



BIGBLOC CONSTRUCTION LIMITED

CIN NO. : L45200GJ2015PLC083577

Regd. Off. : 601-B, 'A' Wing, International Trade Centre, Majura Gate, Ring Road, Surat-395 002.

(Ph.) : +91-261-2463261, 2463262, 2463263 (F) : +91-261-2463264

(E) : bigblockconstructionltd@gmail.com Visit us : www.nxtbloc.in



NXTBLOC[®]
Autoclaved Aerated Concrete Blocks

Date: 24/01/2023

| | |
|--|--|
| To, Department of Corporate Service, Bombay Stock Exchange Limited, 1 st Floor, PhirozeJeejeebhoy Towers, Dalal Street, Mumbai-400001 Script Code 540061 ISIN : INE412U01025 | To, Listing Department, National Stock Exchange of India Limited, Exchange Plaza, C-1, BLOCK G, Bandra-Kurla Complex, Bandra (E) Mumbai- 400051 Symbol: BIGBLOC ISIN : INE412U01025 |
|--|--|

SUB: INVESTOR PRESENTATION ON (Q3/9M-FY23) UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31st DECEMBER, 2022

Dear Sir/madam,

With reference to above mentioned subject, please find attached Investor Presentation on (Q3/9M-FY23) Unaudited Financial Results for the quarter ended 31st December, 2022.

The above information will also be made available on the website of the Company www.nxtbloc.in.

You are requested to take the above information on record.

Thanking You

Yours Faithfully,

**FOR AND ON BEHALF OF
BIGBLOC CONSTRUCTION LIMITED**

Nauman

NISHTHA PAMNANI
(Company Secretary and Compliance Officer)
ACS-58276





Earnings Presentation

Q3/9M-FY23



At a Glance

One of the Largest
AAC Blocks
Manufacturer in India
with 5,75,000
CBM p.a.

Marquee Clientele of
100+ Realtors

Supply Chain across
9 Cities in 4 States

Early entrant in India
for manufacturing
AAC Blocks

2 State-of-the-art
manufacturing
facilities

Only Company
under AAC industry to
generate Carbon
Credits

Products sold under
reputed brand
NXTBLOC

500+
Team Strength

1,500+
Projects Pipeline

2,000+
Projects Executed

3 Year Revenue
CAGR
21%

3 Year EBITDA
CAGR
57%

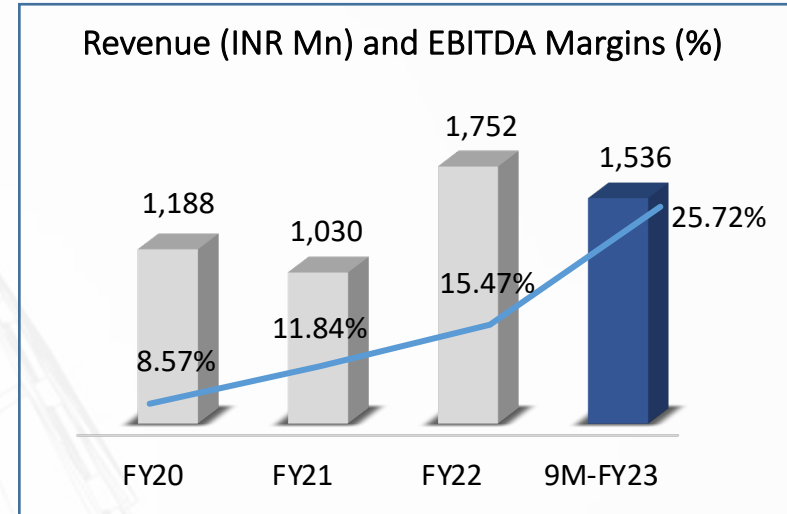
Debt To Equity
0.74x

Return on Capital
Employed
27%

Return on Equity
34%

Company Overview

- BigBloc Construction Limited is India's one of the largest manufacturer in India of AAC (Aerated Autoclave Concrete) block and related products manufacturing company, with a total capacity of 5,75,000 m³ p.a. capacity.
- AAC blocks are a superior quality building material which provide unparalleled blend of strength, light weight, thermal insulation, sound proof, unsurpassed fire resistance and highly proficient building capability. AAC is a natural and non-toxic construction material, saves energy, and are eco-friendly.
- These AAC Blocks of the company are marketed in the Brand name of NXTBLOC, which is a green Product for Construction Industry.
- BigBloc aims to become an unparalleled name in the industry, manufacturing quality building materials that focus on sustainability. It also hopes to aid the construction and infrastructure industry in adopting green and sustainable practices for a better future.
- BigBloc has two state-of-the-art manufacturing units located at Vapi and Ahmedabad, Gujarat, making it the one of the largest AAC manufacturer in India. However, with the ongoing capacity expansion plans, the company will catapult to become the largest AAC manufacturer in India by FY24.



