

Ref No: PSPPROJECT/SE/12/19-20

May 31, 2019

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

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

Dear Sir/Madam,

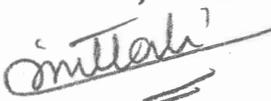
Subject: Earnings Conference Call Transcript for the quarter and year ended March 31, 2019

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and with reference to our earlier letter vide ref no. PSPPROJECT/SE/08/19-20 dated May 23, 2019, please find enclosed Copy of transcript of Q4 FY19 earnings conference call held on Monday, May 27, 2019.

Kindly take the same on your record.

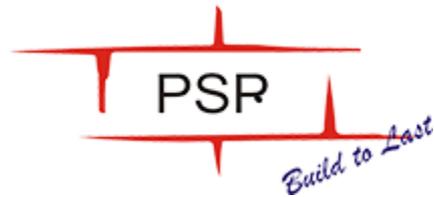
Thanking You,

For **PSP Projects Limited**


Mittali Christachary
Company Secretary



Encl.: As mentioned above.



“PSP Projects Limited
Q4 FY2019 Earnings Conference Call”

May 27, 2019



ANALYST: **MR. SHRAVAN SHAH – DOLAT CAPITAL**
MR. MAULIK SHAH – DOLAT CAPITAL

MANAGEMENT: **MR. P.S. PATEL – CHAIRMAN, MANAGING DIRECTOR**
& CHIEF EXECUTIVE OFFICER – PSP PROJECTS
LIMITED
MRS. HETAL PATEL – CHIEF FINANCIAL OFFICER –
PSP PROJECTS LIMITED



*PSP Projects Limited
May 27, 2019*

Moderator: Ladies and gentlemen, good day and welcome to the PSP Projects Limited Q4 FY2019 Earnings Conference Call hosted by Dolat Capital Markets Private Limited. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference, please signal an operator by pressing “*” then “0” on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Shравan Shah from Dolat Capital. Thank you and over to you Sir!

Shравan Shah: Thank you. Good evening everyone. I and my colleague, Maulik would like to welcome you all for Q4 FY2019 results conference call of PSP Projects Limited. We thank the management for giving us the opportunity to host the call. From the management, we have Mr. P.S. Patel, Chairman, MD and CEO and Mrs. Hetal Patel, CFO. Without wasting much time, I would now hand over the floor to the management for their opening remarks and then we can have a Q&A. Over to you Sir!

P.S. Patel: Good evening ladies and gentlemen. This is P.S. Patel, Chairman and Managing Director and CEO of PSP Projects Limited along with Mrs. Hetal Patel, CFO welcomes you all to this earning conference call, which is focusing on our company’s performance in Q4 FY2019 and probably FY2019 I would say. Before we move to the financial statistics and performance of the last quarter and financial year, I would like to throw light on few of the key developments of this quarter and year.

The company has booked the highest ever revenue of Rs.1044 Crores and net profit of Rs.90.22 Crores on standalone basis, which we have a 43% year-on-year growth of revenue and 40% in tax. I am glad to share that about 85% was the turnover is booked from the industrial and institutional projects where our business model is the best and industrial is about 18.5% and institutional is about 61%.

Our revenue from operation in particular for Q4 FY2019 is Rs.338.26 Crores, which was Rs.263.68 Crores in Q4 FY2018, so, there is an incremental growth of 28% in the revenue. The company has bagged the total order of Rs.1415 Crores this financial year. We are sorry to say, but earlier we declared it as Rs.1442 Crores in March 2019, but post declaration an order of Rs.42.5 Crores where we stood lowest was canceled before execution regime plus two small projects worth about Rs.15 Crores were added so that the final figure for the year addition for FY2019 is Rs.1415 Crores.

So adding this fresh order of FY2019 plus carry forward orders from the previous year and deducting revenue book from the current ongoing projects, the company holds a robust order book of Rs.2978 Crores as on March 31, 2019 including 46 projects under execution spreading



*PSP Projects Limited
May 27, 2019*

Gujarat, Rajasthan, Karnataka and Maharashtra. We are also glad to say that we have entered into Maharashtra state with the very first project of affordable housing in Pandharpur.

