	4,008	(12.5)	658	16.4	413	64.4	11.5	47.5	49.6	45.1	27.2
FY18E	6,458	61.2	807	12.5	540	30.7	15.0	26.9	31.0	34.5	21.3
FY19E	9,867	52.8	1,268	12.9	825	52.9	22.9	31.5	36.6	22.5	14.5
FY20E	13,269	34.5	1,745	13.2	1,110	34.5	30.8	39.7	43.2	16.8	10.5

Note: pricing as on 11 December 2017; Source: Company, Elara Securities Estimate

PSP Projects

Valuation trigger



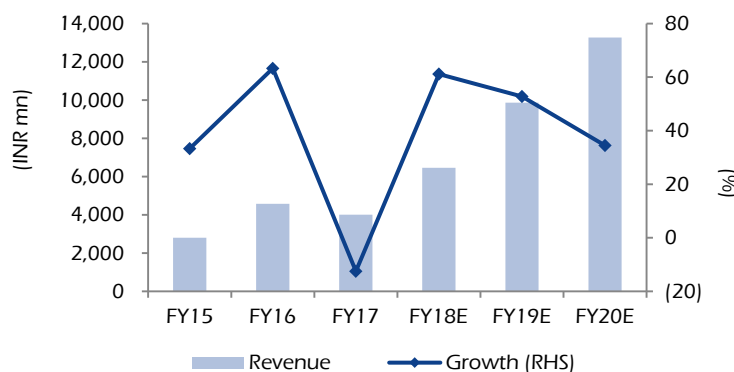
Source: Bloomberg

Valuation overview

(INR mn)	FY20E
EPC	
PAT	1,110
Target PE multiple (x)	20
Value of construction business (A)	22,205
Investments in subsidiaries	
PSP Projects & Proactive	37
PSP Projects Inc	159
Total investment	196
Target PB multiple (x)	1
Value of investments (B)	196
SOTP based value of business (A+B)	22,401
No. of shares (mn)	36
Target price (INR)	622
Upside (%)	20

Source: Elara Securities Estimate

Valuation driver - Robust growth in execution



Source: Company, Elara Securities Estimate

Investment summary

- Received work order for marquee Surat Diamond Bourse project worth INR 15.75bn which is to be completed in 30 months.
- Commitment to timely project completion would lead to scale up in execution
- Net cash balance sheet, negative working capital cycle and higher profitability as compared to peers places the company in a sweet spot

Valuation trigger

- Revenue growth of 61% in FY18 led by uptick in construction activity and recognition of SDB project
- Earnings appreciation led by healthy growth in execution on new orders

Key risks

- Delay in execution of Surat Diamond Bourse project which is the key revenue driver

Our assumptions

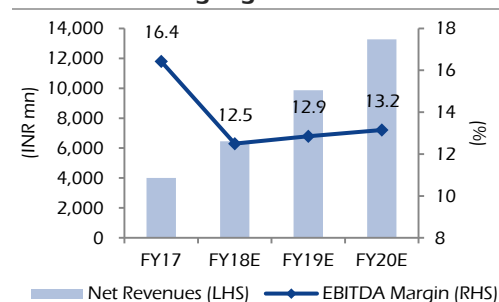
- Order inflows:** Cumulative inflows for FY18 assumed at INR 25bn against INR 22bn achieved in 8MFY18. Beyond FY18, 10% growth in order intake for the next two years
- Blended EBITDA margins of current orderbook of 12-13%

Financials

Income Statement (INR mn)	FY17	FY18E	FY19E	FY20E
Net Revenues	4,008	6,458	9,867	13,269
EBITDA	658	807	1,268	1,745
Add:- Non operating Income	132	125	119	113
OPBIDTA	790	932	1,387	1,858
Less :- Depreciation & Amortization	76	108	144	184
EBIT	715	825	1,243	1,675
Less:- Interest Expenses	75	53	63	89
Less:- Exceptional item	0	0	0	0
PBT	639	771	1,179	1,586
Less :- Taxes	226	231	354	476
Reported PAT	413	540	825	1,110
Adjusted PAT	413	540	825	1,110
Balance Sheet (INR mn)	FY17	FY18E	FY19E	FY20E
Share Capital	288	360	360	360
Reserves	788	2,585	1,938	2,940
Networth	1,076	2,945	2,298	3,300
Borrowings	677	605	916	1,212
Deferred Tax (Net)	(12)	(12)	(12)	(12)
Other liabilities	9	9	9	9
Total Liabilities	1,751	3,547	3,211	4,510
Gross Block	836	1,186	1,586	2,011
Less:- Accumulated Depreciation	318	367	445	545
Net Block	518	819	1,141	1,466
Add:- Capital work in progress	0	0	0	0
Investments	76	76	76	76
Cash & bank balances	1,250	1,895	1,008	1,436
Net Working Capital	(399)	283	488	1,004
Other Assets	307	475	500	528
Total Assets	1,751	3,547	3,211	4,510
Cash Flow Statement (INR mn)	FY17	FY18E	FY19E	FY20E
Cash profit adjusted for non cash items	658	807	1,268	1,745
Add/Less:- Working Capital changes	(641)	(953)	(559)	(992)
Operating Cash Flow	17	(146)	709	753
Less:- Capex	71	409	466	509
Free Cash Flow	(54)	(555)	243	244
Financing Cash Flow	150	1,203	(1,225)	116
Investing Cash Flow	90	(3)	94	86
Net change in Cash	186	645	(887)	446
Ratio Analysis	FY17	FY18E	FY19E	FY20E
Income Statement Ratios(%)				
Revenue Growth	(12.5)	61.2	52.8	34.5
EBITDA Growth	67.7	22.6	57.1	37.6
PAT Growth	64.4	30.7	52.9	34.5
EBITDA Margin	16.4	12.5	12.9	13.2
Net Margin	10.3	8.4	8.4	8.4
Return & Liquidity Ratios (%)				
Net Debt/Equity (x)	(0.7)	(0.5)	(0.1)	(0.1)
ROE (%)	47.5	26.9	31.5	39.7
ROCE (%)	49.6	31.0	36.6	43.2
Per Share data & Valuation Ratios				
Reported EPS (INR/Share)	11.5	15.0	22.9	30.8
Adjusted EPS (INR/Share)	11.5	15.0	22.9	30.8
EPS Growth (%)	64.4	30.7	52.9	34.5
DPS (INR/Share)	0.0	2.5	2.5	2.5
P/E Ratio (x)	45.1	34.5	22.5	16.8
EV/EBITDA (x)	27.2	21.3	14.5	10.5
EV/Sales (x)	4.5	2.7	1.9	1.4
Price/Book (x)	17.3	6.3	8.1	5.6
Dividend Yield (%)	0.0	0.5	0.5	0.5

