

An aerial photograph of a large, modern office building complex with multiple wings and glass facades. The building is surrounded by greenery and roads. A red graphic overlay, resembling a stylized 'P' or a starburst, is positioned above the building. The letters 'PSP' are centered within this red graphic.

PSP

Build to Last

PSP PROJECTS LIMITED

Corporate Presentation

January 2021

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Recent Awards

**Felicitation by TV9 Network
for significant contribution
towards AATMANIRBHAR
BHARAT**



PSP Projects Limited | A Snapshot

- ❖ Incorporated in August 2008, PSP Projects Limited is a construction company offering a diversified range of construction and allied services
- ❖ One-Stop-Shop solution providing planning and design to construction and post-construction solutions
- ❖ Proven track record in delivering on-time and quality projects across diverse industry segments and projects
- ❖ Leveraging technology and best industry practices
- ❖ Focus on industrial, institutional and high profile government projects
- ❖ Long-standing relationships with customers who have provided repeat business
- ❖ Promoter has over 22 years of experience in the industry
- ❖ **Consolidated Financials : Q3 FY21 (Rs. Lakhs) | Revenue : INR 39,016 ; EBITDA : INR 4,485 ; PAT : INR 2,868.**



12

Years of existence

153

Projects completed*

44

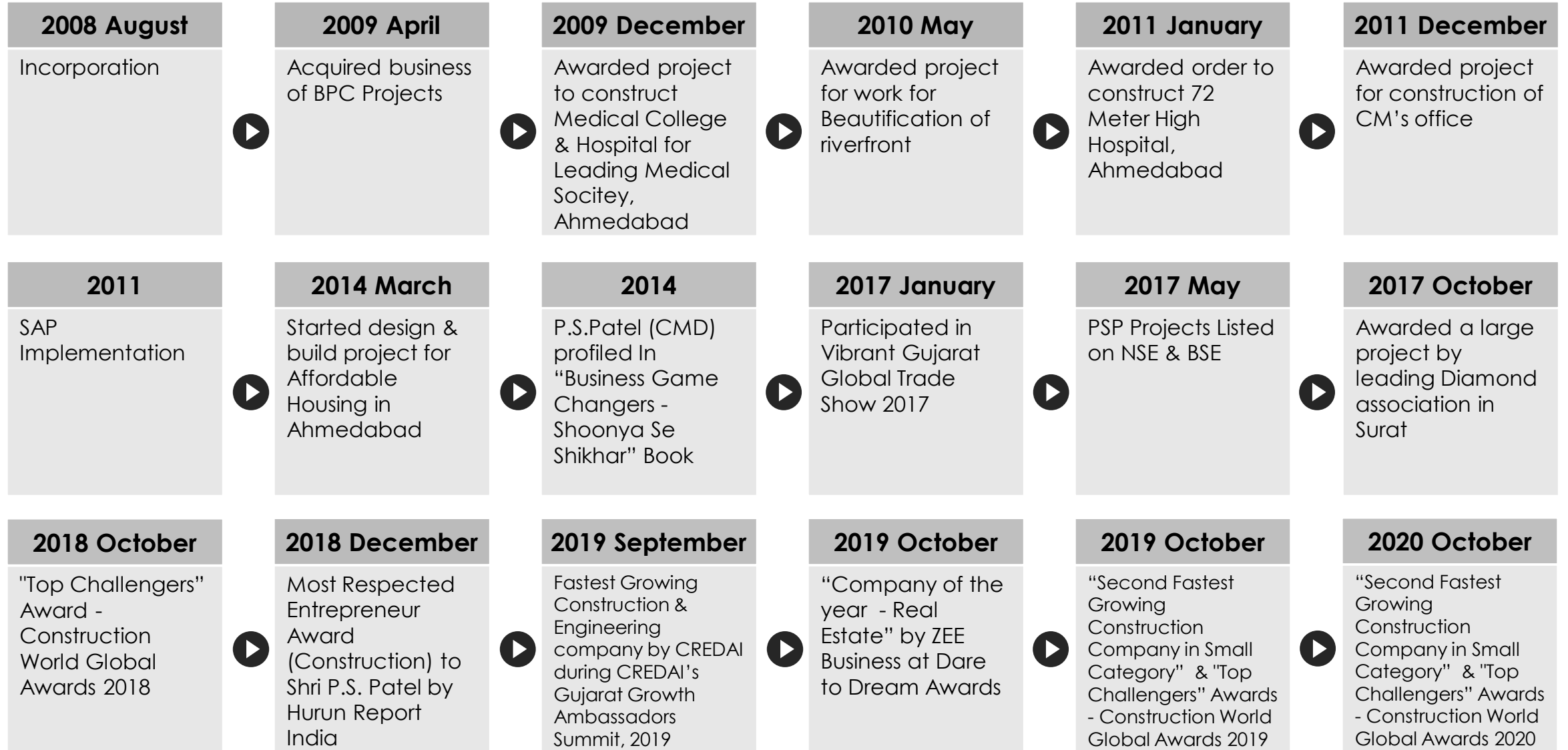
Projects under execution*

2,52,113

(Rs. Lakhs) Order book*

* As on Dec 31, 2020

Our Journey at a Glance





COMMERCIAL BUILDING AT GIFT CITY



ZYDUS CORPORATE HOUSE AT AHMEDABAD