I would like to highlight to you some of the major projects contributing to the above order book. Surat Diamond Bourse contributes to Rs.1161 Crores, IIM Ahmedabad worth Rs.328 Crores, Pandharpur Affordable Housing project Rs.157.55 Crores. Three projects from MRF contribute to about Rs.100 Crores. I would like highlight here that we started working with MRF Limited last year only and as a result of our on time delivery for the building we were awarded with two more projects by them within this year, which proves the capability of PSP in delivering the projects on time and gaining the trust of the client.

We successfully completed 21 projects this year, which comes up to total of completed projects of Rs.120 Crores. Major completed projects include renovation of Gujarat Vidhansabha building the biggest commercial complex at GIFT City, office building of Sabarmati Riverfront, Faculty of Medical Science and Research Centre.

I would like to share project update of Surat Diamond Bourse as you are well aware that we are still going on a very fast track on the RCC part, so out of nine towers, we have reached to about 13 stories in five of the towers and four of the towers we have reached to eight floors.

Regarding the MEP part and the façade part, we have already started MEP in the ground floor, the first basement and the second basement and most of the vendors are already mobilized and most of the materials like pipes and other related cables and electrical they have been already purchased and it is going on with full force in both the basements. We have also started work of facade, which is also a major scope of PSP for which almost four agencies are already mobilized. The glass has been delivered. Most of the aluminum required is also delivered and everybody is manufacturing the laminated panel at site so that is also going on with full force and regarding the total labor standard site, presently the labor strength at site is about 4000, which has reduced from 6000 within this period of April and May, which was probably because of the seasonal marriage season and the election, which we will be going to gain within this month of June. By June end we will be having again the same spend what we were having previously.

Regarding USA project update, I have been to USA last month only and for the two projects, which we are executing one in San Francisco and the second is at Livermore. The Livermore project has almost concluded and I previously also said that will be concluded and we will come through on sale by May, but because of heavy rainfall in California and Bay Area this year that master project has been delayed by almost one month, so probably we will be concluding on the sale part or we will be putting the project on sale by the end of June.

Regarding San Francisco project all the process is still on because that is a huge to and fro for the city side, which the public will be neighborhood side, so still the process is on. We are expecting



*PSP Projects Limited
May 27, 2019*

that will be concluded further in the month of November or December. Now coming to the company's average ticket size of the receipt of the project, the order has increased year by year. The figures for this year is coming to Rs.42.91 Crores in FY2019 compared to Rs.8.24 Crores in FY2013, so probably we are trying to increase our ticket size year by year. The Board of Directors has recommended a final dividend of Rs.5 per share of Rs.10 subject to approval of shareholders, which will be done in the AGM.

Now regarding the inflow of the orders, presently the bid value, which is going on is about Rs.3500 Crores and the orders which we have not declared and it is in the process to be concluded some of the orders we have received, which is small amounts, so we have not declared, but still we are expecting about Rs.250 Crores order to be concluded in this month so we are waiting for the orders almost and negotiations has been completed, so we have not declared the new orders, which we have operated till now.

These were the key highlights from my side. For the key financial disclosures, I will request our CFO Ms Hetal Patel to take it forward. Thank you everyone from your part. Thanks again.

Hetal Patel:

Thank you. Good evening everyone and welcome you on the call.

Let me first give you a brief highlight on standalone financial results for the quarter and year ended on March 31, 2019. The company has booked revenue from operations of Rs.338 Crores for Q4, which has increased on year-on-year basis by 28% as compared to previous years Q4 revenue Rs.264 Crores. The revenue generated from SEB project was Rs.123 Crores during Q4. The revenue from operations for the year as a whole is Rs.1044 Crores showing YoY growth of 43% as compared to previous year's figures of Rs.729.83 Crores.

The EBITDA for Q4 is Rs.49.87 Crores, which has gone up on YoY basis by 37% compared to previous year Q4 EBITDA of Rs.36.29 Crores. Accumulative EBITDA for FY2019 grew by 47% to Rs.148.94 Crores as compared to the previous year EBITDA of Rs.101.28 Crores. EBITDA margin stood at Rs.14.27 Crores for FY2019 full year.

Profit after tax including other comprehensive income for the quarter is Rs.30.04 Crores, which has increased at YoY basis by 30%, which was Rs.23.02 Crores in Q4 of the previous years. Accumulative PAT for FY2019 grew up by 40% to Rs.90.22 Crores as compared to FY2018 PAT of Rs.64.34 Crores. PAT margin stood at 8.46% for FY2019 full year.

