

# Investor Presentation

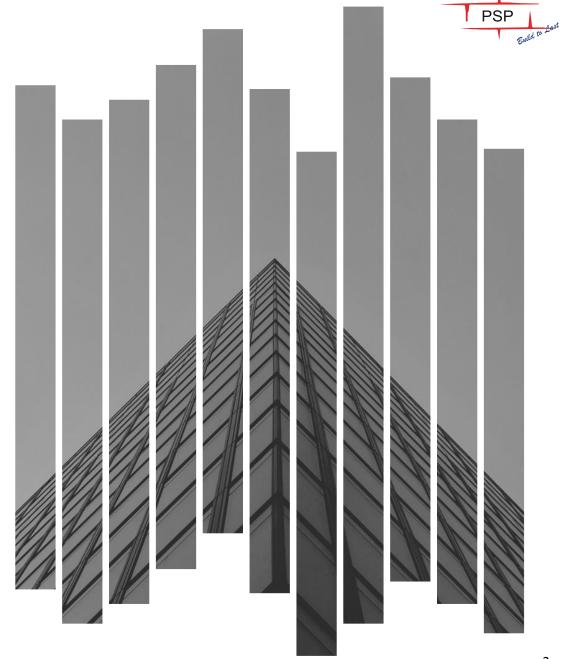
Q4 & FY22 May 2022



www.pspprojects.com

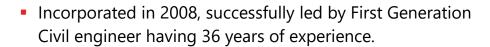
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## PSP Projects limited – Build to Last

## The growth story in a Nutshell



- India based construction company offering a diversified range of construction and allied services across industrial, institutional, government, government residential, residential projects and precast.
- Integrated EPC company across construction value chain from Design, Construction, Mechanical, Electrical, Plumbing (MEP), Interior, O&M Services.
- Geographically diversified with presence in six states viz. Gujarat, Rajasthan, Karnataka, Uttar Pradesh, Maharashtra and New Delhi.
- Listed on NSE and BSE on May 29, 2017, raising Rs.211.68 crore.
- In December 2021, Commissioned Precast facility in Gujarat with the objective to provide Sustainable Building Solutions and Technological Upgradation.

As on 31 March 2022





183

Completed **Projects** 



43

**On-going Projects** 



till Date

Workforce /

1,400 / 17,000

Contract Labour (avg)



**PSP** 

₹4,324 crore

**Order Book\*** 

**During FY22** 

₹1,802 crore **Order Inflow** 



**17** Completed **Projects** 

'CARE A+; Stable / CARE A1+ **Credit Rating** 



5-year CAGR **Growth Rate** FY17-FY22

34.27% Revenue from **Operations** 

31.22% **EBITDA** 

31.21% **PAT** 

\* Orders on Hand include Rs.44.21 crore of Precast



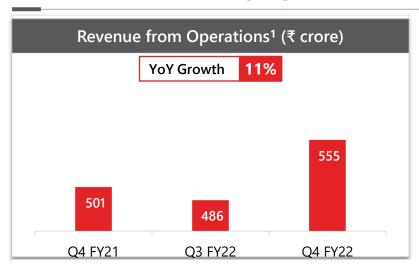
A Look at the Quarter gone by

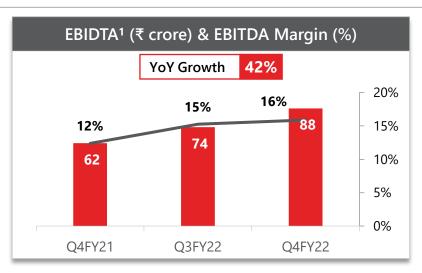


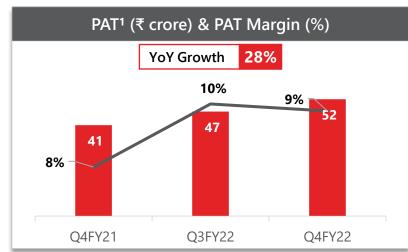
## Q4 & FY22 Recorded Highest-ever Revenue and Profitability



