

Ref No: PSPPROJECT/SE/35/20-21

August 5, 2020

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 ended June 30, 2020

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation for the quarter ended June 30, 2020.

Kindly take the same on your record.

Thanking You,

For PSP Projects Limited


Mittali Christachary

Company Secretary and Compliance officer



Encl: As above

An aerial photograph of a large, modern building complex with multiple wings and glass facades. The scene is set during sunset or sunrise, with a warm glow on the horizon. A red graphic, resembling a stylized 'P' or a lightning bolt, is overlaid on the image. The letters 'PSP' are centered within the top part of this red graphic. Below the 'PSP' text, the phrase 'Build to Last' is written in a blue, cursive font, following the curve of the red graphic's lower arm. The building complex is surrounded by roads and greenery.

PSP

Build to Last

PSP PROJECTS LIMITED

Corporate Presentation

Aug 2020

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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 : Q1 FY21 (Rs. Lakhs) | Revenue : INR 11,176.36 ; EBITDA : INR 129.37; PAT : INR (354.31)



12

Years of existence

145

Projects completed*

47

Projects under execution*

2,96,359

(Rs. Lakhs) Order book*

(* As on June 30, 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

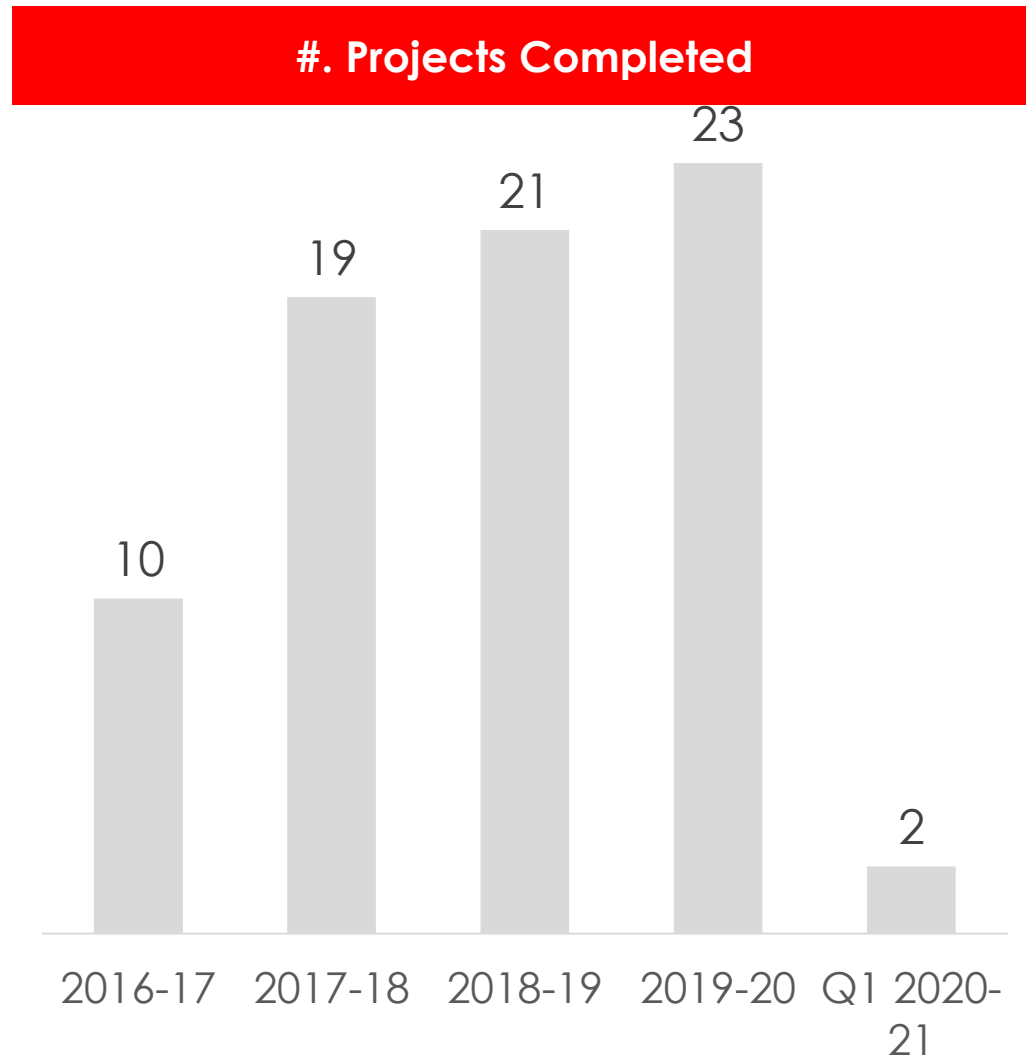


Promoter with Several Decades of Experience, Supported by Experienced Professionals



