

Ref No: PSPPROJECT/40/24-25

Corporate Relations Department BSE Limited Floor 25, P.J. Towers, Dalal Street, Mumbai- 400 001 Scrip code: 540544 August 02, 2024

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, 2024

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 year ended June 30, 2024.

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

August 2024



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- Awards and Recognition



PSP Projects limited – Build to Last: The growth story in a Nutshell



PSP Projects limited – Build to Last: The growth story in a Nutshell



- Incorporated in 2008, successfully led by First Generation Civil engineer having 37 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
- In April 2024, the company raised capital through Qualified Institutional Placement of 36,41,791 shares amounting to ₹244 crore; utilized largely towards repayment of outstanding borrowings availed by the Company



7-year CAGR
Growth Rate
FY17-FY24

29.61%
Revenue from Operations

21.76% EBITDA

16.93%

1,950+ Workforce

₹1,960cr
Largest Project
till Date

'CARE A+; Stable
/ CARE A1+
Credit Rating



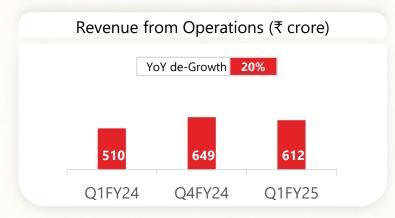
A Look at the Quarter gone by

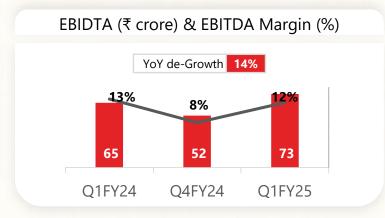


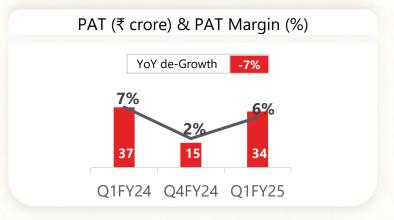
Financial Performance during Q1FY25



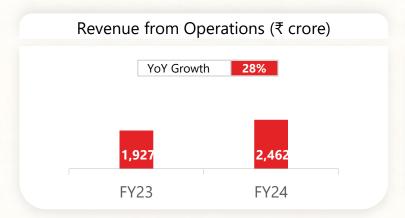
Q1FY25 Standalone Highlights

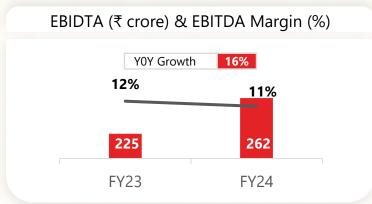


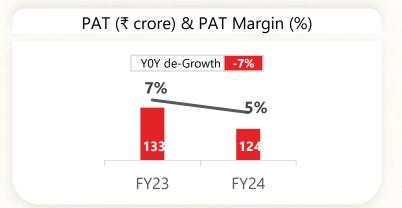




FY24 Standalone Highlights







Standalone Profit & Loss: Q1FY25



Particulars (₹ Lakhs)	Q1 FY25	Q1 FY24	Y-o-Y	Q4 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from Operations	61,189.20	50,956.03	20%	64,917.00	-6%	2,46,249.80	1,92,664.91	28%
Cost of materials consumed including WIP	19,236.91	19,306.45		15,753.73		76,642.31	57,734.61	
Construction Expenses	30,363.86	21,538.97		38,565.40		1,26,677.43	1,00,470.38	
Employee benefits expense	3,261.79	2,818.75		3,354.98		12,505.08	9,345.15	
Other expenses	982.72	827.23		2,060.82		4,261.14	2,613.56	
Total Operating Expenses	53,845.28	44,491.40	21%	59,734.93	-10%	2,20,085.96	1,70,163.70	29%
EBITDA	7,343.92	6,464.63	14%	5,182.07	42%	26,163.84	22,501.21	16%
EBITDA Margin	12.00%	12.69%		7.98%		10.62%	11.68%	
Other Income	376.30	570.45		598.70		2,426.48	2,709.56	
Finance costs	1,316.67	908.42		1,402.01		5,082.32	3,195.94	
Depreciation	1,673.85	1,184.67		1,993.68		6,486.80	4,000.52	
Profit Before Tax and Exceptional Item	4,729.70	4,941.99	-4%	2,385.08	98%	17,021.20	18,014.31	-6%
Exceptional Gain/(Loss)(net of tax)	-	-		-		-	-	
Profit Before Tax and after Exceptional Item	4,729.70	4,941.99	-4%	2,385.08	98%	17,021.20	18,014.31	-6%
Tax Expense	1,301.68	1,269.68		859.94		4,631.29	4,712.49	
Other comprehensive income	-2.38	2.30		-16.43		(9.53)	9.20	
Profit After Tax	3,425.64	3,674.61	-7%	1,508.71	127%	12,380.38	13,311.02	-7%
PAT Margin (%)	5.56%	7.13%		2.30%		4.98%	6.81%	
Earnings Per Share (₹)	8.70	10.20		4.24		34.42	36.95	