PUNISKA HEALTHCARE PLANT



**BANGALORE MILK UNION DAIRY PLANT AT KANAKPURA,
KARNATAKA**



**GRAND MERCURY HOTEL AT GIFT CITY
FOR BRIGADE GROUP**



**MEDICAL COLLEGE AND HOSPITAL FOR
DHARAMSINGH DESAI UNIVERSITY (DDU)**

PROMINENT PROJECTS



GOVERNMENT OFFICE BUILDING



RIVER FRONT DEVELOPMENT



HOSPITAL PROJECT



**BRIGADE INTERNATIONAL
FINANCIAL CENTRE AT GIFT CITY**



ZYDUS HOSPITALS



DAIRY PROJECT



AFFORDABLE HOUSING PROJECT



GOVERNMENT PROJECT



OUR KEY STRENGTHS

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Our Key Strengths



Track Record of Successful Project Execution



Robust Order Book and Growing Pre-qualification Credentials



Long-standing Relationships with Customers, providing Repeat Business



One-stop-shop Solution from Planning to Design to Construction to Fit Out



Backed by Investments in Hard and Soft Infrastructure

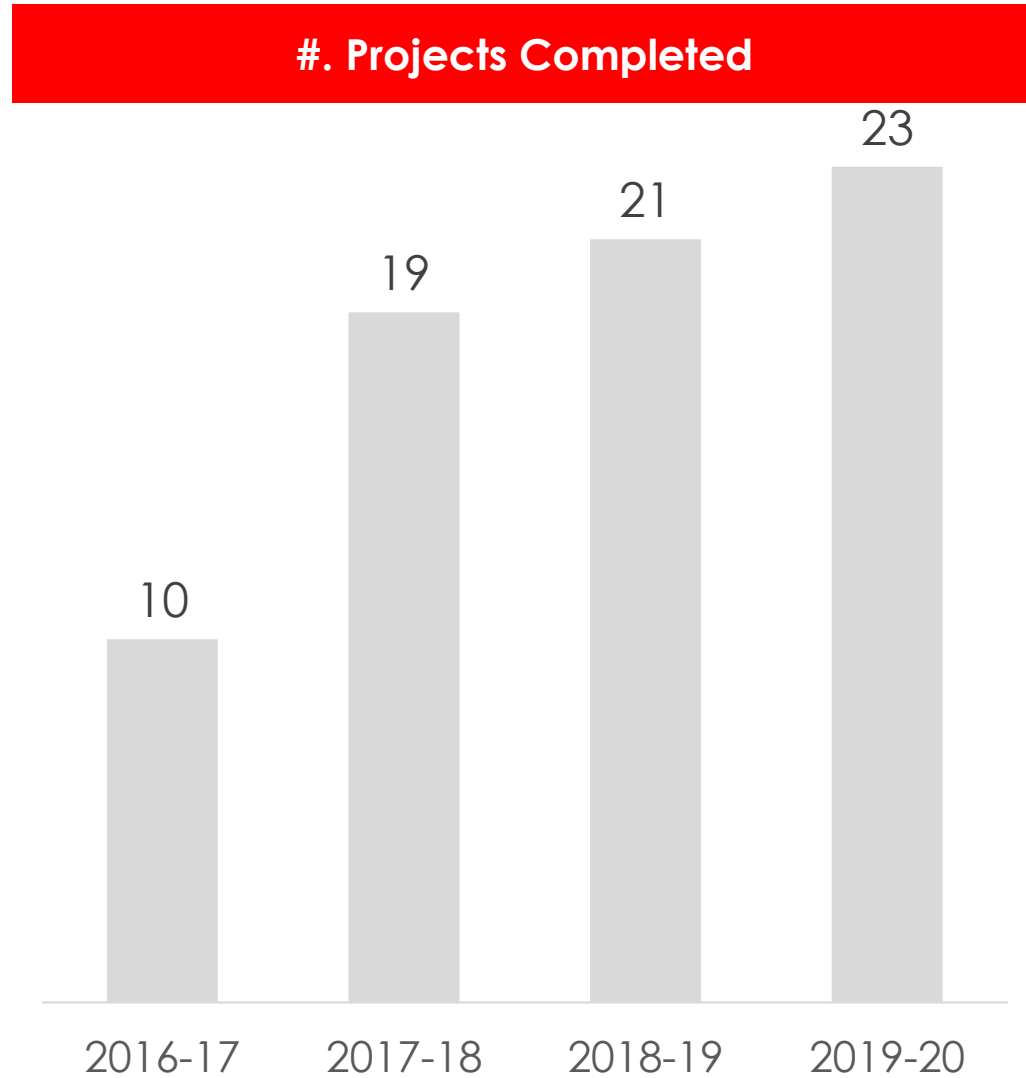


Promoter with Several Decades of Experience, Supported by Experienced Professionals



Robust Financial Performance and Financial Strength

Strong Track Record of Successful Project Execution (1/2)



- Frugal cost structure; enhanced competitiveness

- Active promoter involvement; enhanced client assurance

- Track record of timely project completion

- Large and multiple project management capability

Strong Track Record of Successful Project Execution (2/2)



Industrial Projects

Construction of industrial buildings for Pharmaceutical, Food Processing, Engineering as well as other manufacturing facilities

Constructed industrial facilities for Pharmaceuticals Cos., Tyre Co. Dairy Cos., Engineering Co., etc.