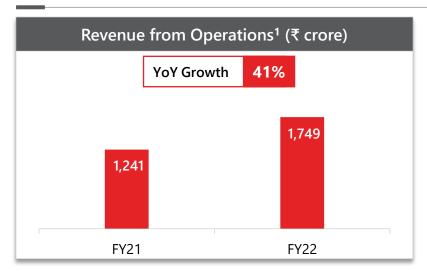
#### **Q4 FY22 Standalone Highlights**

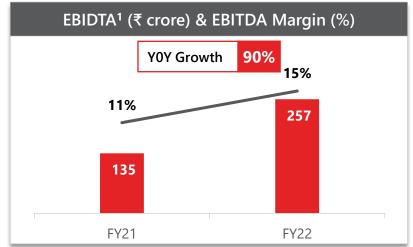


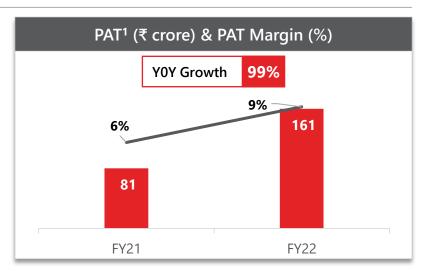




#### **FY22 Standalone Highlights**







## **Standalone Profit & Loss : Q4 & FY22**



Particulars (₹ Lakhs)	Q4 FY22	Q4 FY21	YoY (%)	Q3 FY22	QoQ (%)	FY22	FY21	YoY (%)
Revenue from Operations	55,534.22	50,072.64	11%	48,562.01	14%	1,74,875.88	1,24,086.24	41%
Cost of materials consumed including WIP	14,408.79	15,252.17		12,736.06		49,996.22	39,576.77	
Construction Expenses	28,696.14	26,751.32		26,013.32		89,132.40	64,442.68	
Employee benefits expense	2,524.50	1,421.79		1,639.31		7,233.92	5,089.37	
Other expenses	1,091.48	441.12		766.36		2,862.63	1,496.09	
Total Operating Expenses	46,720.91	43,866.40	7%	41,155.05	14%	1,49,225.17	1,10,604.91	35%
EBITDA	8,813.31	6,206.24	42%	7,406.96	19%	25,650.71	13,481.33	90%
EBITDA Margin	15.87%	12.39%		15.25%		14.67%	10.86%	
Other Income	541.92	381.54		760.70		2,125.54	1,692.09	
Finance costs	945.95	455.26		976.17		2,639.62	1,469.12	
Depreciation	1,022.02	676.21		938.31		3,205.28	2,563.76	
Profit Before Tax and Exceptional Item	7,387.26	5,456.31	35%	6,253.18	18%	21,931.35	11,140.54	97%
Exceptional Gain/(Loss)(net of tax)	-	-		-		-	-274.11	
Profit Before Tax and after Exceptional Item	7,387.26	5,456.31	35%	6,253.18	18%	21,931.35	10,866.43	102%
Tax Expense	2,006.08	1,387.72		1,561.74		5,690.93	2,787.39	
Other comprehensive income	-135.09	18.99		2.30		-128.18	9.22	
Profit After Tax	5,246.09	4,087.58	28%	4,693.74	12%	16,112.24	8,088.26	99%
PAT Margin (%)	9.36%	8.10%		9.52%		9.10%	6.43%	
Earnings Per Share (₹)	14.95	11.30		13.03		45.11	22.44	

## **Standalone Balance Sheet : Q4 & FY22**



Particulars (₹ Lakhs)	FY22	FY21
ASSETS		
Non current Assets		
(a) Property, Plant and Equipment	20,601.82	11,494.34
(b) Capital Work-In-Progress	_	4,164.72
(c) Other Intangible Assets	135.31	124.34
(d) <u>Financial Assets</u>		
(i) Investments	71.68	78.37
(ii) Loans	-	2,574.55
(iii) Other Financial Assets	22,785.47	9,922.36
(e) Deferred Tax Asset (Net)	937.57	919.04
(f) Other Non Current Assets	191.63	646.72
Total Non-Current Assets	44,723.48	29,924.44
Current Assets		
(a) Inventories	8,064.91	8,920.91
(b) Financial Assets		
(i) Trade receivables	31,177.92	22,203.74
(ii) Cash and cash equivalents	8,758.63	11,533.18
(iii) Bank Balances other than (ii) above	10,759.46	11,342.34
(iv) Loans	593.25	854.50
(v) Other Financial Assets	13,339.23	10,722.39
(c) Other Current Assets	9,243.74	3,536.57
Total Current Assets	81,937.14	69,113.63
Total Assets	1,26,660.62	99,038.07

		Buila
Particulars (₹ Lakhs)	FY22	FY21
Equity		
(a) Equity Share Capital	3,600.00	3,600.00
(b) Other Equity	64,871.52	50,199.27
Total Equity	68,471.52	53,799.27
Non-Current liabilities		
(a) Financial Liabilities		
(i) Borrowings	1,718.07	278.33
(b) Provisions	151.87	79.05
<b>Total Non-Current Liabilities</b>	1,869.94	357.38
Current Liabilities		
(a) <u>Financial Liabilities</u>		
(i) Borrowings	8,247.62	7,817.96
(ii) Trade Payables		
- Total outstanding dues of micro enterprises and small enterprises	1,284.41	1,014.65
- Total outstanding dues of creditors other than micro enterprises and small enterprises	24,476.48	24,649.90
(iii) Other Financial Liabilities	3,600.55	2,149.02
(b) Other Current Liabilities	18,689.78	8,457.11
(c) Provisions	19.59	99.94
(d) Current Tax Liabilities (Net)	0.73	692.84
Total Current Liabilities	56,319.16	44,881.42
Total Liabilities	58,189.10	45,238.80
Total Equity and Liabilities	1,26,660.62	99,038.07

# **Key Developments**



We continued to grow organically by focusing on executing projects in timely manner while maintaining consistent quality.

