



# BIGBLOC CONSTRUCTION LIMITED

CIN NO. : L45200GJ2015PLC083577

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

Date: 24/01/2023

To, Department of Corporate Service, Bombay Stock Exchange Limited, 1 <sup>st</sup> Floor, PhirozeJeejeebhoy Towers, Dalal Street, Mumbai-400001 <b>Script Code 540061</b> <b>ISIN : INE412U01025</b>	To, Listing Department, National Stock Exchange of India Limited, Exchange Plaza, C-1, BLOCK G, Bandra-Kurla Complex, Bandra (E) Mumbai- 400051 <b>Symbol: BIGBLOC</b> <b>ISIN : INE412U01025</b>
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**SUB: INVESTOR PRESENTATION ON (Q3/9M-FY23) UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31<sup>st</sup> 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 31<sup>st</sup> December, 2022.

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



NXTBLOC®  
AUTOCLAVED AERATED CONCRETE BLOCKS

# 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%

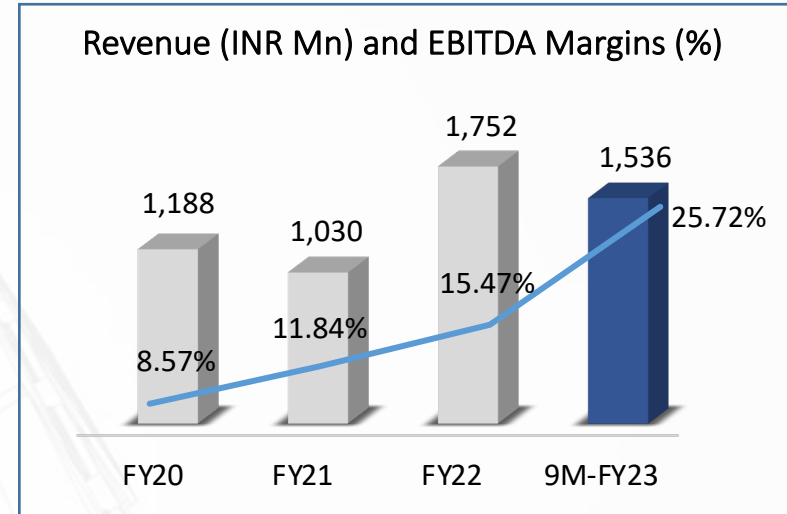
Debt To Equity  
0.74x

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 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 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

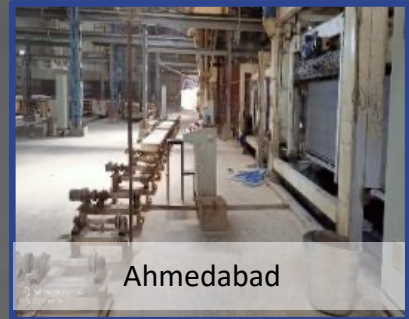
**NXTBLOC**  
Company's own indigenous brand for AAC Block and related products

