

**Ref No: PSPPROJECT/SE/88/22-23**

**January 18, 2023**

Corporate Relations Department  
BSE Limited  
Floor 25, P.J. Towers,  
Dalal Street, Mumbai- 400 001  
Scrip code: 540544

Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai – 400 051  
Scrip Symbol: PSPPROJECT

**Dear Sir/Madam,**

**Subject: Investor Presentation for the quarter and nine months ended December 31, 2022**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation for the quarter and nine months ended December 31, 2022.

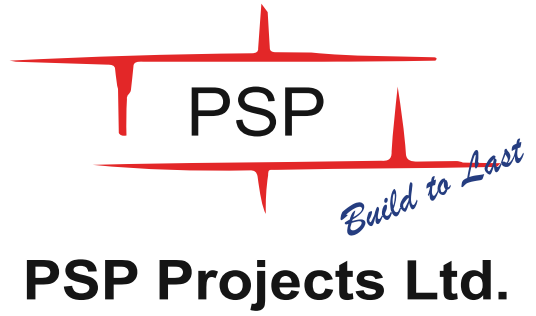
Kindly take the same on your record.

Thanking You,

Yours faithfully,

**For PSP Projects Limited**

**Kenan Patel**  
**Company Secretary and Compliance officer**  
Encl: As Above



# Investor Presentation

Q3/9MFY23

January 2023

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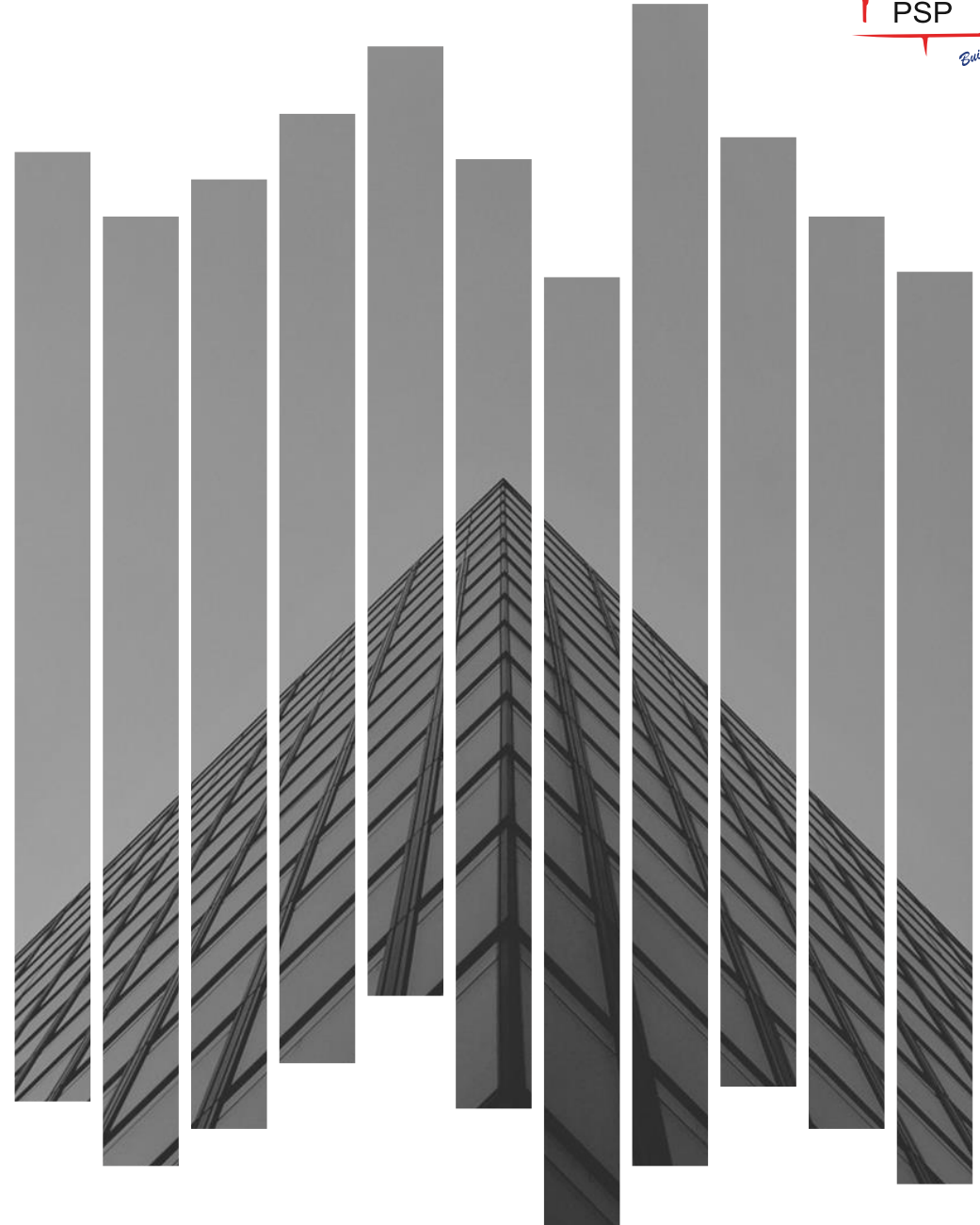
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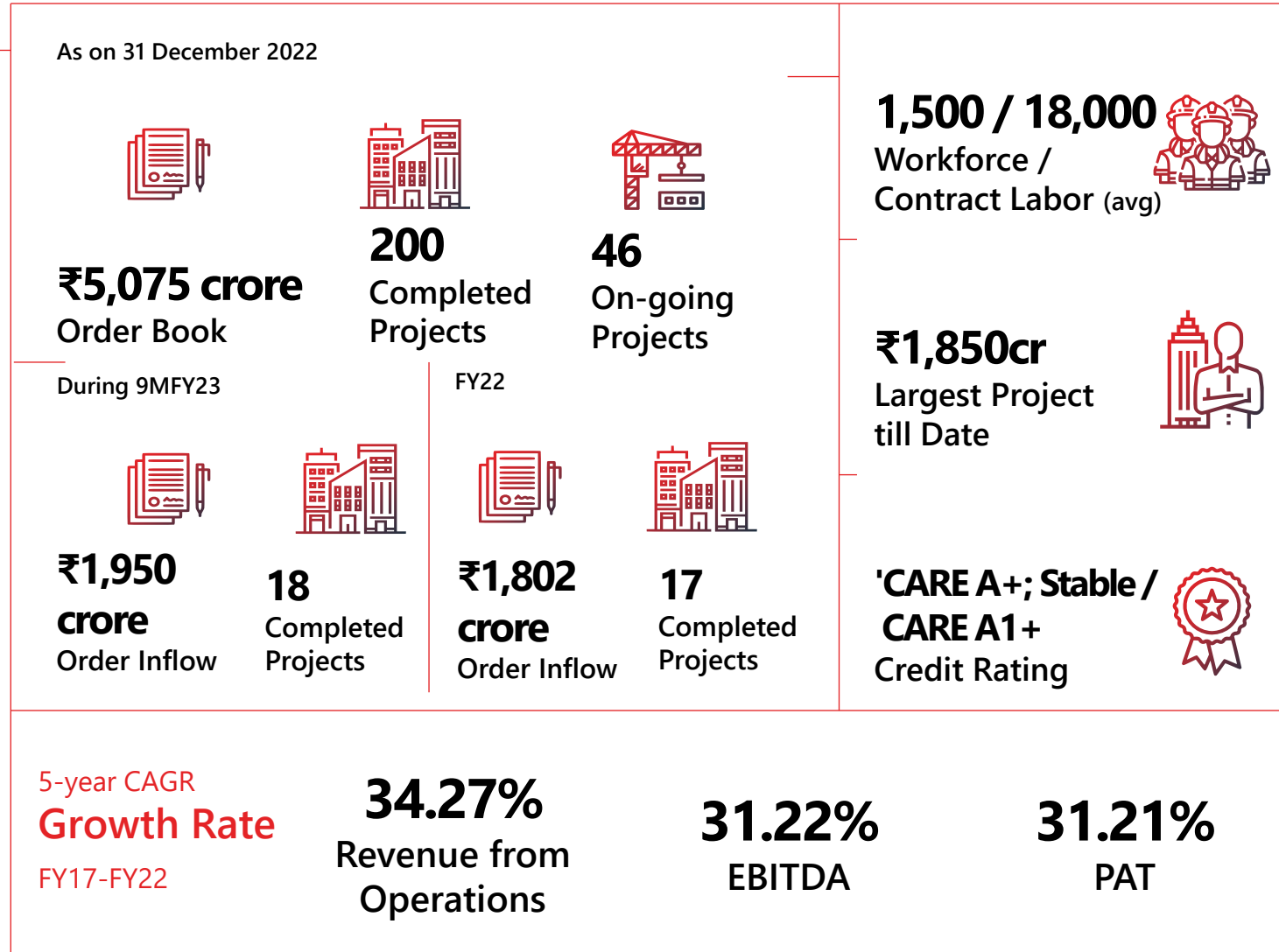