Indigenous Brands

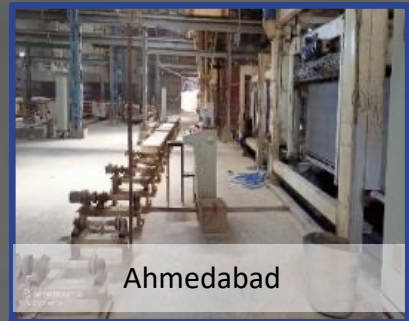
NXTBLOC
Company's own indigenous brand for AAC Block and related products

NXTFIX
Block Jointing Mortar

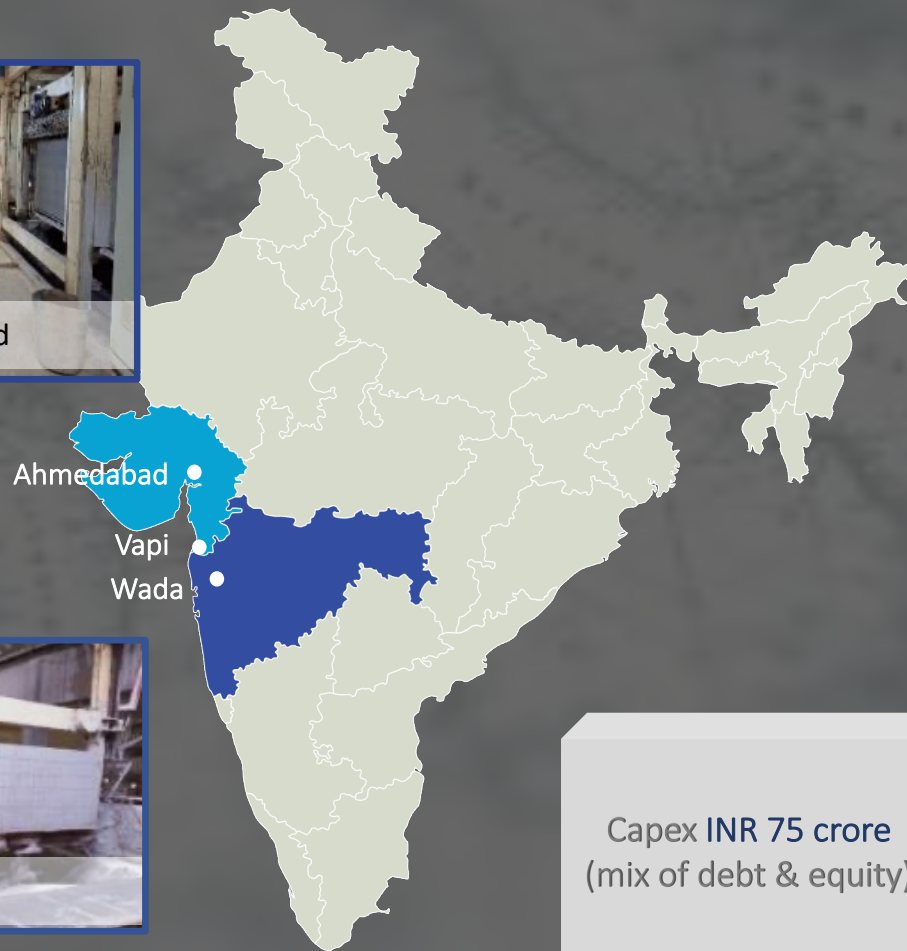
NXTPLAST
Ready Mix Plaster

ZMARTBUILD
Co-branded products under JV with SCG International

Manufacturing Prowess



Ahmedabad



Vapi

| | Existing | | Upcoming | |
|--------------------------------------|------------------|--|-------------------|--------------------------------------|
| | Umargaon, Vapi | Kapadvanj, Ahmedabad | Wada, Maharashtra | Kapadvanj, Ahmedabad (Joint-Venture) |
| Capacity (CBM/ P.A) | 3,25,000 | 2,50,000 | 5,00,000 | 3,00,000 |
| Carbon credit potential (Units/ P.A) | 60,000 to 65,000 | 50,000 (registration under process) | 1,00,000 | 50,000 to 60,000 |
| Products Manufactured | AAC Blocks | AAC Fly Ash Blocks & Sand Based Blocks | AAC Blocks | AAC Blocks & Panels |

Expansion Plans

- Capex INR 75 crore (mix of debt & equity)
- 60% subsidy from State Government
- Post Expansion, Bigbloc will be the largest manufacturer of AAC blocks in India
- The plants together shall generate 3,00,000 tons of carbon credit every year

Marquee Clientele across Residential, Commercial & Hospitality

Realty/ Real Estate

adani Realty
LODHA BUILDING A BETTER LIFE
Prestige GROUP Add Prestige to your life
Sunteck
Piramal Realty
CAPACITE
OBEROI REALTY
RUNWAL With you, always...
Indiabulls REAL ESTATE
RAHEJA UNIVERSAL THE WORLD TO COME
PURANIKS Ideas that stay with you
REGENCY GROUP Linking People, Building Trust
MARATHON
PARADISE GROUP Your World. Our Vision. ISO - 9001: 2008 Certified Organization
REGENCY Sarva Life...Complete
TITWALA (E)
SHIVALIK A Commitment is a Commitment
ARIHANT SUPERSTRUCTURES LTD. CONTINUING STABILITY
SHIRKE