**NXTFIX**  
Block Jointing Mortar

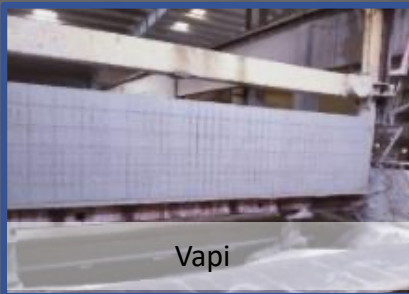
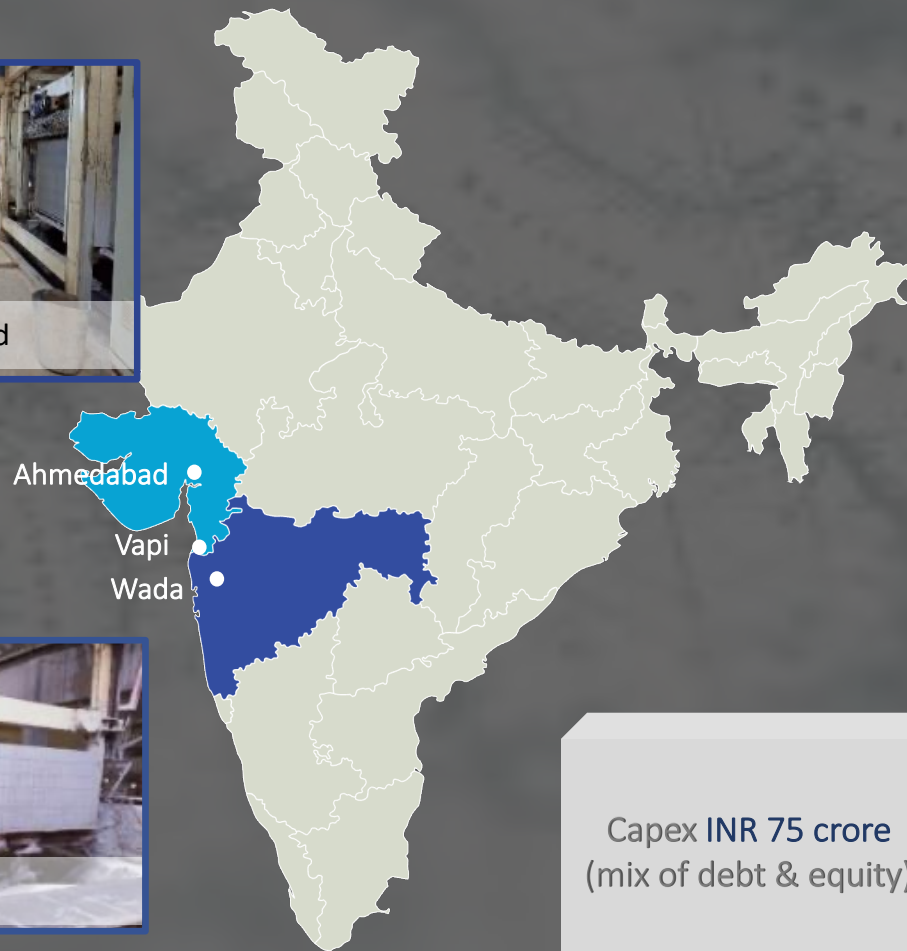
**NXTPLAST**  
Ready Mix Plaster

**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

TITWALA (E)

