

#### Ref No: PSPPROJECT/SE/88/24-25

Corporate Relations Department BSE Limited Floor 25, P.J. Towers, Dalal Street, Mumbai- 400 001 Scrip code: 540544 February 07, 2025

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

#### Dear Sir/Madam,

## Subject: Investor Presentation for the quarter and Nine Month ended December 31, 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 Nine Month ended December 31, 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**

February 2025



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

PSP Projects has entered the league of handling higher value projects thereby competing with select few notable companies in the segment

16.93%

PAT

1.950+

Workforce

## 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

29.61%

Revenue from

Operations

7-year CAGR

Growth Rate

FY17-FY24

- 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

21.76%

EBITDA



Largest Project

till Date



/ CARE A1+

Credit Rating

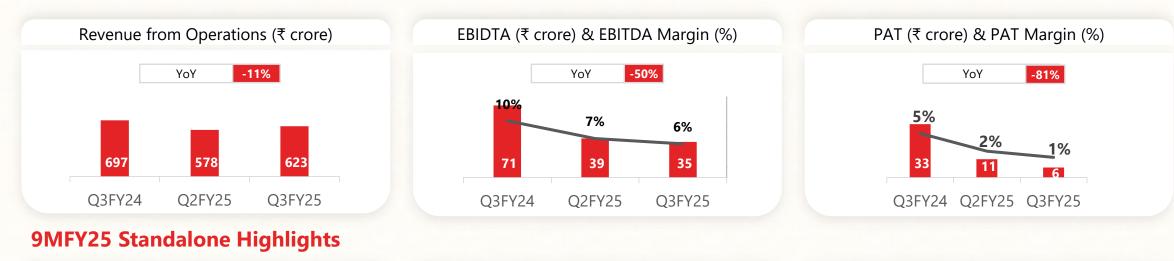


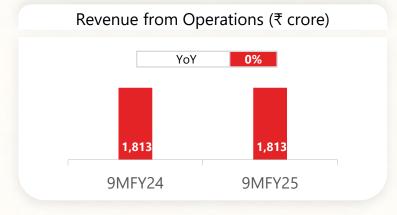
# A Look at the quarter & nine months

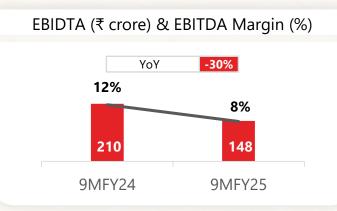


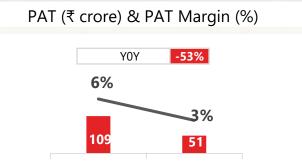


#### **Q3FY25 Standalone Highlights**









Particulars (₹ Lakhs)	Q3FY25	Q3FY24	Y-o-Y	Q2FY25	Q-o-Q	9MFY25	9MFY24	Y-o-Y
Revenue from Operations	62,320.94	69,661.92	-11%	57,808.75	8%	1,81,318.89	1,81,332.80	0%
Cost of materials consumed including WIP	22,484.64	20,519.31		17,559.98		59,281.53	60,888.58	
Construction Expenses	31,998.08	37,773.06		32,646.01		95,007.95	88,112.03	
Employee benefits expense	3,332.90	3,375.23		3,049.48		9,644.17	9,150.10	
Other expenses	969.28	851.35		669.42		2,621.42	2,200.32	
Total Operating Expenses	58,784.90	62,518.95		53,924.89		1,66,555.07	1,60,351.03	
EBITDA	3,536.04	7,142.97	-50%	3,883.86	-9%	14,763.82	20,981.77	-30%
EBITDA Margin	5.67%	10.25%		6.72%		8.14%	11.57%	
Other Income	377.69	654.20		457.19		1,211.18	1,827.78	
Finance costs	1,024.06	1,526.72		1,058.13		3,398.86	3,680.31	
Depreciation	1,873.65	1,872.59		1,792.80		5,340.30	4,493.12	
Profit Before Tax and Exceptional Item	1,016.02	4,397.86	-77%	1,490.12	-32%	7,235.84	14,636.12	-51%
Exceptional Gain/(Loss)(net of tax)	-	-		-		-	-	
Profit Before Tax and after Exceptional Item	1,016.02	4,397.86	-77%	1,490.12	-32%	7,235.84	14,636.12	-51%
Tax Expense	408.34	1,146.01		375.35		2,085.36	3,771.35	
Other comprehensive income	-2.38	2.30		-2.39		-7.15	6.90	
Profit After Tax	605.30	3,254.15	-81%	1,112.38	-46%	5,143.33	10,871.67	-53%
PAT Margin (%)	0.97%	4.63%		1.91%		2.82%	5.94%	
Earnings Per Share (₹)	1.54	9.03		2.83		13.07	30.18	

