

Investor Presentation

Q1FY23

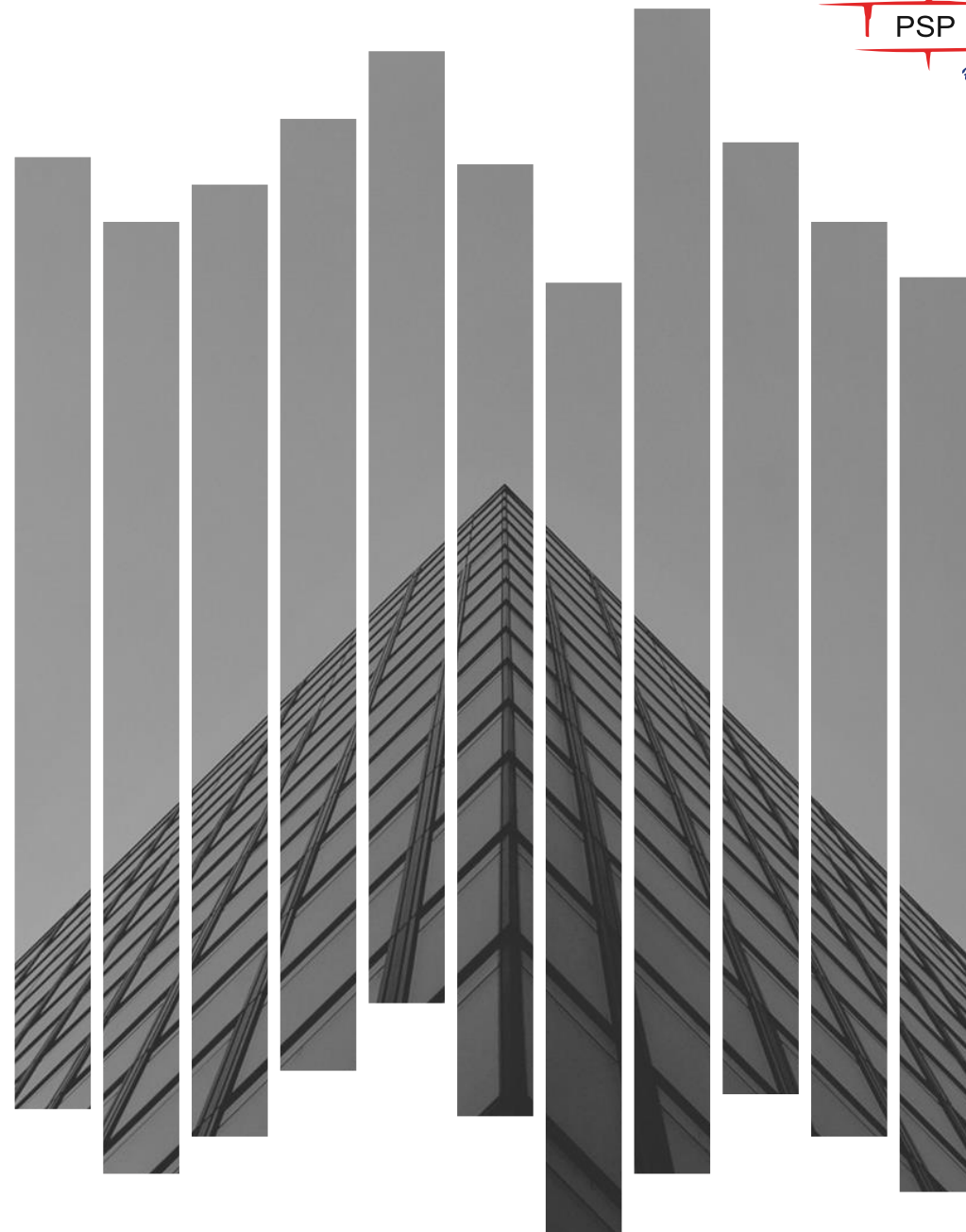
August 2022

www.pspprojects.com



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PSP Projects limited – Build to Last



The growth story in a Nutshell

- Incorporated in 2008, successfully led by First Generation Civil engineer having 36 years of experience.
- 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 30 June 2022



₹4,613 crore
Order Book*



186
Completed Projects



46
On-going Projects

1,400 / 17,000

Workforce /
Contract Labor (avg)



Q1 FY23



₹550 crore
Order Inflow



3
Completed Projects

FY22



₹1,802 crore
Order Inflow



17
Completed Projects

₹1,850cr

Largest Project
till Date



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



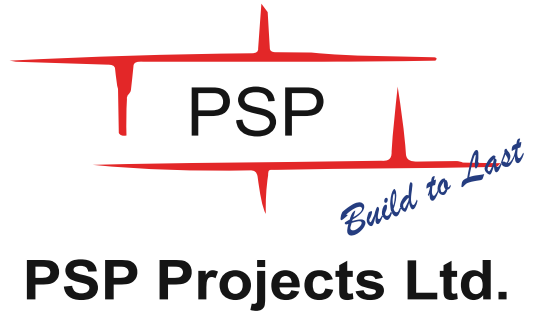
5-year CAGR
Growth Rate
FY17-FY22

34.27%
Revenue from
Operations

31.22%
EBITDA

31.21%
PAT

* Orders on Hand include Rs.29.14 crore of Precast



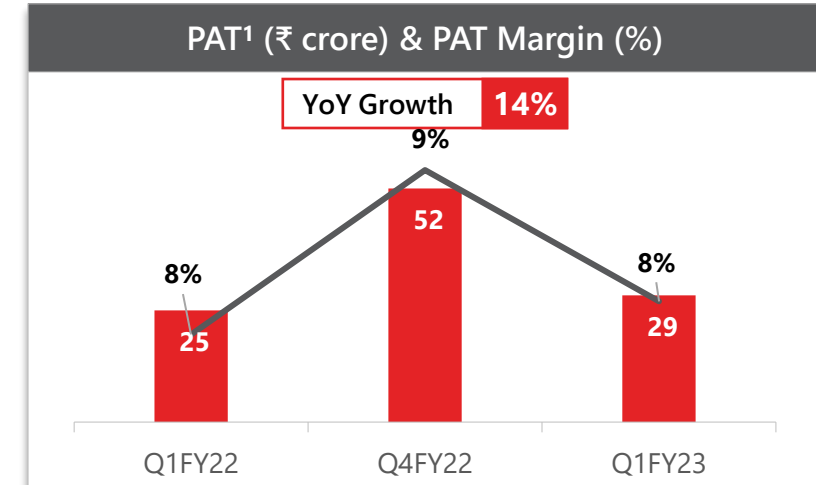
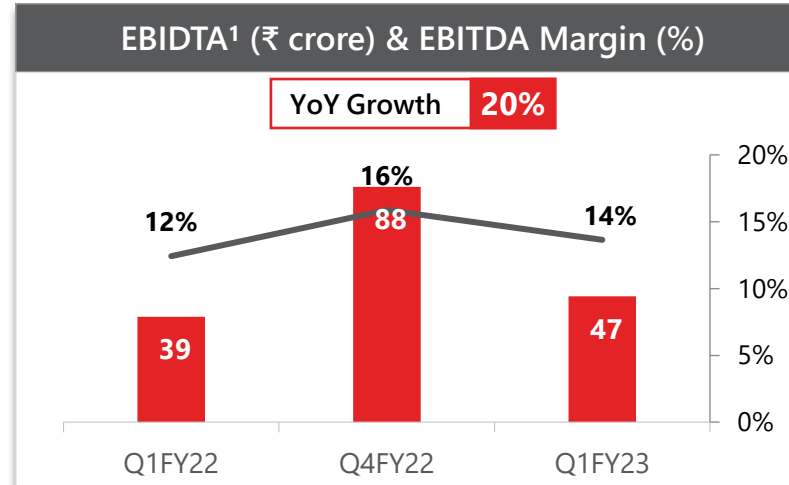
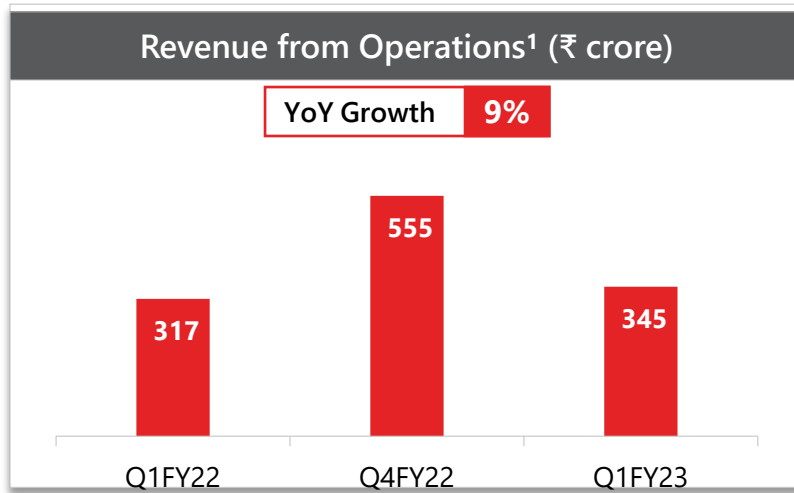
A Look at the Quarter gone by

