

# BIGBLOC CONSTRUCTION LIMITED

CIN: L45200GJ2015PLC083577

A-601/B, 'A – WING', INTERNATIONAL TRADE CENTRE, MAJURA GATE, RING ROAD, SURAT, GUJARAT-395002

Email: [contact@nxtbloc.in](mailto:contact@nxtbloc.in)

visit us: [www.nxtbloc.in](http://www.nxtbloc.in)

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Date: 25/10/2021

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 :INE412U01017</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 : INE412U01017</b>
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**SUB: INVESTOR PRESENTATION ON(Q2FY22) UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2021**

Dear Sir/madam,

With reference to above mentioned subject, please find attached Investor Presentation on (Q2FY22) Unaudited Financial Results for the quarter ended September 30, 2021.

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**

**NARAYAN SITARAM SABOO**  
Director  
DIN: 0223324



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



# BIGBLOC CONSTRUCTION LIMITED

Investor Presentation Q2FY22



**INDUSTRY OVERVIEW 03**

**COMPANY OVERVIEW 07**

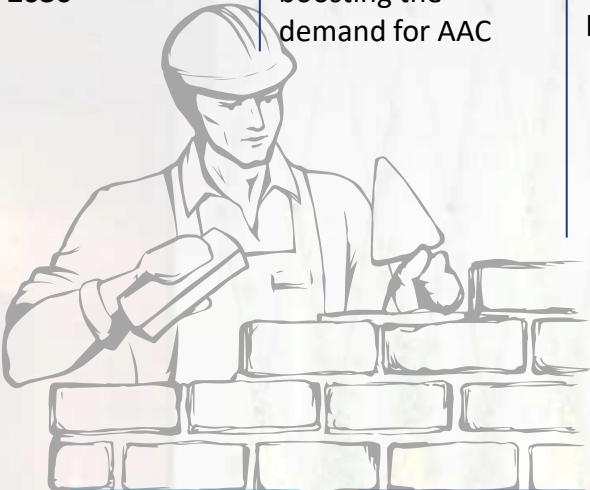
**FINANCIALS 28**

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# INDUSTRY OVERVIEW - AAC & ITS APPLICATIONS

The global autoclaved aerated concrete (AAC) market is expected to witness a CAGR of 6.0% and reach at **\$8,314.9 million in 2030**



Increasing development in civil infrastructure, in order to efficiently serve the growing population is the major factor boosting the demand for AAC

The construction material category, based on application, is expected to have the largest share in the AAC industry, during the forecast period (2030)

Governments in developing countries are investing on large-scale construction of infrastructure projects. With rising purchasing power of people, rapid urbanization, growing population and government efforts to provide affordable housing together are projected to enhance the need for **AAC across these economies**

APAC is expected to be the largest and fastest-growing market, due to the growing local real-estate construction industry

The rapid urbanization has driven the development of smart cities across the region. Governments of the various countries in the region are also aiming to optimize urban space through public transport, high-capacity infrastructure, mixed-use development, and green city planning

The rate of availability of affordable housing is expected to rise to around 70% by 2024. The Indian government's 'Housing for All by 2022' is also a major game-changer for the industry

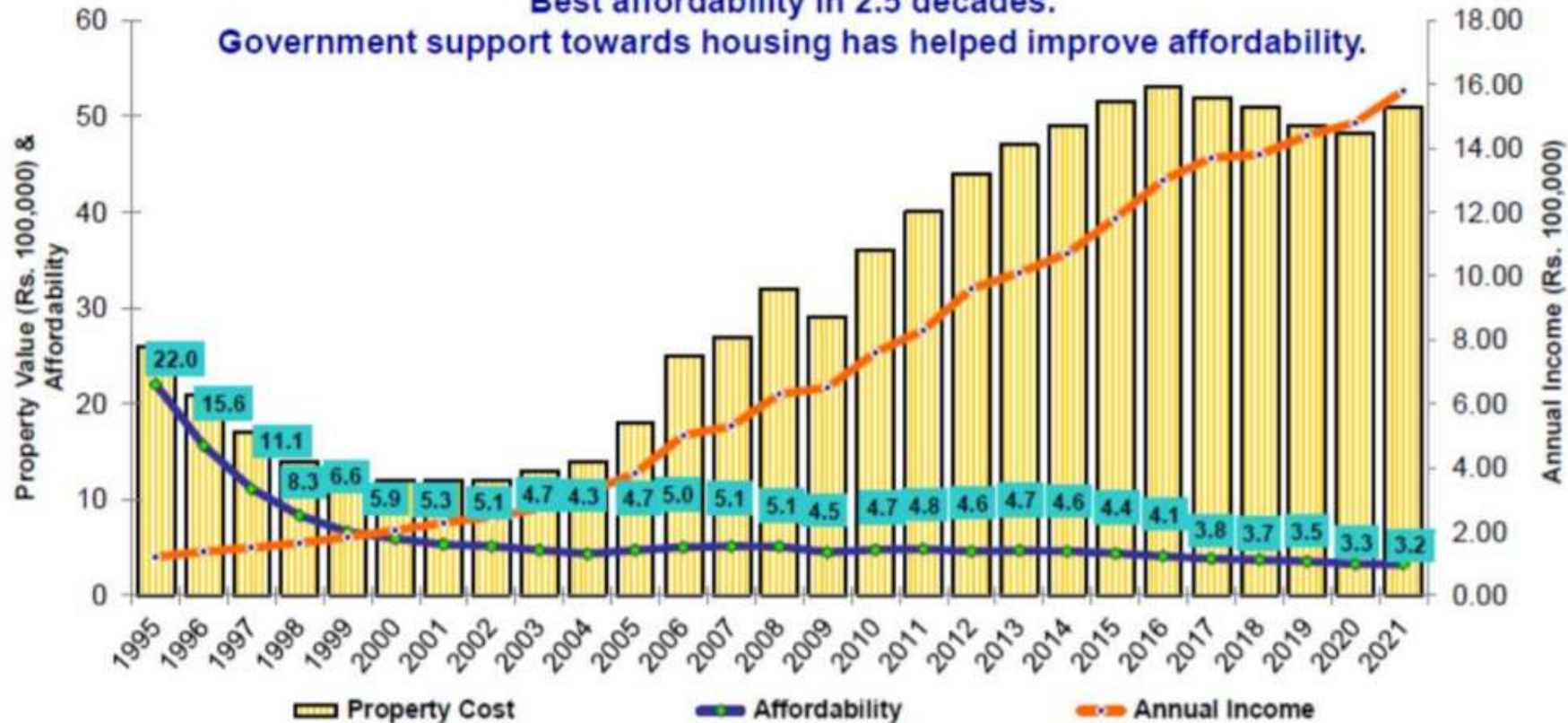
Asia-Pacific has been a thriving market for office spaces in recent years. Demand for office spaces in India has been growing rapidly for many years. The country has been receiving significant interest from foreign investors in the commercial construction industry



Rise in income levels and favourable demographics (66% of Indian Population is less than 35years of age) has led to best Affordability in the last 25 years.

# IMPROVED AFFORDABILITY

Best affordability in 2.5 decades.  
Government support towards housing has helped improve affordability.



Source: HDFC





Infrastructure - Resumption of construction work for institutional infrastructure projects, such as ports, railways; Government initiatives such as construction of concrete roads and highways under the Bharatmala Project, development of rural roads under the Pradhan Mantri Gram Sadak Yojana, among others; National Highway Projects announced by the Government across several states



Tier-2 and tier-3 cities to witness greater demand



Affordable housing to lead the way to recovery



Cement industry fundamentals will strengthen in H2FY22, led by 1) post Monsoon uptick in construction activities at both retail and institutional levels, and 2) demand from under execution projects gaining momentum



Post easing of restrictions there has been an uptick in commercial activities



While Q1FY21 was at a standstill due to COVID-19, the cement industry has made a notable comeback on the demand front over Q2-Q4FY21. At the same time, a ~6-17% QoQ rise in fuel prices (pet coke, diesel and coal) continues to keep operating cost at elevated levels



Urban housing - Government focus on housing for all by 2022 Provisions for additional outlay of ₹ 18,000 Crores for urban housing scheme over and above budget estimates of ₹ 8,000 Crores for 2021 by the Government of India under the Atmanirbhar Bharat package; Houses planned for construction under Pradhan Mantri Awas Yojna



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Promoted by the SABOO Family



40 Years of rich experience in diverse businesses



Established as a Textile Manufacturing Business



Now, diversified in Block manufacturing as well



Second Generation of the SABOO family is Qualified CA and MBA, bringing further efficiency in business



Second largest blocks manufacturing operational capacity in India and largest in Western Region

