



# 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: 31/10/2023

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 Second quarter & Half Year ended financial results as on September 30, 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.

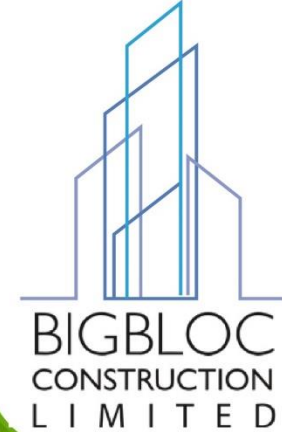
Thanking you.

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



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

**Encl:** Investor Presentation



# Earnings Presentation

Q2/H1-FY24



NXTBLOC<sup>®</sup>  
AUTOCLAVED AERATED CONCRETE BLOCKS

# At a Glance

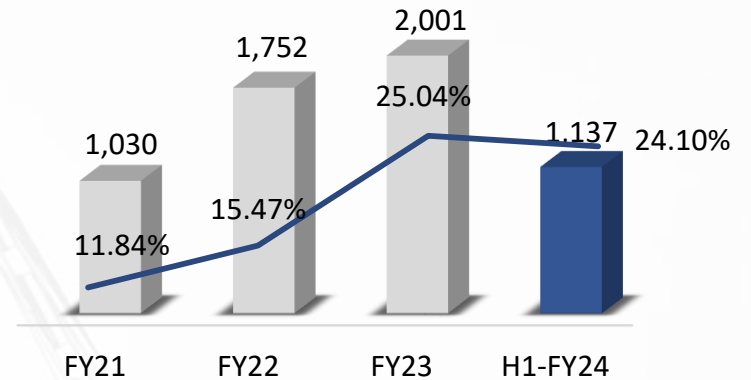
|  |   |  |   |   |
|--|---|--|---|---|
| One of the Largest AAC Blocks Manufacturer in India with 8,25,000 CBM p.a. | Marquee Clientele of 100+ Realtors        | Supply Chain across 9 Cities in 4 States | Early entrant in India for manufacturing AAC Blocks | 3 State-of-the-art manufacturing facilities |
| 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 one of the largest manufacturer of AAC (Aerated Autoclave Concrete) block in India 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**  
AUTOCLAYED AERATED CONCRETE BLOCKS

