

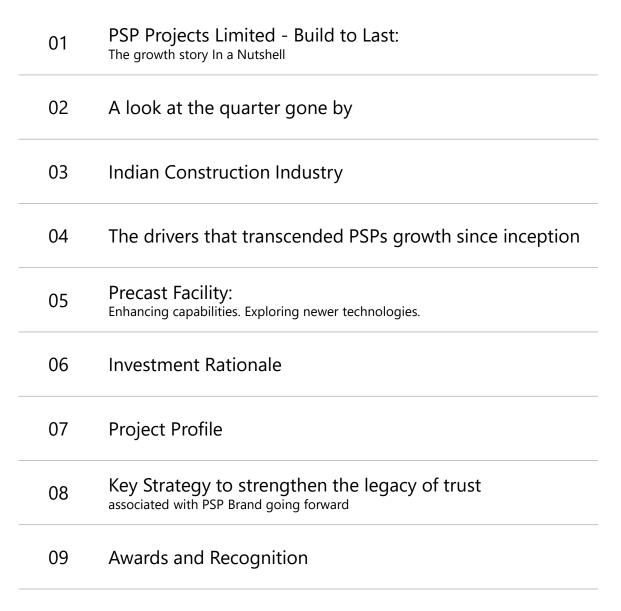
Investor Presentation

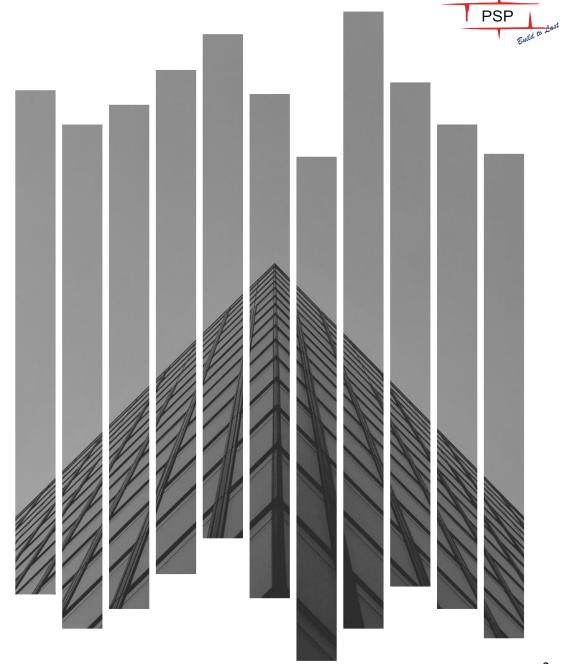
Q2FY24 & H1FY24 November 2023



www.pspprojects.com

Contents





PSP Projects limited – Build to Last

The growth story in a Nutshell

PSP

1,800+

Workforce

₹1,850cr

CARE A1+

Credit Rating

till Date

Largest Project

'CARE A+; Stable /

- Incorporated in 2008, successfully led by First Generation Civil engineer having 37 years of experience
- India based construction company offering a diversified range of construction and allied services across industrial, institutional, government, government residential and residential projects
- 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 aiding in captive consumption



5-year CAGR **Growth Rate** FY18-FY23

21.43% Revenue from **Operations**

17.28% **EBITDA**

15.65% PAT

PSP Projects has entered the league of handling higher value projects thereby competing with select few notable companies in the segment ³



A Look at the Quarter gone by

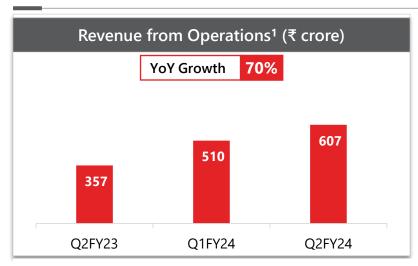


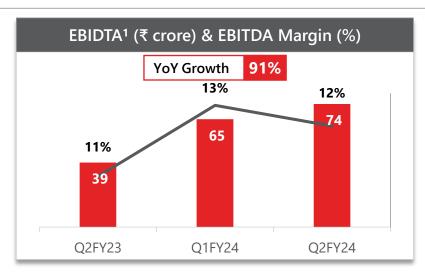
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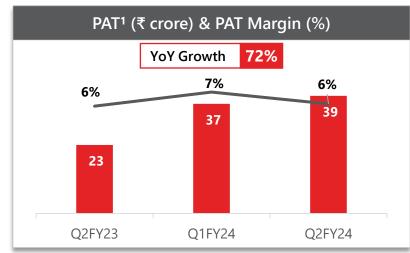
Financial Performance during Q2FY24 & H1FY24



