



PSP

**PSP PROJECTS LTD.**

**INVESTOR PRESENTATION**

**Q2 FY20  
October 2019**

*Build to Last*



**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.



**"SECOND FASTEST GROWING CONSTRUCTION  
COMPANY IN SMALL CATEGORY"  
AND  
"TOP CHALLENGERS AWARDS"  
BY CONSTRUCTION WORLD GLOBAL AWARDS 2019**



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





**"FASTEST GROWING  
CONSTRUCTION & ENGINEERING  
COMPANY"  
BY CREDAI DURING CREDAI  
GUJARAT GROWTH AMBASSADORS  
SUMMIT 2019**



**FELICITATION TO "ASSEMBLY  
BUILDING AT SARDAR BHAVAN  
CAMPUS, GUJARAT"  
AS  
"IGBC NEW BUILDING - GOLD"  
DURING GREEN BUILDING  
CONGRESS 2019 AT HYDERABAD**



**"SPECIAL COMMENDATION  
FOR BUILDING HIGH QUALITY  
AND INNOVATIVE  
INFRASTRUCTURE"  
BY  
"CNBC BAJAR GUJARAT REAL  
ESTATE AWARDS 2018-19"**



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**FINANCIAL SNAPSHOT**

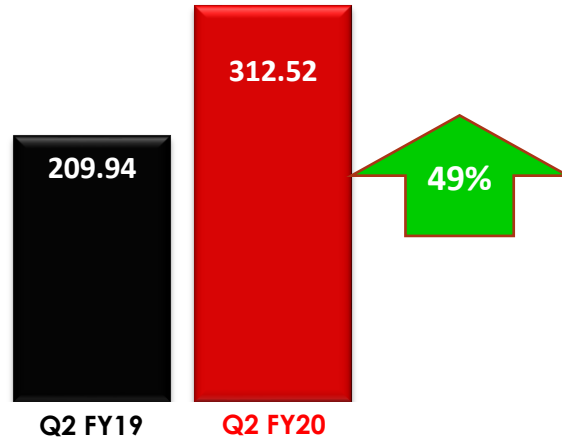
*Build to Last*



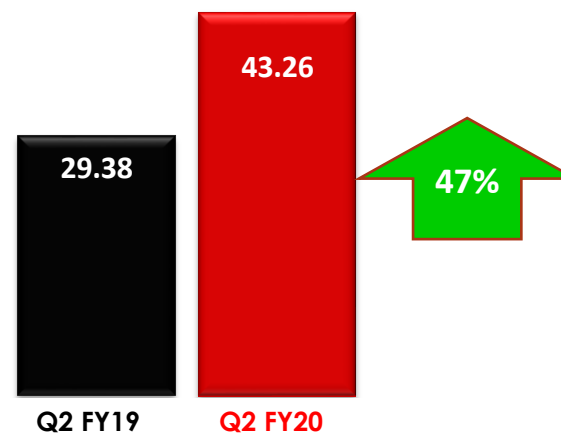
**PSP Projects Ltd.**

## RESULT SUMMARY Q2 FY20 (RS. CR.)

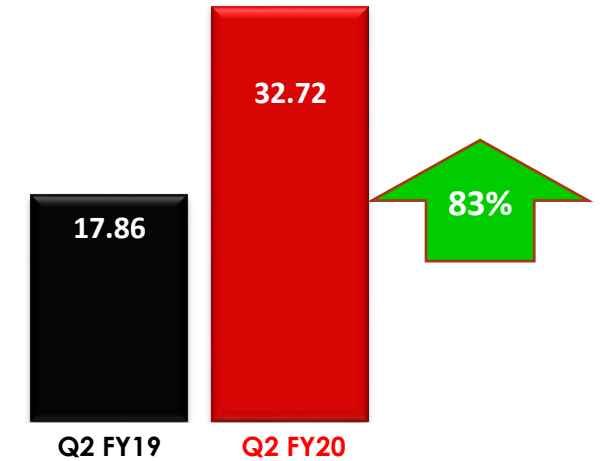
### REVENUE FROM OPERATIONS



### EBITDA

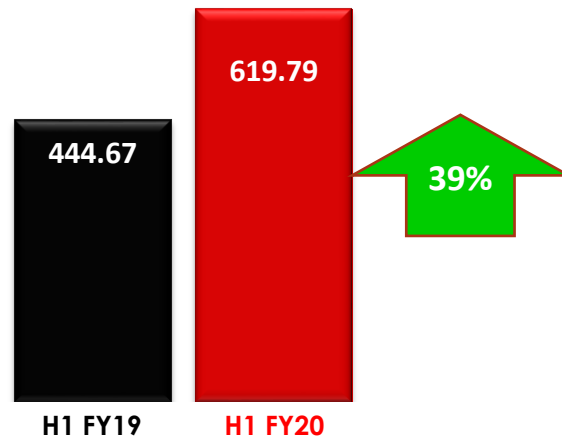


### PAT

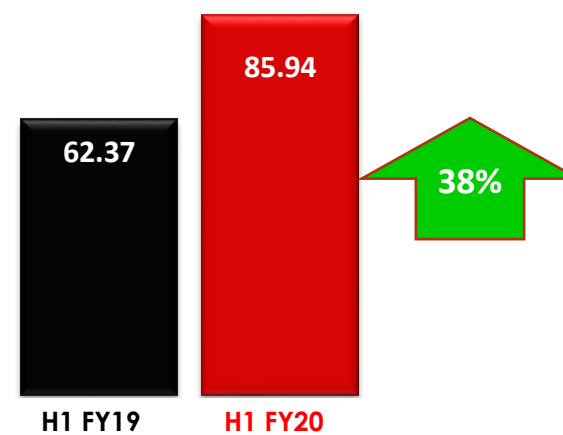


## RESULT SUMMARY H1 FY20 (RS. CR.)

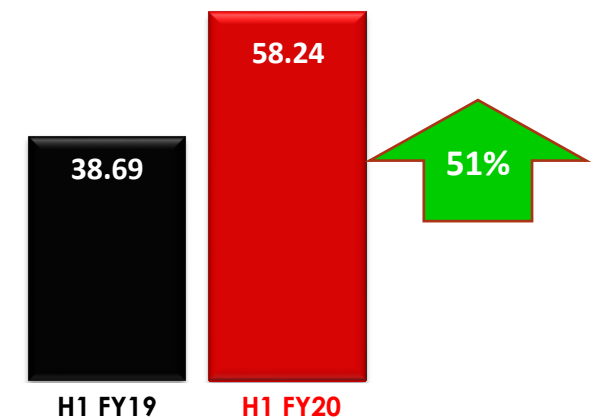
### REVENUE FROM OPERATIONS



### EBITDA



### PAT



# PSP Projects

12

Years in  
existence

130

Projects  
delivered

1,971.90

(Rs/cr) Market cap as  
on 18<sup>th</sup> Oct 2019

48

Projects under  
execution (as on 30<sup>th</sup>  
Sept 2019)