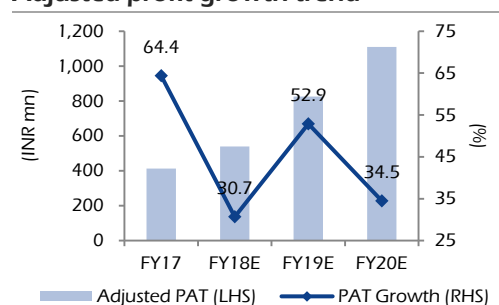
Note: pricing as on 11 December 2017; Source: Company, Elara Securities Estimate

Revenue & margin growth trend



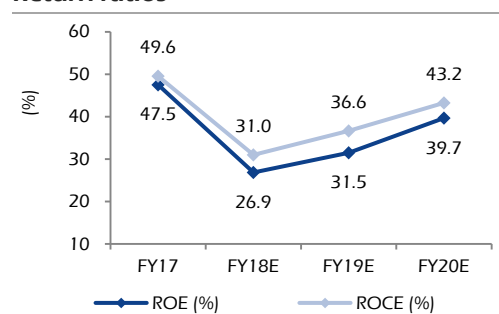
Source: Company, Elara Securities Research

Adjusted profit growth trend



Source: Company, Elara Securities Research

Return ratios



Source: Company, Elara Securities Research

Committed to growth for the next three years

- ❑ Largest ever single marquee order win of INR 15bn ups revenue visibility
- ❑ Execution to snap up from current levels; expect revenue CAGR of 49% over FY17-20E
- ❑ Up the profitability quotient; expect PAT CAGR of 39% over FY17-20E

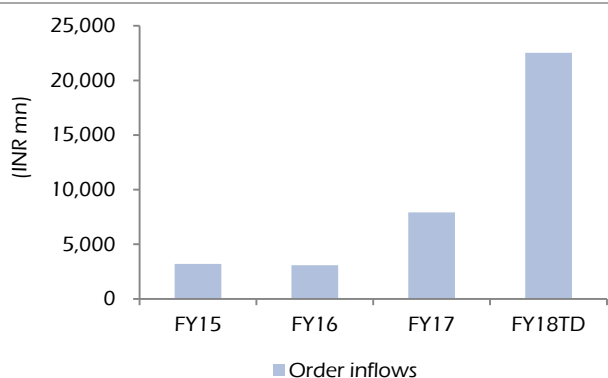
Largest ever single marquee order win of INR 15bn

Contract work received for Surat Diamond Bourse, Gujarat

As on October 2017, the company bagged main contract works for Surat Diamond Bourse (SDB) at Khajod, Surat, Gujarat worth INR 15.75bn (excluding GST) to be executed over the next 30 months. The project is awarded by Surat Diamond Association and total cost of the project is INR 24bn.

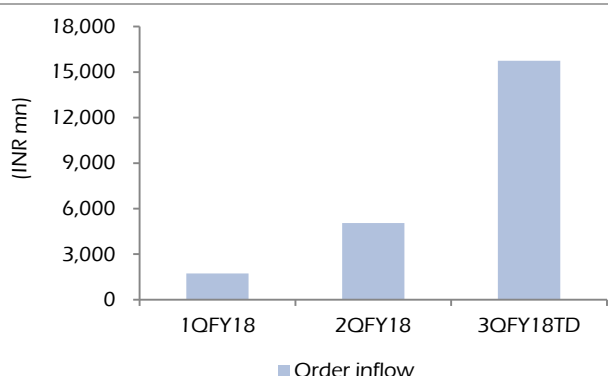
With the recent order win, cumulative order inflow for FY18TD stands at INR 22.5bn versus INR 8bn in FY17. PSP has beat competitors like L&T, Capacit'e Infraprojects, Shapoorji Pallonji and Ahluwalia Contracts for this contract. The project entails EBITDA margins of ~12%.

Exhibit 1: Sharp up-swing in order intake



Source: Company, Elara Securities Research

Exhibit 2: Order inflows Y-T-D of INR 22.5bn



Source: Company, Elara Securities Research

Surat Diamond Bourse, a shiny project for Gujarat

The project would bring unorganized and fragmented diamond polishing and trading industry into one location. The project is to be constructed on 6.6mn sq ft of built-up area with 10 iconic towers of 15 floors each housing more than 4,500 offices of diamond units. The SDB will house facilities like safe deposit vaults, a museum, customs office, money transfer desks, travel desk, retail zone, auction house and a diamond club apart from others.

Exhibit 3: Surat Diamond Bourse project plan



Source: Company, Elara Securities Research

Currently the only existing international diamond bourse in India is The Bharat Diamond Bourse in Mumbai with a total constructed area of 2mnsqft with 9 connected towers having 250 offices. The project was constructed by M/s Shapoorji Pallonji with an estimated cost of INR 11bn.

Funding in-place for Surat Diamond Bourse project

The Association is planning to sell the area at an estimated cost of INR 600 per sq ft to diamond merchants. The advances received and construction linked milestone payments will help fund the construction activity. As per our understanding, the project is 80% sold and preliminary advances upto INR 6bn have been collected by the Association.

Auspicious commencement of construction activity

The construction activity on the SDB project commenced on an auspicious day of 'Labh-pacham' on 25 October 2017. Currently the project is at excavation stage and revenue recognition is likely to start from 4QFY18. The project entails mobilization advance of 5% i.e., INR 787mn and till date company has received advances of INR 500mn.