## Textile Business

- 40 years of rich experience in Textile business
- Esteemed clientele including Samsung, Fenatex (SICO Group Thailand)
- Over 50% of quality product exports to clients in South Korea
- Manufacturing facility located at Kim, Gujarat
- A listed entity with \$20Mn topline
- More than 50 members strong professional team (excluding workers)



## Block Business

- First factory is operational since 2013 when blocks market was at a nascent stage
- Two factories in operation at present
- Combined capacity of 5,50,000 M3 per annum
- Largest capacity in Western India and second largest capacity in India
- A listed entity with \$ 15Mn topline
- 54 member strong professional team (excluding workers)



# COMPANY OVERVIEW, MISSION, VISION AND CORE VALUES

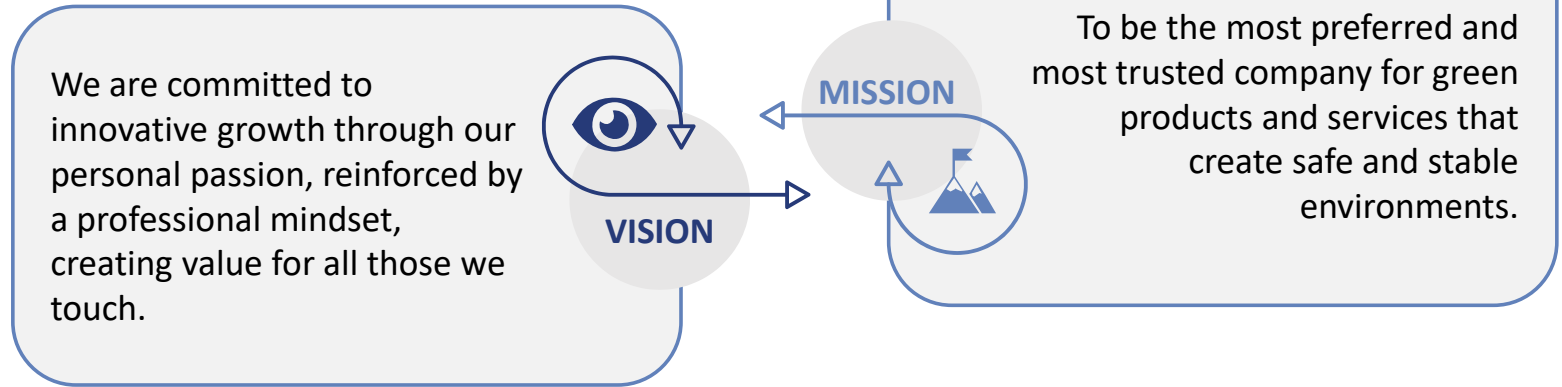
On 17<sup>th</sup> June, 2015, Bigbloc Construction Limited was incorporated under the Companies Act, 2013 in Gujarat. The Company is engaged in the manufacturing business of building AAC (Aerated Autoclave Concrete) Blocks and other products. AAC blocks are a superior quality building material which 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 is eco-friendly.

AAC Blocks manufactured by the company are marketed with the Brand name of NXTBLOC, which is a green Product for Construction Industry.

The Company is committed for providing eco-friendly building products & solutions to the consumers with a clear and undeterred goal of serving the Construction & Infrastructure Industry to build eco-friendly habitats to substantiate the sustainability of the Industry.



“Our value-centric approach is key to our success.”



## CORE VALUES

We stick by the pillars of our organization:



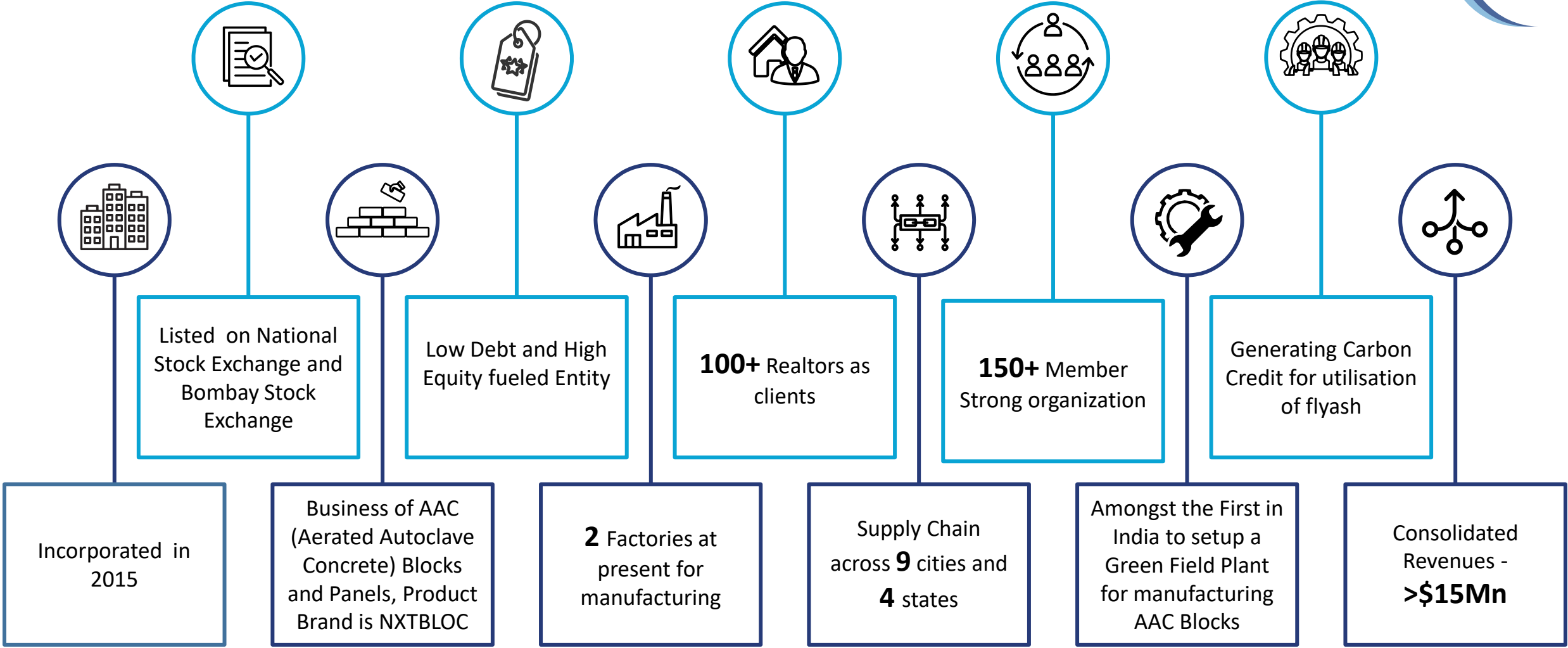
**INTEGRITY**



**COMMITMENT**



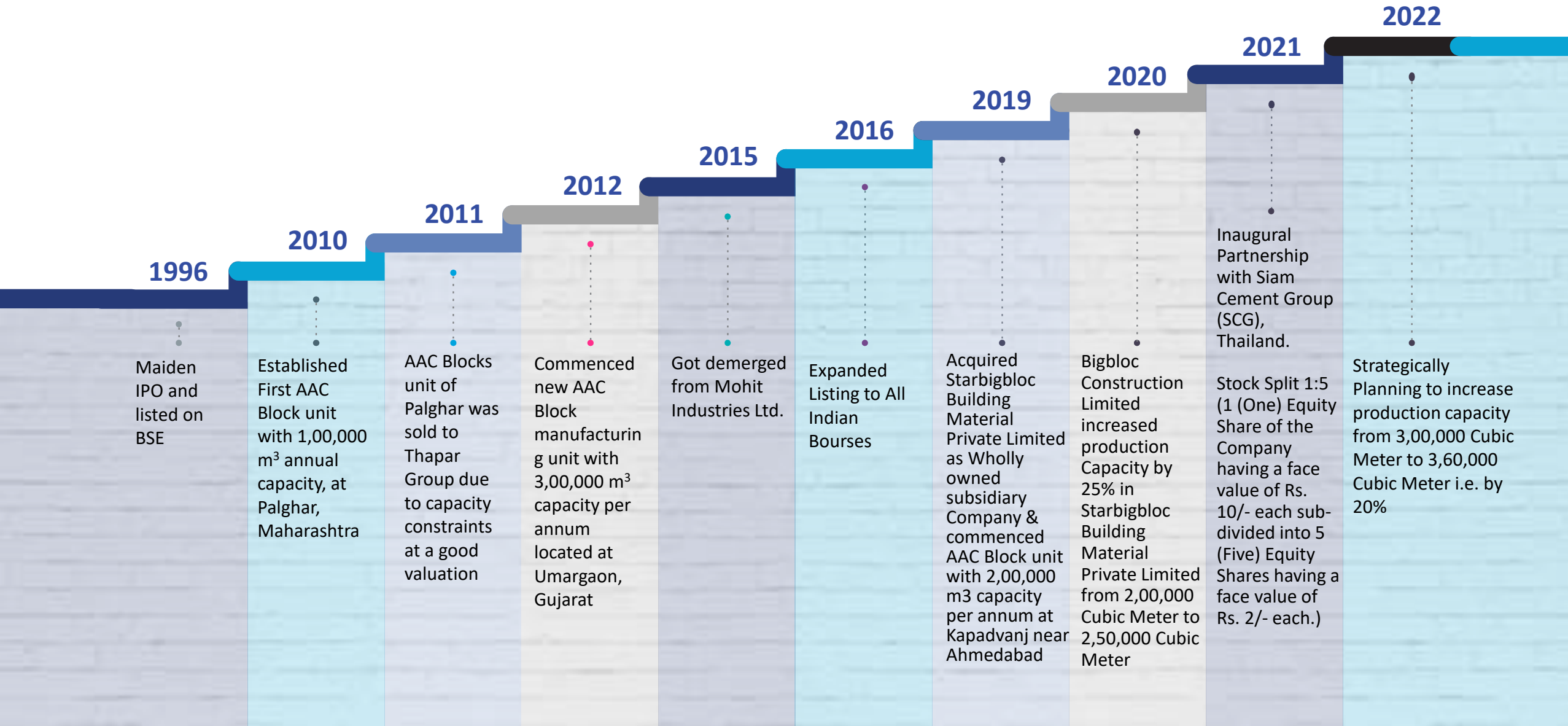
**QUALITY**



We are dedicated towards our vision of producing green building products and solutions with a purpose of helping the Construction and Infrastructure Industry to build green and sustainable habitats



# OUR JOURNEY OVER THE YEARS





## Building strength to strength by collaborating with Siam Group (SCG)

- Pioneer of Cement industry in Thailand & South-east Asia
- Largest producer of Construction material in Thailand
- Robust R&D & Innovation
- 100+ years rich experience in diverse businesses
- Globally Recognized
- Operates Business under Corporate Governance



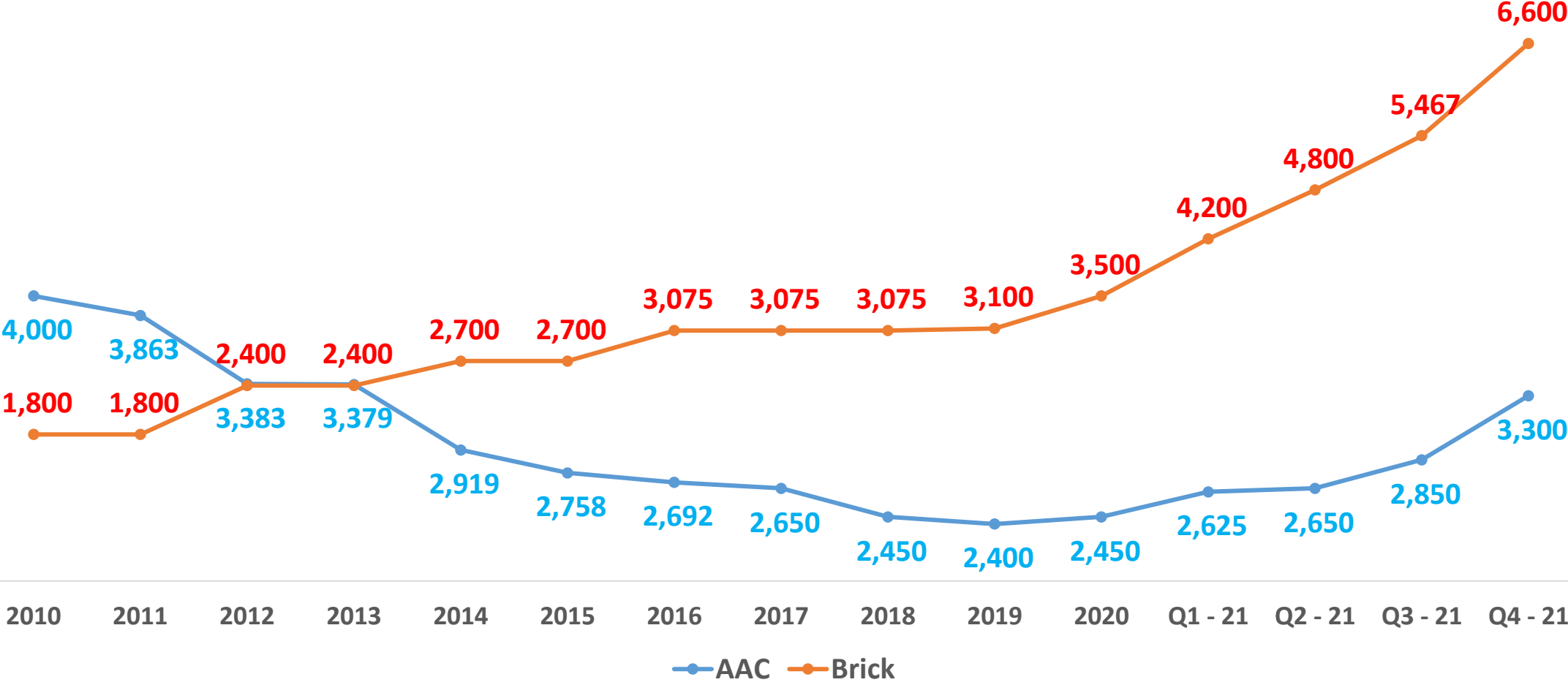
## About the partnership

- Significant impetus to BIGBLOC's growth
- Perform marketing activities in newer markets
- Offering AAC panel & other products on a global platform
- Providing access of its business network to SCG
- Perform Joint market survey in India
- Share techno-commercial knowledge & resources





AAC Vs Brick : Vadodara



AAC block is a green building material which is a replacement for conventional red bricks

Weight of these AAC blocks is 30% lighter than that of red bricks hence dead load of the building becomes very light

There is considerable saving in the structure cost

Sound proof & Fire resistant

We are the only company in this market which generates carbon credit

We are the largest manufacturer of AAC blocks in western India and second largest in India

Strategic partnership with SIAM Group to explore newer markets

We have esteemed and robust clientele such as ACC and Ambuja

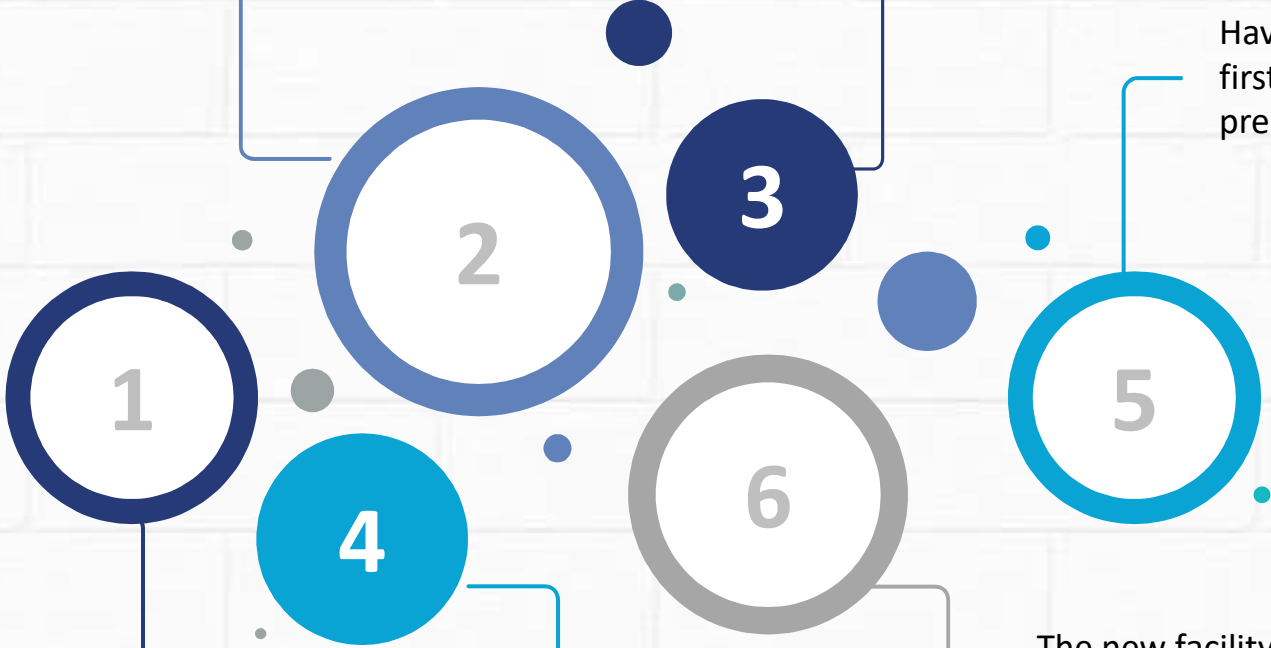
We are focusing on exploring opportunities to export panels to Sri-Lanka, UAE and other nearby countries