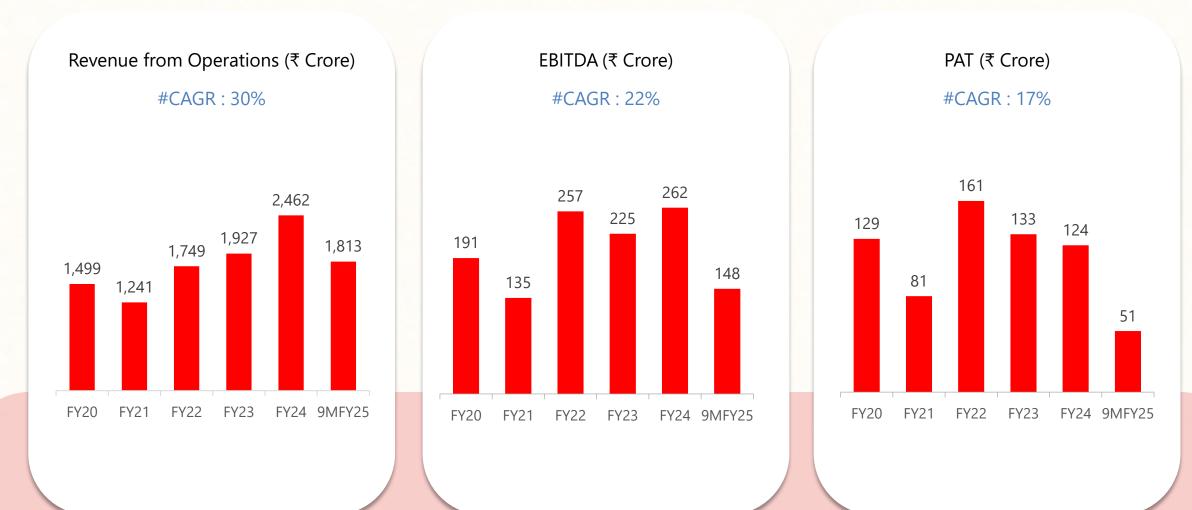
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Particulars (₹ Lakhs)	H1FY25	FY24	FY23
ASSETS			
Non current Assets			
(a) Property, Plant and Equipment	31,504.97	32,075.21	23,840.57
(b) Capital Work-In-Progress	62.00	288.08	1,773.50
(c) Other Intangible Assets	121.67	107.90	118.87
(d) <u>Financial Assets</u>			
(i) Investments	71.68	71.68	71.68
(ii) Loans	-	-	-
(iii) Other Financial Assets	18,781.96	15,548.75	20,505.71
(e) Deferred Tax Asset (Net)	2,121.76	1,831.43	1,216.36
(f) Other Non Current Assets	439.44	682.72	724.22
Total Non-Current Assets	53,103.48	50,605.77	48,250.91
Current Assets			
(a) Inventories	33,631.24	31,602.59	15,163.55
(b) <u>Financial Assets</u>			
(i) Trade receivables	47,115.22	33,509.62	43,420.92
(ii) Cash and cash equivalents	16,580.97	11,113,88	9,384.51
(iii) Bank Balances other than (ii) above	11,150.94	11,399,23	14,824.89
(iv) Loans	252.13	349.15	435.22
(v) Other Financial Assets	57,761.04	50,914.67	29,661.48
(c) Other Current Assets	11,957.24	12,625,42	13,800.22
(d) Current Tax Assets (Net)	558.13	124.00	680.04
Total Current Assets	1,79,006.91	1,51,638.56	1,27,370.83
Total Assets	2,32,110.39	2,02,244.33	1,75,621.74

Particulars (₹ Lakhs)	H1FY25	FY24	FY23
Equity			
(a) Equity Share Capital	3,964.18	3,600.00	3,600.00
(b) Other Equity	1,15,824.34	87,862.92	76,382.54
Total Equity	1,19,788.52	91,462.92	79,982.54
Non-Current liabilities			
(a) <u>Financial Liabilities</u>			
(i) Borrowings	2,785.55	4,169.92	3,805.81
(b) Provisions	467.79	266.43	213.79
Total Non-Current Liabilities	3,253.34	4,436.35	4,019.60
Current Liabilities			
(a) <u>Financial Liabilities</u>			
Borrowings	24,592.22	41,339.09	10,692.32
(ii) Trade Payables			
- Total outstanding dues of micro enterprises and small enterprises	2,411.49	1,791.56	2,342.74
- Total outstanding dues of creditors other than micro enterprises and small enterprises	45,962.44	39,792.89	34,414.49
(iii) Other Financial Liabilities	3,218.86	2,439.07	5,970.18
(b) Other Current Liabilities	32,717.33	20,668.30	38,071.24
(c) Provisions	166.19	314.15	128.63
(d) Current Tax Liabilities (Net)	-	-	-
Total Current Liabilities	1,09,068.53	1,06,345.06	91,619.60
Total Liabilities	1,12,321.87	1,10,781.41	95,639.20
Total Equity and Liabilities	2,32,110.39	2,02,244.33	1,75,621.74

