

INVESTOR PRESENTATION

August 2024



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Awards and Recognition



PSP Projects limited – Build to Last: The growth story in a Nutshell

PSP Projects has entered the league of handling higher value projects thereby competing with select few notable companies in the segment 4

16.93%

PAT

1.950+

Workforce

PSP Projects limited – Build to Last: The growth story in a Nutshell

- 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

29.61%

Revenue from

Operations

7-year CAGR

Growth Rate

FY17-FY24

- In December 2021, commissioned Precast facility in Gujarat with the objective to provide sustainable building solutions and technological upgradation aiding in captive consumption
- In April 2024, the company raised capital through Qualified Institutional Placement of 36,41,791 shares amounting to ₹244 crore; utilized largely towards repayment of outstanding borrowings availed by the Company

21.76%

EBITDA

FY24 FY23 As on 30 June 2024 ₹5,890 crore ₹3,498 crore ₹3,421 crore Order Book Order Inflow Order Inflow 224 22 17 Completed Completed Completed Projects Projects Projects 56 **On-going Projects**

₹1,960cr

Largest Project

till Date



'CARE A+; Stable

/ CARE A1+

Credit Rating



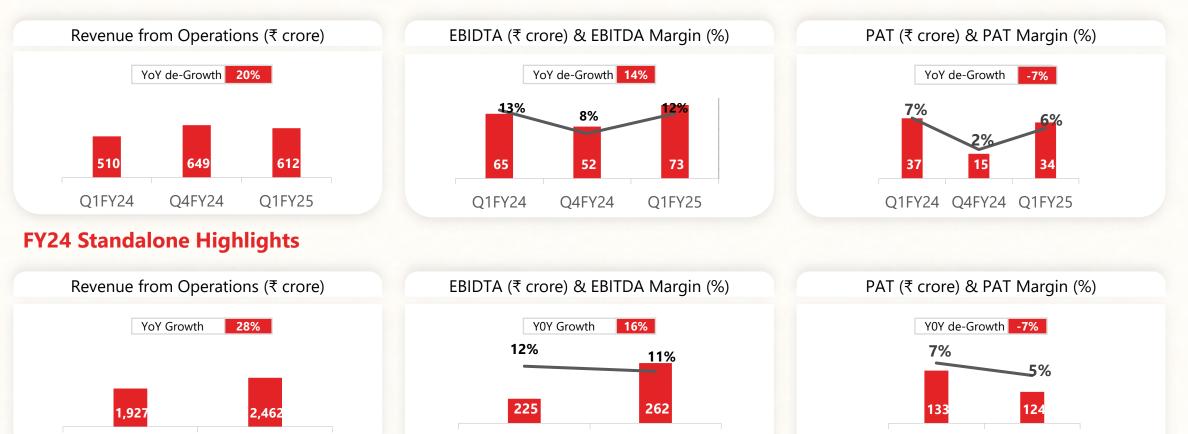
A Look at the Quarter gone by



FY24

Q1FY25 Standalone Highlights

FY23



FY24

FY23

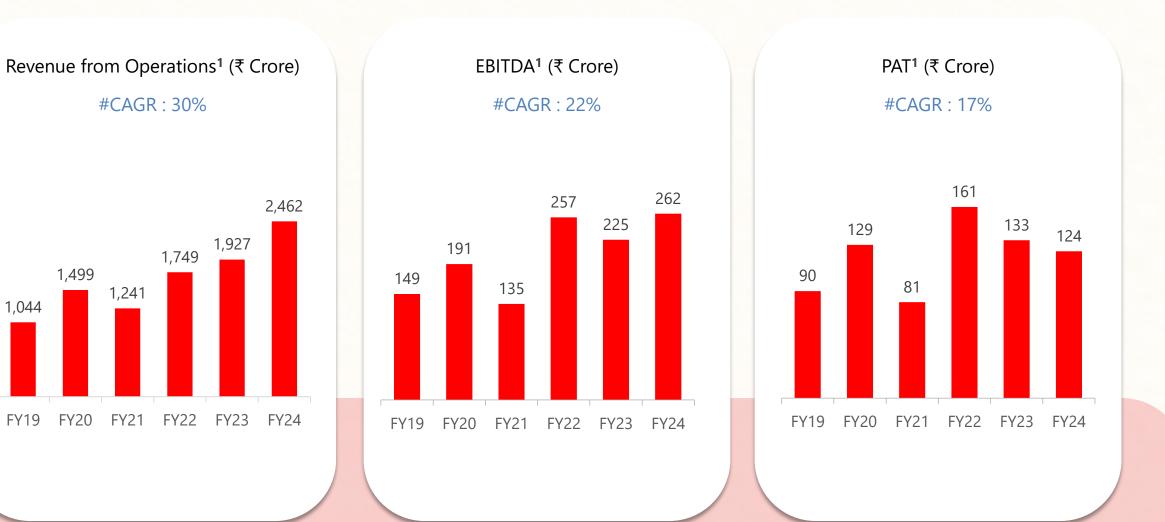
FY23

FY24

Particulars (₹ Lakhs)	Q1 FY25	Q1 FY24	Y-o-Y	Q4 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from Operations	61,189.20	50,956.03	20 %	64,917.00	-6%	2,46,249.80	1,92,664.91	28%
Cost of materials consumed including WIP	19,236.91	19,306.45		15,753.73		76,642.31	57,734.61	
Construction Expenses	30,363.86	21,538.97		38,565.40		1,26,677.43	1,00,470.38	
Employee benefits expense	3,261.79	2,818.75		3,354.98		12,505.08	9,345.15	
Other expenses	982.72	827.23		2,060.82		4,261.14	2,613.56	
Total Operating Expenses	53,845.28	44,491.40	21%	59,734.93	-10%	2,20,085.96	1,70,163.70	29%