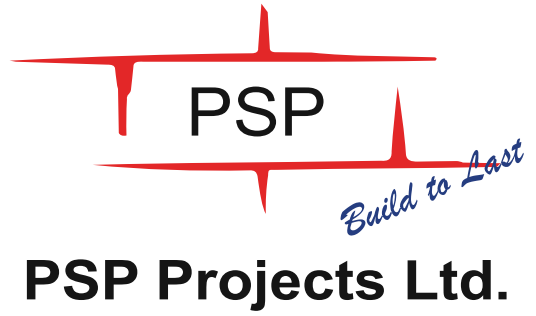
# PSP Projects limited – Build to Last



## The growth story in a Nutshell

- Incorporated in 2008, successfully led by First Generation Civil engineer having 36 years of experience.
- India based construction company offering a diversified range of construction and allied services across industrial, institutional, government, government residential 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.





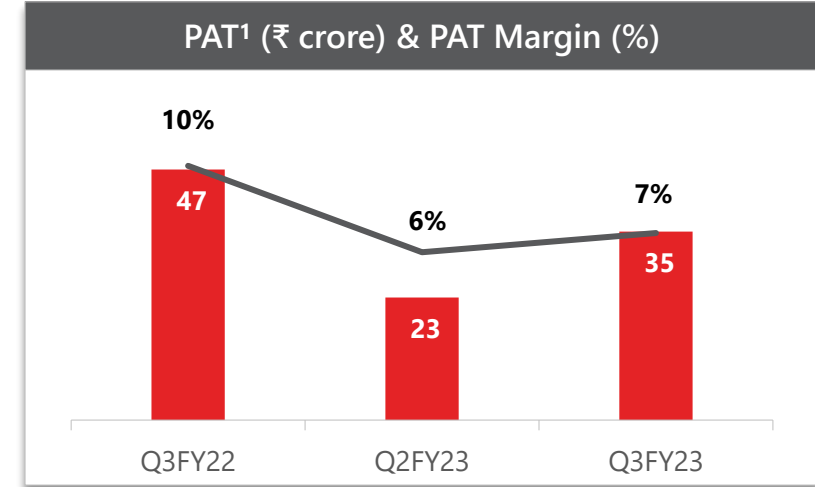
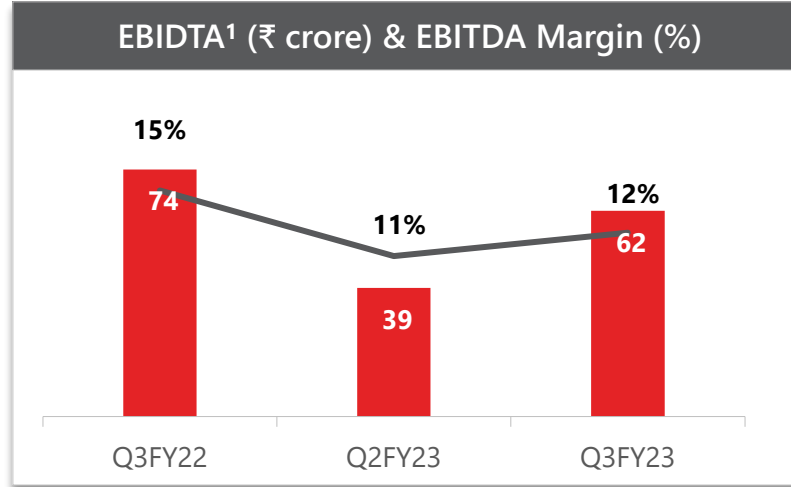
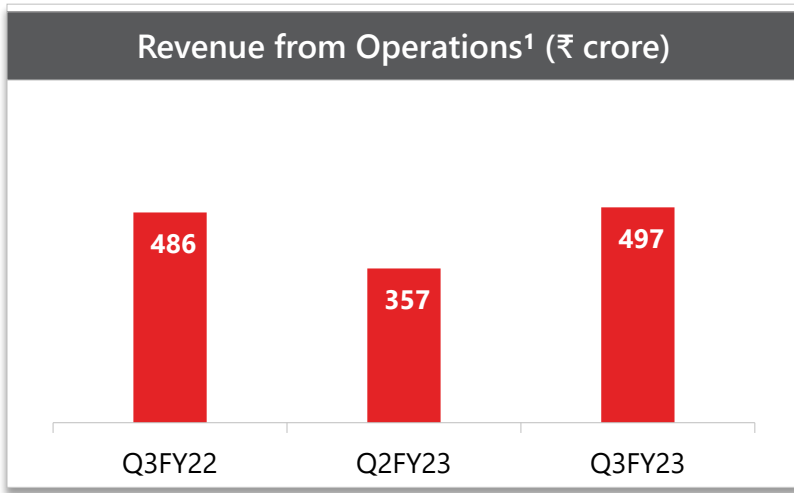
# A Look at the Quarter gone by

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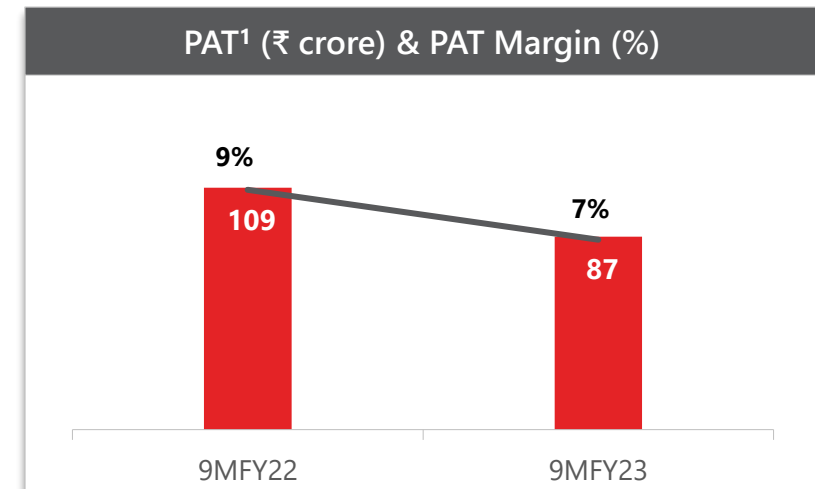
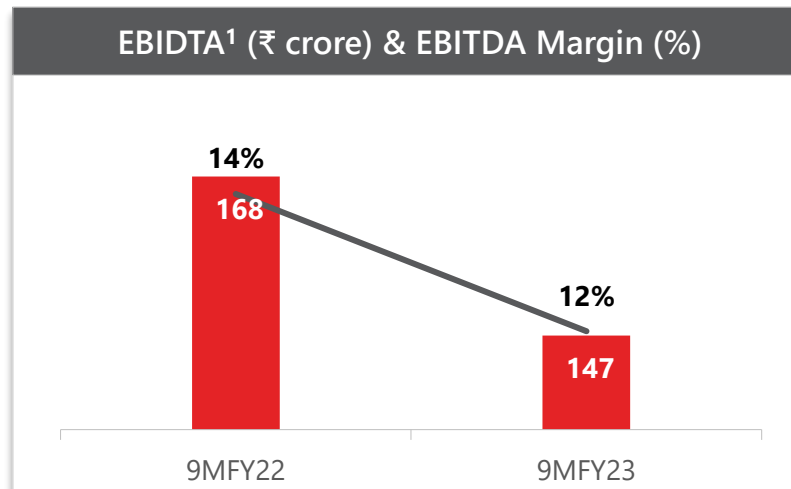
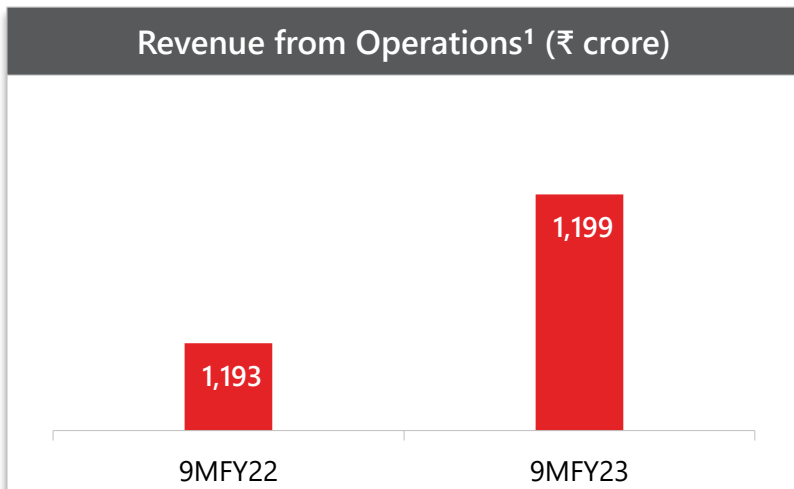