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 - 54



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 - 21



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



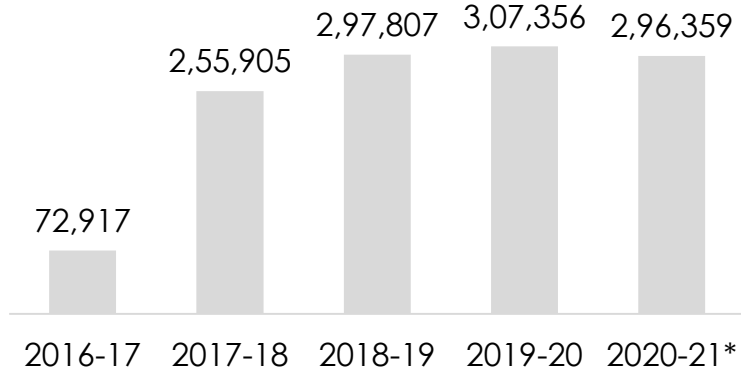
Residential Projects

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

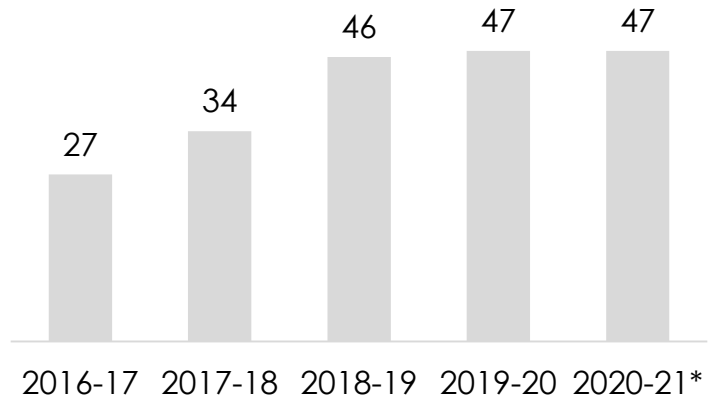
Number of Projects Completed - 11

Robust Order Book and Growing Pre-Qualification Credentials

Growing Order Book (INR Lakh)

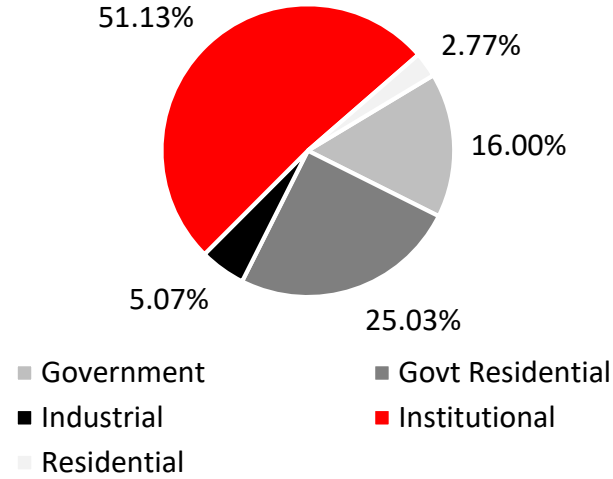


Growing Order Book (#. of Projects)