Standalone Balance Sheet: FY24

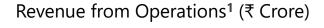


Particulars (₹ Lakhs)	FY24	FY23	FY22
ASSETS			
Non current Assets			
(a) Property, Plant and Equipment	32,075.21	23,840.57	20,601.82
(b) Capital Work-In-Progress	288.08	1,773.50	_
(c) Other Intangible Assets	107.90	118.87	135.31
(d) Financial Assets			
(i) Investments	71.68	71.68	71.68
(ii) Loans	_	-	-
(iii) Other Financial Assets	15,548.75	20,505.71	22,785.47
(e) Deferred Tax Asset (Net)	1,831.43	1,216.36	937.57
(f) Other Non Current Assets	682.72	724.22	191.63
Total Non-Current Assets	50,605.77	48,250.91	44,723.48
Current Assets			
(a) Inventories	31,602.59	15,163.55	8,064.91
(b) <u>Financial Assets</u>			
(i) Trade receivables	33,509.62	43,420.92	31,177.92
(ii) Cash and cash equivalents	11,113,88	9,384.51	8,758.63
(iii) Bank Balances other than (ii) above	11,399,23	14,824.89	10,759.46
(iv) Loans	349.15	435.22	593.25
(v) Other Financial Assets	50,914.67	29,661.48	13,339.23
(c) Other Current Assets	12,625,42	13,800.22	9,243.74
(d) Current Tax Assets (Net)	124.00	680.04	_
Total Current Assets	1,51,638.56	1,27,370.83	81,937.14
Total Assets	2,02,244.33	1,75,621.74	1,26,660.62

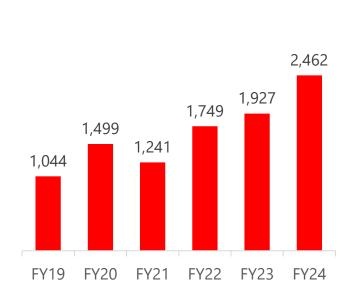
FY24	FY23	FY22
3,600.00	3,600.00	3,600.00
87,862.92	76,382.54	64,871.52
91,462.92	79,982.54	68,471.52
4,169.92	3,805.81	1,718.07
266.43	213.79	151.87
4,436.35	4,019.60	1,869.94
41,339.09	10,692.32	8,247.62
1,791.56	2,342.74	1,284.41
39,792.89	34,414.49	24,476.48
2,439.07	5,970.18	3,600.55
20,668.30	38,071.24	18,689.78
314.15	128.63	19.59
-	-	0.73
1,06,345.06	91,619.60	56,319.16
1,10,781.41	95,639.20	58,189.10
2,02,244.33	1.75.621.74	1,26,660.62
	87,862.92 91,462.92 4,169.92 266.43 4,436.35 41,339.09 1,791.56 39,792.89 2,439.07 20,668.30 314.15 1,06,345.06 1,10,781.41	87,862.92 76,382.54 91,462.92 79,982.54 4,169.92 3,805.81 266.43 213.79 4,436.35 4,019.60 41,339.09 10,692.32 1,791.56 2,342.74 39,792.89 34,414.49 2,439.07 5,970.18 20,668.30 38,071.24 314.15 128.63 1,06,345.06 91,619.60 1,10,781.41 95,639.20

Annual Financial Performance



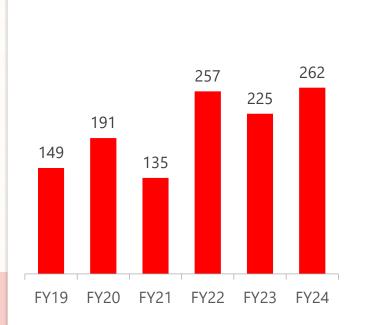


#CAGR: 30%



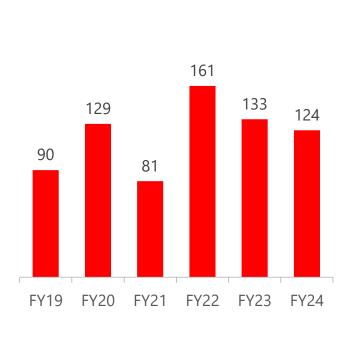
EBITDA¹ (₹ Crore)