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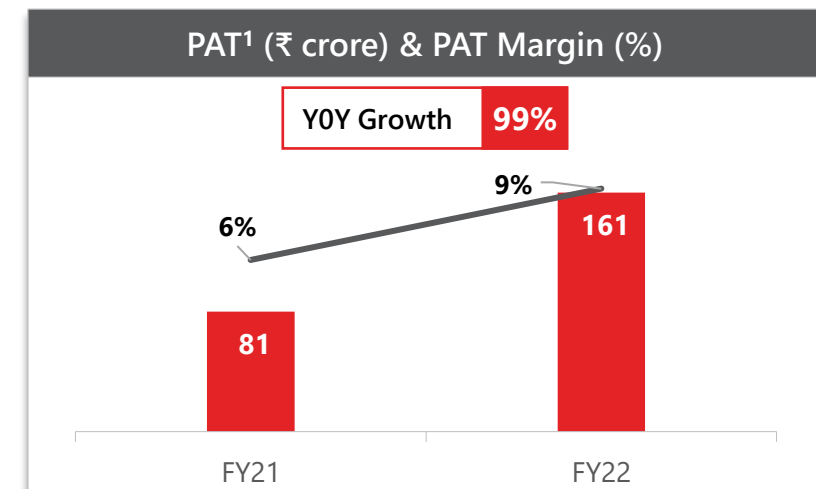
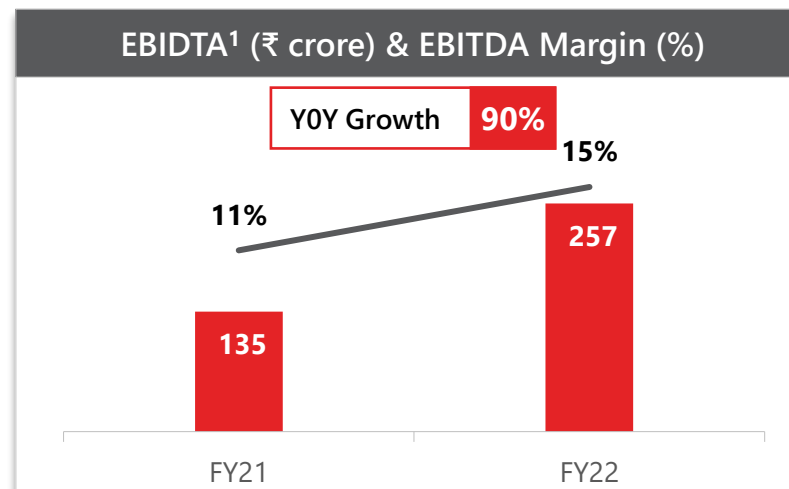
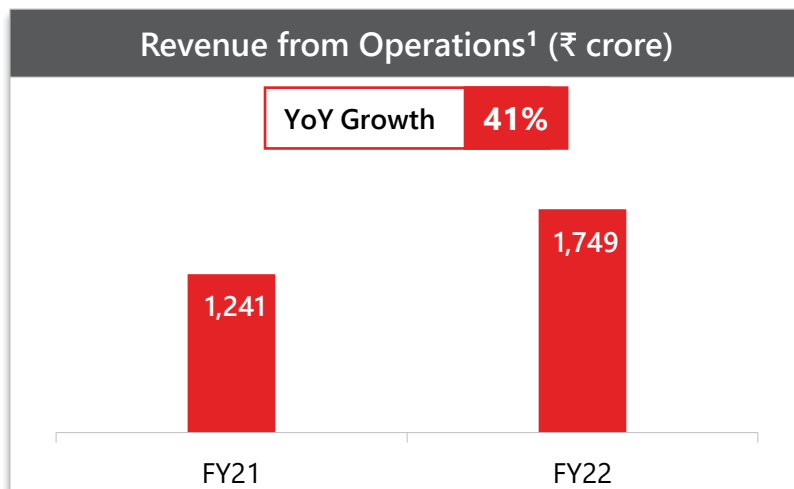


Financial Performance during Q1FY23

Q1FY23 Standalone Highlights



FY22 Standalone Highlights



Standalone Profit & Loss : Q1FY23

Particulars (₹ Lakhs)	Q1FY23	Q1 FY22	YoY (%)	Q4FY22	QoQ (%)	FY22	FY21	YoY (%)
Revenue from Operations	34,524.24	31,735.58	8.8%	55,534.22	-38%	1,74,875.88	1,24,086.24	41%
Cost of materials consumed including WIP	10,206.57	9,904.57		14,408.79		49,996.22	39,576.77	
Construction Expenses	16,889.27	15,873.19		28,696.14		89,132.40	64,442.68	
Employee benefits expense	2,179.13	1,518.77		2,524.50		7,233.92	5,089.37	
Other expenses	538.49	498.92		1,091.48		2,862.63	1,496.09	
Total Operating Expenses	29,813.46	27,795.45	7.3%	46,720.91	-36%	1,49,225.17	1,10,604.91	35%
EBITDA	4,710.78	3,940.13	19.6%	8,813.31	-47%	25,650.71	13,481.33	90%
EBITDA Margin	13.64%	12.42%		15.87%		14.67%	10.86%	
Other Income	561.65	379.30		541.92		2,125.54	1,692.09	
Finance costs	559.40	341.03		945.95		2,639.62	1,469.12	
Depreciation	872.35	541.91		1,022.02		3,205.28	2,563.76	
Profit Before Tax and Exceptional Item	3,840.68	3,436.49	11.8%	7,387.26	-48%	21,931.35	11,140.54	97%
Exceptional Gain/(Loss)(net of tax)	-	-		-		-	-274.11	
Profit Before Tax and after Exceptional Item	3,840.68	3,436.49	11.8%	7,387.26	-48%	21,931.35	10,866.43	102%
Tax Expense	991.73	927.72		2,006.08		5,690.93	2,787.39	
Other comprehensive income	2.30	2.30		-135.09		-128.18	9.22	
Profit After Tax	2,851.25	2,511.07	13.5%	5,246.09	-46%	16,112.24	8,088.26	99%
PAT Margin (%)	8.13%	7.82%		9.36%		9.10%	6.43%	
Earnings Per Share (₹)	7.91	6.97		14.95		45.11	22.44	

Standalone Balance Sheet

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) <u>Financial Assets</u>		
(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

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) <u>Financial Liabilities</u>		
(i) Borrowings	1,718.07	278.33
(b) Provisions	151.87	79.05
Total Non-Current Liabilities	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

Management Commentary on Key Quarterly Highlights

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

PSP Projects reported an overall strong performance in an otherwise seasonally weak quarter. The company has once again recorded **'Highest ever Order Book till date of Rs.4,613 crore'**.