EBITDA	7,343.92	6,464.63	14%	5,182.07	42%	26,163.84	22,501.21	16%
EBITDA Margin	12.00%	12.69%		7.98%		10.62%	11.68%	
Other Income	376.30	570.45		598.70		2,426.48	2,709.56	
Finance costs	1,316.67	908.42		1,402.01		5,082.32	3,195.94	
Depreciation	1,673.85	1,184.67		1,993.68		6,486.80	4,000.52	
Profit Before Tax and Exceptional Item	4,729.70	4,941.99	-4%	2,385.08	98%	17,021.20	18,014.31	-6%
Exceptional Gain/(Loss)(net of tax)	-	_		_		_	-	
Profit Before Tax and after Exceptional Item	4,729.70	4,941.99	-4%	2,385.08	98%	17,021.20	18,014.31	-6%
Tax Expense	1,301.68	1,269.68		859.94		4,631.29	4,712.49	
Other comprehensive income	-2.38	2.30		-16.43		(9.53)	9.20	
Profit After Tax	3,425.64	3,674.61	-7%	1,508.71	127%	12,380.38	13,311.02	-7%
PAT Margin (%)	5.56%	7.13%		2.30%		4.98%	6.81%	
Earnings Per Share (₹)	8.70	10.20		4.24		34.42	36.95	

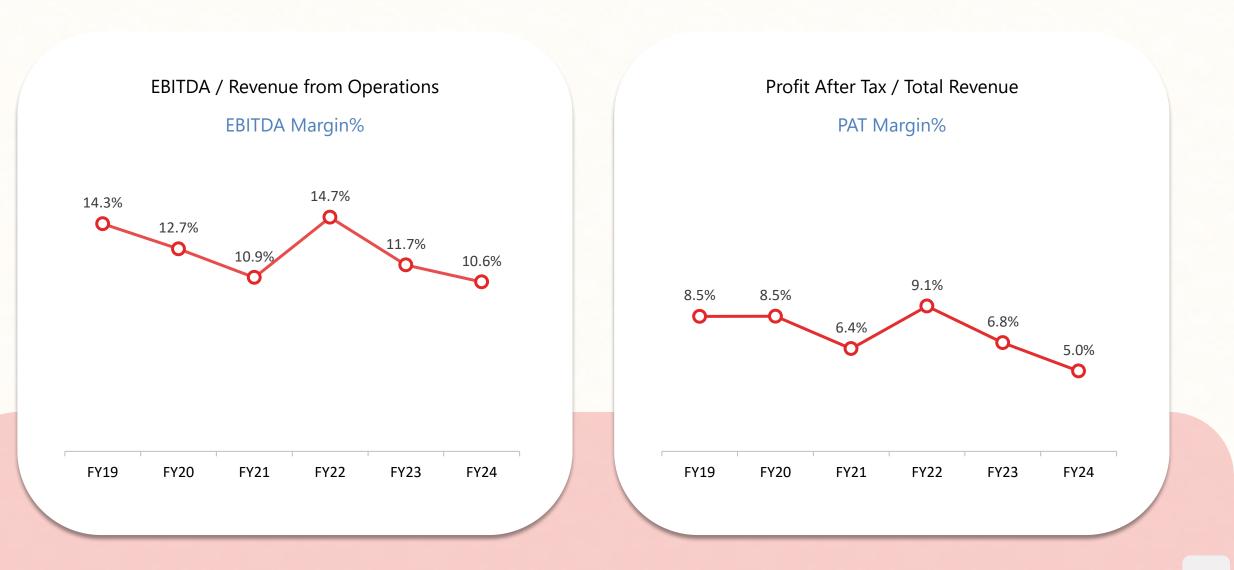
Particulars (₹ Lakhs)	FY24	FY23	FY22
ASSETS			
Non current Assets			
(a) Property, Plant and Equipment	32,075.21	23,840.57	20,601.82
(b) Capital Work-In-Progress	288.08	1,773.50	_
(c) Other Intangible Assets	107.90	118.87	135.31
(d) <u>Financial Assets</u>			
(i) Investments	71.68	71.68	71.68
(ii) Loans	-	-	-
(iii) Other Financial Assets	15,548.75	20,505.71	22,785.47
(e) Deferred Tax Asset (Net)	1,831.43	1,216.36	937.57
(f) Other Non Current Assets	682.72	724.22	191.63
Total Non-Current Assets	50,605.77	48,250.91	44,723.48
Current Assets			
(a) Inventories	31,602.59	15,163.55	8,064.91
(b) <u>Financial Assets</u>			
(i) Trade receivables	33,509.62	43,420.92	31,177.92
(ii) Cash and cash equivalents	11,113,88	9,384.51	8,758.63
(iii) Bank Balances other than (ii) above	11,399,23	14,824.89	10,759.46
(iv) Loans	349.15	435.22	593.25
(v) Other Financial Assets	50,914.67	29,661.48	13,339.23
(c) Other Current Assets	12,625,42	13,800.22	9,243.74
(d) Current Tax Assets (Net)	124.00	680.04	-
Total Current Assets	1,51,638.56	1,27,370.83	81,937.14
Total Assets	2,02,244.33	1,75,621.74	1,26,660.62