#CAGR: 22%



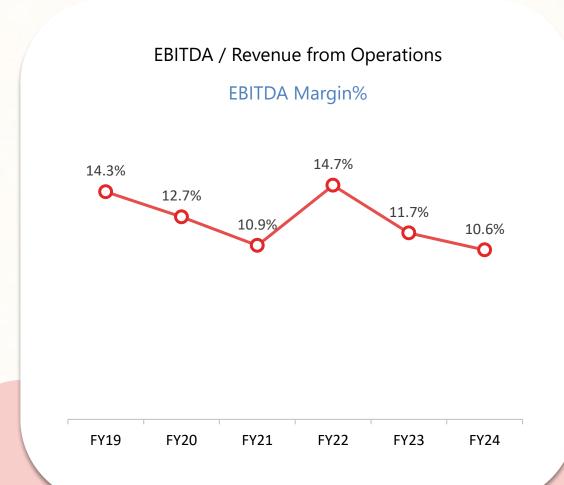
PAT¹ (₹ Crore)

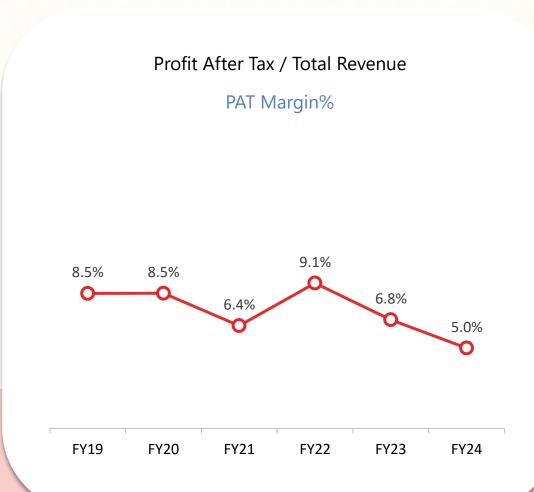
#CAGR: 17%



Business Robustness in Numbers



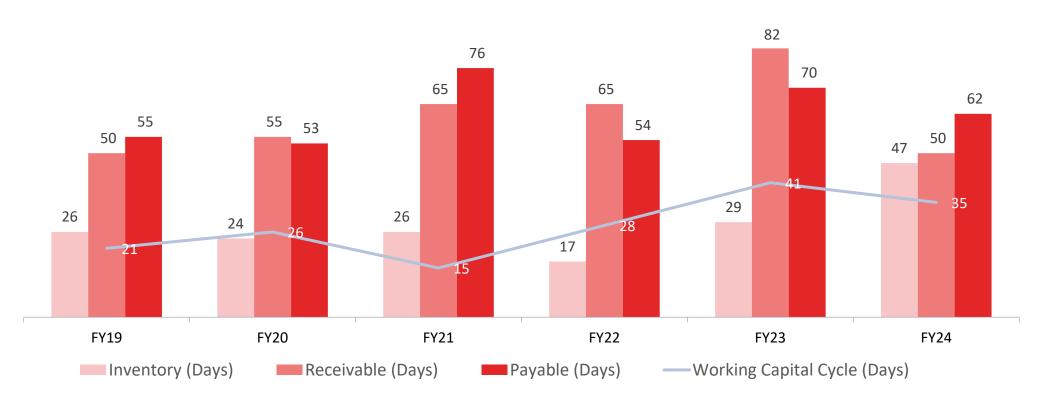




Prudent Working Capital Cycle in Construction Space

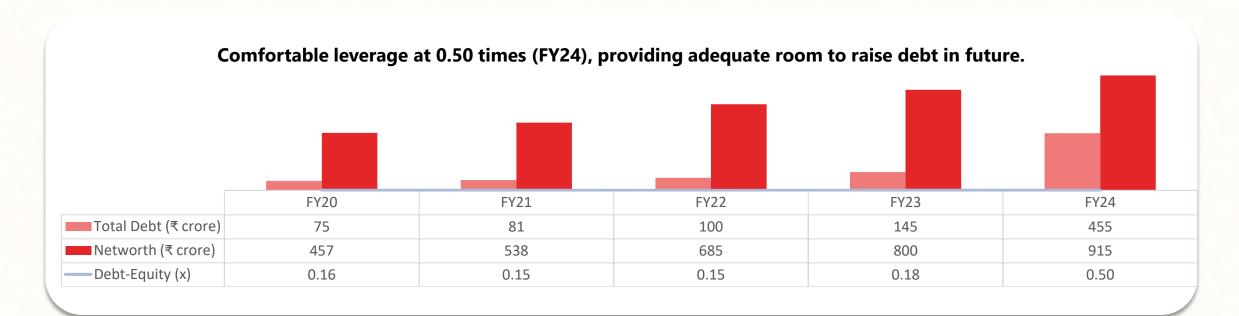


Despite the business being WC intensive, PSP Projects has industry's best working capital cycle of 35 days.



