

# Investor Presentation

February 2023



# 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

2000+  
Projects Executed

3 Year Revenue  
CAGR  
21%

3 Year EBITDA  
CAGR  
57%

Debt To Equity  
0.74x

Return on Capital  
Employed  
27%

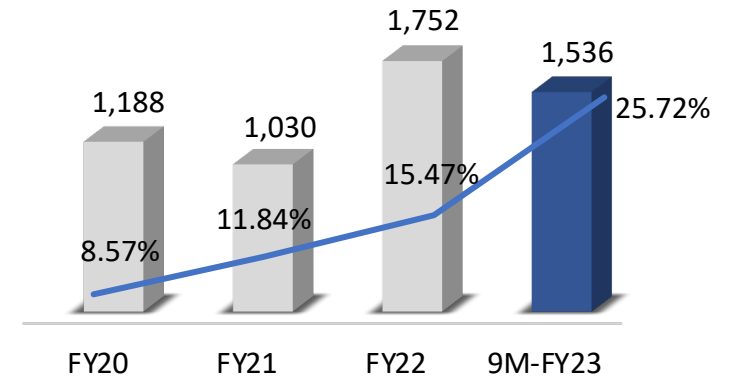
Return on Equity  
34%



# Company Overview

- BigBloc Construction Limited is a leading Indian manufacturer of AAC (Aerated Autoclave Concrete) blocks and related products, with a total annual production capacity of 575,000 cubic meters.
- AAC blocks are a superior quality building material which provide unparalleled blend of strength, light weight, thermal insulation, soundproof, 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.
- The company 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. With the ongoing capacity expansion plans, the company will catapult to become the largest AAC manufacturer in Western 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

# Value Centric Approach

## Quality

Strong believer and executioner of quality products and development- Economical, Environmental and healthy Housing across India.

## Integrity

Create growth opportunity and trust for all employees and value for all stakeholders in the value chain by following the principles of agile enterprise.

## Mission

To be the most preferred and most trusted company for green products and services that create safe and stable environment.



## Core Values

## Commitment

Rapid Sustainable Construction of Green buildings bearing Environmental Impact such as Global Warming and Carbon Footprint.

## Vision

Committed to innovative growth through personal passion, reinforced by a professional mindset, creating value for all.



# Eminent Leadership Team



## Mr. Narayan Sitaram Saboo- Chairman & Executive Director

He has an invaluable 34 years of experience in management and operation of Textile Business and 10 years in AAC Block Business. He Holds a degree of Bachelor of Laws (LLB). Providing industry-wise leadership and management strategy are his key areas of expertise. He is actively associated with various social welfare.



## Mr. Mohit Narayan Saboo- Director & CFO

Experience of 7 years in Corporate Taxation, Finance and Accounts. He is a Chartered Accountant by qualification. He is associated with the company since 2012. He is responsible for handling work related to Corporate Finance and Accounting, Secretarial and legal issues.



## Mr. Naresh Sitaram Saboo- Managing Director

He is embedded with an experience of over 25 years in Textile Business and 10 years of experience in AAC Block Business. He has vast experience in providing strategic direction in selection of technology and machineries in setting up new manufacturing facilities, improvement of production processes and new ventures. Having international exposure, he is well aware of the latest trends in the manufacturing industry.



## Mr. Manish Saboo- Marketing and Strategy Head

With over 10 years of experience working as a Commercial Manager, he is responsible for smooth project delivery and coordination. He has done his Masters in finance from Nottingham London. He manages the company's financial and marketing Operations. His functions as Executive director include Planning and execution of the company's marketing & Financial Strategy.

## Mr. Sachit Gandhi Independent Director

With over 7 years of experience in Finance, Mr. Sachit Gandhi, Chartered Accountant by profession brings in-depth knowledge and skills to the Board that enables to make sound financial decisions for the betterment of the Company.

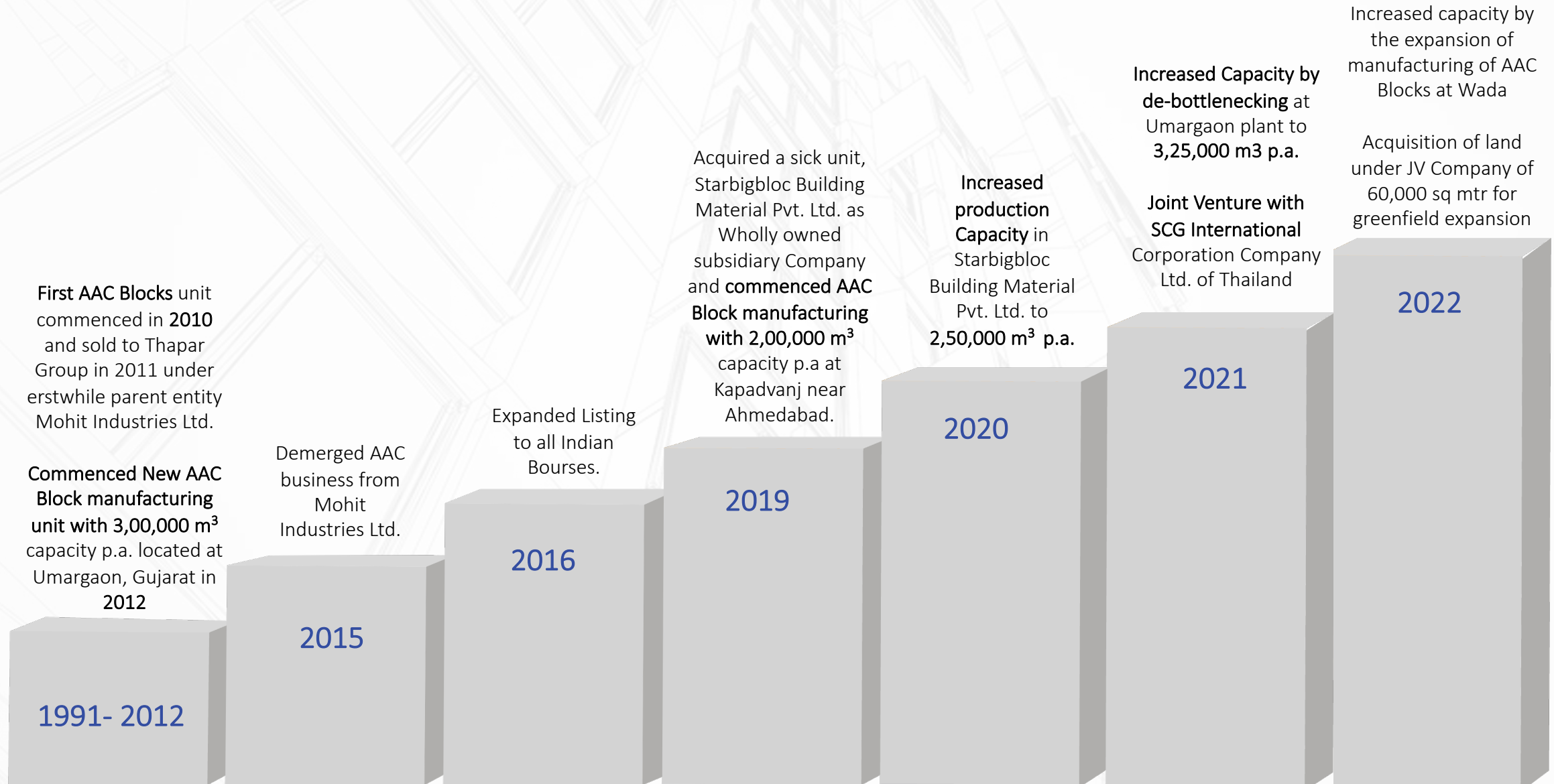
## Ms. Samiksha Nandwani Non Executive - Independent Director

