

Ref No: PSPPROJECT/22/24-25

Corporate Relations Department BSE Limited Floor 25, P.J. Towers, Dalal Street, Mumbai- 400 001 Scrip code: 540544 May 24, 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 and year ended March 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 year ended March 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



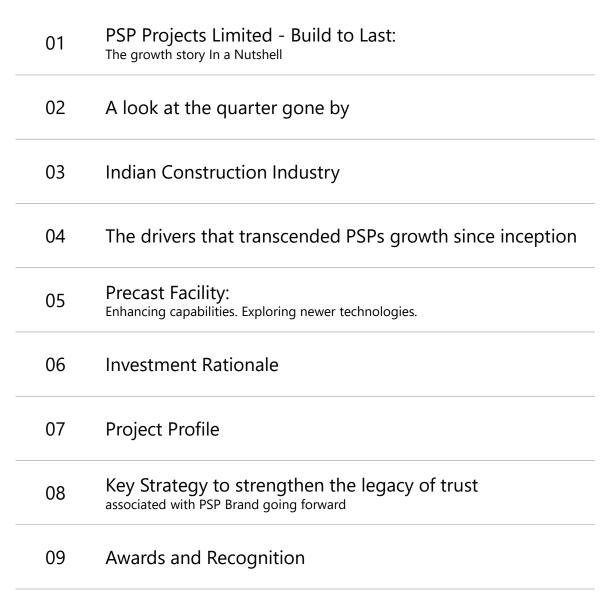
Investor Presentation

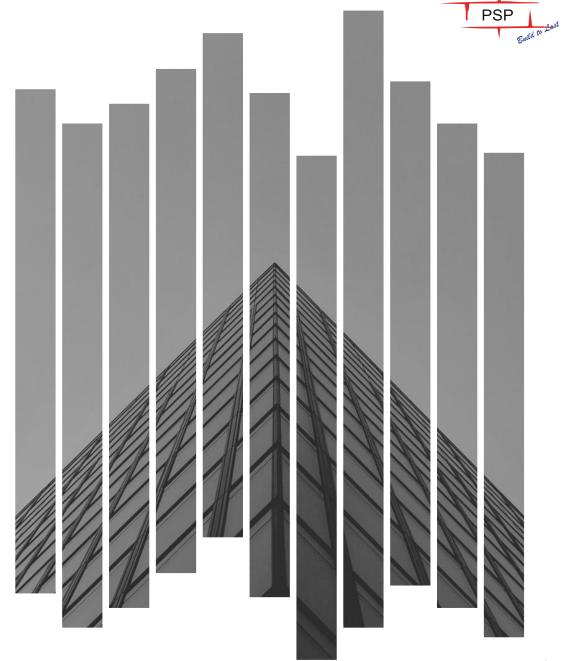
Q4FY24 & FY24 May 2024



www.pspprojects.com

Contents





PSP Projects limited – Build to Last

The growth story in a Nutshell

PSP Eatld to Last

1,950+

Workforce

₹1,960cr

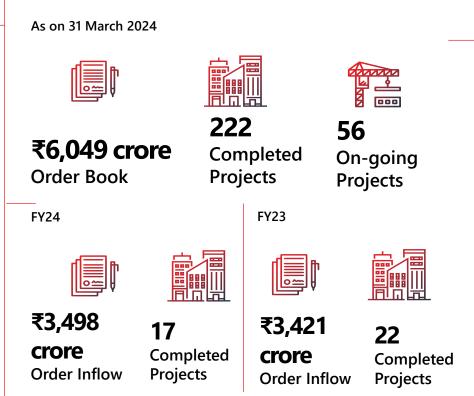
CARE A1+

till Date

Largest Project

'CARE A+; Stable

- 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



Order Inflow Projects Order Inflow Projects Credit Rating

7-year CAGR
Growth Rate
FY17-FY24

Order Inflow Projects Credit Rating

4

21.76%
EBITDA

PAT

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



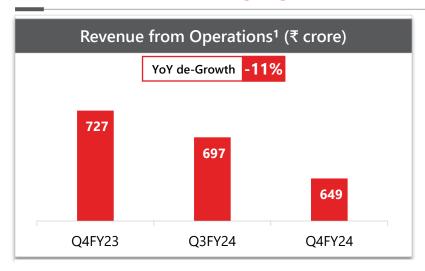
A Look at the Quarter gone by

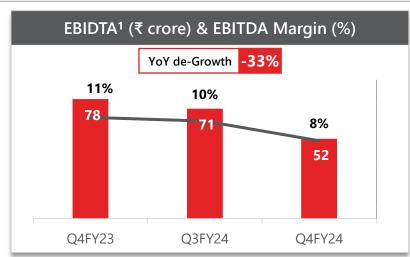


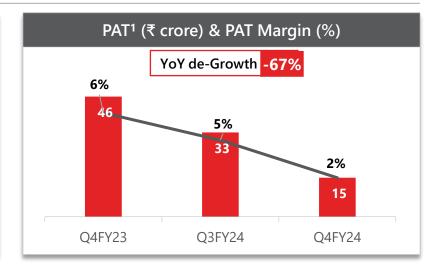
Financial Performance during Q4FY24 & FY24



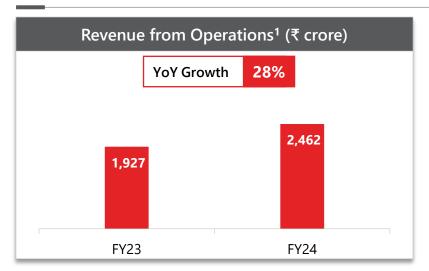
Q4FY24 Standalone Highlights

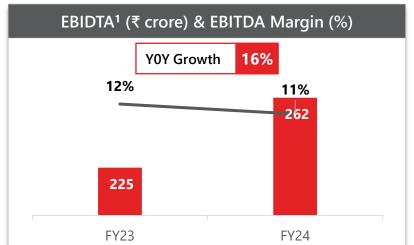


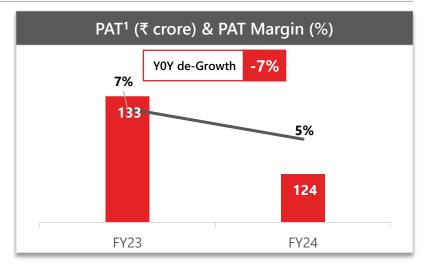




FY24 Standalone Highlights







Standalone Profit & Loss: Q4FY24 & FY24



