



# BIGBLOC CONSTRUCTION LIMITED

CIN NO. : L45200GJ2015PLC083577

908, 9th Floor, Rajhans Montessa, Dumas Road, Magdalla, Surat-395 007.

(Ph.) : +91-2463262, 2463263

E-mail : info@nxtbloc.in Visit us : www.nxtbloc.in



**NXTBLOC**<sup>®</sup>  
Autoclaved Aerated Concrete Blocks

Date: 24/05/2023

To,  
BSE Limited,  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai - 400001  
**Script Code: 540061**  
**ISIN :INE412U01025**

To,  
National Stock Exchange of India Limited,  
Exchange Plaza, C-1, BLOCK G,  
Bandra-Kurla Complex, Bandra (E),  
Mumbai - 400051  
**Symbol: BIGBLOC**  
**ISIN : INE412U01025**

Dear Sir/Madam,

**SUB: Investor Presentation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

In accordance with Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation on fourth quarter & year ended financial results as on March 31, 2023 and other business matters.

The above information will also be made available on the website of the Company [www.nxtbloc.in](http://www.nxtbloc.in).

Kindly take the same on your records.

Thanking you.

Yours Faithfully,  
**For BIGBLOC CONSTRUCTION LIMITED,**

**ALPESH SOMJIBHAI MAKWANA**  
**(Company Secretary and Compliance Officer)**  
**ACS-46284**

**Encl:** Investor Presentation



# Earnings Presentation

Q4 FY23 / FY23



# At a Glance

One of the Largest  
AAC Blocks  
Manufacturer in India  
with 8,25,000  
CBM p.a.

Marquee Clientele of  
100+ Realtors

Supply Chain across  
9 Cities in 4 States

Early entrant in India  
for manufacturing  
AAC Blocks

3 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  
19%

3 Year EBITDA  
CAGR  
69%

Net Debt To Equity  
1.11x

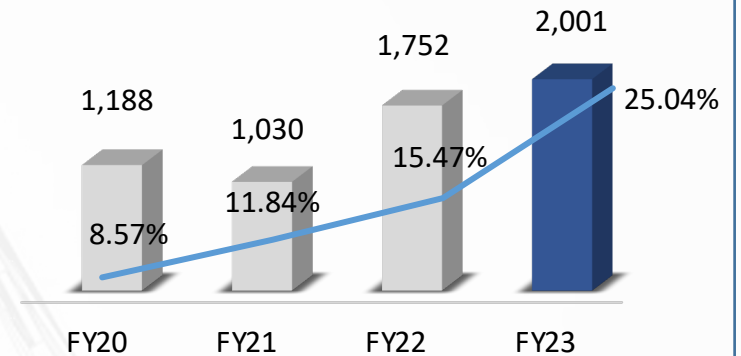
Return on Capital  
Employed  
31%

Return on Equity  
39%

# 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 8,25,000 m<sup>3</sup> 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 three state-of-the-art manufacturing units located at Vapi and Ahmedabad, Gujarat, and Palghar, Maharashtra, 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.

Revenue (INR Mn) and EBITDA Margins (%)