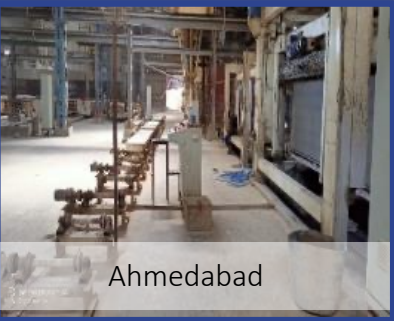
With over 9 years of experience in Merchandising and Marketing, she adds value to the Company by providing expertise in Marketing. She holds a Bachelor's degree in Marketing from Veer Narmad South Gujarat University.

## Mr. Dishant Jariwala Non Executive - Independent Director

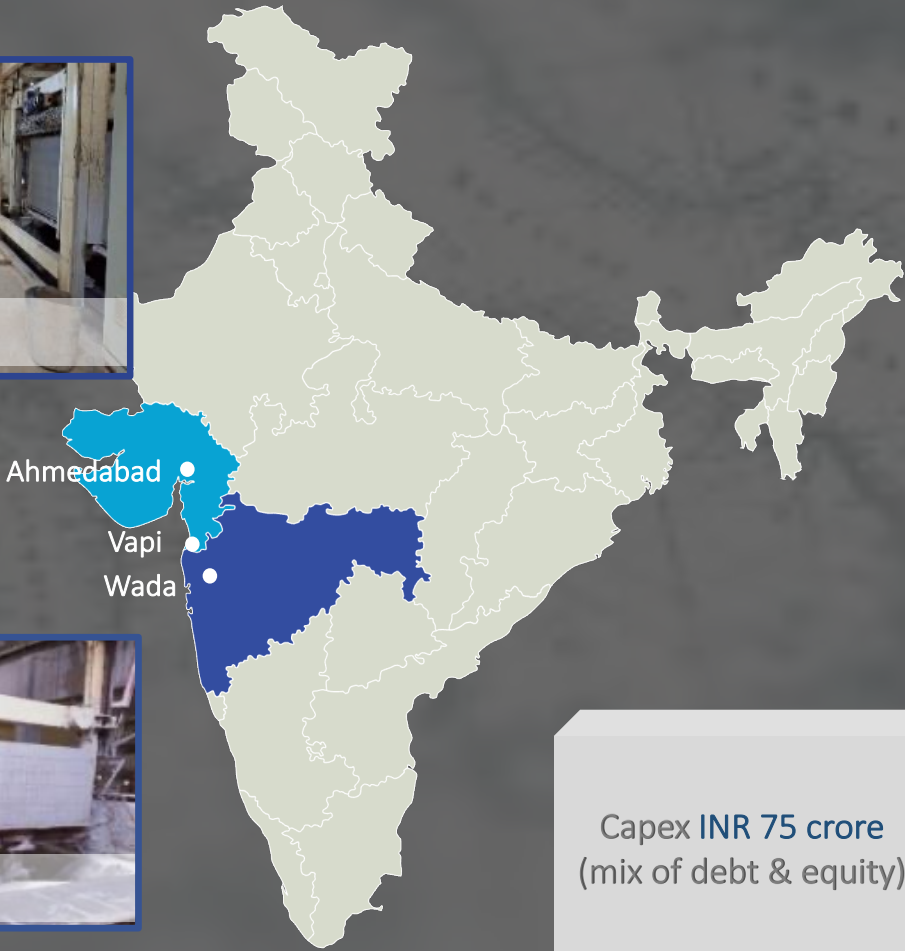
With over 6 years of experience, Mr. Dishant Jariwala's contribution to the Company's graphic designing and publishing system team has been noteworthy. He has worked with Kwaliti Silk mills in the past. He holds a Bachelor's degree in Chemical Engineering from SCET Engineering College.

# Building BigBloc





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



# Sales & Distribution Strength



## Developers

Direct Sales to Marquee Developers



## Cement Companies

Regular Clients like ACC & Ambuja



## Government

Supplies to the likes of CIDCO



## Project Sales

Large Projects like Lodha Palava etc, are directly marketed through construction companies



Direct Marketing



Marquee and reliable clients



Wide network of distributors



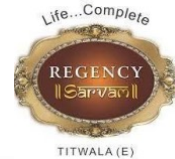
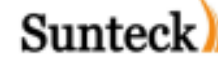
Direct Developer Relationship Team More than 50% of the top 7 developers of Mumbai



Credit Profiling of Customers is done before supplies

# Marquee Clientele across Residential, Commercial & Hospitality

## Realty/ Real Estate



## Construction



## OEM's



## Government Bodies





# Some Distinguished Projects Executed

BigBloc stands tall and apart is due to its ability to develop, hone and maintain long-lasting relationships with its clients by providing superior quality of sustainable environmental friendly AAC blocks.

Lodha Group



**Palava Township;** Spread across 4,500 acres, is a business and residential project that is an all encompassing and integrated smart city in Dombivali, Maharashtra; offering luxurious residences in various compositions, along with premium experiences of shopping, entertainment and business.

Kanakia Group



**Rainforest;** Spread across 4.5 acres, is a residential project that offers luxurious 1, 2 and 3 BHK apartments in Andheri East, Mumbai. Inspired by the Amazonian rainforests, this property is built amidst lush greenery providing a serene environment for nature lovers.