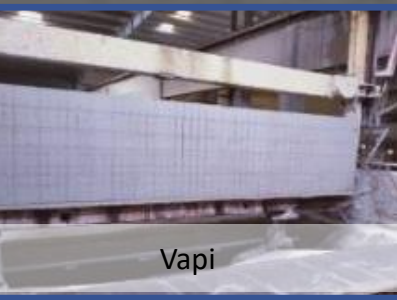
**NXTPLAST** **NXTFIX**

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

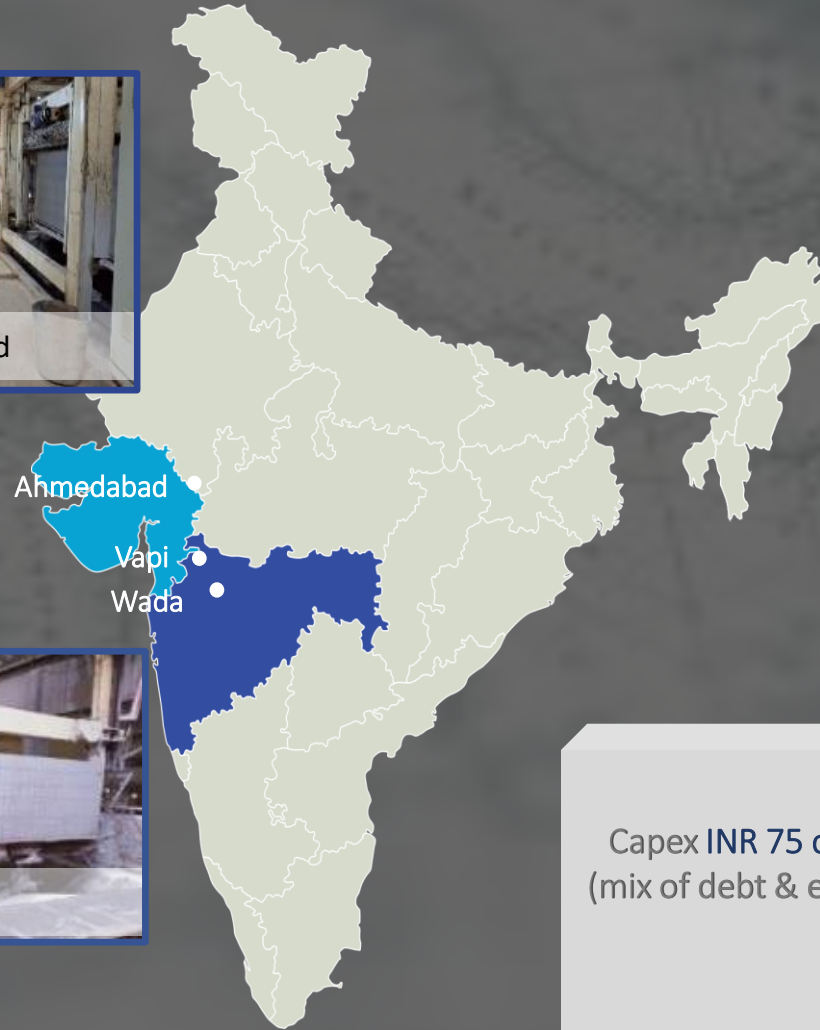
# Manufacturing Prowess



Ahmedabad



Vapi



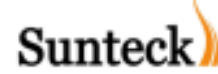
|                                      | Existing         |  |                            | Upcoming                    |                                       |
|--------------------------------------|------------------|--|----------------------------|-----------------------------|---------------------------------------|
|                                      | 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 2,75,000 tons of carbon credit every year