Construction

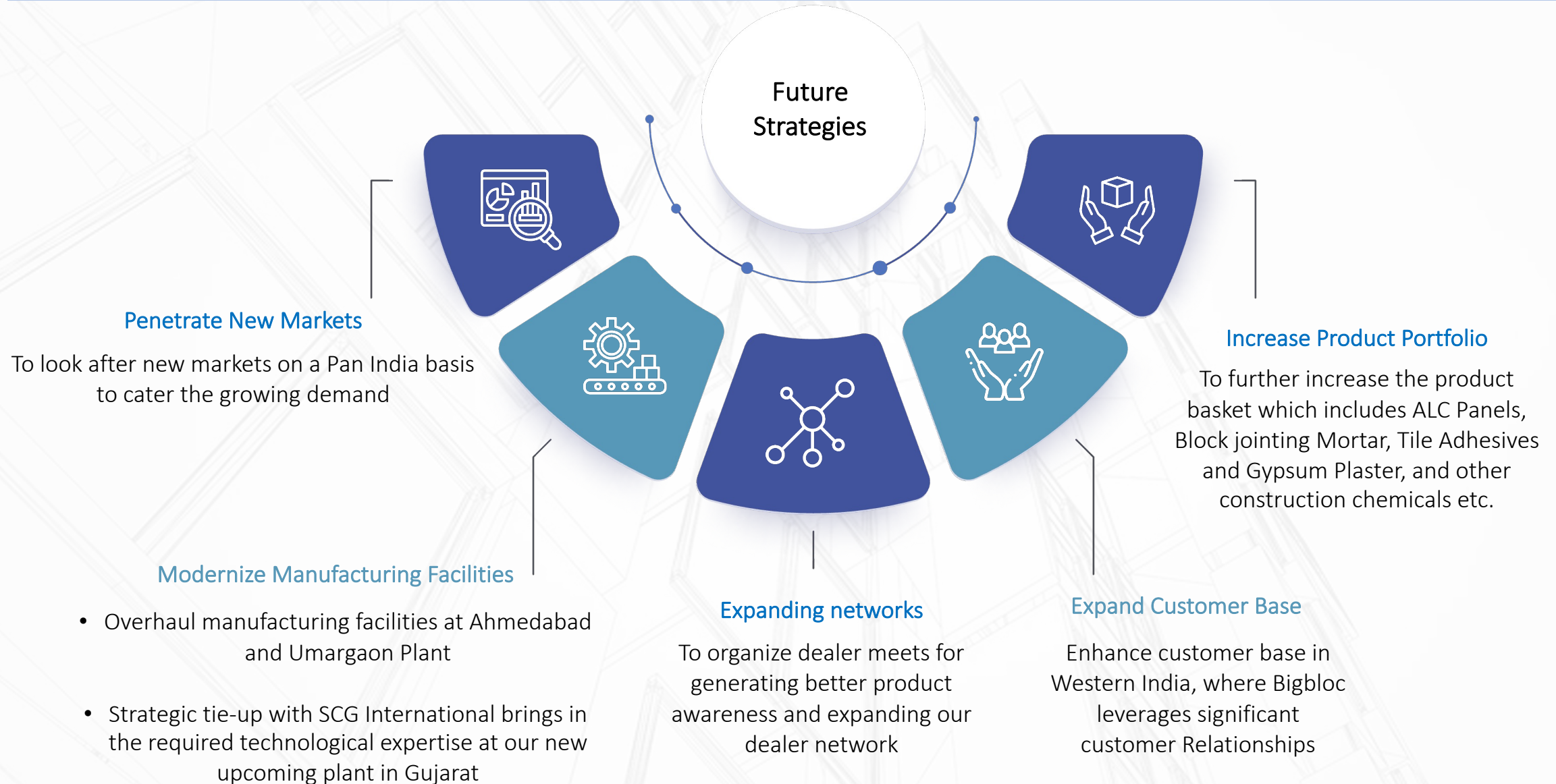
LARSEN & TOUBRO
PSP Build to Last

OEM's

ACC
Ambuja Cement

Government Bodies

CIDCO WE MAKE CITIES





Financial Highlights

Consolidated Financial Highlights

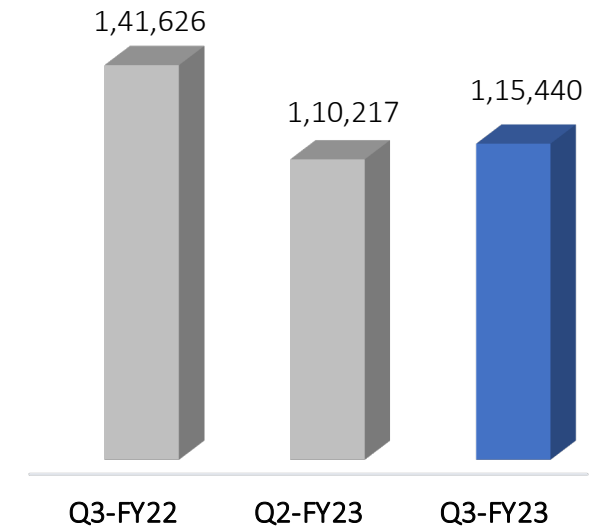
Q3-FY23 Financial Performance

| | | |
|---------------------------------------|--------------------------|-------------------------|
| Revenue from Operations INR 495 Mn | EBITDA INR 133 Mn | EBITDA Margin 26.87% |
| PAT INR 77 Mn | PAT Margin INR 15.56% | Diluted EPS INR 1.09 |

9M-FY23 Financial Performance

| | | |
|---|--------------------------|-------------------------|
| Revenue from Operations INR 1,536 Mn | EBITDA INR 395 Mn | EBITDA Margin 25.72% |
| PAT INR 246 Mn | PAT Margin INR 16.02% | Diluted EPS INR 3.47 |

Sales Volumes (CBM)



Key Operational Highlights and Management Commentary

- The consolidated capacity utilization improved from 79% in Q2-FY23 to 83% in Q3-FY23. However, the same was lower as compared to Q3-FY22 due to the extended monsoon season and marginal impact on demand due to inflationary reasons, although the decline in sales volumes were offset by the higher sales realisations.
- EBIDTA margins improved in Q3-FY23 due to higher sales realizations and further cost optimisations on logistics and power costs.
- During the quarter, the joint venture company - Siam Cement Big Bloc Construction Technologies Pvt. Ltd acquired 60,000 sq mtr land at Kapadvanj, Khdea district near Ahmedabad, Gujarat for setting up a 3 lakh CBM p.a plant. This plant is expected to start commercial production in Calendar Year 2023.
- JV with SCG Group aims to share techno-commercial knowledge, promote mutual growth & cooperation in the construction industry and bring new age building materials to Indian markets.
- Company is also setting up two other Greenfield projects with a combined capacity of 8 lakh CBM p.a of that 5 lakh CBM p.a plant at Wada, Palghar (Maharashtra), commercial operations are expected to begin in the month of February 2023.
- Post completion of both expansion, company's total capacities will increase to 13.75 lakh CBM per annum making the company one of the largest players in the country. Company also expects to generate around 2.5 to 3 lakh tons of carbon credit every year post the expansion.
- With these Expansions it will help the company to further penetrate its presence into untapped markets across the western regions and also make it the largest player in India.
- Strategic initiatives, operational efficiency with a vision for building a brand with innovative products are likely to contribute healthy growth and maximise value for all stakeholders in the near to medium term.