Along with comfortable Leverage Position





Particulars (₹ Crore)	FY20	FY21	FY22	FY23	FY24
Total Debt	74.85	80.96	99.66	144.98	455.09
Cash and Bank Balance	41.21	115.33	87.59	93.85	111.14
Fixed Deposit	209.36	141.17	249.87	246.48	154.99
Total Cash and Bank Balance	250.57	256.50	337.46	340.33	266.12
Net Debt	-175.73	-175.54	-237.80	-195.35	188.97

Numbers have been rounded off



Indian Construction Industry



An Important growth driver of India's Economy





27.2%

Industrial Construction sector contribute to total construction industry as of FY23.



10.4% CAGR Growth

In industrial Construction sector from FY18 to FY23



4.4% CAGR Growth

Expected In industrial construction sector from FY23 to FY28



\$5tn Economy

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

Growth Drivers

- Government Policies and Initiatives: Government policies and initiatives play a
 pivotal role in driving industrial construction growth. Programs like "Make in
 India" and infrastructure development projects create a conducive environment
 for industrial expansion, attracting investments and fostering the development of
 industrial infrastructure.
- Urbanization and Industrialization: India's rapid urbanization and industrialization
 are significant drivers of industrial construction. As more people move to urban
 areas and industries expand, there's an increasing demand for industrial facilities
 such as factories, warehouses, and manufacturing plants.
- Foreign Direct Investment (FDI): Foreign direct investment plays a crucial role in industrial construction by bringing in capital, technology, and expertise. India's favorable investment climate and growing economy attract foreign investors looking to establish or expand their industrial presence in the country.
- Technological Advancements: The adoption of advanced construction technologies and practices enhances productivity and quality in industrial construction. Technologies such as Building Information Modelling (BIM), prefabrication, and modular construction improve efficiency and reduce project timelines.
- Sustainability and Environmental Regulations: Growing awareness of environmental issues and regulations push industries to adopt sustainable practices. Green building initiatives and eco-friendly construction methods are increasingly being incorporated into industrial construction projects.
- Demographic Trends: Population growth, rising incomes, and changing lifestyles influence industrial demand. Industries catering to sectors like consumer goods, retail, and automotive drive the need for industrial infrastructure.

Government Initiatives

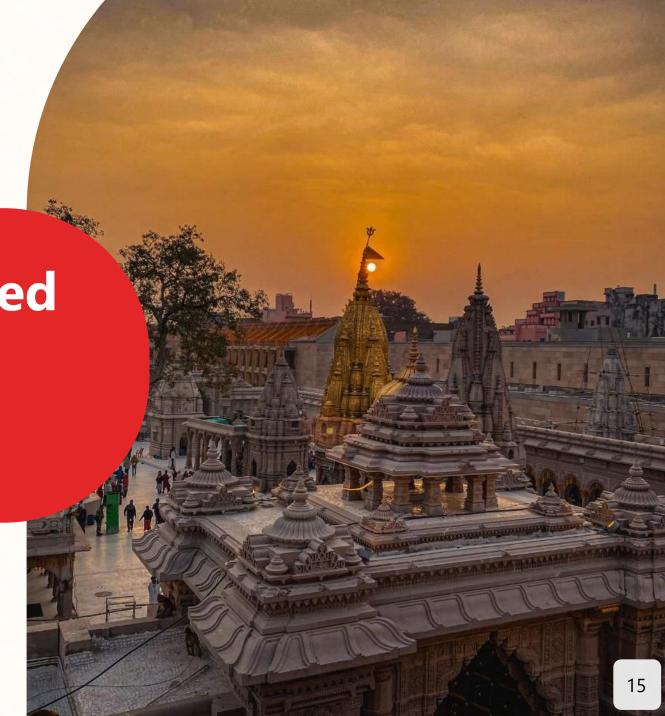
- The 2023-24 budget by the government highlights the impetus for growth by focusing on big public investment for modern infrastructure, which will be guided by PM Gati Shakti and benefit from the synergy of a multi-modal approach.
- The government has also announced plans for the National Monetization Pipeline (NMP) and Development Finance Institution (DFI) to improve the financing of infrastructure projects.
- The government has helped the growth of urbanization through a number of schemes and projects, including the Smart Cities Mission, the Atal Mission for Rejuvenation and Urban Transformation (AMRUT), and the Pradhan Mantri Awas Yojana (Urban).