SHIVALIK A Commitment is a Commitment

ARIHANT SUPERSTRUCTURES LTD. CONTINUING STABILITY

SHIRKE

## Construction

LARSEN & TOUBRO

PSP Build to Last

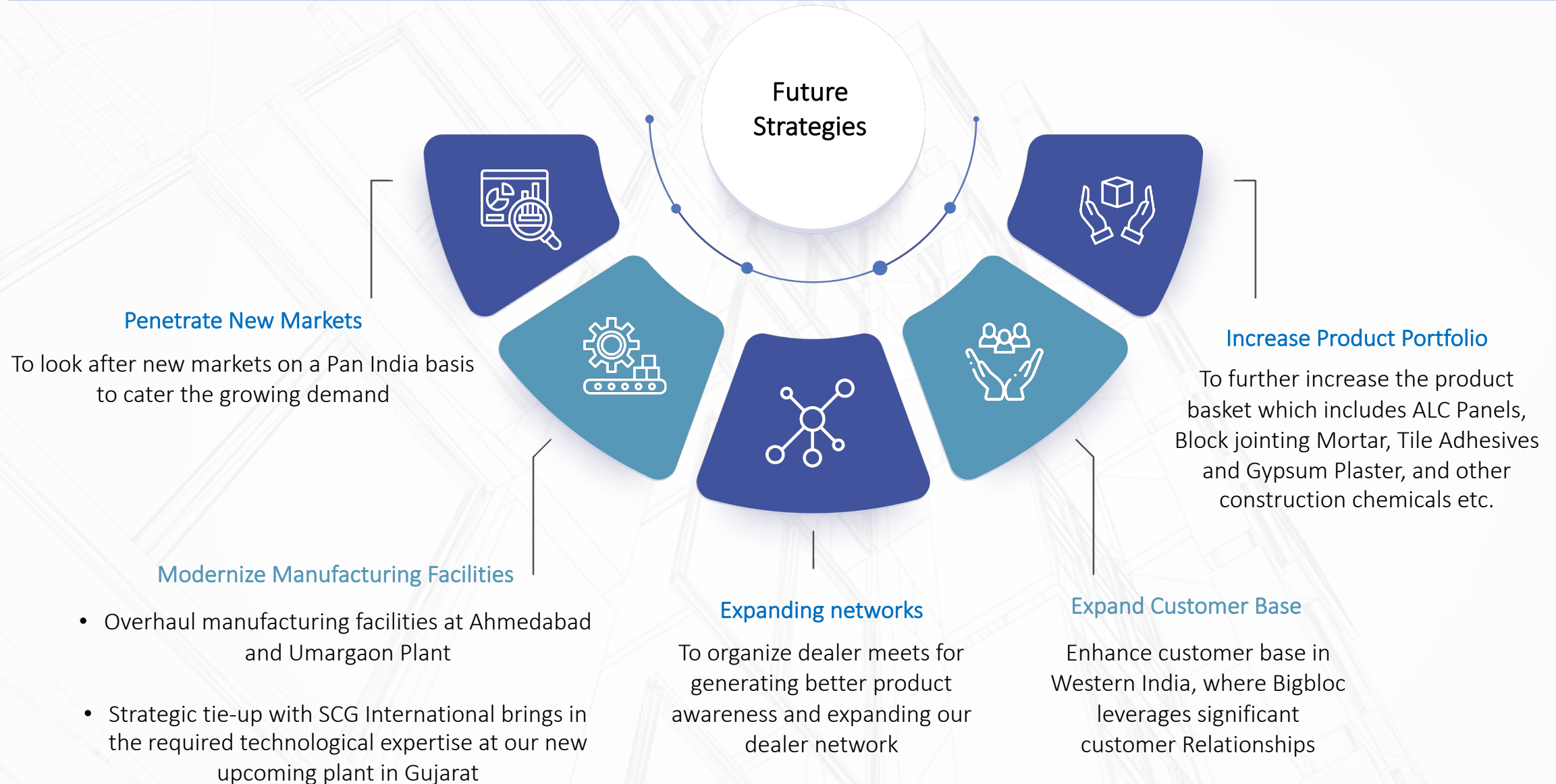
## OEM's

ACC

Ambuja Cement

## Government Bodies

CIDCO WE MAKE CITIES





Financial Highlights



# Consolidated Financial Highlights

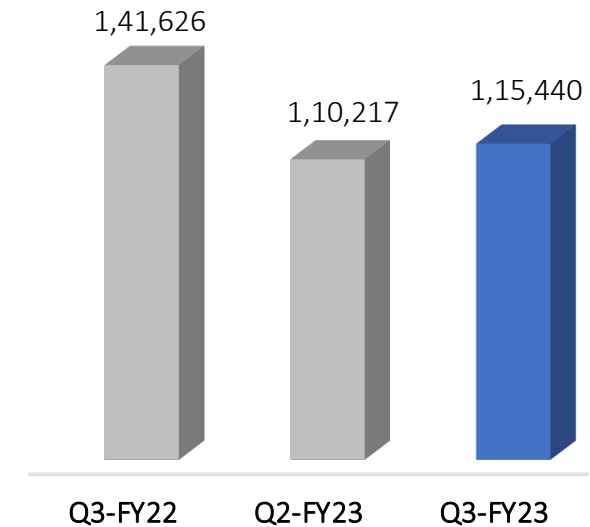
## Q3-FY23 Financial Performance

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%
<b>EBITDA</b>	<b>395</b>	<b>164</b>	<b>NA</b>
<b>EBITDA Margins (%)</b>	<b>25.72%</b>	<b>13.42%</b>	<b>NA</b>
Depreciation	45	43	4.7%
Finance Cost	29	26	11.5%
Other Income	1	4	(75.0)%
<b>PBT</b>	<b>322</b>	<b>99</b>	<b>NA</b>
Taxes	76	13	NA
<b>PAT</b>	<b>246</b>	<b>86</b>	<b>NA</b>
<b>PAT Margins (%)</b>	<b>16.02%</b>	<b>7.04%</b>	<b>898 bps</b>
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
<b>EBITDA</b>	<b>104</b>	<b>122</b>	<b>271</b>	<b>395</b>
<b>EBITDA Margins (%)</b>	<b>8.75%</b>	<b>11.84%</b>	<b>15.47%</b>	<b>25.72%</b>
Depreciation	48	52	59	45
Finance Cost	44	44	37	29
Other Income	3	1	6	1
<b>PBT</b>	<b>15</b>	<b>27</b>	<b>181</b>	<b>322</b>
Taxes	(10)	2	20	76
<b>PAT</b>	<b>25</b>	<b>25</b>	<b>161</b>	<b>246</b>
<b>PAT Margins (%)</b>	<b>2.10%</b>	<b>2.43%</b>	<b>9.19%</b>	<b>16.02%</b>
Earnings Per Share (EPS)	1.74	0.35	2.27	3.47