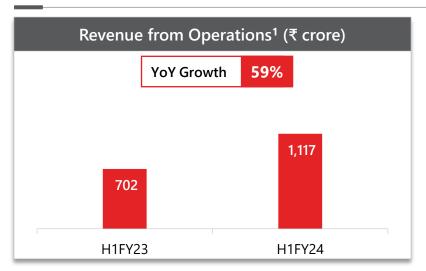
Q2FY24 Standalone Highlights

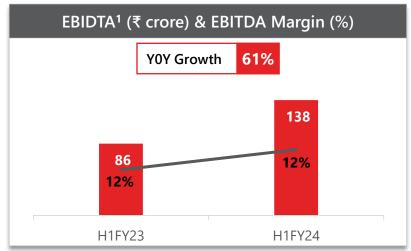


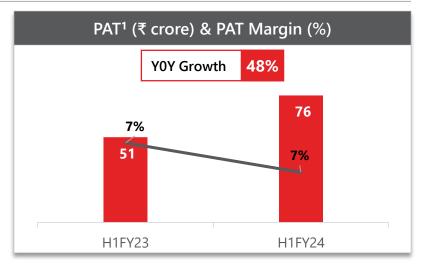




H1FY24 Standalone Highlights







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Standalone Profit & Loss: Q2FY24 & H1FY24



Particulars (₹ Lakhs)	Q2 FY24	Q2 FY23	Y-o-Y	Q1 FY24	Q-o-Q	H1FY24	H1FY23	Y-o-Y
Revenue from Operations	60,714.85	35,660.39	70%	50,956.03	19%	1,11,670.88	70,184.63	59%
Cost of materials consumed including WIP	21,062.82	8,046.56		19,306.45		40,369.27	18,253.13	
Construction Expenses	28,800.00	20,994.03		21,538.97		50,338.97	37,883.30	
Employee benefits expense	2,956.12	2,248.68		2,818.75		5,774.87	4,427.81	
Other expenses	521.74	510.58		827.23		1,348.97	1,049.07	
Total Operating Expenses	53,340.68	31,799.85	68%	44,491.40	20%	97,832.08	61,613.31	59%
EBITDA	7,374.17	3,860.54	91%	6,464.63	14%	13,838.80	8,571.32	61%
EBITDA Margin	12.15%	10.83%		12.69%		12.39%	12.21%	
Other Income	603.13	833.40		570.45		1,173.58	1,395.05	
Finance costs	1,245.17	704.93		908.42		2,153.59	1,264.33	
Depreciation	1,435.86	905.89		1,184.67		2,620.53	1,778.24	
Profit Before Tax and Exceptional Item	5,296.27	3,083.12	72%	4,941.99	7%	10,238.26	6,923.80	48%
Exceptional Gain/(Loss)(net of tax)	-	-		-		-	-	
Profit Before Tax and after Exceptional Item	5,296.27	3,083.12	72%	4,941.99	7%	10,238.26	6,923.80	48%
Tax Expense	1,355.66	790.81		1,269.68		2,625.34	1,782.54	
Other comprehensive income	2.30	2.30		2.30		4.60	4.60	
Profit After Tax	3,942.91	2,294.61	72%	3,674.61	7%	7,617.52	5,145.86	48%
PAT Margin (%)	6.43%	6.29%		7.13%		6.75%	7.19%	
Earnings Per Share (₹)	10.95	6.37		10.20		21.15	14.28	

Standalone Balance Sheet: H1FY24



articulars (₹ Lakhs)	H1FY24	FY23	FY22
ASSETS			
Non current Assets			
(a) Property, Plant and Equipment	30,943.05	23,840.57	20,601.82
(b) Capital Work-In-Progress	1,237.83	1,773.50	-
(c) Other Intangible Assets	118.54	118.87	135.31
(d) Financial Assets			
(i) Investments	71.68	71.68	71.68
(ii) Loans	-	-	-
(iii) Other Financial Assets	16,866.71	20,505.71	22,785.47
(e) Deferred Tax Asset (Net)	1,365.29	1,216.36	937.57
(f) Other Non Current Assets	432.69	724.22	191.63
Total Non-Current Assets	51,035.79	48,250.91	44,723.48
Current Assets			
(a) Inventories	24,356.84	15,163.55	8,064.91
(b) <u>Financial Assets</u>			
(i) Trade receivables	46,059.27	43,420.92	31,177.92
(ii) Cash and cash equivalents	5,410.07	9,384.51	8,758.63
(iii) Bank Balances other than (ii) above	19,206.95	14,824.89	10,759.46
(iv) Loans	427.39	435.22	593.25
(v) Other Financial Assets	41,059.15	29,661.48	13,339.23
(c) Other Current Assets	19,123.77	13,800.22	9,243.74
(d) Current Tax Assets (Net)	-	680.04	-
Total Current Assets	1,55,643.44	1,27,370.83	81,937.14
Total Assets	2,06,679.23	1,75,621.74	1,26,660.62