Mr. Prahaladbhai Patel

CHAIRMAN, MD AND CEO PSP PROJECTS LIMITED **Prominent Projects,** during the year, we successfully completed 17 projects. All the projects are completed in time. Total projects completed till date totals to 183 projects. Few of the prominent projects are:

- Noodle Factory project in Gujarat for a \$350 billion multinational company
- Sports Complex for Ahmedabad University
- Construction of 2nd Diary Project in Karnataka
- Hospital Project in Udaipur Rajasthan
- Interior fit-out of 300 rooms at Leela Hotel, Gandhinagar
- Zydus Hospital, Baroda
- Auda Library, Ahmedabad

Order Inflow during FY22 stood at INR 1,802 crore,

- Sports complex in Ahmedabad worth INR 504 crore
- A repeat order from MRF group in Gujarat
- Affordable Housing project in UP worth INR 238 crore
- E&M Works for Gujarat Metro at Surat
- AMNS Steel plant worth INR 257 crore awarded at Hazira

#### **Precast Factory**

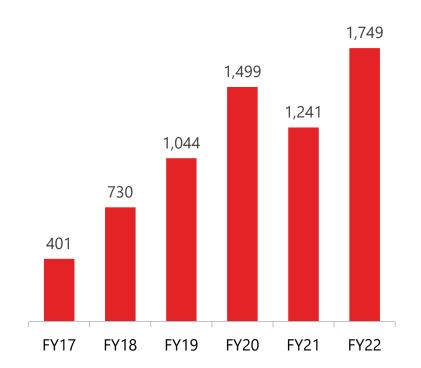
- Order Inflow during the year was at INR 59.38 crore from Infrastructure, Residential and Industrial projects.
- Revenue booked to the tune of Rs.15 crore during the year.

## **Annual Financial Performance**



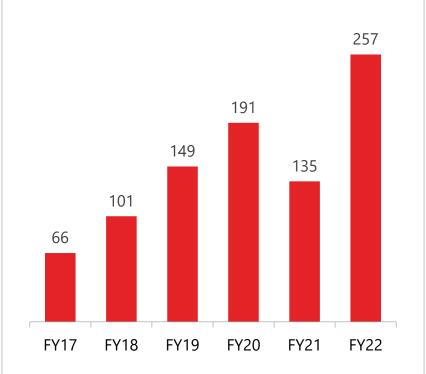
## Revenue from Operations¹ (₹ Crore)

#CAGR: 34%



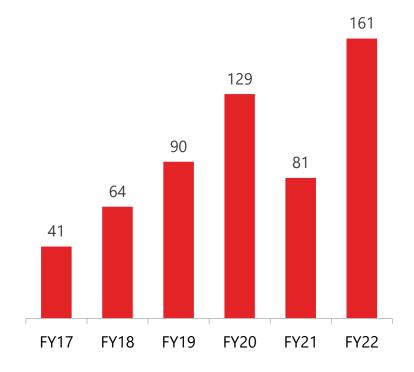
### EBITDA¹ (₹ Crore)

#CAGR: 31%



#### PAT¹ (₹ Crore)

#CAGR: 31%



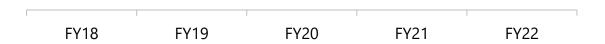
Notes: # CAGR based on five years completing on 31.03.2022 (FY 22) (1) Numbers have been rounded off

## **Business Robustness in Numbers**









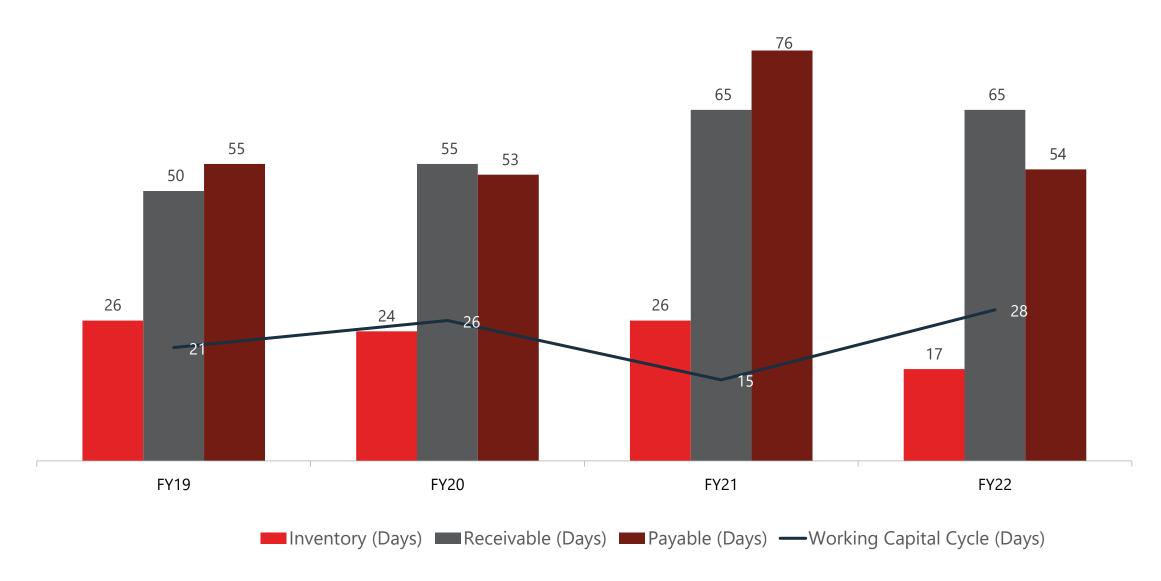
# Profit After Tax / Total Revenue PAT Margin%