Indian Construction Sector Market Size from FY18-FY23 (Rs. Bn)





Drivers that transcended PSPs growth since inception



Hybrid Approach with presence in Private and Public projects



Industrial Projects 69*

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

Institutional Projects

99*

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

Government Projects

31*

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

Government Residential Projects

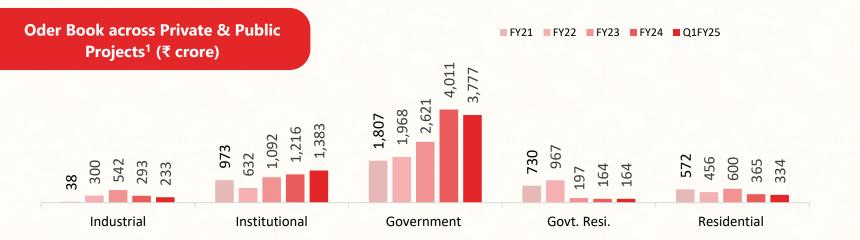
03*

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

Residential Projects

22*

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



- Outstanding order book as on 30 June 2024 is ₹ 5,890 crore
- Government projects comprised 67% of the order book as on Q1FY25 vs 69% in FY24
- 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

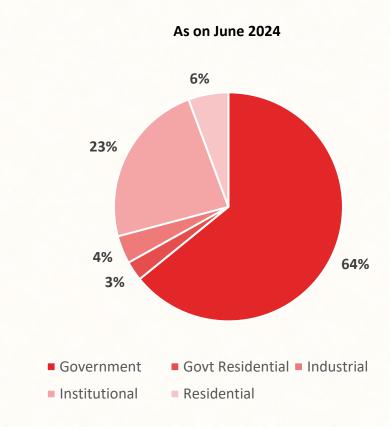
Robust Order Book and Growing Pre-Qualification Credentials



Growing Order Book¹ (₹ crore)

2,978 3,074 FY19 FY20 FY21 FY22 FY23 FY24 Q1FY25

Work on hand across Private and Public Projects



Belief, Trust and Support of Customers



Proven Track Record

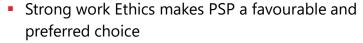
In delivering projects on-time and quality projects, the faith and confidence rested by the clients can be assessed by esteemed projects and repeat orders secured over the years.

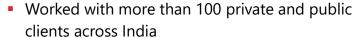


PSP has repeatedly serviced projects for:

Torrent Group 16 Adani Group 13 UP – Public Works Department 8 Sabarmati Riverfront 8 Claris Group 6 Road & Building, Gujarat 4 Reliance 2 Intas Group 2	Zydus Cadila Group	30
UP – Public Works Department 8 Sabarmati Riverfront 8 Claris Group 6 Road & Building, Gujarat 4 Reliance 2	Torrent Group	16
Sabarmati Riverfront 8 Claris Group 6 Road & Building, Gujarat 4 Reliance 2	Adani Group	13
Claris Group 6 Road & Building, Gujarat 4 Reliance 2	UP – Public Works Department	8
Road & Building, Gujarat 4 Reliance 2	Sabarmati Riverfront	8
Reliance 2	Claris Group	6
	Road & Building, Gujarat	4
Intas Group 2	Reliance	2
·	Intas Group	2

Ethics & Trust































Biggest Project

Surat Diamond Bourse





SDB is the world's largest office building on a single basement.

It's a ₹1,960 crore project, 68 lakh sq. ft.
With completion of this project, the company
has entered the league of handling
prestigious projects up to ₹2,500* crore.

1. As on FY22

Clientele with High Quality Business



Work on Hand as on 30 June 2024 - (Major Projects) | [₹ Crore]

Description of Project	Location	Name of the Client	Contract value	Outstanding Contract Value
SMC Highrise building	Gujarat	Municipal Corporation	1,344	1,083
Dharoi Dam	Gujarat	State Government	674	586
Gati Shakti Vishwavidhyalaya	Gujarat	RVNL	631	589
Sports Complex	Gujarat	Municipal Corporation	504	160
Sabarmati River Front Development Phase II	Gujarat	Government	399	391
Corporate Office Building	Gujarat	Institutional	337	197
Fintech Building at GIFT City	Gujarat	Government	333	326
National High-Speed Project (Precast)	Gujarat	L&T	273	193
Human and Biological Science Gallery at Science City	Gujarat	Government	268	268
Residential Project	Gujarat	Private Company	252	101
Palladium Mall at Surat	Gujarat	Private Company	230	225
Street Beautification Project	Gujarat	Municipal Corporation	156	150
Gujarat Biotechnolgy Research Centre	Gujarat	Government	102	102
Total			5,502	4,372

The Team that made PSP fulfil its ambitions

PSP Eutle to fast

Ably Supported by Experienced Professionals



Mahesh Patel
Senior Vice President
- Project Execution

- 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 PSP'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 a decade.



