



**PSP Projects Limited**

“PSP Projects Limited  
Q1 FY 23 Earnings Conference Call”

**August 10, 2022**



**PSP Projects Limited**

**Dolat Capital**



**MANAGEMENT:**

**MR. P.S. PATEL**  
**CHAIRMAN, MANAGING DIRECTOR AND CEO,**  
**PSP PROJECTS LIMITED**

**MRS. HETAL PATEL**  
**CFO, PSP PROJECTS LIMITED**

**MODERATOR:**

**MR. SHRAVAN SHAH - DOLAT CAPITAL**



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**Moderator**

Ladies and gentlemen, good day, and welcome to the PSP Projects Limited Q1 FY '23 Results Conference Call hosted by Dolat Capital.

As a reminder, all participant lines will be in a listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing “\*” then “0” on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Shravan Shah, VP Research Analyst. Thank you and over to Mr. Shah.

**Shravan Shah**

Thank you, Seema. Good evening everyone. I would like to welcome you all for Q1 FY '23 Results Conference Call of PSP Projects Limited. We thank the management for giving us the opportunity to host the call.

From management, we have Mr. P.S. Patel, Chairman, Managing Director and CEO; along with Mrs. Hetal Patel, CFO of PSP Projects with us. Without wasting much time, I would now hand over the floor to Management for their opening remarks, and then we can have a Q&A session. Over to you.

**Hetal Patel**

Thank you, Shravan. Good evening, everyone. Thank you for joining our earnings call. Please note that a copy of our disclosures is available on the Investors Section of our website as well as the Stock Exchanges. Please do note that anything said on this call, which reflects our outlook towards the future or which could be construed as a forward-looking statement must be reviewed in conjunction with the risk that the company is facing.

With that, I would like to hand over the floor to our MD, Mr. Prahaladbhai Patel for his opening statement.

**Prahaladbhai Patel**

Thank you, everyone, and Moderator. Good evening, ladies and gentlemen, a warm welcome to each one of you, and thank you for joining us on quarter 1 FY '23 earnings call. I trust everyone is doing well. I believe you have already got the chance to go through the investor's presentation uploaded on the stock exchange.

I will begin with the key highlights that we did during the quarter. PSP Projects reported an overall strong performance in other wise seasonally weak quarter. We are happy to announce that PSP Projects has once again reported highest ever order book till date of INR4,613 crore. In comparison to all previous first quarters, the company has reported highest ever order inflow of INR550 crore in Q1FY23 as compared to INR4.89 crore during Q1FY22 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 in Ahmedabad for a leading Mumbai based Management Institute.

We are happy to inform that the company till date has already received an order inflow of nearly INR1,100 crore of which 70% are Institutional orders. This year the order inflow has been the best as compared to the past five years put together

During the quarter, we completed three 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.

As of June 30, 2022, the Government projects comprised 63% out of all the business verticals. As on date, we have 4,6 on-going projects of which 43% are based in Gujarat, 41% in UP, 16% in Maharashtra and 0.3% in Rajasthan.

In our portfolio, EPC and Turnkey projects constitutes 83% and Civil projects constitute 16%. EPC projects include planning, design, construction and post-construction activities that has opened up horizons of growth for our company since the past few years.

Bid pipeline: Going forward, we have bid-pipeline of approximately INR4,000 crore of which 41% is from private projects and around 51% from the state of Gujarat.

The Surat Diamond Bourse project we've already completed except some areas, most of the areas has already been handed over to their owners, only some portion of the basement and the final completion of accounts is going on.

An update on UP projects, yes, this time we have faced a big problem in terms of labor because March 2020 and March 2021 were the biggest hit of corona. And during that period, none of the labor in UP, Bihar, Bengal, Orissa and Chhattisgarh were able to attend marriages. So this time, the marriage has been at its peak. Because of which we were having a very big problem in terms of getting labor in April and May 2022. And that's the reason that this quarter we could not deliver to an extent of 20-25% growth compared to the Q4FY22.