# WHAT MAKES US UNIQUE

Strong Network of Contractors for quick and fast installation of Factories

Strong Team at AAC plant to undertake Production, Maintenance

Have Constructed and erected the first plant and have sold it at premium to BILT in the year 2011

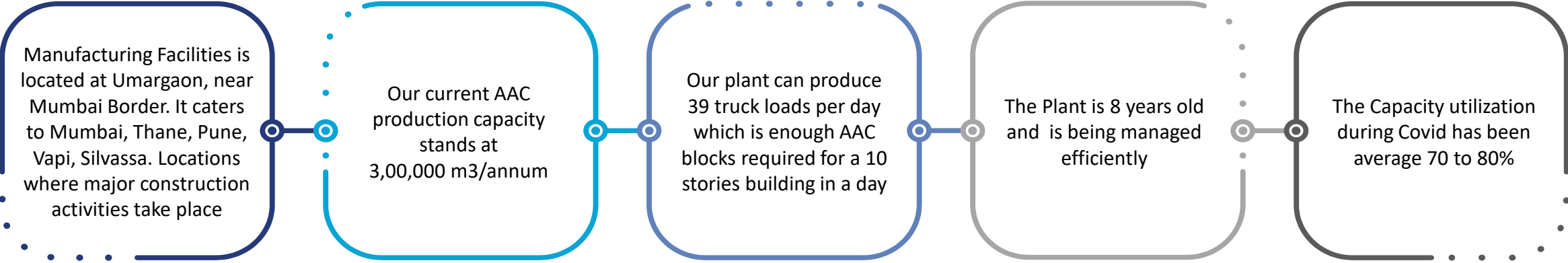


The A Team to setup and operate the Plants

Expertise in acquiring land, obtaining approvals and setting up the plants During last one decade, group has setup 3 plants (one got sold)

The new facility at Ahmedabad was a distressed plant and turnaround done to make profitable in 6 months and expanded in Covid period

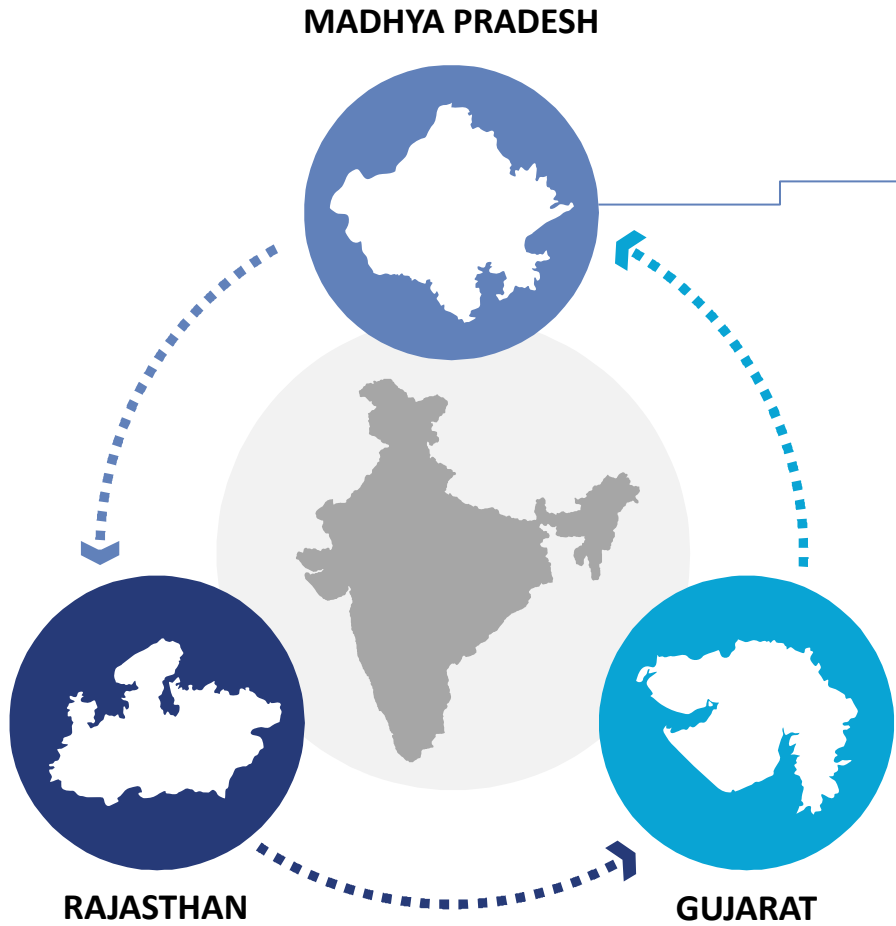
# ENHANCING MANUFACTURING CAPABILITIES THROUGH...STRATEGICALLY LOCATED PLANT AT VAPI



<b>2<sup>nd</sup> Half of FY21</b> 	Capacity Utilization <b>75-80%</b>	Installed Capacity <b>3,00,000</b> Cubic meters		Installed Capacity <b>3,00,000</b> Cubic meters	Capacity Utilization <b>90-95%</b>	<b>1<sup>st</sup> Half of FY22</b> 