# Financial Performance during Q3/9MFY23

## Q3FY23 Standalone Highlights



## 9MFY23 Standalone Highlights



# Standalone Profit & Loss : Q3/9MFY23



Particulars (₹ Lakhs)	Q3 FY23	Q3 FY22	Y-o-Y	Q2 FY23	Q-o-Q	9M FY23	9M FY22	Y-o-Y
<b>Revenue from Operations</b>	<b>49,739.28</b>	<b>48,562.01</b>	<b>2%</b>	<b>35,660.39</b>	<b>39%</b>	<b>1,19,923.91</b>	<b>1,19,341.67</b>	<b>0.5%</b>
Cost of materials consumed including WIP	16,881.32	12,736.06		8,046.56		35,134.45	35,587.43	
Construction Expenses	23,997.64	26,013.32		20,994.03		61,880.94	60,436.26	
Employee benefits expense	2,347.58	1,639.31		2,248.68		6,775.39	4,709.42	
Other expenses	347.88	766.36		510.58		1,396.95	1,789.36	
<b>Total Operating Expenses</b>	<b>43,574.42</b>	<b>41,155.05</b>	<b>6%</b>	<b>31,799.85</b>	<b>37%</b>	<b>1,05,187.73</b>	<b>1,02,522.47</b>	<b>3%</b>
<b>EBITDA</b>	<b>6,164.86</b>	<b>7,406.96</b>	<b>-17%</b>	<b>3,860.54</b>	<b>60%</b>	<b>14,736.18</b>	<b>16,819.20</b>	<b>-12%</b>
<b>EBITDA Margin</b>	<b>12.39%</b>	<b>15.25%</b>		<b>10.83%</b>		<b>12.29%</b>	<b>14.09%</b>	
Other Income	648.03	760.70		833.40		2,043.08	1,601.83	
Finance costs	1,012.81	976.17		704.93		2,277.14	1,693.68	
Depreciation	984.69	938.31		905.89		2,762.93	2,183.26	
Profit Before Tax and Exceptional Item	<b>4,815.39</b>	<b>6,253.18</b>	<b>-23%</b>	<b>3,083.12</b>	<b>56%</b>	<b>11,739.19</b>	<b>14,544.09</b>	<b>-19%</b>
Exceptional Gain/(Loss)(net of tax)	-	-		-		-	-	
<b>Profit Before Tax and after Exceptional Item</b>	<b>4,815.39</b>	<b>6,253.18</b>	<b>-23%</b>	<b>3,083.12</b>	<b>56%</b>	<b>11,739.19</b>	<b>14,544.09</b>	<b>-19%</b>
Tax Expense	1,285.89	1,561.74		790.81		3,068.43	3,684.86	
Other comprehensive income	2.31	2.30		2.30		6.91	6.91	
<b>Profit After Tax</b>	<b>3,531.81</b>	<b>4,693.74</b>	<b>-25%</b>	<b>2,294.61</b>	<b>54%</b>	<b>8,677.67</b>	<b>10,866.14</b>	<b>-20%</b>
<b>PAT Margin (%)</b>	<b>7.01%</b>	<b>9.52%</b>		<b>6.29%</b>		<b>7.11%</b>	<b>8.98%</b>	
Earnings Per Share (₹)	9.81	13.03		6.37		24.09	30.16	

# Management commentary on key quarter highlights

We continued to grow organically by focusing on executing projects in timely manner while maintaining consistent quality.



**Mr. Prahaladbhai Patel**

CHAIRMAN, MD AND CEO  
PSP PROJECTS LIMITED

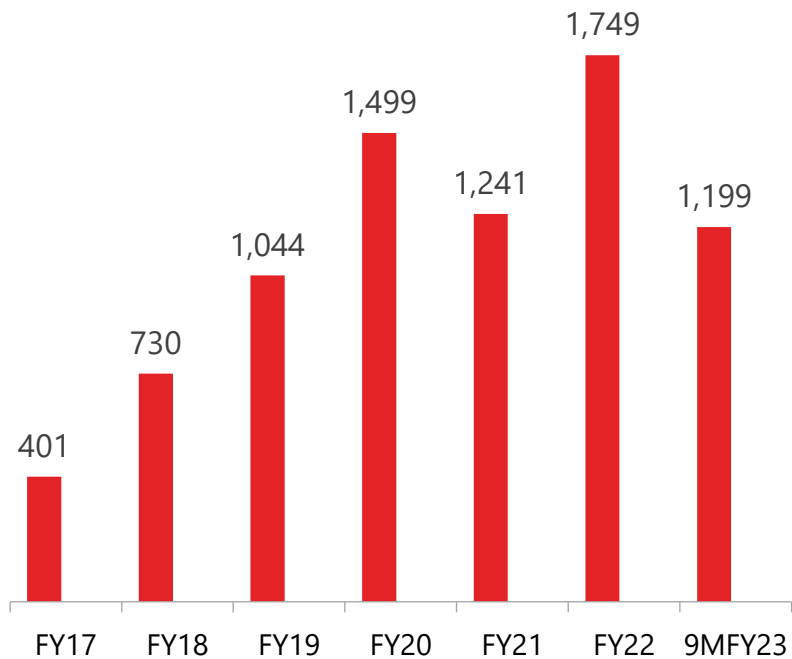
- **Outstanding order book** as on 9MFY23 is Rs.5,075 crore. During 9MFY23, the company has received **highest ever order inflow of Rs.1,950 crore** excluding GST as compared to Rs.978 crore during 9MFY22, a 100% growth year on year basis.
- The company was recently awarded a project by **Surat Municipal Corporation** worth Rs.1,344.01 crore in January 2023, thereby taking our outstanding order book to Rs.6,418 crore and order inflow as on FY23 to Rs.3,294 crore, surpassing our order inflow guidance of Rs.2,500 crore.
- The company has **completed 200 projects** so far since its inception in 2008 with 85% being private projects and balance Government projects.
- During Q3FY23, revenue recorded from all 7 **UP projects** is to the tune of Rs.165 crore and Rs.268 crore as on 9MFY23. The execution is being streamlined and you will see better execution going forward.
- During Q3FY23, revenue growth recorded was 2% YoY largely because of higher proportion of near completion projects during Q3FY22.
- EBIDTA margins have been inline with our guidance.



# Annual Financial Performance

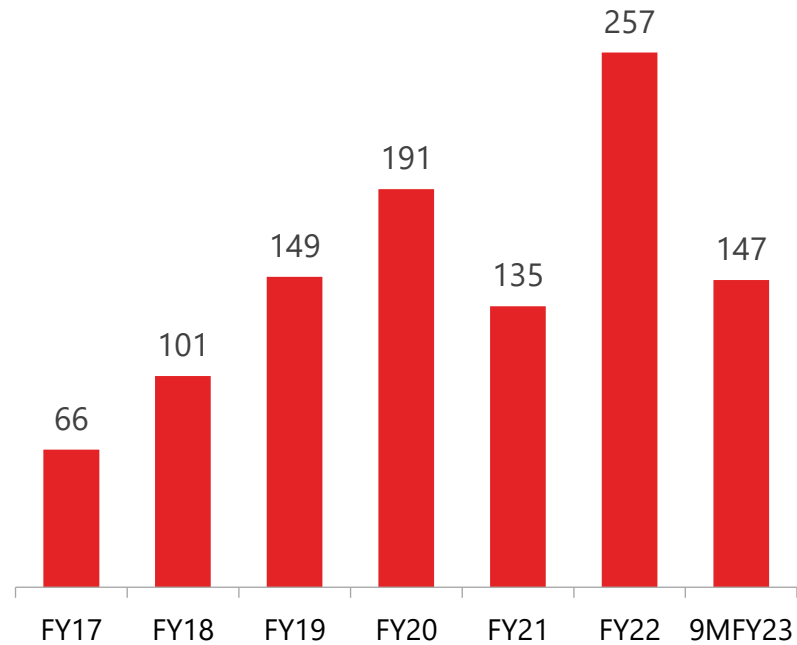
## Revenue from Operations<sup>1</sup> (₹ Crore)