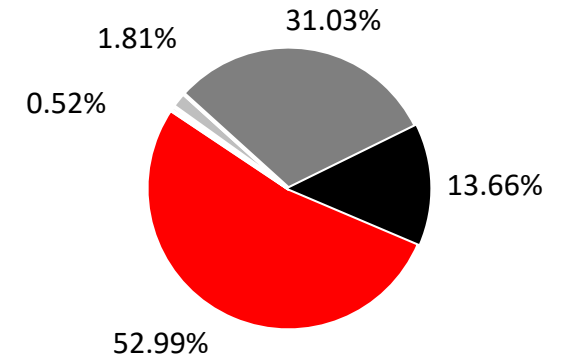
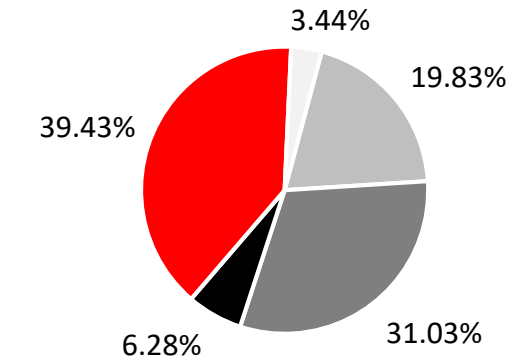
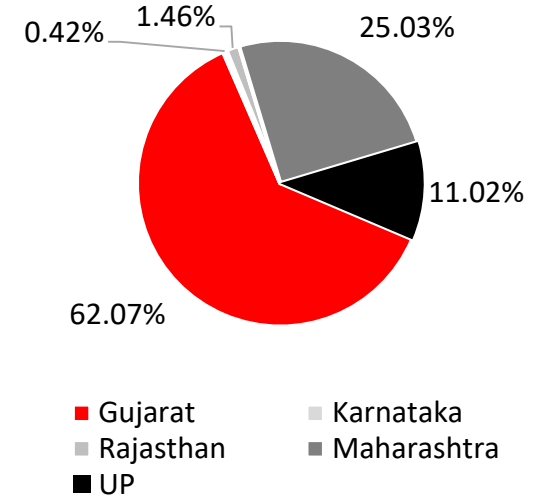


Category Wise

Work on Hand - Rs. 2,96,359 Lakhs | June-30, 2020



Geographical



Work on Hand Rs. 2,39,091 Lakhs | June-30, 2020 (Excl. Surat Diamond Bourse)

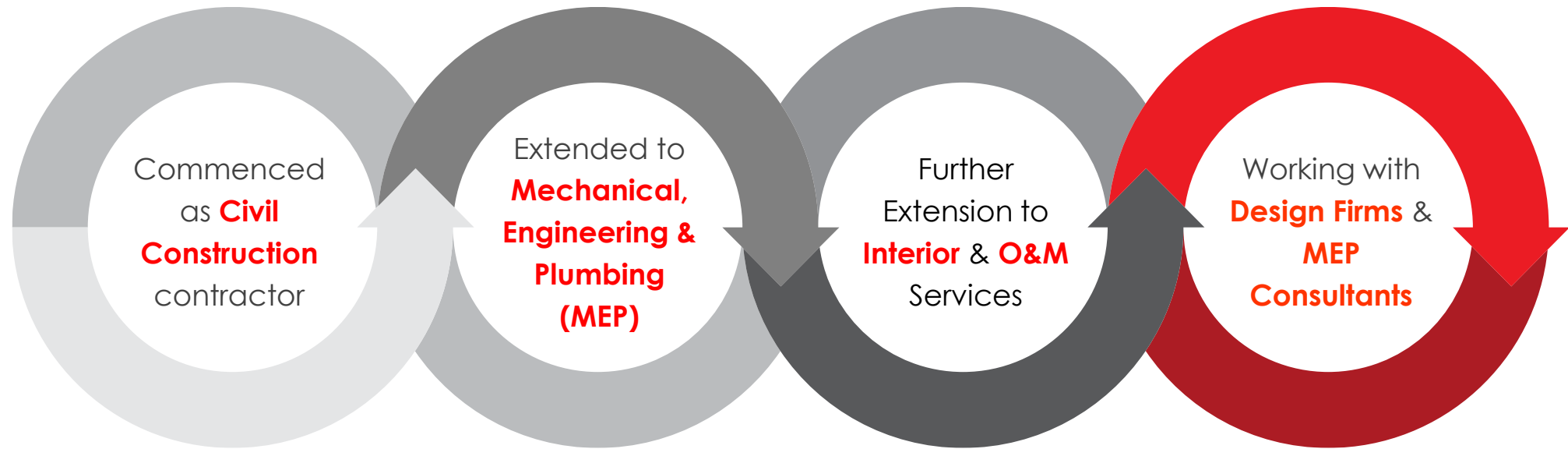
(* As on June 30, 2020)