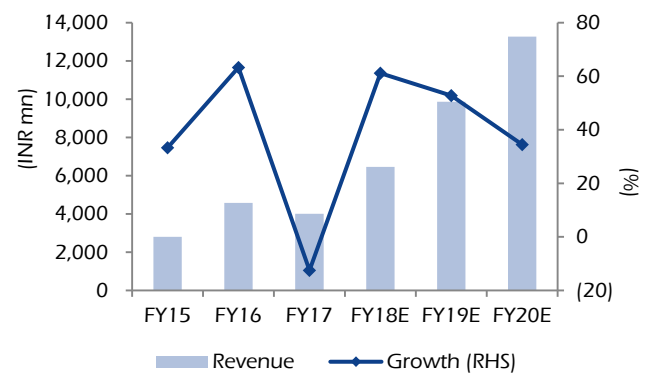
Execution pace to shift trajectory

Expect revenue CAGR of 49% over FY17-20E

Outstanding order book as on 30 September 2017 stands at INR 11.5bn with book-to-bill visibility of 2x with 31 projects under execution. With the recent addition of INR 15.7bn of Surat Diamond Bourse project, the orderbook has increased to INR 26.7bn which is executable over the next 2.5-3.0 years. This would mean significant scale up in execution capabilities from the current levels inorder to meet project deadlines.

FY17 revenues declined by 12.5% YoY on account of exclusion of major material value from the contracts as the supply of material were already lying with the client. According to the management, had the scope of the project not changed, revenues for FY17 would have been INR 5bn, a jump of 25% YoY. Going forward we expect revenue CAGR of 49% over FY17-20E

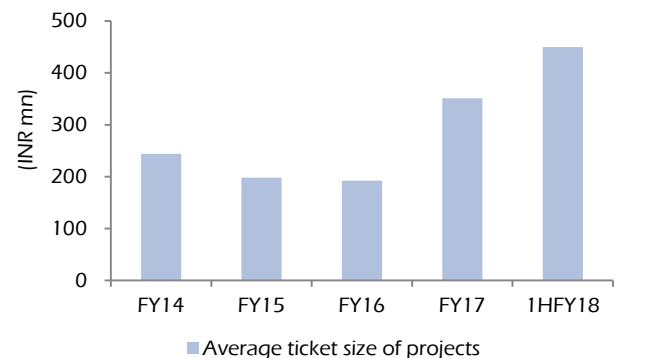
Exhibit 4: Robust double digit revenue growth expected over the next three years



Source: Company, Elara Securities Estimate

As the company is moving up the value chain, average ticket size of the projects in the orderbook has also increased from a low of INR 192mn in FY16 to INR 450mn by 30 September 2017. This number would increase abruptly in 3QFY18 owing to receipt of SDB project. Higher valued projects would also up the level of execution and ability to take up bigger projects in future.

Exhibit 5: Increase in average ticket size of projects



Note: 1HFY18 is as on 30 Sept 2017 Source: Company, Elara Securities Research

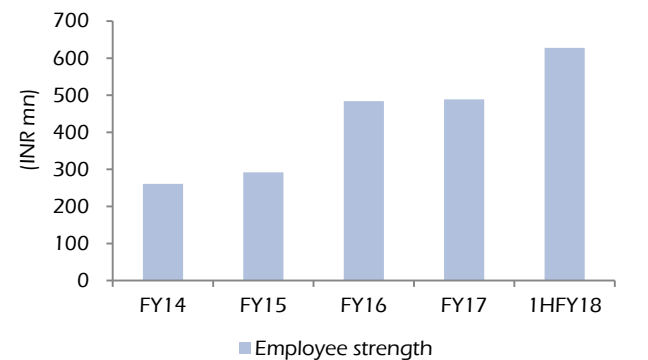
80% YoY execution growth in 1HFY18

Execution for 1HFY18 stood at INR 3.0bn which was up 80% YoY, signifying vigorous pace of project progress even during lean season. Typically higher productive days in 2H and commencement of revenue recognition on the SDB project would mean assured growth in FY18.

In-house execution capabilities

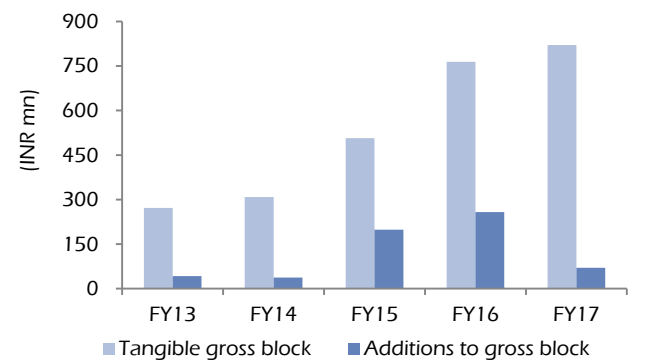
The company has delivered 94 projects in 10 years of its existence and has 31 projects under execution as on 30 September 2017. Employee strength has also increased from 15 in 2008 to more than 628 (excluding 6,000 contract labours). Employee costs have also increased from INR 49mn in FY12 to INR 209mn in FY17. The company also has state-of-the-art equipments for quality execution.

Exhibit 6: Employee strength of 628



Note: 1HFY18 is as on 30 Sept 2017 Source: Company, Elara Securities Research

Exhibit 7: Increase in gross block



Source: Company, Elara Securities Research

Promoter passionate 'to build'

We liked the passion and dedication of the promoter to complete projects on hand in a successful and timely manner. It is a quality that has brought a lot of respect and repeat business for the company in the past.

The promoter spends a large part of their time on site monitoring the construction activity. Operating manuals and strict guidelines laid down ensures quality execution. The promoter has also introduced cutting edge technology in the company through implementation of SAP and CANDY which enhances overall decision making process.

PSP Projects

Track record of timely & quality project completion

The company has carved out a name for itself in the Gujarat market for ahead of schedule and quality project completions. This is also one of the key factors for receipt of new prestigious order win of SDB.

Exhibit 8: Zydus hospital completed 2 months ahead of schedule



Source: Company, Elara Securities Research

Exhibit 9: 'The Signature' commercial building at Gift City, Gandhinagar completed 5 months ahead of schedule



Source: Company, Elara Securities Research

Repeat orders, a testimony for quality work

Since incorporation, the company has executed 13 projects for Cadila group, 6 projects for Torrent group and 4 projects for Nirma. Repeat order from clients is also a testimony for the quality execution skills.