Particulars (₹ Lakhs)	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from Operations	64,917.00	72,741.00	-11%	69,661.92	-7%	2,46,249.80	1,92,664.91	28%
Cost of materials consumed including WIP	15,753.73	22,600.16		20,519.31		76,642.31	57,734.61	
Construction Expenses	38,565.40	38,589.44		37,773.06		1,26,677.43	1,00,470.38	
Employee benefits expense	3,354.98	2,569.76		3,375.23		12,505.08	9,345.15	
Other expenses	2,060.82	1,216.61		851.35		4,261.14	2,613.56	
Total Operating Expenses	59,734.93	64,975.97	-8%	62,518.95	-4%	2,20,085.96	1,70,163.70	29%
EBITDA	5,182.07	7,765.03	-33%	7,142.97	-27%	26,163.84	22,501.21	16%
EBITDA Margin	7.98%	10.67%		10.25%		10.62%	11.68%	
Other Income	598.70	666.48		654.20		2,426.48	2,709.56	
Finance costs	1,402.01	918.80		1,526.72		5,082.32	3,195.94	
Depreciation	1,993.68	1,237.59		1,872.59		6,486.80	4,000.52	
Profit Before Tax and Exceptional Item	2,385.08	6,275.12	-62%	4,397.86	-46%	17,021.20	18,014.31	-6%
Exceptional Gain/(Loss)(net of tax)	-	-		-		-	-	
Profit Before Tax and after Exceptional Item	2,385.08	6,275.12	-62%	4,397.86	-46%	17,021.20	18,014.31	-6%
Tax Expense	859.94	1,644.06		1,146.01		4,631.29	4,712.49	
Other comprehensive income	-16.43	2.29		2.30		(9.53)	9.20	
Profit After Tax	1,508.71	4,633.35	-67%	3,254.15	-54%	12,380.38	13,311.02	-7%
PAT Margin (%)	2.30%	6.31%		4.63%		4.98%	6.81%	
Earnings Per Share (₹)	4.24	12.86		9.03		34.42	36.95	