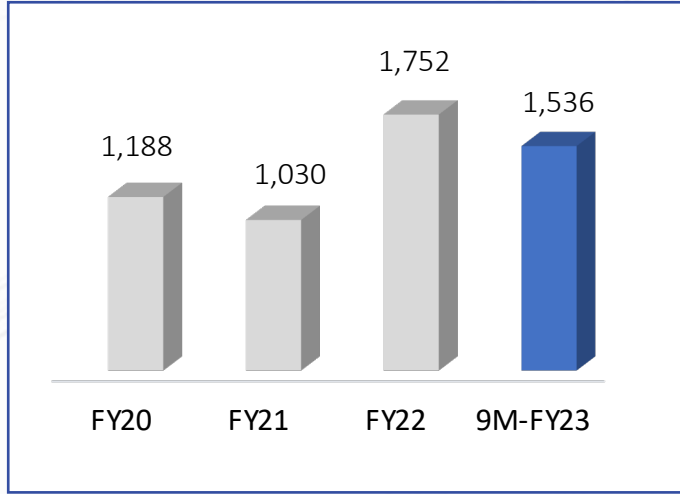
# Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY21	FY22	H1-FY23
<b>EQUITY AND LIABILITIES</b>			
a) Equity Share Capital	142	142	142
b) Other Equity	178	328	498
c) Non-Controlling Interest	-	-	(1)
<b>Shareholders Fund</b>	<b>320</b>	<b>470</b>	<b>639</b>
<b>Non-Current Liabilities</b>			
a) Long-term Borrowings	368	301	312
b) Deferred tax liabilities (net)	28	27	26
c) Other long term liabilities	1	1	1
<b>Total Non-current Liabilities</b>	<b>397</b>	<b>329</b>	<b>339</b>
<b>Current Liabilities</b>			
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
<b>Total Current Liabilities</b>	<b>421</b>	<b>341</b>	<b>413</b>
<b>Total Equity and Liabilities</b>	<b>1,138</b>	<b>1,140</b>	<b>1,391</b>

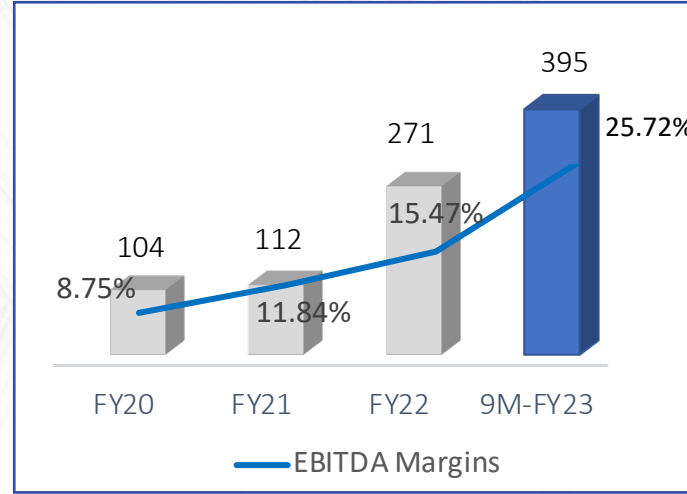
Particulars (INR Mn)	FY21	FY22	H1-FY23
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
a) Property, Plant and Equipment	654	647	708
b) Capital WIP		-	25
c) Goodwill	54	54	54
d) Other Intangible Assets	0	0	0
e) Investments	0	4	4
f) Other Financial Assets	5	5	9
g) Other Non-current Assets	3	1	91
<b>Total non-current assets</b>	<b>716</b>	<b>711</b>	<b>891</b>
<b>Current Assets</b>			
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
<b>Total Current Assets</b>	<b>422</b>	<b>429</b>	<b>500</b>
<b>Total Assets</b>	<b>1,138</b>	<b>1,140</b>	<b>1,391</b>