Particulars (₹ Lakhs)	FY24	FY23	FY22
Equity			
(a) Equity Share Capital	3,600.00	3,600.00	3,600.00
(b) Other Equity	87,862.92	76,382.54	64,871.52
Total Equity	91,462.92	79,982.54	68,471.52
Non-Current liabilities			
(a) <u>Financial Liabilities</u>			
(i) Borrowings	4,169.92	3,805.81	1,718.07
(b) Provisions	266.43	213.79	151.87
Total Non-Current Liabilities	4,436.35	4,019.60	1,869.94
Current Liabilities			
(a) <u>Financial Liabilities</u>			
Borrowings	41,339.09	10,692.32	8,247.62
(ii) Trade Payables			
- Total outstanding dues of micro enterprises and small enterprises	1,791.56	2,342.74	1,284.41
- Total outstanding dues of creditors other than micro enterprises and small enterprises	39,792.89	34,414.49	24,476.48
(iii) Other Financial Liabilities	2,439.07	5,970.18	3,600.55
(b) Other Current Liabilities	20,668.30	38,071.24	18,689.78
(c) Provisions	314.15	128.63	19.59
(d) Current Tax Liabilities (Net)	-	-	0.73
Total Current Liabilities	1,06,345.06	91,619.60	56,319.16
Total Liabilities	1,10,781.41	95,639.20	58,189.10
Total Equity and Liabilities	2,02,244.33	1,75,621.74	1,26,660.62



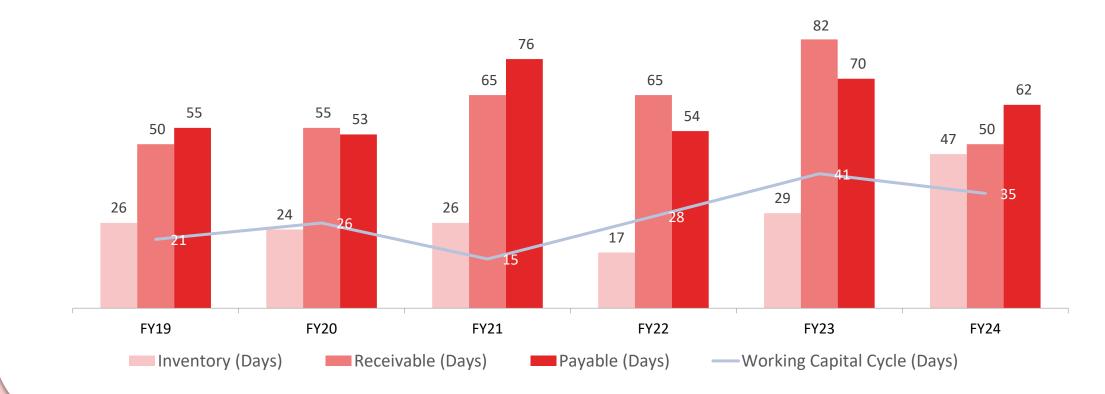
7-year CAGR FY17 : FY24 Numbers have been rounded off

Business Robustness in Numbers

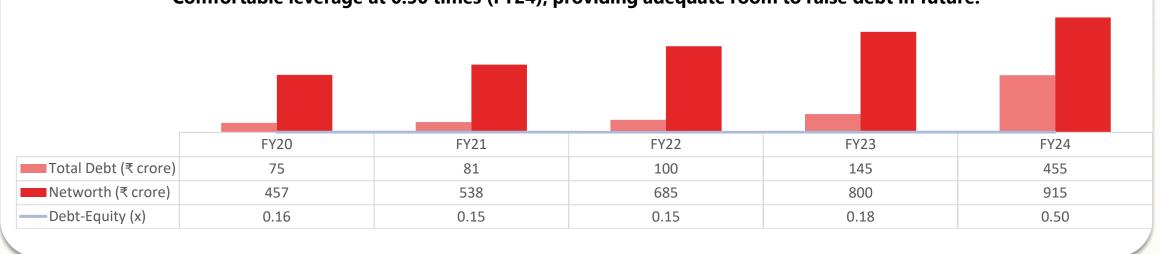


Prudent Working Capital Cycle in Construction Space

Despite the business being WC intensive, PSP Projects has industry's best working capital cycle of 35 days.



Along with comfortable Leverage Position



Comfortable leverage at 0.50 times (FY24), providing adequate room to raise debt in future.