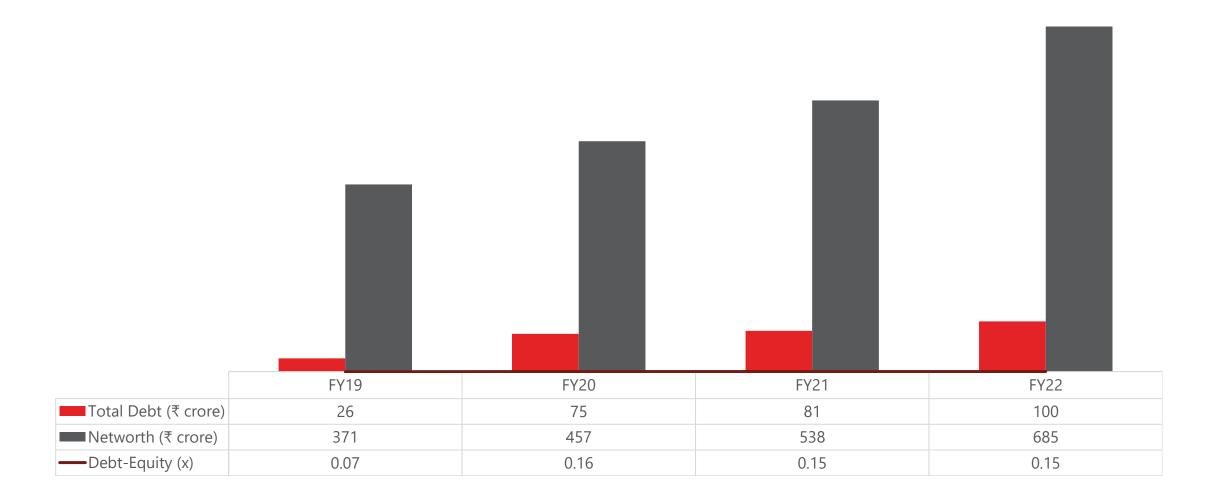
## **Prudent Working Capital Cycle in Construction Space**





# Along with comfortable Leverage Position







Indian Construction Industry



# An Important growth driver of India's Economy





8%

Construction Industry's contribution to India's GDP

# **15.9% Growth**



Industry is expected to register an annual growth of 15.9% in real terms in 2021, following a decline of 12.3% in 2020.

## \$5tn Economy

Gol's intent of becoming a \$5tn economy it plans to achieve through infrastructure development due to the high multiplier effect

#### Initiatives taken by GoI to bolster growth in construction sector

#### **Governments Push**

- High-speed bullet trains and metro rail, construction of Delhi-Mumbai Industrial Corridor, concept of sustainable smart cities like GIFT City, hospitals and greenfield industrial smart city projects are contributing to India's dynamic transformation
- Gol announced an ambitious project of adding 100 new airports by 2024
- Pradhan Mantri Awas Yojana (PMAY) program, to provide affordable housing to all urban poor by 2022
- National Infrastructure Pipeline (NIP) earmarked 7,400 projects focused on building roads, housing, urban development, railways, conventional power, renewable energy, and irrigation.
- The extension of tax holiday up to March 2022 announced by the Finance Minister to increase the supply of affordable housing units
- Allocated ₹ 6,450 crore in Union Budget 2021-22 for the Smart Cities Mission



#### **FDI Inflow**

 The infrastructure and construction sector is allowed for 100% foreign investment through automatic route.



#### Consolidation

 Consolidation in the private sector will further intensify as stronger players will become more stronger by gaining market share



#### Pandemic induced Incentives

Gol has introduced favourable policies such as lowering the bank guarantee requirement, faster clearance of bills, and speedier clearances / approvals.

We believe that owing to healthy balance sheets, access to capital and many unlisted/weaker players being shunted out of the market, the market share of large organized players is set to grow further in the next 2-3 years



**PSP Projects Ltd.** 

Drivers that transcended PPLs growth since inception



## Our Continuous Strive to move up the Construction value chain



#### **AUGUST 2008**

onwards

Started off as a Civil Construction Contractor



#### 2011-12

onwards

Extended to Mechanical, Electrical & Plumbing (MEP), Interior & O&M Services

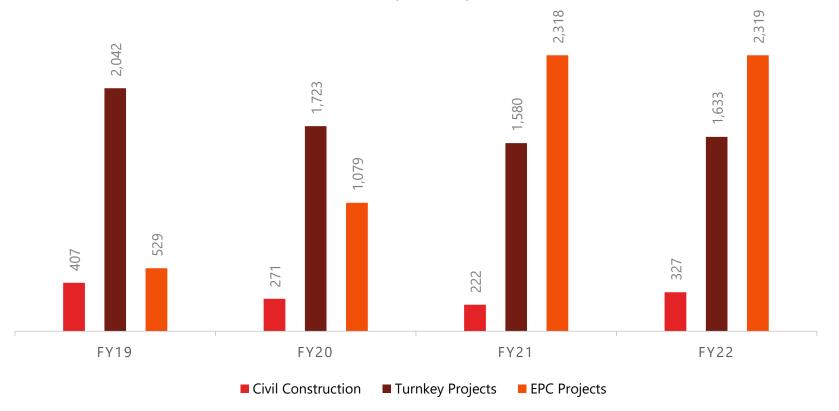


#### 2013-14

onwards

Forayed into Engineering, Procurement, Construction (EPC)