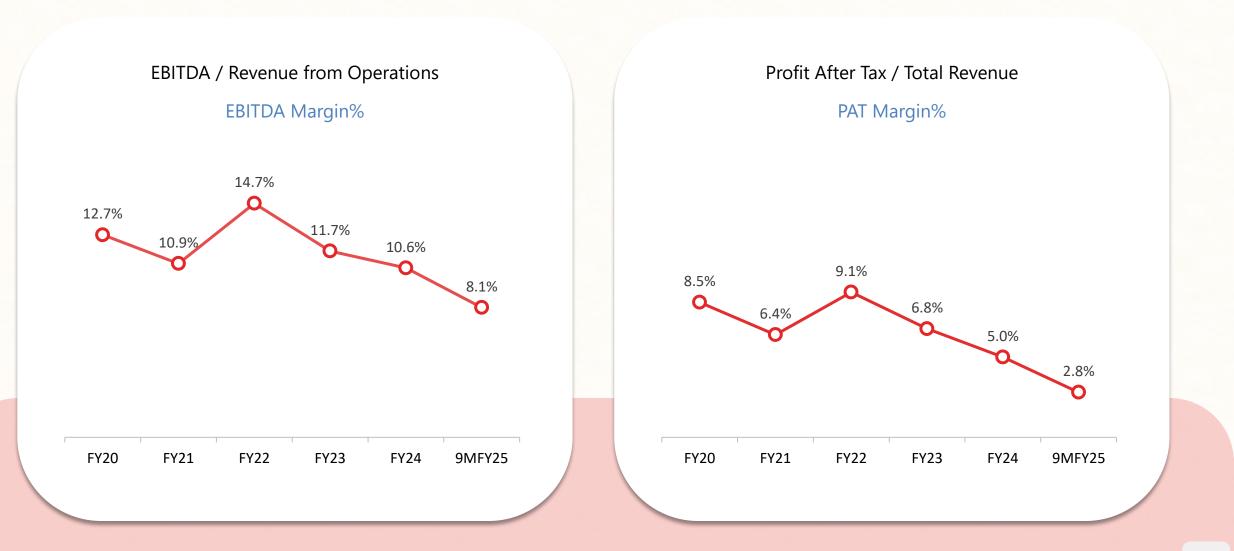
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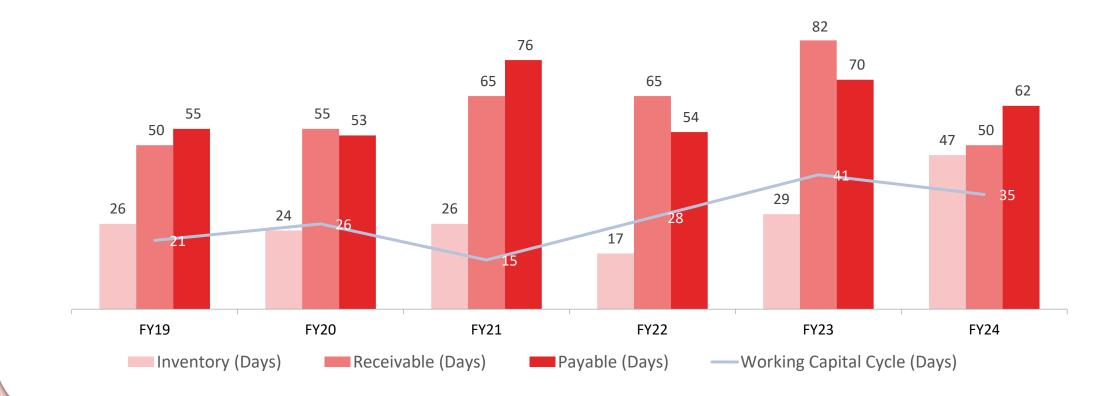
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## **Business Robustness in Numbers**