Standalone Balance Sheet: FY24

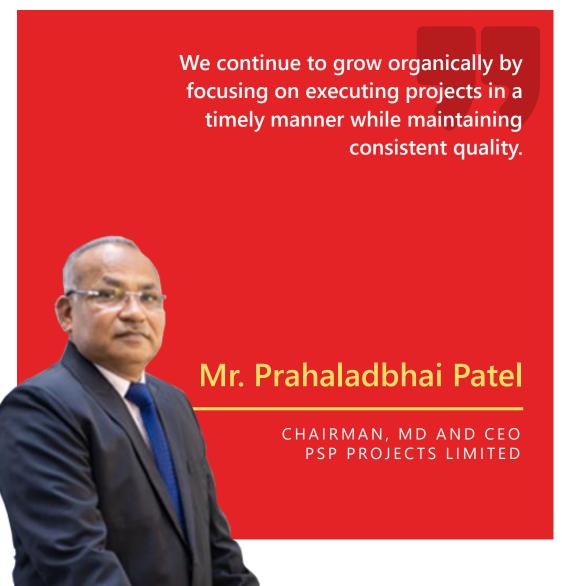


articulars (₹ Lakhs)	FY24	FY23	FY22
ASSETS			
Non current Assets			
(a) Property, Plant and Equipment	32,075.21	23,840.57	20,601.82
(b) Capital Work-In-Progress	288.08	1,773.50	-
(c) Other Intangible Assets	107.90	118.87	135.31
(d) Financial Assets			
(i) Investments	71.68	71.68	71.68
(ii) Loans	_	-	-
(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

			Build to -
Particulars (₹ Lakhs)	FY24	FY23	FY22
Equity			
(a) Equity Share Capital	3,600.00	3,600.00	3,600.00
(b) Other Equity	87,862.92	76,382.54	64,871.52
Total Equity	91,462.92	79,982.54	68,471.52
Non-Current liabilities			
(a) <u>Financial Liabilities</u>			
(i) Borrowings	4,169.92	3,805.81	1,718.07
(b) Provisions	266.43	213.79	151.87
Total Non-Current Liabilities	4,436.35	4,019.60	1,869.94
Current Liabilities			
(a) <u>Financial Liabilities</u>			
Borrowings	41,339.09	10,692.32	8,247.62
(ii) Trade Payables			
- Total outstanding dues of micro enterprises and small enterprises	1,791.56	2,342.74	1,284.41
- Total outstanding dues of creditors other than micro enterprises and small enterprises	39,792.89	34,414.49	24,476.48
(iii) Other Financial Liabilities	2,439.07	5,970.18	3,600.55
(b) Other Current Liabilities	20,668.30	38,071.24	18,689.78
(c) Provisions	314.15	128.63	19.59
(d) Current Tax Liabilities (Net)	-	-	0.73
Total Current Liabilities	1,06,345.06	91,619.60	56,319.16
Total Liabilities	1,10,781.41	95,639.20	58,189.10
Total Funitary and Highlifiting	2.02.244.22	4 75 604 74	1 26 662 62
Total Equity and Liabilities	2,02,244.33	1,75,621.74	1,26,660.62

Management Commentary on Key Highlights





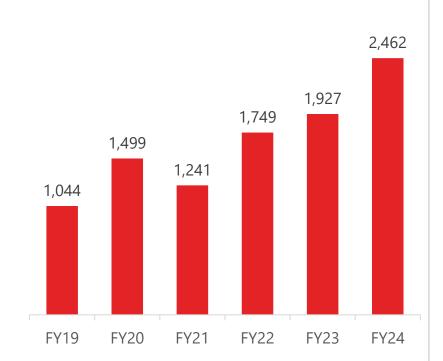
- During FY24, recorded highest ever outstanding order book of Rs.6,049 crore, a YoY growth of 20%. During the year, the company received highest ever order inflow to the tune of Rs.3,498 crore (excluding GST).
- During FY24, the revenue from operations grew by 28% to Rs.2,462 crore. The EBIDTA grew by 16% to Rs.261 crore with an EBIDTA margin at 10.62%. The impact in margins in FY24 is on account of all the UP projects put together, they being EPC contracts, the Company did incur certain additional expense during the course of the projects which has impacted the margins.
- During April 2024, the Company successfully raised Rs.244 crores by the way
 of qualified institutional placement and successfully placed with marquee
 domestic mutual funds and FIIs participating in the issue.
- In May 2024, an out-of-court settlement had been reached between the Company and SDB on the basis constructive dialogue, discussion and negotiations, effectively resolving all the disputes between the parties. Under the Settlement, SDB has agreed to pay a total amount of INR 170 crore over and above INR 1,790 crores already certified by them. With this settlement, the total approved project value amounts to INR 1,960 crore excluding GST. Till now, the Company had recorded revenue of INR 1,896 crore in the accounts and now the remaining revenue of Rs.64 crore will be recorded upon the receipt of the certificate from SDB. We expect to receive the payments in tranches before the end of H1FY26.