Number of Projects Completed - 56



Institutional Projects

Construction of buildings for Hospitals and Healthcare services, Educational Institutes, Malls, Hospitality services and Corporate Offices

Constructed several Hospitals across Gujarat, Commercial Projects at GIFT City, Educational & Hostel building for Leading Education Institutes; etc.

Number of Projects Completed - 59



Government Projects

Focus only on prestigious government projects

Executed projects including CM's Office, Riverfront Development project, Renovation of Vidhansabha Building

Number of Projects Completed - 22



Government Residential Projects

Execution of prestigious government affordable residential projects

Design-build of affordable high-rise residential buildings cum commercial under the Mukhya Mantri GRUH Yojana

Number of Projects Completed - 3



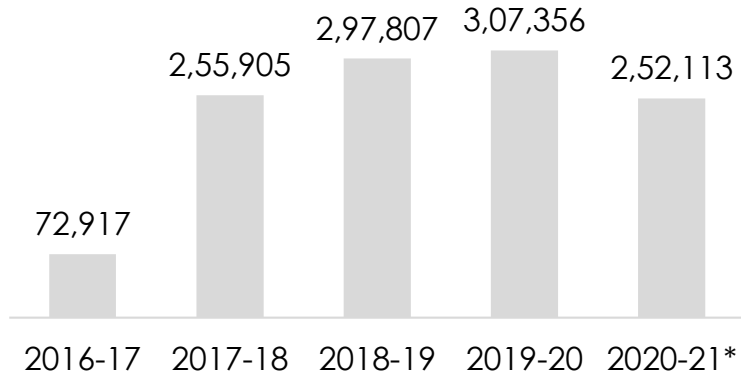
Residential Projects

Construction of buildings for Group Housing and Townships
Construction of Independent Residences for select private customers

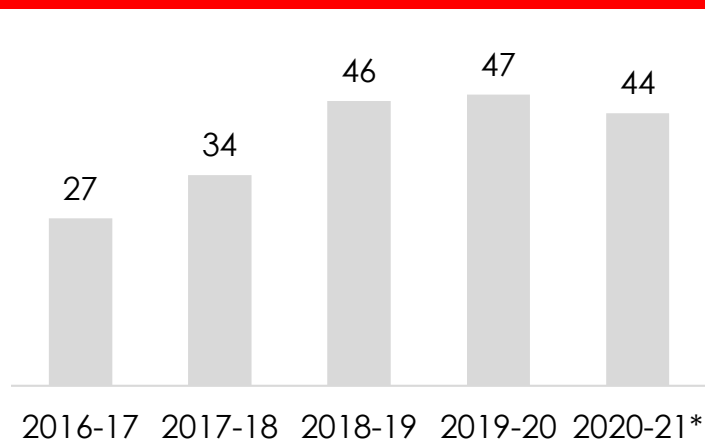
Number of Projects Completed - 13

Robust Order Book and Growing Pre-Qualification Credentials

Growing Order Book (INR Lakh)

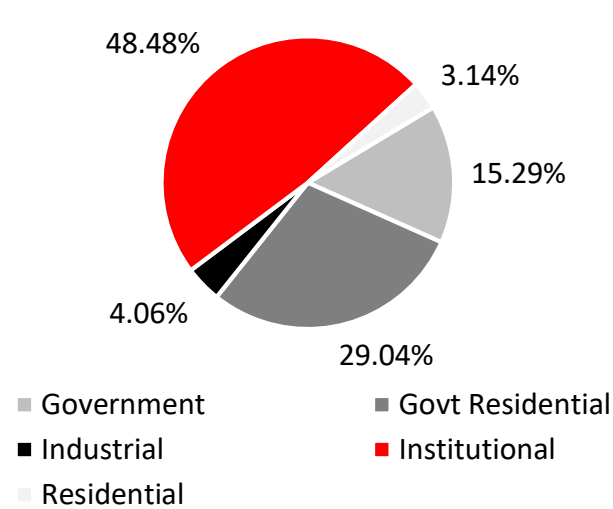


Growing Order Book (#. of Projects)

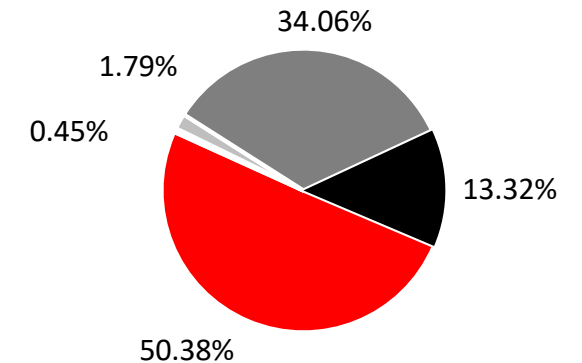
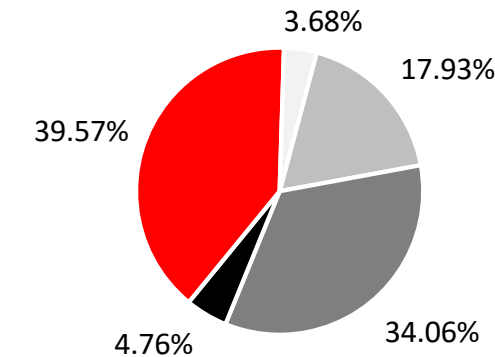
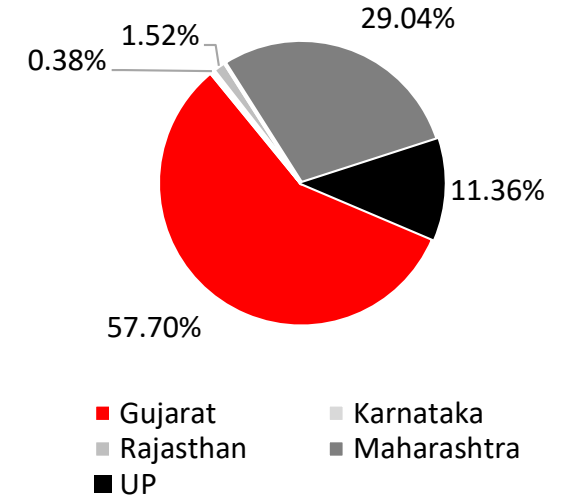


