# BIGBLOC CONSTRUCTION LIMITED

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## **INDUSTRY OVERVIEW**

## **COMPANY OVERVIEW**

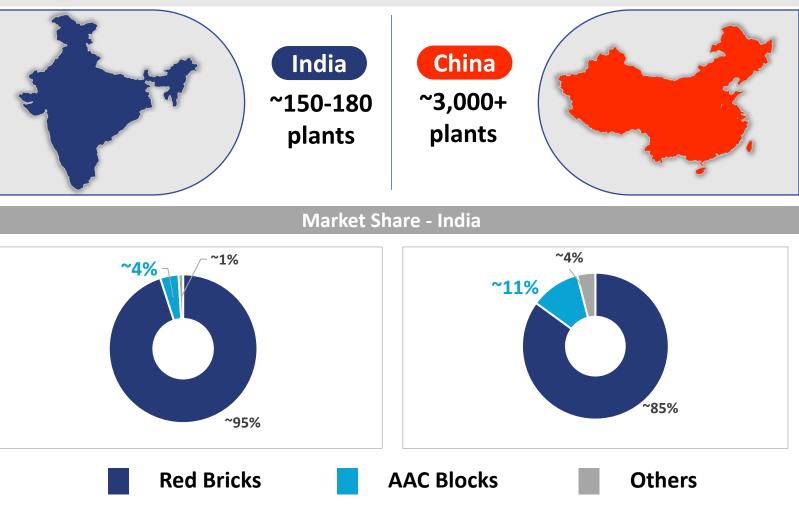
### **MARKET SIZE OPPORTUNITY**

The global autoclaved aerated concrete (AAC) market is expected to witness a CAGR of 5.3% and reach \$28.41 billion by 2027.

In the domestic market, key factors such as pent up demand realisation and Indian government's impetus through numerous infrastructure & housing projects and regulations to use eco-friendly construction material under its net-zero carbon emission mission, are the primary factors to steer the AAC market growth.

In order to spur the economic revival and drive growth, governments across the globe are investing in large-scale infrastructure projects. In addition, rising purchasing power of people, rapid urbanization, growing population, and government's efforts to provide affordable housing are projected to be the growth drivers for AAC across these economies.

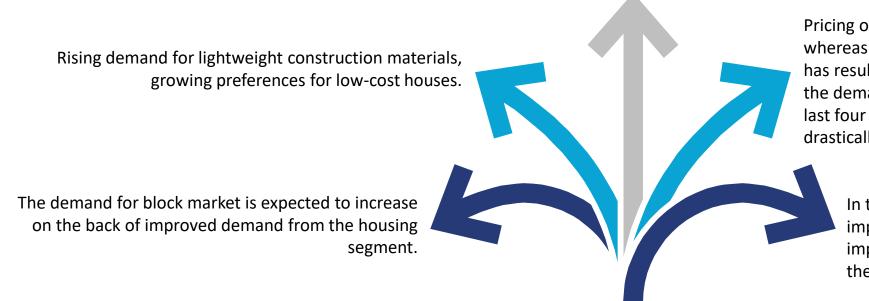
APAC is expected to be the largest and fastest growing market, due to the booming local realestate construction industry. India is the second largest block manufacturer in the world after China. Indian block industry is almost entirely unorganized and characterized by the presence of large number of small scale manufacturers which compete with one another at the regional level.







With increasing regional government projects and expanding real-estate industry, demand for autoclaved aerated concrete 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 of red bricks has been on an increasing spree whereas the blocks prices have been much cheaper which has resulted in conversion from red bricks to fly ash blocks, the demand for the product is gradually going up since the last four to six months and the speed has gone up drastically.

In the Earlier tax regime, the tax rate on Blocks before implementation of GST was ~24-25%. Post implementation of GST, the Government has reduced the tax rate on AAC Blocks to 12%.

We intend to become one of the largest manufacturers of AAC blocks & panels at PAN India level in the next 2-3 years