3,191

(Rs/cr) Order book as  
on 30<sup>th</sup> Sept 2019





PSP

**PERFORMANCE HIGHLIGHTS**  
**(STANDALONE)**

*Build to Last*

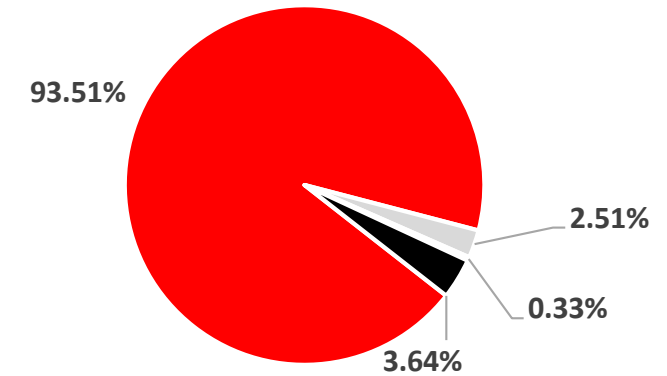
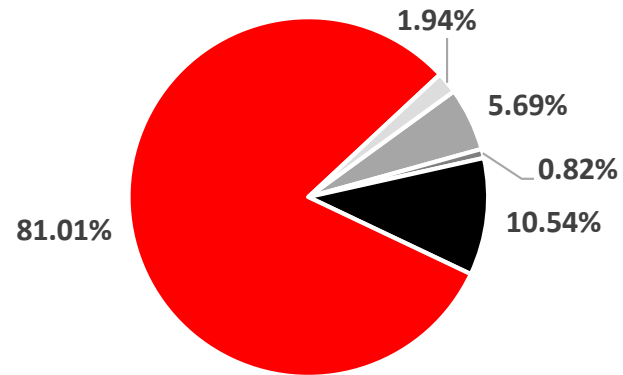
© morphogenesis



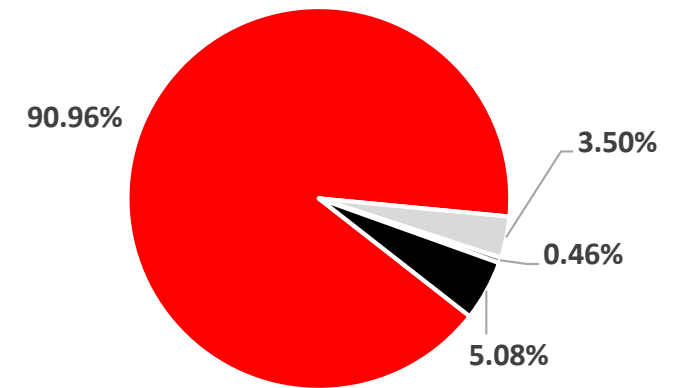
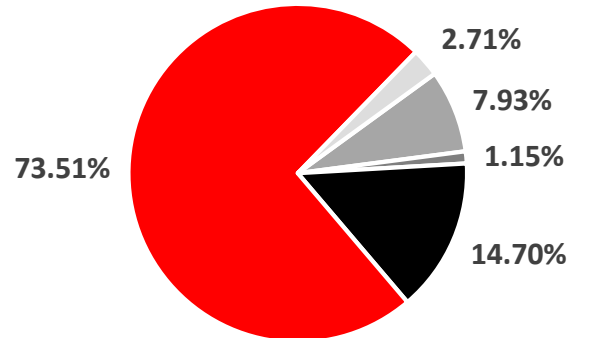
**PSP Projects Ltd.**



# REVENUE BREAK-UP FOR THE Q2FY20 - Rs.312.52 CR



## REVENUE BREAK-UP FOR THE Q2FY20 (EXCLUDING SDB) - Rs. 224.15 CR



■ Government ■ Govt Residential ■ Industrial  
■ Institutional ■ Residential

■ Gujarat ■ Karnataka ■ Maharashtra ■ Rajasthan

**CATEGORY WISE**

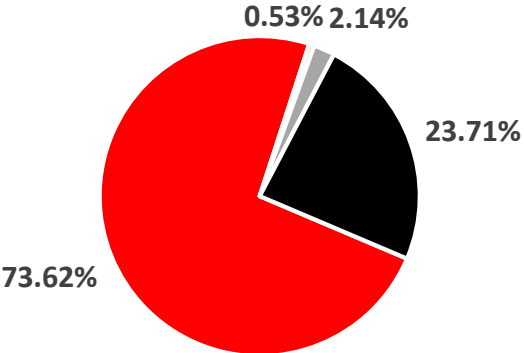
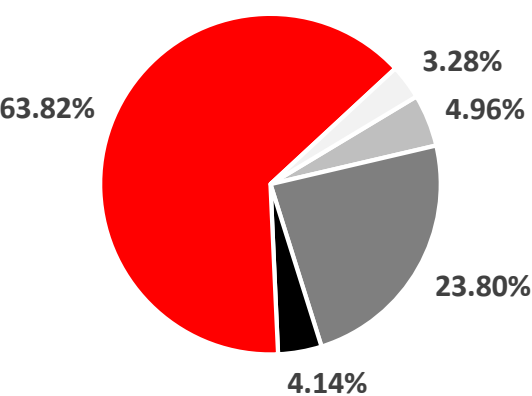
**GEOGRAPHICAL**

(STANDALONE)

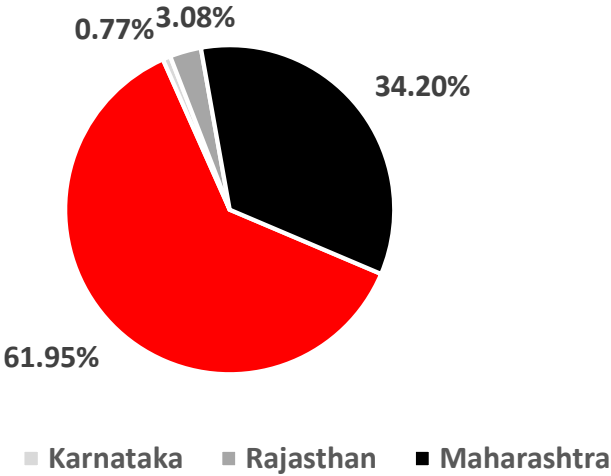
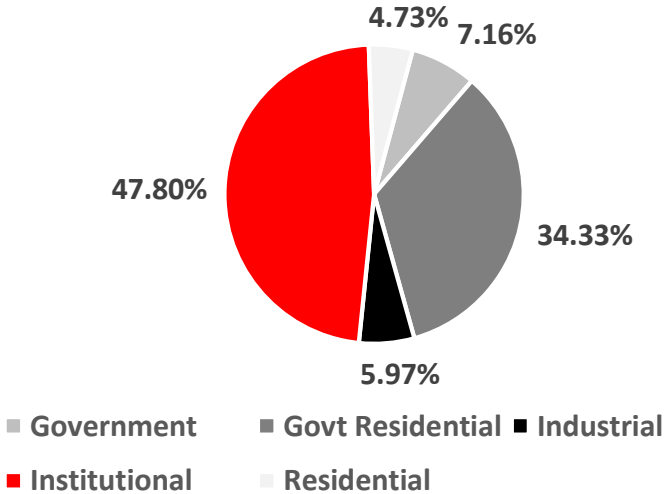


**PSP Projects Ltd.**

WORK ON HAND - RS. 3190.87 CR



WORK ON HAND Rs. 2211.83 CR (EXCLUDING SDB)