Category Wise

Work on Hand - Rs. 2,52,113 Lakhs | Dec 31, 2020



Geographical



Work on Hand Rs. 2,14,941 Lakhs | Dec 31, 2020 (Excl. Surat Diamond Bourse)

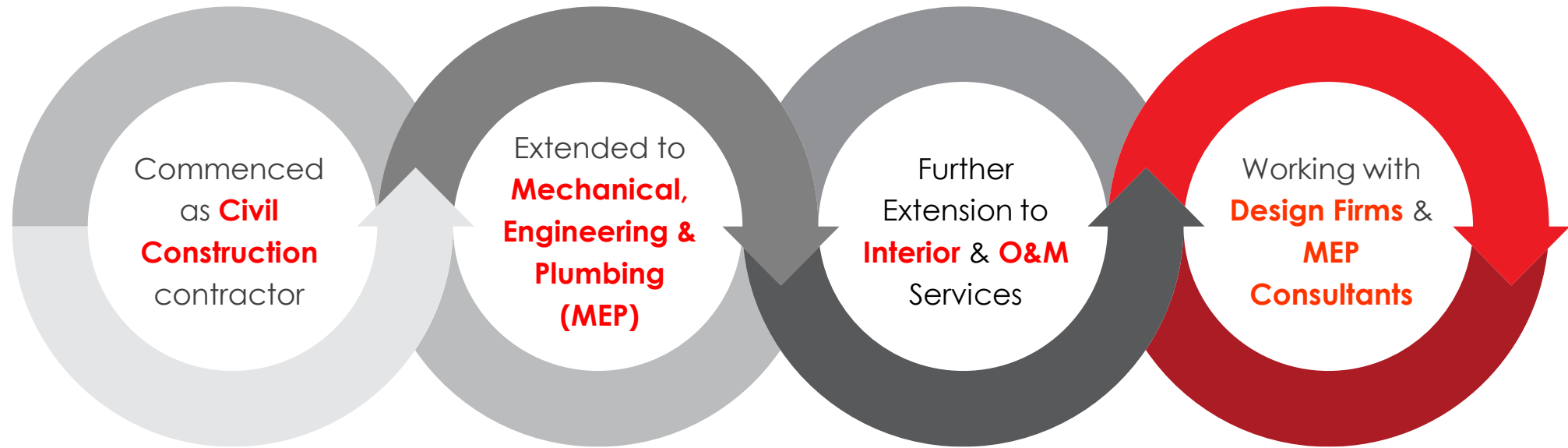
* As on Dec 31, 2020

Clientele with High Quality Business

Work on Hand as on December 31, 2020 - (Major Projects) | [Rs. in Lakhs]

DESCRIPTION OF PROJECT	LOCATION	NAME OF THE CLIENT	CONTRACT VALUE	OUTSTANDING CONTRACT VALUE
EWS HOUSING PROJECT	MAHARASTRA	MUNICIPAL CORPORATION	60,140	60,140
SURAT DIAMOND BOURSE MAIN CONTRACT WORKS	GUJARAT	SDB DIAMOND BOURSE	1,57,500	37,172
DEVELOPMENT OF SHRI KASHI VISHWANATH DHAM	UTTAR PRADESH	PUBLIC WORKS DEPARTMENT	33,900	28,637
IIM AHMEDABAD	GUJARAT	INDIAN INSTITUTE OF MANAGEMENT	32,801	24,109
AFFORDABLE HOUSING PROJECT	MAHARASTRA	MUNICIPAL CORPORATION	15,755	13,067
SABHA HALL & RESIDENTIAL COMPLEX	GUJARAT	A PRIVATE TRUST	10,460	10,448
A HIGH-RISE AND A LOW-RISE BUILDING AT S.G. HIGHWAY	GUJARAT	A PRIVATE DEVELOPER	10,109	10,109
PHOENIX MALL	GUJARAT	SGH REALTY LLP	13,909	7,615
RESIDENTIAL COMPLEX AT DAHEJ	GUJARAT	PHARMA COMPANY	7,893	7,287
REHAB & RESCUE (R&R) PROJECT	GUJARAT	PRIVATE COMPANY	8,010	7,267
CIVIL/STRUCTURAL WORKS FOR FMCG COMPANY	GUJARAT	FMCG COMPANY	10,308	6,916
MULTI-TENANTED OFFICE	GUJARAT	DALAL STREET COMMERCIAL COOPERATIVE SOCIETY LTD.	13,050	6,747
ZYDUS HOSPITAL AT BARODA	GUJARAT	ZYDUS HOSPITALS & HEALTHCARE RESEARCH PVT LTD.	7,113	4,264