# Historical Consolidated Financial Performance

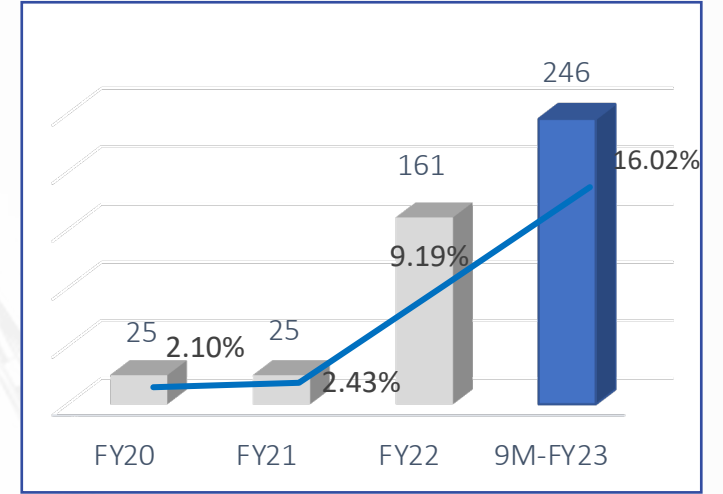
Revenue (INR Mn)



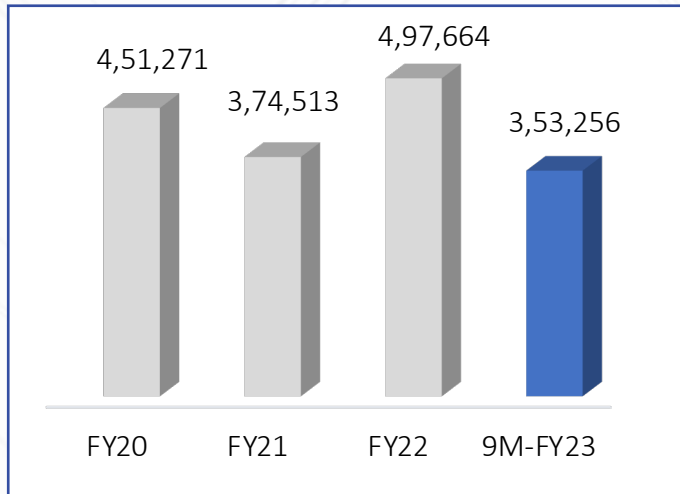
EBITDA (INR Mn) & EBITDA Margins (%)



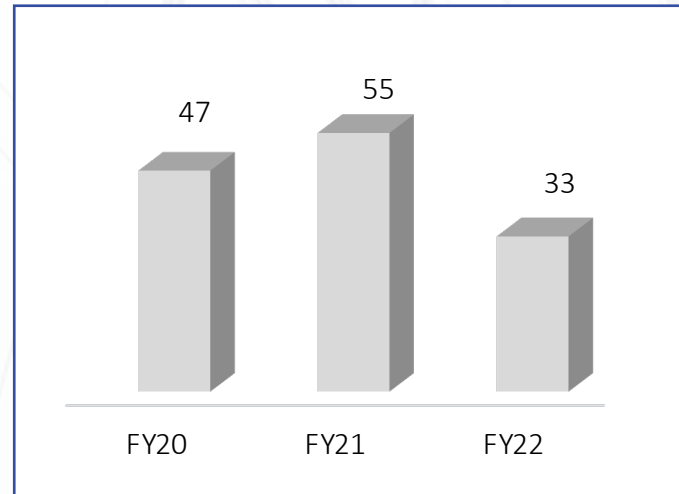
PAT (INR Mn) & PAT Margins (%)