# Marquee Clientele across Residential, Commercial & Hospitality

## Realty/ Real Estate



## Construction



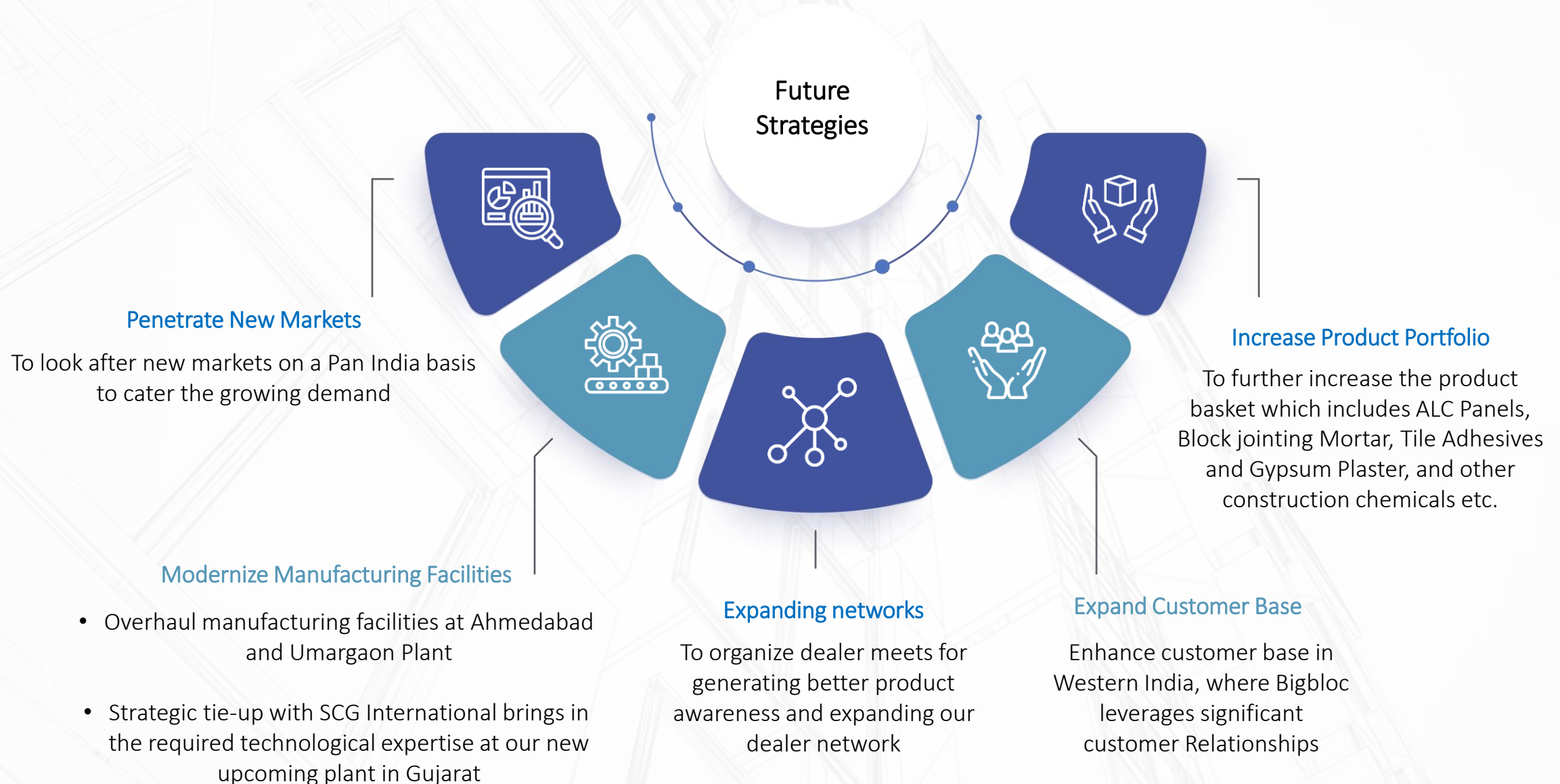
## OEM's



## Government Bodies











Financial Highlights



# Consolidated Financial Highlights

## Q2-FY24 Financial Performance

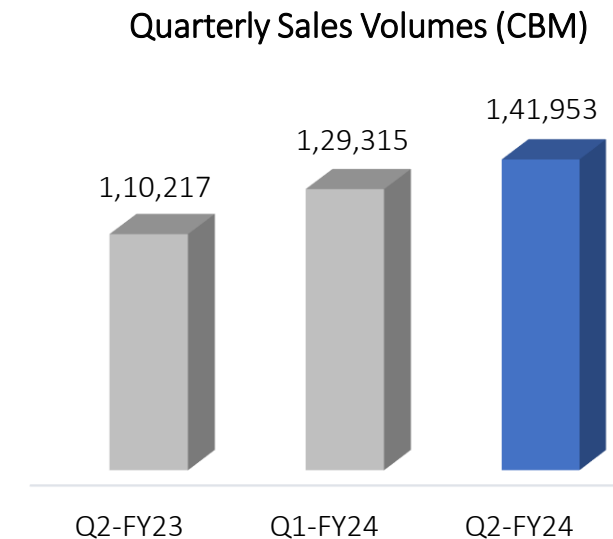
|                                       |                      |                         |
|---------------------------------------|----------------------|-------------------------|
| Revenue from Operations<br>INR 589 Mn | EBITDA<br>INR 149 Mn | EBITDA Margin<br>25.30% |
| PAT<br>INR 75 Mn                      | PAT Margin<br>12.73% | Diluted EPS<br>1.07 INR |

## H1-FY24 Financial Performance

|   |                      |                         |
|---|----------------------|-------------------------|
| Revenue from Operations<br>INR 1,137 Mn | EBITDA<br>INR 274 Mn | EBITDA Margin<br>24.10% |
| PAT<br>INR 134 Mn                       | PAT Margin<br>11.79% | Diluted EPS<br>1.92 INR |