3,600.00 33,100.06 6,700.06 2,250.09	3,600.00 76,382.54 79,982.54	3,600.00 64,871.52 68,471.52
2,250.09	76,382.54	64,871.52
2,250.09	76,382.54	64,871.52
2 ,250.09	·	•
2,250.09	79,982.54	68,471.52
	3,805.81	1,718.07
196.93	213.79	151.87
2,447.02	4,019.60	1,869.94
37,732.97	10,692.32	8,247.62
2,090.73	2,342.74	1,284.41
11,043.12	34,414.49	24,476.48
5,315.01	5,970.18	3,600.55
30,922.74	38,071.24	18,689.78
236.81	128.63	19.59
190.77	-	0.73
7,532.15	91,619.60	56,319.16
9,979.17	95,639.20	58,189.10
	1,75,621.74	1,26,660.62
	41,043.12 5,315.01 30,922.74 236.81	41,043.12 34,414.49 5,315.01 5,970.18 30,922.74 38,071.24 236.81 128.63 190.77 - 7,532.15 91,619.60 9,979.17 95,639.20

Management Commentary on Key Highlights





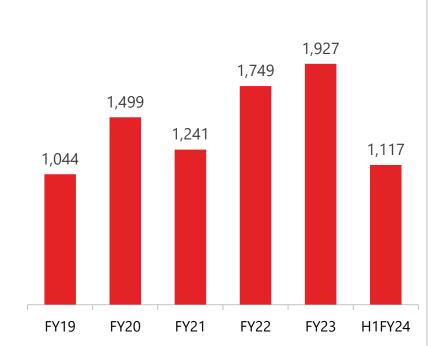
- During Q2FY24, the revenue from operations grew by 70% to Rs.607 crore. The EBIDTA grew by 91% to Rs.74 crore. The EBIDTA margin for the quarter is at 12.2%. The improvement in revenue is a mix of higher execution in our on-going projects and UP projects being on advanced stage of completion.
- As on 30 September 2023, the outstanding order book was to the tune of Rs.4,898 crore, a marginal decline by 4% on YoY basis on account of faster execution and completion of on-going projects in comparison to order inflow.
- During the quarter, the company was bestowed "Contractor of the year" award for 500 Crore or above projects category as well as "Excellence in Construction Sector" award for the project "Development of Shri Kashi Vishwanath Dham" by the Gujarat Contractors Association Awards & Vibrant Summit, 2023
- During the quarter and half year, the company received an order inflow to the tune of Rs.175 crore and Rs.934 crore excluding GST. In addition, considering the recent orders received by the company, the order inflow as on date stands at Rs.959 crore.
- During Q2FY24 and H1FY24, the company was awarded 9 projects and 14 projects respectively. During the quarter, key projects awarded are:
 - Commercial building in Gift City
 - Astral Corporate House Phase III
 - Additional scope of work for Construction of Chocolate Plant (Phase III) for a Multi-National Company in Sanand, Ahmedabad
- During the quarter, the revenue booked from all UP projects is to the tune of Rs.268 crore and as on date the revenue booked is Rs.1,183 crore. The projects are at advanced stages and work is going on as per the schedule.

Annual Financial Performance



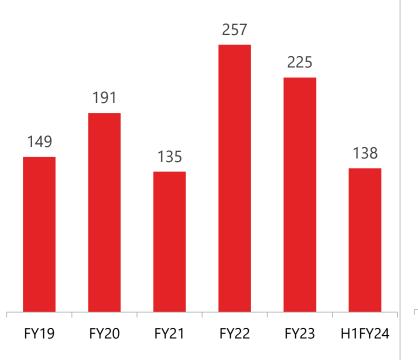


#CAGR: 21%



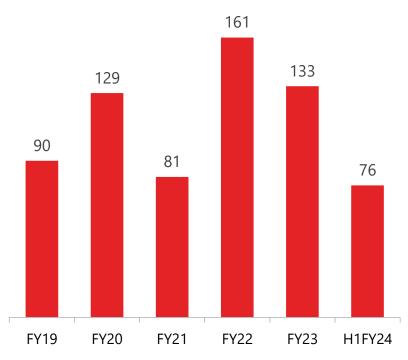
EBITDA¹ (₹ Crore)

#CAGR: 17%



PAT¹ (₹ Crore)