#CAGR : 34%



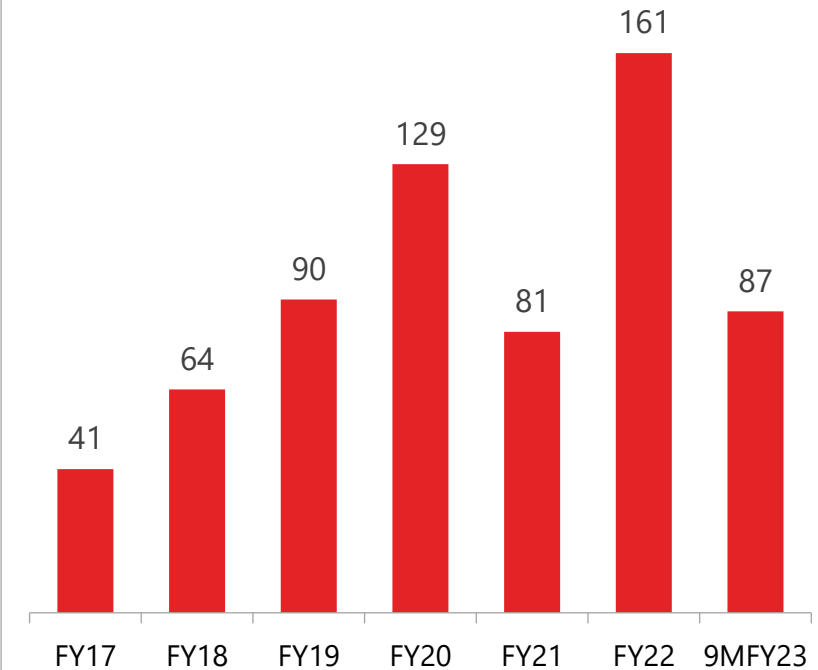
## EBITDA<sup>1</sup> (₹ Crore)

#CAGR : 31%



## PAT<sup>1</sup> (₹ Crore)

#CAGR : 31%

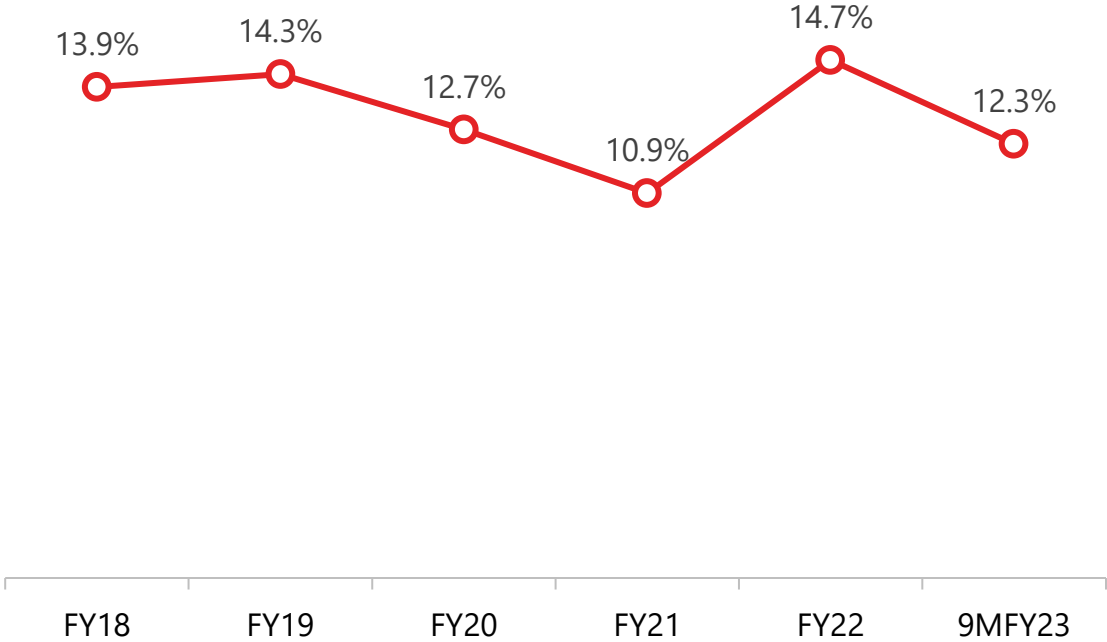


Notes: # CAGR based on five years completing on 31.03.2022 (FY 22)  
(1) Numbers have been rounded off

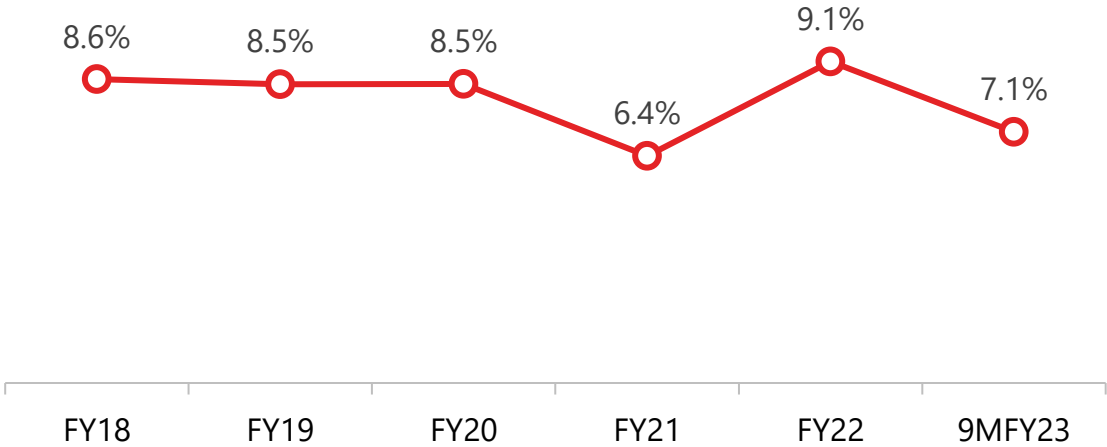
# Business Robustness in Numbers



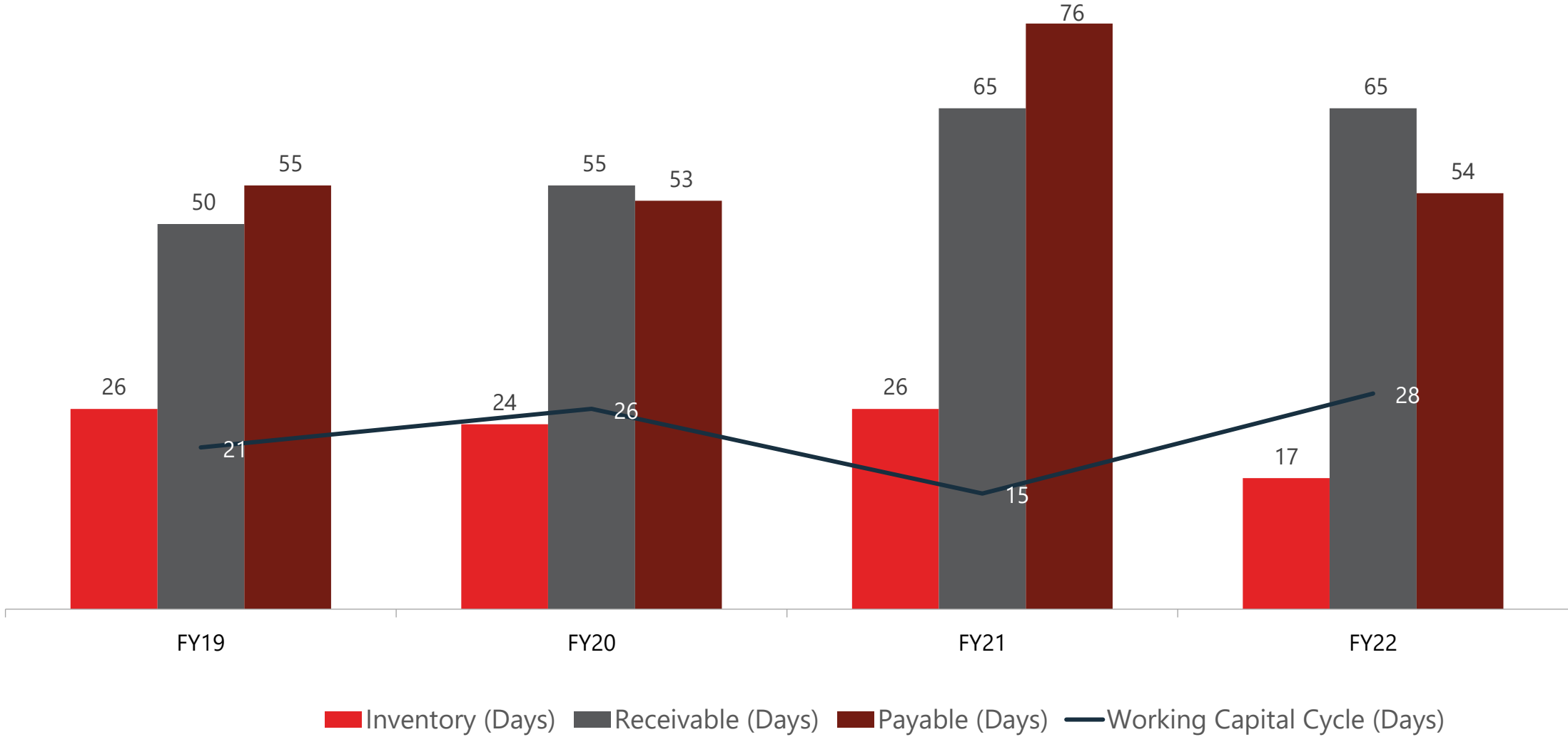
**EBITDA / Revenue from Operations**  
**EBITDA Margin%**