Annual Financial Performance



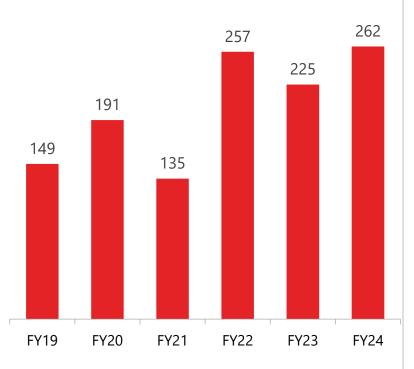


#CAGR: 30%



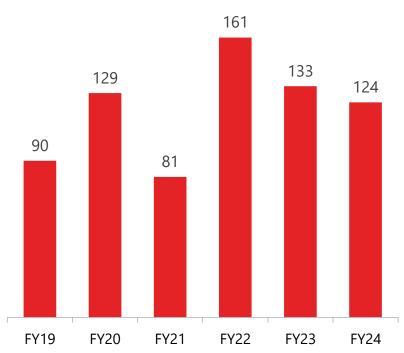
EBITDA¹ (₹ Crore)

#CAGR: 22%



PAT¹ (₹ Crore)

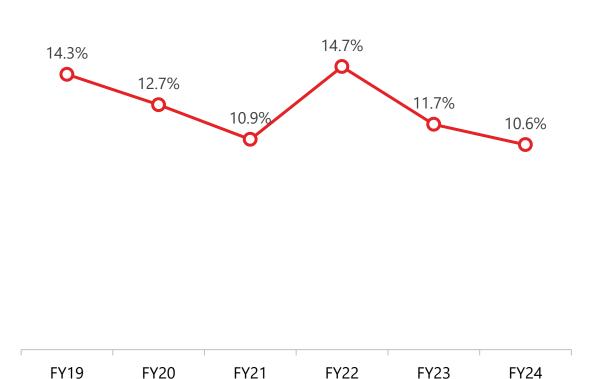
#CAGR: 17%



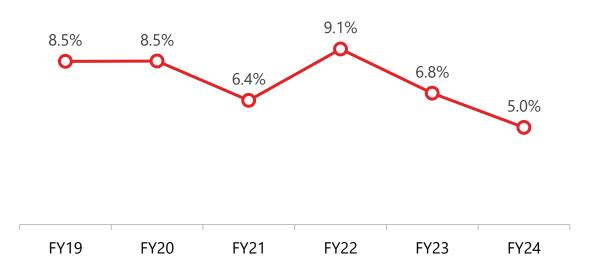
Business Robustness in Numbers





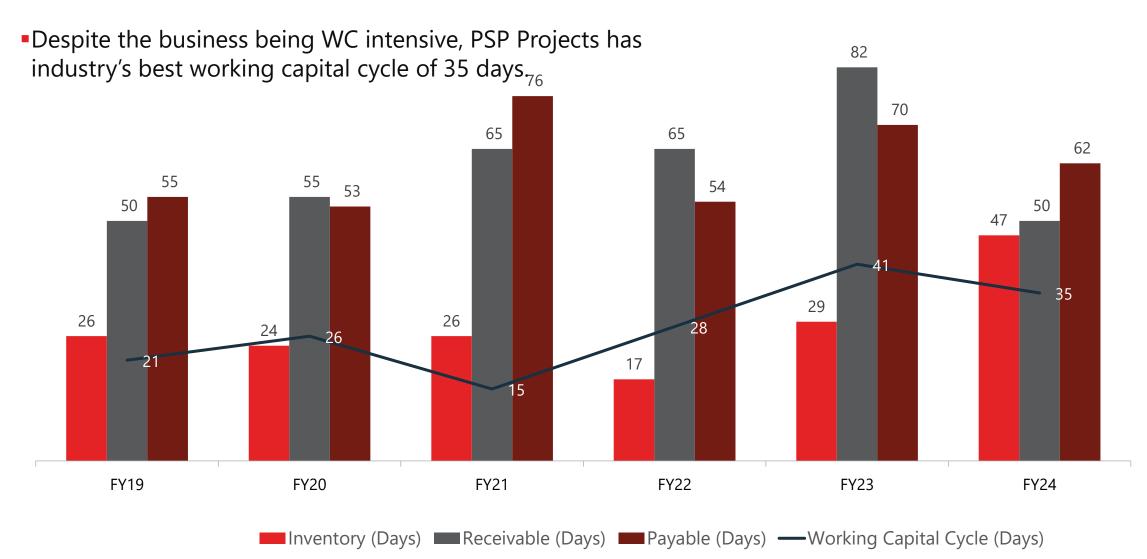


Profit After Tax / Total Revenue PAT Margin%



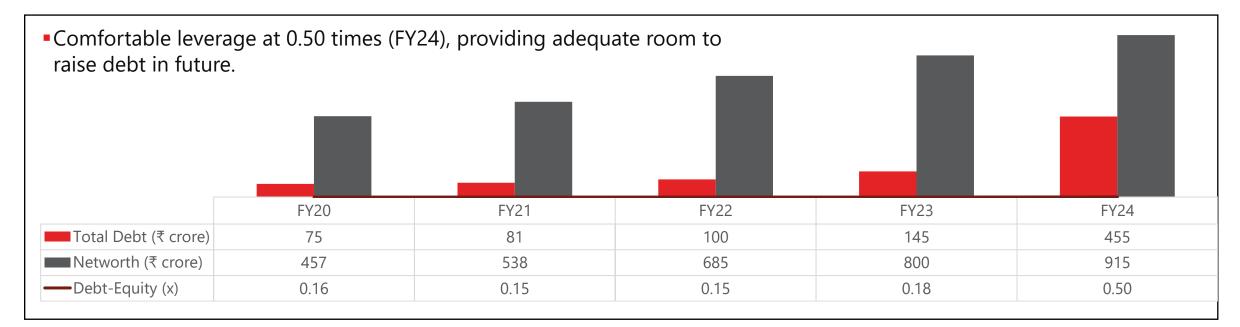
Prudent Working Capital Cycle in Construction Space





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



PSP Projects Ltd.

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

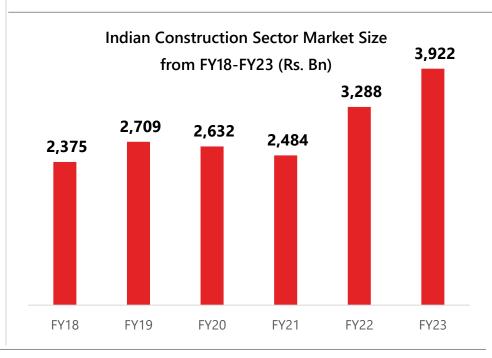
Gol's intent of becoming a \$5tn economy it plans to achieve through infrastructure development due to the high multiplier effect

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).



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



