



PSP

PSP PROJECTS LTD.

INVESTOR PRESENTATION

**Q1 FY20
August 2019**

Build to Last

© morphogenesis



PSP Projects Ltd.

Statements in this 'Presentation' describing the Company's objectives, estimates, expectations or predictions may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make difference to the Company's operations include global and Indian demand supply conditions, finished goods prices, feedstock availability and prices, cyclical demand and pricing in the Company's principal markets, changes in Government regulations, tax regimes, economic developments within India and the countries within which the Company conducts business and other factors such as litigation and labour negotiations. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.



PSP

FINANCIAL SNAPSHOT

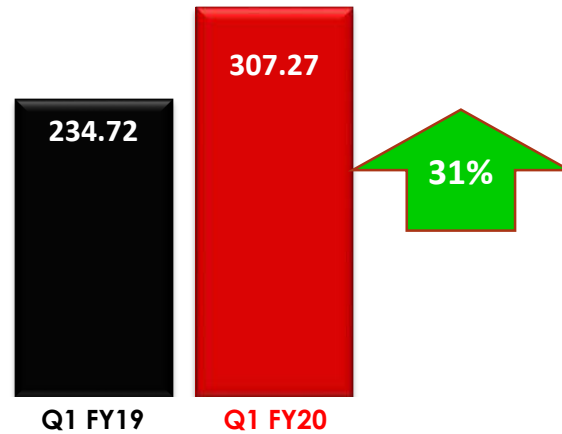
Build to Last



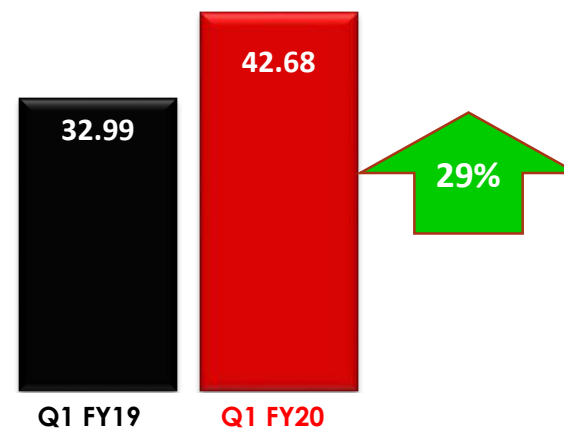
PSP Projects Ltd.

RESULT SUMMARY Q1 FY20 (RS. CR.)

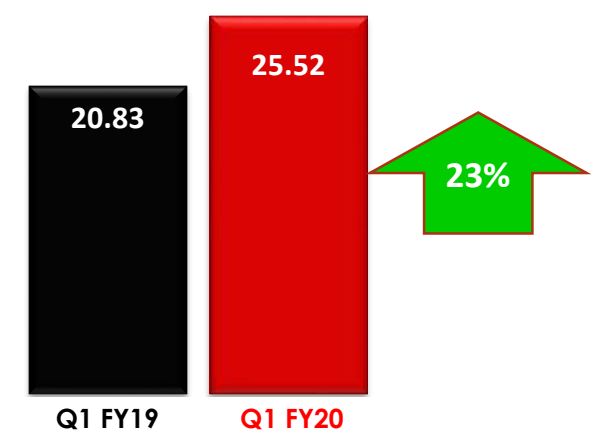
REVENUE FROM OPERATIONS



EBITDA



PAT



PSP Projects

11

Years in
existence

124

Projects
delivered

1,733.76

(Rs/cr) Market cap as
on 8th Aug 2019

49

Projects under
execution (as on 30th
June 2019)

3,402

(Rs/cr) Order book as
on 30th June 2019



PSP Projects Ltd.



PSP

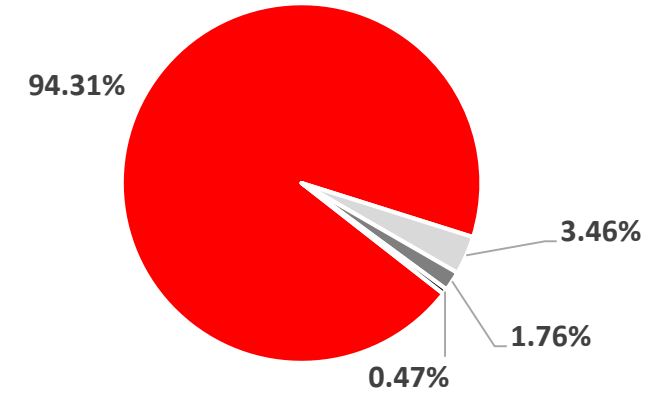
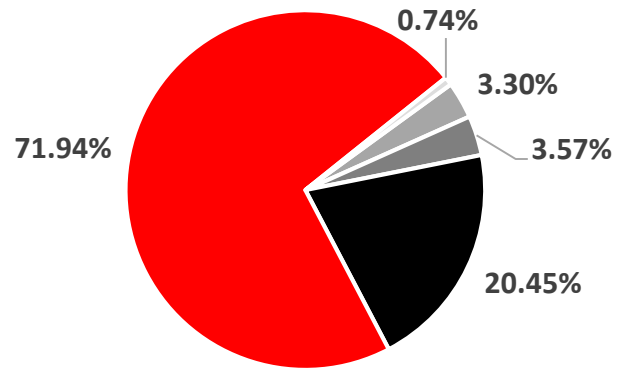
PERFORMANCE HIGHLIGHTS
(STANDALONE)