#CAGR: 16%



Business Robustness in Numbers

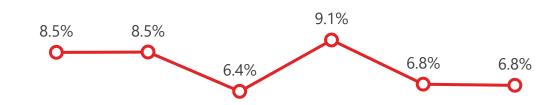








Profit After Tax / Total Revenue PAT Margin%

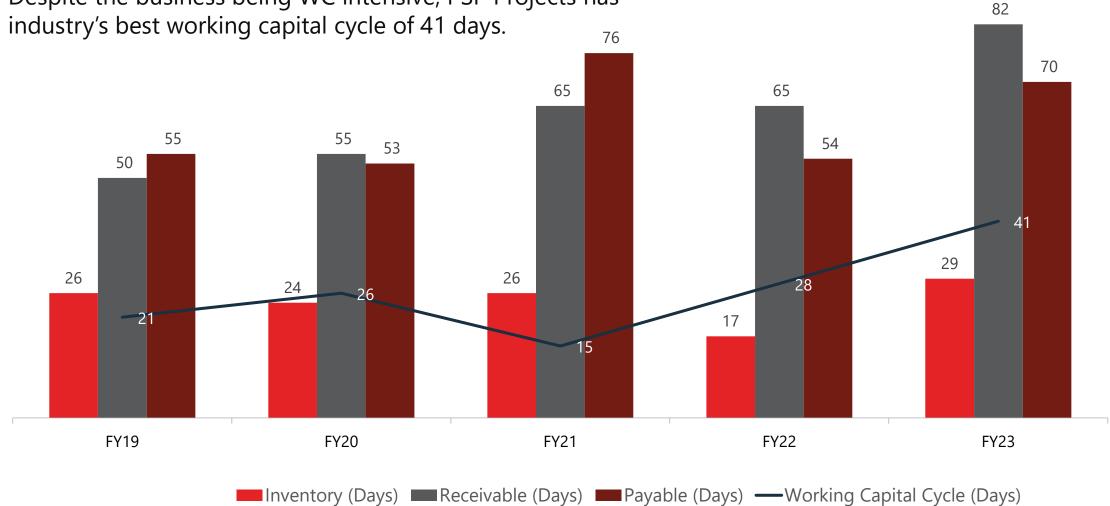




Prudent Working Capital Cycle in Construction Space

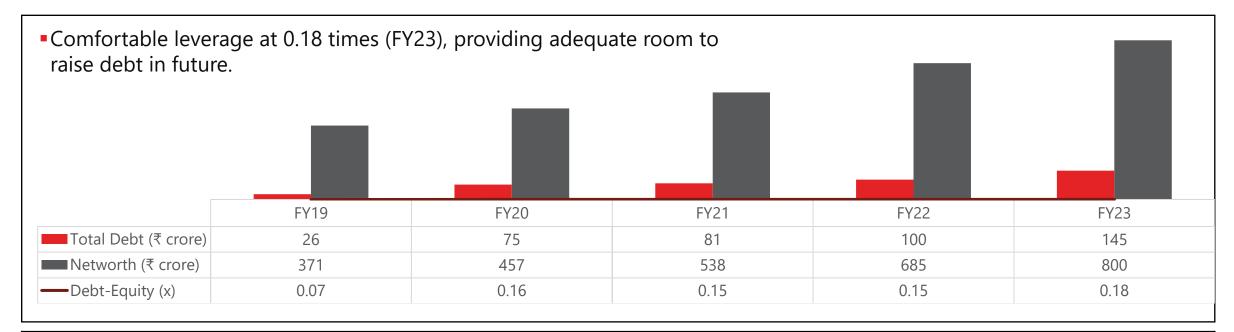


Despite the business being WC intensive, PSP Projects has



Along with comfortable Leverage Position





Particulars (₹ Crore)	FY19	FY20	FY21	FY22	FY23
Total Debt	26.25	74.85	80.96	99.66	144.98
Cash and Bank Balance	35.05	41.21	115.33	87.59	93.85
Fixed Deposit	213.32	209.36	141.17	249.87	246.48
Total Cash and Bank Balance	248.37	250.57	256.50	337.46	340.33
Net Debt	-222.12	-175.73	-175.54	-237.80	-195.35

[•]A negative Net Debt implies ample cash and cash equivalents to pay off the short & long-term debt of the company.



PSP Projects Ltd.