# Key Operational Highlights and Management Commentary

- The newly installed Wada plant is currently running at a capacity utilisation of more than 70%.
- Construction activates for phase 2 at Wada plant are planned to begin shortly.
- Construction at the upcoming Joint Venture facility of Siam Cement Bigbloc Construction Technologies Pvt Ltd. is running in full swing and commercial production is expected in 6 months.
- In the quarter under review, the company has taken a proactive step and done a detailed evaluation and testing of autoclaves at all our factories and has decided to change 5 out of the 6 autoclaves at this unit. Order for the upgradation of autoclaves have been placed and will be changed in the ongoing quarter with minimum effect on productions.
- The company has declared interim dividend of 10% and the promoters like previously have waived off their right for dividend in order to support growth and expansion plans of the company.





# Quarterly Consolidated Income Statement

| Particulars (INR in Mn)   | Q2-FY24       | Q1-FY24       | Q-o-Q          | Q2-FY23       | Y-o-Y            |
|---------------------------|---------------|---------------|----------------|---------------|------------------|
| Revenue from Operations   | 589           | 549           | 7.3%           | 485           | 21.4%            |
| Operating Expenses        | 440           | 422           | 4.3%           | 346           | 27.2%            |
| EBITDA                    | 149           | 127           | 17.3%          | 139           | 7.2%             |
| <i>EBITDA Margins (%)</i> | <i>25.30%</i> | <i>23.13%</i> | <i>217 bps</i> | <i>28.66%</i> | <i>(336) bps</i> |
| Depreciation              | 26            | 24            | 8.3%           | 15            | 73.3%            |
| Finance Cost              | 23            | 22            | 4.5%           | 11            | NA               |
| Other Income              | 2             | 1             | NA             | 1             | NA               |
| PBT                       | 102           | 82            | 24.4%          | 114           | (10.5)%          |
| Taxes                     | 27            | 23            | 17.4%          | 29            | (6.9)%           |
| PAT                       | 75            | 59            | 27.1%          | 85            | (11.8)%          |
| <i>PAT Margins (%)</i>    | <i>12.73%</i> | <i>10.75%</i> | <i>198 bps</i> | <i>17.53%</i> | <i>(480) bps</i> |
| Earnings Per Share (EPS)  | 1.07          | 0.85          | 25.9%          | 1.2           | (10.8)%          |

# Half Yearly Consolidated Income Statement

| Particulars (INR in Mn)   | H1-FY24       | H1-FY23       | Y-o-Y            |
|---------------------------|---------------|---------------|------------------|
| Revenue from Operations   | 1,137         | 1,040         | 9.3%             |
| Operating Expenses        | 863           | 779           | 10.8%            |
| EBITDA                    | 274           | 261           | 5.0%             |
| <i>EBITDA Margins (%)</i> | <i>24.10%</i> | <i>25.10%</i> | <i>(100) bps</i> |
| Depreciation              | 49            | 30            | 63.3%            |
| Finance Cost              | 44            | 18            | NA               |
| Other Income              | 3             | 1             | NA               |
| PBT                       | 184           | 214           | (14.0)%          |
| Taxes                     | 50            | 45            | 11.11%           |
| PAT                       | 134           | 169           | (20.7)%          |
| <i>PAT Margins (%)</i>    | <i>11.79%</i> | <i>16.25%</i> | <i>(446) Bps</i> |
| Earnings Per Share (EPS)  | 1.92          | 2.40          | (20.0)%          |