Clientele with High Quality Business

Work on Hand June 30, 2020 - (Major Projects) | [Rs. in Lakhs]

DESCRIPTION OF PROJECT	LOCATION	NAME OF THE CLIENT	COMBINED 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	57,268
DEVELOPMENT OF SHRI KASHI VISHWANATH DHAM	UTTAR PRADESH	PUBLIC WORKS DEPARTMENT	33,900	32,653
IIM AHMEDABAD	GUJARAT	INDIAN INSTITUTE OF MANAGEMENT	32,801	27,055
AFFORDABLE HOUSING PROJECT	MAHARASTRA	MUNICIPAL CORPORATION	15,755	14,039
PHOENIX MALL	GUJARAT	SGH REALTY LLP	13,909	10,568
SABHA HALL & RESIDENTIAL COMPLEX	GUJARAT	A PRIVATE TRUST	10,460	10,460
ZYDUS HOSPITAL AT BARODA	GUJARAT	ZYDUS HOSPITALS & HEALTHCARE RESEARCH PVT LTD.	10,691	9,425
CIVIL/STRUCTURAL WORKS FOR FMCG COMPANY	GUJARAT	FMCG COMPANY	10,308	9,286
MULTI-TENANTED OFFICE	GUJARAT	DALAL STREET COMMERCIAL COOPERATIVE SOCIETY LTD.	13,050	8,829
RESIDENTIAL COMPLEX AT DAHEJ	GUJARAT	PHARMA COMPANY	7,893	7,359
100 BED HOSPITAL	GUJARAT	CORPORATE FOUNDATION	7,739	5,411
SUPER SPECIALITY BLOCK OF MEDICAL COLLEGE	GUJARAT	GOVERNMENT PSU	7,860	4,207
MEDICAL COLLEGE AND HOSPITAL AT DAHOD	GUJARAT	MEDICAL FOUNDATION	22,500	4,090

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
Vice President - Operations

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



Maulik Patel
Director - 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. She has been actively involved in the execution of the projects for past 5 years. Presently, her functional areas in the company include project planning, procurement and execution.

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 holds the position as Vice President – Planning in the company. 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



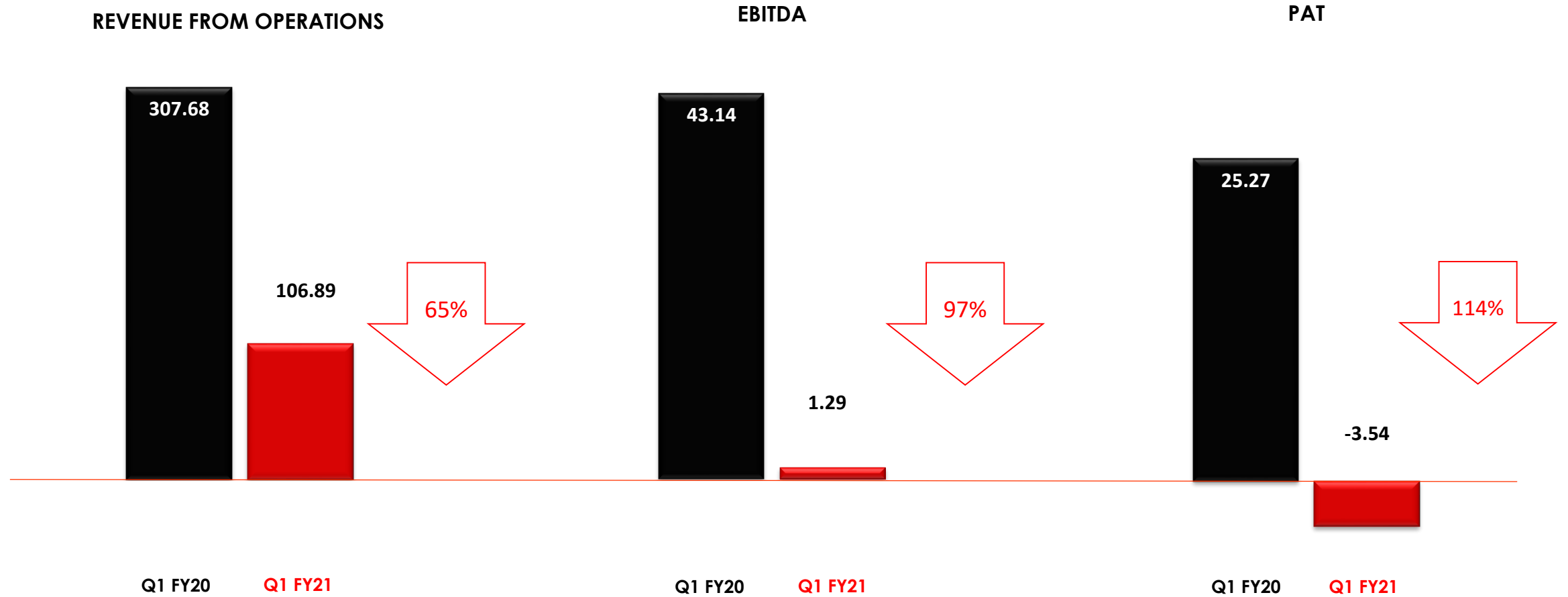
Sanjay Kumar Rai is the Senior SAP/IT Manager at our company
Attended the course for bachelor's degree in science from Ch. Charan Singh University (Meerut) and completed honours diploma in computer from NIIT
Experience in IT and SAP support across Packing, Chemical, Textile, Steel and Automobile industry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