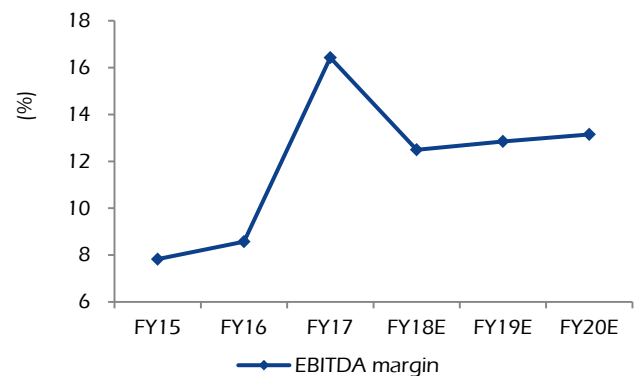
Up the profitability quotient

Select choice of margin enhancing project

Average margin profile of current orderbook is 12-13% which will improve the company's operating profitability from high single digits in FY14-16 to double digits from FY18 onwards. Most of the contracts under-execution also have built-in escalation clause for change in prices of

raw materials. FY17 EBITDA margin at 16% is a one-off on account of lower material cost as materials were already lying with clients. For 1HFY18, EBITDA margins stood at 13.1%

Exhibit 10: Margins moving from single to double digits

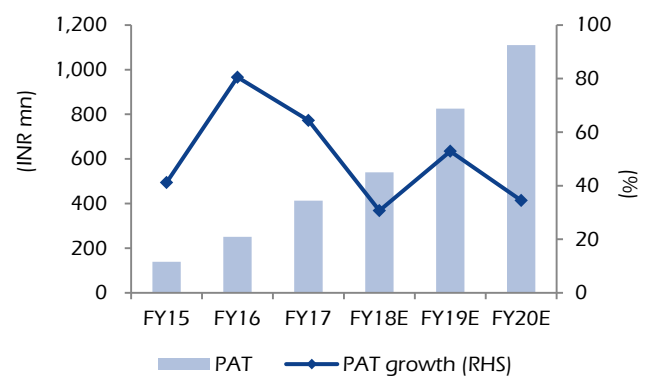


Source: Company, Elara Securities Estimate

Earnings acceleration

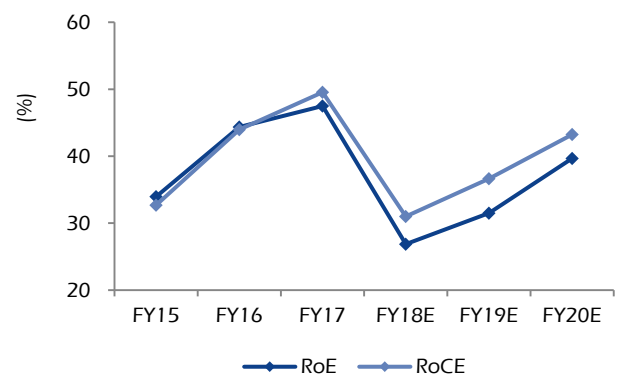
For 1HFY18, PAT margins stood at 8.9%. We expect earnings to growth at a CAGR of 39% over FY17-20E led by strong execution and margins enhancement.

Exhibit 11: PAT CAGR of 39% over FY17-20E



Source: Company, Elara Securities Estimate

Exhibit 12: Return ratios on an uptrend



Source: Company, Elara Securities Estimate

Placed in a sweet spot to capture growth in the sector

- ❑ Diversified business segments means no dearth of new orders
- ❑ Sturdy balance sheet with net cash balance
- ❑ Negative cash conversion cycle

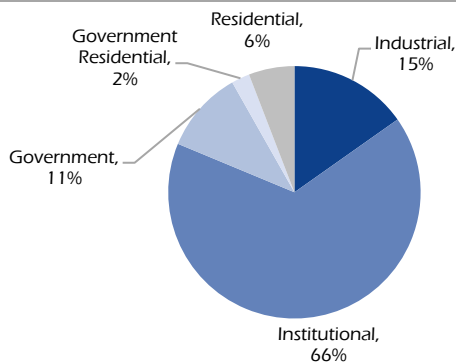
Diversified business segments

Major focus on Institutional clients

Nearly 66% of the orderbook as on 30 September 2017 comprise of Institutional projects which include construction of building for hospitals, educational institutes and corporate offices. Till date the company has executed 28 institutional projects.

The next highest exposure is to industrial segment with 15% share in orderbook which includes construction of industrial buildings for pharmaceutical plants, food processing units, engineering units and manufacturing units. Till date the company has executed 42 institutional projects.

Exhibit 13: Orderbook spread across 5 business segments

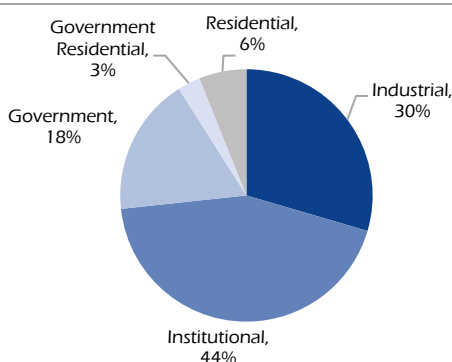


Source: Company, Elara Securities Research

Largely private sector exposure

Private sector projects are the key focus area for the company. Within the government projects, the company focuses only on challenging and prestigious projects. Till date company has executed total 18 government projects.

Exhibit 14: 80% of revenues from private clients

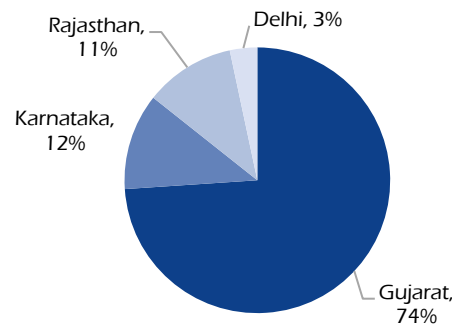


Source: Company, Elara Securities Research

Expanding from Gujarat to other states

Although Gujarat dominates the current orderbook however, the company is also executing projects in other states like Karnataka (two projects), Rajasthan (two projects) and Delhi (one project). Target is to increase non-Gujarat revenues to 30% of total business from currently 13%. The company is comfortable adding projects with ticket size of more than INR 1bn outside Gujarat.