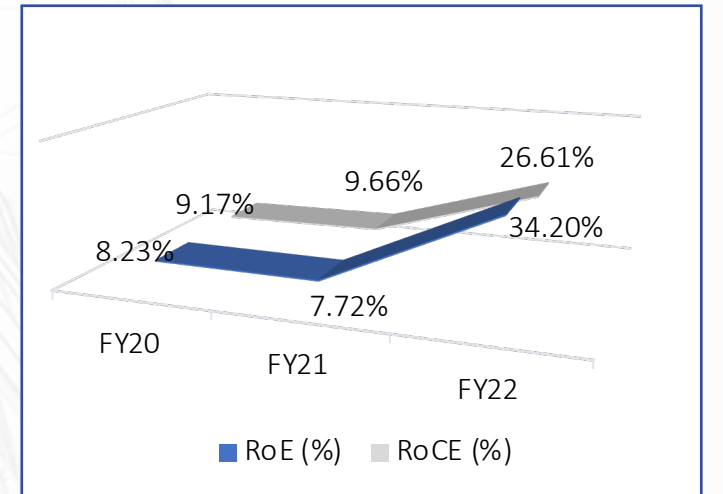
Sales Volumes (CBM)



Working Capital Analysis (Days)

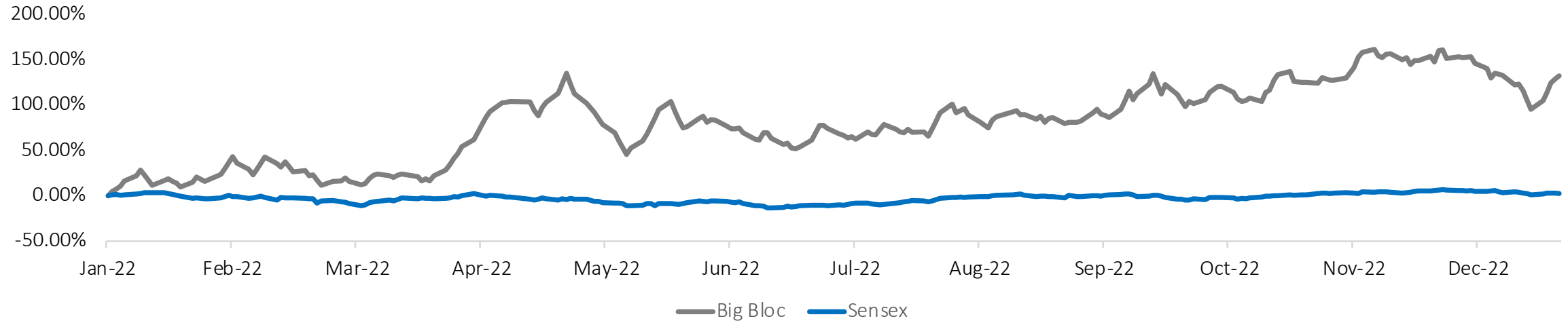


RoE & RoCE (%)



# Capital Market Information

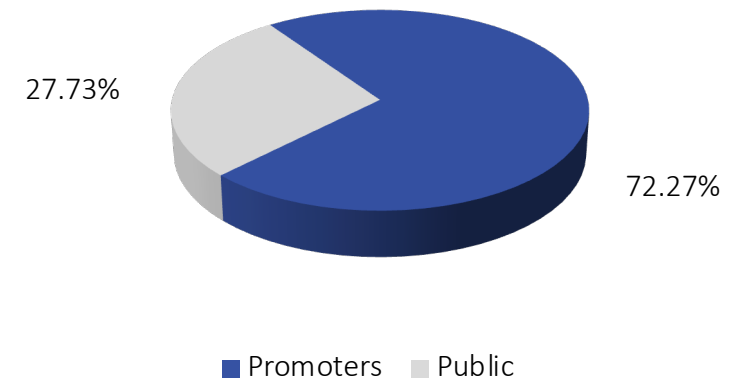
**Stock Performance Data (As on 31st December, 2022)**



## 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)**





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Thank You