**Profit After Tax / Total Revenue**  
**PAT Margin%**



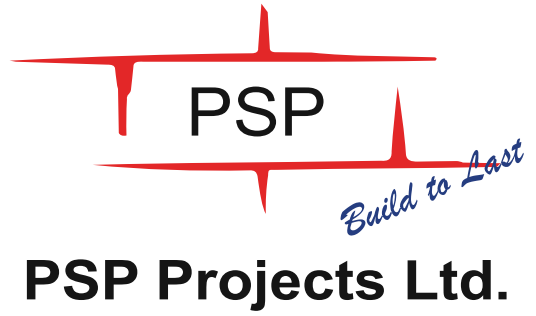
# Prudent Working Capital Cycle in Construction Space



# Along with comfortable Leverage Position



	FY19	FY20	FY21	FY22
 Total Debt (₹ crore)	26	75	81	100
 Networth (₹ crore)	371	457	538	685
 Debt-Equity (x)	0.07	0.16	0.15	0.15



# Indian Construction Industry

[www.pspprojects.com](http://www.pspprojects.com)



# An Important growth driver of India's Economy



**8%**

Construction Industry's contribution to India's GDP



**15.9%  
Growth**

Industry is expected to register an annual growth of 15.9% in real terms in 2021, following a decline of 12.3% in 2020.



**\$5tn  
Economy**

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

## Initiatives taken by Gol to bolster growth in construction sector

### Governments Push

- High-speed bullet trains and metro rail, construction of Delhi-Mumbai Industrial Corridor, concept of sustainable smart cities like GIFT City, hospitals and greenfield industrial smart city projects are contributing to India's dynamic transformation
- Gol announced an ambitious project of adding 100 new airports by 2024
- Pradhan Mantri Awas Yojana (PMAY) program, to provide affordable housing to all urban poor by 2022
- National Infrastructure Pipeline (NIP) earmarked 7,400 projects focused on building roads, housing, urban development, railways, conventional power, renewable energy, and irrigation.
- The extension of tax holiday up to March 2022 announced by the Finance Minister to increase the supply of affordable housing units
- Allocated ₹ 6,450 crore in Union Budget 2021-22 for the Smart Cities Mission



### FDI Inflow

- The infrastructure and construction sector is allowed for 100% foreign investment through automatic route.



### Consolidation

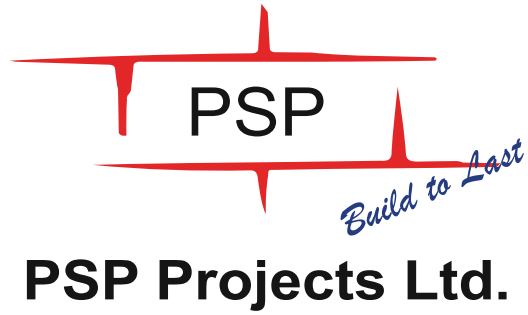
- Consolidation in the private sector will further intensify as stronger players will become more stronger by gaining market share



### Pandemic induced Incentives

- Gol has introduced favourable policies such as lowering the bank guarantee requirement, faster clearance of bills, and speedier clearances / approvals.

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



# Drivers that transcended PPLs growth since inception

[www.pspprojects.com](http://www.pspprojects.com)



# Hybrid Approach with presence in Private and Public projects



## Industrial Projects

Construction of industrial buildings for pharmaceuticals, Tyre, Dairy, Engineering companies, etc.