Particulars (₹ Crore)	FY20	FY21	FY22	FY23	FY24
Total Debt	74.85	80.96	99.66	144.98	455.09
Cash and Bank Balance	41.21	115.33	87.59	93.85	111.14
Fixed Deposit	209.36	141.17	249.87	246.48	154.99
Total Cash and Bank Balance	250.57	256.50	337.46	340.33	266.12
Net Debt	-175.73	-175.54	-237.80	-195.35	188.97



Indian Construction Industry







Industrial Construction sector contribute to total construction industry as of FY23.



i0.4% CAGR Growth

In industrial Construction sector from FY18 to FY23



Expected In industrial construction sector from FY23 to FY28



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

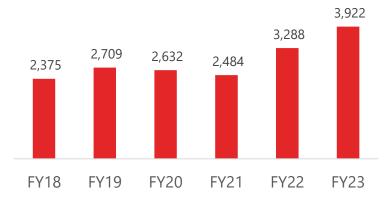
Growth Drivers

- Government Policies and Initiatives: Government policies and initiatives play a pivotal role in driving industrial construction growth. Programs like "Make in India" and infrastructure development projects create a conducive environment for industrial expansion, attracting investments and fostering the development of industrial infrastructure.
- Urbanization and Industrialization: India's rapid urbanization and industrialization are significant drivers of industrial construction. As more people move to urban areas and industries expand, there's an increasing demand for industrial facilities such as factories, warehouses, and manufacturing plants.
- Foreign Direct Investment (FDI): Foreign direct investment plays a crucial role in industrial construction by bringing in capital, technology, and expertise. India's favorable investment climate and growing economy attract foreign investors looking to establish or expand their industrial presence in the country.
- Technological Advancements: The adoption of advanced construction technologies and practices enhances productivity and quality in industrial construction. Technologies such as Building Information Modelling (BIM), prefabrication, and modular construction improve efficiency and reduce project timelines.
- Sustainability and Environmental Regulations: Growing awareness of environmental issues and regulations push industries to adopt sustainable practices. Green building initiatives and eco-friendly construction methods are increasingly being incorporated into industrial construction projects.
- Demographic Trends: Population growth, rising incomes, and changing lifestyles influence industrial demand. Industries catering to sectors like consumer goods, retail, and automotive drive the need for industrial infrastructure.

Government Initiatives

- The 2023-24 budget by the government highlights the impetus for growth by focusing on big public investment for modern infrastructure, which will be guided by PM Gati Shakti and benefit from the synergy of a multi-modal approach.
- The government has also announced plans for the National Monetization Pipeline (NMP) and Development Finance Institution (DFI) to improve the financing of infrastructure projects.
- The government has helped the growth of urbanization through a number of schemes and projects, including the Smart Cities Mission, the Atal Mission for Rejuvenation and Urban Transformation (AMRUT), and the Pradhan Mantri Awas Yojana (Urban).

Indian Construction Sector Market Size from FY18-FY23 (Rs. Bn)

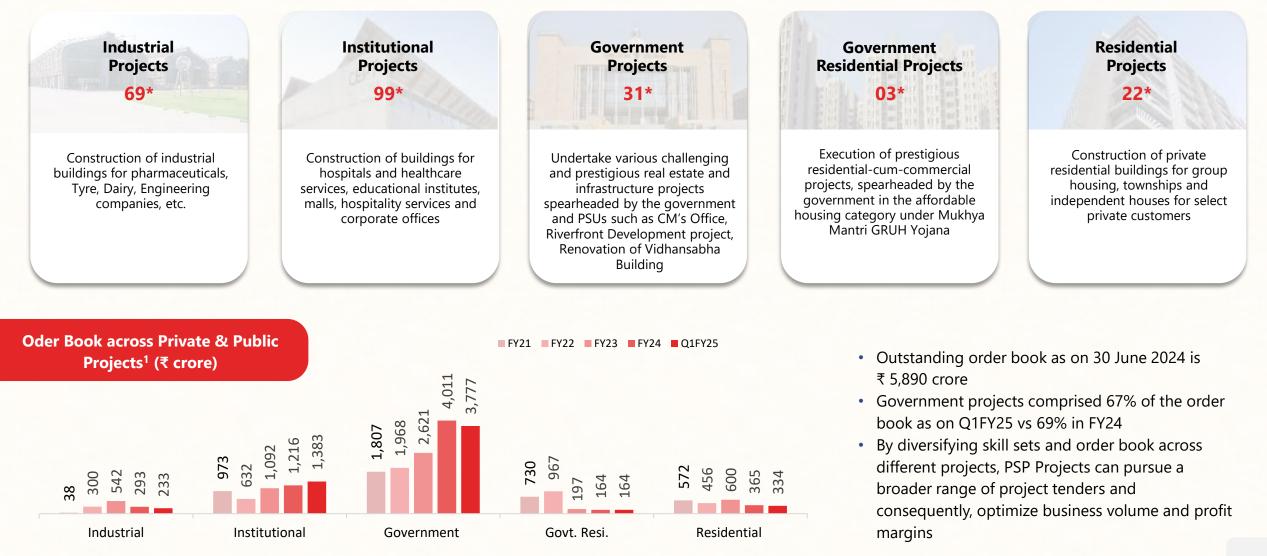


We believe that owing to healthy balance sheets, access to capital and many unlisted/weaker players being shunted out of the market, the market share of large organized players is set to grow further in the next 2-3 years



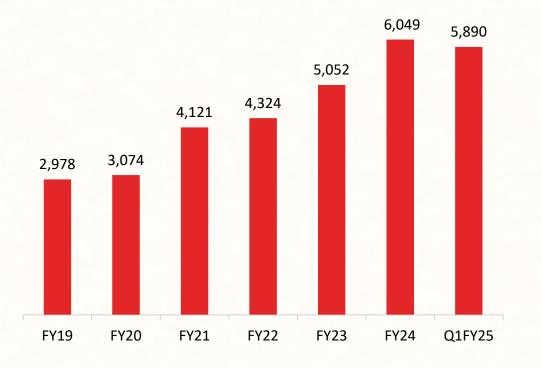
Drivers that transcended PSPs growth since inception