Indigenous  
Brands

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

**NXTFIX**  
Block Jointing Mortar

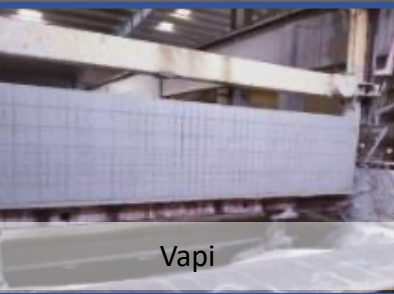
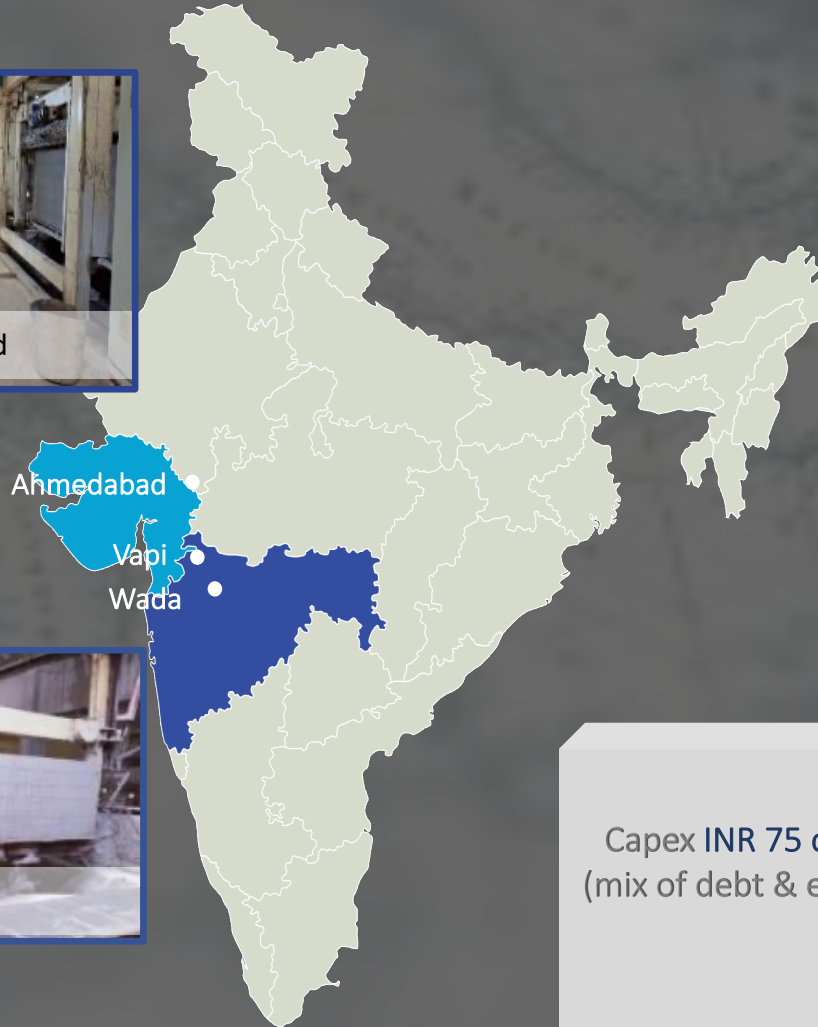
**NXTPLAST**  
Ready Mix Plaster