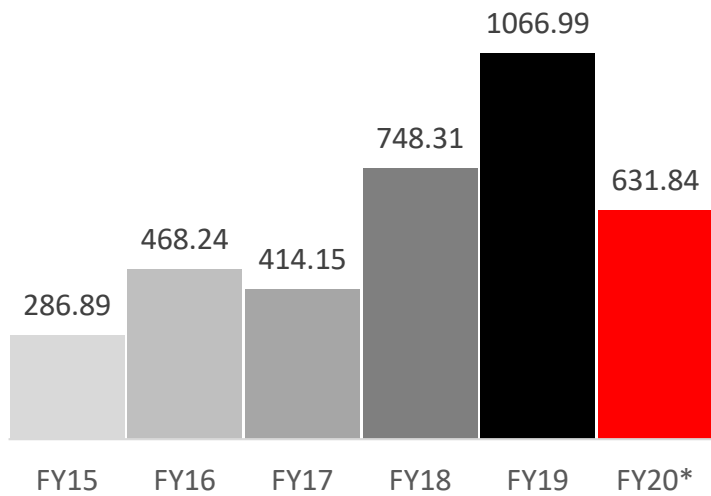
CATEGORY WISE

GEOGRAPHICAL

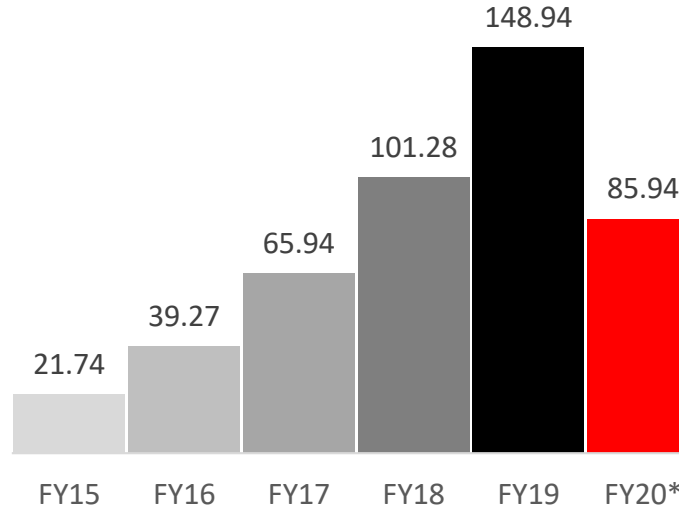
(STANDALONE)

# BUSINESS ROBUSTNESS IN NUMBERS (STANDALONE)

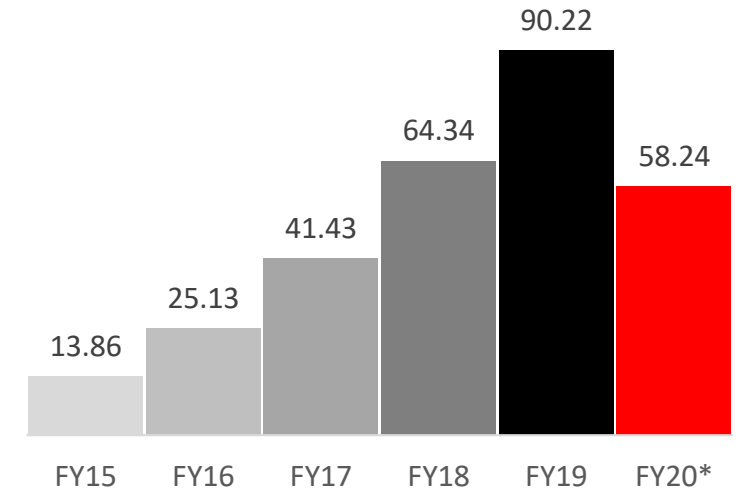
**GROSS REVENUE (RS. Cr)**  
#CAGR - 38.87%