Hybrid Approach with presence in Private and Public projects

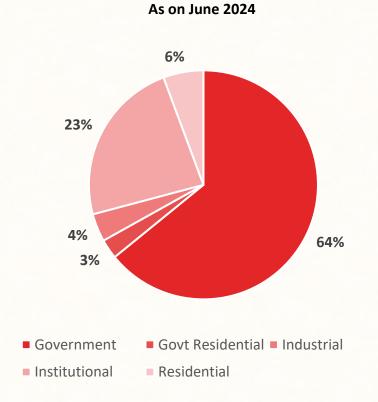


Robust Order Book and Growing Pre-Qualification Credentials

Growing Order Book¹ (₹ crore)



Work on hand across Private and Public Projects



PSP

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	30
Torrent Group	16
Adani Group	13
UP – Public Works Department	8
Sabarmati Riverfront	8
Claris Group	6
Road & Building, Gujarat	4
Reliance	2
Intas Group	2

Ethics & Trust

- Strong work Ethics makes PSP a favourable and preferred choice
- Worked with more than 100 private and public clients across India







Reliance







adani

Realty







Biggest Project

Surat Diamond Bourse



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

It's a ₹1,960 crore project, 68 lakh sq. ft. With completion of this project, **the company has entered the league of handling prestigious projects up to ₹2,500* crore.**

PSP Fulld to La

Work on Hand as on 30 June 2024 - (Major Projects) | [₹ Crore]

Description of Project	Location	Name of the Client	Contract value	Outstanding Contract Value
SMC Highrise building	Gujarat	Municipal Corporation	1,344	1,083
Dharoi Dam	Gujarat	State Government	674	586
Gati Shakti Vishwavidhyalaya	Gujarat	RVNL	631	589
Sports Complex	Gujarat	Municipal Corporation	504	160
Sabarmati River Front Development Phase II	Gujarat	Government	399	391
Corporate Office Building	Gujarat	Institutional	337	197
Fintech Building at GIFT City	Gujarat	Government	333	326
National High-Speed Project (Precast)	Gujarat	L&T	273	193
Human and Biological Science Gallery at Science City	Gujarat	Government	268	268
Residential Project	Gujarat	Private Company	252	101
Palladium Mall at Surat	Gujarat	Private Company	230	225
Street Beautification Project	Gujarat	Municipal Corporation	156	150
Gujarat Biotechnolgy Research Centre	Gujarat	Government	102	102
Total			5,502	4,372

The Team that made PSP fulfil its ambitions



Ably Supported by Experienced Professionals





Mahesh Patel Senior Vice President – Project Execution

- 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.
- Diploma in Construction Technology from School of Building Science & Technology (Currently CEPT University) and Management Education Program from IIM Ahmedabad.

Viplav Shah

Vice President -

Planning

 He brings 27 years of experience in the construction field. Bachelor in Law from Allahabad University and PGDM in HR & Marketing from IMT Ghaziabad in 2008.

Sushil Tripathi

Vice President –

Human Resource

- Certified in Organisation Development Analysis, Talent Management, Competency Mapping, Assessment & amp; Development Centre and also trained in Emotional Intelligence, DISC, OPQ32r & Balance Score Card like tools.
- Having 25 years of work experience in multiple industries like Construction, Manufacturing, Retail & Renewable (Energy)



Pratik Thakkar

General Manager -

BD

Pratik Thakkar is Senior

Business Development of

commerce and diploma in

marketing management

Having rich experience in

Business Development

company since 9+ years

Associated with the

General Manager -

Bachelor's degree in

the company

and Tender



Kenan Patel Company Secretary & Compliance Officer

- Fellow member of The Institute of Company Secretaries of India.
- Holds Bachelor's degree in Law and B.Com from Gujarat University.
- Having over 8 years of experience in the spheres of Secretarial and legal in Construction and Manufacturing sector.

Leadership and Management





Mahesh Patel Senior Vice President - Operations

- 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 38 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.
- Awarded as "Most **Respected Eneterpreniour** Award – Construction" by Hurun Reports.



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.
- Holding position as a whole-Time Director since more than 8 years.
- She has been actively involved in planning of 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.
- Heading the Precast Business with focus on Technology absorption.



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.
- 27+ 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