**ZMARTBUILD**  
Co-branded products under  
JV with SCG International

# Manufacturing Prowess



Ahmedabad



Vapi

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

SHIVALIK A Commitment is a Commitment

ARIHANT SUPERSTRUCTURES LTD. CONTINUING STABILITY

SHIRKE

## Construction

LARSEN & TOUBRO

PSP Build to Last

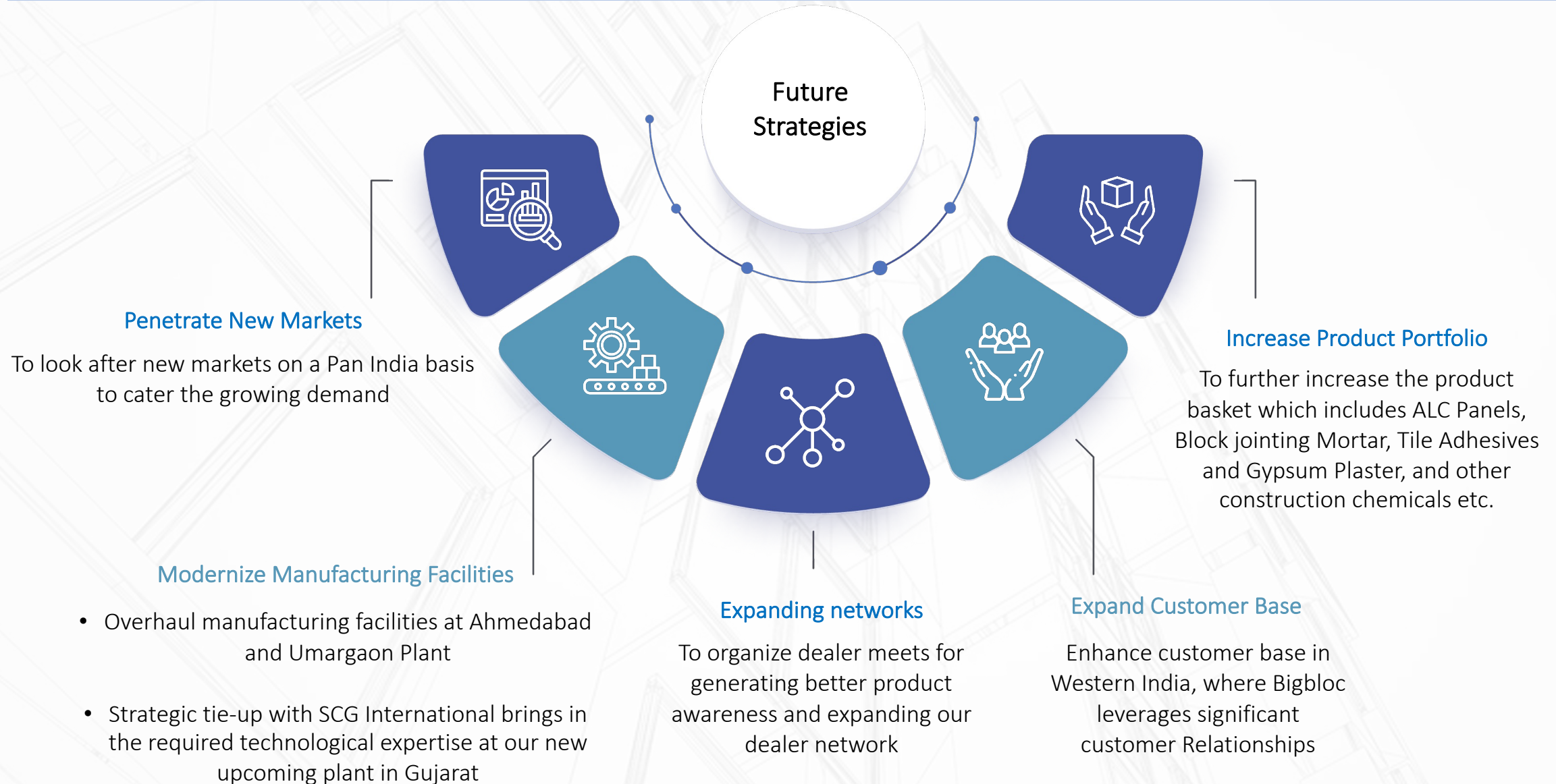
## OEM's

ACC

Ambuja Cement

## Government Bodies

CIDCO WE MAKE CITIES





Financial Highlights



# Consolidated Financial Highlights

## Q4-FY23 Financial Performance

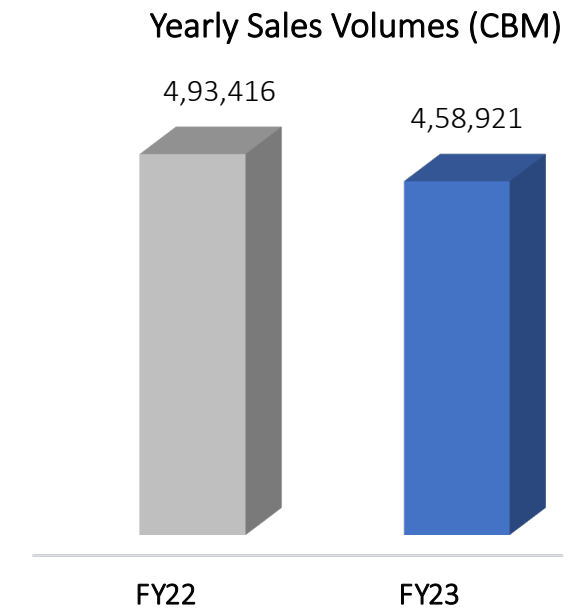
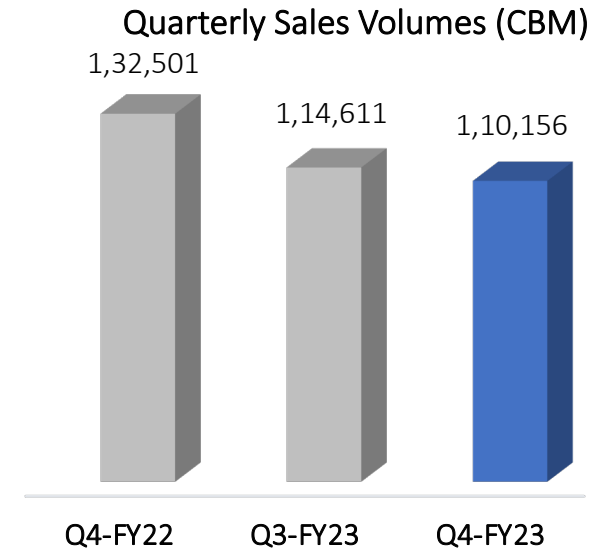
Revenue from Operations INR 465 Mn	EBITDA INR 106 Mn	EBITDA Margin 22.80%
PAT INR 56 Mn	PAT Margin 12.04%	Diluted EPS INR 0.79