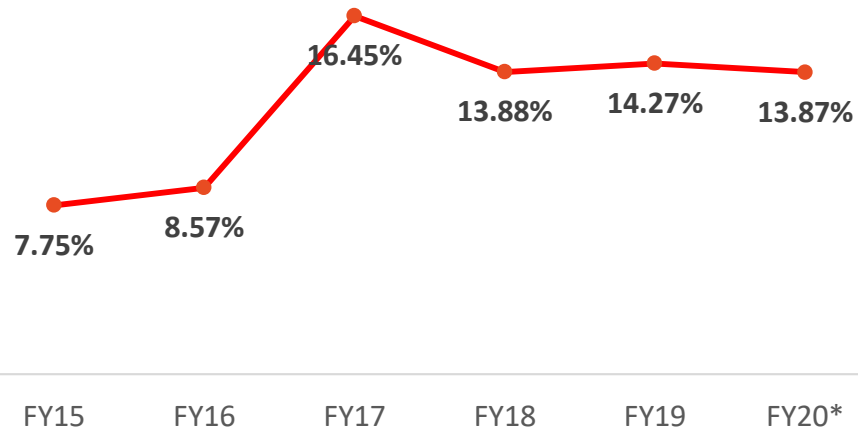
**EBIDTA (Rs. Cr)**  
#CAGR - 61.78%



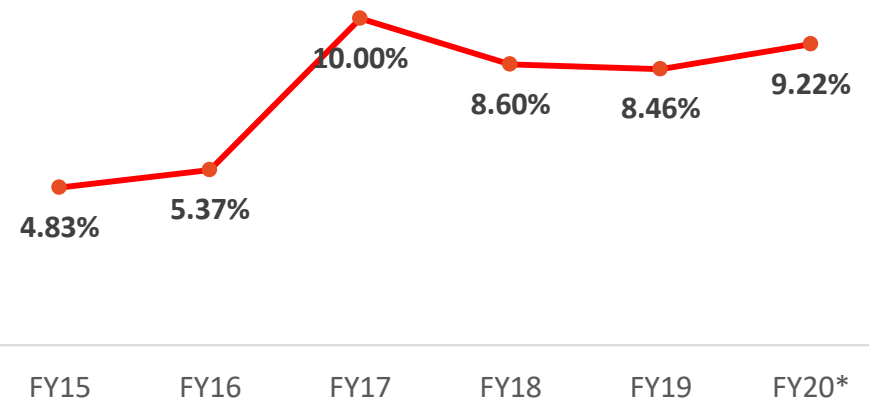
**PAT (Rs. Cr)**  
#CAGR - 59.71%



**EBIDTA margin%**



**PAT margin%**



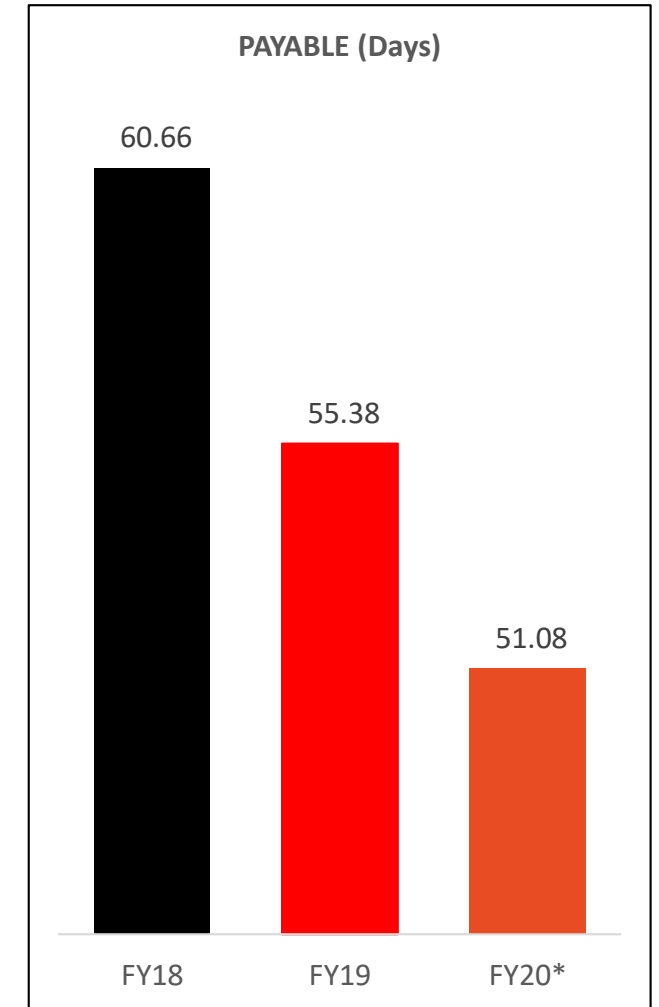
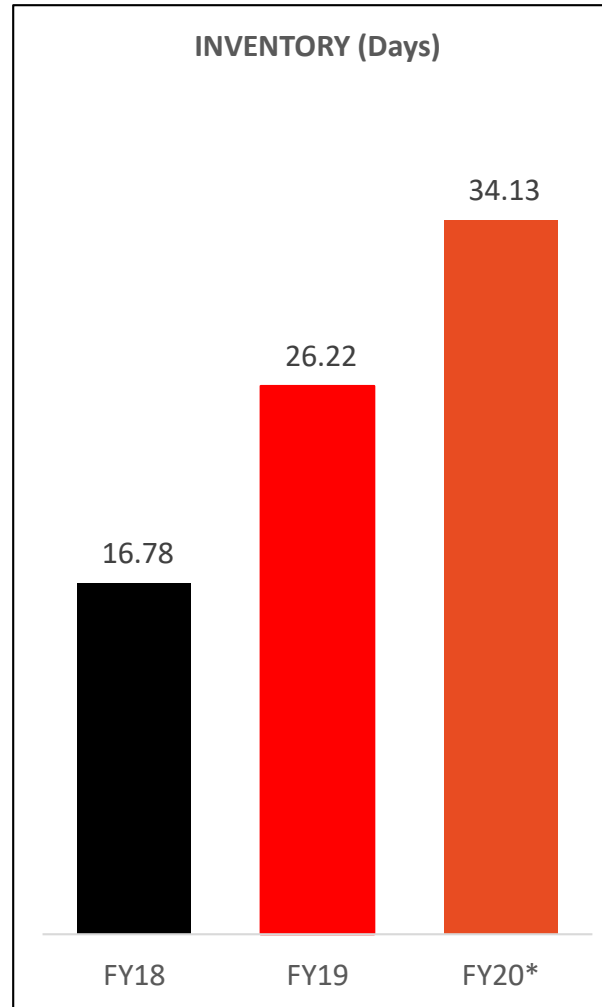
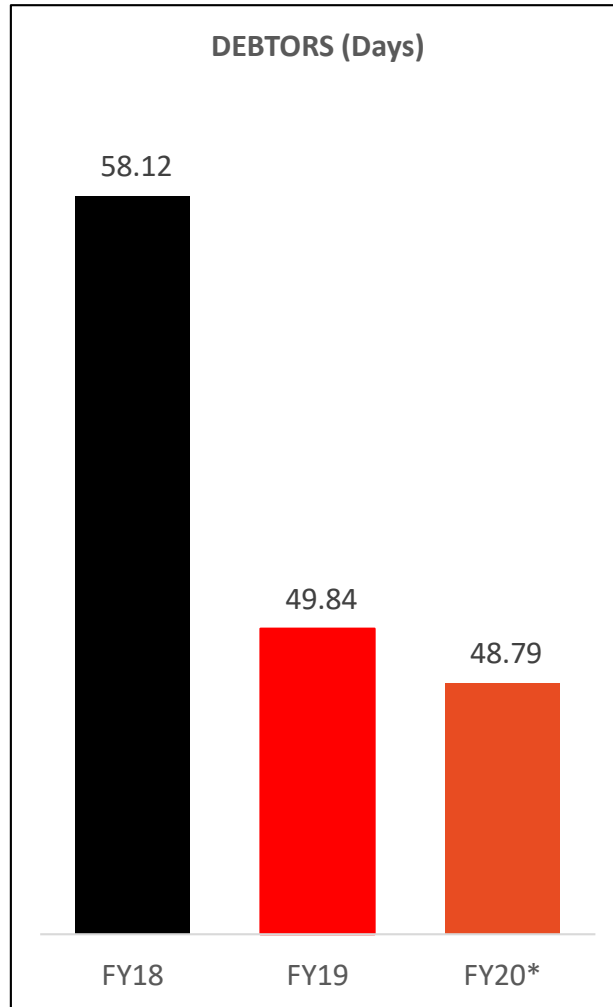
\* Till 30<sup>th</sup> Sept 2019    # CAGR based on five years completing on 31.03.2019