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 27 years of experience in the construction field.



Sushil Tripathi Vice President – Human Resource

- Bachelor in Law from Allahabad University and PGDM in HR & Marketing from IMT Ghaziabad in 2008.
- Certified in Organisation
 Development Analysis, Talent
 Management, Competency
 Mapping, Assessment & Development Centre and
 also trained in Emotional
 Intelligence, DISC, OPQ32r & Balance Score Card like tools.
- Having 25 years of work experience in multiple industries like Construction, Manufacturing, Retail & Renewable (Energy)



Pratik Thakkar General Manager -BD

- Pratik Thakkar is Senior General Manager -Business Development of the company
 - Bachelor's degree in commerce and diploma in marketing management
 - Having rich experience in Business Development and Tender
- Associated with the company since 9+ years



Kenan Patel
Company Secretary
& Compliance
Officer

- Fellow member of The Institute of Company Secretaries of India.
- Holds Bachelor's degree in Law and B.Com from Gujarat University.
- Having over 8 years of experience in the spheres of Secretarial and legal in Construction and Manufacturing sector.

Leadership and Management





Mahesh Patel
Senior Vice President
- Operations

- 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 38 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.
- Awarded as "Most Respected Eneterpreniour Award – Construction" by Hurun Reports.



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.
- Holding position as a whole-Time Director since more than 8 years.
- 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.
- Heading the Precast Business with focus on Technology absorption.



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.
- 27+ 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

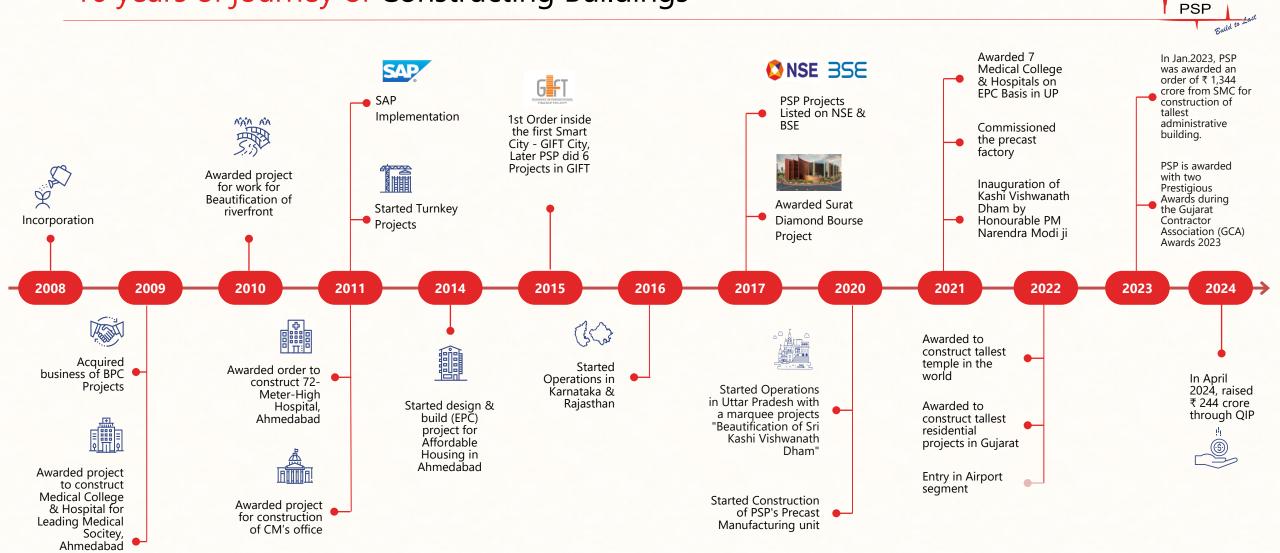
- Postgraduate and M.Phil from school of languages, Gujarat University. A Gold Medallist and 1st rank holder at University level.
- Founder and Designated Partner of MAP Power LLP and Chopper Worx Construction LLP.
- Actively involved in the business of high voltage power transmission representing few European companies in India and in few neighbouring countries since more than 18 years.