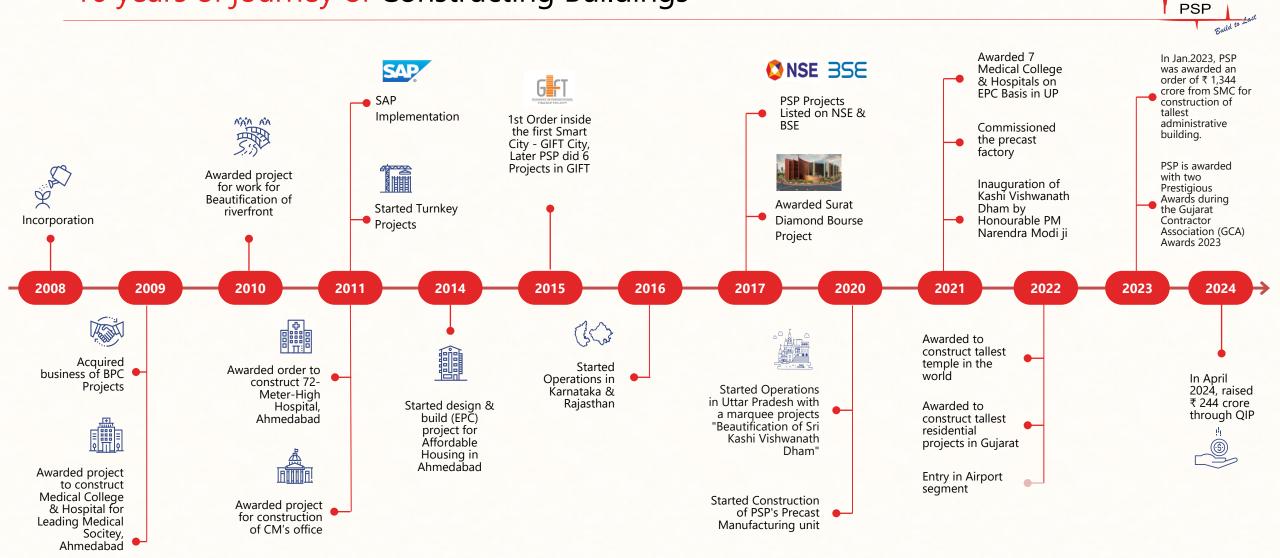
- Postgraduate and M.Phil from school of languages, Gujarat University. A Gold Medallist and 1st rank holder at University level.
- Founder and Designated Partner of MAP Power LLP and Chopper Worx Construction LLP.
- Actively involved in the business of high voltage power transmission representing few European companies in India and in few neighbouring countries since more than 18 years.



Swati Mehta Independent Director

- Ph.D in management, MBA in finance and BBA in finance management from S.P. University, Gujarat.
- Promoter Director of Chinmay Raj Biotech Private Limited handling operations, finance, marketing, export and overall business management.
- Designated Partner of Ceramig Minerals LLP
- Visiting faculty at various prominent PG Management Institutes such as Nirma, B K School, G H Patel Institute.

16 years of journey of Constructing Buildings



Precast Facility - 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

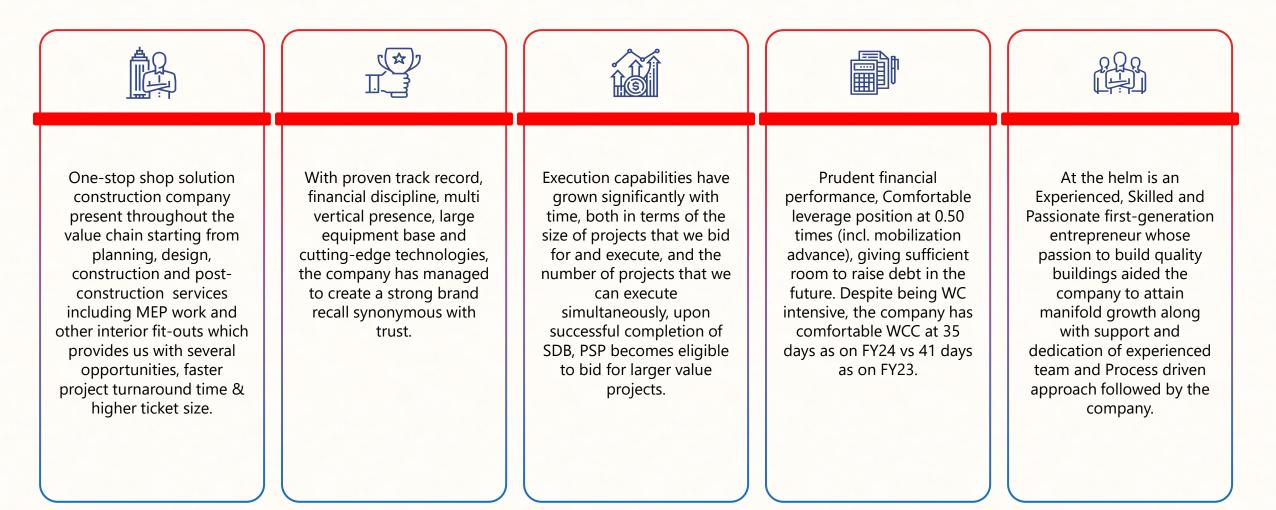
- Reduces labour-intensive traditional building methods by way of maximum prefabrication and use of cutting-edge technology,
- Thereby reducing turnaround time for projects,
- Unlocks the best land potential,

- Helps in delivering consistent quality,
- Helps to increase operating efficiency and margins.