64\*



## Institutional Projects

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

87\*



## 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

27\*



## Government Residential Projects

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

03\*



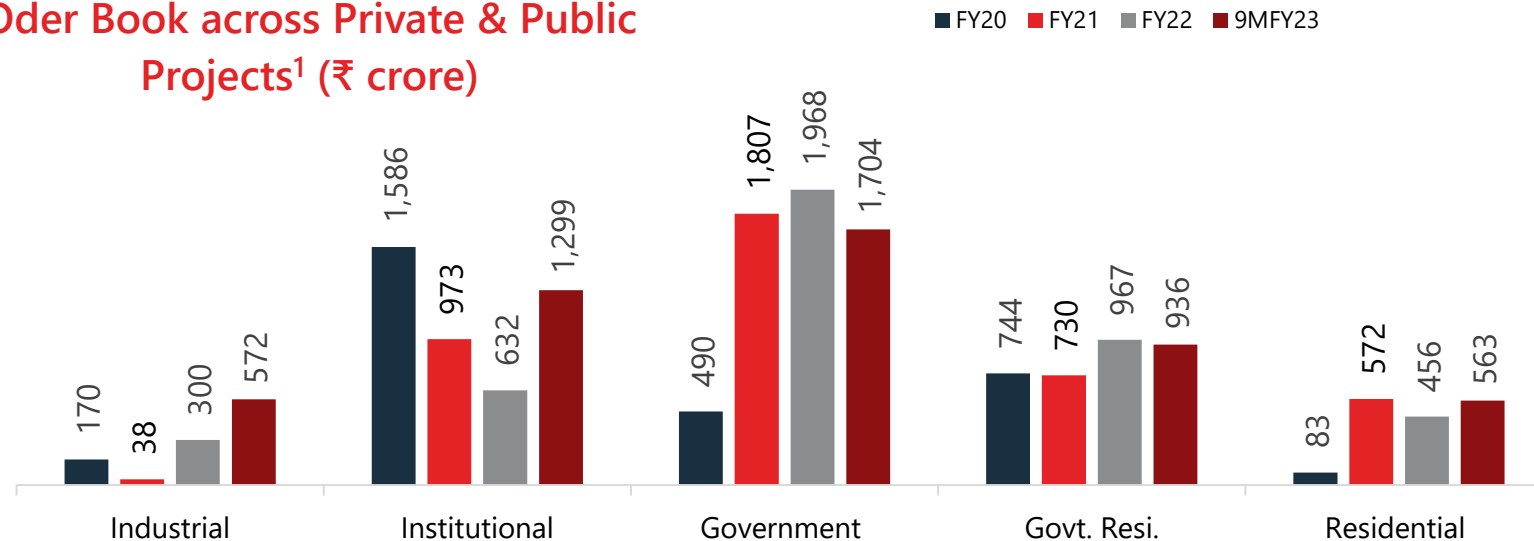
## Residential Projects

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

19\*

\* Number of Projects Completed as on 31 December 2022

## Order Book across Private & Public Projects<sup>1</sup> (₹ crore)



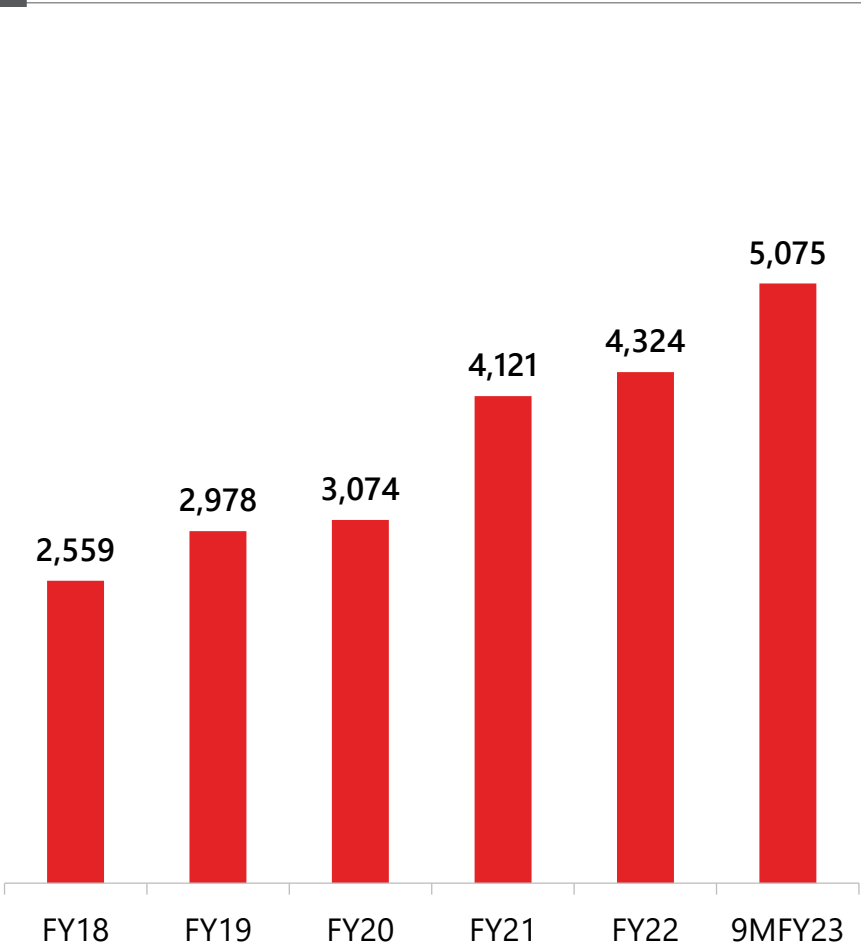
- Outstanding order book as on 31 December 2022: ₹ 5,075 crore
- Government projects comprised 52% of the order book as on 9MFY23 vs 68% in FY22.
- By diversifying skill sets and order book across different projects, PSP Projects can pursue a broader range of project tenders and consequently, optimize business volume and profit margins



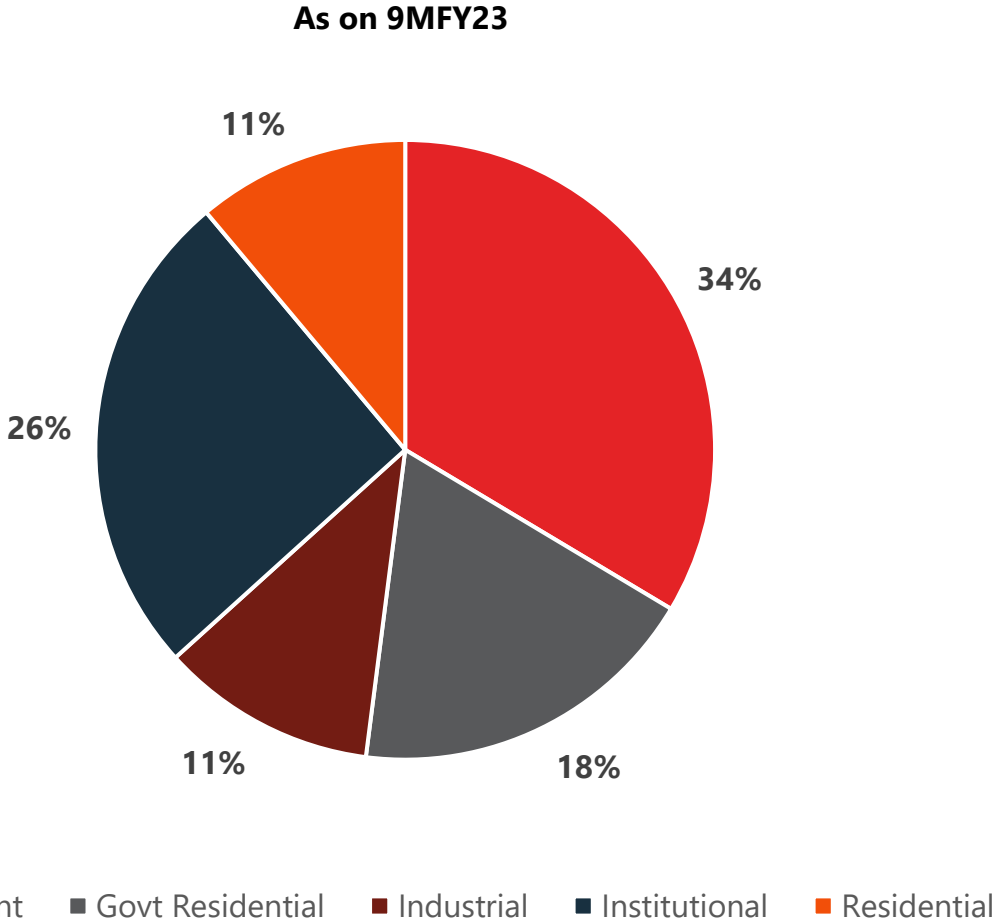
# Robust Order Book and Growing Pre-Qualification Credentials



Growing Order Book<sup>1</sup> (₹ crore)



Work on hand across Private and Public Projects



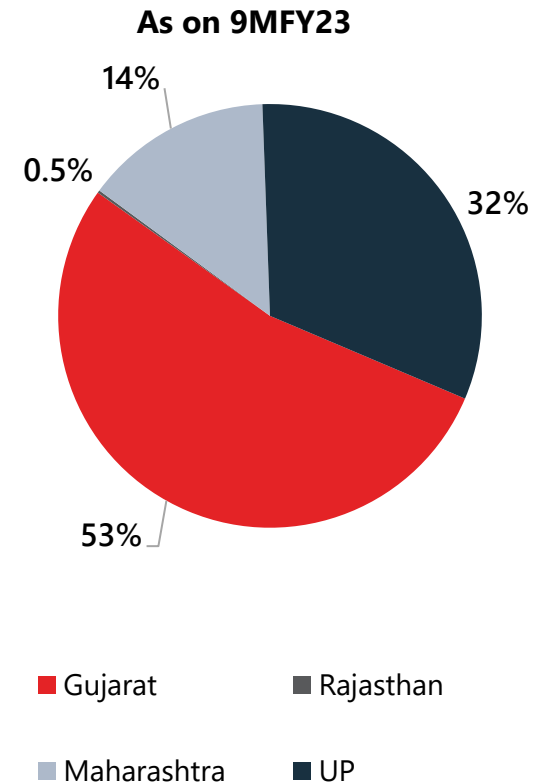
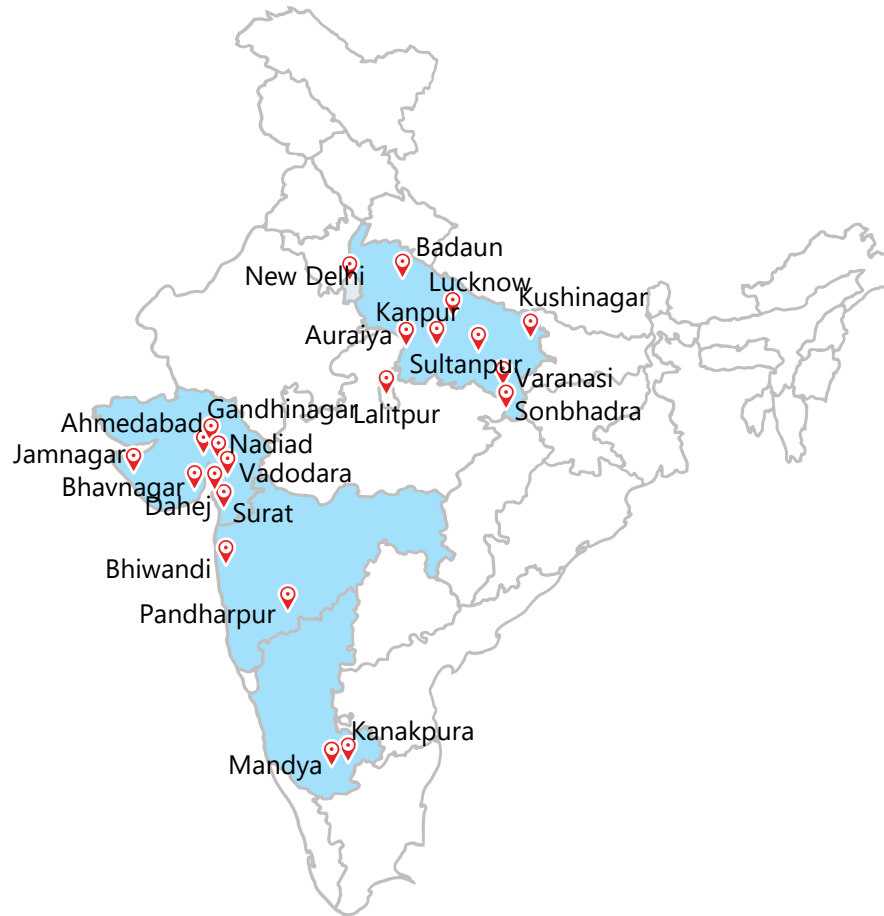
# Confidence to replicate the Success Story outside Home State

- 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, PPL is present in six states viz. Gujarat, Rajasthan, UP, Karnataka, New Delhi and Maharashtra.
- Initially, PPL established itself as a renowned name in the construction space in Gujarat construction market, after 8 years of operations only in 2016 did PPL hatch out of Gujarat.
- Dairy Project for Bangalore Milk Union Limited in Karnataka and Medical College & Hospitals at two locations in Rajasthan are key projects completed outside the state of Gujarat.