#### Order Book across Business Verticals (₹ crore)



- EPC projects constitutes major chunk of the order book at 54% in FY22 and 56% in FY21.
- EPC projects include planning, design, construction and post-construction activities which has opened horizons of growth for PPL
- Turnkey projects constitutes 38% of the order book in FY22 and 38% in FY21.
- Turnkey projects include Civil, MEP,
   Interiors and O&M except Design

## Our Hybrid Approach with presence in Private and Public projects





#### **Industrial Projects**

Construction of industrial buildings for pharmaceuticals, Tyre, Dairy, Engineering companies, etc.



#### **Institutional Projects**

Construction of buildings for hospitals and healthcare services, educational institutes, malls, hospitality services and corporate offices



#### **Government Projects**

Undertake various challenging and prestigious real estate and infrastructure projects spearheaded by the government and PSUs such as CM's Office, Riverfront Development project, Renovation of Vidhansabha Building

Number of Projects Completed \*



## **Government**Residential Projects

Execution of prestigious residentialcum-commercial projects, spearheaded by the government in the affordable housing category under Mukhya Mantri GRUH Yojana



#### **Residential Projects**

Construction of private residential buildings for group housing, townships and independent houses for select private customers

Number of Projects
Completed \*

Number of Projects Completed \*

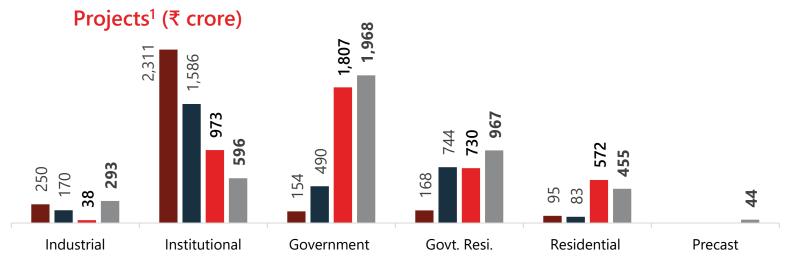
Number of Projects Completed \*

**Oder Book across Private & Public** 

78 NI

Number of Projects Completed \*



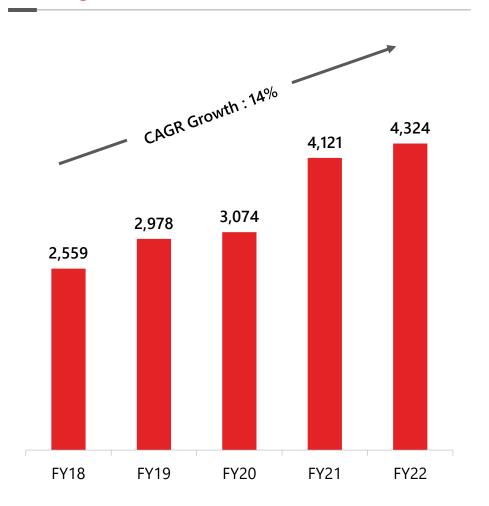


- Total Order on Hand as on FY22: ₹ 4,324 crore
- Government projects comprised a major chunk of the order book at 68% in FY22 vs 62% in FY21
- By diversifying skill sets and order book across different projects, PPL can pursue a broader range of project tenders and consequently, optimize business volume and profit margins

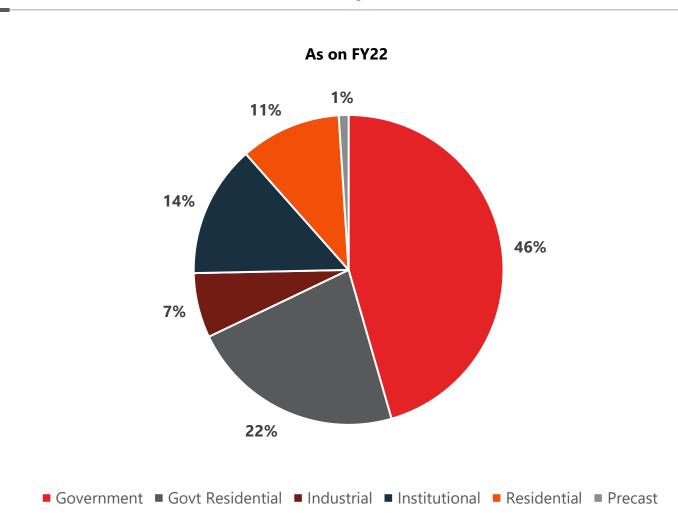
## Robust Order Book and Growing Pre-Qualification Credentials