One-Stop-Shop Solution



Providing Complete Solution – Design to Construction to Fit Out

Promoter & Key Managerial Personnel with Several Decades of Experience



Prahaladbhai Shivrambhai Patel

Chairman, Managing Director & CEO

First Generation Entrepreneur and has experience of over 22 years in the Construction Industry

Holds bachelor's degree in civil engineering

Featured in book “*Business Game Changer: Shoonya Se Shikhar*” by Prakash Biyani and Kamlesh Maheshwari

Received “The Dena Bank Hercules Award” by Gujarat Innovation Society for Innovation and Quality in India's Construction and Infrastructure Sector

Awarded “Most Respected Entrepreneur Award - (Construction)” by Hurun Report India



Mahesh Patel

Senior Vice President - Operations

He has been with the company since inception
Holds a diploma in civil engineering



Maulik Patel

Vice President - Procurement

Associated with company since company's establishment
Attended the course for bachelor's degree in commerce

Ably Supported by Experienced Professionals (2/2)



Pooja Patel is the Executive Director of our company
Bachelor's degree in civil engineering from Gujarat Technological University and post-graduate diploma in financial management from Ahmedabad Management Association
Actively involved in the execution of the projects for past 5 years and is presently looking after the Surat Diamond Bourse Project
Represented our company at the Indian Concrete Institute Chapter-1, Ahmedabad



Sagar Patel is the Executive Director of our company.
Bachelor's degree in civil engineering from Gujarat Technological University.
He is actively involved in functional areas including project planning, tendering, contracts, and execution.



Hetal Patel is the Chief Financial Officer of our company
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
Experience in accounts and finance
With our company for past 7 years



Viprav Shah has recently joined the company and hold the position as 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 23 years of experience in the construction field.



Mittali Christachary is the Company Secretary and Compliance Officer of our company
Associate member of the Institute of company Secretaries of India (ICSI)
Holds a bachelor's degree in commerce and a bachelor's degree in law from Gujarat University
5 years of experience in all Company Secretarial functions and Compliances

Ably Supported by Experienced Professionals (2/2)



Ramjibhai Parmar is the General Manger - Tender of our company
Diploma in civil engineering
Associated with our company for over 8 Years



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 past 6 years



Dhananjay Mori is Manager – Human Resources at our company
Hold a bachelor's degree in commerce from Saurashtra University and a master's degree in human resource management from Gujarat Vidyapith
11 years of experience in human resource function



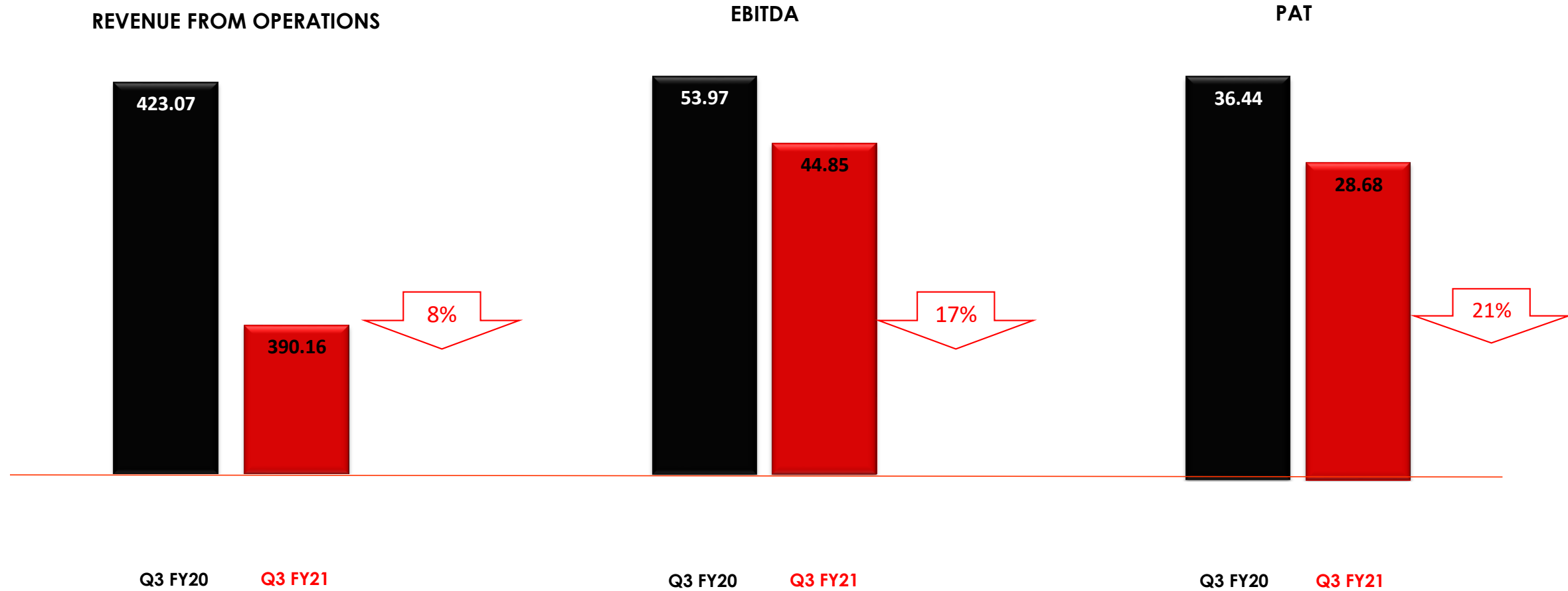
Sanjay Kumar Rai is the Senior SAP/IT Manager at our company
Attended the course for bachelor's degree in science from Ch. Charan Singh University (Meerut) and completed honours diploma in computer from NIIT
Experience in IT and SAP support across Packing, Chemical, Textile, Steel and Automobile industry
Working with our company October 2018