Increase in depreciation from Rs.11 Crores in FY2018 to Rs.24 Crores in FY2019 is mainly attributable to addition in the fixed asset of Rs.51 Crores during FY2019 and a reduction on useful life of certain assets as per management review.



PSP Projects Limited
May 27, 2019

Now I brief about the work on hand data: the total value of work on hand of Rs.2978 Crores on March 31, 2019, which comprises of Rs.1161 Crores from Surat Diamond Bourse Project and Rs.1817 Crores of other projects.

The outstanding order book excluding SDB projects of Rs.1871 Crores is distributed over four regions. 80% within Gujarat, 9% will be executed in Maharashtra, 3% in Karnataka and 8% of work on hand to be executed in Rajasthan.

This other project work on hand comprises of 63% in institutional projects, 14% from industrial projects, 9% from government projects, 9% from government residential and 5% from residential project.

While analyzing working capital days, trade receivables days for FY2019 have reduced to 50 days from 58 days for FY2018. Inventory days have increased to 26 days for FY2019 as compared to 17 days for FY2018. Payable days for FY2019 have reduced to 55 days as compared to 61 days for FY2018.

This is all from my side. I request the operator to take it forward.

Moderator: Thank you very much. We will now begin with the question and answer session. The first question is from the line of Kunal Bhandari from HDFC Securities. Please go ahead.

Kunal Bhandari: Thank you. Sir congratulations on a great set of numbers. Sir you were taking about your current outstanding bid value for almost Rs.3500 Crores, so if you could give a broad breakup of any major projects here or in which geography or which domain is these projects?

P.S. Patel: Previously also I think we have discussed on this part, so we have bid for one project in Barmer that was for Vedanta and one project in Nayara in Jamnagar. These are the two major projects, which we have bided and which are in process. We are still waiting for the financial to close, so these are the two major projects, which is on the pipeline, which we are bidding.

Kunal Bhandari: Sir in both quarters your EBITDA margins are a bit higher say 14.8% so any specific reason for that?

P.S. Patel: You are talking about the depreciation.

Kunal Bhandari: No EBITDA margins?

Hetal Patel: EBITDA margin if you see compared to the previous quarters the employee cost has not increased much. It is almost the same lines. Other material depending on the processed stage that has been utilized on a stable basis otherwise there is no comparative basis.



PSP Projects Limited
May 27, 2019

- P.S. Patel:** There is no incremental cost of the overheads and the revenue has gone up so the percentage of EBITA has increased.
- Kunal Bhandari:** Sir so in Q1 you were saying your employees have to reduced labor, have reduced because of some reasons on the SDB project, so do you witness any revenue dipping significantly in Q1 on various project specifically?
- P.S. Patel:** What we are saying that Q1 and Q2 of any construction companies are a bit slow because of the seasonal and the labor issues and the seasonal that is the hot season and the marriage season and the Q2 again there is monsoon, so the first two quarters are always weak than the last two quarters. We always include that and that is why you will see the difference.
- Kunal Bhandari:** Thank you so much.
- Moderator:** Thank you. The next question is from the line of Debashish Majumdar from Edelweiss. Please go ahead.
- Debashish Majumdar:** Thank you very much for having me and congratulations on very good execution on Surat Diamond Bourse. I have a few questions. If you can help me with consolidated order book and order inflow for the full year of FY2019?
- P.S. Patel:** What we have declared it up to FY2019 the outstanding book is Rs.2978 Crores and last year also we gave a projection about on inflow order of Rs.1000 Crores, which have lent to Rs.1415 Crores. The same way we are expecting that we are going to generate revenue of more than Rs.39 Crores we would expect at least a minimum inflow order of Rs.1300 Crores so that the outstanding order book remains the same for the next two years.
- Debashish Majumdar:** No Sir I was asking in our consolidated book so the order book and order inflow number that you have articulated for FY2019 is on a standalone level so if you can help me?
- Hetal Patel:** There will not be further major execution in this subsidiary because those subsidiaries are for specific projects only and those are at the verge of completion.
- P.S. Patel:** Those are for project subsidiary, which we will be concluded at the end of the project.
- Debashish Majumdar:** Understood. The second question is if I remove the execution of Surat Diamond Bourse, the revenue from other project coming in at around Rs.215 Crores for Q4, which is if I compare the similar number for the last year is around Rs.204 Crores so there is a 5% growth in execution of other projects excluding Surat Diamond Bourse so is there any specific slowdown you have seen in any specific project or is it related to general election or the liquidity crisis in the system?