Exhibit 15: 3/4th of the orderbook from Gujarat



Source: Company, Elara Securities Research

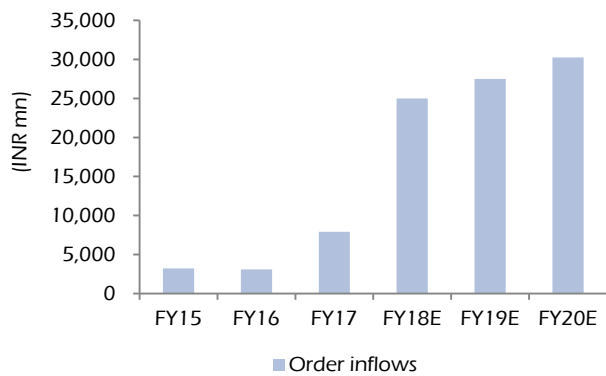
No dearth of new orders

Management believes there exists a vacuum in the market for execution of contracts between the INR 500-1500mn size. There are ample opportunities in the market and the management is selectively bidding for new projects by avoiding bids with high competitive intensity which ensures margins are not compromised for building up the orderbook. Some of the key opportunities includes -

- Out of 8 projects in India's first smart city – Gandhinagar, 6 projects have been awarded to PSP Projects. With 100 proposed smart cities by Government of India, the opportunity pie is humongous.
- Significant investments are envisaged in the healthcare segment as 3mn beds are needed to achieve 3 beds/1,000 people target by 2020
- Commercial real estate supply in top India cities is expected to be at 40-50mnsqft per year till 2020
- Dedicated clusters and Investments regions proposed to be developed along the Delhi Mumbai Industrial Corridor

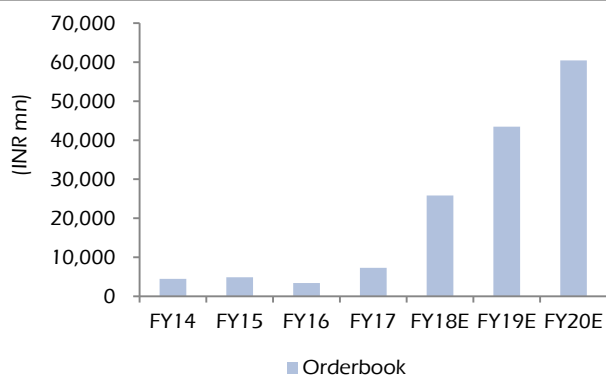
PSP Projects

Exhibit 16: Expect sustainable growth in inflows



Source: Company, Elara Securities Estimate

Exhibit 17: Orderbook on an uptrend



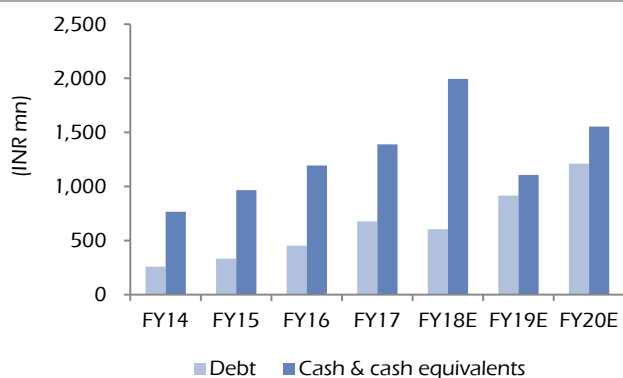
Source: Company, Elara Securities Estimate

Sturdy balance sheet

Conservative approach towards leverage

The company has consistently reported net cash balance for the past six years owing to promoter's conservative approach towards leverage and higher preference towards fixed deposits with banks to build a strong balance sheet.

Exhibit 18: Net cash balance sheet



Source: Company, Elara Securities Estimate

As on FY17, gross debt of INR 677mn largely includes short term borrowings from banks for working capital requirements and cash & bank balances of INR 1.25bn largely including fixed deposits. On a net basis, the company had a net cash balance of INR 713mn. We expect debt to increase going forward with ramp-up in pace of execution

Unutilised IPO money to fuel new growth

The company raised fresh capital of INR 1,512mn in May 2017 for working capital requirement and capital expenditure. INR 762mn is unutilized as on 30 September 2017 and would help fund future growth requirements.

Exhibit 19: Utilisation of IPO proceeds

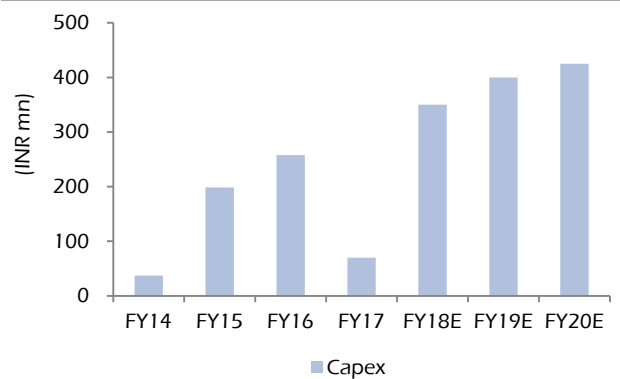
(INR mn)	Amount raised	Utilised	Unutilised
WC	630	550	80
Capex	520	109	411
Other general	362	91	271
Total	1512	750	762

Source: Company, Elara Securities Research

Limited capex requirement

The management estimates capex requirement of 5% of project cost to be incurred over the life of the project. Estimated yearly capex for the next three years is approximately INR 400mn.

Exhibit 20: Capex requirement



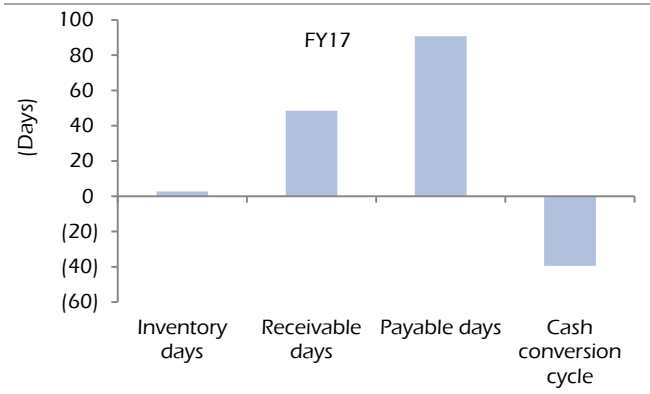
Source: Company, Elara Securities Estimate

Negative cash conversion cycle

Low working capital cycle, Sept 2017 prolongation an aberration

The company operates on a negative working capital cycle. Most of the projects get interest free mobilization advances to the tune of 5%-20%. Long standing relationships with suppliers helps the company with favourable credit terms. The company also excels in inventory management through use of technology to minimize inventory levels.