An update on sports complex, its a INR563 Crore government project. The facility is being built with objective to qualify for Olympic in India. The project has already begun and is going on in full force. Update on Biwandi, we have two slow moving projects that is Biwandi and Pandharpur, which together contribute to 16% of our outstanding orderbook. Rest of all projects are fully mobilized.

To summarize, we remain optimistic and positive for the growth in Infrastructure segment due to government's conscious efforts to

accelerate economic growth through higher infrastructure spend and providing incentives to domestic manufacturing. We see private capex would also fuel to India's growth story. The softening of the commodity prices augurs well for infrastructure companies with steel prices having declined by 20% from its highs of March 2022.

With this, I conclude my remarks and now I would like to handover the call to Ms. Hetal Patel to take us through the financials.

**Hetal Patel**

Thank you, sir.

The financial performance during the quarter ended June 30, 2022, is as below:

**Q1FY23 VS Q1FY22.**

- Revenue from operations for the quarter is at INR345 crore vs INR317 crore, higher by 8.8% on Y-o-Y basis.
- EBITDA for quarter is at INR47 crore vs INR39 crore, higher by 19.6% on by Y-o-Y basis.
- EBITDA margin eased at 13.64% vs 12.42%.
- Net profit for the quarter is at INR28.51 crore vs INR25.11 crore, which is higher by 13.5% on Y-o-Y basis.
- PAT margin is at 8.13% vs 7.8%.

During the quarter, the revenue generated from all 8 UP projects put together was INR34 crore during Q1FY23. Cumulative revenue till 30 June 2022 is INR182 crore. The revenue generated from Surat Diamond Bourse project was INR53 crore during Q1FY23. Cumulative revenue till 30 June 2022, is INR1,856 crore. Total revenue from Precast facility was INR14 crore during the quarter.

Increase in other income is mainly attributable to:

- increase in interest on fixed deposits from INR2.54 crore in Q1FY22 to INR3.17 crore, mainly due to increase in Fixed Deposits from INR220 crore as on June 30, '21 to INR317 crore as on June 30, 22.
- Increase in interest received on mobilization advance received from contractors of UP projects from INR3 lacs in Q1 FY 22 to INR1.35 cr in Q1 FY23
- Profit on sale of old plant and machineries INR46 lacs which was not there in Q1 FY 22.

Employee expense has increased by 43.5% on Y-o-Y basis, the increase is mainly due to annual appraisals and increments during the April '22 and increase in managerial remuneration.

There is no significant change in revenue for the year on consolidated basis.

We'd like to mention few of the important balance sheet numbers as on June 30, 2022.

Long-term borrowing has increased from INR34 crore to INR50 crore as on June 30, 2022. The increase is due to long-term loan of INR20 crore availed from bank at 7% for sports complex instead of availing mobilization advance from client at 10% interest. There is no significant increase in working capital debt / short term borrowings. On March 22, it was INR66 crore and June '22, it was INR67 crore. FY21 was INR68 crore. So it will remain between INR60 crore to INR75 crore, though we have total fund based facility of INR140 crore.

Gross block of assets is INR347 crore and net block of Assets is INR207 crore Additions during the quarter is INR3 crore.

Amount due from customers i.e. Unbilled revenue is INR128 crore, which mainly comprises of Kashi and some other major projects. Amount due to customers advanced billings is INR24 crore. Retention non-current INR79 crore, retention current INR37 crore. Long-term borrowing INR50 crore. Short-term borrowing INR67 crore, mobilization advance INR140 crore.

Working capital days are as follows: Debtor days are 70, creditor days are 54. Inventory days are 19, total net working capital days are 35. Out of total credit facility of INR1,047 crore, utilized limit is INR579 crore, of which INR53 crore are fund-based utilization and INR526 crore is non-fund based utilization.

As on June 30, 2022, the company has total fixed deposit of INR317 crore, out of which free deposits of INR140 crore, FD worth INR172 crore are under lien with banks for credit facilities and FDs given to clients as security deposits amounts to INR5 crore. Work on hand on June 30, 2022 is INR4,613 crore and further bifurcation in project numbers are shown in uploaded presentation.

That concludes the update on financials. And we are now open for the question-and-answer session. Thank you.