In comparison to all previous first quarter, the company has received **highest ever order inflow of Rs.550 crore** in Q1FY23 as compared to Rs.4.89 crore during Q1FY22, depicting a growth of 100 times with majority being Private Orders.

The **major projects awarded** during the quarter are:

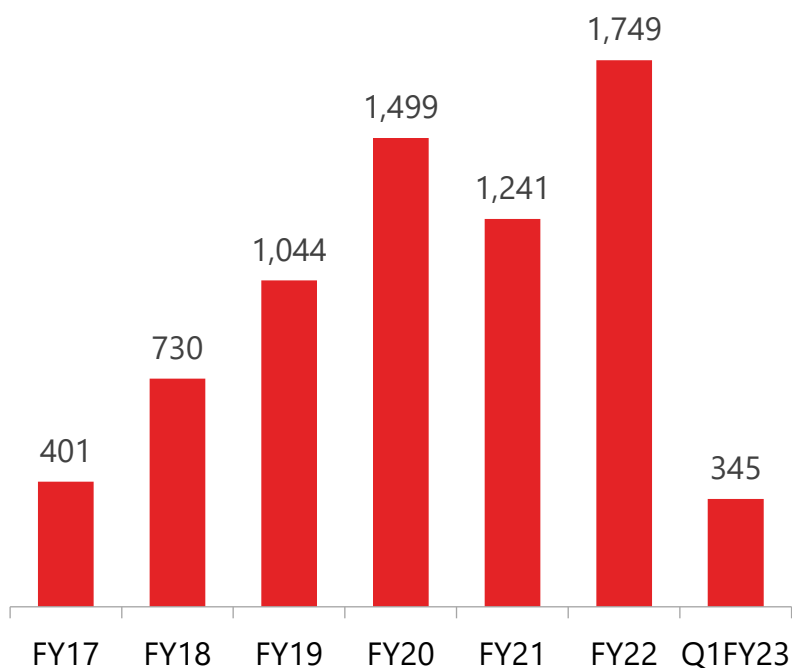
- Pile and Raft foundation works for proposed tallest temple of the world
- One of the first tallest residential tower of Ahmedabad
- Construction of institutional campus for a leading Mumbai based management institute

During Q1FY23, **completed 3 projects** which includes the largest retail mall of Gujarat. All the projects were completed in time. Total projects completed till date totals to 186 projects.

Annual Financial Performance

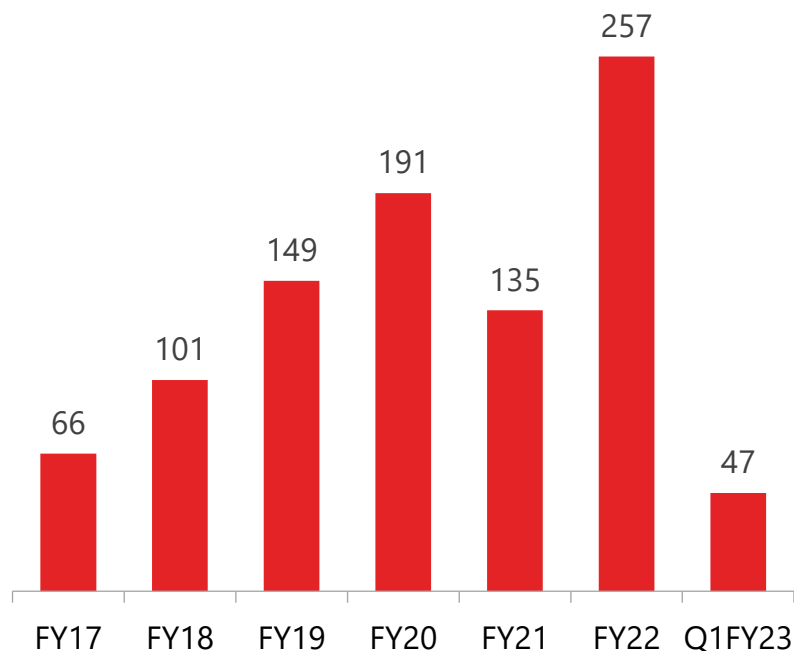
Revenue from Operations¹ (₹ Crore)

#CAGR : 34%



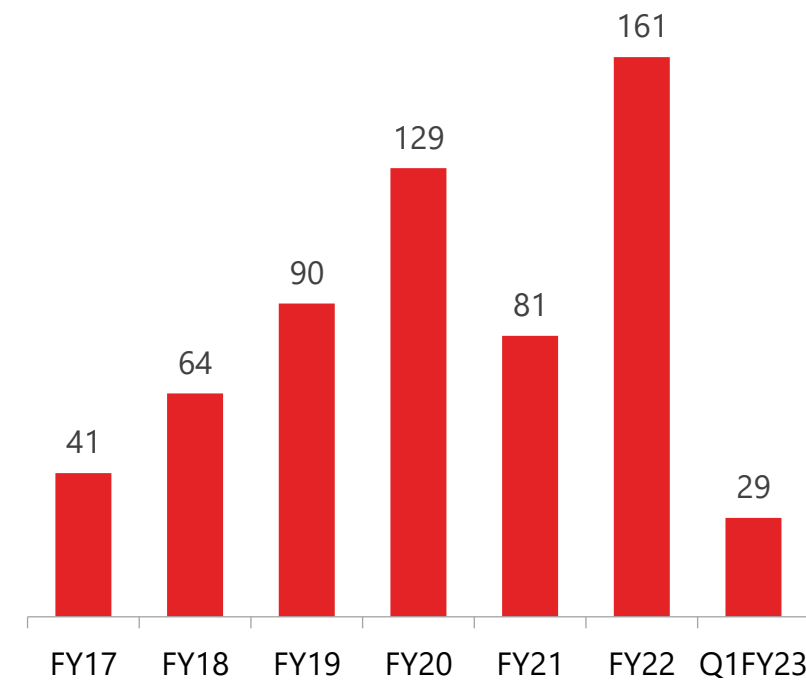
EBITDA¹ (₹ Crore)

#CAGR : 31%



PAT¹ (₹ Crore)