Build to Last

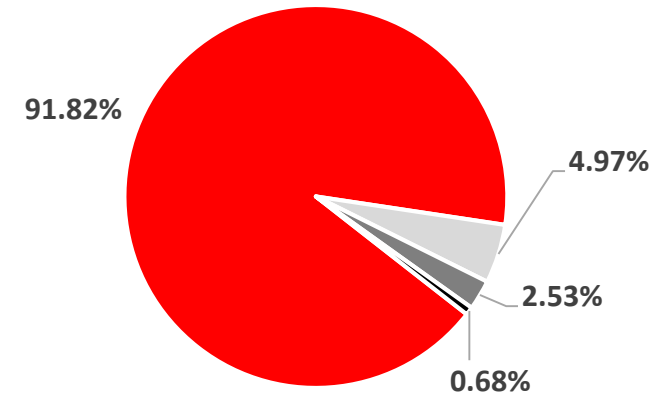
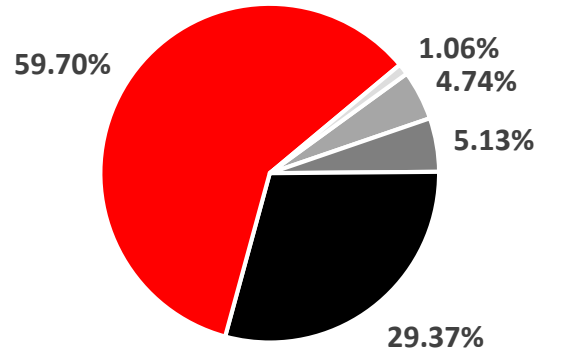


PSP Projects Ltd.

REVENUE BREAK-UP FOR THE Q1FY20 - Rs. 307.27 CR (STANDALONE)



REVENUE BREAK-UP FOR THE Q1FY20 (EXCLUDING SDB) - Rs. 213.93 CR



■ Government ■ Govt Residential ■ Industrial
■ Institutional ■ Residential

■ Gujarat ■ Karnataka ■ Rajasthan ■ Maharashtra

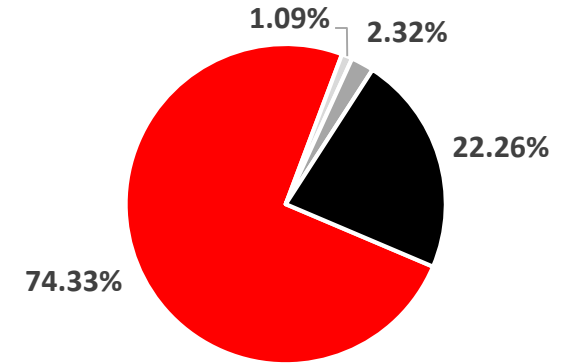
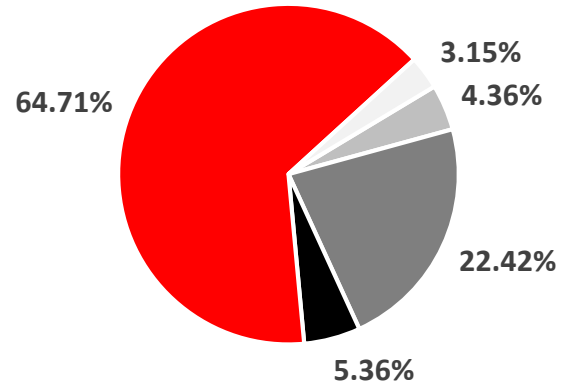
CATEGORY WISE

GEOGRAPHICAL

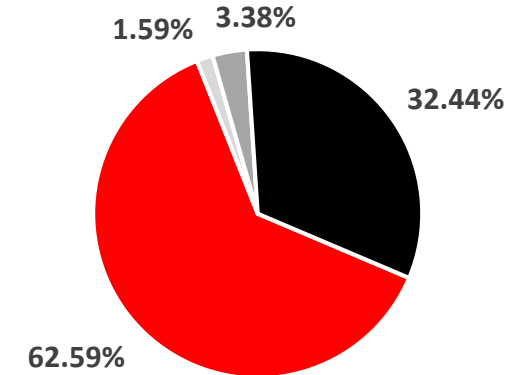
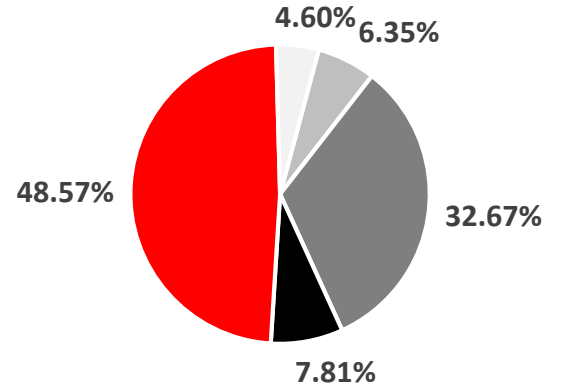


PSP Projects Ltd.