**Moderator**

We take the first question from the line of Mr. Sanjay from Envision Capital.

**Sanjay**

The government projects are contributing approximately 63%. What is the timeline of receiving the amount from the government projects? As you said that 63% of this order book is coming from government projects. So, can you give some highlight anything on this?

**Prahaladbhai Patel**

which timeline you're asking for?

**Sanjay**

Sir, the payment timeline, I mean, the amount which is received from government on these projects?

- Prahaladbhai Patel** It is on monthly basis and monthly billing and usually by next month it is paid.
- Sanjay** Okay. It is on a monthly basis.
- Prahaladbhai Patel** Yes.
- Sanjay** Okay. And any major Capex plan for FY23?
- Prahaladbhai Patel** As of now it depends on the project which we receive and once the projects are received then we decide upon the Capex. As per our past experience, it varies between 3% to 4% of the sales that we're doing every year on an average.
- Moderator** We take the next question from the line of Bharanidhar Vijayakumar from Spark Capital.
- Bharanidhar Vijayakumar** We were in the process of bidding for the Central Vista. So what is the status of that bid, sir?
- Prahaladbhai Patel** See, Central Vista, the last project which was which was announced was the Executive Enclave, and we did not participate. But yes, if there is any enquiry of any substantial value will be bidding for that.
- Bharanidhar Vijayakumar** Okay. How much is the potential upcoming bid from the Central Vista in your view?
- Prahaladbhai Patel** I think the after March only one tender has been completed, that is Executive enclave, which was about INR1,200 crore. So probably, if we consider the previous total value of INR20,000 crore and value of floated projects is INR6,500 crore. So I think 13000 Crore is yet to come.
- Bharanidhar Vijayakumar** Okay. And this will come, say, in the next 1 year?
- Prahaladbhai Patel** It should, because the government has already planned to complete till 2026.
- Bharanidhar Vijayakumar** Okay. And there were also few other opportunities like sports complex in Ahmedabad, residential projects in Mumbai, etc. So, can you highlight the bid pipeline more in granular detail where are these bid pipeline projects that you see upcoming?
- Prahaladbhai Patel** So there are few projects which we are targeting, and which we are very keen to bid in which we are all positive in the conversion to project side as Gem & Jewellery Park in Mumbai. Second one is Municipal Corporation building which is in Surat, Gujarat and few projects from Adani, we are also working with them and we are expecting some orders to come from them and corporate buildings also.

One more project of DLF residential, which we have just started thinking about bidding for 1000 Crore in Delhi.] so the potential for bidding is not a big problem as far as companies like us are concerned. It is only to the prices that we can get and the level of competition it is. So as we have already reached to order book of INR 1000 Crore plus in the first quarter, I think we'll be going a little bit slowly and safely. And let's hope we have sort of giving it on in this year 2023 inflow out of that INR2,200 crore, I think almost 40% we have reached, so let's hope for the better projects to come in Gujarat and better opportunities in Gujarat at the same time some project Delhi and Mumbai.

**Bharanidhar Vijayakumar** Okay. So you're telling the order inflow for the full year expected is about INR2,200 crore And how is the competitive intensity for bidding in these projects?

**Prahaladbhai Patel** See I think I always say when the sizes projects are more than 600-700 Crores, competition is always between 4 or 5 large companies which all know. And now when the projects are more than 1000 Crore the same competition remains. So I said when we as a company bidding for projects upto 150 Crore in corporate, competition is a little bit less. And when we did some projects in government, beyond 500 crore against the competition is very niche even with the large companies.

**Bharanidhar Vijayakumar** Okay. And then how does your ability to pass on cost escalations in the overall order book of INR4,600 Crore of how much percentage would have full cost pass-through mechanism.

**Prahaladbhai Patel** I think as we are seeing at about 61% of order is from outside Gujarat, and out of that 15% projects at Maharashtra. So, it is a 45% project, which we are doing in UP. Where the pass-through is not there. It's on the fixed price, and rest of all the projects are pass-through.