PSP Projects Limited
May 27, 2019

P.S. Patel: No Sir. It is absolutely related to what type of activity is going on in that project, so we cannot compare exactly between the data set, it has to be a pro-rata, but it can be depending on the type of execution, which is going on for each project in that quarter.

Debashish Majumdar: Last question is on what is the revenue projection number you are giving for FY2020 and the margin expectation?

P.S. Patel: The margin expectation we have always said we are bidding on the same line what we have been bidding till now, so it will be within the range of 8% to 9% and the projection for the next year sales, we are expecting more than Rs.1300 Crores to Rs.1400 Crores.

Debashish Majumdar: Earlier Sir you were saying about Rs.1350 Crores to Rs.1500 Crores so is there something?

P.S. Patel: You can say Rs.1350 Crores to Rs.1400 Crores.

Debashish Majumdar: Thank you very much.

Moderator: Thank you. The next question is from the line of Chintan Sheth from Sameeksha Capital. Please go ahead.

Chintan Sheth: Thanks for taking my question and congrats for a good set of numbers. In terms of subsidiary, with do not see any pickup in execution if we compare consolidated revenue versus standalone revenue for this year, so I believe we have two projects we are doing under two JVs separately one for metro station project and one project at GIFT City so I just wanted to understand whether those projects have been concluded this year or what is the order book on both the Indian JVs basically?

P.S. Patel: In terms of we talk about JV I think the project of metro will be concluded this year and that is also a slow going project and for the project which we are taking in the GIFT City it is closed since the last four to six months because the payments are not being given by the client so we have stopped the work and work is on hold as of now.

Chintan Sheth: We did not execute anything this year on both these projects?

Hetal Patel: Around Rs.7 Crores of revenue we have booked from GIFT City and regarding the metro project that is a partnership from JV and so we are using equity method so whatever profits is earned that has been added in the profit. The turnover is not shown in the consolidation.

Chintan Sheth: The consolidation is not shown, but from the GIFT City we are showing the revenue?

Hetal Patel: That is the private limited company so we have consolidated on line to line basis and that is around 74% of the turnover we have taken.



*PSP Projects Limited
May 27, 2019*

- Chintan Sheth:** Rs.7 Crores we have recorded and the project we have closed down? We are not carrying?
- Hetal Patel:** Yes almost so this year there may not be any revenue, but in that metro project that partnership we have booked Rs.55 Crores of total revenue. This includes partner share also and it will be concluding this current year.
- Chintan Sheth:** Sure and why is the payable numbers sharply and have we preponed any payables any reason for pay?
- Hetal Patel:** There is not much difference. I think from 60 it has reduced to 55, so it depends what type of material we are buying and the majority is steel and cement, so in those cases for SDB site if you see the average creditors days will fall 15 to 30 days, so I think it might have gone down.
- Chintan Sheth:** Last Madam on the bid pipeline you guided Rs.1500 Crores inflows to maintain the order book by the year end and you mentioned couple of big projects we have bid for any color on how the overall scenario post election? Are you expecting that whether you are underestimating the potential demand on ground and there is more chance of higher number of projects we can get during this year?
- P.S. Patel:** Again that depends on our execution capability also. At the end of the day, more important is the execution part rather than leaving the orders. Of course there will be some improvement in the inflow of order line for selection of the project so there will be more opportunities, which we need to understand and we will limit ourselves to the projects by the way, which we get an execution on that.
- Chintan Sheth:** But the GIFT City overall is going slow right?
- P.S. Patel:** Presently we are not having any new tenders from the GIFT City, but if this ministry is more concerned about the GIFT City project then may be more investors should come and there will be more projects to come where the opportunity may go up, but again we may limit ourselves to the project with reference to our execution capabilities, which we would like to come. We usually always say that should be within the range of 30% to 40% growth and by that way only we can enter the project in a very clear timeline and quality.
- Chintan Sheth:** Sure Sir. I will join back the queue. Thank you and all the best Sir.
- Moderator:** Thank you. The next question is from the line of Ravi Naredi from Naredi Investment. Please go ahead.
- Ravi Naredi:** Prahaladbhai again congratulations for a nice result. Sir what you have said we cannot listen how much order is in the pipeline, which we are getting in three months?