## Key on-going projects outside Gujarat (₹ crore)

1	UTTAR PRADESH: EPC projects for Medical Colleges and Hospitals at 7 locations in Uttar Pradesh	<b>1,491</b>
2	MAHARASHTRA: EWS Housing Projects in Bhiwandi and Pandharpur	<b>759</b>
3	UTTAR PRADESH: Affordable Housing project	<b>238</b>
4	RAJASTHAN: Medical Colleges and Hospitals in Rajasthan	<b>27</b>

## Growing Geographical Footprint



**Giving momentum to the strategy of geographical diversification, 47% of order book are from markets other than Gujarat as on 31 December 2022**

# 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:

Zyduş Cadila Group	29
Torrent Group	15
UP – Public Works Department	8
Sabarmati Riverfront	8
Adani Group	7
Claris Group	6
Road & Building, Gujarat	4
Reliance	2
Intas Group	2

As on FY22

## Ethics & Trust



Strong work Ethics makes PSP a favourable and preferred choice

Worked with more than 100 private and public clients across India



## Biggest Project



### Surat Diamond Bourse



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 31 December 2022 - (Major Projects) | [₹ Crore]

Description of Project	Location	Name of the Client	Contract value	Outstanding Contract Value
Medical Colleges & Hospitals at 7 Locations	Uttar Pradesh	Public Works Department	1,491	1,074
EWS Housing Project	Maharashtra	Municipal Corporation	601	601
Sports Complex	Gujarat	Municipal Corporation	504	464
Noodle Factory Phase II & III	Gujarat	Industrial	315	301
Corporate Office Building	Gujarat	Institutional	290	260
Residential Project	Gujarat	Private Company	252	222
Residential Buildings of PAC Mahila Battalion at Badaun, UP	Uttar Pradesh	Public Works Department	239	208
Fore Court Development at Ahmedabad Airport	Gujarat	Private Company	204	197
Residential Project	Gujarat	Adani Estate Management Pvt. Ltd.	349	183
National High Speed Project (Precast)	Gujarat	L&T	195	195
Tallest Residential in GIFT City	Gujarat	Nila Infra	122	122
Construction Of Steel Plant	Gujarat	Private Company	257	109
<b>Total</b>			<b>4,818</b>	<b>3,936</b>

# The Team that made PPL fulfil its ambitions

## Ably Supported by Experienced Professionals



**Mahesh Patel**

Senior Vice President - Operations

- Holds a diploma in civil engineering
- Heads the project operations
- He has been an instrumental part of all the projects completed by PSP Projects till date.
- He has been with the company since inception



**Maulik Patel**

Vice President - Procurement

- Attended the course for bachelor's degree in commerce
- Heads the procurement, management of plants and machineries and form works.
- He has been associated with the company since inception and played a pivotal role in PPL's growth.



**Hetal Patel**

Chief Financial Officer

- Member of the Institute of Chartered Accountants of India and holds a masters degree in commerce from Gujarat University
- Also a certified internal auditor from the Institute of Internal Auditors (USA)
- With the company since the past 8 years



**Viplav Shah**

Vice President - Planning

- Diploma in Construction Technology from School of Building Science & Technology (Currently CEPT University) and Management Education Program from IIM Ahmedabad.
- He brings 25 years of experience in the construction field.



**Pratik Thakkar**

General 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 for the past 7 years

# Leadership and Management



**Prahaladbhai Patel**  
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 36 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.
- 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.



**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

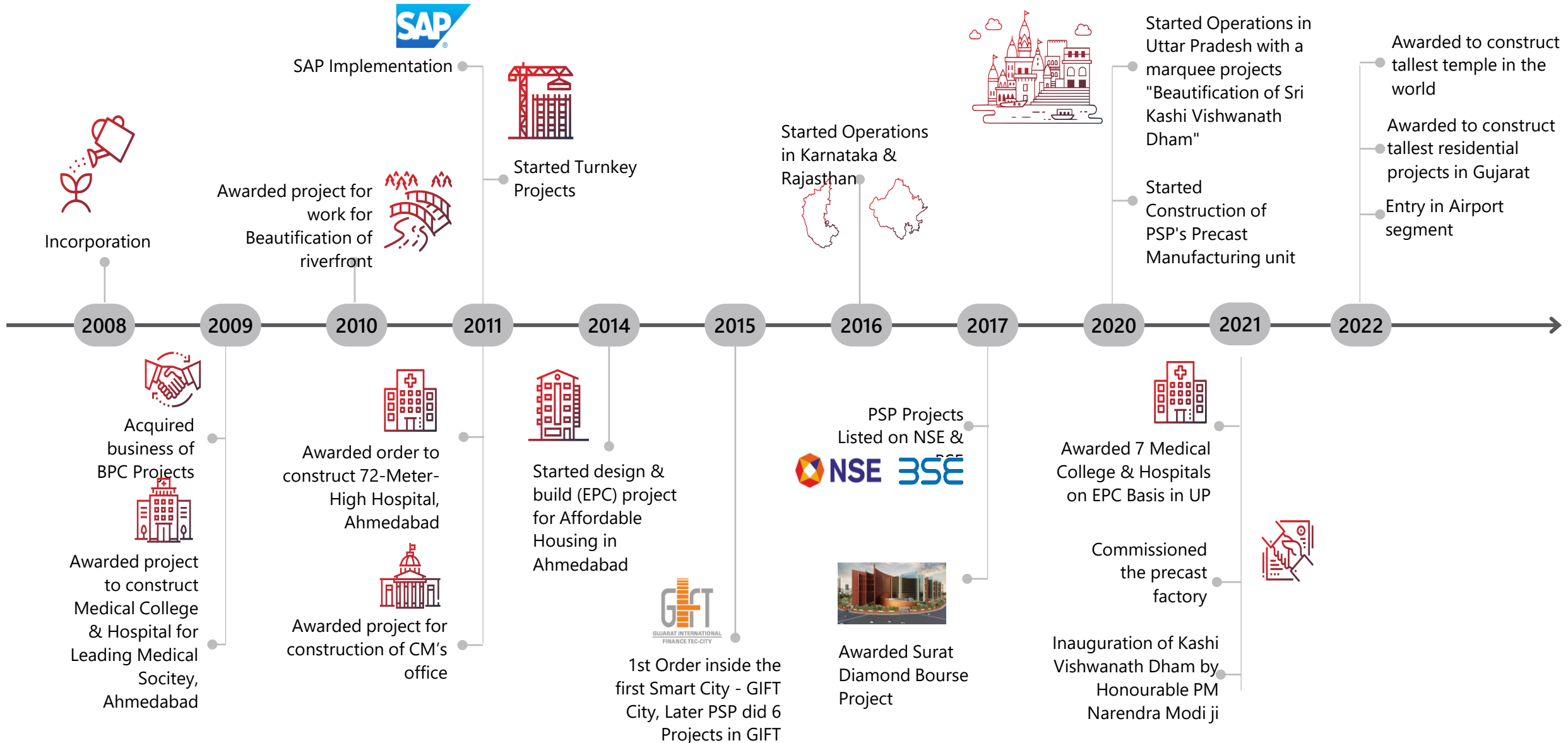
- Bachelor's degree in business administration from Sardar Patel University and a master's degree in business administration from South Gujarat University.
- 20+ years of experience in management and exports.
- Held managerial position in international division of several companies.
- Currently a MD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



**Achala Patel**  
Independent Director

- 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 16 years.