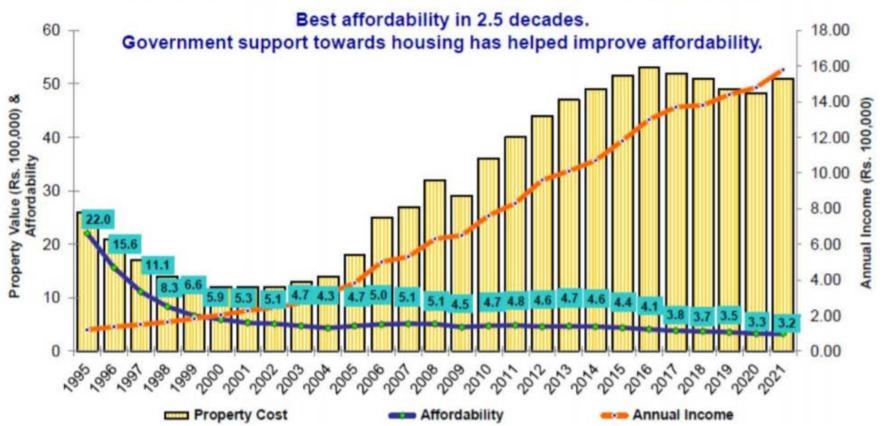






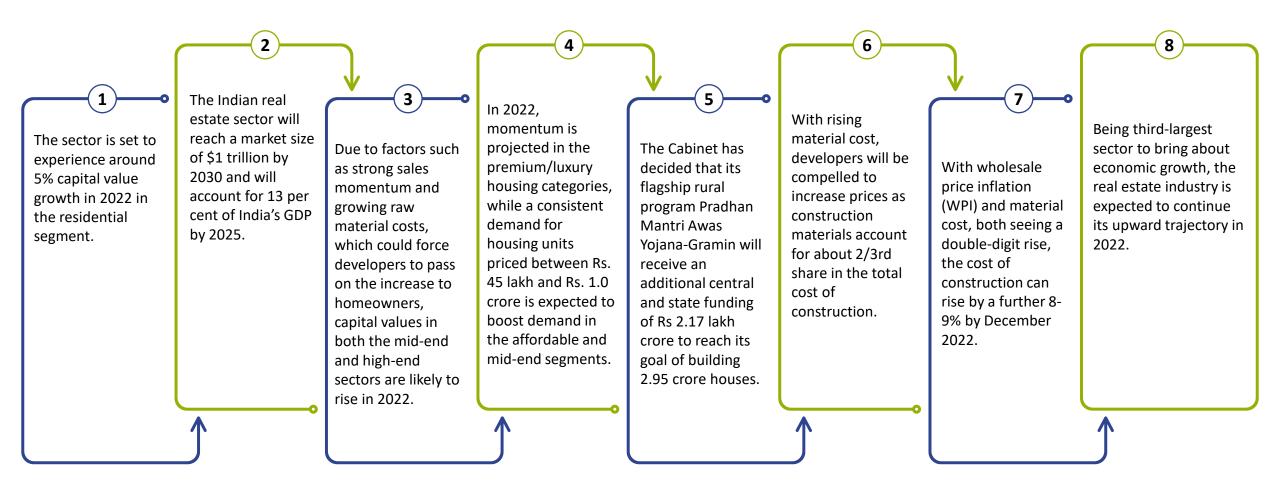
Rise in income – levels and favourable demographics (66% of Indian Population is less than 35 years of age) has led to best Affordability in the last 25 years.

## **IMPROVED AFFORDABILITY**













NXTBLO

## **Textile Business**

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

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## **Block Business**

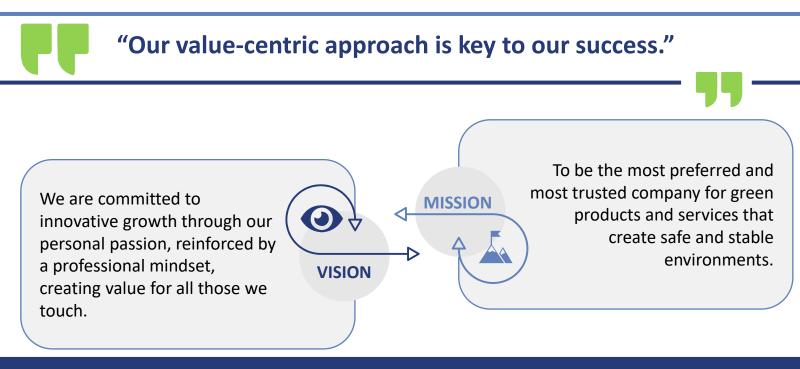
- First factory is operational since 2013 when blocks market was at a nascent stage
- Two factories in operation at present
- Combined capacity of 5,50,000 M3 per annum
- Largest capacity in Western India and second largest capacity in India
- A listed entity with\$ 15Mn topline
- 54 member strong professional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



On 17<sup>th</sup> June, 2015, Bigbloc Construction was incorporated under the Limited 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 of serving the Construction & goal Infrastructure Industry to build eco-friendly habitats to substantiate the sustainability of the Industry.