Swati Mehta Independent Director

- Ph.D in management, MBA in finance and BBA in finance management from S.P. University, Gujarat.
- Promoter Director of Chinmay Raj Biotech Private Limited handling operations, finance, marketing, export and overall business management.
- Designated Partner of Ceramig Minerals LLP
- Visiting faculty at various prominent PG Management Institutes such as Nirma, B K School, G H Patel Institute.

16 years of journey of Constructing Buildings



Precast Facility - Enhancing captive capabilities. Exploring newer technologies

PSP Build to Last

A state-of-the-art manufacturing plant of precast concrete building.

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



- 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.
- On Infrastructure side majority of precast orders are 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.
- Considering the orders and demand from civil as well as infrastructure space, the company is undergoing capacity addition in precast.

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.

Precast Facility









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.

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.

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.

Prudent financial performance, Comfortable leverage position at 0.50 times (incl. mobilization advance), giving sufficient room to raise debt in the future. Despite being WC intensive, the company has comfortable WCC at 35 days as on FY24 vs 41 days as on FY23

At the helm is an Experienced, Skilled and Passionate first-generation entrepreneur whose passion to build quality buildings aided the company to attain manifold growth along with support and dedication of experienced team and Process driven approach followed by the company.

Project Profile

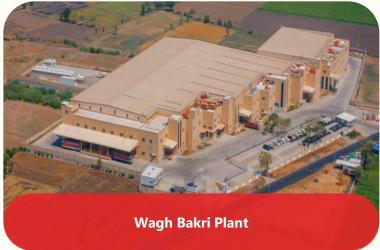
PSP Sailed to Anni

Prominent Projects Completed in FY23













Landmark Projects – Kashi Vishwanath Dham





Landmark Projects – Surat Diamond Bourse