#### Growing Order Book¹ (₹ crore)



#### Work on hand across Private and Public Projects



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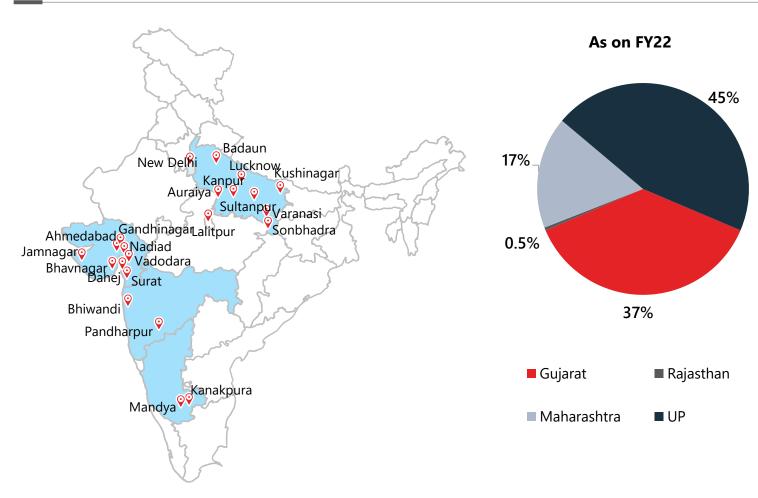
## Our Confidence to replicate the Success Story outside our Home State



- Being headquartered in Ahmedabad, not only are we strategically located in the core market of Gujarat but have gradually expanded our presence to six different states of India, establishing a pan-India presence.
- Now, PPL is present in six states viz. Gujarat, Rajasthan, UP, Karnataka, New Delhi and Maharashtra.
- Initially, PPL established itself as a renowned name in the construction space in Gujarat construction market, after 8 years of operations only in 2016 did PPL hatch out of Gujarat.
- Dairy Project for Bangalore Milk Union Limited in Karnataka and Medical College & Hospitals at two locations in Rajasthan are key projects completed outside the state of Gujarat.

#### **Key on-going projects outside Gujarat (₹ crore)** UTTAR PRADESH: EPC projects for Medical 1,491 Colleges and Hospitals at 7 locations in Uttar Pradesh MAHARASHTRA: EWS Housing Projects in **759** Bhiwandi and Pandharpur UTTAR PRADESH: Development of Shri Kashi Vishwanath Dham and its Beautification Including All 398 **Development Works** 238 **UTTAR PRADESH:** Affordable Housing project RAJASTHAN: Medical Colleges and Hospitals in 27 Rajasthan

#### **Growing Geographical Footprint**



Giving momentum to our strategy of geographical diversification, 63% of order book are from markets other than Gujarat as on 31 March 2022

## Belief, Trust and Support of our Customers



#### **Proven Track Record**

PPL has proven track record in delivering projects on-time and quality projects, the faith and confidence rested by the clients can be assessed by esteemed projects and repeat orders secured over the years.





#### PPL has repeatedly serviced projects for:

Zydus Cadila Group	29
Torrent Group	15
UP – Public Works Department	8
Sabarmati Riverfront	8
Adani Group	7
Claris Group	6
Road & Building, Gujarat	4
Reliance	2
Intas Group	2

As on FY22

#### **Ethics & Trust**

Strong work Ethics make PPL a favourable and preferred choice



Worked with more than 100 private and public clients across India



























## **Biggest Project**

Biggest Project executed by PPL: **Surat Diamond Bourse** 







SDB is the world's largest office building on a single basement.

It's a ₹1,850 Crore project, size of 66 lakh sq. ft. With completion of this project, PPL will enter the big league of handling prestigious projects up to ₹2,500\* crore

# Clientele with High Quality Business



Work on Hand as on 31 March 2022 - (Major Projects) | [₹ Crore]

Description of Project	Location Name of the Client		Contract value	Outstanding Contract Value
Medical Colleges & Hospitals at 7 Locations	Uttar Pradesh	Public Works Department	1,491	1,343
EWS Housing Project	Maharashtra	Municipal Corporation	601	601
Sports Complex	Gujarat	Municipal Corporation	504	504
Residential Project	Gujarat	Adani Estate Management Pvt. Ltd.	499	423
IIM Ahmedabad	Gujarat	Indian Institute of Management	328	106
Construction Of Steel Plant	Gujarat	Private Company	257*	210
Residential Buildings of PAC Mahila Battalion at Badaun, UP	Uttar Pradesh	Public Works Department	239	239
EWS Housing Project	Maharashtra	Municipal Corporation	158	126

<sup>\*</sup> Additional work order to the tune of Rs.153 crore awarded during the year

## The Team that made PPL fulfil its ambitions

# PSP Build to Loat

## **Ably Supported by Experienced Professionals**



Mahesh Patel
Senior Vice President - Operations

- Holds a diploma in civil engineering
- Heads the project operations of our company,
- He has been an instrumental part of all the projects completed by PSP Projects till date.
- He has been with the company since inception



Maulik Patel
Vice President - Procurement

- Attended the course for bachelor's degree in commerce
- Heads the procurement, management of plants and machineries and form works.
- He has been associated with the company since inception and played a pivotal role in PPL's growth.



Hetal Patel
Chief Financial Officer

- 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 (USA)
- With our company since the past 8 years



Viplav Shah
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 25 years of experience in the construction field.



Girish Ramkumar Vice President - HR

- Master Of Arts Political Science) From Karnataka Stare Open University. An MBA from Indian Institute of Management (IIM), Kozhikode in 2014.
- He brings with him nearly 24 years of diverse experience in diverse Industries
- He brings 25 years of experience in the construction field.