# Historical Consolidated Income Statement

| Particulars (INR in Mn)   | FY21          | FY22          | FY23          | H1-FY24       |
|---------------------------|---------------|---------------|---------------|---------------|
| Revenue from Operations   | 1,030         | 1,752         | 2,001         | 1,137         |
| Operating Expenses        | 908           | 1,481         | 1,500         | 863           |
| <b>EBITDA</b>             | <b>122</b>    | <b>271</b>    | <b>501</b>    | <b>274</b>    |
| <i>EBITDA Margins (%)</i> | <i>11.84%</i> | <i>15.47%</i> | <i>25.04%</i> | <i>24.10%</i> |
| Depreciation              | 52            | 59            | 61            | 49            |
| Finance Cost              | 44            | 37            | 42            | 44            |
| Other Income              | 1             | 6             | 8             | 3             |
| <b>PBT</b>                | <b>27</b>     | <b>181</b>    | <b>406</b>    | <b>184</b>    |
| Taxes                     | 2             | 20            | 105           | 50            |
| <b>PAT</b>                | <b>25</b>     | <b>161</b>    | <b>301</b>    | <b>134</b>    |
| <i>PAT Margins (%)</i>    | <i>2.43%</i>  | <i>9.19%</i>  | <i>15.04%</i> | <i>11.79%</i> |
| Earnings Per Share (EPS)  | 0.35          | 2.27          | 4.28          | 1.92          |

# Historical Consolidated Balance Sheet

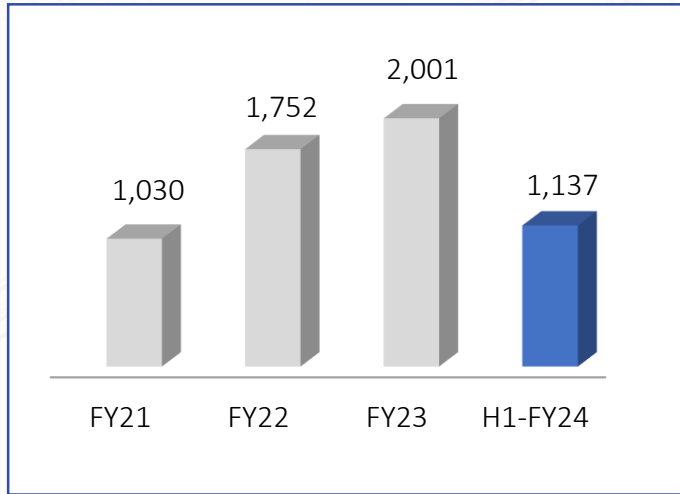
| Particulars (INR Mn)                 | FY22         | FY23         | H1-FY24      |
|--------------------------------------|--------------|--------------|--------------|
| <b>EQUITY AND LIABILITIES</b>        |              |              |              |
| a) Equity Share Capital              | 142          | 142          | 142          |
| b) Other Equity                      | 328          | 612          | 737          |
| c) Non-Controlling Interest          | -            | 18           | 16           |
| <b>Shareholders Fund</b>             | <b>470</b>   | <b>771</b>   | <b>895</b>   |
| <b>Non-Current Liabilities</b>       |              |              |              |
| a) Long-term Borrowings              | 301          | 645          | 714          |
| b) Deferred tax liabilities (net)    | 27           | 31           | 27           |
| c) Other long term liabilities       | 1            | 7            | 6            |
| <b>Total Non-current Liabilities</b> | <b>329</b>   | <b>683</b>   | <b>747</b>   |
| <b>Current Liabilities</b>           |              |              |              |
| a) Short-term Borrowings             | 125          | 228          | 361          |
| b) Trade payables                    | 162          | 179          | 192          |
| c) Other financial liabilities       | 1            | 2            | 1            |
| d) Other current liabilities         | 32           | 31           | 29           |
| e) Current tax liabilities           | 21           | 99           | 53           |
| <b>Total Current Liabilities</b>     | <b>341</b>   | <b>537</b>   | <b>636</b>   |
| <b>Total Equity and Liabilities</b>  | <b>1,140</b> | <b>1,991</b> | <b>2,278</b> |