L&T



**Crescent Bay;** spread across 7 acres, is a residential project that offers luxurious 2, 3 and 4 BHK apartments in Parel, Mumbai. Touted as one of L&T Realty's most premium projects, Crescent Bay provides elegant solutions for modern families.

Lodha Group



**World One;** spread across 17 acres, is a residential project that offers luxurious 3, 4 and 5 BHK apartments in Lower Parel, Mumbai. With a height of 919 feet, the project boasts of being a 76-storey skyscraper in the heart of South Mumbai.

Regency Group



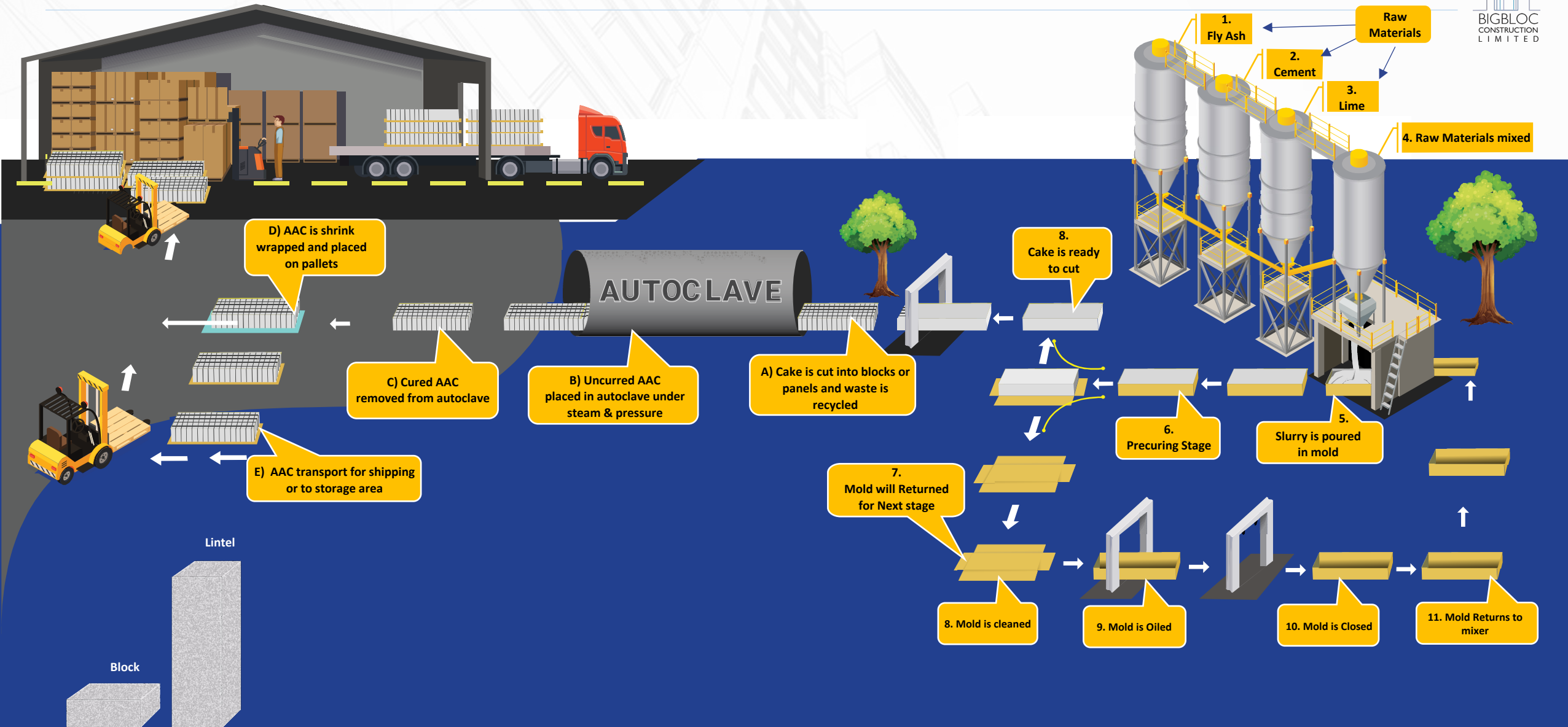
**Regency Sarvam;** spread across 68 acres, is a residential project that offers luxurious 1, 2 and 3 BHK apartments near Titwala, Maharashtra.