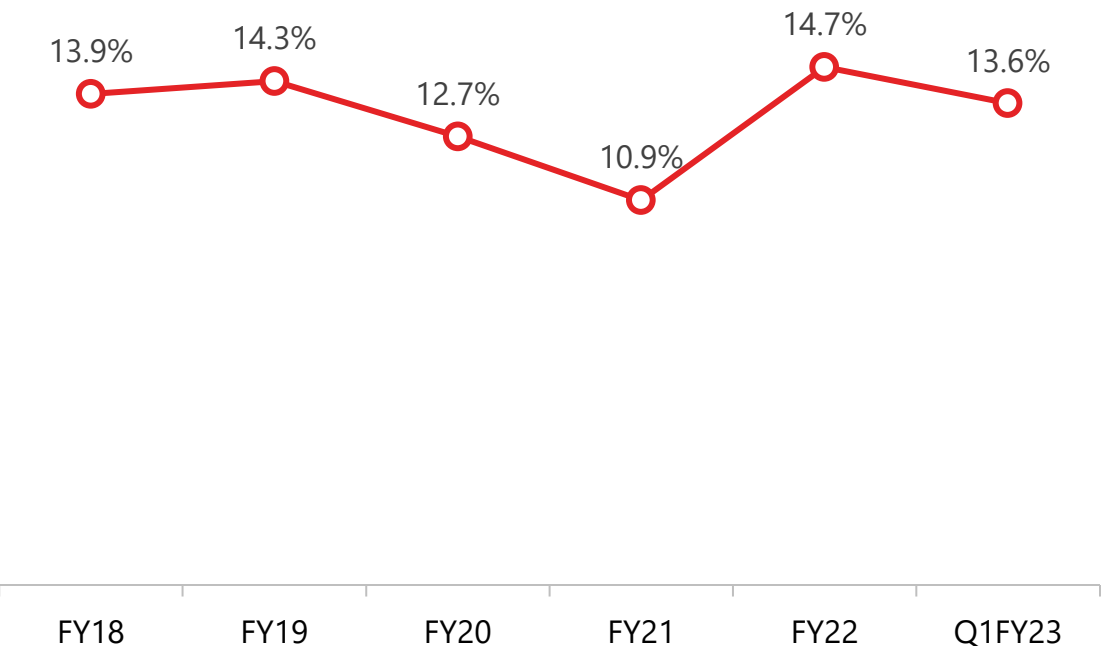
#CAGR : 31%



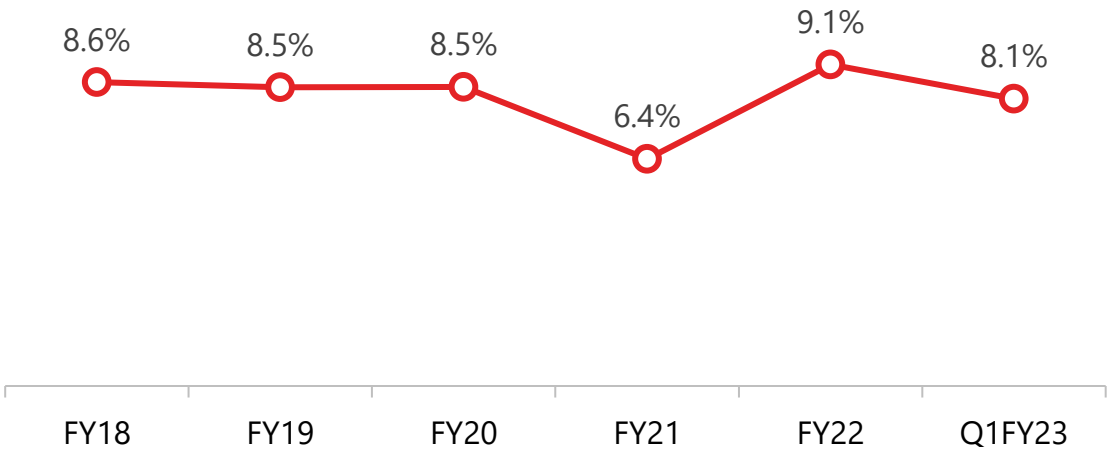
Notes: # CAGR based on five years completing on 31.03.2022 (FY 22)
(1) Numbers have been rounded off

Business Robustness in Numbers

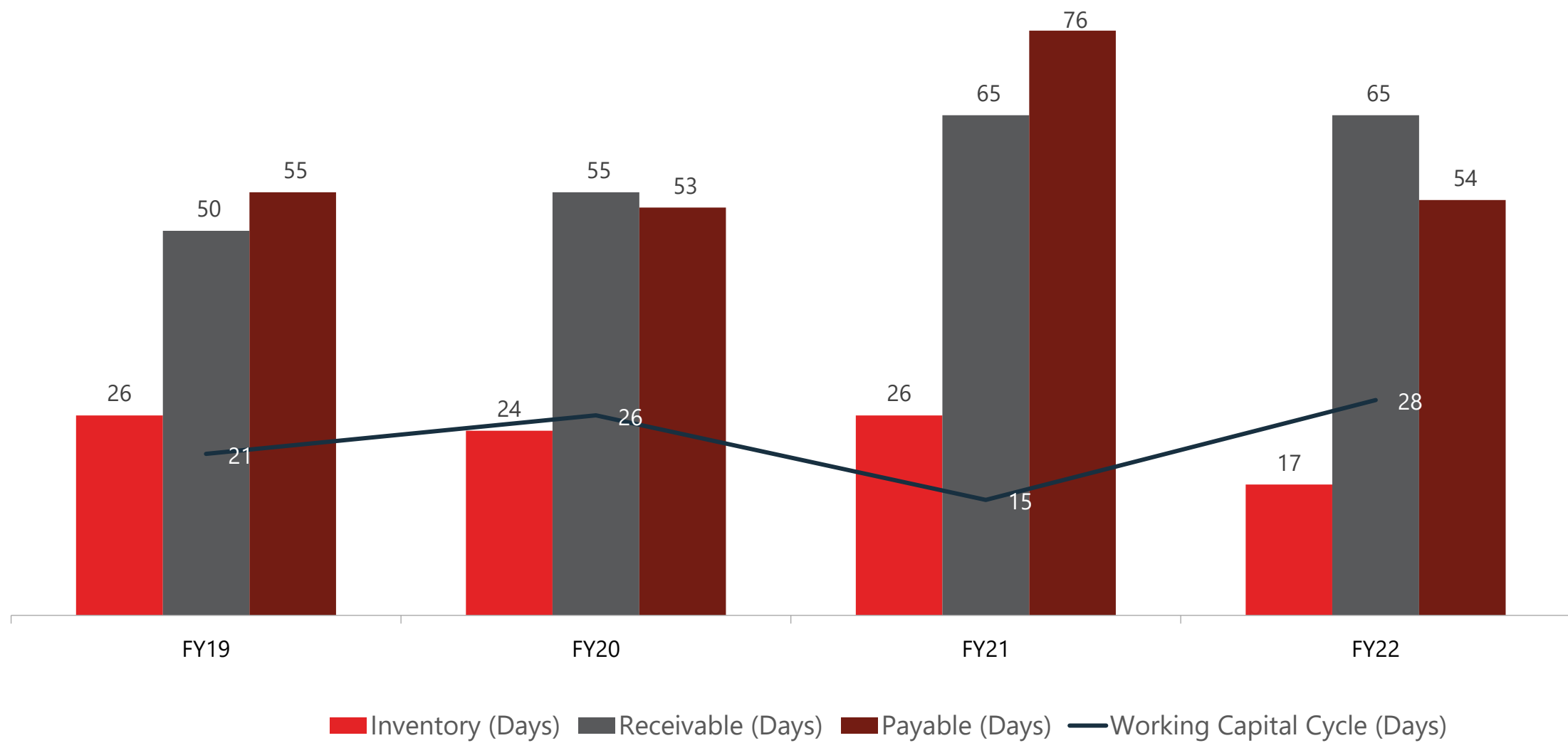
EBITDA / Revenue from Operations
EBITDA Margin%