# STRATEGICALLY LOCATED PLANT AT AHMEDABAD



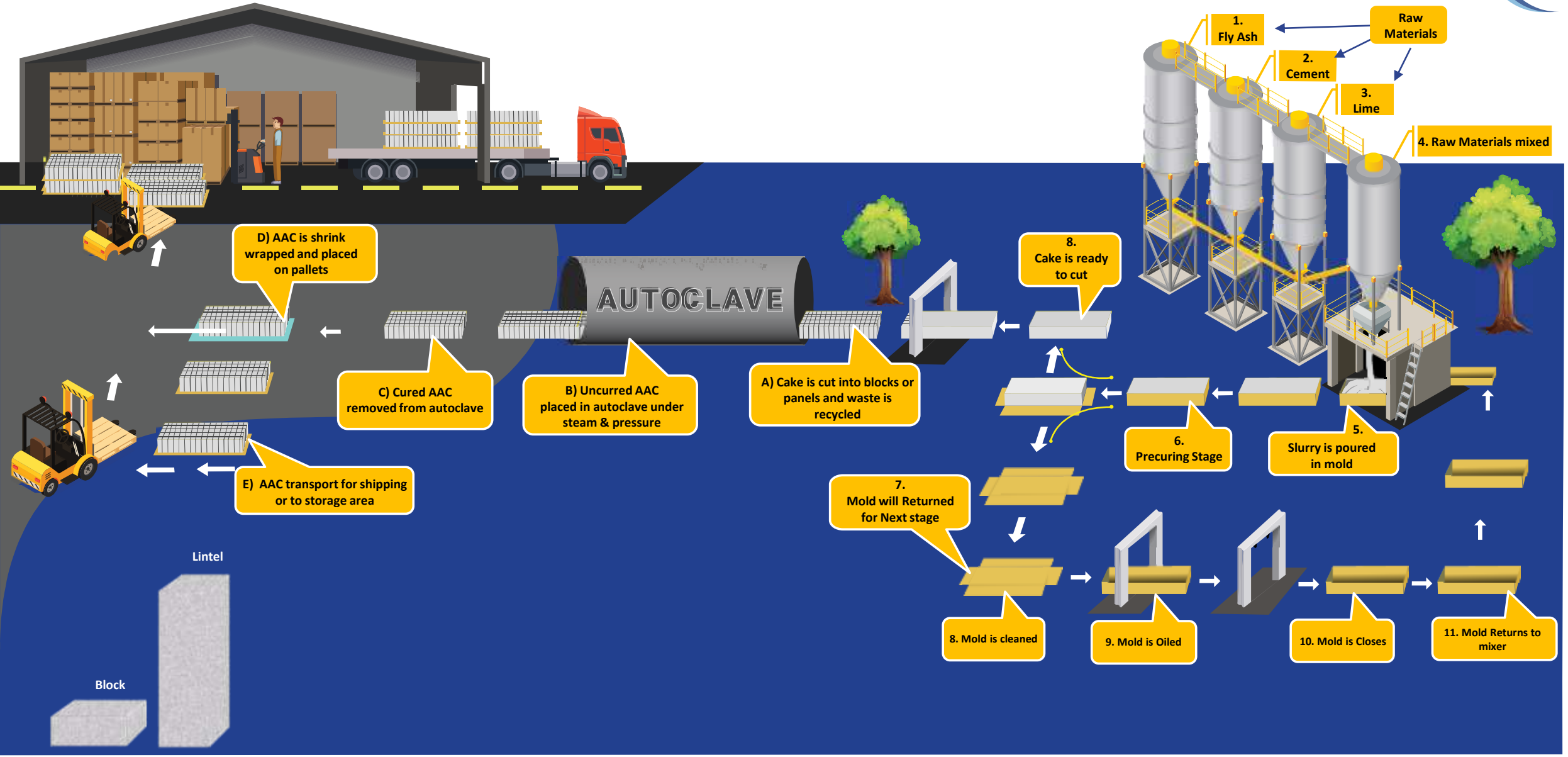
## KAPADVANJI

Starbigbloc Building Material Private Limited (Formerly known as "Hilltop Concrete Private Limited") was taken over by Bigbloc Construction Limited as a Wholly owned Subsidiary in FY19 is engaged in the business of manufacturing AAC Bricks and Sand based bricks with an annual capacity of **2,00,000 m<sup>3</sup>**.

Recently we have increased our capacity by 25% and Currently we produce AAC at **2,50,000 m<sup>3</sup>/annum**

Our Manufacturing Facilities are strategically located at Kapadvanj which caters to Ahmedabad, Vadodara, Rajkot, Bhavnagar, Indore & Udaipur. Locations where major construction activities take place

<b>2<sup>nd</sup> Half of FY21</b>	Capacity Utilization <b>75-80%</b>	Installed Capacity <b>2,00,000</b> Cubic meters		Installed Capacity <b>2,50,000</b> Cubic meters	Capacity Utilization <b>100%</b>	<b>1<sup>st</sup> Half of FY22</b>



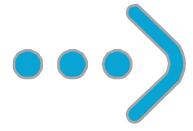
# OUR EXECUTION CAPABILITIES

**Green Field Projects**



Bigbloc entered the AAC business in 2009 when its market was budding. There was 3rd AAC Block Plant in India. Bigbloc has setup Green Field Plant of 3,00,000 M3 at Vapi in just 13 months in 2012, Presently operating at 100% capacity

**Turnaround**



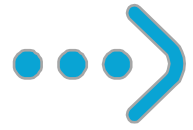
Acquired a non-performing plant at Ahmedabad in 2018 and turned it around into a profit making plant. We did expansion at Ahmedabad plant in Covid period to expand installation capacity by 25%

**Strong Business**



Without significant brand building expenses, the Company works with more than 100 developers with consistent supply

**Strong Management Team**



Qualified Members from the Family with Professionals make a very good blend

**Province of Gujarat is Home Ground**



Ability to setup any factory in the shortest time span. Strong Textile Business with factories and clients like Samsung, FICO Group, CS Fibertech. Strong Block Business



## Environment



### Generating Carbon Credits

Bigbloc Construction Ltd generates maximum Carbon credits due to thoroughly planned utilization of Fly ash in manufacturing Blocks

It is one of the few Companies who consistently generate more than 50,000 units of Carbon Credits per annum

The manufacturing units are designed in a way that there is no discharge of hazardous materials to the ground

### Use of FlyAsh

The unused debris is collected and effectively recycled

Adequate facilities and safety gears are provided to the employees for their safety and health

### Zero Waste discharge at the Plants

Emergency Medical assistance and evacuation policies are effectively practiced through appropriate live drills

There is not a single incidence reported at the plant over last 8 years due to proper training and procedures undertaken





- B2B Marketing
- Less dependence on Intermediate Channels
- Direct Marketing to Projects
- Project Supplies
- Credit Profiling of Customers prior to supplies
- Marquee and reliable clients
- Direct Developer Relationship Team
- More than 50% of the top 7 developers of Mumbai are our Clients.
- 100+ developers portfolio across western region

## Key Marquee clients

Sr.	Name	Description
1	<b>Lodha Developers</b>	India's Biggest Realtor who did a \$500Mn IPO on the exchanges, Constructed one of the marquee and tallest tower of South Mumbai, Current Portfolio of 5 Mn Sq Ft
2	<b>Regency</b>	Develops large MIG Colonies in North Mumbai, Current Portfolio of 2 Mn Sq Ft
3	<b>L&amp;T</b>	The Largest Construction Company in India, we supply to their Real Estate Arm, Current Portfolio of 3Mn Sq Ft
4	<b>Kanakia Group</b>	The Stylish Mumbai Developer who develops boutique properties in UHNI Areas in Mumbai. The French Football Star is Brand Ambassador. Current Portfolio 1.1 Mn Sq Ft
5	<b>Runwal</b>	It is JV with Warburg Pincus, one of the marquee real estate fund, Current Portfolio of 2Mn Sq Ft Commercial and 1 Mn residential.
6	<b>PSP Projects</b>	Award winning Construction Company doing Projects for Zydus Hospitals, Torrent Pharma as well as World's largest office complex Surat Diamond Bourse ( 66 lakhs Sq. Ft)
7	<b>K Raheja Group</b>	It owns the biggest IT SEZ of Mumbai, the Mindspace and one of the largest malls in Mumbai, the Infinity, We are the suppliers for all of its projects, Current Portfolio of 1.2 Mn Sq Ft
8	<b>CIDCO</b>	CIDCO is the richest government authority of India doing huge infrastructure and real estate projects.

# STRONG CLIENT BASE- 100+ BUILDERS



Agarwal Group



BHAGWATI GROUP  
INNOVATION IN REALTY



BUILDING A BETTER LIFE



PERFECTION ALL THE WAY



THE WORLD TO COME



Linking People, Building Trust



PARADISE GROUP  
Your World. Our Vision.  
ISO - 9001:2008 Certified Organization



TITWALA (E)



WE MAKE CITIES



AN ISO 9001:2008 Certified



Build to Last



## DEVELOPER SUPPLIES

- Supplies to Marquee Developers for Direct Consumption in the Project.
- We do direct sales, not channel sales.
- We have Sales Team at 9 locations in Western Region of India.



## GOVERNMENT

- One of the few Block Supplier approved to Supply to the likes of CIDCO (Govt agency that undertakes housing Projects in Maharashtra).
- We are looking forward to synergize with other government departments.



## CEMENT COMPANIES AS OEM

- In India, cement companies like Ambuja (Owned by Lafarge Holcim, a French Giant) is our regular customer for Blocks.



## PROJECT SALES

- Large Projects like Lodha Palava, Zydus hospitals etc are directly marketed through construction companies for Product Supplies like Blocks.

1

Diversification is undertaken and we Insulate Single Party risk by limiting the Supply side credit by not extending credit beyond 1% of our Topline and focus on Projects that have traction.

2

As a matter of Pride, we are the suppliers to few of the largest Builders and Contractors in India like L&T, Lodha, Indiabulls, Runwal and many others.

3

Credit Profiling of all the customers is done by the credit risk monitoring team before acceptance of orders.



**LODHA PALAVA**  
*Township*



**KANAKIA GROUP**  
*Rainforest*



**L&T**  
*Crescent Bay*



**LODHA GROUP**  
*World One*



**REGENCY GROUP**  
*Regency Sarvam*



- All are amongst top 10 in Mumbai, Lodha World One is the Tallest tower in south Mumbai
- Regency is the biggest MIG township in North Mumbai
- Rainforest is one of the most Marquee Project outside the Central Business District in Mumbai





**Mr. Narayan Sitaram Saboo**  
*Chairman & Executive Director*



34 years of experience in management and operation of Textile Business and 10 years of experience 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 activities. He is also a member of Surat Textile Association and a Visionary.



**Mr. Naresh Sitaram Saboo**  
*Managing Director*



Experience of 25 years in Textile Business and 10 years of experience in AAC Block Business. Vast experience in providing strategic direction for the selection of technology and machineries in setting up new manufacturing facilities, improvement of production processes and new ventures. Wide experience in dealing with agencies.



**Mr. Mohit Narayan Saboo**  
*Director & CFO*



Experience of 7 years in Corporate Taxation, Finance and Accounts. He is a qualified Chartered Accountant. He believes in capability development, ethics and joy at the workplace. His aim is to build Bigbloc Construction Limited into a trusted corporate brand with total excellence.