Industrial Projects

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

69*



Institutional Projects

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

97*



Government Projects

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

31*



GovernmentResidential Projects

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

03*

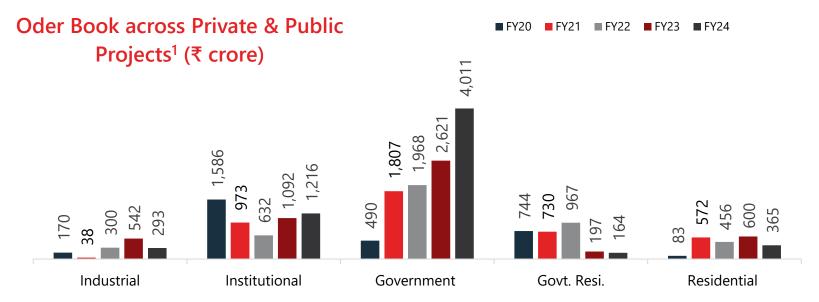


Residential Projects

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

22*

* Number of Projects Completed as on 31 March 2024



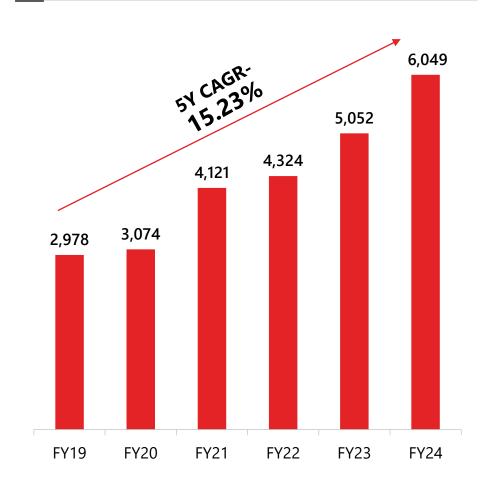
- Outstanding order book as on 31 March 2024 is
 ₹ 6,049 crore
- Government projects comprised 69% of the order book as on FY24 vs 56% in FY23
- By diversifying skill sets and order book across different projects, PSP Projects can pursue a broader range of project tenders and consequently, optimize business volume and profit margins