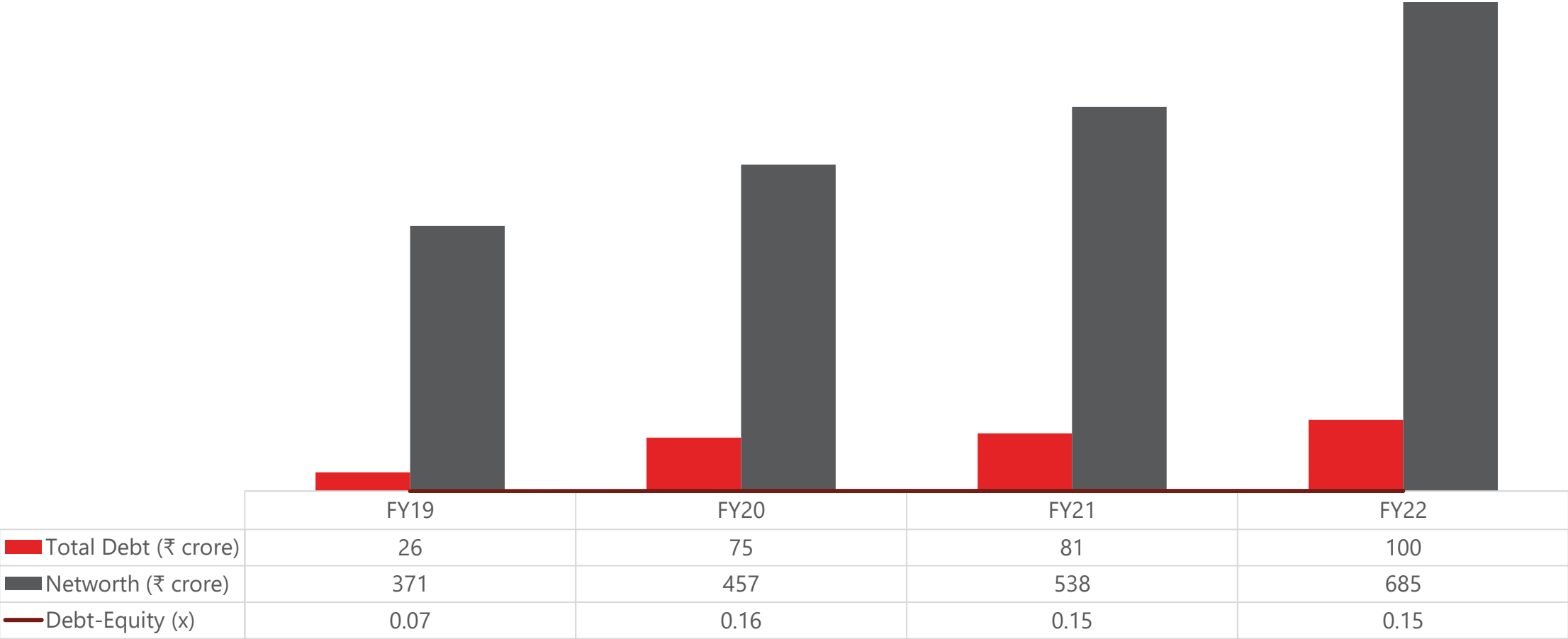
Profit After Tax / Total Revenue
PAT Margin%

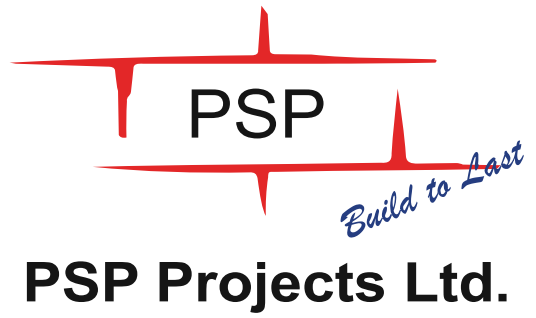


Prudent Working Capital Cycle in Construction Space



Along with comfortable Leverage Position





Indian Construction Industry

www.pspprojects.com



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 Gol 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

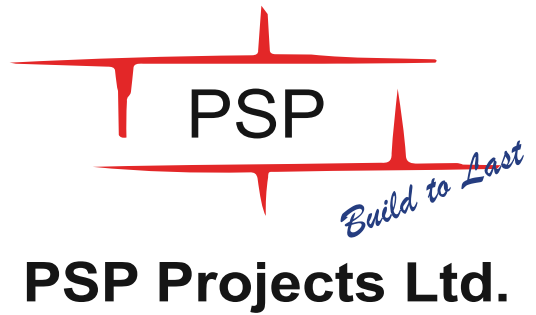
- Consolidation in the private sector will further intensify as stronger players will become more stronger by gaining market share



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



Drivers that transcended PPLs growth since inception

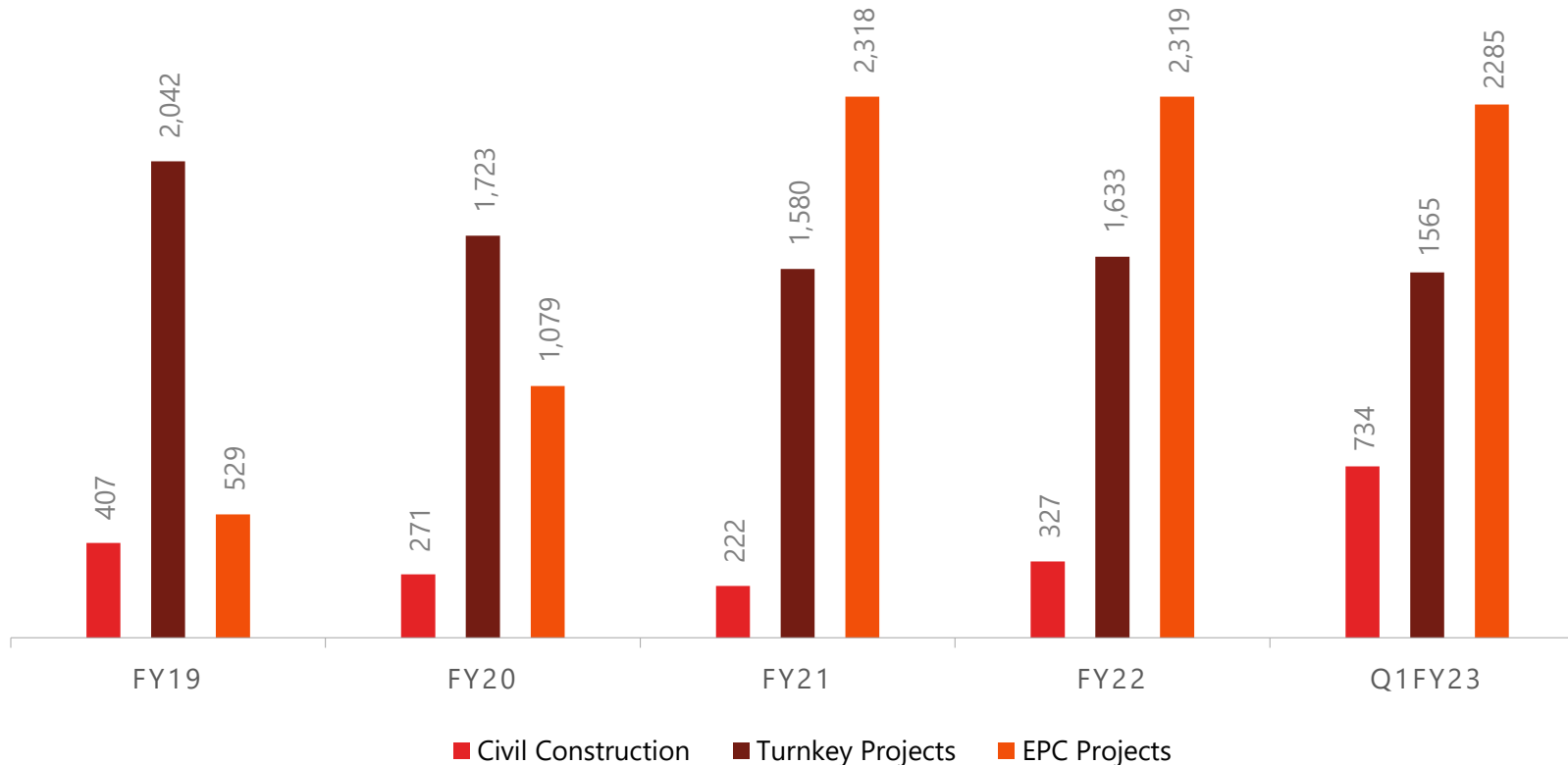
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Our Continuous Strive to move up the Construction value chain