## The Team that made PPL fulfil its ambitions

## PSP Ented to Apart

## **Ably Supported by Experienced Professionals**



Ramjibhai Parmar General Manger - Tender

- Ramjibhai Parmar is the General Manger - Tender of our company
- Diploma in civil engineering
- Associated with our company for the past 10 years



**Pratik Thakkar** General Manager - BD

- 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 the past 7 years



Kenan Patel
Company Secretary and
Compliance Officer

- Associate member of the Institute of company Secretaries of India (ICSI)
- Holds a bachelor's degree in law from Gujarat University
- 7 years of experience in all Company Secretarial functions and Compliances



**Sanjay Kumar Rai** Sr. Manager - SAP/IT

- 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 since 2018



Pushpesh Singh

Dy. General Manager – Contracts

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

## **Leadership and Management**



Prahaladbhai Patel Chairman, MD and CEO

He has a bachelor's degree in civil engineering from Saurashtra University, and has been working in the civil construction space by way of a proprietorship business, before the incorporation of PSP Projects Limited. He has an experience of 36 years in the construction space, and has played a significant role in the growth of PSP Projects since its incorporation. He has been featured in the book titled 'Business Game Changers: Shoonya se Shikhar' authored by Prakash Biyani.



Pooja Patel
Whole Time Director

She has a bachelor's degree in civil engineering from Gujarat Technological University and a post-graduate diploma in financial management from Ahmedabad Management Association. She has been actively involved in planning of projects, procurement materials and execution of for PSP **Projects** projects Limited since 2015. She has also represented PSP Projects in Concrete Indian Institute Chapter-1, Ahmedabad.



Sagar Patel
Executive Director

He has a bachelor's degree in civil engineering from Gujarat Technological University. He is actively involved in project planning, project tendering, contracts, and execution of projects.



Sandeep Shah Independent Director

He has a double bachelor's degree in commerce and law from Gujarat University. He is currently a director of Creative Infotech Private Limited. He has many years of experience in the business of information technology products and services.



Vasishtha Patel Independent Director

He has a bachelor's degree in business administration from Sardar Patel University and a master's degree in business administration from South Gujarat University. Over 20 years of experience he has had in management and exports, he has held managerial positions in international division of several companies. He is currently a Managing Director of Multico Exports Private Limited, which is involved in the export of pharmaceuticals and raw materials.



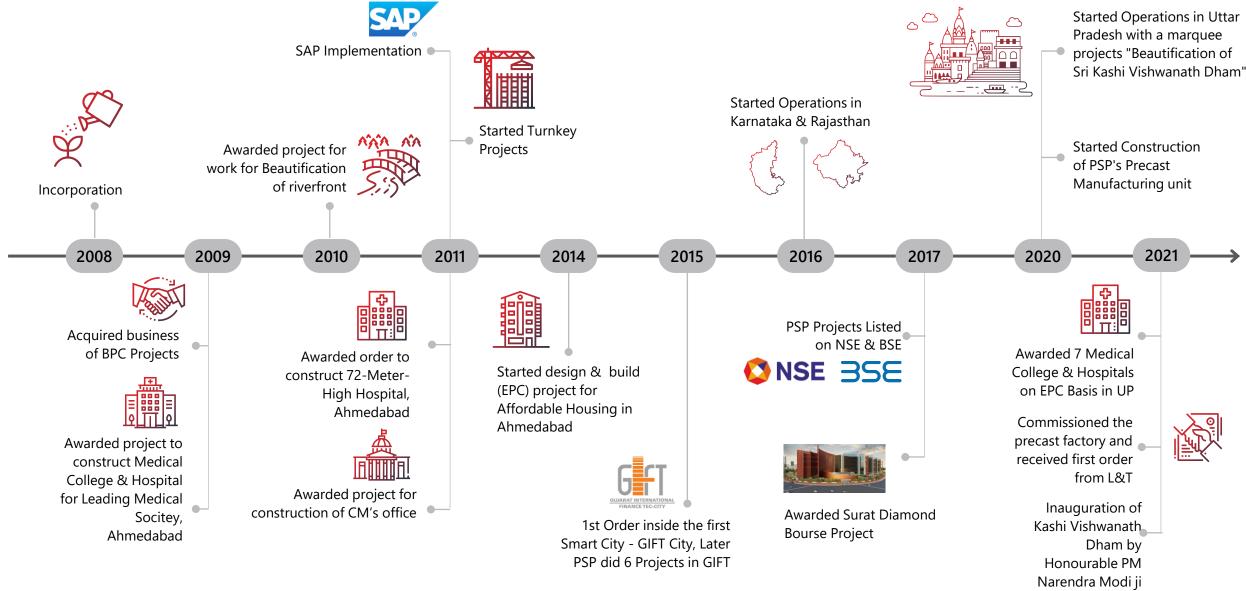
PSP

Zarana Patel
Independent Director

She has a bachelor's degree in commerce and a master's degree in commerce from the Gujarat University. She also has more than 10 years of experience in audit as a chartered accountant, leveraging which, she is a partner with Shah & Bhandari, Chartered Accountants.