**Bharanidhar Vijayakumar** Okay. Okay, sir. So that's it from my side, all the best yes.

**Moderator** We take the next question from the line of Mr. Ravi Naredi from Naredi Invest.

**Ravi Naredi** Thank you Prahaladbhai, you are doing excellently well and been systematic. Sir, my point is, what about Maharashtra projects those which are standstill, do you get any revival soon, Bhiwandi and Pandharpur.

**Prahaladbhai Patel** Pandharpur, we have not heard too much about them, but about Bhiwandi, since the matter is in court and the date is adjourned to 17<sup>th</sup> August, 2022. But yes, the government has initiated to revive the project, but as the difference in cost escalation has got to be more than INR1,000 crore. But we are still positive, let us hope for some



solution from Public Works Department And both the project can revive.

**Ravi Naredi**

Okay. That is a good thing. And what will be long-term margin trajectory in next 2 to 3 years, so you had given an investor presentation around 8% to 9% in last 5 years.

**Prahaladbhai Patel**

Yes. See again, the question which I have always been asked and I mean I will try to maintain that should be between the range of 7% to 8%. And when it's comfortable EBITDA level, it should be between 11% to 13%, but depends on quarter-to-quarter and the type of projects which we are doing and what level of project is going on in each quarter. So we'll sit tight and make sure that it remains in that range.

**Ravi Naredi**

Okay. And what margin we get in the Precast?

**Prahaladbhai Patel**

Precast is again based on the same calculation as we see some more of the same construction part only, as it is it is manufactured at plant and installed at site. So whatever gross profit which we calculate in tender depending on the type of the project and lead of the project. So that should remain in the same criteria as we do in construction.

**Ravi Naredi**

So margin will be around how much?

**Prahaladbhai Patel**

It should be 11% to 12% of EBITDA level.

**Moderator**

We'll take the next question from the line of Mr. Pankaj Singh from Trust Bank Securities Limited.

**Pankaj Singh**

So my first question is that, sir, most of our projects are in Gujarat, and Uttar Pradesh and Maharashtra after -- so do we have any plans to cover other areas or other regions?

**Prahaladbhai Patel**

See, as I have always said that our first target is always Gujarat and thereafter our preference is UP as we were comfortable in UP, so explored whole of the UP. So, it is not about going in any state. It is more about how much we are comfortable and what value of project it is and, what type of project it is, and what level of competition it is.

**Pankaj Singh**

Okay, sir. Sir, the next question, sir, in the last on call that you mentioned about some government residential project in Delhi, which is worth INR100 crore. Are we still bidding for it or we have got this order. So what's the status?

**Prahaladbhai Patel**

Government residential project of INR100 crore in Delhi?

**Pankaj Singh**

1,000...

**Prahaladbhai Patel**

Presently, which I've told about the private residential project of DLF, which is about 1000 Crore in Delhi, yes.



- Pankaj Singh** Okay. Sir. The order addition this quarter, and please provide the run rate for the few large projects in quarter 1, please.
- Prahaladbhai Patel** Pardon me?
- Pankaj Singh** Order addition this quarter?
- Prahaladbhai Patel** Order addition, we have already said that it is about INR1000 crore in total in this quarter which I've already mentioned in my initial remarks about stock exchange disclosure about one of the residential tower of Ahmedabad and then institutional campus.
- Pankaj Singh** And sir, next question is that can we expect that we will be debt-free in the next 1 to 2 years?
- Prahaladbhai Patel** Maybe something which I cannot promise you, but yes, possibly, we are not too much debt ridden as we have only 35-40 Crore of long term debt and that is something which I don't feel it's too much as far as our balance sheet is concerned.
- Pankaj Singh** And sir, the last question is, sir, as we have seen the metal prices are also softened, cement prices are also softened. So do we have some sort of benefit of these kind of commodity prices downward or decline on the -- our operating costs?
- Prahaladbhai Patel** See, if you know the benefit on the existing projects, we'll simply survive from losses. So I think that this is the benefit blessing in disguise that some of the projects are on fixed prices, which we floated in March 2021. So that the benefit that we may go for reduction in loss by the steel price. Otherwise, in most of the new projects and we bid 31% of the current bid price, so that should not bother.
- Moderator** We'll take the next question from the line of Pawandeep Bhatia from Phoenix Capital.
- Pawandeep Bhatia** You were talking to the last participant and you said, we aspire to maintain 10%, 11% margin. Is it for the Precast, right, you are telling?
- Prahaladbhai Patel** Yes.
- Pawandeep Bhatia** Precast structure?
- Prahaladbhai Patel** Yes.
- Analyst** So our margin...