WORK ON HAND - RS. 3402 CR (STANDALONE)



WORK ON HAND Rs. 2334.83 CR (STANDALONE) (EXCLUDING SDB)



■ Government ■ Govt Residential ■ Industrial
■ Institutional ■ Residential

■ Gujarat ■ Rajasthan ■ Karnataka ■ Maharashtra

CATEGORY WISE

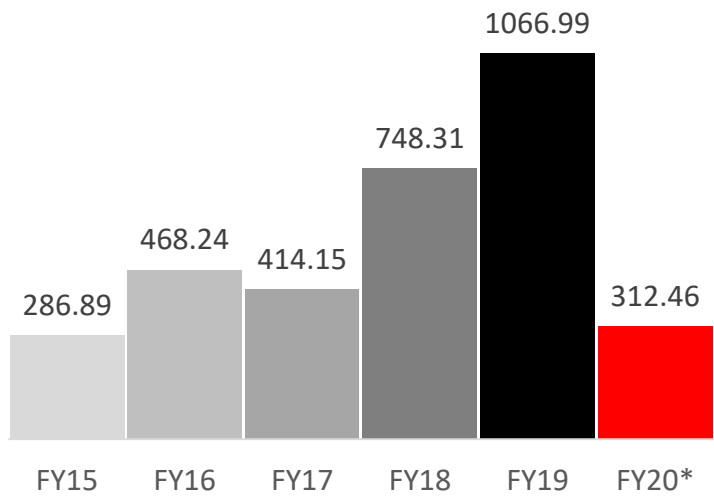
GEOGRAPHICAL



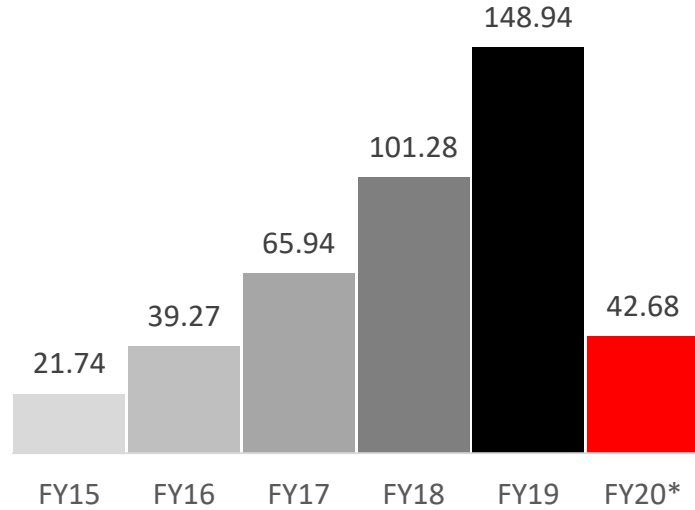
PSP Projects Ltd.

BUSINESS ROBUSTNESS IN NUMBERS (STANDALONE)