**PSP Projects Ltd.**



# BUSINESS ROBUSTNESS IN NUMBERS (STANDALONE)

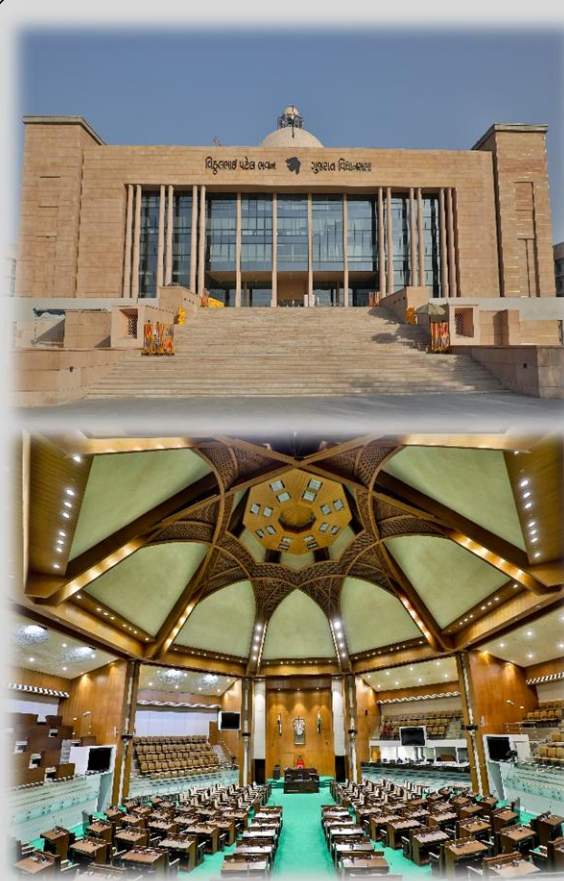


\* Till 30<sup>th</sup> Sept 2019

# 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



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

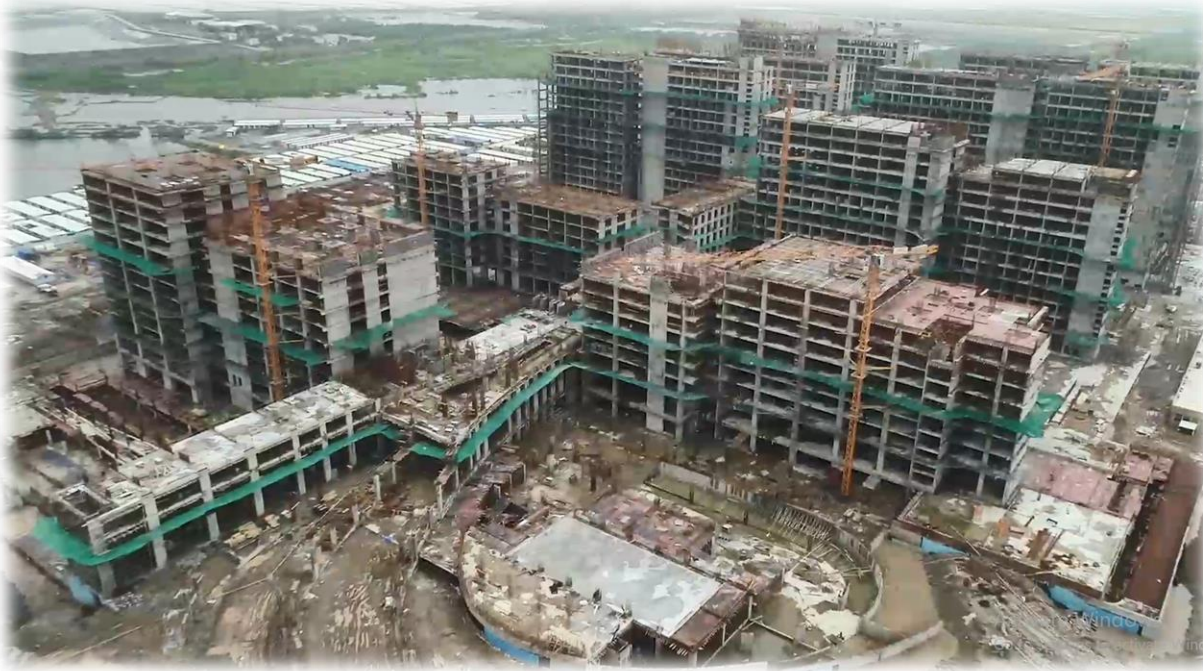




Executing single-largest  
contract of **Rs 1575<sup>#</sup>** cr of  
Surat Diamond Bourse  
(*#Excluding GST*)



# SURAT DIAMOND – WIP (ACTUAL SITE IMAGE)



## WORK ON HAND SEPT 30, 2019 (MAJOR PROJECTS) (RS. IN LAKHS)

Description of Project	Location	Name of the Client	Total Contract Value	Outstanding Contract Value
Surat Diamond Bourse Main Contract Works, Surat, Gujarat	Surat, Gujarat	SDB Diamond Bourse	157,500	97,904
EWS Housing Project at Bhiwandi, Maharashtra	Bhiwandi	Bhiwandi Nizampur City Municipal Corporation	60,140	60,140
IIM AHMEDABAD, Gujarat	Ahmedabad, Gujarat	Indian Institute Of Management	32,801	30,045
Affordable Housing Project at Pandharpur, Maharashtra	Pandharpur, Maharashtra	Pandharpur Municipal Corporation	15,755	15,507
Medical College and Hospital at Dahod , Gujarat	Dahod, Gujarat	Zydus Foundation	22,500	13,462
Multi-tenanted office for DSCCSL at GIFT City, Gujarat	Gandhinagar, Gujarat	Dalal Street Commercial Cooperative Society Ltd.	13,050	11,136
Zydus Hospital at Baroda, Gujarat	Vadodara, Gujarat	Zydus Hospitals & Healthcare Research Pvt Ltd.	10,691	10,160
Phoenix Mall at Thaltej, Ahmedabad, Gujarat	Ahmedabad	SGH Realty LLP	9,909	8,926
Residential Complex At Atali Housing, Dahej	Dahej, Bharuch	Torrent Pharmaceuticals Limited	8,268	8,268
Hospital Project at Sitapur, Gujarat on Lump Sum Turnkey Basis (EPC Mode)	Sitapur, Gujarat	Maruti Suzuki Foundation (MSF)	7,735	7,735
Super specialty Block of Government Medical College at Bhavnagar Gujarat	Bhavnagar, Gujarat	Bridge & Roof Co. (India) Ltd	7,860	6,079
Corporate House at Ahmedabad, Gujarat	Ahmedabad, Gujarat	Punishka Enterprises	5,470	4,421





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**FINANCIAL PERFORMANCE**

*Build to Last*



**PSP Projects Ltd.**

# SEQUENTIAL QUARTERLY PERFORMANCE

## Q2FY20 Unaudited Standalone Financial Results for the quarter and half year ended September 30, 2019 (Rs. In Lakhs)

Particulars	Q2 FY20	Q1 FY20	Q2 FY19	Q-o-Q	Y-o-Y	H1 FY 20	H1 FY 19	Y-o-Y
<b>Revenue from Operations</b>	<b>31,252.09</b>	<b>30,727.34</b>	<b>20,994.88</b>	<b>2%</b>	<b>49%</b>	<b>61,979.43</b>	<b>44,466.78</b>	<b>39%</b>
Cost of materials consumed including WIP	9,622.03	11,486.89	7,219.78			21,108.92	18,851.13	
Construction Expenses	15,525.62	13,255.96	9,529.66			28,781.58	16,860.19	
Employee benefits expense	1,460.69	1,378.73	1,077.80			2,839.42	2,077.28	
Other expenses	318.23	337.75	229.85			655.98	440.97	
<b>Total Operating Expenses</b>	<b>26,926.57</b>	<b>26,459.33</b>	<b>18,057.09</b>	<b>2%</b>	<b>49%</b>	<b>53,385.90</b>	<b>38,229.57</b>	<b>40%</b>
<b>EBITDA</b>	<b>4,325.52</b>	<b>4,268.01</b>	<b>2,937.79</b>	<b>1%</b>	<b>47%</b>	<b>8,593.53</b>	<b>6,237.21</b>	<b>38%</b>
<b>EBITDA Margin (%)</b>	<b>13.84%</b>	<b>13.89%</b>	<b>13.99%</b>			<b>13.87%</b>	<b>14.03%</b>	
Other Income	685.54	518.96	543.17			1,204.50	1,151.88	
Finance costs	366.68	275.51	227.19			642.19	372.82	
Depreciation	620.85	588.33	578.90			1,209.18	1,060.24	
<b>Profit Before Tax</b>	<b>4,023.53</b>	<b>3,923.13</b>	<b>2,674.87</b>	<b>3%</b>	<b>50%</b>	<b>7,946.66</b>	<b>5,956.03</b>	<b>33%</b>
Tax Expense	751.33	1,370.66	918.98			2,121.99	2,091.69	
Other comprehensive income	(0.52)	(0.52)	29.94			(1.04)	4.41	
<b>Profit After Tax</b>	<b>3,271.68</b>	<b>2,551.95</b>	<b>1,785.83</b>	<b>28%</b>	<b>83%</b>	<b>5,823.63</b>	<b>3,868.75</b>	<b>51%</b>
<b>PAT Margin (%)</b>	<b>10.24%</b>	<b>8.17%</b>	<b>8.29%</b>			<b>9.22%</b>	<b>8.48%</b>	
EPS (INR)	9.09	7.09	4.88			16.18	10.74	