- Prahaladbhai Patel** The question was asked specifically for precast margin, it would be the same as what we expect in buildings construction. The Precast margin will be same.
- Pawandeep Bhatia** Okay. So just to get it right, our margin in Precast that the CapEx that we've done recently is going to be in the range of 11% to 12%?
- Prahaladbhai Patel** Yes.
- Pawandeep Bhatia** And sir, one last question. You have earlier, you used to give a residential breakup in your presentation. And if I remember, it was around INR500 - INR700 crore order book. What is the current breakup of residential and government, residential private, I mean?
- Prahaladbhai Patel** I think government is only the project which is slow moving project, and the rest are private residential item.
- Hetal Patel** It is still given we had a bifurcation of the government residential projects and the private residential projects.
- Prahaladbhai Patel** Can you go back to our presentation and confirm because I'm not share about the exact percentage.
- Pawandeep Bhatia** Okay, sir, I'll cross-check. But sir, what is the guidance here because private residential sector, you -- a few quarters back, you said that you were positively looking into all these segments, and you were very positive on the real estate side.
- Prahaladbhai Patel** I think there is some misunderstanding, I have never committed on the private residential sector. I always look at the project value and really, as far as developing business is concerned, we are too much cautious and we usually bid for the projects for which the company's credentials are good. So as we never expected so many orders from government or private residential. So only 3 or 4 developers from Ahmedabad with which we are working and out of that one large developers given an order, which we've already declared, which is about INR250 crore private residential project, which we have started before 15 days.
- Hetal Patel** And we have around INR694 crore on our private residential projects, residential. It's on Page 17 of our presentation.
- Pawandeep Bhatia** Yes, I understand now. Yes...
- Moderator** We take the next question from the line of Mr. Mihir from HNI Finance Limited.
- Mihir** Okay. Sorry, first question is regarding your receivable days increased in comparison to previous quarters and the second question is I believe that your accounting is done based on the completion of work basis, like I may be wrong with this question. Like, how your

March accounting is always differ from your other quarters, like, always before aggressive revenue during the March quarter, but somehow your first quarter is generally low. So can you just give me light on this?

**Hetal Patel**

It is not based on accounting. Quarterly accounting is little different. The thing is like the industry is seasonal, with almost fourth quarter is good. If you look at the environmental seasonal effect...

**Prahaladbhai Patel**

See, As far as construction field is concerned, first quarter falls in the month of April, May and June, where after holi, there is marriage season of the labor class. And before the second quarter, again, it's monsoon and those types of majorly holidays. After the second quarter till the last quarter of the year till the last quarter of the year, there is a full season where the construction company ca perform well. So mostly the last quarter is better, but that is the first quarter of each year.

**Mihir**

And one last question is regarding your project in the industrial sector. So whether you're exploring more on the industrial side or you're just -- as you mentioned that you are not as well as bullish on retail side or residential side, and you are just dealing with some prime clients like Adani or DLF.

So whether you are exploring any particular industry for the business purpose or you are continuing with your -- already with your client like Zydus or something else?

**Prahaladbhai Patel**

No. See, it is again about the opportunities. We work in corporate; we work with the large developers, weather it is residential or commercial or government side. So it is more about any building where we have done a project. And at the same time, what level of competition it is and what level of payment facilities are available in that organization. So we build by that only.

So it's not something like that we are bullish on any of the field. So anything related with the building, we work for all types of buildings, but we just need to check what the prices which we are getting and what level of competition it is.

**Moderator**

We'll take the next question from the line of Aditya Mehta from GK Capital.

**Aditya Mehta**

So sir, out of our total order book of INR4600 crore, how much are we planning to execute in this financial year?