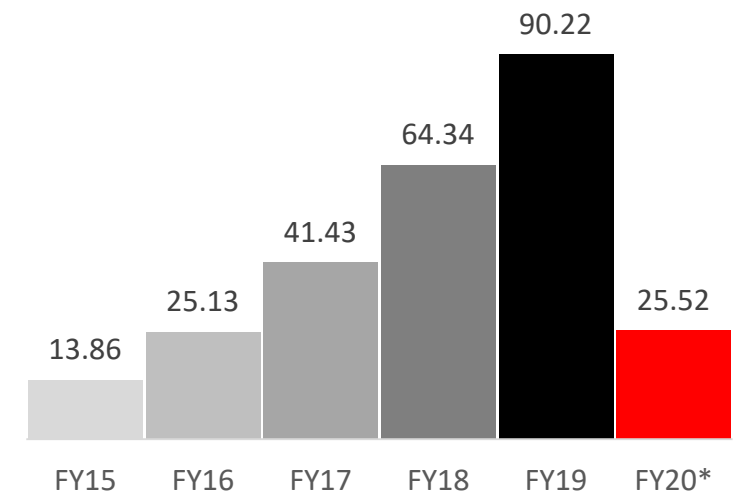
GROSS REVENUE (RS. Cr)
#CAGR - 38.87%



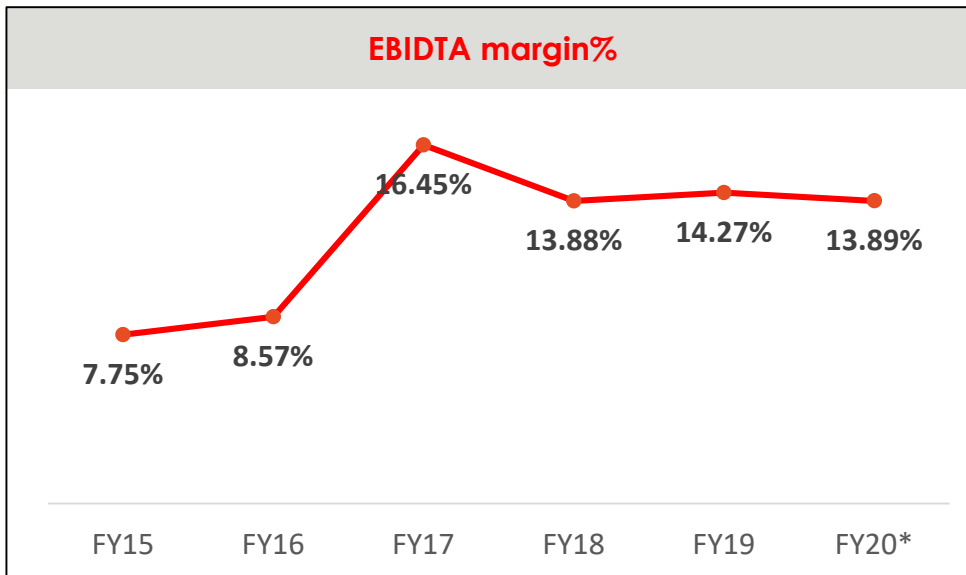
EBIDTA (Rs. Cr)
#CAGR - 61.78%



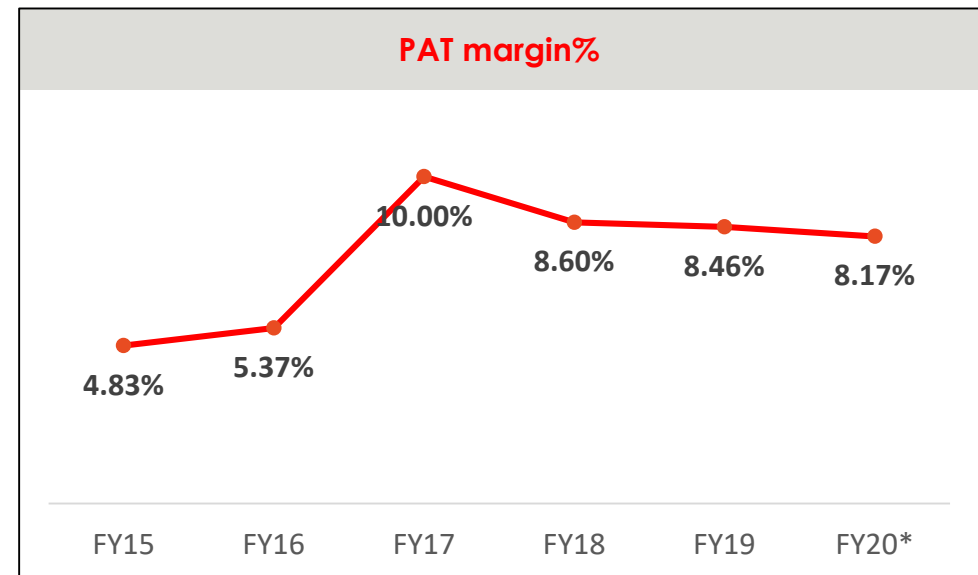
PAT (Rs. Cr)
#CAGR - 59.71%



EBIDTA margin%



PAT margin%



* Till 30th June 2019 # CAGR based on five years completing on 31.03.2019



PSP Projects Ltd.

PROMINENT PROJECTS COMPLETED IN FY19



Brigade International Financial Centre
at GIFT City, Gandhinagar



Renovation of Gujarat Vidhansabha,
Gandhinagar



Sabarmati Riverfront
Development Co. Ltd. (SRFDCL)
Office Building, Ahmedabad

PROMINENT PROJECTS



Swarnim Sankul 1 & 2
Construction and interior work



Sabarmati River Front development



Hospital, Residential Building and Medical
College for GCS Medical College, Hospital and
Research Centre



Zydus Hospitals



Kaira District Co-operative Milk Producers'
Union Limited (Amul Dairy)



Gujarat Housing Board, Naranpura, one of the
Largest affordable housing project in Gujarat



PSP Projects Ltd.

MARQUEE PROJECT



Executing single-largest contract of **Rs 1575[#]** cr of Surat Diamond Bourse (*#Excluding GST*)



PSP Projects Ltd.

SURAT DIAMOND – WIP (ACTUAL SITE IMAGE)



WORK ON HAND as on June 30, 2019 (MAJOR PROJECTS)

Project	Name of the Client	Total Contract Value (in Lacs)	Outstanding Contract Value (in Lacs)
Surat Diamond Bourse Main Contract Works, Surat, Gujarat	SDB Diamond Bourse	1,57,500	1,06,741
EWS Housing Project at Bhiwandi, Maharashtra	Bhiwandi Nizampur City Municipal Corporation	60,140	60,140
IIM AHMEDABAD, Gujarat	Indian Institute Of Management	32,801	31,980
Medical College and Hospital at Dahod , Gujarat	Zydus Foundation	22,500	16,959
Affordable Housing Project at Pandharpur, Maharashtra	Pandharpur Municipal Corporation	15,755	15,610
Multi-tenanted office for DSCCSL at GIFT City, Gujarat	Dalal Street Commercial Cooperative Society Ltd.	13,050	11,663
Zydus Hospital at Baroda, Gujarat	Zydus Hospitals & Healthcare Research Pvt Ltd.	10,691	10,109
Phoenix Mall at Thaltej, Ahmedabad, Gujarat	SGH Realty LLP	9,139	9,139
Residential Complex At Atali Housing, Dahej	Torrent Pharmaceuticals Limited	8,268	8,268
Super specialty Block of Government Medical College at Bhavnagar Gujarat	Bridge & Roof Co. (India) Ltd	7,860	6,440
Corporate House at Ahmedabad, Gujarat	Punishka Enterprises	5,470	4,900
Hospital Building at Tal - Kamrej – Surat, Gujarat	Tornascent Care Institute	6,788	4,522
Student Activity Center, Ahmedabad, Gujarat	Ahmedabad University	5,150	4,298
Site Infra Works for LMC and BIAS Plant at Dahej, Gujarat	MRF Limited	5,340	4,244



PSP

FINANCIAL PERFORMANCE

Build to Last



PSP Projects Ltd.