Quarterly Consolidated Income Statement

| Particulars (INR in Mn) | Q3-FY23 | Q2-FY23 | Q-o-Q | Q3-FY22 | Y-o-Y |
|--------------------------|---------|---------|-----------|---------|---------|
| Revenue from Operations | 495 | 485 | 2.1% | 527 | (6.1)% |
| Operating Expenses | 362 | 346 | 4.6% | 454 | (20.3)% |
| EBITDA | 133 | 139 | (4.3)% | 73 | 82.2% |
| EBITDA Margins (%) | 26.87% | 28.66% | (179) bps | 13.85% | NA |
| Depreciation | 15 | 15 | 0.0% | 15 | 0.0% |
| Finance Cost | 11 | 11 | 0.0% | 9 | 22.2% |
| Other Income | 0 | 1 | NA | 1 | NA |
| PBT | 107 | 114 | (6.1)% | 50 | NA |
| Taxes | 30 | 29 | 3.4% | 8 | NA |
| PAT | 77 | 85 | (9.4)% | 42 | 83.3% |
| PAT Margins (%) | 15.56% | 17.53% | (197) bps | 7.97% | 759 bps |
| Earnings Per Share (EPS) | 1.09 | 1.20 | (9.2)% | 0.60 | 81.7% |

9M-FY23 Consolidated Income Statement

| Particulars (INR in Mn) | 9M-FY23 | 9M-FY22 | Y-o-Y |
|---------------------------|---------------|---------------|----------------|
| Revenue from Operations | 1,536 | 1,222 | 25.7% |
| Operating Expenses | 1,141 | 1,058 | 7.8% |
| EBITDA | 395 | 164 | NA |
| EBITDA Margins (%) | 25.72% | 13.42% | NA |
| Depreciation | 45 | 43 | 4.7% |
| Finance Cost | 29 | 26 | 11.5% |
| Other Income | 1 | 4 | (75.0)% |
| PBT | 322 | 99 | NA |
| Taxes | 76 | 13 | NA |
| PAT | 246 | 86 | NA |
| PAT Margins (%) | 16.02% | 7.04% | 898 bps |
| Earnings Per Share (EPS) | 3.47 | 1.22 | NA |

Historical Consolidated Income Statement

| Particulars (INR in Mn) | FY20 | FY21 | FY22 | 9M-FY23 |
|---------------------------|--------------|---------------|---------------|---------------|
| Revenue from Operations | 1,188 | 1,030 | 1,752 | 1,536 |
| Operating Expenses | 1,084 | 908 | 1,481 | 1,141 |
| EBITDA | 104 | 122 | 271 | 395 |
| EBITDA Margins (%) | 8.75% | 11.84% | 15.47% | 25.72% |
| Depreciation | 48 | 52 | 59 | 45 |
| Finance Cost | 44 | 44 | 37 | 29 |
| Other Income | 3 | 1 | 6 | 1 |
| PBT | 15 | 27 | 181 | 322 |
| Taxes | (10) | 2 | 20 | 76 |
| PAT | 25 | 25 | 161 | 246 |
| PAT Margins (%) | 2.10% | 2.43% | 9.19% | 16.02% |
| Earnings Per Share (EPS) | 1.74 | 0.35 | 2.27 | 3.47 |