**Mr. Manish Saboo**  
*Marketing & Strategy*



Experience of 10 years as Commercial Manager and having vast knowledge in coordinating with commercial teams and developing new relationships as well as Marketing. He has done his Masters in finance from Nottingham London. He is responsible for smooth project delivery and coordination. He manages the company's financial and marketing Operation in Textile and AAC Segment. His functions as Executive director include Planning and execution of the company's marketing & Financial Strategy.

**Mr Sachit Gandhi,**  
*Independent Director*

A Qualified Chartered Accountant. He has been in finance sector for 7 years and having required knowledge and skills to enable the Company for taking better decisions & contributing for betterment.

**Mr Suresh Jain,**  
*General Manager (Marketing)*  
*Maharashtra Region*

More than 15 years of Experience in Sales & Marketing in Building Products Industry. In charge of Formulation and implementation of sales plans and strategies for product ranges while ensuring their sales & profitability targets. He is instrumental in new product development and successfully launching new products and building market share for existing products and also keeping the company in pace of the market.

**Ms Samiksha Nandwani,**  
*Independent Director*

She is a Bachelors in Business Administration Specialization in Marketing. She has experience and skills to add value to the Company's business.

**Mr Gautam Maity,**  
*General Manager (Umargaon)*

He has 24 years of experience as Commercial Manager and having vast knowledge in co-ordinating with commercial teams and managing logistics.

**Mr Dishant Jariwala,**  
*Independent Director*

He is a chemical engineer with 5 years of experience in the field of textile and designing of ornaments.

**Mr Pramod Pandey,**  
*General Manager (Starbigbloc Factory) Ahmedabad*

More than 5 years of Experience in AAC Blocks Industry and 14 years experience of Plant Management. Looking after complete operations of Ahmedabad unit including productions, expansion as well as maintenance.

**Mr Tejas Dhoot,**  
*Senior Executive*

He oversees production related tasks including planning, control and trouble shooting. Streamlines efforts for process enhancement & improving operational methods. Coordinates plant activities with the accountability for strategic utilization & deployment of available resources to achieve organizational objectives.

**Mr Shailendra Varatiya,**  
*General Manager (Marketing)*  
*Gujarat Region*

More than 2 decades of experience in marketing and selling of building materials.





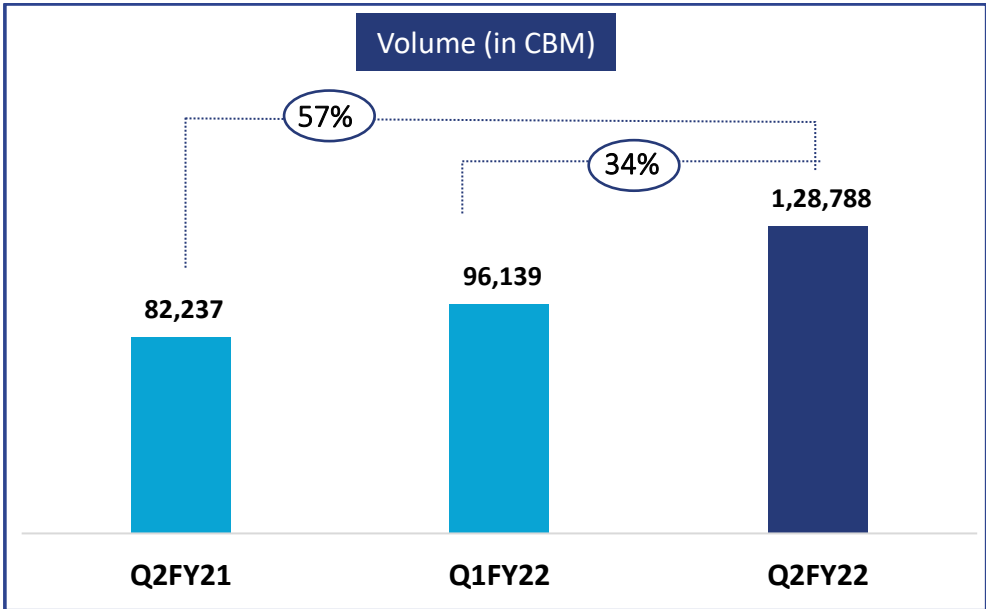
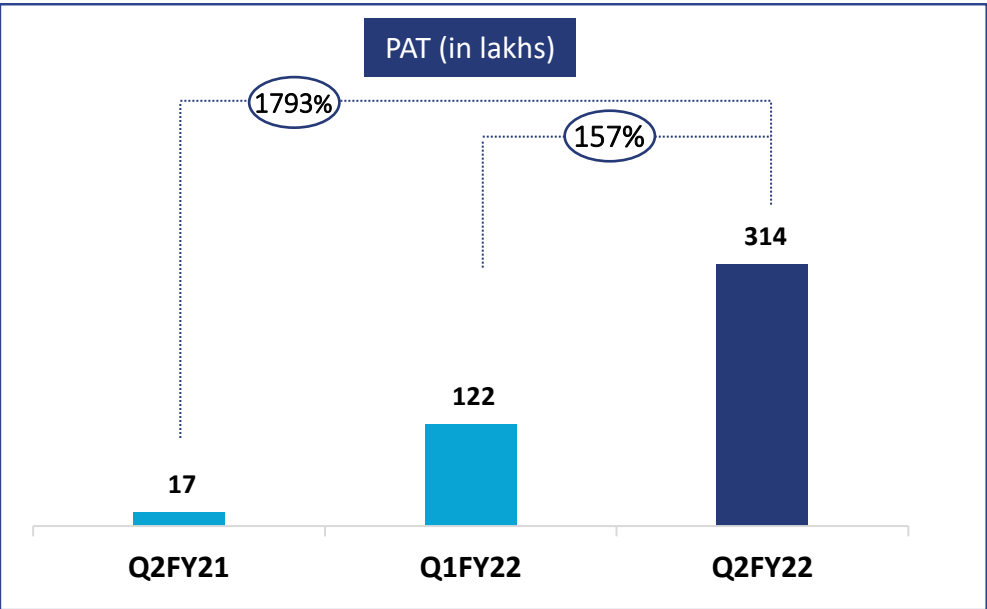
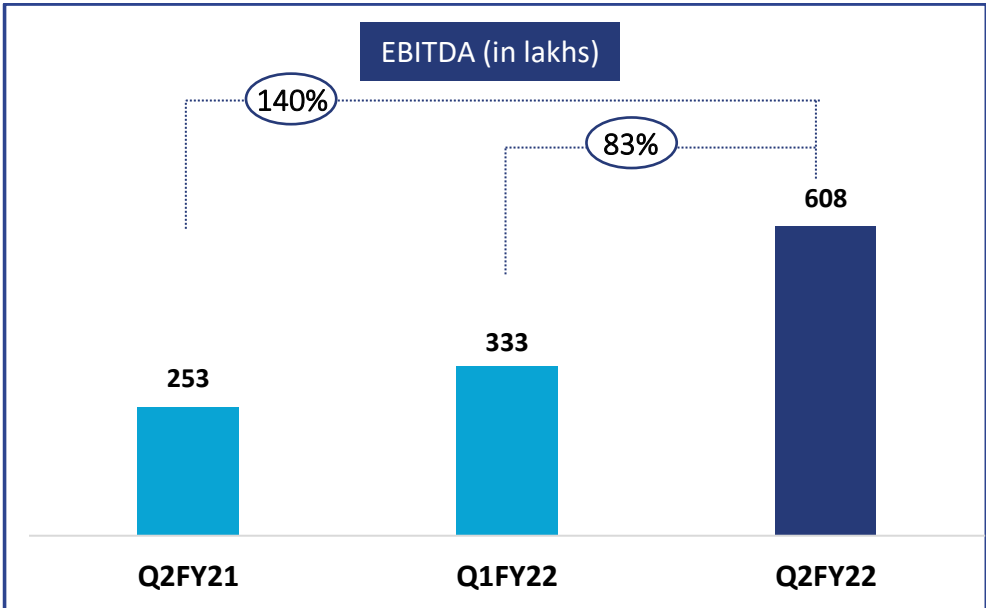
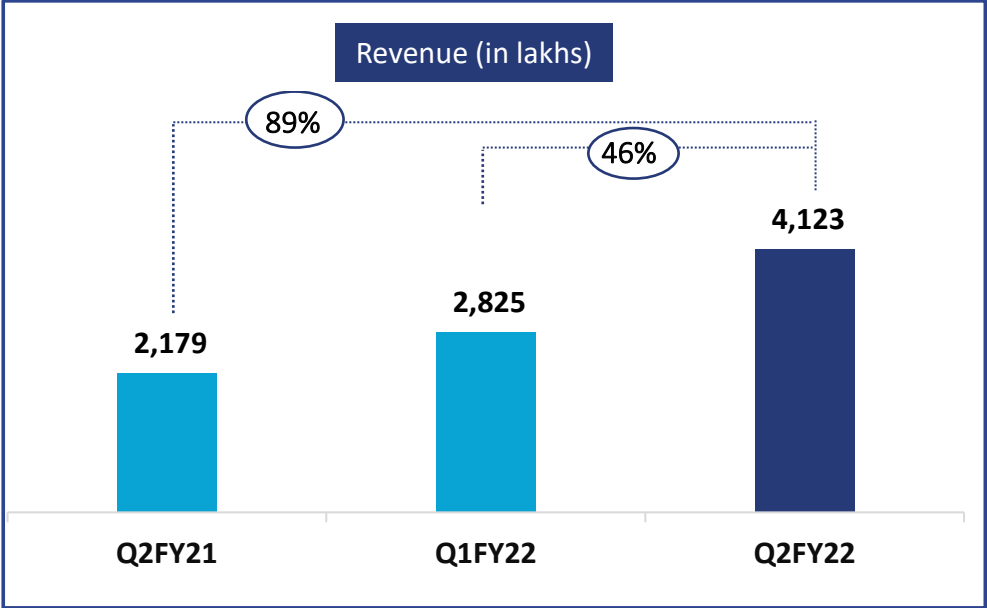
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# CONSOLIDATED BUSINESS PERFORMANCE FOR LAST 3 QUARTERS