# SEQUENTIAL QUARTERLY PERFORMANCE

**Q2FY20 Unaudited Consolidated Financial Results for the quarter and half year ended September 30, 2019 (Rs. In Lakhs)**

Particulars	Q2 FY20	Q1 FY20	Q2 FY19	Q-o-Q	Y-o-Y	H1 FY 20	H1 FY 19	Y-o-Y
<b>Revenue from Operations</b>	<b>31,211.32</b>	<b>30,768.27</b>	<b>21,206.14</b>	<b>1%</b>	<b>47%</b>	<b>61,979.59</b>	<b>45,028.18</b>	<b>38%</b>
Cost of materials consumed including WIP	9,622.92	11,486.00	7,309.62			21,108.92	19,178.50	
Construction Expenses	15,526.46	13,257.25	9,695.04			28,783.71	17,092.06	
Employee benefits expense	1,461.74	1,379.84	1,078.64			2,841.58	2,078.96	
Other expenses	319.42	341.87	237.20			661.29	451.16	
<b>Total Operating Expenses</b>	<b>26,930.54</b>	<b>26,464.96</b>	<b>18,320.50</b>	<b>2%</b>	<b>47%</b>	<b>53,395.50</b>	<b>38,800.68</b>	<b>38%</b>
<b>EBITDA</b>	<b>4,280.78</b>	<b>4,303.31</b>	<b>2,885.64</b>	<b>-1%</b>	<b>48%</b>	<b>8,584.09</b>	<b>6,227.50</b>	<b>38%</b>
<b>EBITDA Margin (%)</b>	<b>13.72%</b>	<b>13.99%</b>	<b>13.61%</b>			<b>13.85%</b>	<b>13.83%</b>	
Other Income	713.11	464.23	573.93			1,177.34	1,157.04	
Finance costs	377.28	286.28	239.87			663.56	400.10	
Depreciation	620.96	588.43	580.36			1,209.39	1,064.58	
<b>Profit Before Tax</b>	<b>3,995.65</b>	<b>3,892.83</b>	<b>2,639.34</b>	<b>3%</b>	<b>51%</b>	<b>7,888.48</b>	<b>5,919.86</b>	<b>33%</b>
Tax Expense	749.47	1,364.77	910.61			5,774.24	3,835.59	
Other comprehensive income	0.44	(0.20)	8.72			0.23	8.15	
<b>Profit After Tax</b>	<b>3,246.62</b>	<b>2,527.86</b>	<b>1,737.45</b>	<b>28%</b>	<b>87%</b>	<b>5,774.47</b>	<b>3,843.73</b>	<b>50%</b>
<b>PAT Margin (%)</b>	<b>10.17%</b>	<b>8.09%</b>	<b>7.98%</b>			<b>9.14%</b>	<b>8.32%</b>	
EPS (INR)	9.03	7.04	5.85			16.07	10.67	

# ANNUAL FINANCIAL PERFORMANCE

## H1FY20 Unaudited Standalone Balance sheet as at September 30, 2019 (RS. IN LAKHS)

Particulars	As at Sept 30, 2019 (Unaudited)	As at March 31, 2019 (Audited)
<b>ASSETS</b>		
<b>(1) Non current Assets</b>		
(a) Property, Plant and Equipment	9,876.82	10,212.88
(b) Capital Work-In-Progress	94.80	-
(c) Other Intangible Assets	107.06	103.65
(d) <u>Financial Assets</u>		
(i) Investments	442.37	442.37
(ii) Loans	2,580.00	2,386.41
(iii) Other Financial Assets	10,002.53	5,887.77
(e) Deferred Tax Asset (Net)	473.96	486.93
(f) Other Non Current Assets	43.87	211.77
<b>Total Non-Current Assets</b>	<b>23,621.41</b>	<b>19,731.78</b>
<b>(2) Current Assets</b>		
(a) Inventories	11,591.00	7,500.17
(b) <u>Financial Assets</u>		
(i) Trade receivables	16,571.30	14,257.16
(ii) Cash and cash equivalents	13,708.15	3,504.68
(iii) Bank Balances other than (ii) above	8,476.71	18,665.61
(iv) Loans	1,623.55	1,578.28
(v) Other Financial Assets	6,211.36	4,938.80
(c) Other Current Assets	3,627.30	2,875.08
(d) Current Tax Assets (Net)	76.30	-
<b>Total Current Assets</b>	<b>61,885.67</b>	<b>53,319.78</b>
<b>Total Assets</b>	<b>85,507.08</b>	<b>73,051.56</b>

Particulars	As at Sept 30, 2019 (Unaudited)	As at March 31, 2019 (Audited)
<b>EQUITY AND LIABILITIES</b>		
<b>(1) Equity</b>		
(a) Equity Share Capital	3,600.00	3,600.00
(b) Other Equity	37,191.74	33,538.11
<b>Total Equity</b>	<b>40,791.74</b>	<b>37,138.11</b>
<b>LIABILITIES</b>		
<b>(2) Non-Current liabilities</b>		
(a) <u>Financial Liabilities</u>		
(i) Borrowings	21.78	40.87
<b>Total Non-Current Liabilities</b>	<b>21.78</b>	<b>40.87</b>
<b>(3) Current Liabilities</b>		
(a) <u>Financial Liabilities</u>		
(i) Borrowings	6,998.07	2,456.64
(ii) Trade Payables		
- Total outstanding dues of micro enterprises and small enterprises	490.48	75.23
- Total outstanding dues of creditors other than micro enterprises and small enterprises	16,857.64	15,765.40
(iii) Other Financial Liabilities	3,331.24	1,172.19
(b) Other Current Liabilities	16,944.61	15,331.79
(c) Provisions	71.52	31.36
(d) Current Tax Liabilities (Net)	-	1,039.97
<b>Total Current Liabilities</b>	<b>44,693.56</b>	<b>35,872.58</b>
<b>Total Liabilities</b>	<b>44,715.34</b>	<b>35,913.45</b>
<b>Total Equity and Liabilities</b>	<b>85,507.08</b>	<b>73,051.56</b>