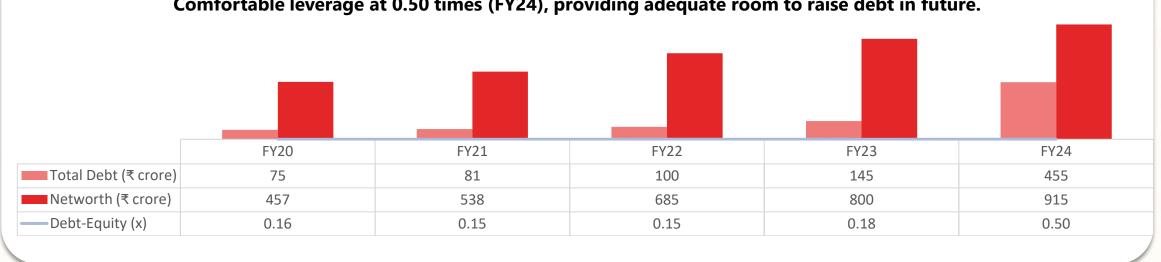


## Prudent Working Capital Cycle in Construction Space

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



## Along with comfortable Leverage Position



#### Comfortable leverage at 0.50 times (FY24), providing adequate room to raise debt in future.

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

## Management Comments

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

#### Mr. Prahaladbhai Patel

CHAIRMAN, MD AND CEO PSP PROJECTS LIMITED

- As on 9MFY25, the outstanding order book was of Rs.6,417 crore, a YoY growth of 44%. During 9MFY25, the order inflow was to the extent of Rs.1,983 crore (excluding GST).
- During Q3&9MFY25, the revenue from operations was at Rs.623 crore and Rs.1,813 crore respectively. During the same period, the EBIDTA was at Rs.35 crore and Rs.148 crore. The company's performance during the current financial year has been subdued largely because of our major new projects that were awarded during Q4FY24 did not progress as envisaged and planned. However, during Q3FY25, the work has begun at these projects and revenue has been booked.
- With the objective of long-term growth opportunity, during the quarter, the company entered into an arrangement with Adani Infra wherein Adani Infra to acquire up to 30.07% stake from the founder promoter.
- With this partnership, we foresee larger visibility in terms of construction orders from Adani portfolio of companies. The current business of the company to continue under the current management regime.

PSF



# Indian Construction Industry







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



#### I0.4% CAGR Growth

In industrial Construction sector from FY18 to FY23



Expected In industrial construction sector from FY23 to FY28



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

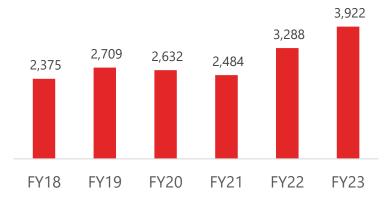
#### **Growth Drivers**

- 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)

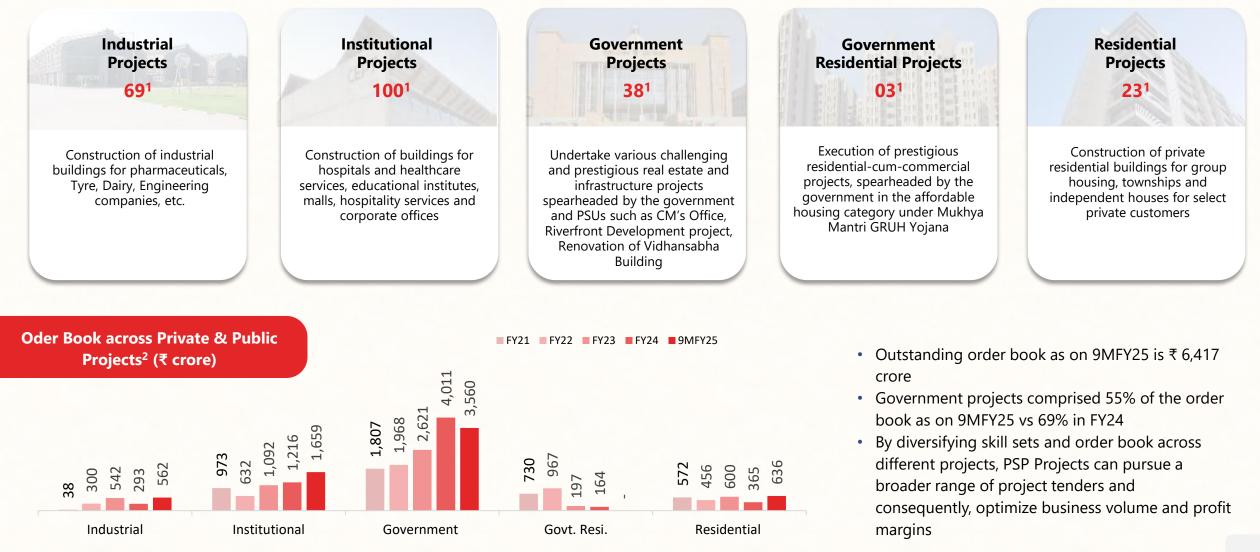


We believe that owing to healthy balance sheets, access to capital and many unlisted/weaker players being shunted out of the market, the market share of large organized players is set to grow further in the next 2-3 years