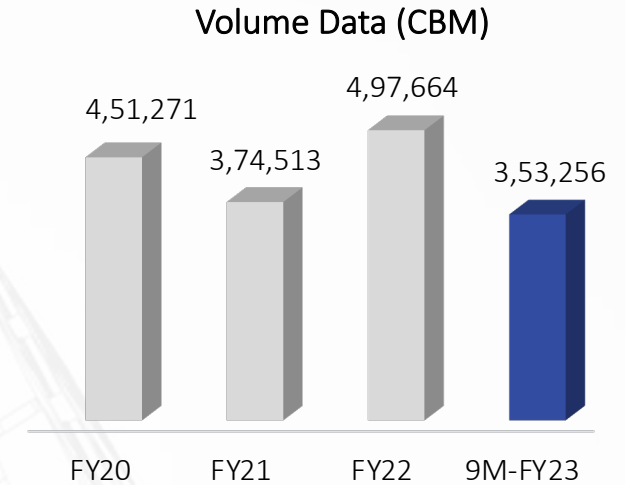
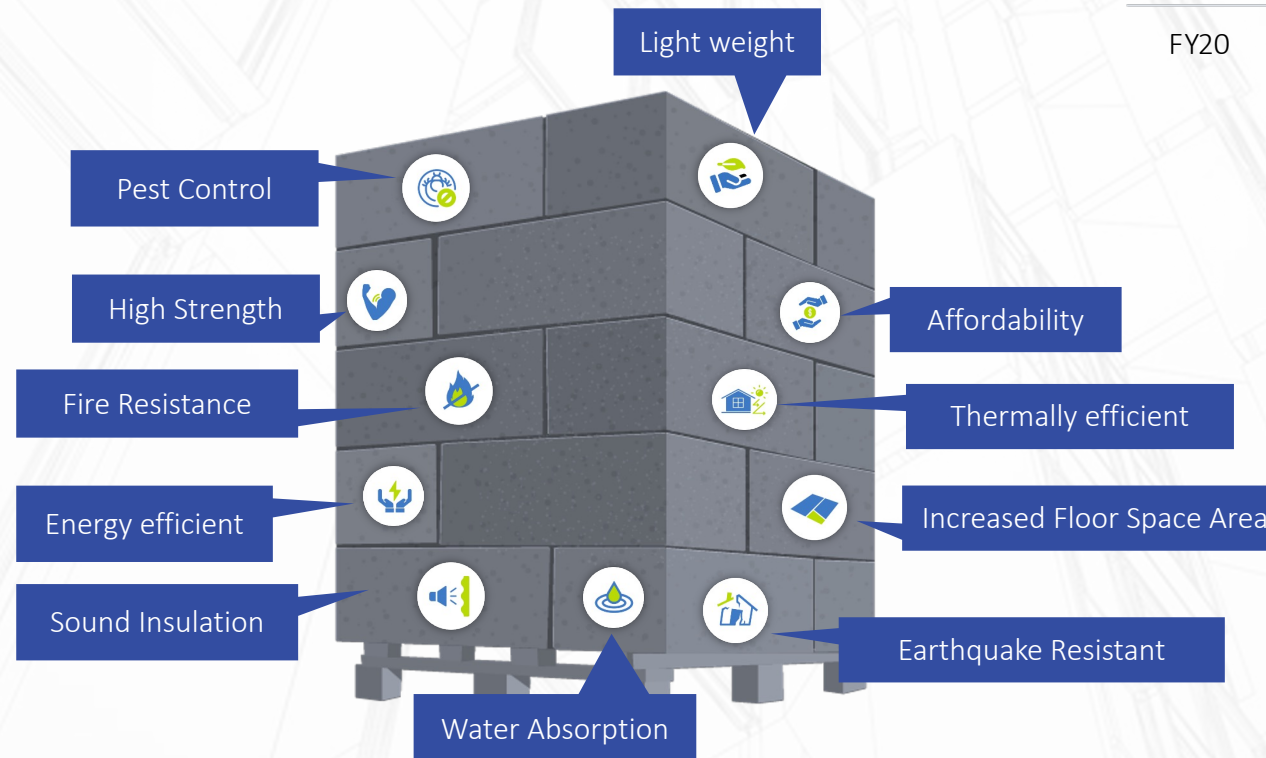
Business Overview

# Manufacturing Process



# Blocks of the Future - AAC Blocks

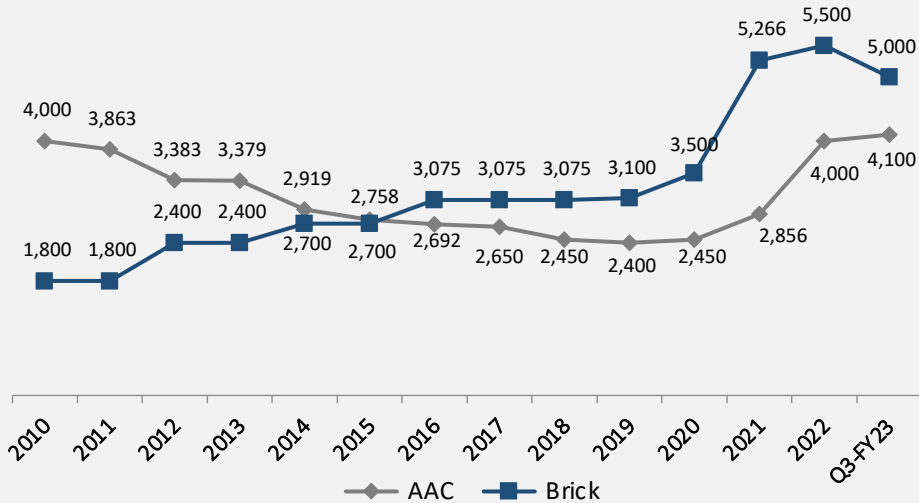
- AAC is a steam-cured mix of sand or pulverized fuel ash (PFA), cement, lime and aeration agent. The high-pressure steam-curing in autoclaves achieves a physically and chemically stable product where the density of AAC Blocks is 1/3rd of red bricks.
- AAC comprises myriads of tiny non-connecting air bubbles which give AAC its incredibly diverse qualities and make it a terrific insulator. AAC is a natural and non-toxic construction material, saves energy, and is friendly to the environment.
- NXTBLOC, AAC blocks are a superior quality building material that offer a unique combination of advantageous features like:





# AAC Blocks Vs. Red Bricks

Price Trend of AAC Block and Red Brick



## WEIGHT:

AAC blocks weigh 600 kg/m<sup>3</sup> as against Bricks which weigh 2,000 kg/m<sup>3</sup> as a result it drastically reduces the dead weight of the building resulting in to reduction in steel and cement i.e. structural costs.

## REJECTION RATE:

Rejection rate in Bricks is 10-15% higher than AAC. Also 9 Bricks equals 1 AAC block, therefore rejection rate is further lower for AAC

## COST & TIME SAVINGS:

Putty work can be done without plaster in case of AAC resulting in cost savings. AAC also reduces air conditioning bills due to its excellent thermal insulation property. AAC wall construction involves 1/3rd the joints as it is 9 times the size of a clay brick, thus an overall savings in time and as a result labour costs.

## SIZE:

AAC Blocks are available in various sizes with more carpet area available as compared to red bricks, additionally, Number of joints required while using AAC blocks is less than that of red bricks .

## ENVIRONMENTAL IMPACT:

AAC does not consume top layer agricultural soil unlike Bricks. It also consumes significantly less coal and emits less CO<sub>2</sub> as compared with Bricks. 65% of the raw material by weight is fly ash which is a waste for thermal power plants and has toxic effects



# New Initiative: ALC PANELS

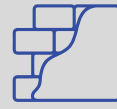
- ALC panels Autoclaved Lightweight Aerated Concrete panels are composite material consisting of cement, lime, and silica sand. These panels use two-way welded steel mesh as reinforcement.
- These panels are the next-generation versatile green building material that possess superior technical and functional advantages.
- ALC panels are used for external and internal non-load bearing walls, roof, floor etc. for commercial, industrial, and residential buildings.