SEQUENTIAL QUARTERLY PERFORMANCE

Q1FY20 STANDALONE AUDITED PROFIT & LOSS STATEMENT (Rs. In Lakhs)

Particulars	Q1 FY20	Q4 FY19	Q1 FY19	Q-o-Q	Y-o-Y	FY19	FY18	Y-o-Y
Revenue from Operations	30,727.34	33,825.56	23,471.90	-9%	31%	1,04,401.25	72,983.03	43%
Cost of materials consumed including WIP	11,486.89	12,707.88	11,631.35			41,279.95	27,047.86	
Construction Expenses	13,255.96	14,625.30	7,330.53			42,915.74	32,076.01	
Employee benefits expense	1,378.73	1,167.07	999.48			4,317.82	2,861.33	
Other expenses	337.75	337.52	211.12			993.29	869.64	
Total Operating Expenses	26,459.33	28,837.77	20,172.48	-8%	31%	89,506.80	62,854.84	42%
EBITDA	4,268.01	4,987.79	3,299.42	-14%	29%	14,894.45	10,128.19	47%
EBITDA Margin (%)	13.89%	14.75%	14.06%			14.27%	13.88%	
Other Income	518.96	663.17	608.71			2,297.84	1,847.56	
Finance costs	275.51	317.89	145.63			916.05	870.09	
Depreciation	588.33	742.09	481.34			2,422.90	1,117.50	
Profit Before Tax	3,923.13	4,590.98	3,281.16	-15%	20%	13,853.34	9,988.16	39%
Tax Expense	1,370.66	1,577.99	1,172.71			4,829.72	3,551.57	
Other comprehensive income	(0.52)	(8.71)	(25.53)			(2.10)	(2.89)	
Profit After Tax	2,551.95	3,004.28	2,082.92	-15%	23%	9,021.52	6,433.70	40%
PAT Margin (%)	8.17%	8.71%	8.65%			8.46%	8.60%	
EPS (INR)	7.09	8.37	5.86			25.07	18.45	

SEQUENTIAL QUARTERLY PERFORMANCE

Q1FY20 CONSOLIDATED AUDITED PROFIT & LOSS STATEMENT (Rs. In Lakhs)

Particulars	Q1 FY20	Q4 FY19	Q1 FY19	Q-o-Q	Y-o-Y	FY19	FY18	Y-o-Y
Revenue from Operations	30,768.27	33,855.90	23,822.04	-9%	29%	1,05,040.66	75,164.69	40%
Cost of materials consumed including WIP	11,486.00	12,702.30	11,868.89			41,578.42	28,937.86	
Construction Expenses	13,257.25	14,638.93	7,397.02			43,272.51	32,019.83	
Employee benefits expense	1,379.84	1,167.99	1,000.32			4,321.26	2,861.55	
Other expenses	341.87	338.71	213.96			1,012.33	895.34	
Total Operating Expenses	26,464.96	28,847.93	20,480.19	-8%	29%	90,184.52	64,714.58	39%
EBITDA	4,303.31	5,007.97	3,341.85	-14%	29%	14,856.14	10,450.11	42%
EBITDA Margin (%)	13.99%	14.79%	14.03%			14.14%	13.90%	
Other Income	464.23	614.36	583.11			2,283.92	1,872.20	
Finance costs	286.28	327.83	160.23			967.39	929.73	
Depreciation	588.43	743.52	484.22			2,430.17	1,147.86	
Profit Before Tax	3,892.83	4,550.98	3,280.51	-14%	19%	13,742.50	10,244.72	34%
Tax Expense	1,364.77	1,568.81	1,173.66			4,821.49	3,644.83	
Other comprehensive income	(0.20)	(9.22)	(26.11)			(4.23)	(3.28)	
Profit After Tax	2,527.86	2,972.95	2,080.75	-15%	21%	8,916.78	6,596.61	35%
PAT Margin (%)	8.09%	8.62%	8.53%			8.31%	8.56%	
EPS (INR)	7.04	8.30	5.85			24.84	18.78	



PSP

COMPANY OVERVIEW

Build to Last

© morphogenesis



PSP Projects Ltd.



Industrial Projects

Construction of industrial buildings for pharmaceutical plants, food processing units, engineering units as well as manufacturing and processing facilities.

Rich experience in catering to pharmaceutical manufacturers

Constructed industrial facilities for Torrent Pharmaceuticals, Nirma, Intas Pharmaceuticals, Cadila Healthcare, Claris Injectables, KHS Machinery and Inductotherm (India), MRF Ltd. among others

Number of Industrial Projects Completed - 49 Projects



Institutional Projects

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

Track record comprises Zydus Hospital, GCS Medical College & Hospital, Commercial Projects at GIFT City, Hostel building for PDPU among others.

Number of Institutional Projects Completed - 42 Projects



Government projects

Focus only on challenging and prestigious government projects

Executed marquee projects - Swarnim Sankul 01 and 02 at Gandhinagar, Sabarmati Riverfront Development project works in Ahmedabad, Renovation of Gujarat Vidhansabha Building

Number of Government Projects Completed - 21 Projects



Government residential projects

Execution of prestigious government affordable residential projects

Design-build of affordable high-rise residential buildings cum commercial units at Naranpura & Hathijan in Gujarat under the Mukhya Mantri GRUH Yojana for major Gujarat-based public sector customer.