# Drivers that transcended PSPs growth since inception

## Hybrid Approach with presence in Private and Public projects



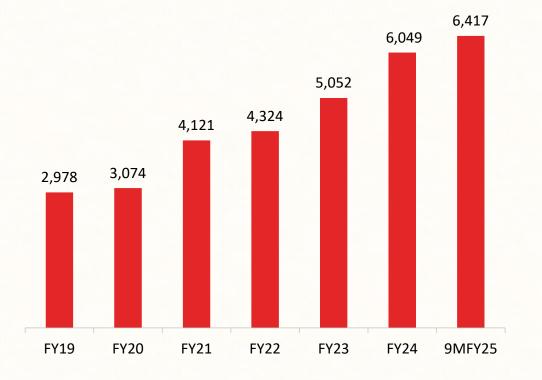
1. Number of Projects Completed as on 31 December 2024

2. Numbers have been rounded off

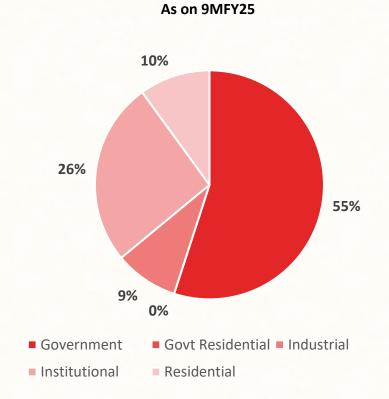
## **Robust Order Book and Growing Pre-Qualification Credentials**



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



#### 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:

Zydus Cadila Group	30
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

#### Ethics & Trust

- Strong work Ethics makes PSP a favourable and preferred choice
- Worked with more than 100 private and public clients across India





adani Realty



Reliance



[[[-]]]









SURAT DIAMOND



#### **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.

## **Clientele with High Quality Business**

#### Work on Hand as on 31 December 2024 - (Major Projects) | [₹ Crore]

Description of Project	Location	Name of the Client	Contract value	Outstanding Contract Value
SMC Highrise building	Gujarat	Municipal Corporation	1,353	1,022
Gati Shakti Vishwavidhyalaya	Gujarat	Rail Vikas Nigam Limited	631	521
Development of Dharoi Dam Region	Gujarat	Government	678	466
Commercial Building & Hotel at Bengaluru	Karnataka	Private Company	388	388
Construction of Project "Himalaya" at Sanand	Gujarat	MNC	493	372
Sabarmati River Front Development Phase II	Gujarat	Government	399	339
Fintech Building at GIFT City	Gujarat	Government	333	302
Residential Project in GIFT City	Gujarat	Private Company	270	270
Human and Biological Science Gallery at Science City	Gujarat	Government	268	253
Palladium Mall Surat	Gujarat	Private Company	230	214
Residential Building at Vaishnodevi Circle, Ahmedabad	Gujarat	Private Company	165	165
National High-Speed Project (Precast)	Gujarat	L&T	274	160
Street Beautification Project	Gujarat	Municipal Corporation	156	133
Corporate Office Building	Gujarat	Private Company	355	130
Commercial Building in Surat	Gujarat	Private Company	123	123
Gujarat Biotechnology Research Centre	Gujarat	Government	108	101
Total			6,224	4,958

## Leadership and Management





Prahaladbhai Patel Chairman, MD and CEO

- Bachelor's degree in civil engineering from Saurashtra University, and has been working in the civil construction space by way of a proprietorship business, before the incorporation of PSP Projects Limited.
- Experience of 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 Entrepreneur 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.