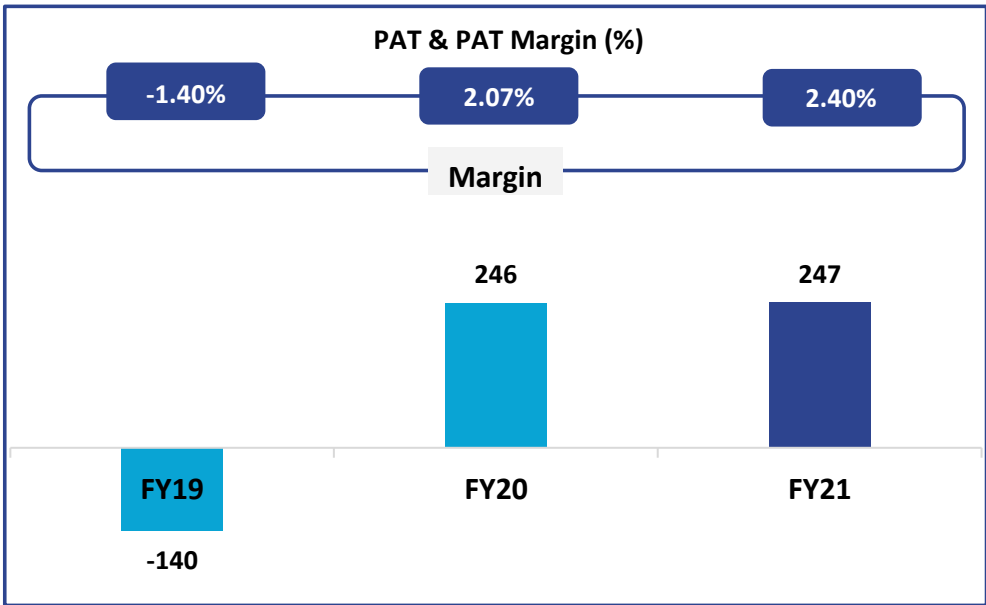
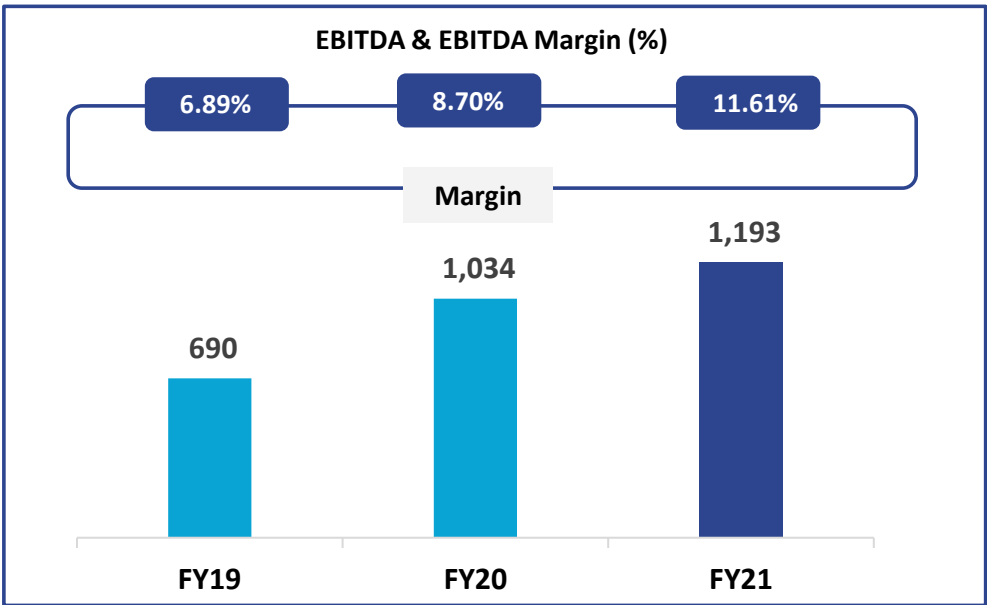
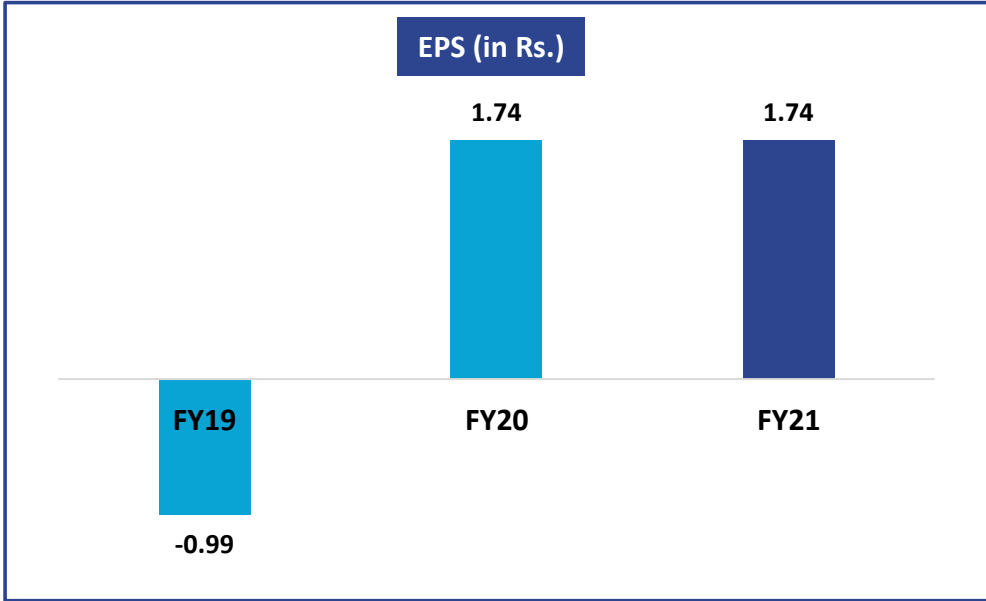
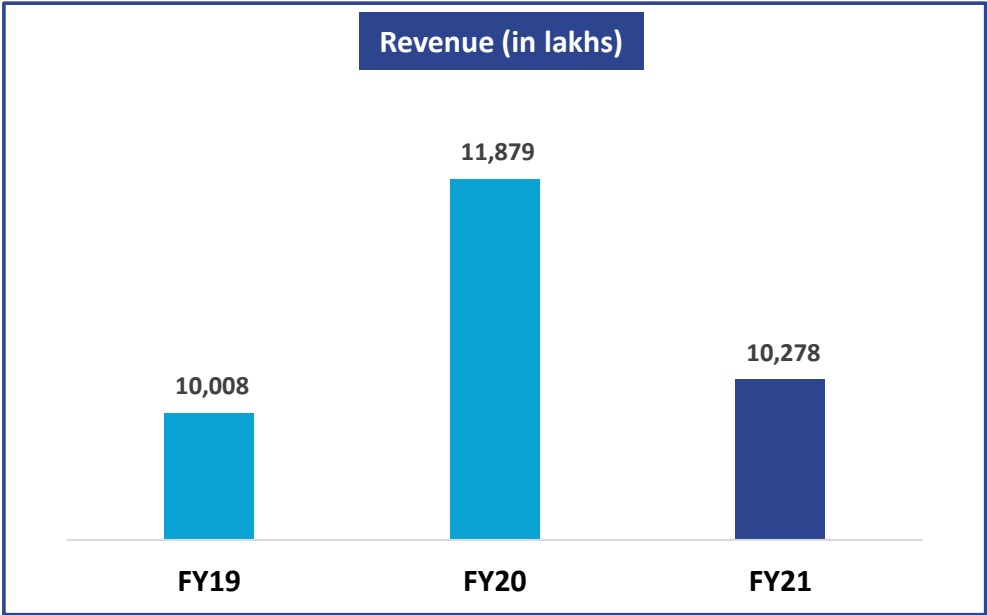