**Prahaladbhai Patel**

So we have given a projection of INR2200 crore, which we are planning to continue this year...

**Aditya Mehta**

So that will be approximate 25% growth over last year?

- Prahaladbhai Patel** Yes.
- Aditya Mehta** So, but if you look at our Q1 quarter, the quarter-to-quarter growth is very low. So what might be the possible reason for that?
- Prahaladbhai Patel** So this time there was a huge marriage season among the label people, because since last 2 years, March '20 and March '21, there was the Corona period and they were not able to have any marriages. So there was a huge season of marriage. And in Gujarat, there was a big strike of aggregate materials. So both the things have affected in our first quarter.
- But in general, obviously, if you see quarter-to-quarter, every year in the first quarter, they are always much weaker than the previous quarter or the last quarter of each year.
- Moderator** We'll take the next question from the line of Agam Shah from -- he is an individual investor.
- Agam Shah** Sir, a quick question on the order book, you said the pipeline for this year is what, INR2200 crore, that much order will be in this year?
- Prahaladbhai Patel** Yes, Minimum that is the percent which I keep it in my mind, and we can go beyond also, given on the opportunities we get within the 9 months to go. So let us hope for the better opportunities.
- Agam Shah** Broadly INR2,000 crore is what an incremental order you will be adding this year, is what I look at...
- Prahaladbhai Patel** Yes. That's the minimum percent which I expect.
- Agam Shah** Okay. And anywhere you are L1 bidder or anything in which can be the highest for this year? Any color on that?
- Prahaladbhai Patel** Presently, I cannot predict on that, but thL1 was the medical college and hospital for different sites. The tender has already been rejected and the government has already issued a new tender and we bid the second time also, and the second time we couldn't take that opportunity.
- So the rest of the things are -- it's not easy to predict for the L1 today. But yes, there are some of the opportunities at the range of INR300 crore, which are almost at the verge of conclusion, which we are expecting to close by this month.
- Agam Shah** And on the Maharashtra project, so do we expect the work to get started in next quarter since the change in the government? How...
- Prahaladbhai Patel** Probably, because it is not in this next quarter, at least, I should say, minimum by third quarter, something should be positive.

- Agam Shah** And we can expect the entire order to be executed now with the change in the government or still no clarity?
- Prahaladbhai Patel** Probably, the work will again be allotted to us and it goes on. And I think it will be much higher than what we got so it will be a little bit higher value.
- Agam Shah** And if it all doesn't come through, any hit we'll have to take or that has already been taken care of?
- Prahaladbhai Patel** I think that has been already...
- Hetal Patel** Already has been taken care of. Whatever expenses where there, we have already booked in last financial year.
- Moderator** We'll take the next question from the line of Mr. Shravan Shah from Dolat Capital.
- Shravan Shah** Sir, just again, trying to understand on the revenue front, particularly. So as you've mentioned the INR2,200 crore revenue that we are looking for FY '23. So in the next 9 months, we need to do a 30% growth. So we are confident that we can do with the existing order book?
- Prahaladbhai Patel** Yes, of course, we can do without any fail[Indecipherable]. The only reason for this quarter is as I explained that this absolutely because of the marriage season and it is related to strikes of aggregate suppliers in Gujarat.
- Shravan Shah** And then also, you mentioned the L-1 Gujarat, Navsari Medical College INR659 crore, that got canceled and rebid, but we did not get that project. Is that right?
- Prahaladbhai Patel** Yes, you're right.
- Shravan Shah** Okay. And in terms of the INR4,000 crore bid pipeline that you mentioned, if you can give the value of the projects, a couple of projects out of that, then it would be helpful.
- Prahaladbhai Patel** So as I told you the Gem and Jewellery Park Project for which have bid in Mumbai, it's about INR1,000 crore, there is a Museum INR100 crore...
- Shravan Shah** I'm sorry, sir. If you can slow it, then it would be better.
- Prahaladbhai Patel** The Gem and Jewellery Park in Maharashtra, it is INR1,000 crore.
- Shravan Shah** Okay.
- Prahaladbhai Patel** Then a museum in Vadnagar for around INR100 crore, Precast Duct order from L&T about INR200 crore...