# ANNUAL FINANCIAL PERFORMANCE

## H1FY20 Unaudited Consolidated Balance sheet as at September 30, 2019 (RS. IN LAKHS)

Particulars	As at Sept 30, 2019 (Unaudited)	As at March 31, 2019 (Audited)
<b>ASSETS</b>		
<b>(1) Non current Assets</b>		
(a) Property, Plant and Equipment	9,878.50	10,214.79
(b) Capital Work-In-Progress	94.80	-
(c) Other Intangible Assets	107.06	103.65
(d) <u>Financial Assets</u>		
(i) Investments	65.68	65.68
(ii) Loans	2,508.96	2,282.31
(iii) Other Financial Assets	10,002.71	5,887.95
(e) Deferred Tax Asset (Net)	585.58	592.13
(f) Other Non Current Assets	43.87	211.77
<b>Total Non-Current Assets</b>	<b>23,287.16</b>	<b>19,358.28</b>
<b>(2) Current Assets</b>		
(a) Inventories	11,591.00	7,500.17
(b) <u>Financial Assets</u>		
(i) Trade receivables	17,178.71	14,788.52
(ii) Cash and cash equivalents	13,716.41	3,554.82
(iii) Bank Balances other than (ii) above	8,476.71	18,665.61
(iv) Loans	1,123.55	1,078.28
(v) Other Financial Assets	6,719.63	5,576.34
(c) Other Current Assets	3,671.49	2,883.46
(d) Current Tax Assets (Net)	180.45	102.69
<b>Total Current Assets</b>	<b>62,657.95</b>	<b>54,149.89</b>
<b>Total Assets</b>	<b>85,945.11</b>	<b>73,508.17</b>

Particulars	As at Sept 30, 2019 (Unaudited)	As at March 31, 2019 (Audited)
<b>EQUITY AND LIABILITIES</b>		
<b>(1) Equity</b>		
(a) Equity Share Capital	3,600.00	3,600.00
(b) Other Equity	36,943.25	33,330.71
<b>Equity attributable to owners of Holding Company</b>	<b>40,543.25</b>	<b>36,930.71</b>
<b>Non- Controlling Interest</b>	<b>74.48</b>	<b>85.37</b>
<b>Total Equity</b>	<b>40,617.73</b>	<b>37,016.08</b>
<b>LIABILITIES</b>		
<b>(2) Non-Current liabilities</b>		
(a) <u>Financial Liabilities</u>		
(i) Borrowings	21.78	40.87
<b>Total Non-Current Liabilities</b>	<b>21.78</b>	<b>40.87</b>
<b>(3) Current Liabilities</b>		
(a) <u>Financial Liabilities</u>		
(i) Borrowings	7,507.68	2,938.27
(ii) Trade Payables		
- Total outstanding dues of micro enterprises and small enterprises	490.48	75.23
- Total outstanding dues of creditors other than micro enterprises and small enterprises	16,931.51	15,838.86
(iii) Other Financial Liabilities	3,331.38	1,172.27
(b) Other Current Liabilities	16,952.96	15,339.17
(c) Provisions	91.59	47.45
(d) Current Tax Liabilities (Net)	-	1,039.97
<b>Total Current Liabilities</b>	<b>45,305.60</b>	<b>36,451.22</b>
<b>Total Liabilities</b>	<b>45,327.38</b>	<b>36,492.09</b>
<b>Total Equity and Liabilities</b>	<b>85,945.11</b>	<b>73,508.17</b>



PSP

## COMPANY OVERVIEW

*Build to Last*



**PSP Projects Ltd.**

# PROJECT CLASSIFICATION



## 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 - 52 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 - 45 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**



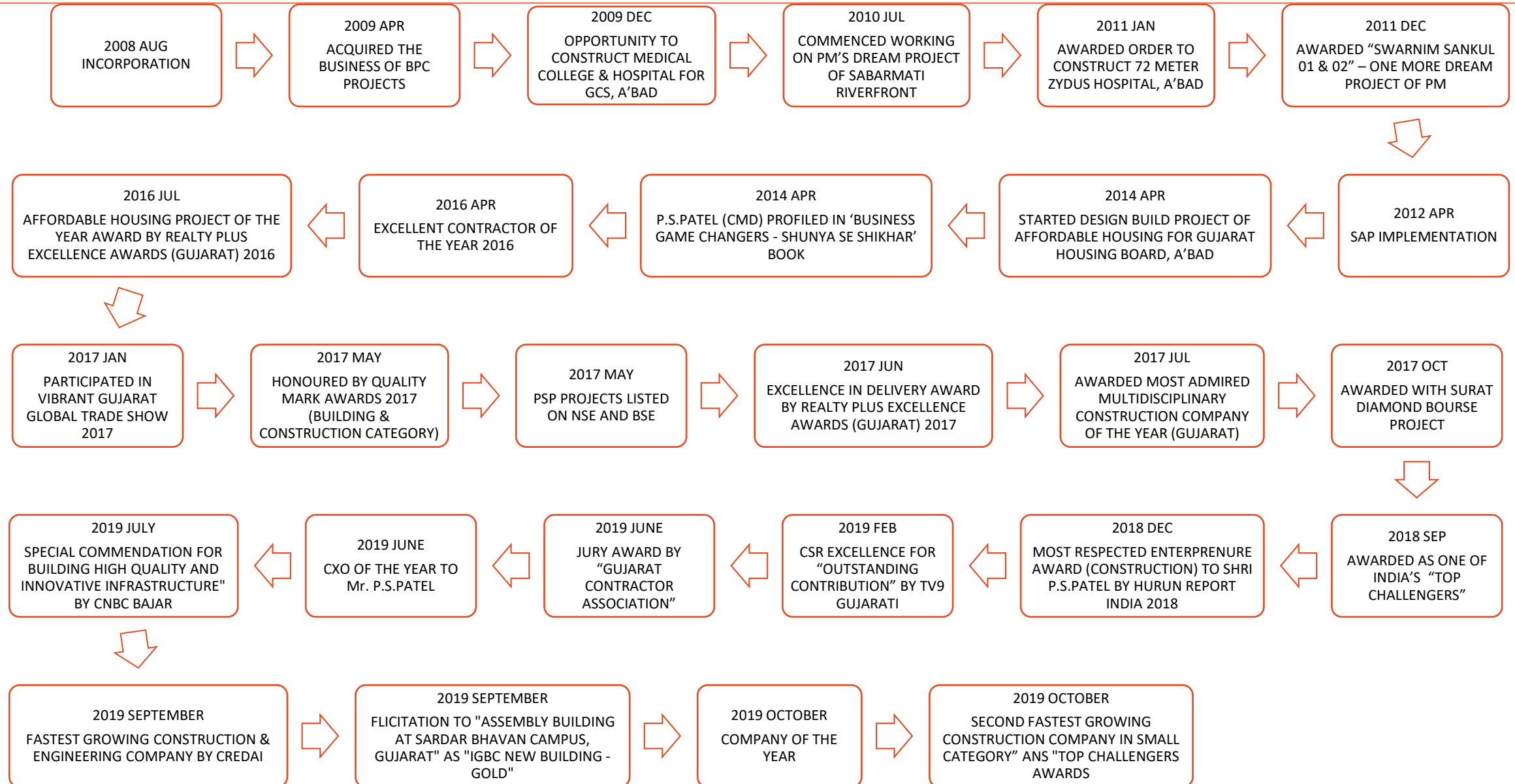
## Residential projects

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



**PSP Projects Ltd.**



## LEADERSHIP TEAM



**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 1300 direct employees plus 8000+ contract employees

1

## Plants, machinery and vehicles

Invested **Rs 150** 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 3191 cr** as on 30<sup>th</sup> Sept 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 Fit-out.