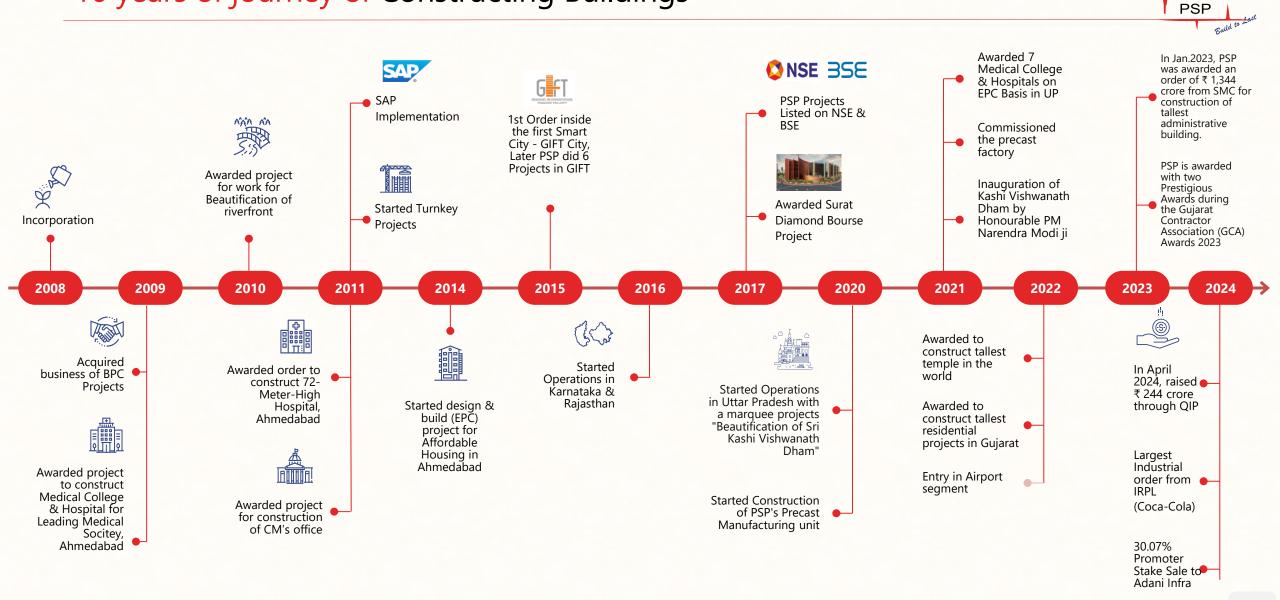


Swati Mehta Independent Director

- 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.

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## 16 years of journey of Constructing Buildings



## Precast Facility - Enhancing captive capabilities. Exploring newer technologies

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

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**

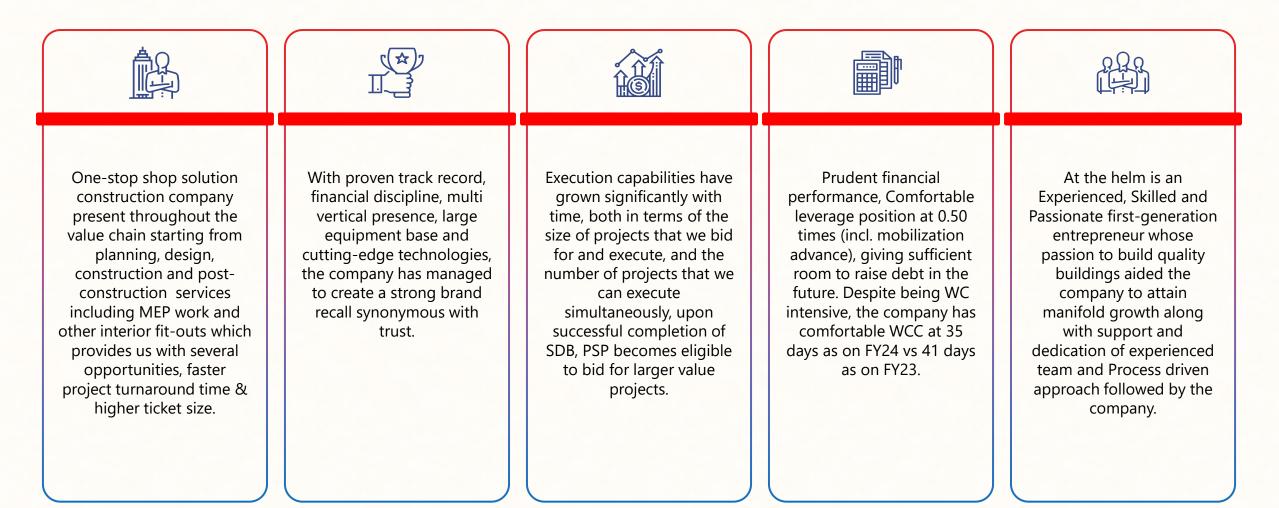
- Reduces labour-intensive traditional building methods by way of maximum prefabrication and use of cutting-edge technology,
- Thereby reducing turnaround time for projects,
- Unlocks the best land potential,

- Helps in delivering consistent quality,
- Helps to increase operating efficiency and margins.

## **Precast** Facility







## Landmark Projects – Surat Diamond Bourse





## Landmark Projects – Kashi Vishwanath Dham







## Landmark Projects – Medical College & Hospital project at 7 locations in UP



PSP

## **Prominent Projects –** Smart City

Completed Projects: • World Trade Center (117 Mtrs)

BSE Brokers Forum (80 Mtrs)

Brigade Hotel

Prestige Fintech (74 Mtrs)

Birgade International

**Financial Center (60 Mtrs)** 

Hiranandani Signature

(78.6 Mtrs)