Precast Facility



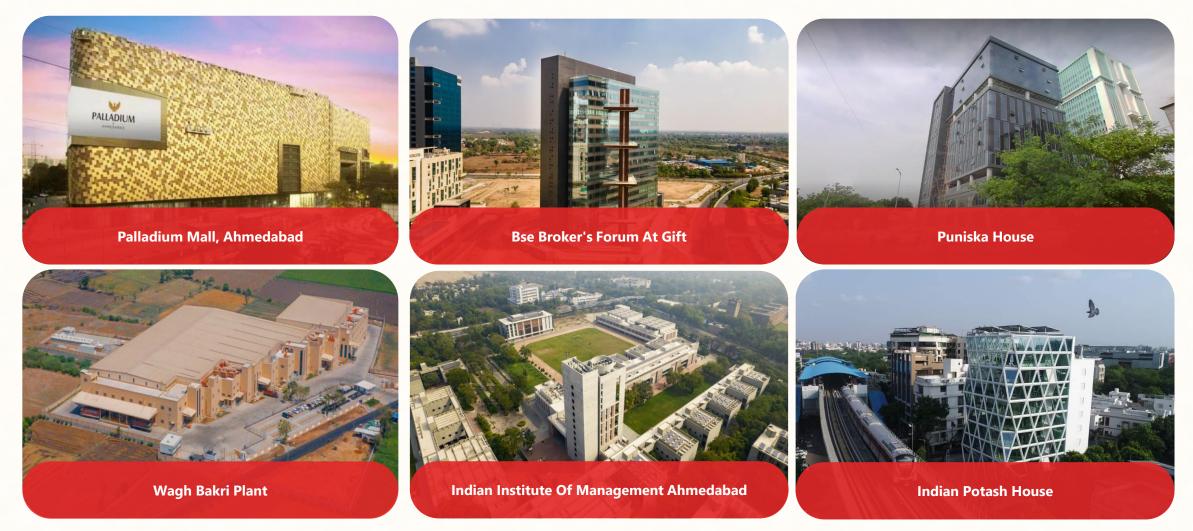




Project Profile



Prominent Projects Completed in FY23



Landmark Projects – Kashi Vishwanath Dham



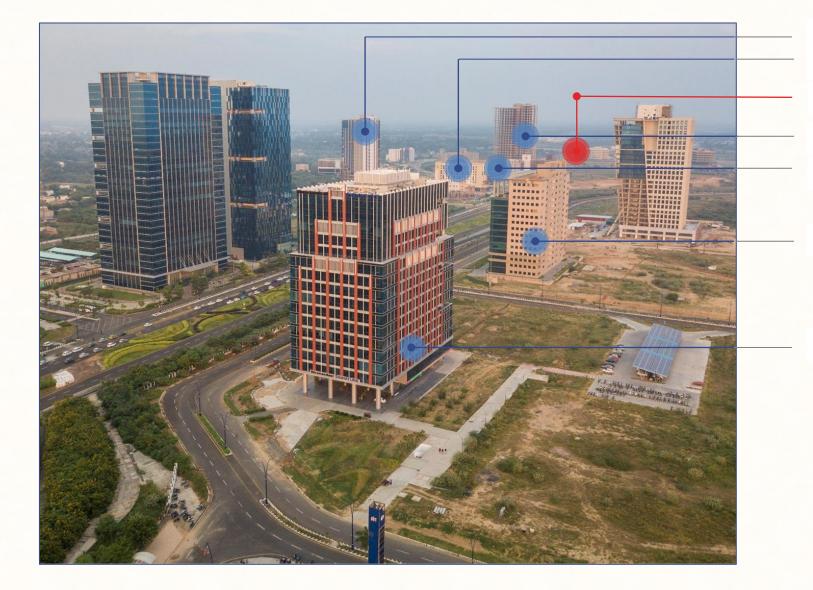


Landmark Projects – Surat Diamond Bourse





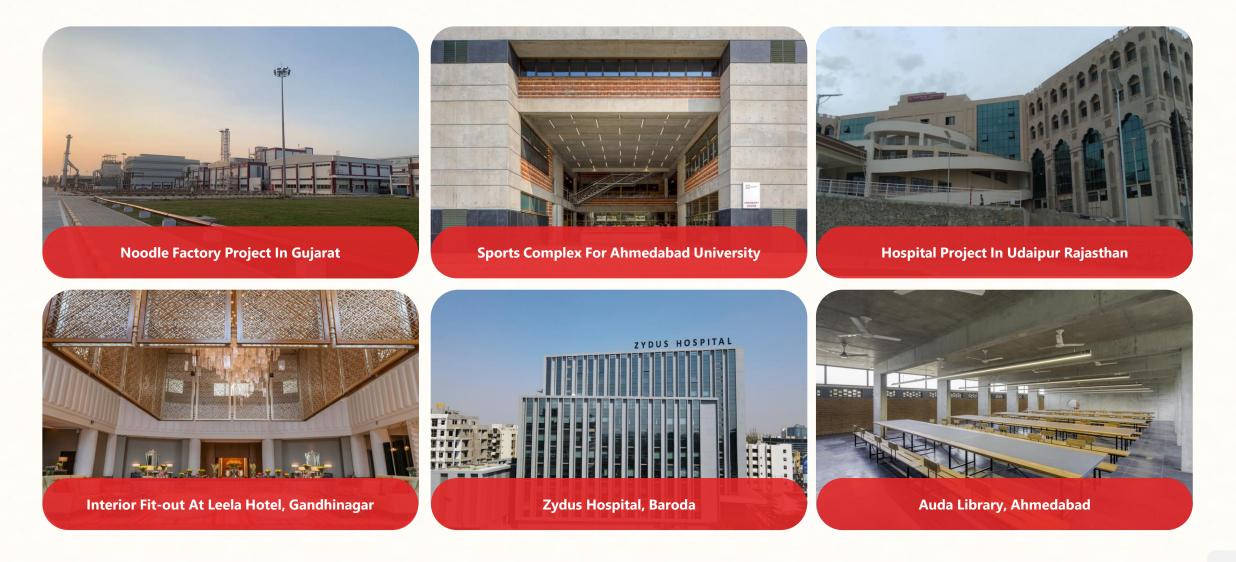
Prominent Projects – Smart City



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







Medical College & Hospital At Dahod (Epc Project)