Particulars	Standalone					
	Rs. in Lakhs					
	Q2 FY22	Q2 FY21	YoY	6M FY22	6M FY21	YoY
<b>Revenue from Operations</b>	<b>2,460.47</b>	<b>915.54</b>	<b>169%</b>	<b>4,235.68</b>	<b>1,155.69</b>	<b>267%</b>
Cost of Material Consumed	1,032.86	353.94		1,707.03	446.45	
Purchase of Stock-in-Trade	76.76	104.16		128.5	150.22	
Change in Inventories	-25.54	-14.49		-34.79	4.09	
Total Raw Material	<b>1,084.08</b>	<b>443.61</b>		<b>1,800.74</b>	<b>600.76</b>	
Employee benefit expense	206.28	102.45		376.96	177.98	
Other Expenses	752.96	354.40		1,470.08	470.26	
<b>EBITDA</b>	<b>477.13</b>	<b>55.33</b>	<b>762%</b>	<b>697.09</b>	<b>-33.2</b>	<b>-</b>
<b>EBITDA Margin</b>	<b>19.40%</b>	<b>6.0%</b>		<b>16.46%</b>	<b>-2.87%</b>	
Other Income	59.98	40.25		109.19	60.11	
Depreciation	98.15	90.21		195.92	181.45	
<b>EBIT</b>	<b>378.98</b>	<b>-34.88</b>	<b>-</b>	<b>501.17</b>	<b>-214.65</b>	<b>-</b>
<b>EBIT Margin</b>	<b>15.4%</b>	<b>-3.8%</b>		<b>11.83%</b>	<b>-18.57%</b>	
Finance Cost	64.54	70.45		131.92	139.42	
<b>Profit before Tax</b>	<b>314.44</b>	<b>-105.33</b>		<b>369.25</b>	<b>-354.07</b>	
Tax	35.7	-1.74		49.37	-6.1	
<b>Profit After Tax</b>	<b>278.74</b>	<b>-103.59</b>	<b>-</b>	<b>319.88</b>	<b>-347.97</b>	<b>-</b>
<b>PAT Margin</b>	<b>11.3%</b>	<b>-11.3%</b>		<b>7.55%</b>	<b>-30.11%</b>	
EPS (in Rs.)	1.97	-0.73		2.26	-2.46	

Particulars	Consolidated					
	Rs. in Lakhs					
	Q2 FY22	Q2 FY21	YoY	6M FY22	6M FY21	YoY
<b>Revenue from Operations</b>	<b>4,122.91</b>	<b>2,178.99</b>	<b>89%</b>	<b>6,948.38</b>	<b>2,859.81</b>	<b>143%</b>
Cost of Material Consumed	1,743.39	897.01		2,891.04	1,171.26	
Purchase of Stock-in-Trade	96.41	55.97		166.46	68.07	
Change in Inventories	4.95	-9.50		-5.57	6.11	
Total Raw Material	<b>1,844.76</b>	<b>943.48</b>		<b>3,051.93</b>	<b>1,245.44</b>	
Employee benefit expense	320.72	209.37		589.48	333.58	
Other Expenses	1,350.18	797.25		2,397.99	1,097.10	
<b>EBITDA</b>	<b>607.66</b>	<b>253.24</b>	<b>140%</b>	<b>940.70</b>	<b>210.86</b>	<b>346%</b>
<b>EBITDA Margin</b>	<b>14.74%</b>	<b>11.62%</b>		<b>13.54%</b>	<b>7.37%</b>	
Other Income	0.41	24.35		31.72	27.17	
Depreciation	143.16	125.56		285.11	250.74	
<b>EBIT</b>	<b>464.50</b>	<b>127.68</b>	<b>264%</b>	<b>655.59</b>	<b>-39.88</b>	<b>-</b>
<b>EBIT Margin</b>	<b>11.27%</b>	<b>5.86%</b>		<b>9.44%</b>	<b>-1.39%</b>	
Finance Cost	114.78	112.83		169.82	223.48	
<b>Profit before Tax</b>	<b>349.72</b>	<b>14.85</b>		<b>485.77</b>	<b>-263.36</b>	
Tax	35.70	-1.74		49.37	-6.1	
<b>Profit After Tax</b>	<b>314.02</b>	<b>16.59</b>	<b>1793%</b>	<b>436.40</b>	<b>-257.26</b>	<b>-</b>
<b>PAT Margin</b>	<b>7.62%</b>	<b>0.76%</b>		<b>6.28%</b>	<b>-9.00%</b>	
EPS (In Rs.)	2.22	0.12		3.08	-1.82	

# ANNUAL CONSOLIDATED TREND FOR LAST 3 YEARS



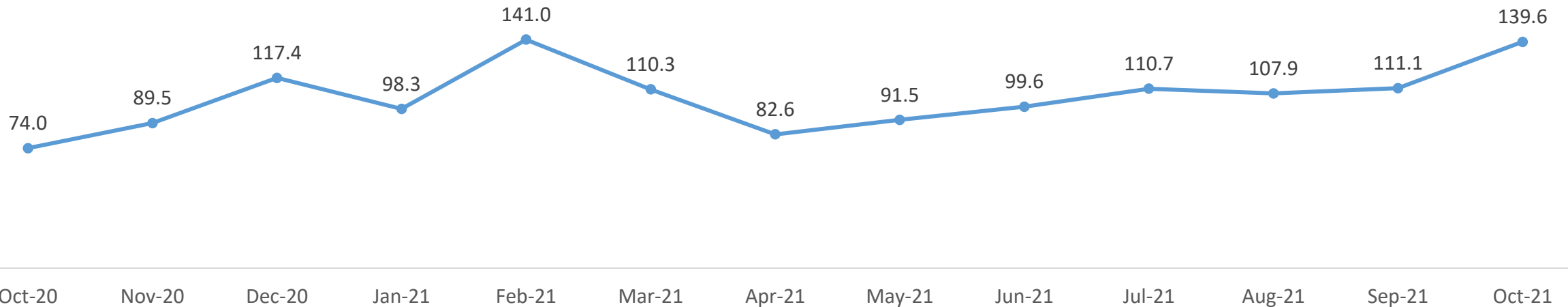
### Shareholding Pattern (as on 30<sup>th</sup> September, 2021)



### Stock Data

	Market Cap as on 22 <sup>nd</sup> Oct, 2021	<b>₹ 197.43 Cr.</b>
	Stock Price as on 22 <sup>nd</sup> Oct, 2021	<b>₹ 139.45</b>
	52 Week (High / Low)	<b>₹ 176.65/68.45</b>
	NSE / BSE – Symbol	<b>BIGBLOC / 540061</b>
	No. of Shares Outstanding	<b>1,41,57,575</b>

### Stock Performance (as on 21<sup>st</sup> Oct, 2021)



# THANK YOU



**S-Ancial Technologies Pvt. Ltd. (Investor Relations)**  
215, Shivshakti Industrial Estate, J. R. Boricha  
Marg, Lower Parel (E), Mumbai 400011

Contact:

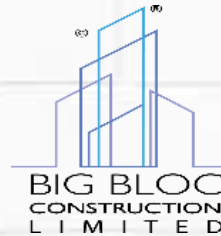
**NIKUNJ SETH \ KARAN THAKKER**



+91 – 9773397958 \ +91 - 8169962562



nikunj@s-ancial.com \ karan@s-ancial.com



**NXTBLOC®**  
AUTOCLAVED AERATED CONCRETE BLOCKS

**BIGBLOC CONSTRUCTION LIMITED**

CIN NO: L45200GJ2015PLC083577

6<sup>th</sup> Floor, A/601-B, International Trade Centre,  
Majura Gate, Ring Road, Surat 395002 (Gujarat)



+91 261 2463261-62-63



contact@nxtbloc.in



www.nxtbloc.in