| Particulars (INR Mn)             | FY22         | FY23         | H1-FY24      |
|----------------------------------|--------------|--------------|--------------|
| <b>ASSETS</b>                    |              |              |              |
| <b>Non-Current Assets</b>        |              |              |              |
| a) Property, Plant and Equipment | 647          | 806          | 1,270        |
| b) Capital WIP                   | -            | 410          | 36           |
| c) Goodwill                      | 54           | 54           | 54           |
| d) Other Intangible Assets       | 0            | 2            | 2            |
| e) Investments                   | 5            | 4            | 4            |
| f) Other Financial Assets        | 5            | 10           | 11           |
| g) Other Non-current Assets      | 1            | 21           | 73           |
| <b>Total non-current assets</b>  | <b>711</b>   | <b>1,306</b> | <b>1,450</b> |
| <b>Current Assets</b>            |              |              |              |
| a) Inventories                   | 63           | 110          | 137          |
| b) Trade Receivables             | 263          | 311          | 461          |
| c) Cash & Bank Balances          | 3            | 17           | 19           |
| d) Loans                         | 15           | 99           | 84           |
| e) Other Current Assets          | 85           | 147          | 127          |
| <b>Total Current Assets</b>      | <b>429</b>   | <b>684</b>   | <b>828</b>   |
| <b>Total Assets</b>              | <b>1,140</b> | <b>1,991</b> | <b>2,278</b> |

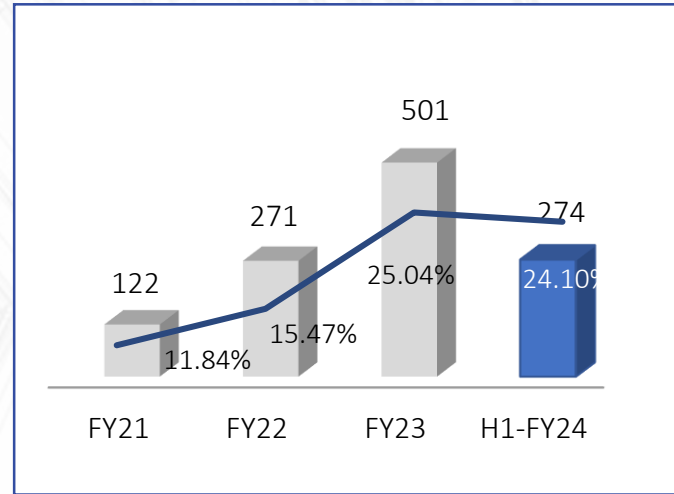


# Historical Consolidated Financial Performance

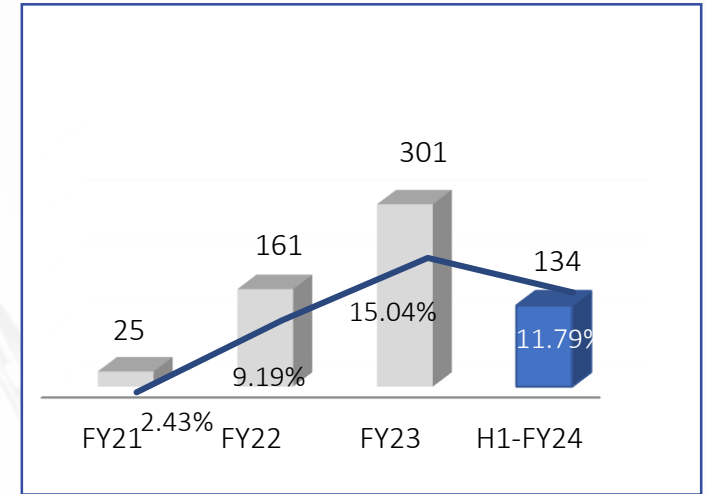
Revenue (INR Mn)



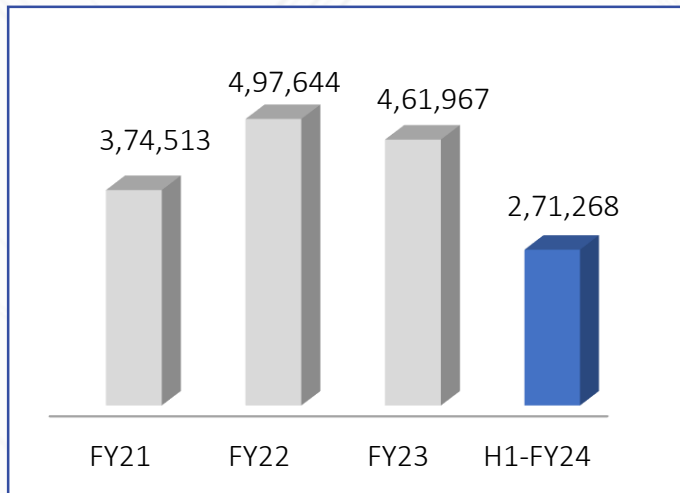
EBITDA (INR Mn) & EBITDA Margins (%)