Number of Government Residential Projects Completed - 02 Projects



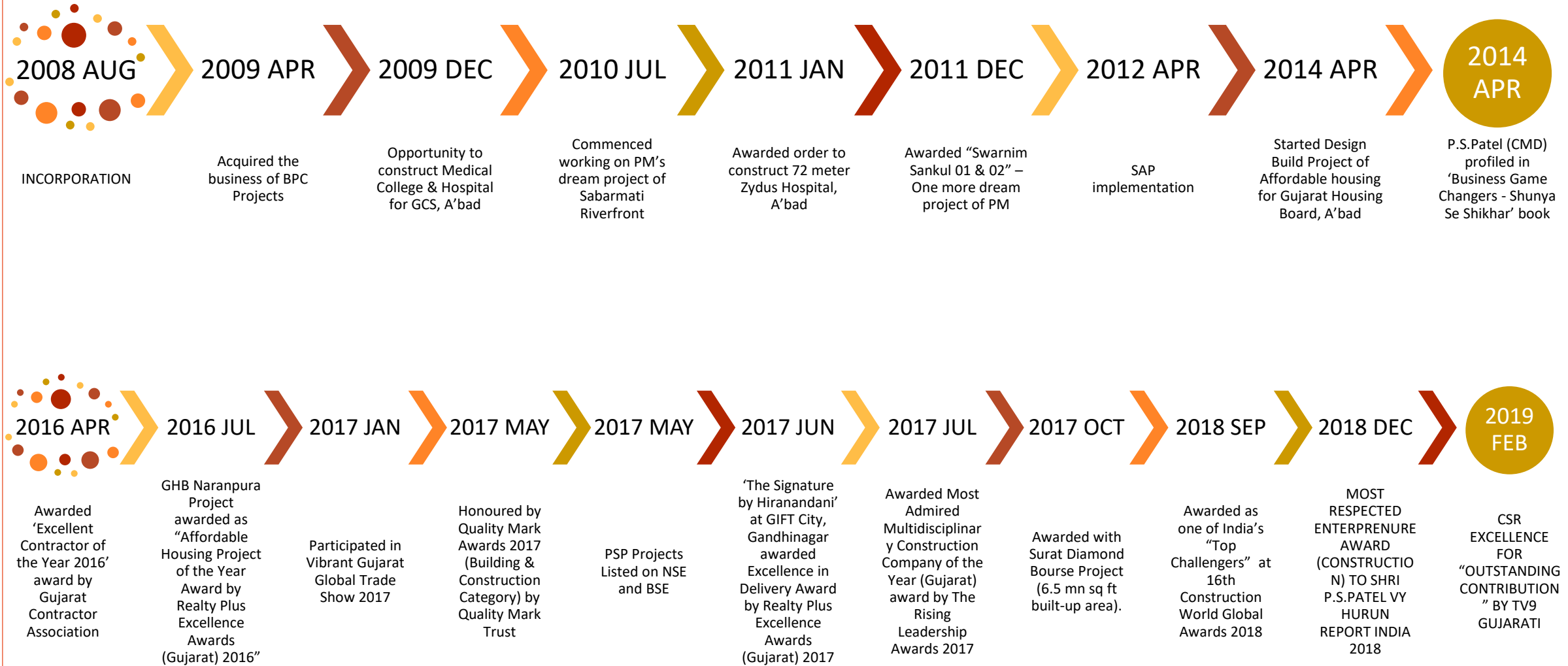
Residential projects

Construction of buildings for group housing and townships
Construction of independent residences for select private customers.

Executed Seventy by bsafal, Anutham at gota, Gulmahor Mall at Ahmedabad

Number of Residential Projects Completed - 10 Projects

INFLECTION POINTS IN OUR JOURNEY





Prahaladbhai Shivrambhai Patel
Chairman, Managing Director and CEO

Prahaladbhai Shivrambhai Patel is Chairman, Managing Director And CEO Of PSP Projects Ltd. Mr. Patel is First Generation Entrepreneur & Carries A Rich Experience Of 33+ Years In Construction Industry. He 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 2018



Mahesh Patel
Vice President - Operations

Mahesh Patel is the Vice President - Operations of our Company. He has been with the company since inception & has played a major role in company's success. He has 26 years of experience in project execution of construction industry. He holds a degree of diploma in civil engineering.



Maulik Patel
Director - Procurement

Maulik Patel is the Director - Procurement of our Company. Along with Mahesh Patel, Maulik Patel is also associated with company since company's establishment & has played a vital role in company's success story. He holds a Bachelor's Degree in Commerce.

EXPERIENCED MANAGEMENT



Pooja Patel is the Executive Director of our company. She holds a Bachelor's degree in Civil Engineering from Gujarat Technological University & Diploma in Financial Management from Ahmedabad Management Association. She is actively involved in the execution of the projects for past 5 years and is presently looking after the Surat Diamond Bourse Project. She also represented our company twice in Indian Concrete Institute Chapter-1, Ahmedabad.



Hetal Patel is the Chief Financial Officer of our Company. She holds a Master's degree in commerce from Gujarat University. She is a member of the Institute of Chartered Accountant of India.

She is also a certified internal auditor from the Institute of Internal Auditors, USA. She has 19 years of experience in accounts and finance & associated with PSP Projects for past 6 Years .



Ramjibhai Parmar is the General Manger - Tender of our Company. He holds a Diploma in Civil Engineering. He has 30+ years experience in Contracts & Tendering of a Construction Industry. He is associated with PSP Projects for past 6 Years.



Pratik Thakkar is General Manager - Business Development of our company. He holds a Bachelor's Degree in Commerce and Diploma in Marketing Management. He has 11 years' experience in Business Development & Tendering in Construction Industry. He has been with the company for 5 years.