Corrosion Protected Steel  
Reinforced



Lightweight



No plaster, coping / bond  
beam required



Cost effective



Thermal control



Fire Resistance



Acoustic Insulation



Easy and Fast Installation

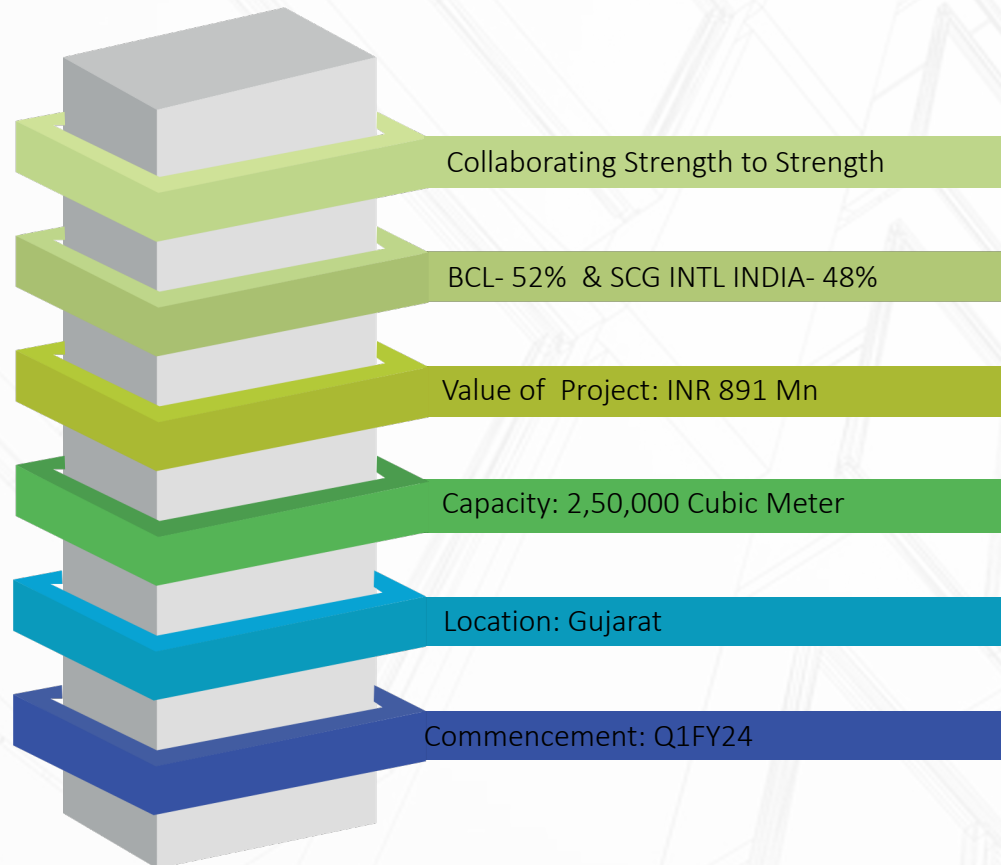


Durable



# An Invaluable Collaboration with Siam Cement Group

- In 2021, BigBloc entered into a strategic Joint Venture with Siam Cement Group (SCG) of Thailand with 48% holding with SCG and 52% with BigBloc.
- SCG, established in 1913 is one of the largest cement and building material companies in Thailand and Southeast Asia and ranks 2nd in 2021 Forbes list.
- The JV has started capacity building and is expected to commence operations by FY24 with collaborative marketing expenses.





# Sustainability at our Core

## Sustainable Construction



Sustainability by increasing the efficiency of resources used for constructing buildings & in sites as well as reduce the likely adverse impacts of real estate development on human health and the environment through better planning, design, construction, operation and maintenance.

## Green Building



Increasing awareness worldwide to the concept of 'Green Building', builders, architects and engineers are working towards constructing buildings that are designed in such a way that it can reduce the overall impact of the built environment on human health and the natural environment.

## Global Warming



Reduction of global warming caused by the use of traditional building materials also cause top soil erosion, thereby devastating the land's cultivation potential permanently by replacing it with AAC Blocks.