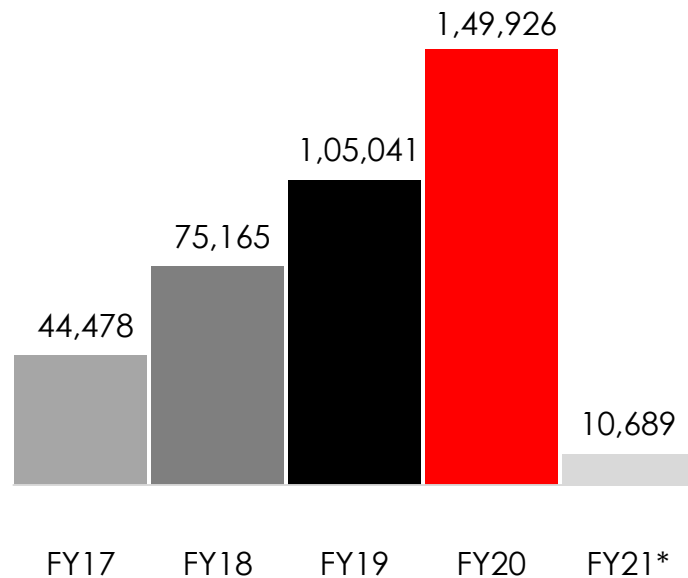
Financial Snapshot (Consolidated)

RESULT SUMMARY Q1 FY21 (RS. CR.)

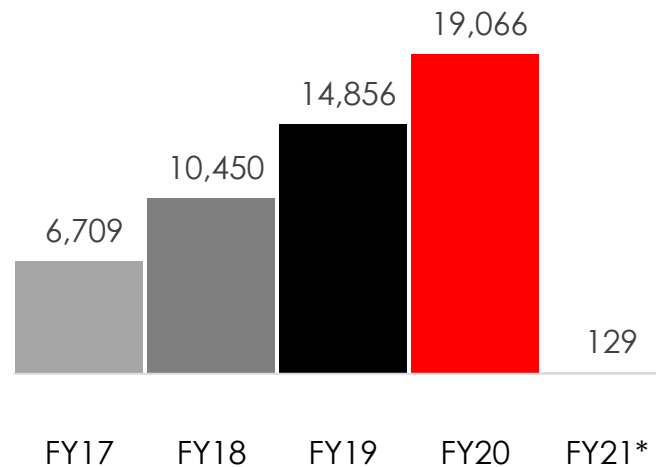


Business Robustness in Numbers (Consolidated)