PSP Projects Limited
May 27, 2019

- P.S. Patel:** What I have said there are few orders, which we have almost concluded on the paper part, but we are still waiting for the final work order to receive, which is in the range of Rs.250 Crores.
- Ravi Naredi:** Rs.250 Crores and Sir how is the order pipeline enquiries are going on?
- P.S. Patel:** What I have read already that the bidding pipeline is about Rs.3500 Crores and both the major to purchase which we have already said that if that is on Nayara about Rs.750 Crores, which is in Jamnagar and about Rs.1700 Crores is in Barmer, which is for Vedanta.
- Ravi Naredi:** This Surat project how much are you expecting turnover this current financial year?
- P.S. Patel:** We should be able carry out the debt repayment Rs.700 Crores to Rs.750 Crores.
- Ravi Naredi:** The margins will be more improved because now this other construction work has been completed so margin will be more now?
- P.S. Patel:** The margin whether we are doing civil or whether we are doing anything, we always maintain our margins on the balance side because sometimes the private clients tends to exclude some of the scope, which is always a part of the terms and conditions of the contract so we should not go on tender at any punt of time so it will be in the same way.
- Ravi Naredi:** Any major capex plan for current year or it will be normal?
- P.S. Patel:** There is no major capex, but it will be in the range of the new orders, which we received and which will be on the range of 3% to 4% of inflow of order.
- Ravi Naredi:** Thanks very much and all the best Sir.
- Moderator:** Thank you. The next question is from the line of Sangita Purushottam from Cogito Advisors. Please go ahead.
- Sangita Purushottam:** Good afternoon Sir and congratulations on a very good set of numbers. My question was in terms of the inherent capability of the company what are the kind of execution growth rate you are comfortable maintaining on year-on-year basis, so this year you have guided that the topline could be between Rs.1350 Crores to Rs.1400 Crores, which is almost 35% to 40% growth, but going forward on a longer-term basis what is the kind of growth rate you are comfortable maintaining that is question number one? The second question was with respect to your overseas business the US apart could you please tell us what is your equity commitment and what is going to be your peak debt commitment and when do you see cash flows will come back?
- P.S. Patel:** Answering your first question if you go through our last two or three years almost we have increased our capabilities from 25% to 35% year-on-year basis, so we have that confidence that



PSP Projects Limited
May 27, 2019

we will be able to maintain that growth or increase our capability to execute the project within the range 35% to 40%. Now the second question regarding equity, I think the Hetal will be better to answer, so I will put it to Hetal.

Hetal Patel: For this foreign company, it a wholly owned subsidiary and 10000 USD is the share capital we have invested and till date the loan, which we have given to his company Rs.23 Crores in Indian rupees so as on March 31, 2019 our debt commitments receivable from this company is Rs.23 Crores.

P.S. Patel: As I said that in the month of June, we are going to sell off the first project, which was a very small project so that is Livermore and we will be having revenue generation in the month of June or maximum I should say. First revenue has to come from US subsidiary. You got your point.

Sangita Purushottam: My question was that this Rs.23 Crores is it likely to increase going forward?

P.S. Patel: There are huge chances, but we are not sure because the revenue generation once we get from the Livermore project that will go in the working capital. The second was at San Francisco, which is a bit large project where we are expecting revenue in the future of about \$25 million so there will be some investment, which may come in the month of January next year to March so we may get Rs.5 Crores to Rs.7 Crores more.

Sangita Purushottam: Thank you.

Moderator: Thank you. The next question is from the line of Sachin Kasera from Lucky Investment Managers. Please go ahead.

Sachin Kasera: Good afternoon Sir and congratulations for a good set of numbers. Sir what is the type of revenue and profit we can generate from these two projects in the US assuming we sell them in the current year?

P.S. Patel: It will be in the range of 15% to 20% on total basis you can say. From the sales if you say it will be in the range of 20%.

Sachin Kasera: Sir what will be absolute amount of revenue we can generate from the sale like Rs.50 Crores or Rs.100 Crores from the sale of this?