# 15 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.

Production Capacity  
Phase I

**1 Mn. Sq. ft.**

Spread across

**60 Acres**

Project Cost

**₹109 Crore**



- 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.
- Going forward the precast capacity will be increased to 3 mn. Sq.ft. at a nominal capex.
- First order received for precast was 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.

## Benefits of Precast Manufacturing Facility

- Reduces labour-intensive traditional building methods by way of maximum prefabrication and use of cutting-edge technology,
- Thereby reducing turnaround time for projects,
- Unlocks the best land potential,
- Helps in delivering consistent quality,
- Helps to increase operating efficiency and margins.

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



# Precast Factory



# Investment Rationale



One-stop shop solution construction company present throughout the value chain starting from planning, design, construction and post-construction services including MEP work and other interior fit-outs which provides us with several opportunities, faster project turnaround time & higher ticket size.

1



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 0.15 times (incl. mobilization advance), giving sufficient room to raise debt in the future. Despite being WC intensive, the company has comfortable WCC at 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 PSP to attain manifold growth along with support and dedication of experienced team and Process driven approach followed by PSP.

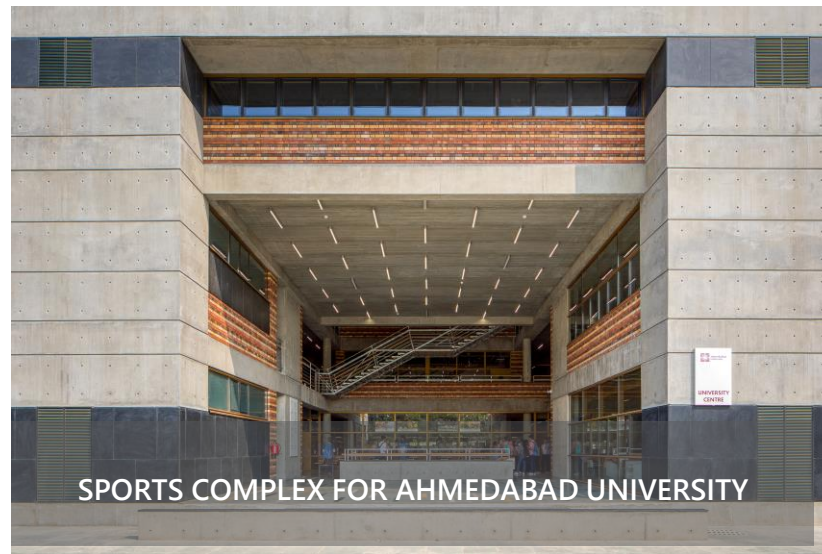
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# Project Profile

## Prominent Projects Completed in FY22



NOODLE FACTORY PROJECT IN GUJARAT



SPORTS COMPLEX FOR AHMEDABAD UNIVERSITY



HOSPITAL PROJECT IN UDAIPUR RAJASTHAN



INTERIOR FIT-OUT AT LEELA HOTEL, GANDHINAGAR



ZYDUS HOSPITAL, BARODA



AUDA LIBRARY, AHMEDABAD

# Landmark Projects – Kashi Vishwanath Dham



# Landmark Projects – Surat Diamond Bourse



Actual image October.22

# Landmark Projects– Surat Diamond Bourse



Actual image October.22

# Prominent Projects – Smart City

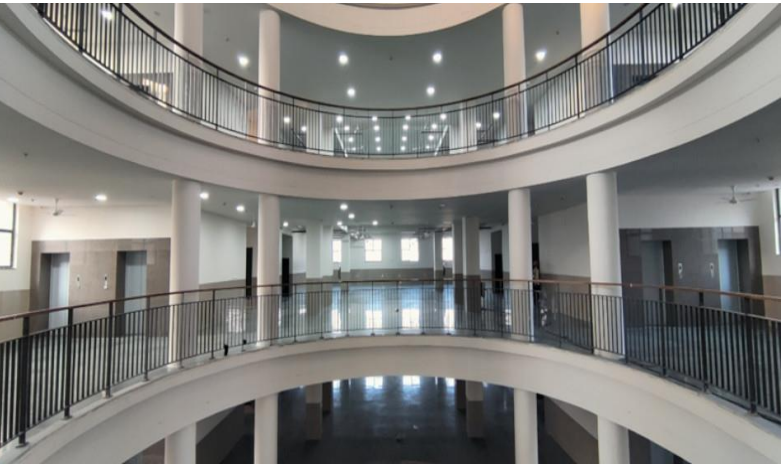


- Prestige Fintech
- IBIS Hotel by Brigade
- Tallest Residential in GIFT City
- World Trade Center
- BSE Brokers Forum
- Brigade International Finance Center
- The Signature by Hiranandani

# Prominent Projects



ZYDUS HOSPITAL SITAPUR (EPC PROJECT)



MEDICAL COLLEGE & HOSPITAL AT DAHOD (EPC PROJECT)



BEAUTIFICATION OF AHMEDABAD C.G.ROAD



R&D AND RESEARCH CENTERS IN GUJARAT

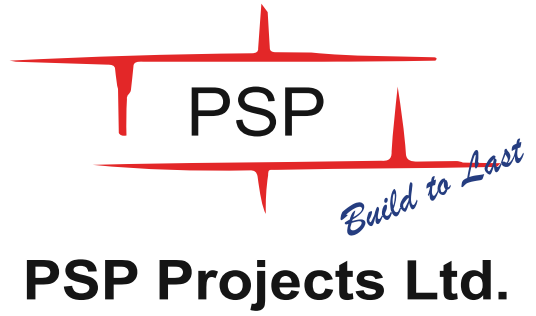


# Prominent Projects



# Prominent Projects





# Key Strategies

[www.pspprojects.com](http://www.pspprojects.com)



# Key Strategies

# Building is my passion

**Mr. Prahaladbhai Patel**  
Chairman, MD and CEO



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

Strengthen our  
human capital

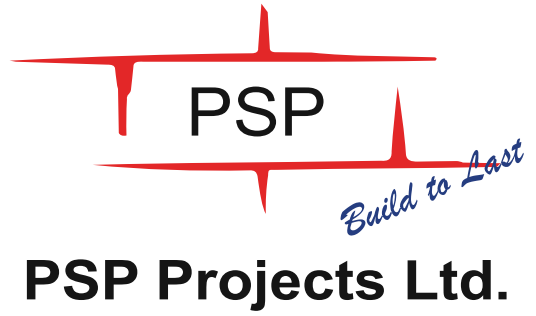


Leverage our position  
as a fast-growing  
construction  
company in India

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

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

Augment customer relationships and  
optimize our project mix



# Awards and Recognition

[www.pspprojects.com](http://www.pspprojects.com)



# Awards and Recognition



PSP Projects Ltd has been awarded as Fastest Growing Construction Company (below 2000 Cr Category) during the Construction World Annual Awards 2022



PSP Projects Ltd has been awarded as India's Top Challengers during the Construction World Annual Awards 2021

# Awards and Recognition



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



Patidar Udhyog Ratna Award by Sardardham 2020



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



ICI-Ultratech Outstanding Structure Awards 2020 (State) in the category – Commercial awarded to our project "ONE42"



ICI-Ultratech Outstanding Structure Awards 2020 (Regional) in the category – Institutional awarded to our project – "Lilavati Library at CEPT"



ICI-Ultratech Outstanding Structure Awards 2020 (Regional) in the category - Mass Housing awarded to our project "GHB Naranpura"

# Safe Harbor Statement



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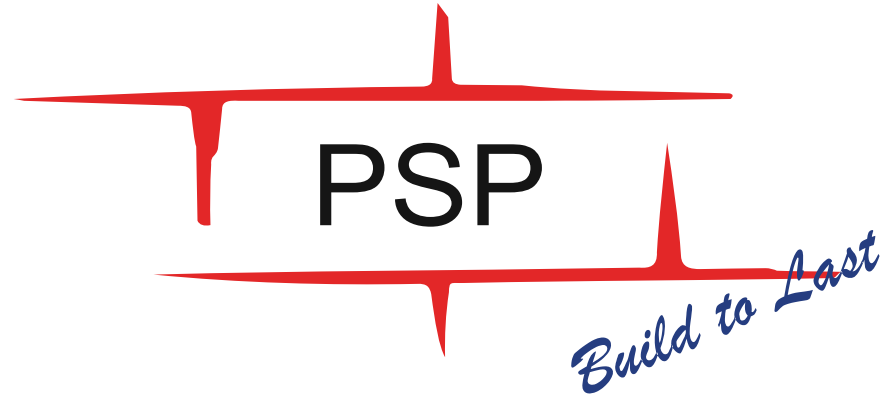
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# Thank You

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