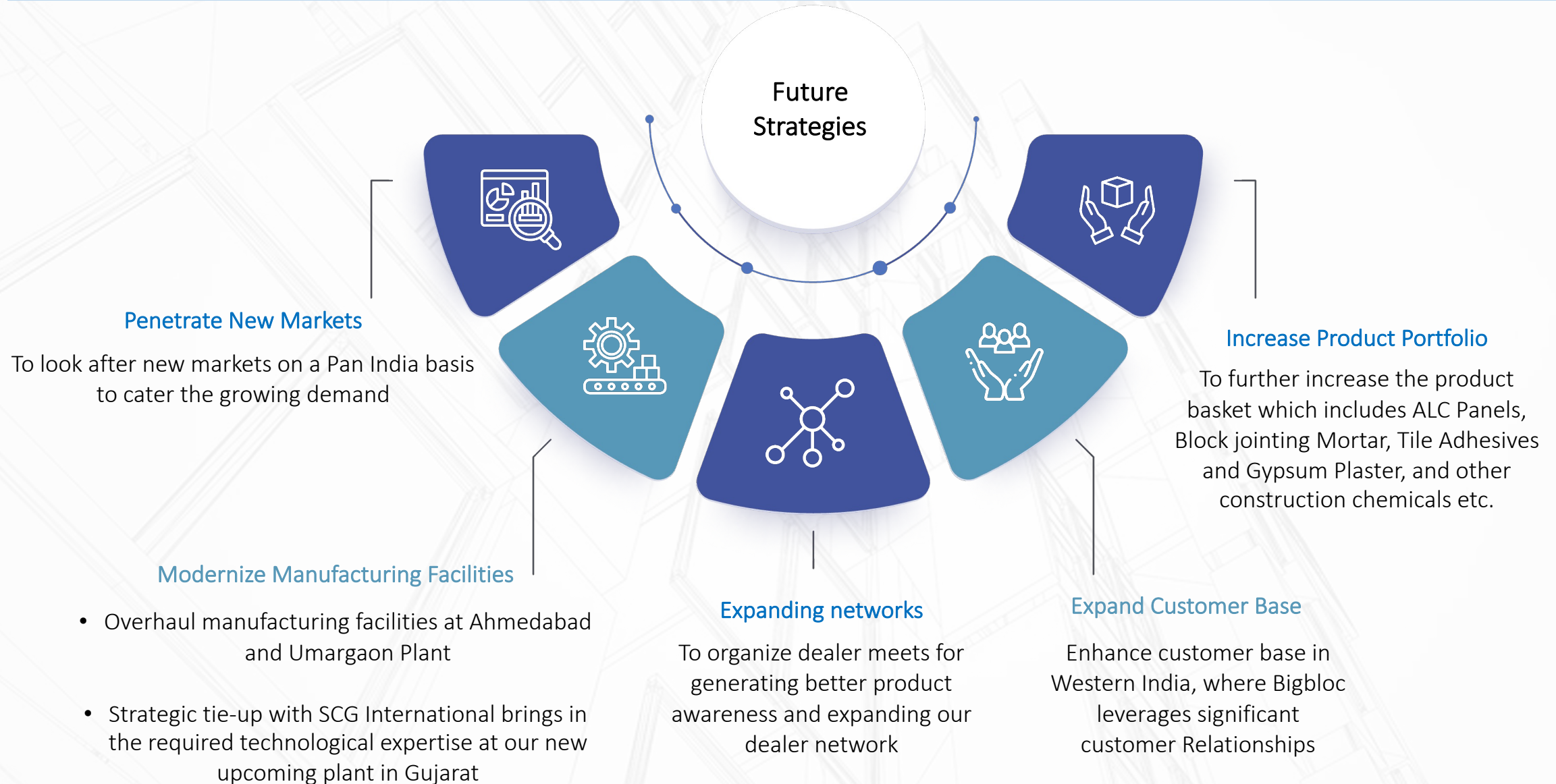
## Carbon Footprint



The carbon foot prints of NXTBLOC AAC blocks are considerably less compared to traditional walling materials (Per sq. ft. carbon levels: AAC blocks 2.13 kg of CO<sub>2</sub>, clay bricks 17.6 kg of CO<sub>2</sub>, concrete walls 14 kg of CO<sub>2</sub>).

Environment Responsible Organization

# Future Growth Strategies





Industry Overview



# AAC Industry Scenario - Global & India

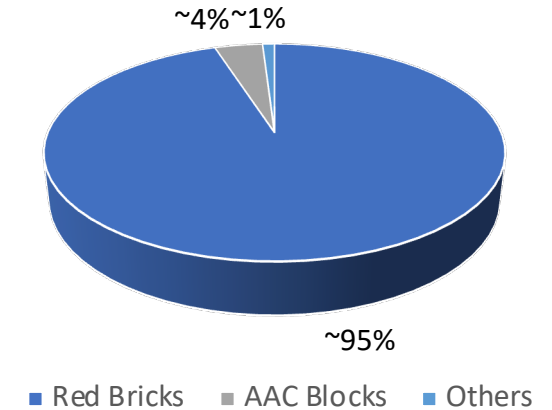
## Global Scenario:

- The global AAC market is valued at about USD 19.5 Bn in 2021 and is further expected to grow at a CAGR of 6.30% during the forecast period of 2022-27 to reach almost USD 28.2 Bn by 2027.
- The Asia Pacific region is projected to hold the largest market share in the AAC Market globally. China's emergence as a global manufacturing hub has increased the demand for blocks, cheap labor, and easy availability of raw materials to boost the production.
- The growing population and urbanization is expected to drive the growth of the market. The AAC market is expected to demonstrate the fast growth due to the development of smart cities and green buildings, including the commercial, and residential buildings. Moreover, increasing government investments in infrastructure projects is also expected to propel the growth of the regional market.

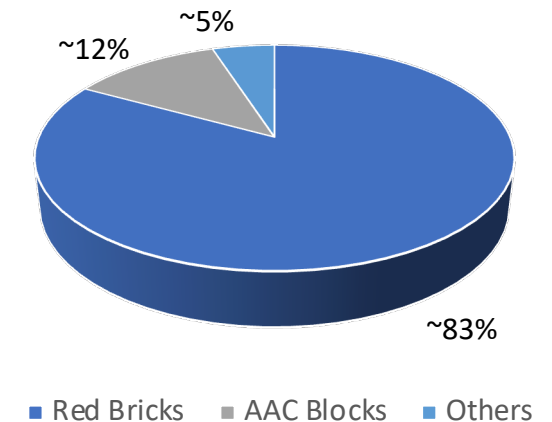
## Indian Scenario:

- India is considered as the New land of Opportunity for AAC Blocks industry. The Indian AAC blocks market is anticipated to register INR 11,095 Crs at a CAGR of 14.3% during the forecast period 2020-27.
- India is the second largest block manufacturer in the world after China.
- Indian block industry is almost entirely unorganized and characterized by the presence of large number of small scale manufacturers which compete with one another at the regional level.
- India has a total of 150-180 plants whereas China has over 3,000 plants.
- Despite the high growth of AAC Block in building applications during the last decade, it is only 7-8% of the industry, while 85-90% of the industry is still dominated by Red Bricks, which means enormous potential in the years to come.
- Recent developments indicate that Indian markets are increasingly accepting AAC blocks as a sustainable alternative for clay and red bricks. However, a lot more traction will follow in the near future as builders and architects increasingly become aware of the cost, sustainability and structural advantages of AAC blocks.
- In 2021, India was ranked third in the US Green Building Council (USGBC) annual list of top 10 countries outside the US for leadership in Energy and Environmental Design (LEED).

India Market share 2015



India Market share 2022



# AAC Growth Drivers

## Real Estate Industry:

With an industry size of INR 10.5 Tn, the Indian construction industry is the second-largest employer in the country. This demand is expected to further rise as the need for residential and commercial spaces goes up in the coming years.

## New Investments:

India's start-up culture and business prowess is enabling the demand for office spaces in the country, which has been growing rapidly. Around an estimated USD 1.3 Tn is likely to be invested in housing over the next seven years, during which an estimated 60 Mn new homes will be built.

## GST:

Post implementation of GST, the applicable tax rate is 12%, reduced dramatically from ~24-25%.