## FY23 Financial Performance

Revenue from Operations INR 2,001 Mn	EBITDA INR 501 Mn	EBITDA Margin 25.04%
PAT INR 301 Mn	PAT Margin 15.04%	Diluted EPS INR 4.28

# Key Operational Highlights and Management Commentary

- Capacity utilization for Q4-FY23 was 80.11% while for FY23 it was 83.44%.
- Sales for the quarter have reduced as compared to last quarter due to early Holi festival and non-availability of labour at construction sites.
- EBIDTA for Q4-FY23 was 22.78% while for FY23 EBIDTA was 24.99%.
- Added a new major client - Shapoorji Pallonji, and has started supplying to Reliance Industries Limited at Jamnagar site as well.
- Received approval for supply of material to Gujarat state police housing corporation.
- Started marketing in new territories of Maharashtra and Gujarat and also bolstered its marketing team.
- Started trial runs of machineries for greenfield project at Wada (Maharashtra) plant and started commercial production in mid-April.
- Commissioned 450 KW rooftop solar plant at Umargam Plant and will start another rooftop solar plant at Kapadvanj plant shortly.
- Completed banking tie-up for financing of upcoming expansion in the JV company – Siam Cement Bigbloc Construction Technologies Private Limited.



# Quarterly Consolidated Income Statement

Particulars (INR in Mn)	Q4-FY23	Q3-FY23	Q-o-Q	Q4-FY22	Y-o-Y
Revenue from Operations	465	495	(6.1)%	530	(12.3)%
Operating Expenses	359	362	(0.8)%	423	(15.1)%
EBITDA	106	133	(20.3)%	107	(0.9)%
<i>EBITDA Margins (%)</i>	<i>22.80%</i>	<i>26.87%</i>	<i>407 bps</i>	<i>20.19%</i>	<i>261 bps</i>
Depreciation	16	15	6.7%	15	6.7%
Finance Cost	13	11	18.2%	11	18.2%
Other Income	7	0	NA	1	NA
PBT	84	107	(21.5)%	82	2.4%
Taxes	28	30	(6.7)%	7	NA
PAT	56	77	(27.3)%	75	(25.3)%
<i>PAT Margins (%)</i>	<i>12.04%</i>	<i>15.56%</i>	<i>(352) bps</i>	<i>14.15%</i>	<i>(211) bps</i>
Earnings Per Share (EPS)	0.79	1.09	(27.5)%	1.06	(25.5)%

# Annual Consolidated Income Statement

Particulars (INR in Mn)	FY23	FY22	Y-o-Y
Revenue from Operations	2,001	1,752	14.2%
Operating Expenses	1,500	1,481	1.3%
<b>EBITDA</b>	<b>501</b>	<b>271</b>	<b>84.9%</b>
<i>EBITDA Margins (%)</i>	<i>25.04%</i>	<i>15.47%</i>	<i>957 bps</i>
Depreciation	61	59	3.4%
Finance Cost	42	37	13.5%
Other Income	8	6	33.3%
<b>PBT</b>	<b>406</b>	<b>181</b>	<b>NA</b>
Taxes	105	20	NA
<b>PAT</b>	<b>301</b>	<b>161</b>	<b>87.0%</b>
<i>PAT Margins (%)</i>	<i>15.04%</i>	<i>9.19%</i>	<i>585 bps</i>
Earnings Per Share (EPS)	4.28	2.27	88.5%