P.S. Patel: That figure I would say it would be too outage which includes 1+1 so it is about one house is the main house and the second is in-house, so two units with four houses and we are expecting revenue of about \$1.5 million from each house, so it will be \$3 million and the total expense, which we have done till now is about in the range of \$2.4 million, so if the sales goes beyond \$3 million we can say it will be minimum \$6 lakh to \$8 lakh.



PSP Projects Limited
May 27, 2019

- Sachin Kasera:** We have put around Rs.23 Crores as loan for this project right Sir?
- P.S. Patel:** Out of the Rs.23 Crores, \$2 million project \$2 million we have invested for San Francisco land only.
- Sachin Kasera:** Sir what is the reason for diversifying into real estate from being an EPC company if you could just give us some thoughts on that?
- P.S. Patel:** It is not part of today or after the thought when we came to IPO. It is a thought when I was there in US. I have been visiting USA since 2013, so in 2014 to 2015 every year I was having a green card so I was visiting USA every year, so this was a call, which I took before coming to IPO and I could see there was a good potential to start a construction where the processes were so good and easy that 20% profit you can earn, so you got my answer or still want something more to know for that question?
- Sachin Kasera:** In real estate are we going to more aggressively and keep investing more money there? What is the thought process that eventually we will start getting some dividends and some money back or we will have to keep incurring these loans to the US subsidiary?
- P.S. Patel:** No. Still we are not going on a dynamically on those projects, but once we complete this project this money will be invested in San Francisco and since San Francisco is a huge project if the profits is reasonable what we are considering then we will be going my project by project not on a dynamic sales, we will not be investing too much from this.
- Sachin Kasera:** Sir the second question was regarding these two last projects of Jamnagar and Barmer so Sir what is the current position in the sense can we expect any decision whether we will get it or not very soon or is it going to take much longer to come out with the final outcome?
- P.S. Patel:** Sir we are not sure because Nayara somewhere in the month of January to February and right from the first day because that is a Russian based company that this whole process goes through them and approved by the Russian board so I think they have told us at that time when we bided for the project that can be completed somewhere in May or June, but still we are not sure when they will be able to conclude about Nayara and about Vedanta again that has been bided somewhere in the past about maximum 30 days ago, so it is almost one month has passed before it can be bided for the project, so we expect that it has to be concluded in minimum 30 to 45 days.
- Sachin Kasera:** Sir it is like a bilateral negotiation you are having or it is like a tender where there are other participants also?



PSP Projects Limited
May 27, 2019

- P.S. Patel:** There are other participants also about four to five participants in Vedanta and about two to three participants in Nayara so later on it will be negotiation based on the technical evaluation they like and so they will give it to the base party.
- Sachin Kasera:** Sir in case we win these two projects we will have to this year we invested Rs.50 Crores in plant and equipment? If these two large projects we win, we will have to significantly invest again in plant and equipment in the current year?
- P.S. Patel:** That will not happen because if you see that we have invested about Rs.40 Crores to Rs.50 Crores in Surat and major investment is on the machinery for refund for the RCC and most probably we will be controlling on major, RCC by June and July and lastly by December so even if we get these two projects we will be utilizing the same shifting material, which we have bought for Surat and that will be utilized rightly in the right time.
- Sachin Kasera:** Sir as for the tender condition what is the time frame to complete these two projects if and when from the date it commissioned?
- P.S. Patel:** Both the projects have a timeline of 30 months.
- Sachin Kasera:** 30 months. Thank you very much Sir.
- Moderator:** Thank you. The next question is from the line of Debashish Majumdar from Edelweiss. Please go ahead.
- Debashish Majumdar:** Thank you very much. In case of Surat Diamond Bourse a year back when we met we have kind of spoken about around Rs.450 Crores to Rs.500 Crores revenue this year and around Rs.800 Crores revenue next year in FY2019 and FY2020? This year because of some delay we have booked around Rs.350 Crores of revenue so the incremental Rs.100 Crores and Rs.150 Crores of miss that we have this year would it be like booking Rs.100 Crores and Rs.150 Crores of incremental revenue next year?
- P.S. Patel:** We cannot expect on the same line because some of the activities which we are expecting on the finishing side like MEP and façade were supposed to start somewhere in the month of June, July or August, which actually has been delayed by four to six months, so parallelly that can go in the next last quarter with this revenue and once the major activity actually on the finishing side is delayed then commissioning part, which was going to come in FY2021 that will add onto last quarter for last year so I personally do not see any incremental growth beyond Rs.750 Crores to Rs.800 Crores that is guided next year only that can go in the last.
- Debashish Majumdar:** Apart from Surat Diamond Bourse around Rs.1800 Crores of exiting order book that you have what is the average execution period there?