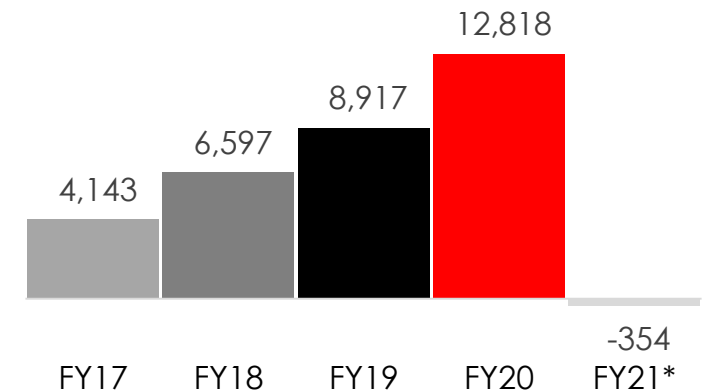
Revenue from Operations (Rs. Lakhs)
#CAGR – 41.23%



EBITDA (Rs. Lakhs)
#CAGR – 35.07%



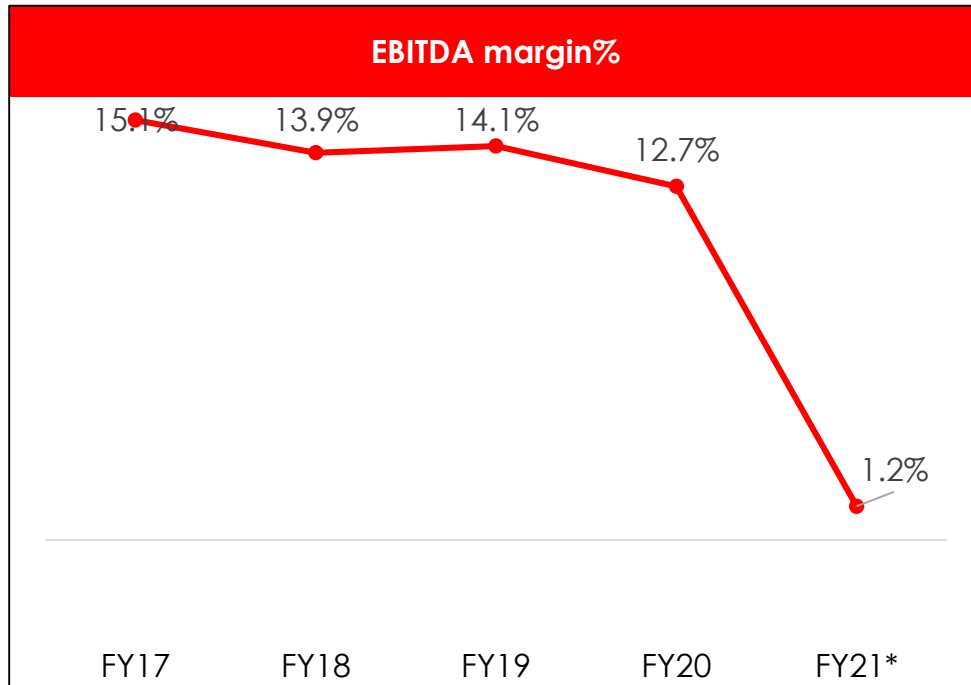
PAT (Rs. Lakhs)
#CAGR – 39.39%



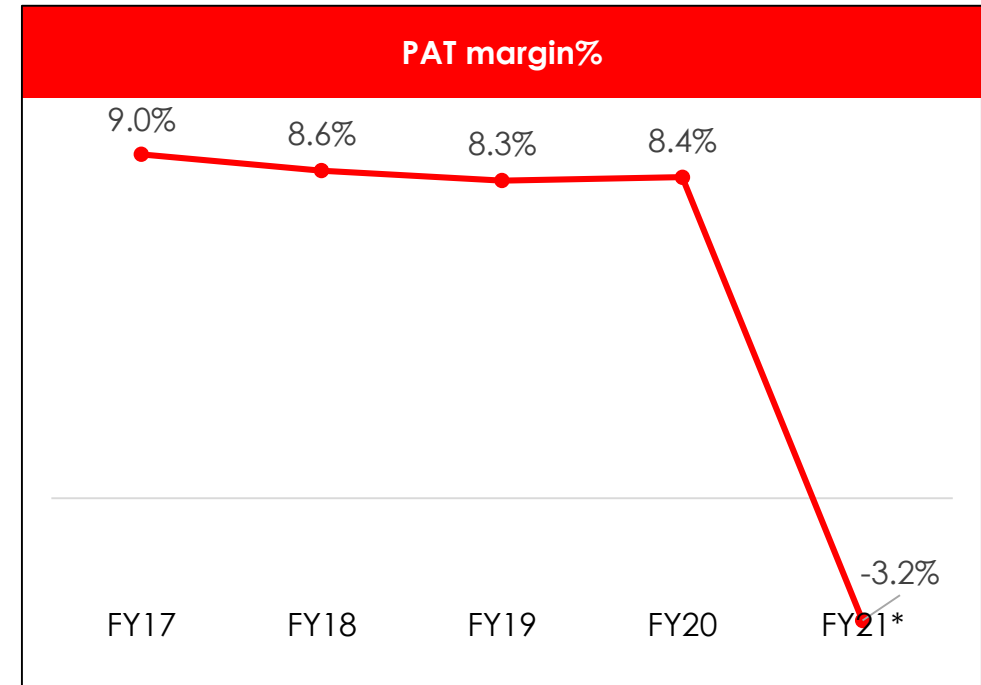
Revenue from Operations - Operating Cost