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

- Under Budget 2023-24, capital investment outlay for infrastructure increased by 33% to ₹ 10 lakh crore, 3.3% of GDP; comprising 3x the outlay of 2019-20
- 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
- 157 new nursing colleges will be established in co-location with the existing 157 medical colleges established since 2014
- Since 2016-17, the budget for the Pradhan Mantri Awas Yojana, the flagship housing scheme of the government, has increased 280% from ₹ 20,936 crore to ₹ 79,590 crore in the latest 2023-24 budget.
- National Infrastructure Pipeline (NIP) earmarked 7,400 projects focused on building roads, housing, urban development, railways, conventional power, renewable energy, and irrigation.
- 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 PSPs growth since inception



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



GovernmentResidential Projects

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



PSP

Residential Projects

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

66*

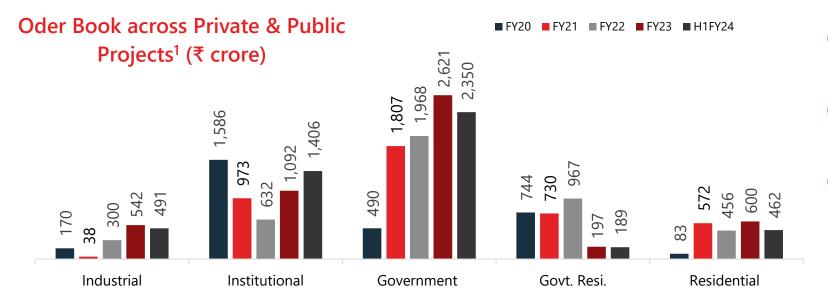
93*

31*

03*

19*

* Number of Projects Completed as on 30 September 2023



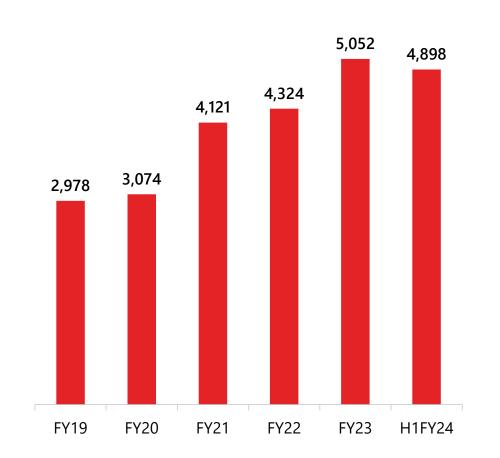
- Outstanding order book as on 30 September 2023 is ₹4,898 crore
- Government projects comprised 52% of the order book as on H1FY24 vs 56% in FY23
- By diversifying skill sets and order book across different projects, PSP Projects can pursue a broader range of project tenders and consequently, optimize business volume and profit margins

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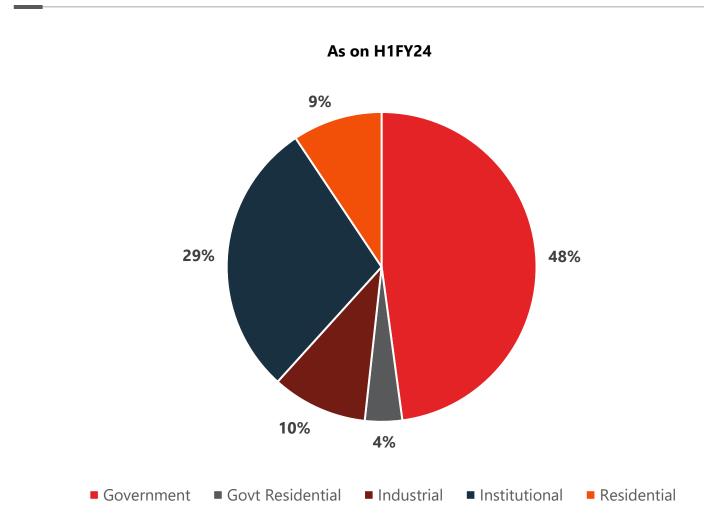
Robust Order Book and Growing Pre-Qualification Credentials



Growing Order Book¹ (₹ crore)



Work on hand across Private and Public Projects



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Confidence to replicate the Success Story outside Home State