PSP Projects Limited
May 27, 2019

- P.S. Patel:** The major project, which we said within that is IIM Ahmedabad and Pandharpur affordable housing project for 328 Crores, at Rs.157 Crores amount MRF, so Pandharpur is about 27 months and IIM is about 24 months and MRF is now almost one year.
- Debashish Majumdar:** Sorry MRF is?
- P.S. Patel:** One year so probably you can consider 24 months on an average.
- Debashish Majumdar:** Thank you very much.
- Moderator:** Thank you. The next question is from the line of Ankita Shah from Elara Capital. Please go ahead.
- Ankita Shah:** Sir I was saying when we say 68% of our order book is from the institutional segment and Surat Diamond Bourse is clubbed as institutional projects and at Rs.1000 Crores then which are the other institutional projects, which are included in this huge 68% of the order book?
- P.S. Patel:** The institutional is not including industrial it is purely institutional, so in Ahmedabad GIFT City projects, we consider it as institutional, BSE forum, and IIM Ahmedabad Rs.328 Crores, which we are executing are institutional projects.
- Ankita Shah:** Brigade which we completed?
- P.S. Patel:** Brigade also we consider it as institutional.
- Ankita Shah:** St. Larn Medical?
- P.S. Patel:** St. Larn Medical College also we consider as intuitional.
- Ankita Shah:** And MRF industrial that is also part of intuitional project?
- P.S. Patel:** No that is different.
- Ankita Shah:** That is different. Got it and Sir I missed the number of average ticket size of project you said for FY2019? What is that number?
- P.S. Patel:** Rs.42.91 Crores.
- Ankita Shah:** Rs.42.91 Crores?
- P.S. Patel:** Yes.



PSP Projects Limited
May 27, 2019

- Ankita Shah:** Sir in the presentation when we see your geography wise revenue breakup for the year FY2019 I do not see Maharashtra in that and you have projects in Maharashtra right?
- Hetal Patel:** We have not booked revenue from Maharashtra yet?
- P.S. Patel:** We have started the drawings and all that process was going on and separately was gone on, so I think we have just started in the month of April the execution part, but the revenue has not been booked. Nothing has been booked so far.
- Ankita Shah:** What will be the break up in order book across these segments?
- Hetal Patel:** That is also given in the presentation.
- Ankita Shah:** I will check.
- P.S. Patel:** It is there in the presentation, Ankita.
- Ankita Shah:** I will check. I think I missed that one sure. Thank you so much and all the best.
- Moderator:** Thank you. As there are no further questions from the participants, I now hand the conference back to Mr. Shravan Shah for closing comments.
- Shravan Shah:** Sir I have one question. What is our funded and non-funded limit now?
- Hetal Patel:** Currently, we have approached our lead bank and other banks so the new limit setup is Rs.610 Crores in total and out of this fund is limited to Rs.45 Crores, so mostly our requirement is bank guarantees non funded and LC limits.
- Shravan Shah:** Going forward also in pursuit of the working capital whatever definitely we are on one of the best in terms of the working capital days so that will be continuing? There will not be any increase in the working capital days?
- Hetal Patel:** Yes hopefully we will hope for the same.
- Shravan Shah:** Prahaladbhai this Barmer project is a commercial cum residential or only residential?
- P.S. Patel:** It is a pure residential project for the community required for the workers and staff for Vedanta. It is a pure residential project, but includes everything school, hospital and everything.
- Shravan Shah:** That was it from my side. I thank all the participants for joining the call. I also thank the management for giving us the opportunity. Sir do you have any closing comments.



*PSP Projects Limited
May 27, 2019*

P.S. Patel: No, as of now no. Thank you.

Moderator: Thank you very much. On behalf of Dolat Capital that concludes the conference. Thank you for joining us. Ladies and gentlemen, you may now disconnect your lines.