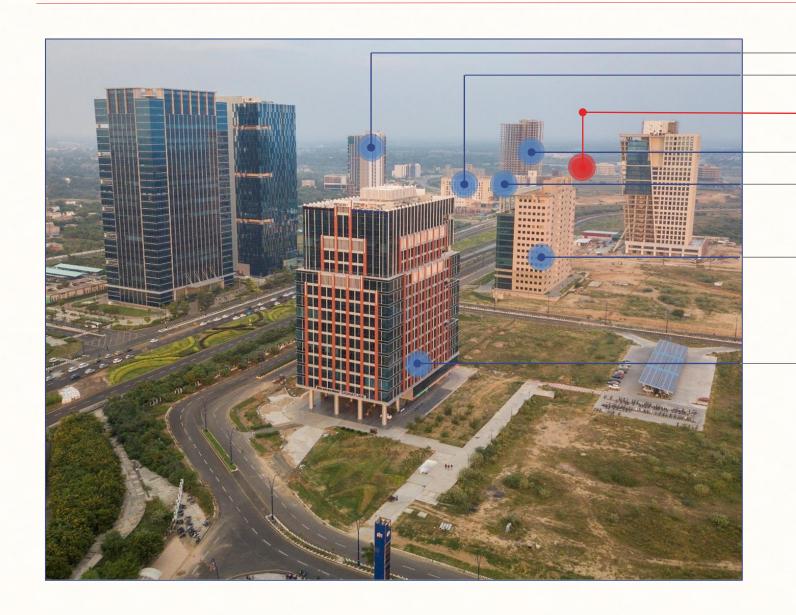






Prominent Projects – Smart City





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













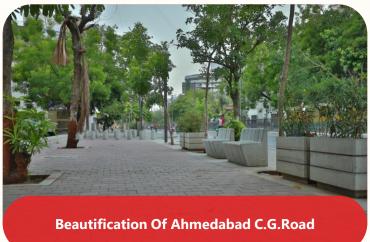


















































Key Strategies



Key Strategies





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



Mr. Prahaladbhai Patel
Chairman, MD and CEO



Awards and Recognition



Awards and Recognition















Awards and Recognition









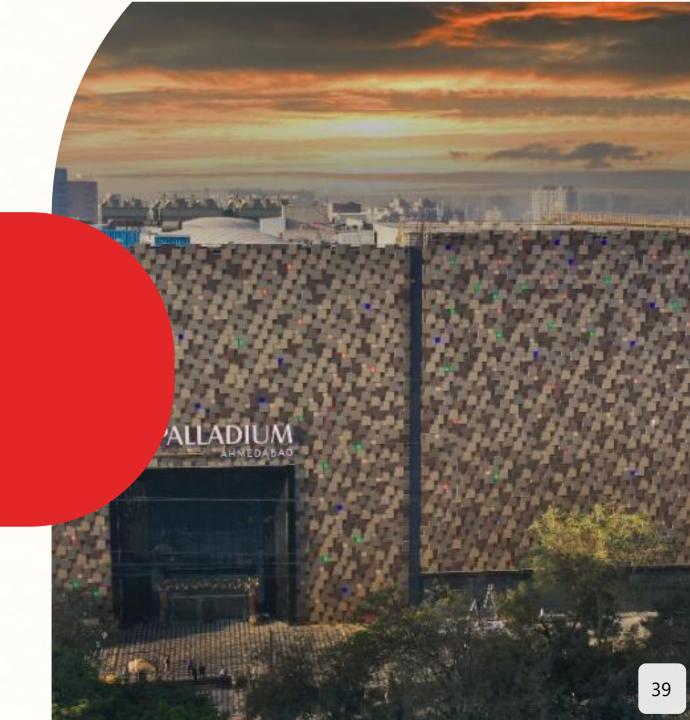








Shareholding and Governance



Shareholding and Governance



60.14%
10.50%
7.02%
22.34%



NSE Ticker	PSPPROJECT		
BSE Ticker	540544		
Share Price (₹)^	685.70		
Market Cap (₹ Mn)^	27,182.38		
% Free Float [^]	39.86%		
Free float market cap (₹ Mn)^	10,834.90		
Shares outstanding [^]	3,96,41,791		
3M ADTV (Shares)	1,53,073		
3M ADTV (₹ Mn)	103.44		

Corporate Sustainability

Key Functions

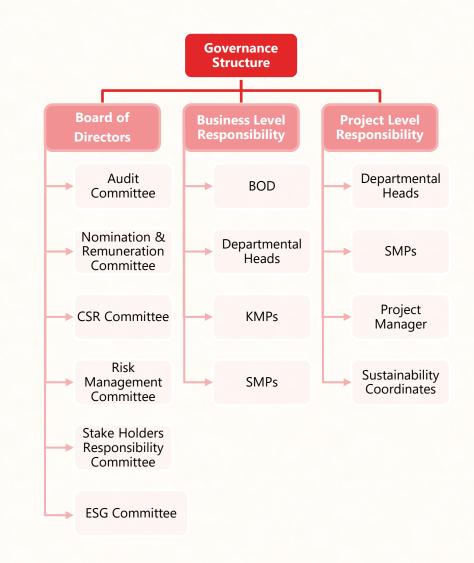
- ✓ Corporate Secretarial and legal Compliances
- ✓ Human Resources Management
- ✓ Planning
- ✓ CSR Implementation
- ✓ Supply Chain Management
- ✓ Health & Safety of Workmen

Task Forces

- ✓ EHS
- ✓ Procurement
- ✓ Secretarial & Legal
- ✓ Human Resource

Key Policies

- ✓ CSR Police
- Policy on materiality of related party transactions and dealing with related party transactions
- ✓ Policy on Material Subsidiary
- ✓ Nomination and Remuneration Policy
- ✓ Whistle Blower Policy
- ✓ Policy on Orderly Succession for Appointment to the Board & Senior Management
- ✓ Dividend Distribution Policy
- ✓ Policy On Sexual Harassment at Workplace
- ✓ Policy for Procedure of Inquiry in case of Leak of UPSI
- ✓ EHS Policy
- ✓ Employee Wellbeing Policy
- ✓ Human Rights Policy
- ✓ Anti-bribery and Anti-Corruption Policy



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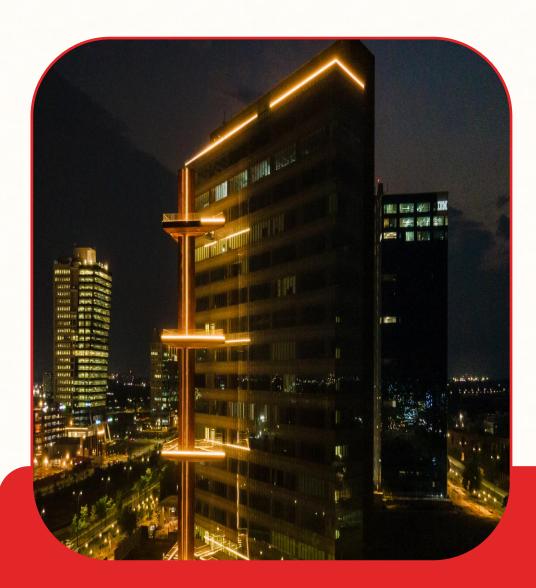
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Thank You



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