CAGR based on three years completing on 31.03.2020 (FY 20)
* For the Quarter ended June 30,2020
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 Quarter ended June 30,2020
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 ”

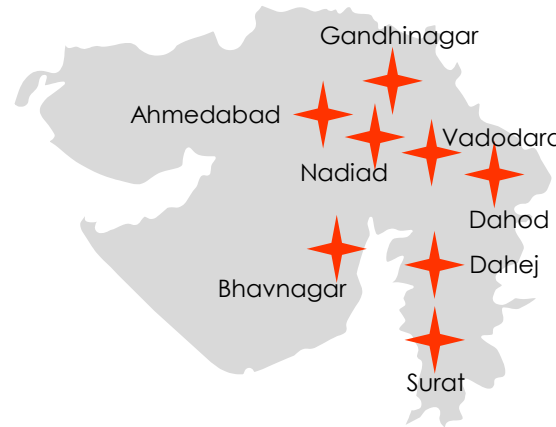
P.S. Patel,
Chairman, Managing Director and CEO

*Actual image of CEPT University

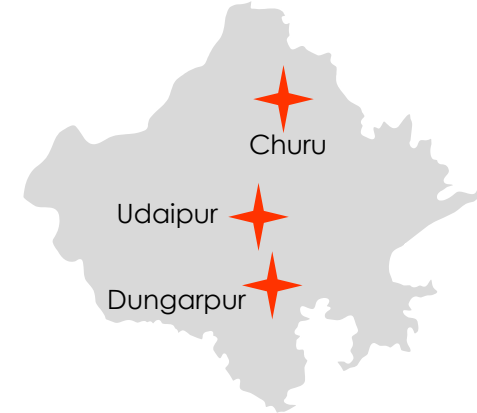
Growing Geographical Foot Print – Locations for Current & Past Projects