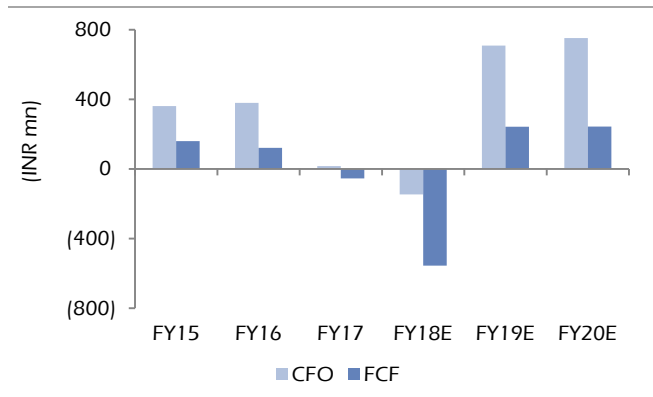
Exhibit 21: Negative cash conversion cycle



Source: Company, Elara Securities Research

Receivables increased in 1HFY18 to 78 days from 49 days as on 31 March 2017 owing to GST related issues. However, it is expected to normalize to 40-50days from FY19 onwards.

Exhibit 22: Healthy cashflow from operations to continue



Source: Company, Elara Securities Estimate

Valuation & Recommendation

- ❑ **Initiate with a Buy rating and TP of INR 622**
- ❑ **Execution to scale up significantly**
- ❑ **Strong fundamentals vs peers to lead to premium valuations**

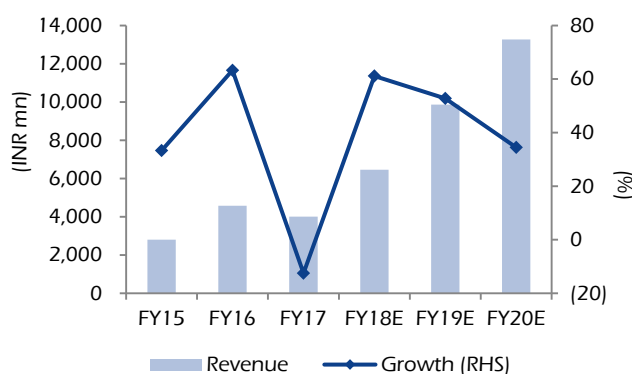
Initiate with a Buy rating and TP of INR 622

We initiate coverage of PSP Projects with a Buy rating and a TP of INR 622 based on SOTP method. Our TP implies 20% upside from the current levels. We value core construction business at INR 617 based on 20x PE multiple on FY20E and value of investments in subsidiaries at INR 5 based on book value.

Execution to scale up significantly

On the back of big ticket order win of SDB project of INR 15.75bn which is executable over the next 30 months and promoters continued commitment to deliver projects on time, we expect execution to scale up significantly from the current levels. We expect revenue CAGR of 49% over FY17-20E driven by strong orderbook, in-house execution and growth in inflows.

Exhibit 23: Strong action on the ground



Source: Company, Elara Securities Estimate

Premium valuations on account of strong fundamentals vs peers (refer exhibits 25-32)

The company fares better as compared to peers in terms of higher orderbook driven by recent big ticket inflows. This also helps improve execution visibility. Also net profitability is relatively better as compared to peers. In addition to this, net cash balance sheet, consistent free cash generation and lower working capital cycle place the company in a sweet spot. Hence we believe the company would command a premium as compared to peers as the growth starts kicking in.

Exhibit 24: Valuation summary

(INR mn)	FY20E
EPC	
PAT	1,110
Target PE multiple (x)	20
Value of construction business (A)	22,205
Investments in subsidiaries	
PSP Projects & Proactive	37
PSP Projects Inc	159
Total investment	196
Target PB multiple (x)	1
Value of investments (B)	196
SOTP based value of business	22,401
No. of shares (mn)	36
Target price (INR)	622
Upside (%)	20

Source: Company, Elara Securities Estimate

Investment risks

Delay in execution of SDB project

Near term growth is largely dependent on scale up in execution of SDB project. Any delays in execution or receipt of payments could come to hurt the performance if the company

Slower than expected pace of future order addition

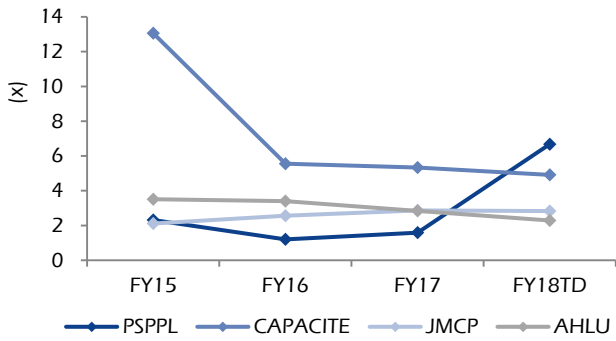
Although the market opportunity is huge in the buildings segment, the competitive intensity also remains high in this sector. Any slowdown on account of new project awards or inability to bag orders on own terms, will impact the performance.

Drop in private sector capex

Majority of the growth is dependent on growth in private sector capex. Dependence on government projects is minimal hence buoyancy in new project announcements by private sector in factories & buildings is a key.

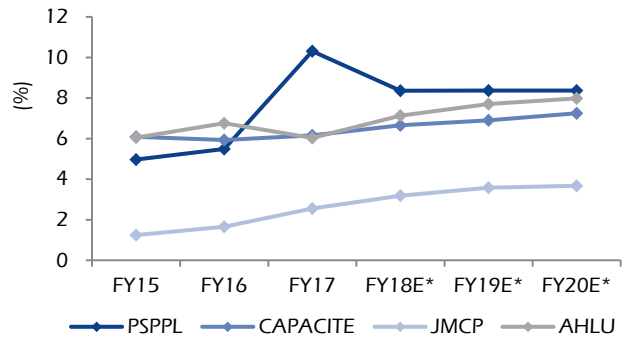
Peer Comparison

Exhibit 25: Highest orderbook visibility...