Impressive Ratio 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

Rs 42.91 Cr  
In 2018-19



Rs 8.54 Cr  
In 2012-13

Projects under execution

**48** • (as on 30<sup>th</sup> Sept 2019)



\*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

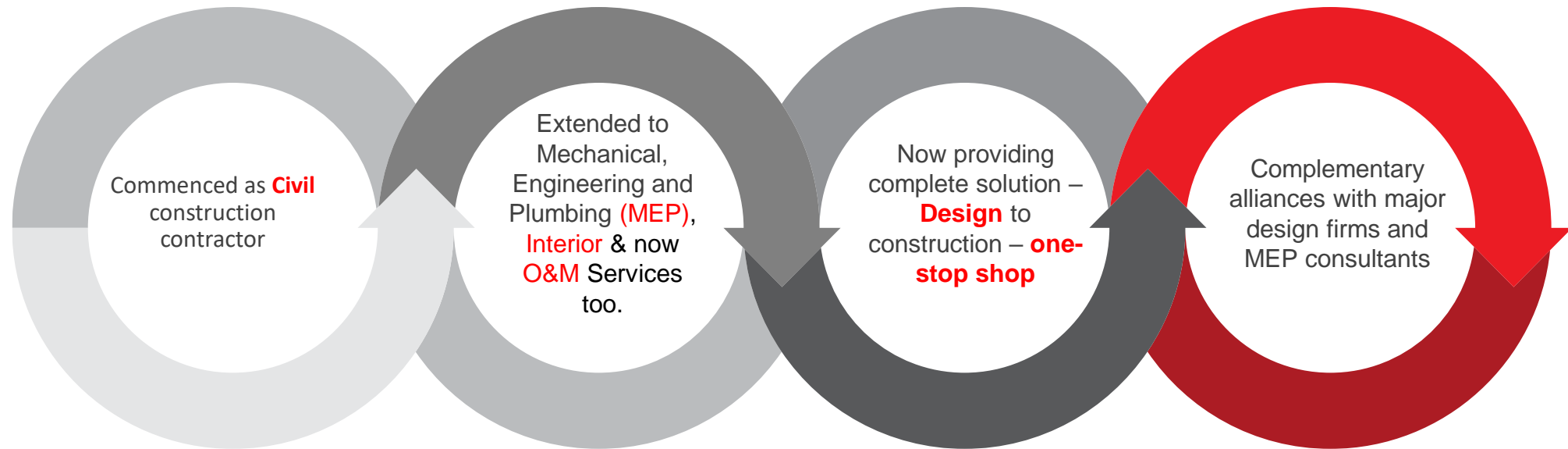
Intending to increase non-Gujarat revenue to 30% of total business

“Building is my passion”

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

\*Actual image of CEPT University

# WIDENING HORIZONS - ONE-STOP BUILDINGS CONSTRUCTION SHOP







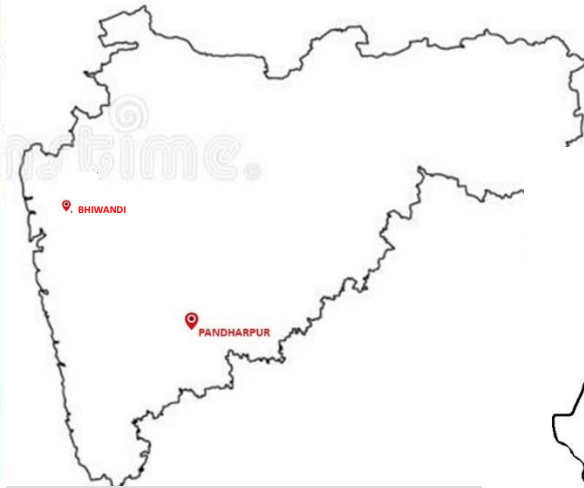
GUJARAT



RAJASTHAN



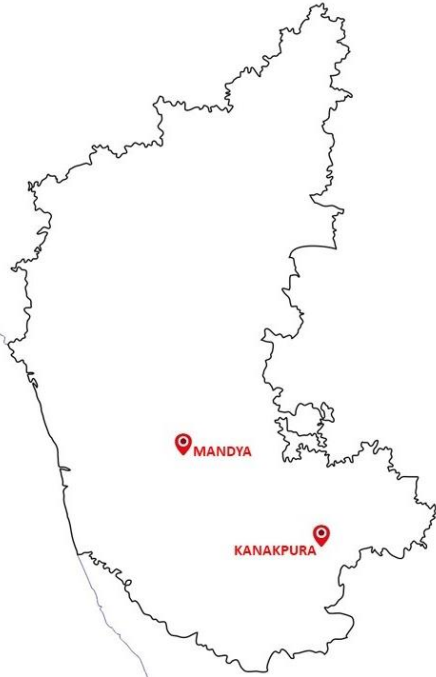
MAHARASHTRA



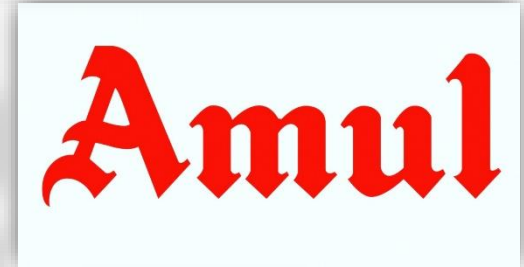
DELHI



KARNATAKA



## PRIDE-ENHANCING CLIENTELE



PSP Projects Ltd.



# CERTIFICATIONS

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 ADMIRED MULTIDISCIPLINARY CONSTRUCTION COMPANY OF THE YEAR (GUJARAT) BY THE RISING LEADERSHIP AWARDS 2017



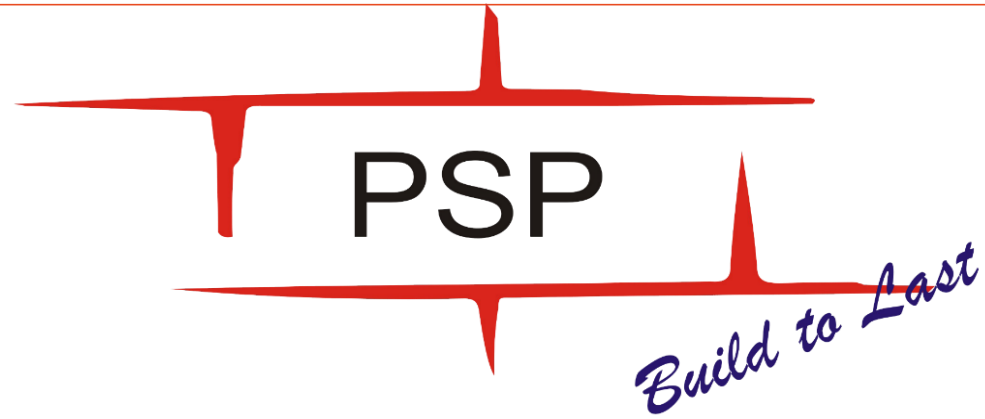
CONSTRUCTION WORLD'S TOP CHALLENGERS OF 2017-18 BY CONSTRUCTION WORLD GLOBAL AWARDS 2018



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](mailto:hetal@pspprojects.com) | W – [www.pspprojects.com](http://www.pspprojects.com)



**PSP Projects Ltd.**