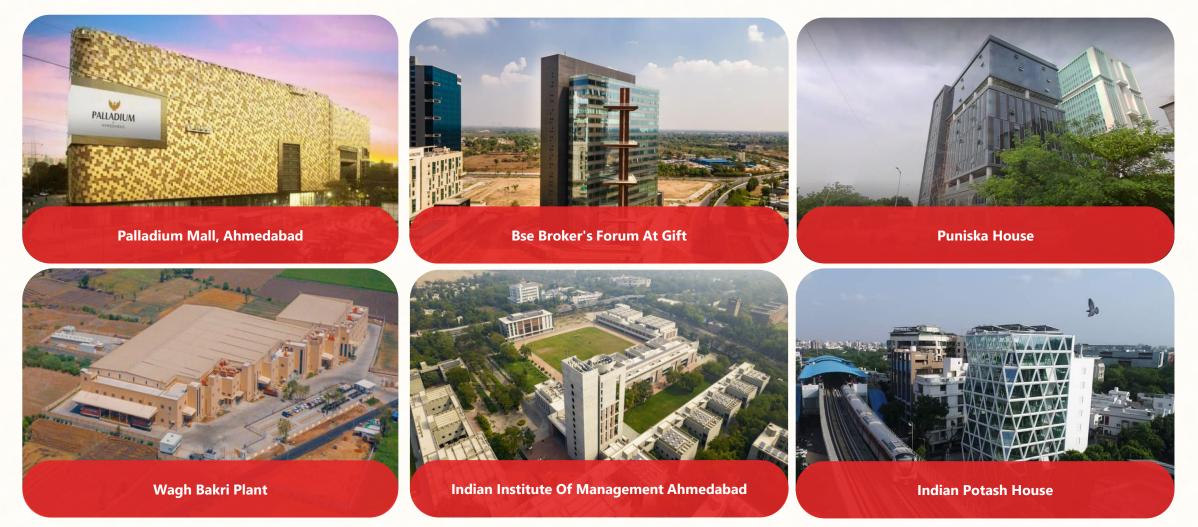
PSP AT GIFT CITY – 30 LAKHS+ SQ.FT HIGH-RISE BUILDINGS COMPLETED / 40 LAKHS+ SQ.FT ONGOING Fintech Tower @ GIFT –

**122 Mtrs** 

## **Project** Profile

PSP Fuild to Loot

#### **Prominent Projects Completed**









Medical College & Hospital At Dahod (Epc Project)



Zydus Hospital Sitapur (Epc Project)



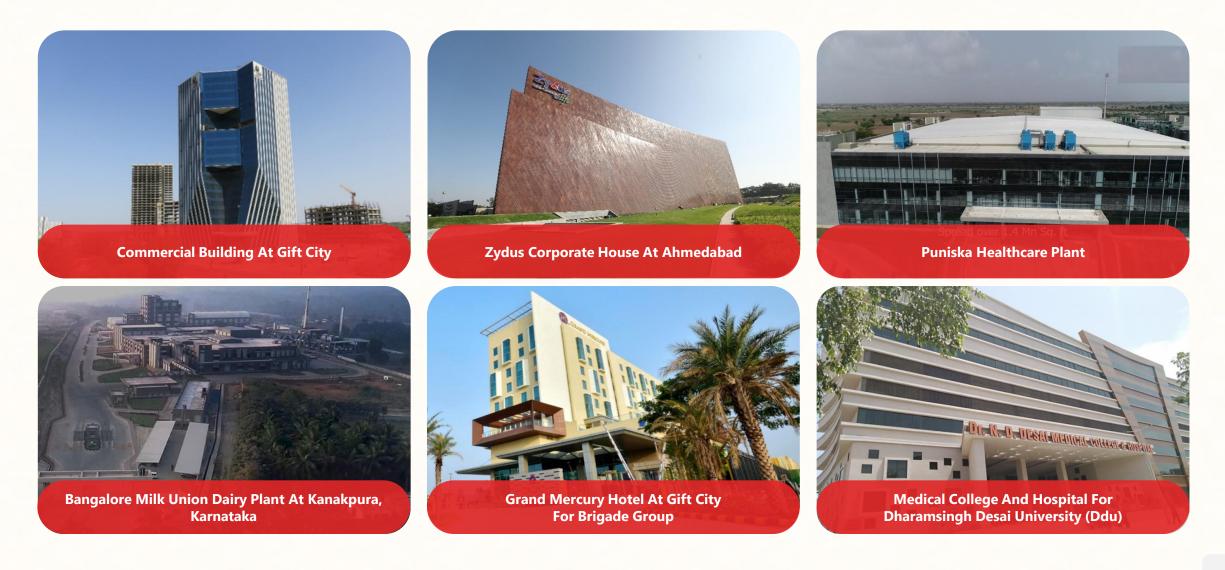
**Beautification Of Ahmedabad C.G.Road** 