## Govt. Initiatives:

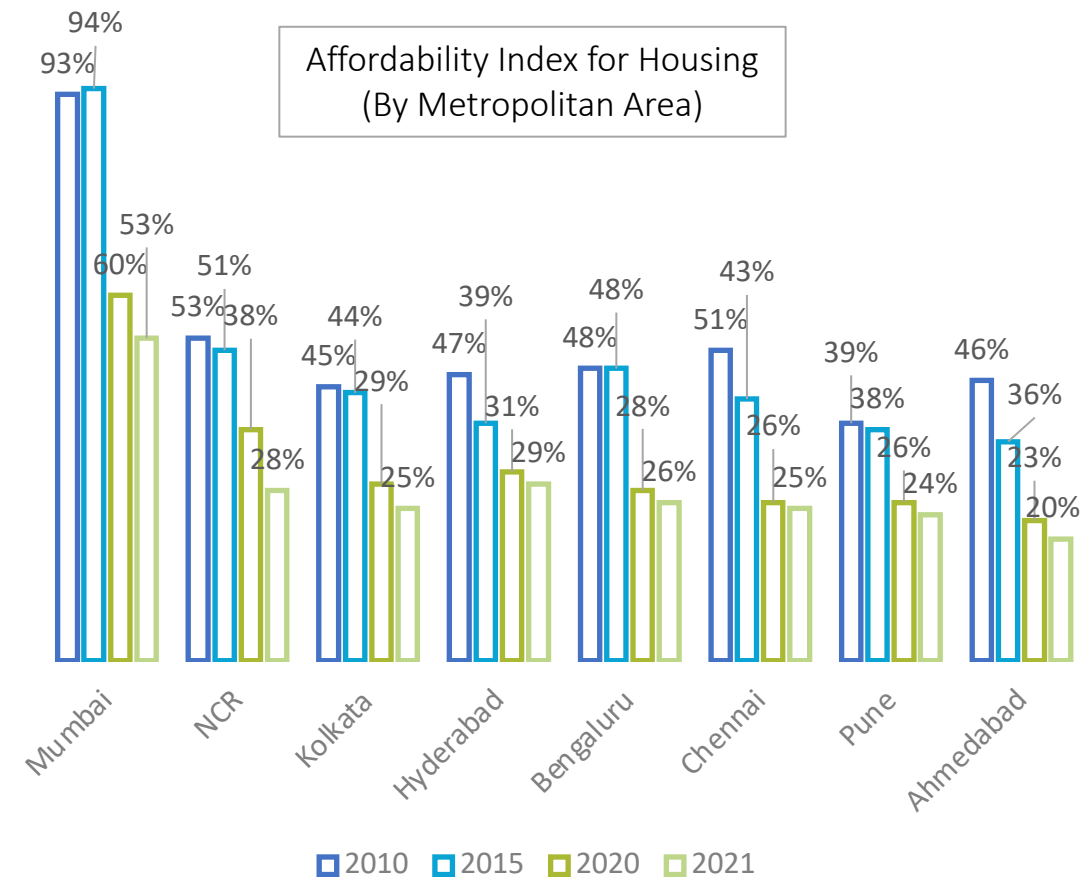
The Indian government's sharp focus on affordable housing policies is expected to increase the rate of availability of affordable housing to around 70% by 2024. With increasing regional government projects and expanding real-estate industry, demand for ACC is expected to see an upsurge. Projects such as Pradhan Mantri Awas Yojana, Police Housing, Kanya Shiksha Parishar, etc. where the Government has made mandatory to use AAC Blocks.

## Pricing:

Pricing of red bricks has been on an increasing spree whereas the blocks prices have been much cheaper which has resulted in conversion to fly ash blocks. Rising demand for lightweight construction materials, growing preferences for low-cost houses.

## Income to EMI Ratio:

A massive increase in affordability coupled with rise in disposable income offers tremendous future prospects.







Financial Overview



# 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)	0.35	0.35	2.27	3.47

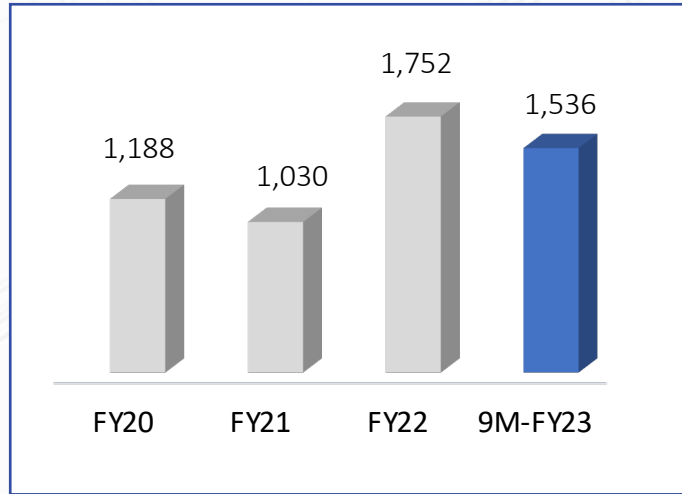
# Historical Consolidated Balance Sheet

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>

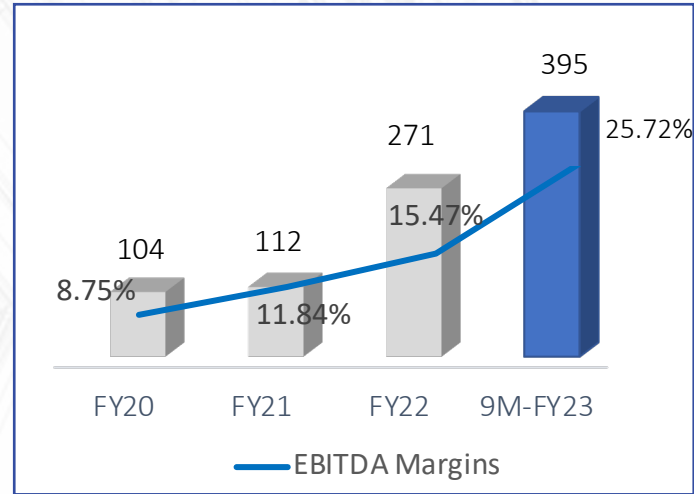
Particulars (INR Mn)	FY21	FY22	H1-FY23
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
a) Property, Plant and Equipment	654	647	708
b) Capital WIP		-	25
c) Goodwill	54	54	54
d) Other Intangible Assets	0	0	0
e) Investments	0	4	4
f) Other Financial Assets	5	5	9
g) Other Non-current Assets	3	1	91
<b>Total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

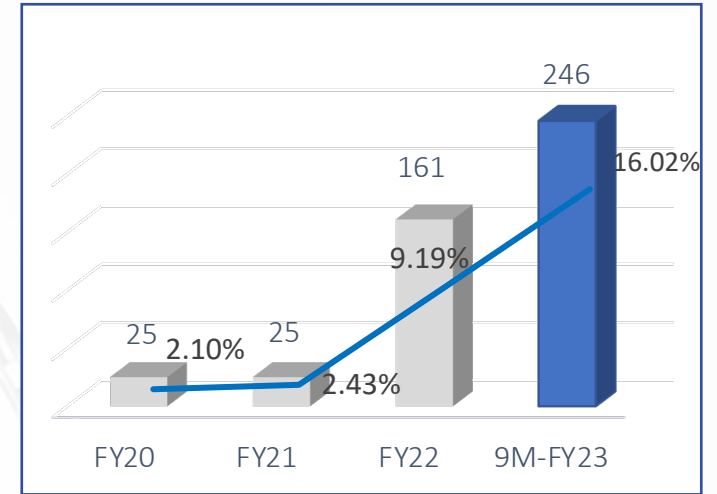
## Revenue (INR Mn)