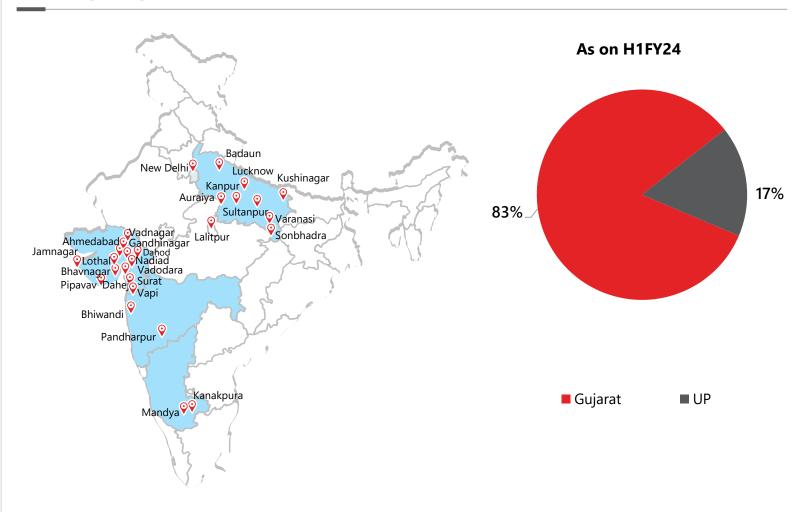
- Being headquartered in Ahmedabad, not only is the company strategically located in the core market of Gujarat but have gradually expanded its presence to six different states of India, establishing a pan-India presence.
- Now, PSP is present in six states viz. Gujarat, Rajasthan, UP, Karnataka, New Delhi and Maharashtra.
- Initially, PSP established itself as a renowned name in the construction space in Gujarat construction market, after 8 years of operations only in 2016 did PSP 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 UTTAR PRADESH: Affordable Housing project 239

Growing Geographical Footprint



Belief, Trust and Support of Customers



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.



PSP 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 makes PSP a favourable and preferred choice



Worked with more than 100 private and public clients across India



























Biggest Project







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

It's a ₹1,850 crore project, 66 lakh sq. ft. With completion of this project, the company has entered the league of handling prestigious projects up to ₹2,500* crore.

Clientele with High Quality Business



Work on Hand as on 30 September 2023 - (Major Projects) | [₹ Crore]

Description of Project	Location	Name of the Client	Contract value	Outstanding Contract Value
SMC Highrise building	Gujarat	Municipal Corporation	1,344	1,222
Sports Complex	Gujarat	Municipal Corporation	504	363
Dharoi Dam	Gujarat	State Government	317	310
Medical Colleges & Hospital at 7 Locations	Uttar Pradesh	Public Works Depratment	1,491	308
Noodle Factory Phase II & III	Gujarat	Multinational	315	277
BAPS Sabha Hall at Vadodara and Surat	Gujarat	Institutional	260	250
Corporate Office Building	Gujarat	Private Company	290	202
National High Speed Project (Precast)	Gujarat	L&T	195	192
Residential Buildings of PAC Mahila Battalion at Badaun	Uttar Pradesh	Public Works Department	239	189
Residential Project	Gujarat	Private Company	252	180
Commercial Building in Surat	Gujarat	Institutional	139	137
Tallest Residential in GIFT city	Gujarat	Nila Infra	122	102
Total			5,467	3,733

The Team that made PSP fulfil its ambitions

PSP Build to Least

Ably Supported by Experienced Professionals



Mahesh Patel
Senior Vice President - Operations

- Holds a diploma in civil engineering
- Heads the project operations
- 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 PSP'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 the company since a decade.



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 26 years of experience in the construction field.



Pratik ThakkarGeneral Manager - BD

- Pratik Thakkar is General Manager - Business
 Development of the company
- Bachelor's degree in commerce and diploma in marketing management
- Experience in Business
 Development
- Associated with the company since 8+ years

Leadership and Management



Chairman, MD and CEO



- 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.
- Experience of 37 years in the construction space, and has played a significant role in the growth of PSP Projects since its incorporation.
- Featured in the book titled 'Business Game Changers: Shoonya se Shikhar' authored by Prakash Biyani.



Pooja Patel Whole Time Director

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



Sagar Patel **Executive Director**

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



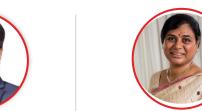
Sandeep Shah Independent Director

- 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

- Bachelor's degree in business administration from Sardar Patel University and a master's degree in business administration from South Gujarat University.
- 21+ years of experience in management and exports.
- Held managerial position in international division of several companies.
- Currently a MD of Multico Exports Private Limited, which is involved in the export of pharmaceuticals.