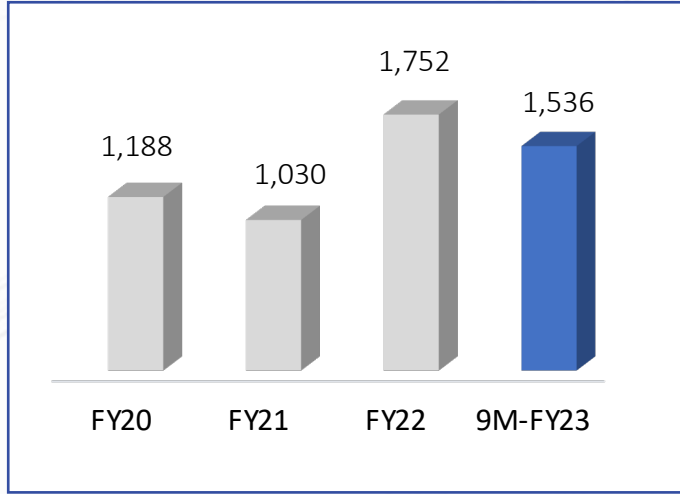
Historical Consolidated Balance Sheet

| Particulars (INR Mn) | FY21 | FY22 | H1-FY23 |
|--------------------------------------|--------------|--------------|--------------|
| EQUITY AND LIABILITIES | | | |
| a) Equity Share Capital | 142 | 142 | 142 |
| b) Other Equity | 178 | 328 | 498 |
| c) Non-Controlling Interest | - | - | (1) |
| Shareholders Fund | 320 | 470 | 639 |
| Non-Current Liabilities | | | |
| a) Long-term Borrowings | 368 | 301 | 312 |
| b) Deferred tax liabilities (net) | 28 | 27 | 26 |
| c) Other long term liabilities | 1 | 1 | 1 |
| Total Non-current Liabilities | 397 | 329 | 339 |
| Current Liabilities | | | |
| a) Short-term Borrowings | 242 | 125 | 159 |
| b) Trade payables | 159 | 162 | 167 |
| c) Other financial liabilities | 1 | 1 | - |
| d) Other current liabilities | 17 | 32 | 33 |
| e) Current tax liabilities | 2 | 21 | 54 |
| Total Current Liabilities | 421 | 341 | 413 |
| Total Equity and Liabilities | 1,138 | 1,140 | 1,391 |

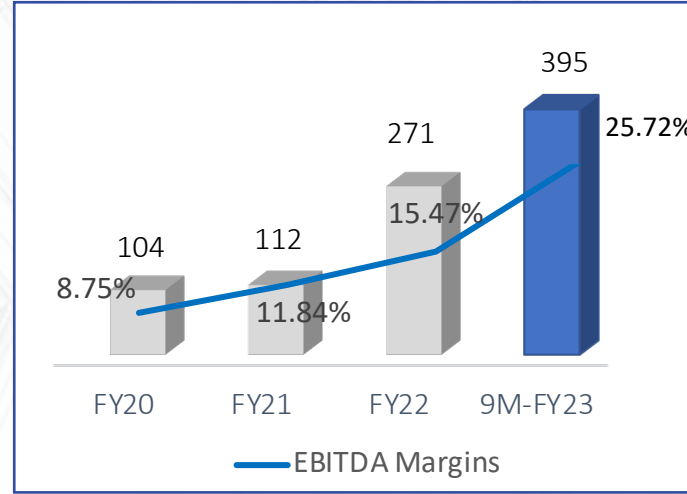
| Particulars (INR Mn) | FY21 | FY22 | H1-FY23 |
|----------------------------------|--------------|--------------|--------------|
| ASSETS | | | |
| Non-Current Assets | | | |
| a) Property, Plant and Equipment | 654 | 647 | 708 |
| b) Capital WIP | | - | 25 |
| c) Goodwill | 54 | 54 | 54 |
| d) Other Intangible Assets | 0 | 0 | 0 |
| e) Investments | 0 | 4 | 4 |
| f) Other Financial Assets | 5 | 5 | 9 |
| g) Other Non-current Assets | 3 | 1 | 91 |
| Total non-current assets | 716 | 711 | 891 |
| Current Assets | | | |
| a) Inventories | 88 | 63 | 69 |
| b) Trade Receivables | 239 | 263 | 333 |
| c) Cash & Bank Balances | 3 | 3 | 5 |
| d) Loans | 18 | 15 | 34 |
| e) Other Current Assets | 74 | 85 | 59 |
| Total Current Assets | 422 | 429 | 500 |
| Total Assets | 1,138 | 1,140 | 1,391 |