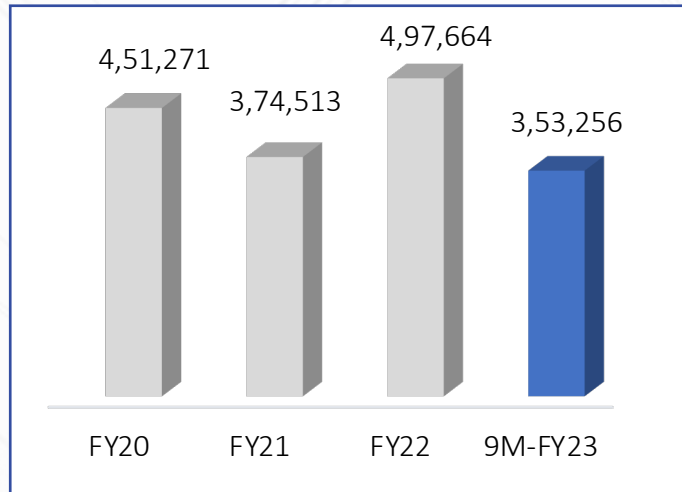
## EBITDA (INR Mn) & EBITDA Margins (%)



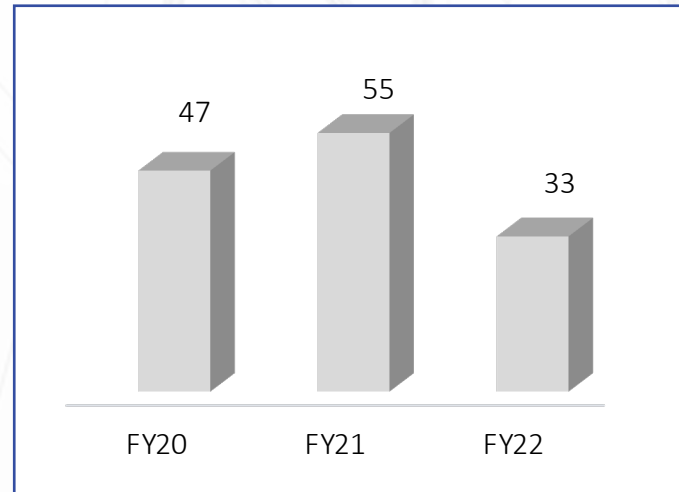
## PAT (INR Mn) & PAT Margins (%)



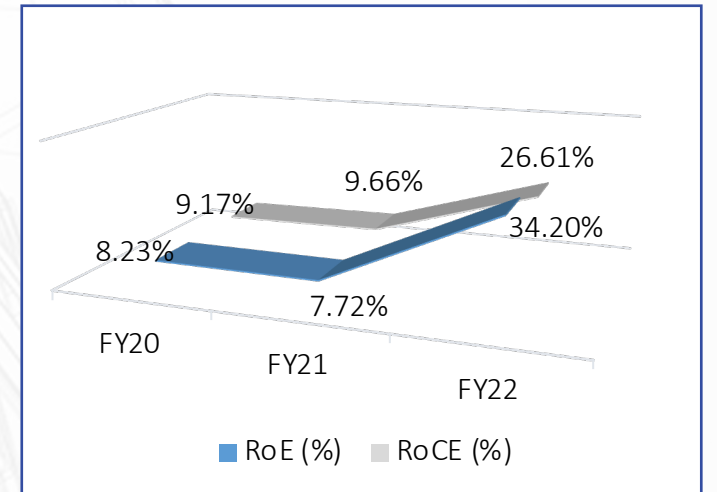
## Sales Volumes (CBM)



## Working Capital Analysis (Days)

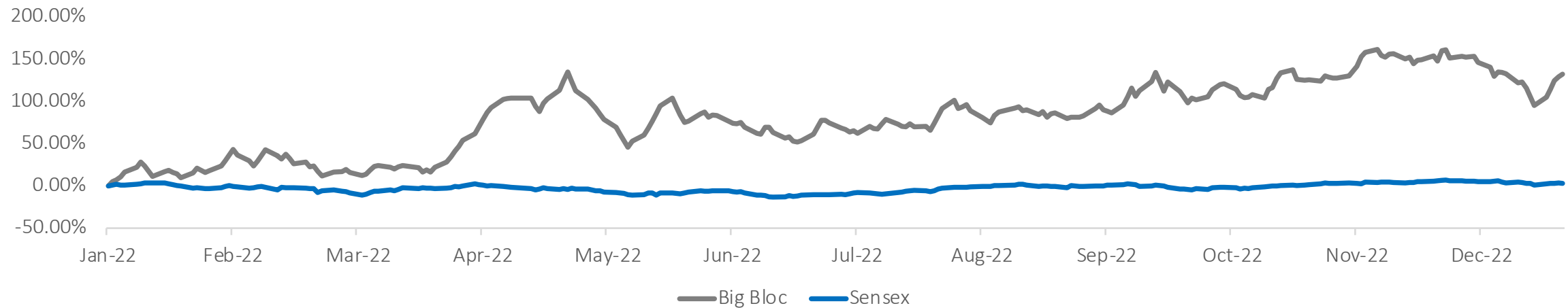


## RoE & RoCE (%)





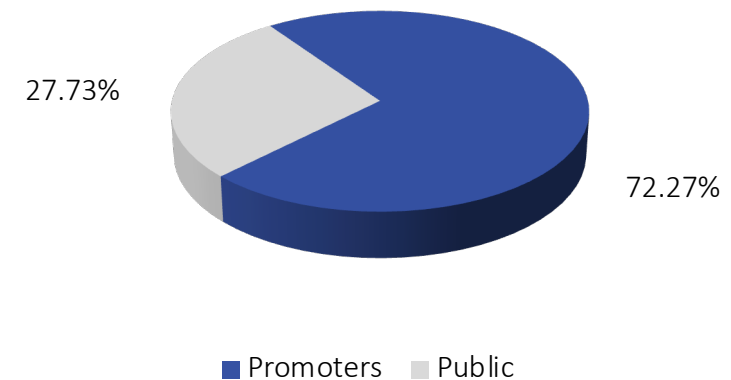
## Stock Performance Data (As on 31st December, 2022)



### 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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