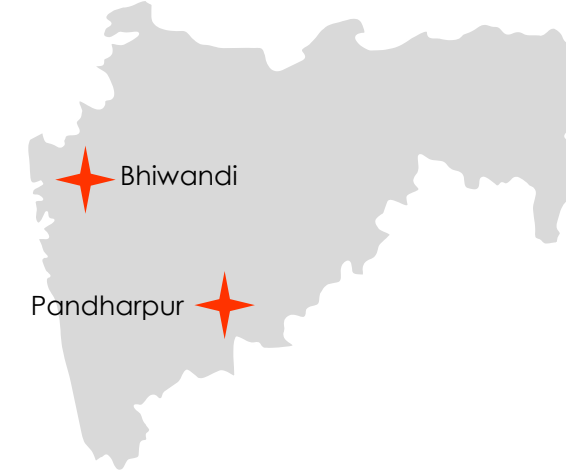
Gujarat



Rajasthan



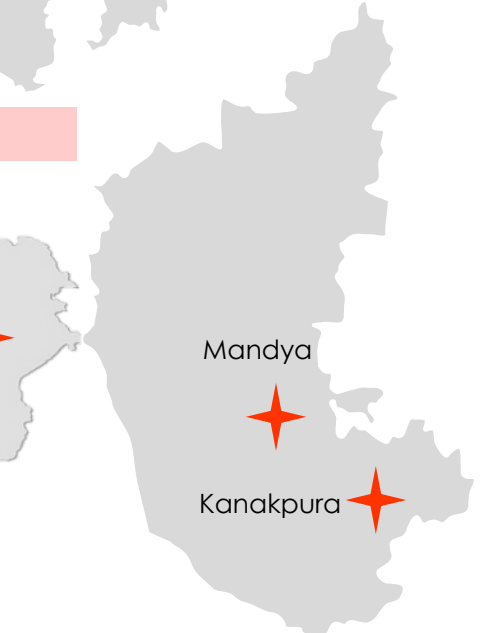
UP



Maharashtra



Delhi



Karnataka

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 ADMIRED 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 (Standalone Financial) – Profit & Loss Statement

Q1FY21 Unaudited Standalone Financial Results for the Quarter ended June 30, 2020

Particulars	Q1 FY21	Q4 FY20	Q1 FY20	Q-o-Q	Y-o-Y	FY 20
Revenue from Operations	10,689.18	45,639.70	30,727.34	-77%	-65%	1,49,925.77
Cost of materials consumed including WIP	3,239.59	15,575.92	11,486.89			53,505.34
Construction Expenses	6,138.38	23,017.90	13,255.96			70,042.26
Employee benefits expense	969.76	1,582.04	1,378.73			5,944.04
Other expenses	211.57	412.00	337.75			1,336.50
Total Operating Expenses	10,559.30	40,587.86	26,459.33	-74%	-60%	1,30,828.14
EBITDA	129.88	5,051.84	4,268.01	-97%	-97%	19,097.63
EBITDA Margin (%)	1.22%	11.07%	13.89%			12.74%
Other Income	479.04	741.03	518.96			2,477.53
Finance costs	289.19	417.02	275.51			1,463.80
Depreciation	616.58	761.64	588.33			2,669.17
Profit /(Loss) Before Tax	(296.85)	4,614.21	3,923.13	-106%	-108%	17,442.19
Tax Expense	(75.04)	1,187.61	1,370.66			4,516.16
Other comprehensive income	(3.26)	(11.58)	(0.52)			(13.14)
Profit /(Loss) After Tax	(225.07)	3,415.02	2,551.95	-107%	-109%	12,912.89
PAT Margin (%)	-2.02%	7.36%	8.17%			8.47%
EPS (INR)	-0.62	9.52	7.09			35.91

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

Q1FY21 Unaudited Consolidated Financial Results for the Quarter ended June 30, 2020

Particulars	Q1 FY21	Q4 FY20	Q1 FY20	Q-o-Q	Y-o-Y	FY 20
Revenue from Operations	10,689.18	45,639.70	30,768.27	-77%	-65%	1,49,925.93
Cost of materials consumed including WIP	3,239.59	15,575.92	11,486.00			53,505.34
Construction Expenses	6,138.38	23,017.41	13,257.25			70,044.68
Employee benefits expense	970.10	1,583.43	1,379.84			5,948.66
Other expenses	211.74	368.76	330.92			1,344.08
Total Operating Expenses	10,559.81	40,545.52	26,454.01	-74%	-60%	1,30,842.76
EBITDA	129.37	5,094.18	4,314.26	-97%	-97%	19,083.17
EBITDA Margin (%)	1.21%	11.16%	14.02%			12.73%
Other Income	487.18	748.48	464.23			2,445.04
Finance costs	298.71	427.37	286.28			1,505.58
Depreciation	616.58	761.71	588.43			2,669.55
Profit/(Loss) Before Tax	(298.74)	4,653.58	3,903.78	-106%	-108%	17,324.67
Tax Expense	(46.12)	1,189.17	1,364.77			4,504.49
Other comprehensive income	(3.36)	(13.27)	(0.20)			(13.14)
Share of profit / (loss) from Joint Venture (Net)	(98.33)	(55.24)	(10.95)			
Profit/(Loss) After Tax	(354.31)	3,395.90	2,527.86	-110%	-114%	12,817.78
PAT Margin (%)	-3.17%	7.32%	8.09%			8.41%
EPS (INR)	-0.96	9.48	7.04			35.69



Thank You

PSP Projects Limited

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