# Historical Consolidated Income Statement

Particulars (INR in Mn)	FY20	FY21	FY22	FY23
Revenue from Operations	1,188	1,030	1,752	2,001
Operating Expenses	1,084	908	1,481	1,500
<b>EBITDA</b>	<b>104</b>	<b>122</b>	<b>271</b>	<b>501</b>
<i>EBITDA Margins (%)</i>	<i>8.75%</i>	<i>11.84%</i>	<i>15.47%</i>	<i>25.04%</i>
Depreciation	48	52	59	61
Finance Cost	44	44	37	42
Other Income	3	1	6	8
<b>PBT</b>	<b>15</b>	<b>27</b>	<b>181</b>	<b>406</b>
Taxes	(10)	2	20	105
<b>PAT</b>	<b>25</b>	<b>25</b>	<b>161</b>	<b>301</b>
<i>PAT Margins (%)</i>	<i>2.10%</i>	<i>2.43%</i>	<i>9.19%</i>	<i>15.04%</i>
Earnings Per Share (EPS)	1.74	0.35	2.27	4.28

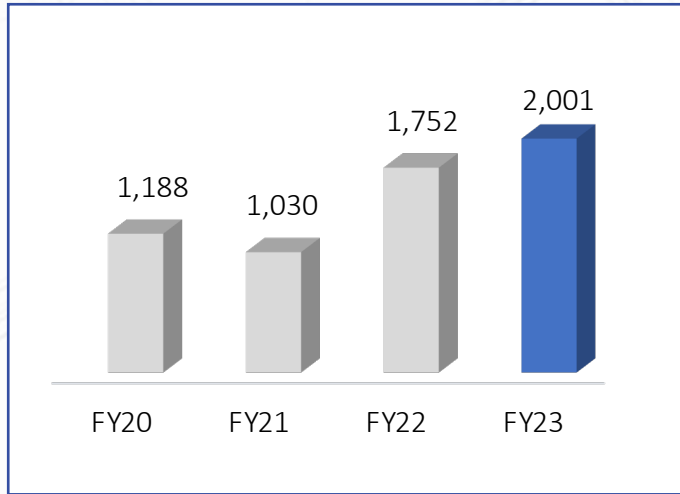
# Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY21	FY22	FY23
<b>EQUITY AND LIABILITIES</b>			
a) Equity Share Capital	142	142	142
b) Other Equity	178	328	612
c) Non-Controlling Interest	-	-	18
<b>Shareholders Fund</b>	<b>320</b>	<b>470</b>	<b>771</b>
<b>Non-Current Liabilities</b>			
a) Long-term Borrowings	368	301	645
b) Deferred tax liabilities (net)	28	27	31
c) Other long term liabilities	1	1	7
<b>Total Non-current Liabilities</b>	<b>397</b>	<b>329</b>	<b>683</b>
<b>Current Liabilities</b>			
a) Short-term Borrowings	242	125	228
b) Trade payables	159	162	179
c) Other financial liabilities	1	1	2
d) Other current liabilities	17	32	31
e) Current tax liabilities	2	21	99
<b>Total Current Liabilities</b>	<b>421</b>	<b>341</b>	<b>537</b>
<b>Total Equity and Liabilities</b>	<b>1,138</b>	<b>1,140</b>	<b>1,991</b>

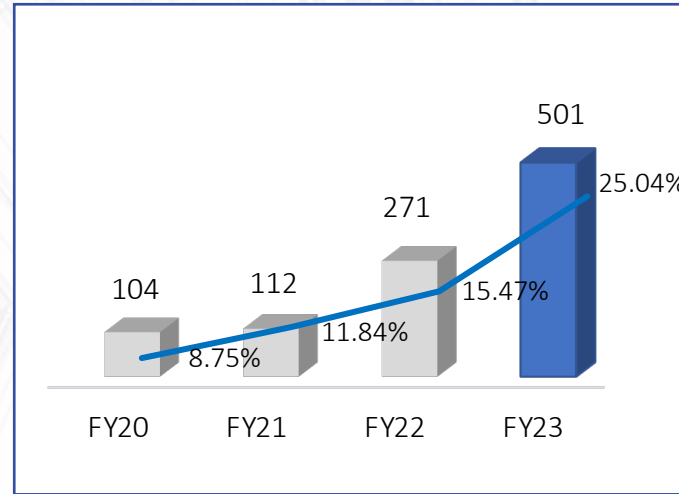
Particulars (INR Mn)	FY21	FY22	FY23
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
a) Property, Plant and Equipment	654	647	806
b) Capital WIP		-	410
c) Goodwill	54	54	54
d) Other Intangible Assets	0	0	2
e) Investments	0	5	4
f) Other Financial Assets	5	5	10
g) Other Non-current Assets	3	1	21
<b>Total non-current assets</b>	<b>716</b>	<b>711</b>	<b>1,306</b>
<b>Current Assets</b>			
a) Inventories	88	63	110
b) Trade Receivables	239	263	311
c) Cash & Bank Balances	3	3	17
d) Loans	18	15	99
e) Other Current Assets	74	85	147
<b>Total Current Assets</b>	<b>422</b>	<b>429</b>	<b>684</b>
<b>Total Assets</b>	<b>1,138</b>	<b>1,140</b>	<b>1,991</b>