Order Book across Business Verticals (₹ crore)



- EPC projects constitutes major chunk of the order book at 50% in Q1FY23.
- EPC projects include planning, design, construction and post-construction activities which has opened horizons of growth for PPL
- Turnkey projects constitutes 34% of the order book in Q1FY23.
- 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.

62*



Institutional Projects

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

78*



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, Renovation of Vidhansabha Building.

25*



Government Residential Projects

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

03*



Residential Projects

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

15*

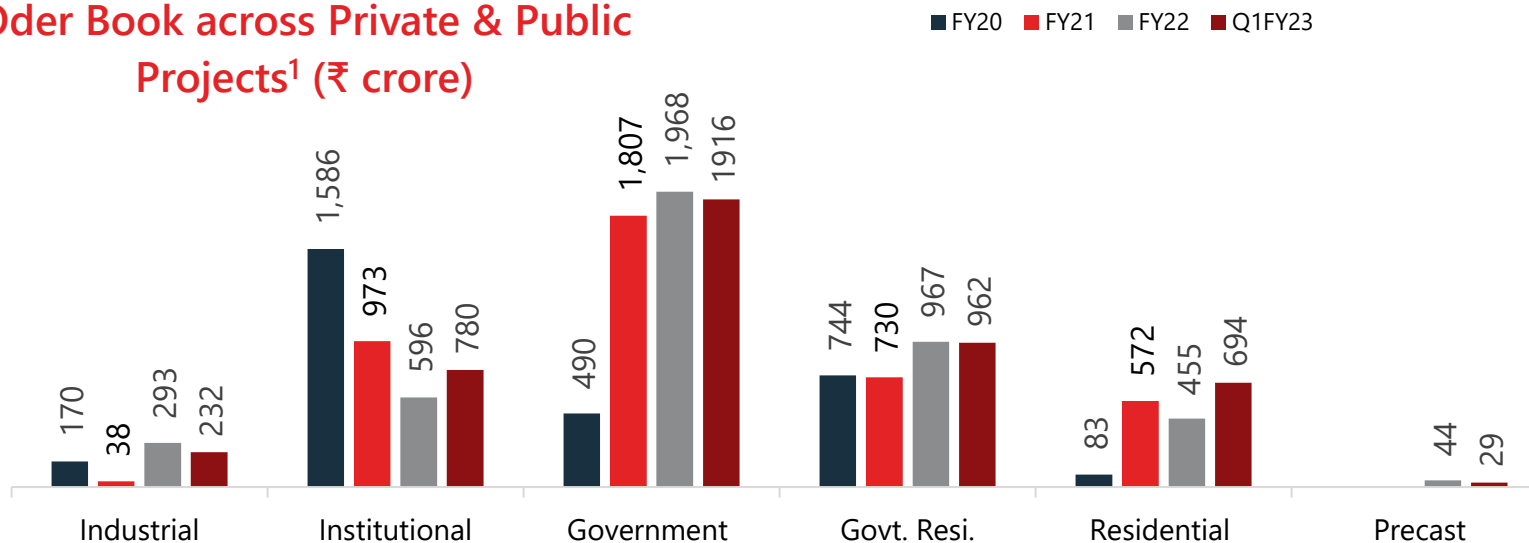


Precast

Manufacture all elements of building and infrastructure industry, such as Beams, Columns, Slabs, Load Bearing Walls, Partition Walls, Staircase, and Lift Cores, among others

* Number of Projects Completed

Order Book across Private & Public Projects¹ (₹ crore)

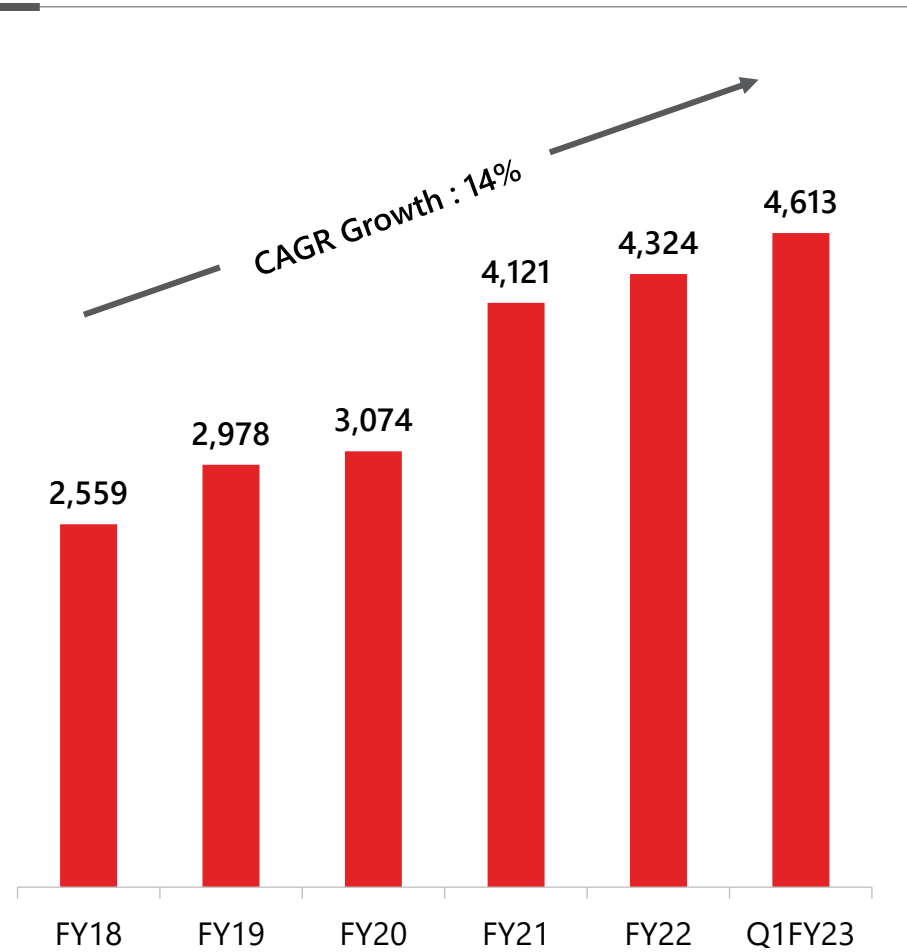


- Total Order on Hand as on 30 June 2022: ₹ 4,613 crore
- Government projects comprised a major chunk of the order book at 63% in Q1FY23 vs 68% in FY22.
- By diversifying skill sets and order book across different projects, PPL can pursue a broader range of project tenders and consequently, optimize business volume and profit margins