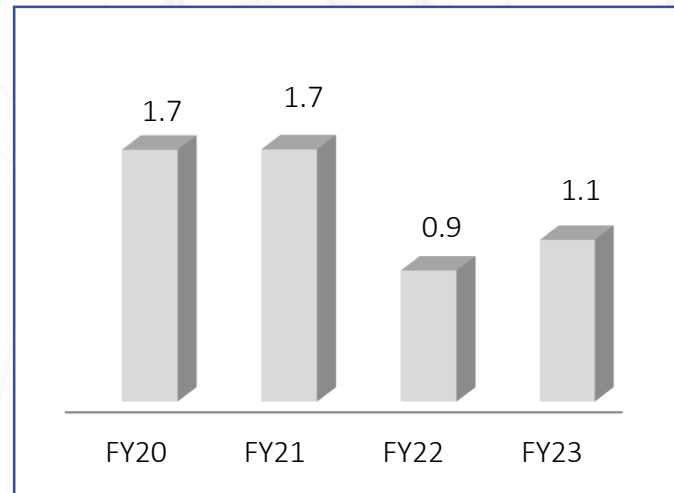
PAT (INR Mn) & PAT Margins (%)



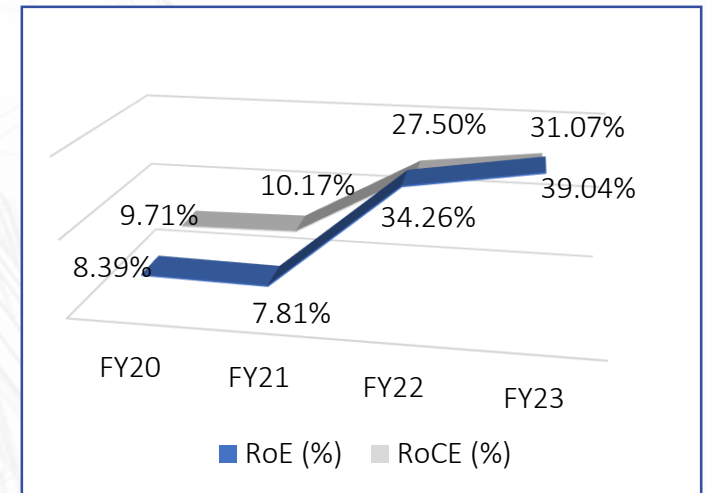
Sales Volumes (CBM)