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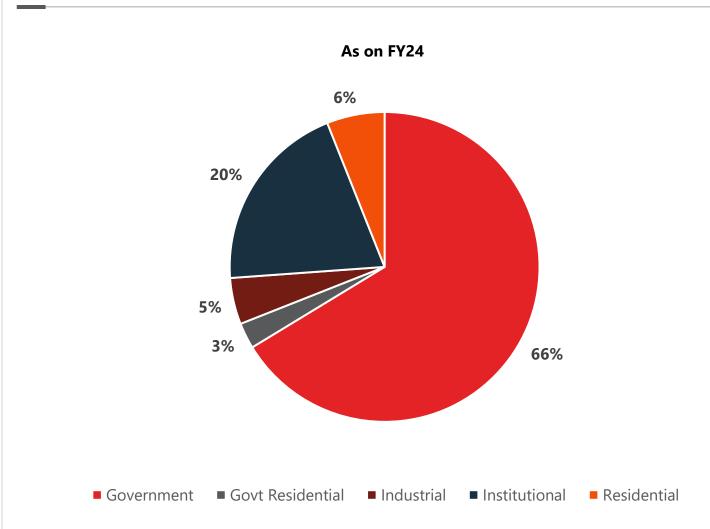
Robust Order Book and Growing Pre-Qualification Credentials



Growing Order Book¹ (₹ crore)



Work on hand across Private and Public Projects



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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

As on FY22

Ethics & Trust

Strong work Ethics makes PSP a favourable and preferred choice



Worked with more than 100 private and public clients across India



























Biggest Project







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 March 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	1,108
Dharoi Dam	Gujarat	State Government	674	624
Gati Shakti Vishwavidhyalaya	Gujarat	RVNL	631	628
Sports Complex	Gujarat	Municipal Corporation	504	237
Sabarmati River Front Development Phase II	Gujarat	Government	399	399
Noodle Factory Phase II & III	Gujarat	Industrial	383	120
Corporate Office Building	Gujarat	Institutional	337	221
Fintech Building at GIFT City	Gujarat	Government	333	333
National High-Speed Project (Precast)	Gujarat	L&T	273	207
Human and Biological Science Gallery at Science City	Gujarat	Government	268	268
Residential Project	Gujarat	Private Company	252	119
Street Beautification Project	Gujarat	Municipal Corporation	156	156
Commercial Building in Surat	Gujarat	Institutional	139	135
Commercial Building at GIFT City SEZ	Gujarat	Private Company	118	118
Gujarat Biotechnolgy Research Centre	Gujarat	Government	102	102
Total			5,913	4,775

The Team that made PSP fulfil its ambitions

PSP Build to Last

Ably Supported by Experienced Professionals



Mahesh Patel
Senior Vice President - Operations

- 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.



Pratik Thakkar General Manager - BD

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

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.



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.
- actively She has been in planning of involved 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.



Sandeep Shah Independent Director

- Double bachelor's degree in commerce and law from Gujarat University.
- He is currently a director of Creative Infotech Private Limited.
- He has many years of experience in the business of information technology products and services.



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.
- 22+ 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.