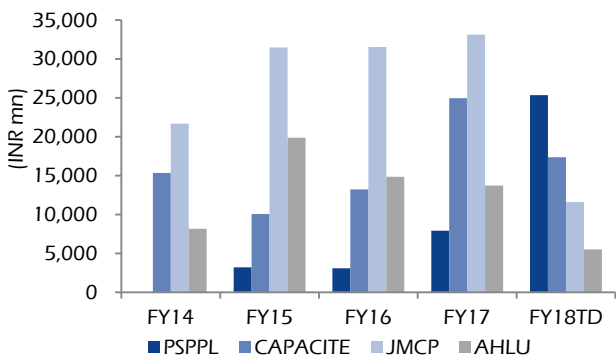
Source: Company, Elara Securities Research

Exhibit 26: Higher net profitability



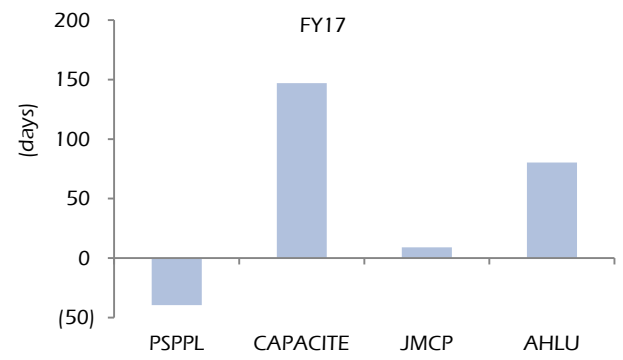
*consensus estimates Source: Company, Elara Securities Estimate

Exhibit 27: ...led by strong order inflows in FY18TD



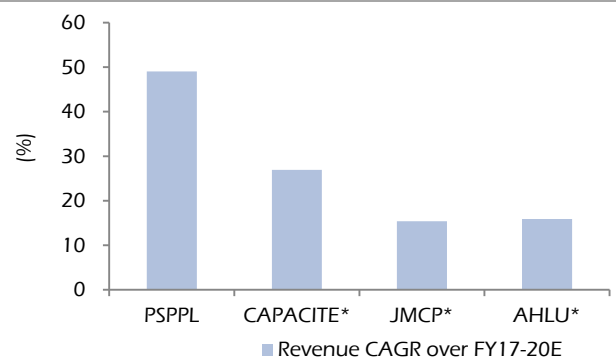
Source: Company, Elara Securities Research

Exhibit 28: Negative cash conversion cycle



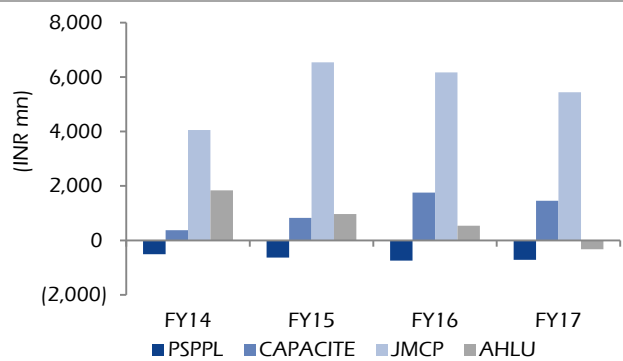
Source: Company, Elara Securities Research

Exhibit 29 Higher revenue CAGR over FY17-20E



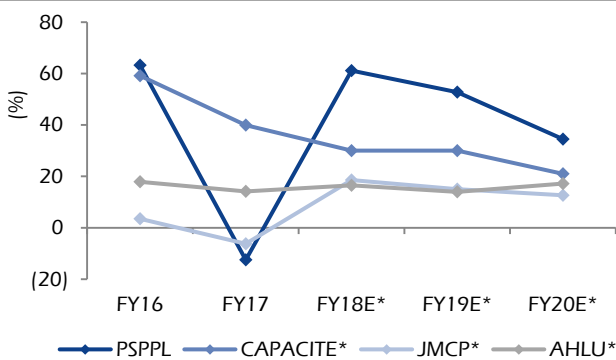
*consensus estimates Source: Company, Elara Securities Estimate

Exhibit 30: Net cash balance sheet



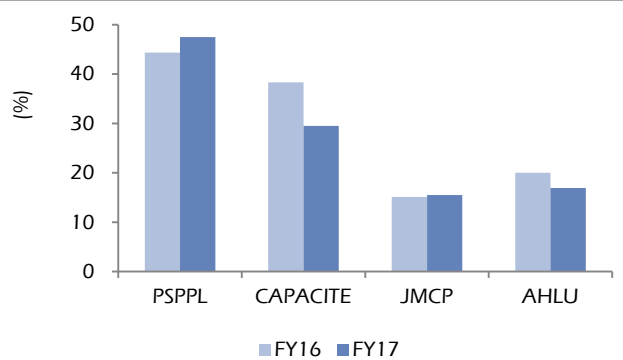
Source: Company, Elara Securities Research