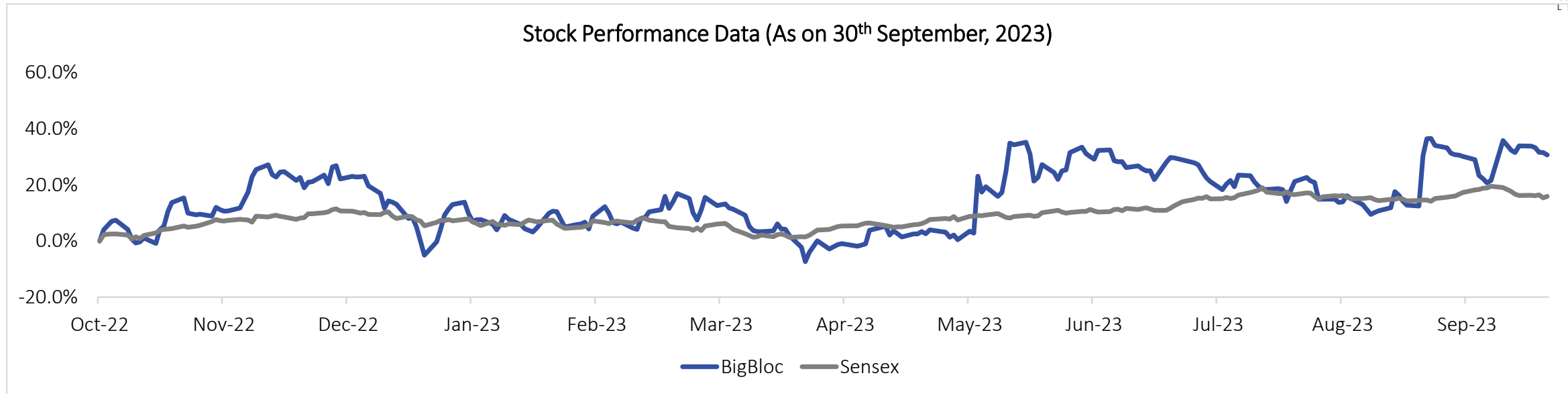
Net Debt to Equity (x)



RoE & RoCE (%)

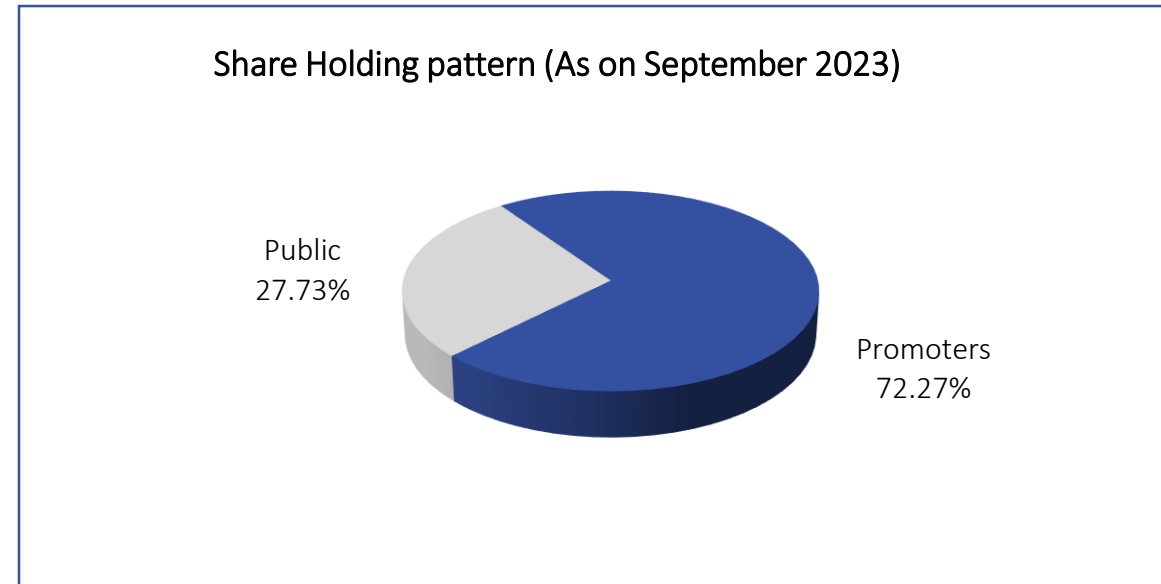


# Capital Market Information



### Price Data (As on 30th September, 2023)

|                               |                |
|-------------------------------|----------------|
| Face Value                    | 2.0            |
| CMP                           | 166.65         |
| 52 Week H/L                   | 183.25 / 116.8 |
| Market Cap (INR Mn)           | 11,796.8       |
| No. of Share outstanding (Mn) | 70.8           |
| Avg. Trading Volume ('000)    | 131.3          |
| Avg. Net Turnover (INR Mn)    | 23.24          |



# 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](mailto:bigbloc@valoremadvisors.com)





Thank You