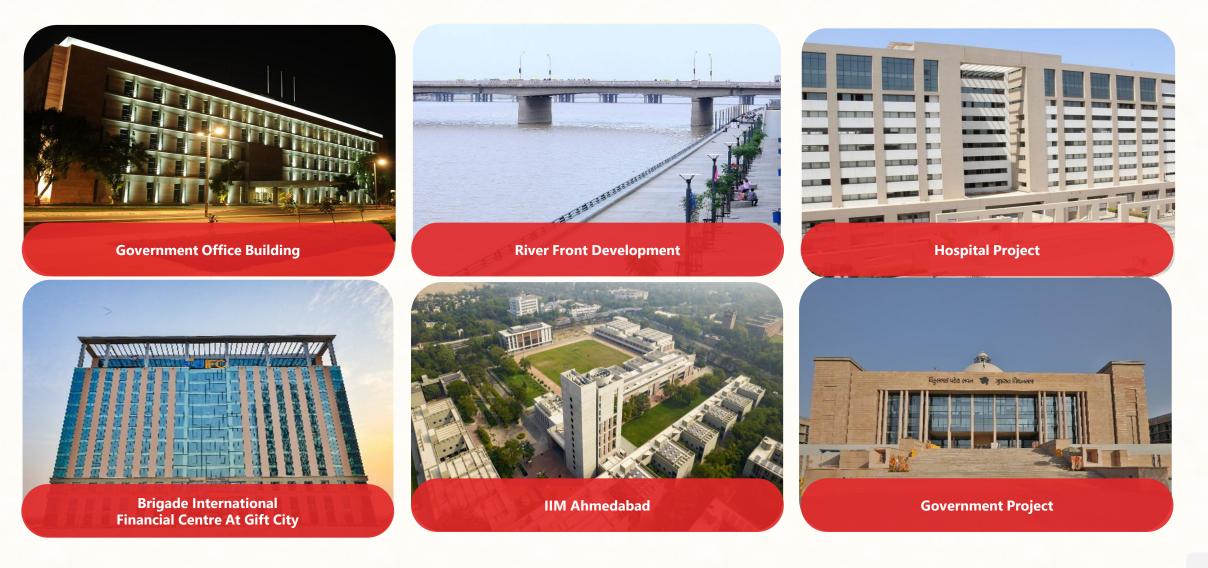


R&d And Research Centers In Gujarat











## **Key Strategies**



## **Key** Strategies

PSP Build to Law



Focus on Building construction (commercial, residential, industrial & institutional) Strengthen our human capital

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

(\$) !!!

لم الم



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

# **Building is my passion**

Mr. Prahaladbhai Patel Chairman, MD and CEO



## **Awards and Recognition**

## Awards and Recognition

PSP Build to A



PSP Projects Ltd has been awarded as Fastest Growing Construction Company (below 2000 Cr Category) during the 21st Construction World Annual Awards 2023





PSP Projects Ltd has been awarded as Fastest Growing Construction Company (below 2000 Cr Category) for 3rd consecutive year in a row during the Construction World Annual Awards 2022



PSP Projects is awarded with two Prestigious Awards During the Gujarat Contractor Association (GCA) Awards 2023



An award for the 'Best Commercial Project of Gujarat' by Realty Plus Excellence Award for our Surat Diamond Bourse Project



PSP Projects Ltd has been awarded as India's Top Challengers during the Construction World Annual Awards 2022

### Awards and Recognition





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"



# Shareholding and Governance



## **Shareholding and Governance**

PROMOTER	60.14%
DII	8.09%
FII	7.63%
Public	24.14%

	Dec 2024
PSPPROJECT	
540544	
649.20	

NSE Ticker	PSPPROJECT
BSE Ticker	540544
Share Price (₹)^	649.20
Market Cap (₹ Mn)^	25,735.45
% Free Float^	39.86%
Free float market cap (₹ Mn)^	10,258.15
Shares outstanding <sup>^</sup>	3,96,41,791
3M ADTV (Shares)	2,75,963
3M ADTV (₹ Mn)	179.60

#### Source: NSE, ^As on 31 December 2024

#### **Corporate Sustainability**

#### **Key Functions**

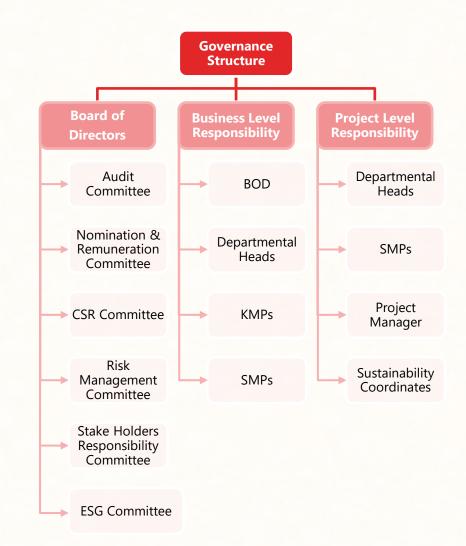
- ✓ Corporate Secretarial and legal Compliances
- ✓ Human Resources Management
- ✓ Planning
- ✓ CSR Implementation
- ✓ Supply Chain Management
- ✓ Health & Safety of Workmen

#### Task Forces

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

#### Key Policies

- ✓ CSR Policy
- 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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# **Thank You**





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