Exhibit 31 Strong execution growth levers



*consensus estimates Source: Company, Elara Securities Estimate

Exhibit 32: Superior RoE



Note: Core construction RoE for JMCP; Source: Company, Elara Securities Research

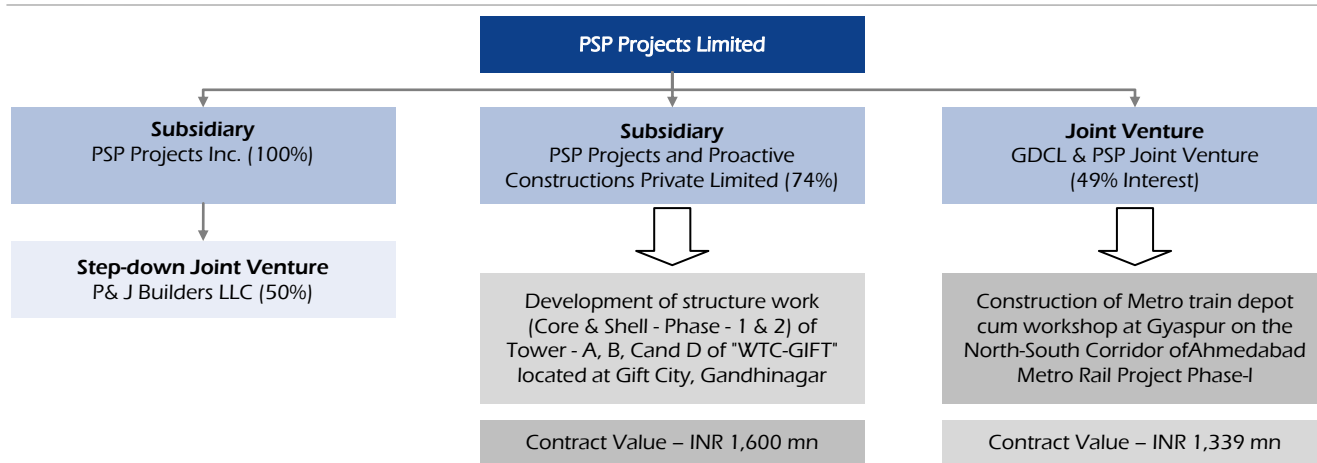
Note: PSP Projects – PSPPL, Capacit'e Infraprojects – CAPACITE, JMC Projects – JMCP, Ahluwalia Contracts - AHLU

Company Description

Incorporated in August 2008, PSP Projects is a Gujarat based construction company with a presence across industrial, institutional, government, government residential and private residential projects in India. Since existence, the company has successfully completed 94 projects. Started as a civil contractor, the company has now expanded to provide complete solution from designing to mechanical, electrical & plumbing (MEP) to interiors. Current orderbook is INR 26.75bn which largely comprise of recent big ticket order win of INR 15.75bn for construction of Surat Diamond Bourse.

The company has two subsidiaries – 1) PSP Projects Inc (100% shareholding) incorporated on 15 February 2016 in Texas (USA) which makes investment in JVs/partnership/SPV for development of townships, construction of residential/commercial premises, roads & bridges, 2) PSP Projects & Proactive Construction (74% shareholding in partnership with Viridian group) incorporated on 7 January 2016 in India for promotion & development of World Trade Centre in Gujarat at Gift City. The company also has a joint venture with Gannon Dunkerly & Co. (49% holding) for development of Metro Train Depot cum workshop at Gyaspur (Uttar Pradesh)

Exhibit 33: PSP Projects - Corporate Structure



Source: Company, Elara Securities Research

Board of Directors & Management

Prahaladbhai Shivrambhai Patel, Chairman, MD & CEO

Prahaladbhai Shivrambhai Patel, aged 53 years, has over 30 years of experience in the construction business. He has also been featured in the book titled “Business Game Changer: Shoonya se Shikhar” authored by Prakash Biyani and Kamlesh Maheshwari for completing government’s infrastructure project before the scheduled time for which he also received appreciation of Prime Minister, Mr.Narendra Modi (When C.M. Gujarat). By qualification he holds a Bachelor’s degree in civil engineering.

Shilpabe Patel, Wholetime Director

Shilpaben Patel, aged 50 years participates in corporate social activities of the company and is the chairman of CSR committee. She holds a bachelor’s degree in commerce from Gujarat University and has experience in administration.

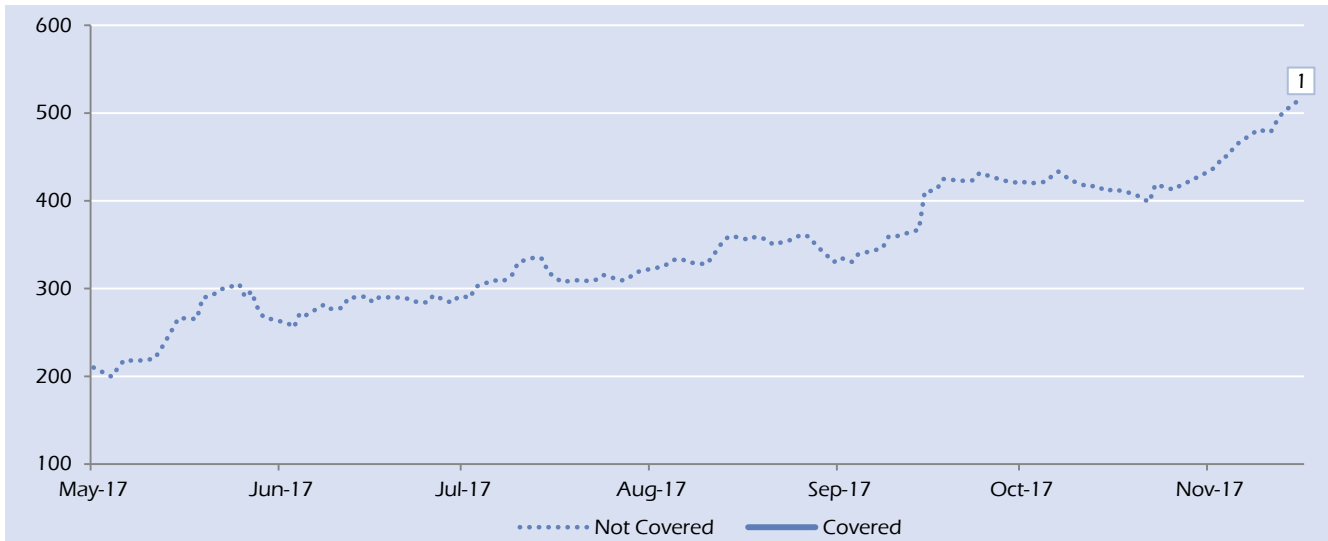
Pooja Patel, Executive Director

Pooja Patel, aged 24 years, is involved in the execution of the projects. She holds a bachelor’s degree in civil engineering from Gujarat Technological University and is pursuing a diploma in financial management from Ahmedabad Management Association.

Hetal Patel, CFO

Hetal Patel has 18 years of experience in accounts and finance. She holds a Master’s degree in commerce from Gujarat University and is a member of the Institute of Chartered Accountant of India. She is also a certified internal auditor from the Institute of Internal Auditors, USA.

Coverage History



Date	Rating	Target Price	Closing Price
1 12-Dec-17	Buy	INR 622	INR 517

Guide to Research Rating

BUY	Absolute Return >+20%
ACCUMULATE	Absolute Return +5% to +20%
REDUCE	Absolute Return -5% to +5%
SELL	Absolute Return < -5%

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