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

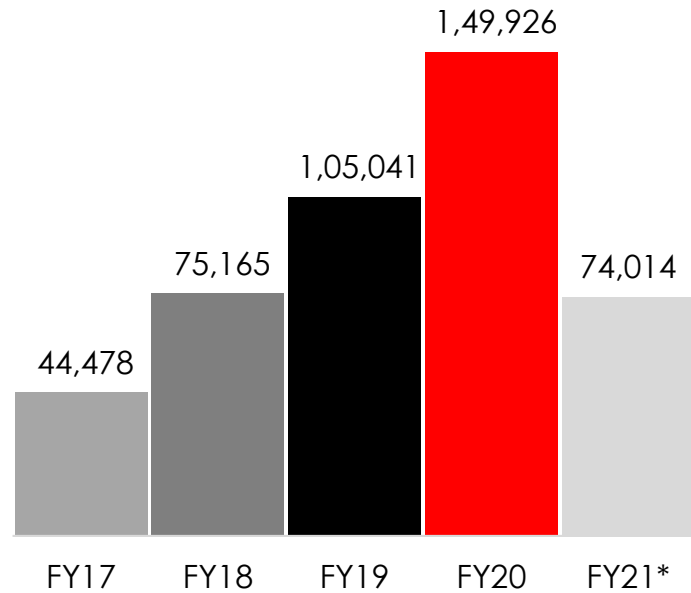
Financial Snapshot (Consolidated)

RESULT SUMMARY Q3 FY21 (RS. CR.)

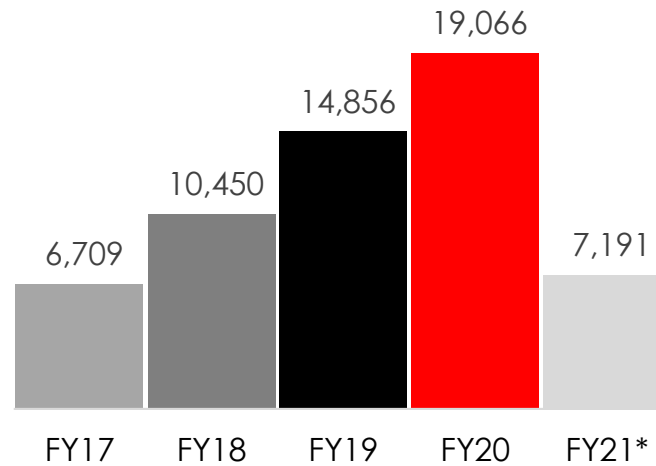


Business Robustness in Numbers (Consolidated)

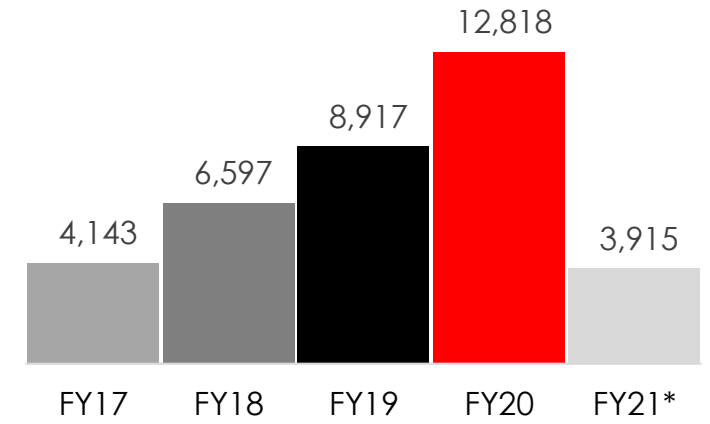
Revenue from Operations (Rs. Lakhs)
#CAGR – 41.23%