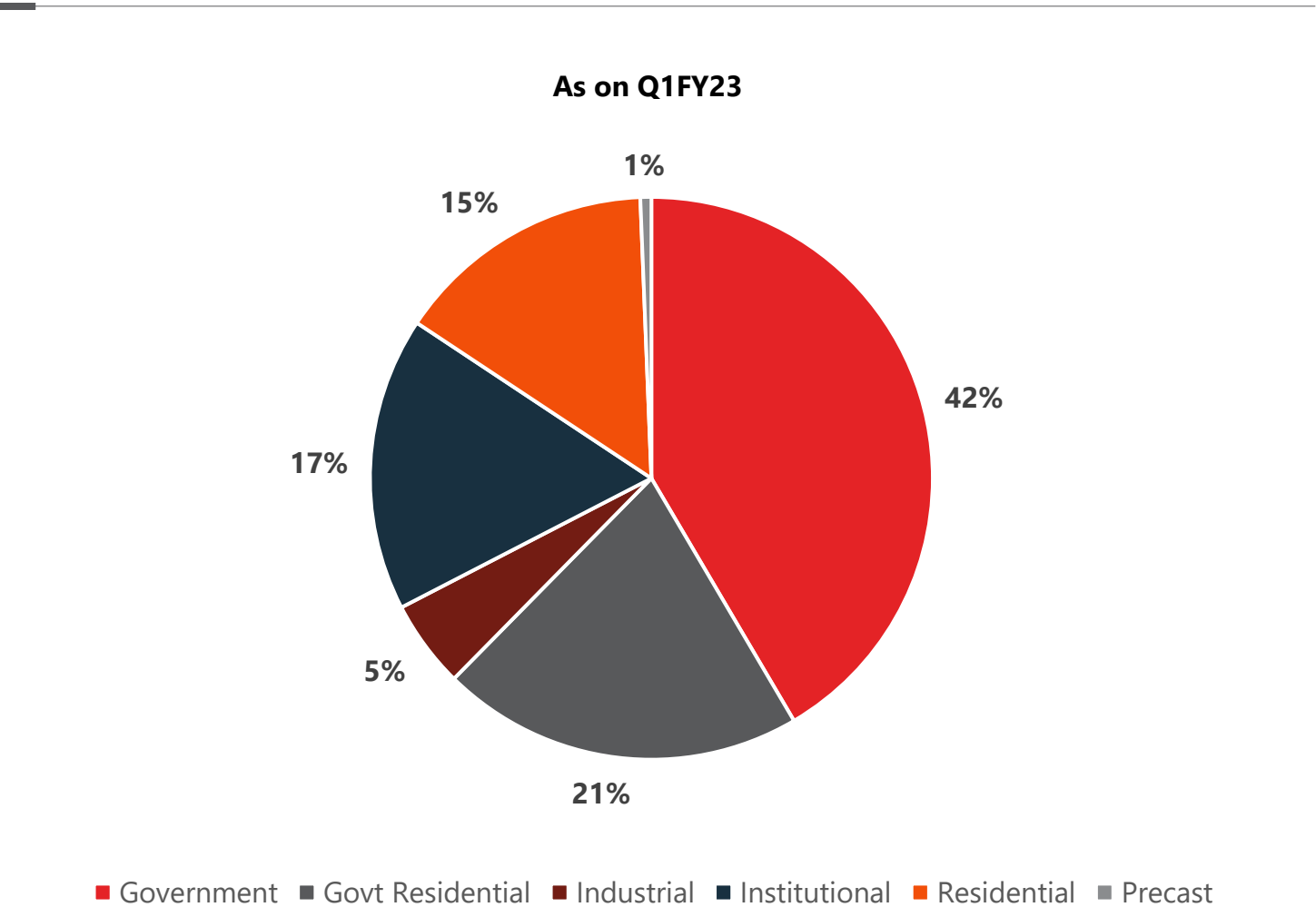
Robust Order Book and Growing Pre-Qualification Credentials



Growing Order Book¹ (₹ crore)



Work on hand across Private and Public Projects



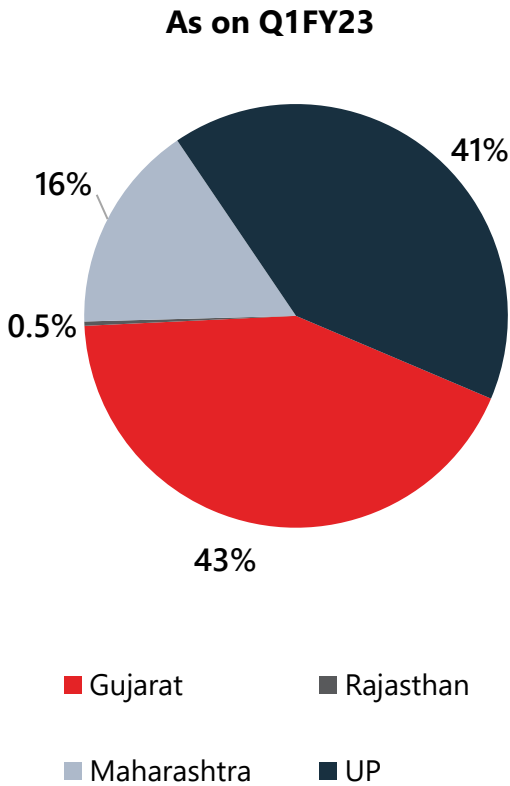
Our Confidence to replicate the Success Story outside our Home State



- 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)		
1	UTTAR PRADESH: EPC projects for Medical Colleges and Hospitals at 7 locations in Uttar Pradesh	1,491
2	MAHARASHTRA: EWS Housing Projects in Bhiwandi and Pandharpur	759
3	UTTAR PRADESH: Development of Shri Kashi Vishwanath Dham and its Beautification Including All Development Works	398
4	UTTAR PRADESH: Affordable Housing project	238
5	RAJASTHAN: Medical Colleges and Hospitals in Rajasthan	27

Growing Geographical Footprint



Giving momentum to our strategy of geographical diversification, 57% of order book are from markets other than Gujarat as on 30 June 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:

Zyduş 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 30 June 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	1,314
EWS Housing Project	Maharashtra	Municipal Corporation	601	601
Sports Complex	Gujarat	Municipal Corporation	504	501
Residential Project	Gujarat	Adani Estate Management Pvt. Ltd.	499	391
Construction Of Steel Plant	Gujarat	Private Company	257	176
Residential Project	Gujarat	Private Company	252	252
Residential Buildings of PAC Mahila Battalion at Badaun, UP	Uttar Pradesh	Public Works Department	239	233

The Team that made PPL fulfil its ambitions

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 State 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

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 of materials and execution of projects for PSP Projects Limited since 2015. She has also represented PSP Projects in Indian Concrete 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