- Shravan Shah** INR 400 crore?
- Prahaladbhai Patel** INR 200 crore.
- Shravan Shah** Okay, INR200, okay.
- Prahaladbhai Patel** The Noodle Factory in Gujarat is INR100 crore.
- Shravan Shah** And then DLF residential also INR1,000 crore is part of the...
- Prahaladbhai Patel** INR 1000 crore and in Municipal -- Surat Municipal Corporation high rise towers for corporation building, it is INR1,000 Crore. So the major is Gem and Jewelry INR1,000 Crore, municipal Surat Municipal Corporation 1000 Crore, and DLF residential INR1,000 crore. Rest of the project are between INR100 to 200 crore and one Indian Navy Project in Karnataka is 800 Crore.
- Shravan Shah** Okay. And so most of these -- particularly this DLF One, which is a private one and the rest is, seems like most of the government one. So in terms of the finalization, so where -- when can we see the final outcomes -- and hope that we should be getting at least 1 or 2 larger projects, which is much needed.
- Prahaladbhai Patel** I think about 300 or 400 Crore odd order I am discussing at the last stage. So probably that I expect we should complete by the end of August. And the rest of the projects are in the bid stage. So probably that can go in the month of September.
- Moderator** We'll take the next question from the line of Mr. Jainam Shah from Equirus Securities.
- Jainam Shah** Regarding IIM Ahmedabad project. So what is the outstanding order book as of June? And when are you expecting to complete the said project?
- Prahaladbhai Patel** You are talking about IIM Ahmedabad?
- Jainam Shah** Yes.
- Prahaladbhai Patel** IM Ahmedabad, which is in the new campus, which is almost completed and handed over, the work which we started just before Diwali that was in the old campus that we will be expecting to be completed by March '23.
- Jainam Shah** Okay. And sir, about the UP Medical projects, we have executed around INR34 crore of worth during this particular quarter. Though overall revenue was subdued during this particular quarter across the projects. However, the time line for the projects was around 18

months or so. So how we are going ahead with that project in terms of the execution.

- Prahaladbhai Patel** These projects were given mostly at the time of Corona and in the Corona period some of the projects were already extended by 5-6 months so most of the projects were extended between 5 to 6 months. So for most of the projects, now extended timeline is March 23 and some of the project like sonbhadra and khushinagar, where the space for medical hospital was given just before 2 months, that may go to month of July '24.
- Jainam Shah** Okay. So significant execution is expected post this monsoon season?
- Prahaladbhai Patel** Yes.
- Moderator** We'll take the next question from the line of Uttam Srimal from Axis Securities Limited.
- Uttam Srimal** My question is to Hetal madam. And on interest cost has gone down this quarter. So this is a sustainable amount or it will increase going forward?
- Hetal Patel** Sorry, I didn't get your question.
- Uttam Srimal** Interest costs have come down this quarter compared to last quarter, quarter for FY '22. So this is sustainable amount or it will increase going forward?
- Hetal Patel** Yes, it will remain going forward because if you see compared to earlier quarter, the utilization of fund based limit is less.
- Uttam Srimal** So sustainable run rate would be around INR70-75 crore.
- Hetal Patel** Yes, It will be around INR65 to INR70 crore.
- Moderator** Ladies and gentlemen, that was the last question for the day. I now hand the conference over to Mr. Shravan for closing comments. Thank you, and over to you, sir.
- Shravan Shah** Thank you, sir, for giving us the opportunity to host the call. And thank you all the participants. Sir, do you have any closing comments?
- Prahaladbhai Patel** Yes. Once again, thank you, everyone, for joining us and your continuous support and trust on us. We hope that we have been able to address most of the queries. In case of any further clarifications, you may reach to our Investor Relations Adviser, E & Y, and they will connect with you off-line.
- Thank you, Dolat Capital and Moderator for hosting our call. Thank you Shravan again.





*PSP Projects Limited  
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**Shravan Shah**

Thank you, sir.

**Moderator**

Thank you. On behalf of Dolat Capital, that concludes this conference call. Thank you for joining us and you may now disconnect your lines.