EBITDA (Rs. Lakhs)
#CAGR – 35.07%



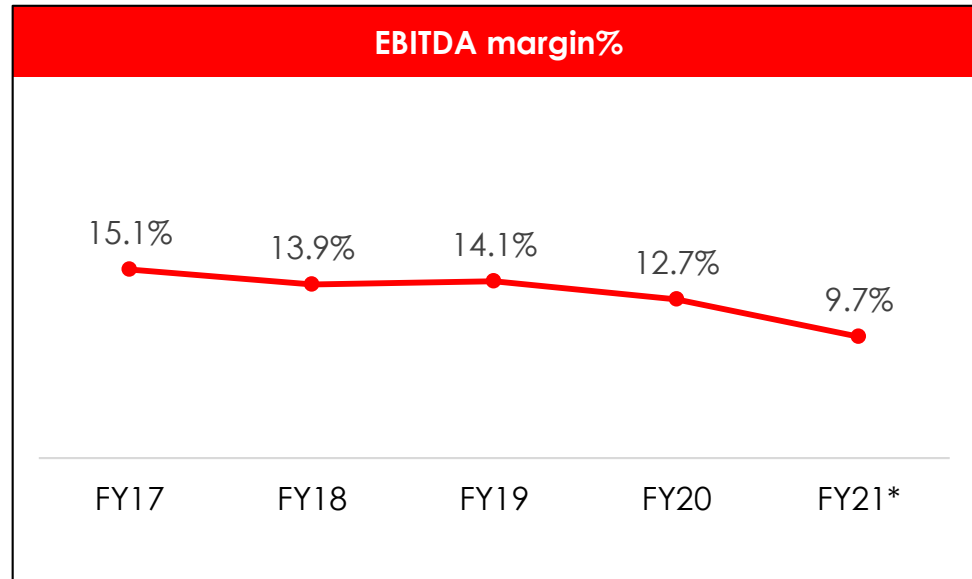
PAT (Rs. Lakhs)
#CAGR – 39.39%



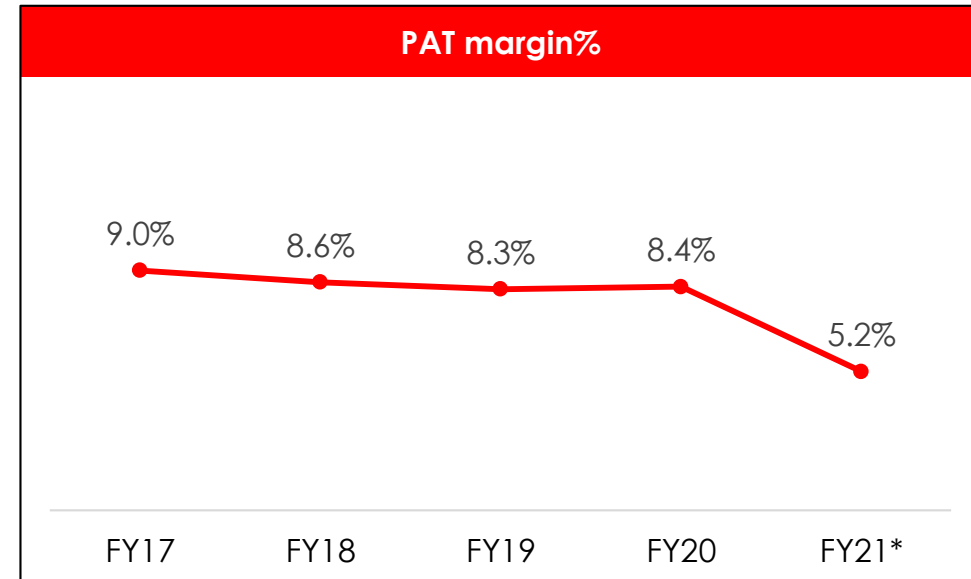
Revenue from Operations - Operating Cost

CAGR based on three years completing on 31.03.2020 (FY 20)
* For the nine months Ended December 31, 2020
FY2017 financials are IGAAP, rest of the financials are as per Ind AS

Business Robustness in Numbers (Consolidated)



EBITDA / Revenue from Operations



Profit After Tax / Total Revenue

CAGR based on three years completing on 31.03.2020 (FY 20)
* For the nine months Ended December 31 2020
FY2017 financials are IGAAP, rest of the financials are as per Ind AS



KEY STRATEGIES

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Key Strategies

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

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

Enhance our project execution capabilities

Augment customer relationships and optimize our project mix

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

Strengthen our human capital

“ Building is my passion ”

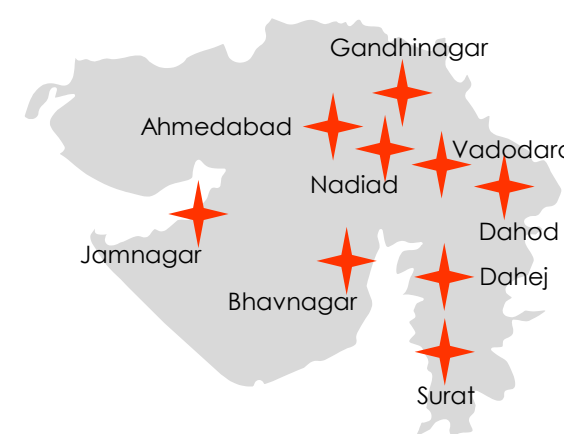
P.S. Patel,
Chairman, Managing Director and CEO

*Actual image of CEPT University

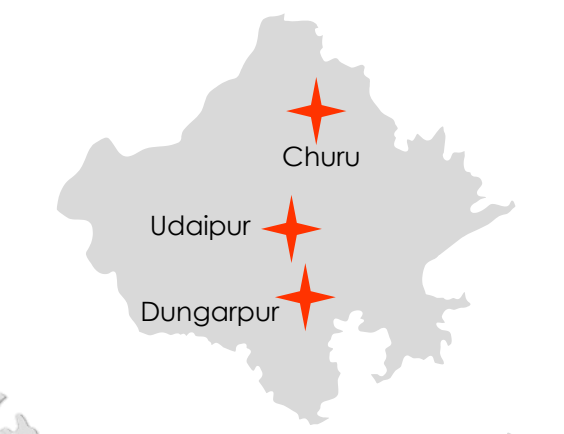
Growing Geographical Foot Print – Locations for Current & Past Projects