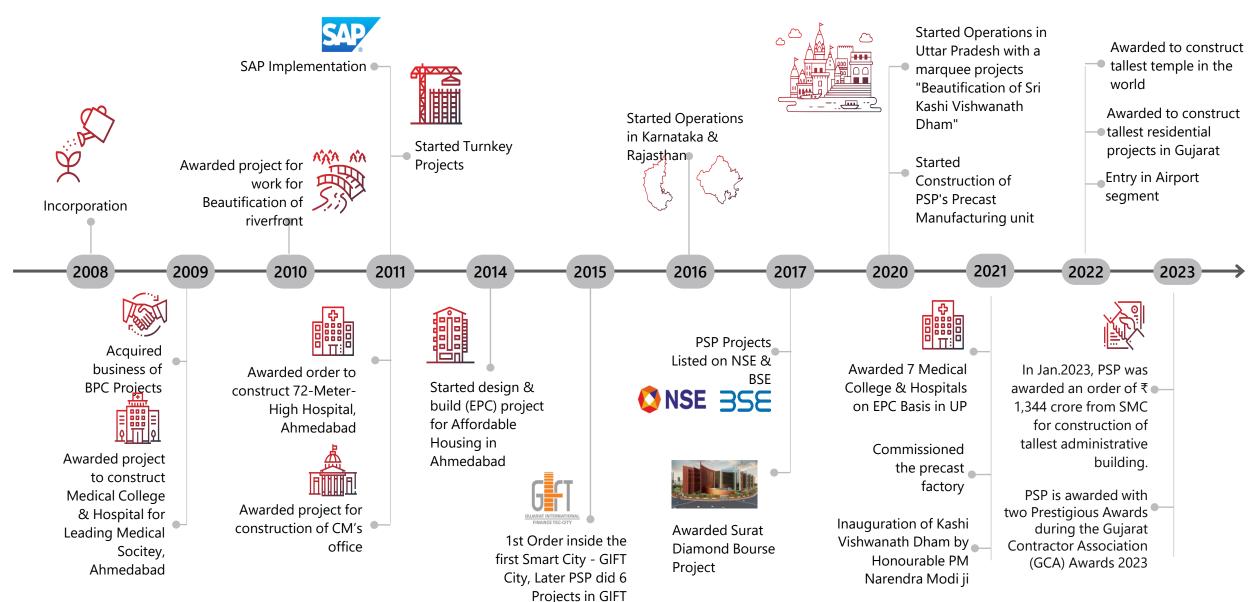
Achala Patel Independent Director

PSP

- Post Graduate and M.Phil from school of languages, Gujarat University. A Gold Medallist and 1st rank holder at University level.
- Founder and Designated Partner of MAP Power LLP and Chopper Worx Construction LLP.
- Actively involved in the business of high voltage power transmission representing few European companies in India and in few neighbouring countries since more than 17 years.

15 years of journey of Constructing Buildings





Precast Facility

PSP Saile to Least

Enhancing captive capabilities. Exploring newer technologies

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

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



- Precast enables manufacturing all elements of building and infrastructure industry, such as Beams, Columns,
 Slabs, Load Bearing Walls, Partition Walls, Staircase, and Lift Cores, among others.
- On Infrastructure side majority of precast orders are from L&T as part of National High Speed Rail project. Balance orders are from Residential and Industrial segments as part of our existing orders.
- Considering the orders and demand from civil as well as infrastructure space, the company is undergoing capacity addition in precast.

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.

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



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

2



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, PSP becomes eligible to bid for larger value projects.

3



Prudent financial performance, Comfortable leverage position at 0.18 times (incl. mobilization advance), giving sufficient room to raise debt in the future. Despite being WC intensive, the company has comfortable WCC at 41 days as on FY23 vs 28 days as on FY22.