Mittali Christachary is the Company Secretary & Compliance Officer of our company. She is an Associate member of the Institute of company Secretaries of India (ICSI). She also holds a Bachelor's Degree in Commerce and a Bachelor's Degree in Law from Gujarat University. She has 4 years of experience in all company Secretarial functions and compliances.

People ramp-up

15 in 2008 to more than 1200 direct employees plus 8000+ contract employees

1

Plants, machinery and vehicles

Invested **Rs 145** cr in assets for timely project delivery

2

IT investments

Implemented SAP and CANDY; enhanced informed decision-making

3

Capability

Multiple project location management

4

Proven

Extensive experience and proven track record in delivering high-valued and time-critical projects with quality

5

Diverse capability

Multi-storied buildings, high-rises, hospitals, industrial buildings, educational institutions, commercial buildings

6

Customer types

Government and private clients

7

Accreditation

ISO 9001, ISO 14001 and ISO 45001 (quality, environment protection and worker safety)

8

Execution record:

Diverse projects mix; completed projects across segments.

Robust orders:

Order book of **Rs 3402 cr** as on 30th June 2019 (to be addressed within 24 to 30 months)

Experience:

Promoter (Prahaladbhai Shivrambhai Patel) with 30+ years of sectoral experience; supported by experienced professionals

Financial strength:

A strong balance sheet helps in successful project completion

One Stop Shop:

Offering EPC service for the Building Project – from Design to Construction, MEP to Interior Fitout.

Impressive Ration of repeat business

Torrent Pharma, Zydus Cadila Group, DDU, BAMUL, MRF

Frugal cost structure; enhanced competitiveness	Active promoter involvement; enhanced client assurance	Track record of timely project completion with committed quality
Large and multiple project management capability	Selective choice of margin-enhancing projects	AVERAGE TICKET SIZE OF PROJECTS
Projects under execution		Rs 42.91 Cr In 2018-19
49 • (as on 30 th June 2019)		Rs 8.54 Cr In 2012-13



*Actual image of Brigade at GIFT City

Focus on buildings construction (commercial, residential, industrial and institutional)

Steady investment in people, equipment, technology and systems, strengthening business sustainability

Strong qualification capabilities to participate in high-value projects (worth Rs 600-800 crore) across India

Extending from Gujarat to other geographies; infrastructure in place

Executing projects in Rajasthan, Karnataka & Maharashtra

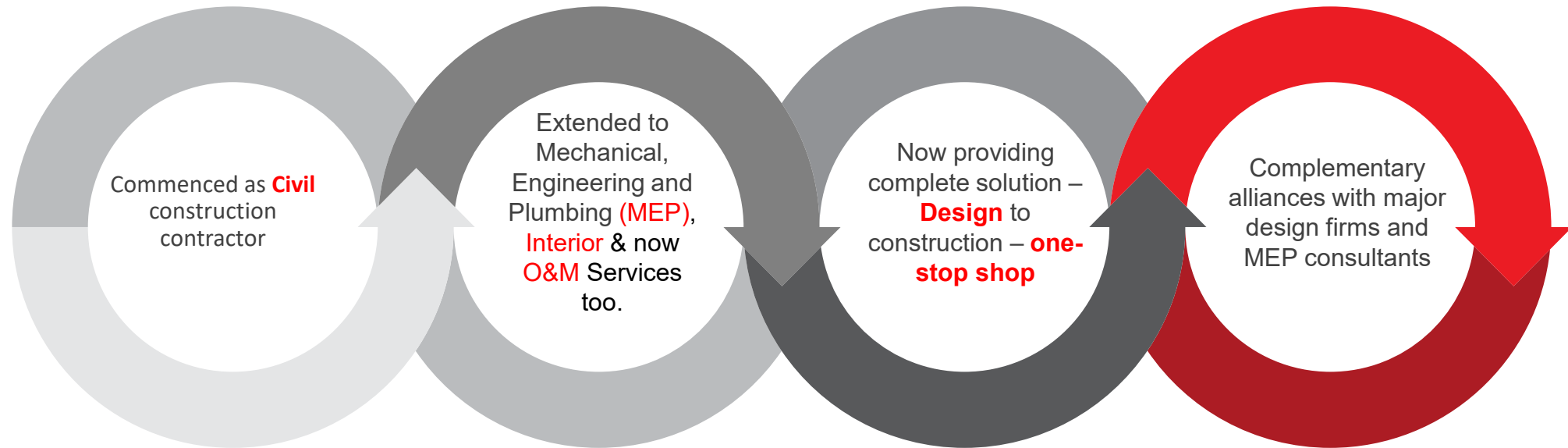
Intending to increase non-Gujarat revenue to 30% of total business

“ Building is my passion ”