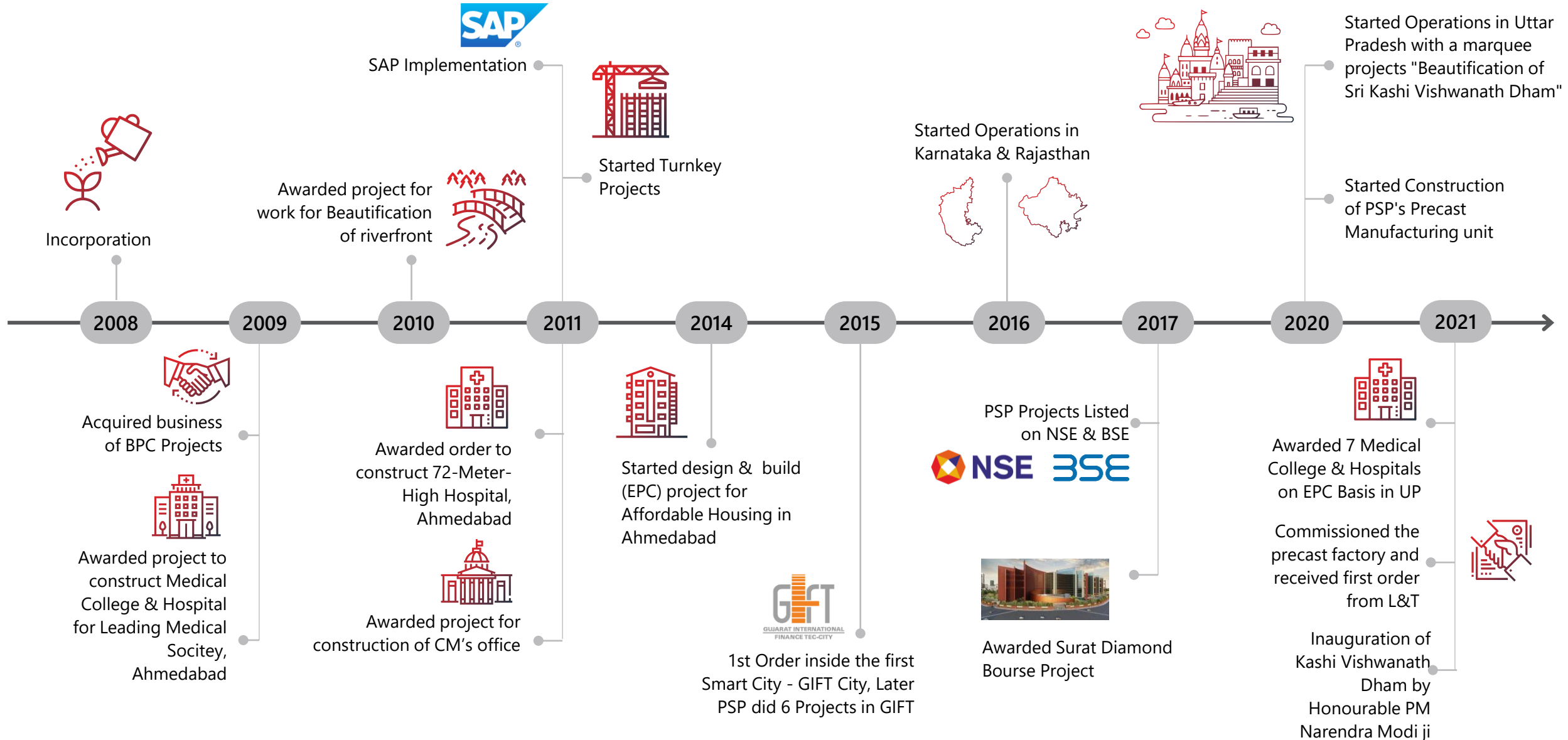
He has a bachelor's degree in business administration from Sardar Patel University and a master's degree in business administration from South Gujarat University. Over 20 years of experience he has had in management and exports, he has held managerial positions in international division of several companies.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



Achala Patel
Independent Director

She is a Post Graduate and M.Phil from school of languages, Gujarat University. She is Gold Medallist and 1st rank holder at University level at both her Graduation and Post-Graduation levels. She is a founder and Designated Partner of MAP Power LLP and Chopper Worx Construction LLP. She is actively involved in the business of high voltage power transmission representing few European companies in India and in few neighbouring countries since more than 16 years.

Our 14 years of Journey of Constructing Buildings



Precast Facility

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.
- Order Book from Precast is to the tune of ₹ 29.14 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.

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.

1



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.

2



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

3



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.

4



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

5

Project Profile

Prominent Projects Completed in FY22



NOODLE FACTORY PROJECT IN GUJARAT



SPORTS COMPLEX FOR AHMEDABAD UNIVERSITY



HOSPITAL PROJECT IN UDAIPUR RAJASTHAN



INTERIOR FIT-OUT AT LEELA HOTEL, GANDHINAGAR



ZYDUS HOSPITAL, BARODA



AUDA LIBRARY, AHMEDABAD

Landmark Projects – Kashi Vishwanath Dham



Landmark Projects – Surat Diamond Bourse



Actual image March 22

Landmark Projects– Surat Diamond Bourse



Actual image March 22

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)



MEDICAL COLLEGE & HOSPITAL AT DAHOD
(EPC PROJECT)



BEAUTIFICATION OF AHMEDABAD C.G.ROAD



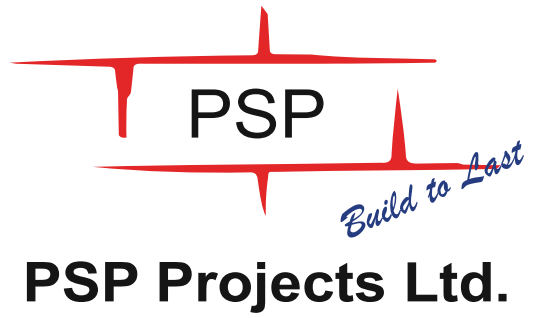
R&D AND RESEARCH CENTERS IN GUJARAT

Prominent Projects



Prominent Projects





Key Strategies

www.pspprojects.com



Key Strategies

Building is my passion

Mr. Prahaladbhai Patel
Chairman, MD and CEO



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

Strengthen our
human capital

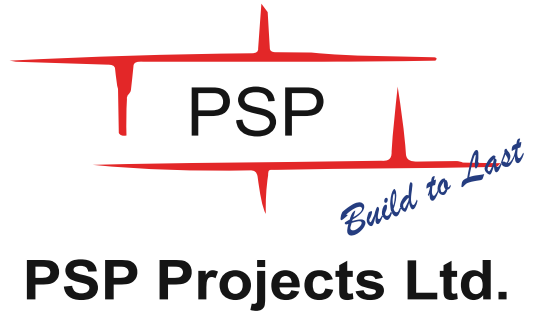
Leverage our position
as a fast-growing
construction
company in India

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

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

Augment customer relationships and
optimize our project mix





Awards and Recognition

www.pspprojects.com



Awards and Recognition



PSP Projects Ltd has been awarded as 2nd Fastest Growing Construction Company (below 2000 Cr Category) 3rd year in a row during the Construction World Annual Awards 2021



Patidar Udhyog Ratna Award by Sardardham 2020



Times Inspiring Entrepreneur Award for the Fastest Growing Construction Company of the Year 2020



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"

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For more information please contact:

PSP Projects Limited

Hetal Patel

✉ grievance@pspprojects.com

EY

Krishna Patel / Vikash Verma

✉ krishna.patel2@in.ey.com

✉ vikash.verma1@in.ey.com

Thank You

PSP Projects Limited

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

NSE: PSPPROJECT | BSE: 540544 | ISIN: INE488V01015

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