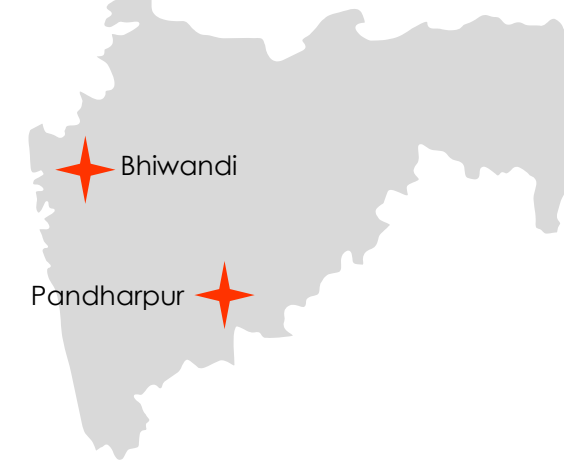
Gujarat



Rajasthan



UP



UP



Maharashtra

Karnataka

Delhi

Awards and Recognition (1/3)



EXCELLENT CONTRACTOR OF THE YEAR 2015-16



AFFORDABLE HOUSING PROJECT OF THE YEAR” TO OUR PROJECT - GHB NARANPURA - 2016



QUALITY MARK AWARD 2017



EXCELLANCE IN DELIVERY TO OUR PROJECT - “THE SIGNATURE BY HIRANANDANI”



THE MOST ADMIRIED MULTIDISCIPLINARY CONSTRUCTION COMPANY OF THE YEAR (GUJARAT) 2015-16



CONSTRUCTION WORLD’S TOP CHALLENGERS OF 2017-18



CSR EXCELLENCE FOR “OUTSTANDING CONTRIBUTION”



JURY AWARD BY “GUJARAT CONTRACTOR ASSOCIATION”

Awards and Recognition (2/3)



SPECIAL COMMENDATION FOR BUILDING HIGH QUALITY AND INNOVATIVE INFRASTRUCTURE" BY "CNBC BAJAR"



FASTEST GROWING CONSTRUCTION & ENGINEERING COMPANY BY CREDAI GUJARAT



FLICITATION TO OUR PROJECT GUJARAT VIDHANSABHA AS "IGBC NEW BUILDING - GOLD" 2019



"COMPANY OF THE YEAR - CONSTRUCTION" BY ZEE BUSINESS "DARE TO DREAM AWARDS"



SECOND FASTEST GROWING CONSTRUCTION COMPANY AND "TOP CHALLENGERS AWARDS" 2019



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"

Awards and Recognition – Mr. P.S.Patel (3/3)



HERCULES AWARD 2017 BY GUJARAT INNOVATION SOCIETY (GIS)



MOST RESPECTED ENTREPRENEUR AWARD (CONSTRUCTION) TO BY HURUN REPORT INDIA 2018, Dec 13th



CXO OF THE YEAR BY REALTY PLUS EXCELLENCE AWARDS 2019



THE ACE ACHIEVERS AWARD BY TV9 GUJARATI 2019



PATIDAR UDHYOG RATNA AWARD BY SARDARDHAM 2020



TIMES INSPIRING ENTREPRENEUR AWARD FOR THE FASTEST GROWING CONSTRUCTION COMPANY OF THE YEAR 2020



DETAILED FINANCIALS

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Sequential Quarterly Performance (Consolidated Financial) – Profit & Loss Statement

Q3FY21 Unaudited Consolidated Financial Results for period ended December 31, 2020

Particulars	Q3 FY21	Q2 FY21	Q3 FY20	Q-o-Q	Y-o-Y	9M FY 21	9M FY 20	Y-o-Y
Revenue from Operations	39,015.86	24,308.56	42,306.64	61%	-8%	74,013.60	1,04,286.23	-29%
Cost of materials consumed including WIP	14,009.99	7,075.01	16,820.50			24,324.59	37,929.42	
Construction Expenses	18,476.36	13,076.80	18,243.56			37,691.54	47,027.27	
Employee benefits expense	1,369.25	1,328.57	1,523.65			3,667.92	4,365.23	
Other expenses	675.53	267.78	321.54			1,138.37	982.83	
Total Operating Expenses	34,531.13	21,748.16	36,909.25	59%	-6%	66,822.42	90,304.75	-26%
EBITDA	4,484.73	2,560.40	5,397.39	75%	-17%	7,191.18	13,981.48	-49%
EBITDA Margin (%)	11.49%	10.53%	12.76%			9.72%	13.41%	
Other Income	390.41	331.50	564.30			1,094.08	1,741.64	
Finance costs	292.21	449.99	414.65			1,040.91	1,078.21	
Depreciation	643.92	627.05	698.45			1,887.55	1,907.84	
Profit / (Loss) Before Tax	3,939.01	1,814.86	4,848.59	117%	-19%	5,356.80	12,737.07	-58%
Tax Expense	1,068.35	413.52	1,201.07			1,435.75	3,315.31	
Other comprehensive income	(2.55)	(0.61)	(3.50)			(6.52)	(2.85)	
Profit / (Loss) After Tax	2,868.11	1,400.73	3,644.02	105%	-21%	3,914.53	9,418.91	-58%
PAT / (PAL) Margin (%)	7.28%	5.68%	8.50%			5.21%	8.88%	
EPS (INR)	8.11	3.91	10.15			11.05	26.21	



Thank You

PSP Projects Limited

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