# Our 13 years of Journey of Constructing Buildings





## **Precast Facility**

# PSP Sailed to Least

## Enhancing capabilities. Exploring newer technologies

A state-of-the-art manufacturing plant of precast concrete building.

Production Capacity
Phase I

1 Mn. Sq. ft.

Spread across

**60 Acres** 

Project Cost **₹109 Crore** 



- PPL will be able to manufacture all elements of building and infrastructure industry, such as Beams, Columns,
   Slabs, Load Bearing Walls, Partition Walls, Staircase, and Lift Cores, among others.
- Going forward the precast capacity will be increased to 3 mn. Sq.ft.
- Total orders received from Precast is to the tune of ₹ 59 crore. First Order Received was from L&T to the tune of ₹ 49 crores as part of National High Speed Rail project. Balance orders are from Residential and Industrial segments.

  Offsite Modular Construction Technology is the future to achieve

## Benefits of Precast Manufacturing Facility

- Reduces labour-intensive traditional building methods by way of maximum prefabrication and use of cutting-edge technology,
- Thereby reducing turnaround time for projects,
- Unlocks the best land potential,
- Helps in delivering consistent quality,
- Helps to increase operating efficiency and margins.

Offsite Modular Construction Technology is the future to achieve seamless quality, speed in delivery and larger volumes in a controlled environment.

# **Precast Factory**







## **Investment Rationale**





One-stop shop solution construction company present throughout the value chain starting from planning, design, construction and post-construction services including MEP work and other interior fit-outs which provides us with several opportunities, faster project turnaround time & higher ticket size.



Our proven track record, financial discipline, multi vertical presence, large equipment base and cutting-edge technologies, we have managed to create a strong brand recall synonymous with trust.



Our execution capabilities have grown significantly with time, both in terms of the size of projects that we bid for and execute, and the number of projects that we can execute simultaneously, upon successful completion of SDB, PPL becomes eligible to bid for larger value projects



Prudent financial performance, Comfortable leverage position at 0.22 times (incl. mobilization advance), giving sufficient room to raise debt in the future. Despite being WC intensive, PPL has comfortable WCC at 16 days.



At the helm is an Experienced, Skilled and Passionate first-generation entrepreneur whose passion to build quality buildings aided PPL to attain manifold growth along with support and dedication of experienced team and Process driven approach followed by PPL

# **Project Profile**









PSP







# Landmark Projects – Kashi Vishwanath Dham





# Landmark Projects – Surat Diamond Bourse





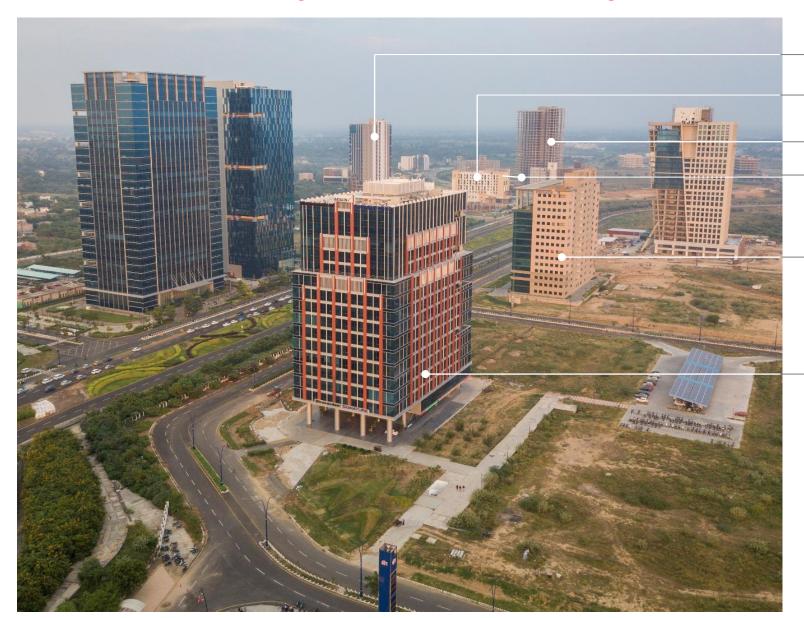
# Landmark Projects- Surat Diamond Bourse





# **Prominent Projects – Smart City**





Prestige Fintech

IBIS Hotel by Brigade

World Trade Center

**BSE Brokers Forum** 

Brigade International Finance Center

The Signature by Hiranandani

# **Prominent Projects**











ZYDUS HOSPITAL SITAPUR (EPC PROJECT)



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# **Key Strategies**



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## **Key Strategies**



# Building is my passion

Mr. Prahaladbhai Patel
Chairman, MD and CEO

Strengthen our human capital

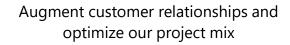
Expand our geographical footprint, projects in UP, Rajasthan, Karnataka and Maharashtra





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

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







# Awards and Recognition



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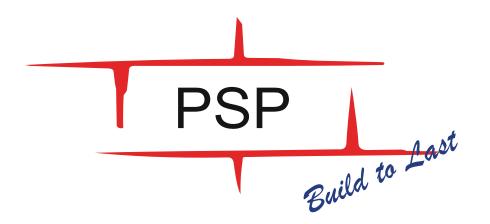
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