# Historical Consolidated Financial Performance

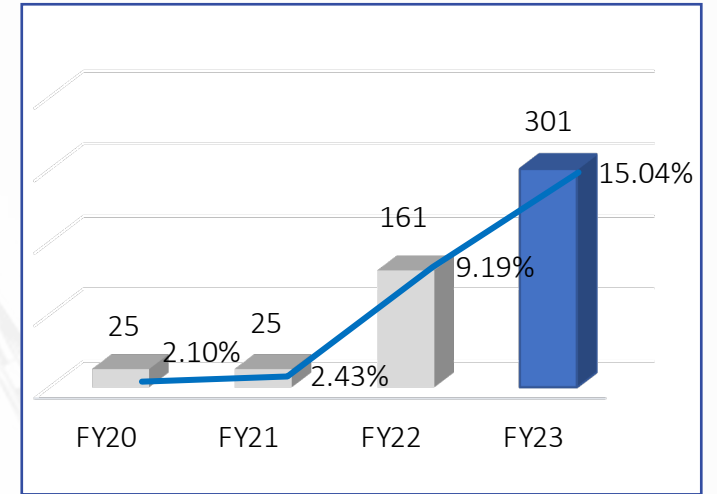
Revenue (INR Mn)



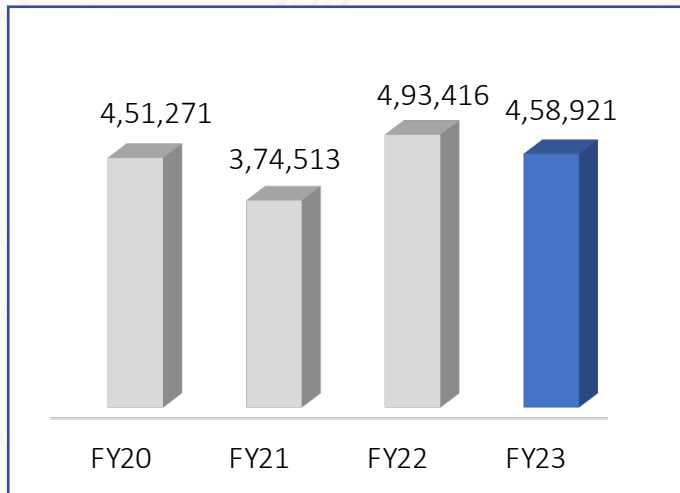
EBITDA (INR Mn) & EBITDA Margins (%)



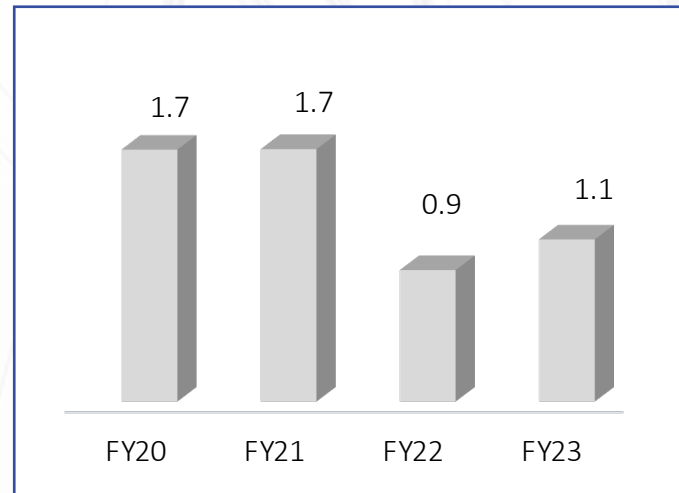
PAT (INR Mn) & PAT Margins (%)