Historical Consolidated Financial Performance

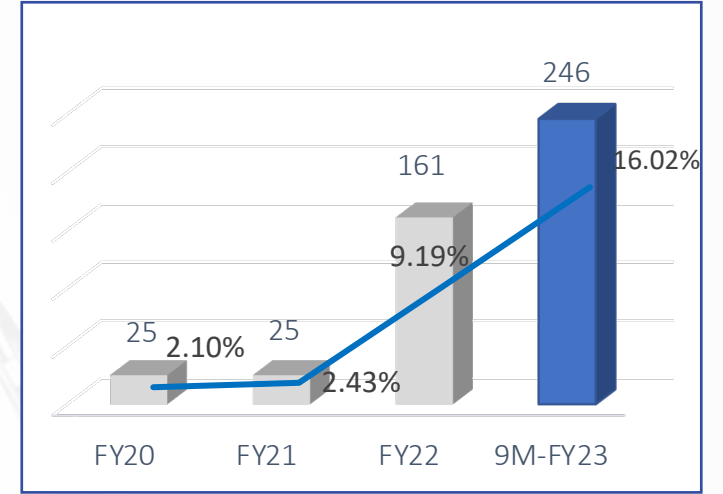
Revenue (INR Mn)



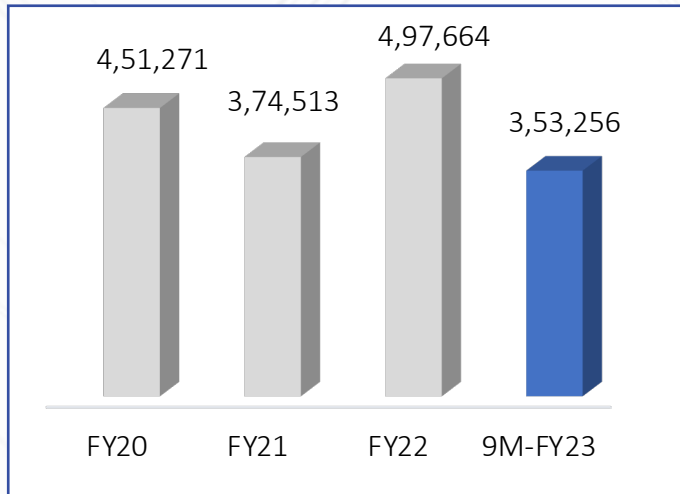
EBITDA (INR Mn) & EBITDA Margins (%)



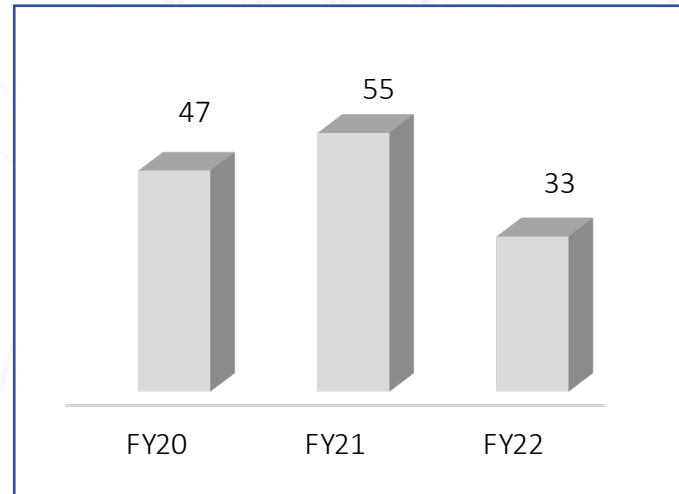
PAT (INR Mn) & PAT Margins (%)