4



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

26

Project Profile

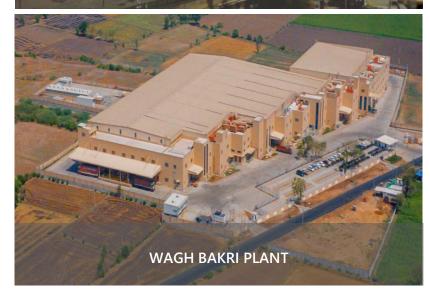








PSP







Landmark Projects – Kashi Vishwanath Dham





Landmark Projects – Surat Diamond Bourse

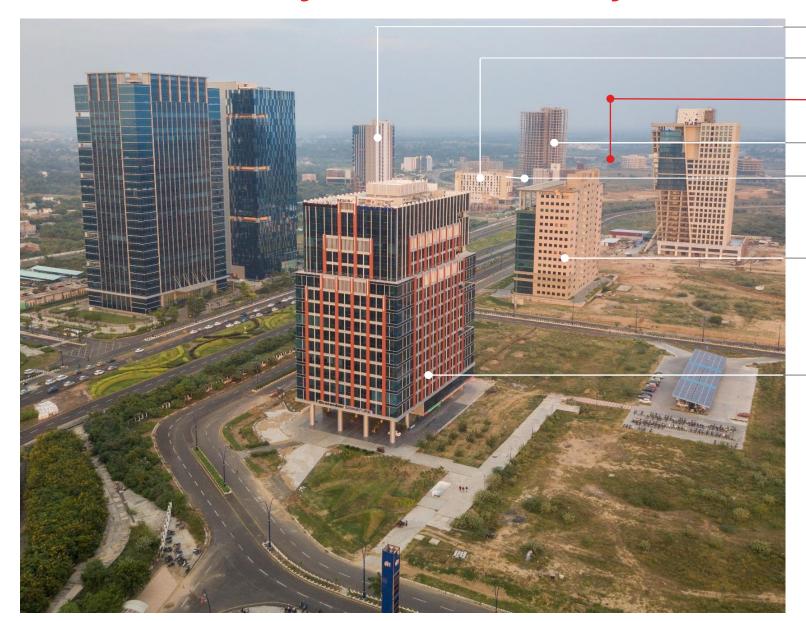






Prominent Projects – Smart City





Prestige Fintech

IBIS Hotel by Brigade

Tallest Residential in GIFT City

World Trade Center

BSE Brokers Forum

Brigade International Finance Center

The Signature by Hiranandani

























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



































Key Strategies



www.pspprojects.com

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

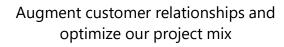


Focus on Building construction (commercial, residential, industrial & institutional)

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



Maharashtra







Awards and Recognition



Awards and Recognition





PSP Projects is awarded with two Prestigious Awards During the Gujarat Contractor Association (GCA) Awards 2023



PSP Projects Ltd has been awarded National Safety Awards 2022



An award for the 'Best Commercial Project of Gujarat' by Realty Plus Excellence Award for our Surat Diamond Bourse Project



PSP Projects Ltd has been awarded as Fastest Growing Construction Company (below 2000 Cr Category) for 3rd consecutive year in a row during the Construction World Annual Awards 2022



PSP Projects Ltd has been awarded as India's Top Challengers during the Construction World Annual Awards 2022

Awards and Recognition













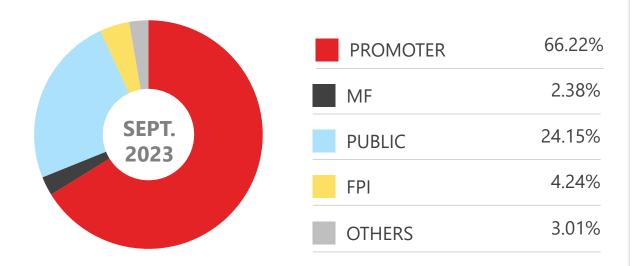




Shareholding and Governance

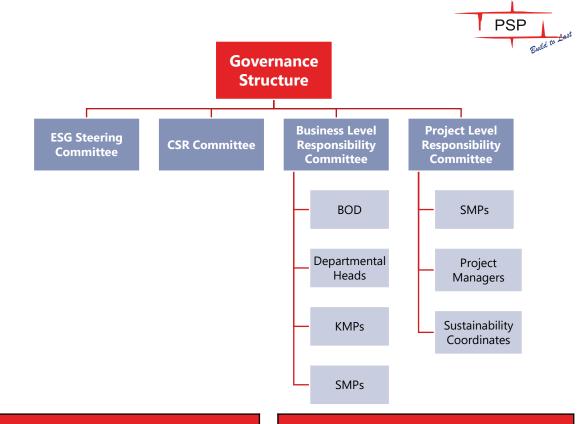


Shareholding and Governance



NSE Ticker	PSPPROJECT
BSE Ticker	540544
Share Price (₹)^	798
Market Cap (₹ Mn)^	28,726
% Free Float [^]	33.78%
Free float market cap (₹ Mn)^	9,704
Shares outstanding [^]	3,60,00,000
3M ADTV (Shares)	98,275
3M ADTV (₹ Mn)	77

Source: NSE, ^As on 30 September 2023



Corporate Sustainability

Key Functions

- ✓ Corporate Secretarial and legal Compliances
- ✓ Human Resources Management
- ✓ Planning
- ✓ CSR Implementation
- ✓ Supply Chain Management
- ✓ Health & Safety of Workmen

Task Forces

- ✓ EHS
- ✓ Procurement
- ✓ Secretarial & Legal
- ✓ Human Resource

Key Policies

- ✓ EHS Policy
- ✓ CSR Policy
- ✓ Stakeholder's Engagement Policy
- ✓ Employee Wellbeing Policy
- ✓ Human Rights Policy
- ✓ Policy on Sexual Harassment at Workplace
- ✓ Internal SOPs
- ✓ Policy on orderly succession for appointments to the BOD and senior management
- ✓ Whistle-blower Policy
- ✓ Anti-Bribery & Anti-Corruption Policy
- ✓ HR Policy

Safe Harbor Statement



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