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

*Actual image of CEPT University

WIDENING HORIZONS - ONE-STOP BUILDINGS CONSTRUCTION SHOP



WIDENING HORIZONS



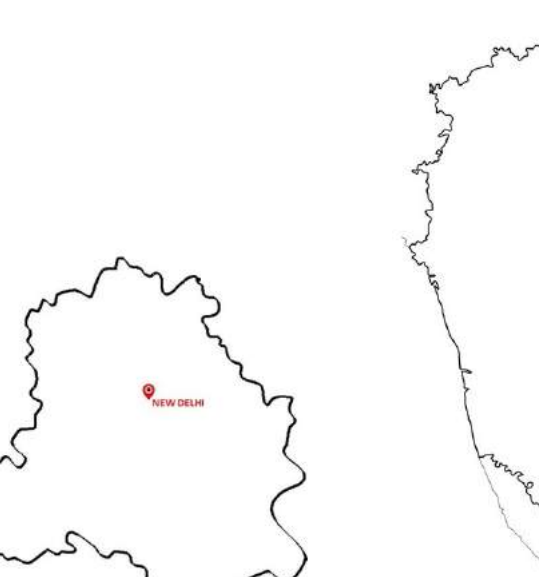
GUJARAT



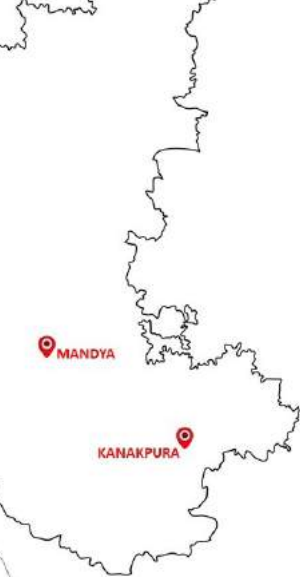
RAJASTHAN



MAHARASHTRA



DELHI

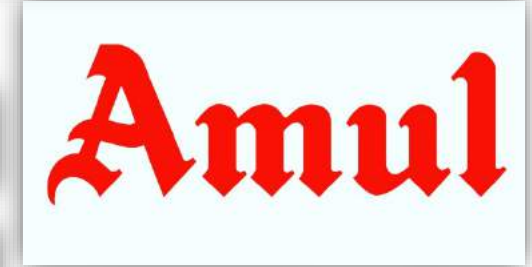


KARNATAKA



PSP Projects Ltd.

PRIDE-ENHANCING CLIENTELE



ISO 9001:2015

+

ISO 14001:2015

+

ISO 45001:2018

Approved Contractor as 'AA' class and "Special Category-1 in Buildings Class" with Government of Gujarat

Approved Contractor as 'AA' class with Ahmedabad Municipal Corporation

Registered as 'A' class approved electrical contractor in Roads and Buildings Department, Government of Gujarat





EXCELLENT CONTRACTOR OF THE YEAR 2015-16" BY "GUJARAT CONTRACTOR ASSOCIATION" DURING "GUJARAT CONTRACTOR SUMMIT 2016



AFFORDABLE HOUSING PROJECT OF THE YEAR" FOR "MUKHYAMANTRI GRUH YOJNA" BY "REALTY PLUS EXCELLENCE AWARDS (GUJARAT) 2016"



QUALITY MARK AWARD 2017 (BUILDING & CONSTRUCTION CATEGORY) BY QUALITY MARK TRUST



HERCULES AWARD 2017 TO SHRI P.S.PATEL



"EXCELLENCE IN DELIVERY" FOR "THE SIGNATURE BY HIRANANDANI" BY "REALTY PLUS EXCELLENCE AWARDS (GUJARAT) 2017"



"THE MOST ADMIRER MULTIDISCIPLINARY CONSTRUCTION COMPANY OF THE YEAR (GUJARAT) BY THE RISING LEADERSHIP AWARDS 2017



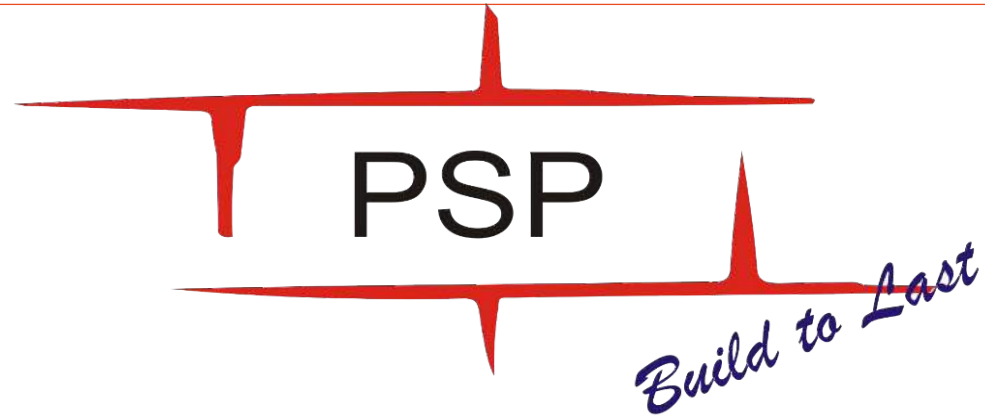
CONSTRUCTION WORLD'S TOP CHALLENGERS OF 2017-18 BY CONSTRUCTION WORLD GLOBAL AWARDS 2018



MOST RESPECTED ENTERPRENURE AWARD (CONSTRUCTION) TO SHRI P.S.PATEL BY HURUN REPORT INDIA 2018, DEC 13TH



CSR EXCELLENCE FOR "OUTSTANDING CONTRIBUTION" BY TV9 GUJARATI, 16TH FEB 2019



PSP Projects Ltd.

Thank You

PSP Projects Ltd.

'PSP House',

Opp. Celesta Courtyard,

Opp. Lane of Vikramnagar Colony,

Iscon-Ambli Road, Ahmedabad – 380058

P - +91 79 2693 6200/6300/6400

E – hetal@pspprojects.com | W – www.pspprojects.com



PSP Projects Ltd.