Zydus Hospital Sitapur (Epc Project)



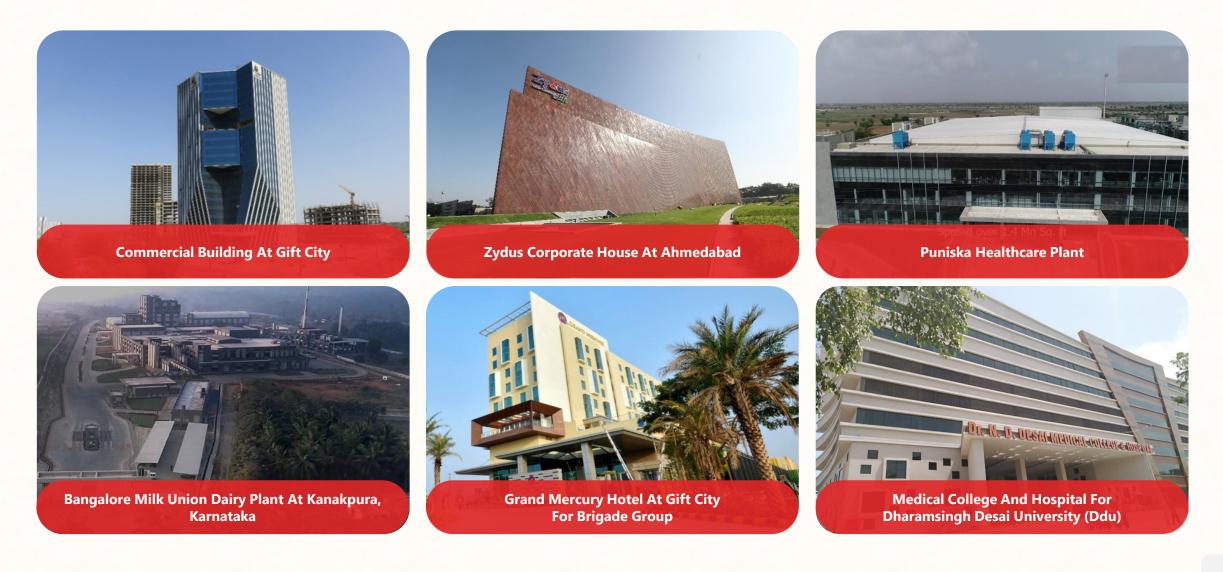
Beautification Of Ahmedabad C.G.Road





R&d And Research Centers In Gujarat











Key Strategies



Key Strategies

PSP Build to Las



Focus on Building construction (commercial, residential, industrial & institutional) Strengthen our human capital Leverage our position as a fast-growing construction company in India

(\$) !!!

닕



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



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

Augment customer relationships and optimize our project mix

Building is my passion

Mr. Prahaladbhai Patel Chairman, MD and CEO



Awards and Recognition

Awards and Recognition

PSP Build to b



PSP Projects Ltd has been awarded as Fastest Growing Construction Company (below 2000 Cr Category) during the 21st Construction World Annual Awards 2023





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



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 India's Top Challengers during the Construction World Annual Awards 2022

Awards and Recognition





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"



Shareholding and Governance

Shareholding and Governance

60.14%
10.50%
7.02%
22.34%

NSE Ticker	PSPPROJECT
BSE Ticker	540544
Share Price (₹)^	685.70
Market Cap (₹ Mn)^	27,182.38
% Free Float^	39.86%
Free float market cap (₹ Mn)^	10,834.90
Shares outstanding [^]	3,96,41,791
3M ADTV (Shares)	1,53,073
3M ADTV (₹ Mn)	103.44

Corporate Sustainability

Key Functions

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

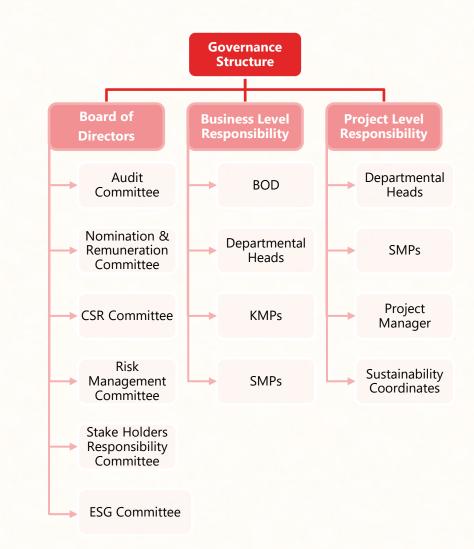
Task Forces

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

Key Policies

June 2024

- ✓ CSR Policy
- ✓ Policy on materiality of related party transactions and dealing with related party transactions
- ✓ Policy on Material Subsidiary
- ✓ Nomination and Remuneration Policy
- ✓ Whistle Blower Policy
- ✓ Policy on Orderly Succession for Appointment to the Board & Senior Management
- ✓ Dividend Distribution Policy
- ✓ Policy On Sexual Harassment at Workplace
- ✓ Policy for Procedure of Inquiry in case of Leak of UPSI
- ✓ EHS Policy
- ✓ Employee Wellbeing Policy
- ✓ Human Rights Policy
- ✓ Anti-bribery and Anti-Corruption Policy



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Thank You





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