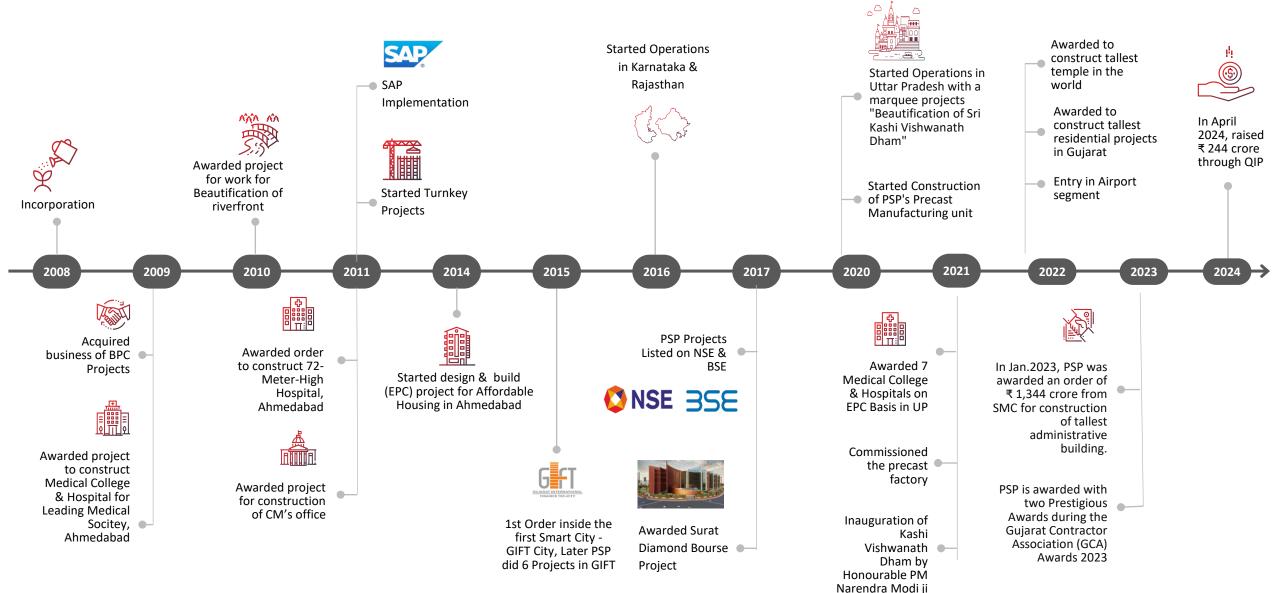
Achala Patel

PSP

- Independent Director
- Post Graduate 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.

16 years of journey of Constructing Buildings





Precast Facility

PSP Saile to Least

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 Factory





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.

1



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.

2



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.

3



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.