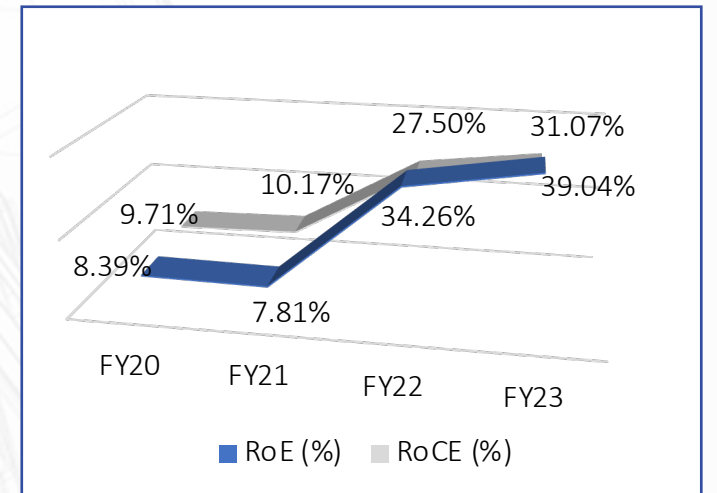
Sales Volumes (CBM)



Net Debt to Equity (x)

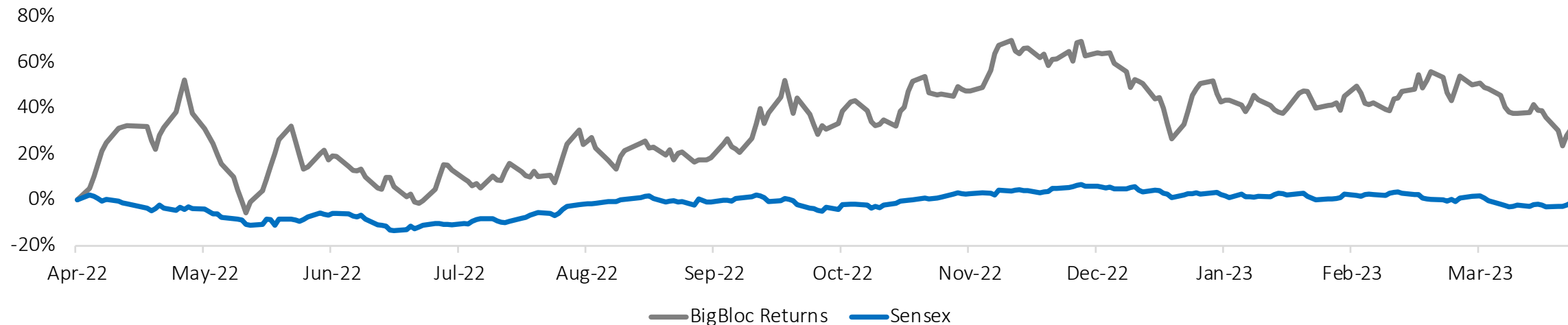


RoE & RoCE (%)



# Capital Market Information

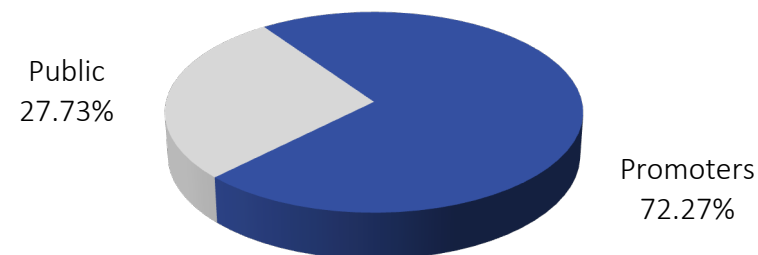
Stock Performance Data (As on 31st March, 2023)



## Price Data (As on 31st March, 2023)

Face Value	2.0
CMP	127.6
52 Week H/L	169.3 / 85.75
Market Cap (INR Mn)	9,032.5
No. of Share outstanding (Mn)	70.8
Avg. Trading Volume ('000)	114.7
Avg. Net Turnover (INR Mn)	15.1

## Shareholding Pattern (As on 31st March, 2023)





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**For further details please contact our Investor Relations Representatives:**

**VALOREM ADVISORS**

**Mr. Anuj Sonpal**

Tel: +91-22-49039500

Email: [bigbloc@valoremadvisors.com](mailto:bigbloc@valoremadvisors.com)



Thank You