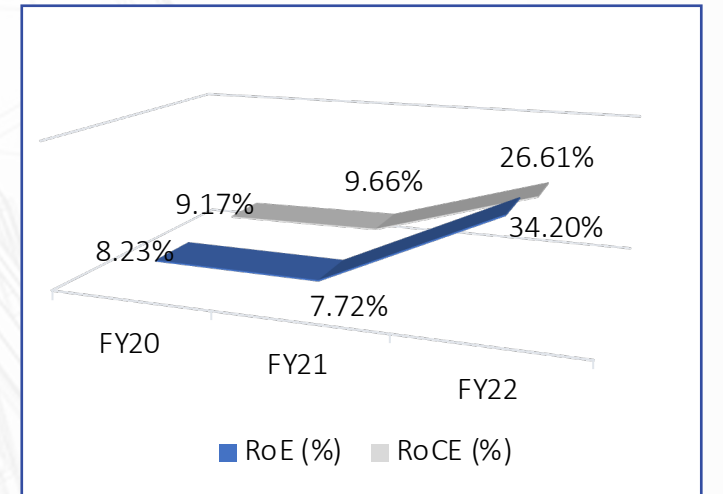
Sales Volumes (CBM)



Working Capital Analysis (Days)

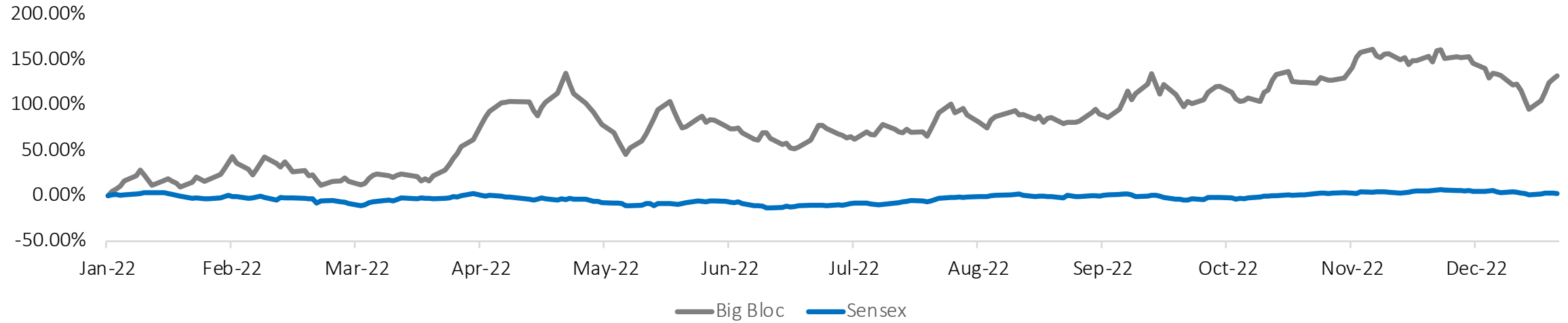


RoE & RoCE (%)



Capital Market Information

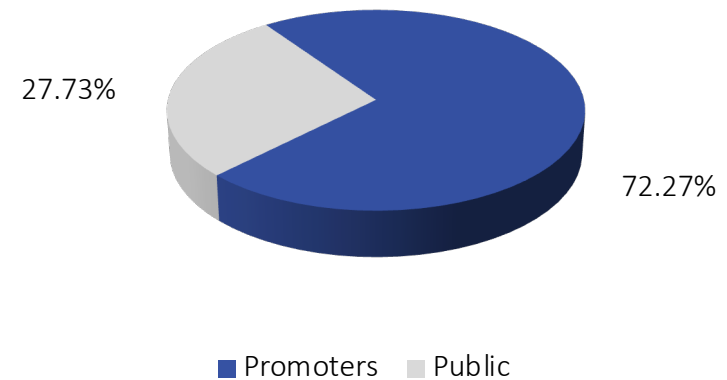
Stock Performance Data (As on 31st December, 2022)



Price Data (As on 31st December, 2022)

| | |
|-------------------------------|--------------|
| Face Value | 2.0 |
| CMP | 144.2 |
| 52 Week H/L | 169.3 / 60.3 |
| Market Cap (INR Mn) | 10,204.1 |
| No. of Share outstanding (Mn) | 70.8 |
| Avg. Trading Volume ('000) | 129.1 |
| Avg. Net Turnover (INR Mn) | 13.4 |

Shareholding Pattern (As on 31st December, 2022)



Disclaimer

BigBloc Construction Limited

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of BigBloc Construction Limited ("BigBloc"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.



For further details please contact our Investor Relations Representatives:

VALOREM ADVISORS

Mr. Anuj Sonpal

Tel: +91-22-49039500

Email: bigbloc@valoremadvisors.com



Thank You