4



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





WAGH BAKRI PLANT





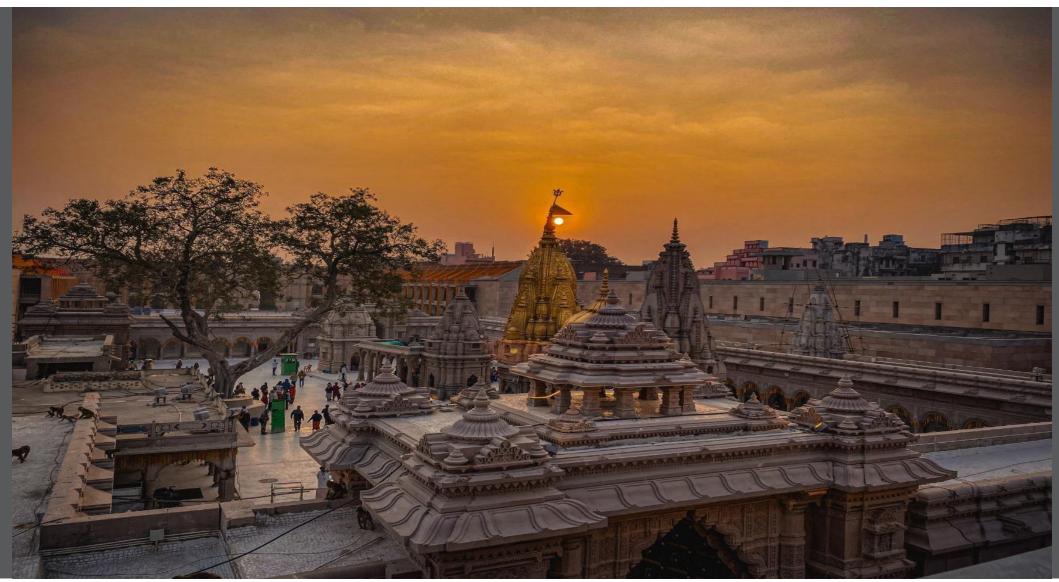






Landmark Projects – Kashi Vishwanath Dham





Landmark Projects – Surat Diamond Bourse

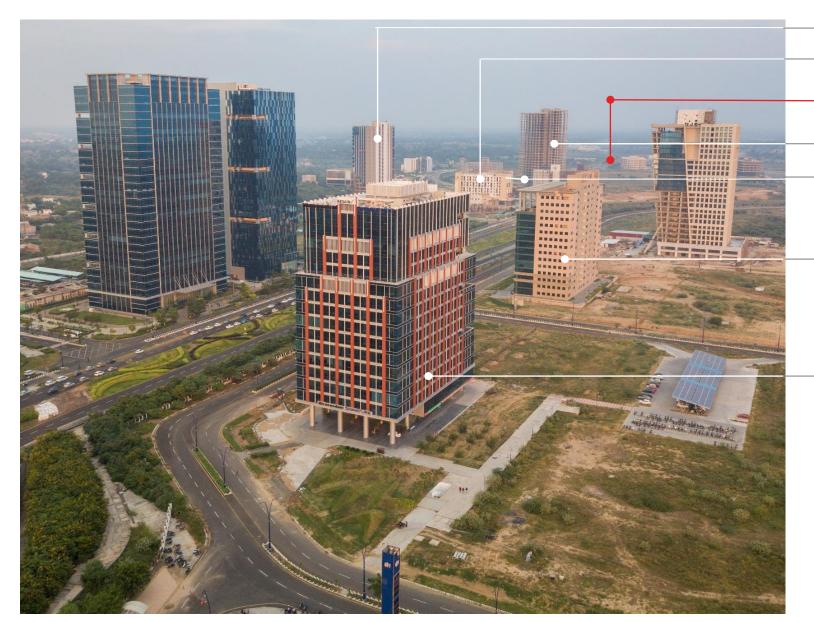






Prominent Projects – GIFT City





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

























ZYDUS HOSPITAL SITAPUR (EPC PROJECT)





MEDICAL COLLEGE & HOSPITAL AT DAHOD (EPC PROJECT)

BEAUTIFICATION OF AHMEDABAD C.G.ROAD

R&D AND RESEARCH CENTERS IN GUJARAT

































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Key Strategies



www.pspprojects.com

Key Strategies



Building is my passion

Mr. Prahaladbhai Patel
Chairman, MD and CEO

Strengthen our human capital

Expand our geographical footprint, projects in UP, Rajasthan, Karnataka and Maharashtra





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

Enhance our project execution capabilities – In Sync with the latest Technology

Augment customer relationships and optimize our project mix





Awards and Recognition



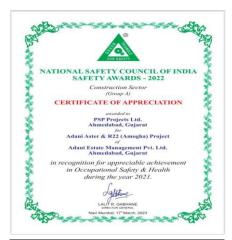
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Awards and Recognition





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 National Safety Awards 2022



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















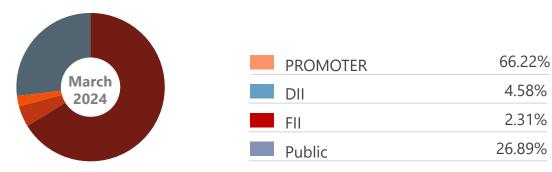


Shareholding and Governance



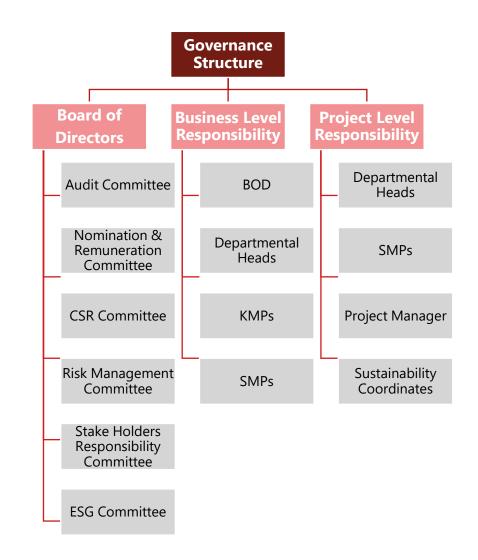
Shareholding and Governance





NSE Ticker	PSPPROJECT
BSE Ticker	540544
Share Price (₹)^	687.90
Market Cap (₹ Mn)^	24,764.40
% Free Float [^]	33.78%
Free float market cap (₹ Mn)^	8,365.41
Shares outstanding [^]	3,60,00,000
3M ADTV (Shares)	1,24,465
3M ADTV (₹ Mn)	89.00

Corporate Sustainability
Corporate Secretarial and legal Compliances Human Resources Management Planning CSR Implementation Supply Chain Management Health & Safety of Workmen
ask Forces
EHS Procurement Secretarial & Legal Human Resource



Safe Harbor Statement



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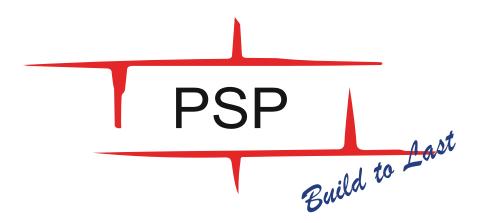
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