**CORE VALUES** We stick by the pillars of our organization:





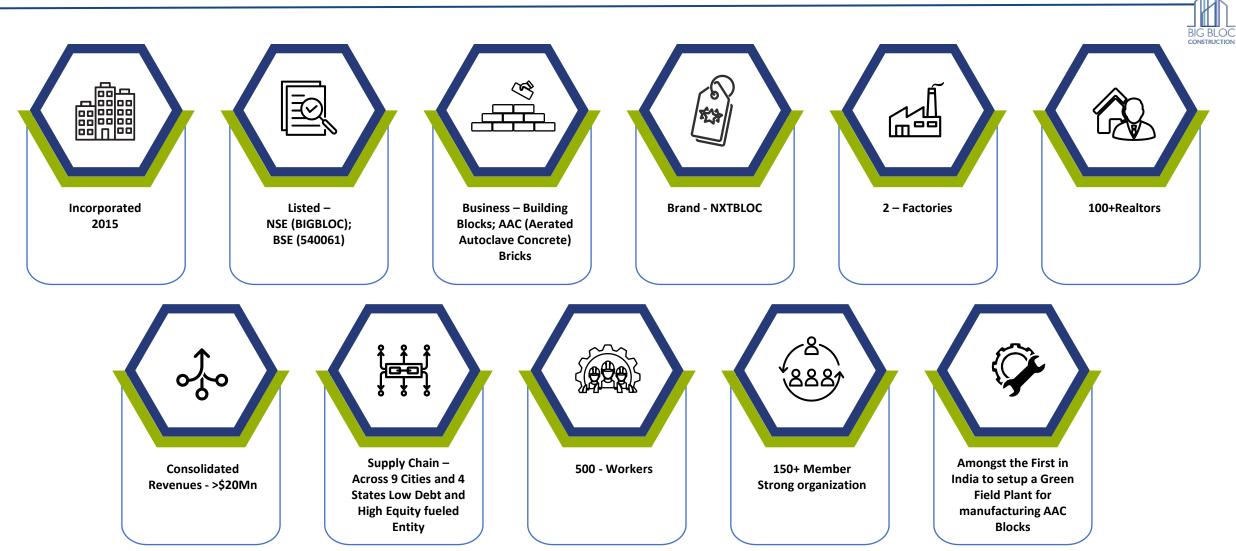


COMMITMENT





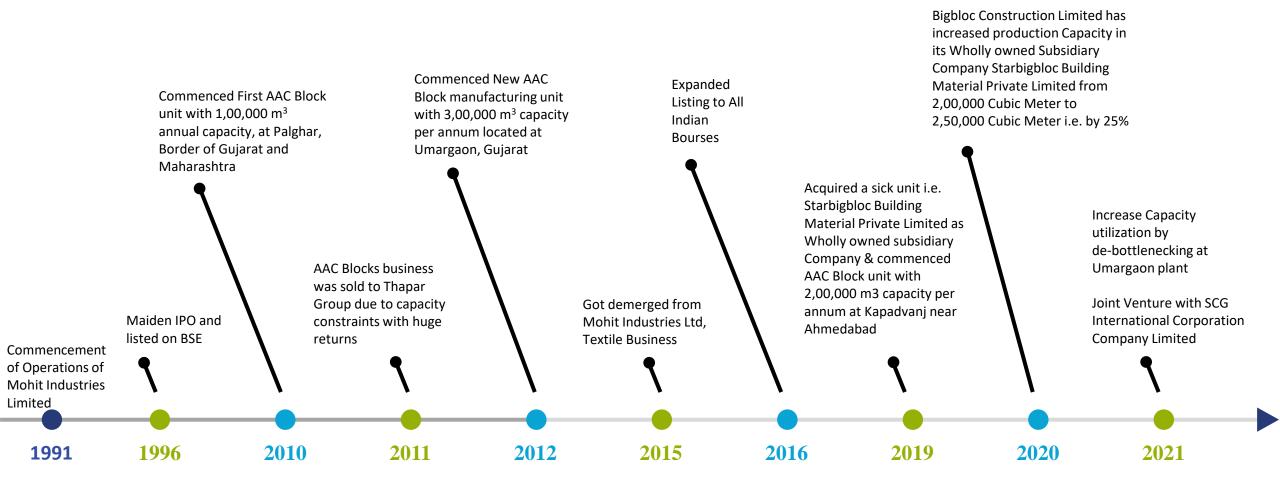
### **BIGBLOC AT A GLANCE**



A commitment towards producing green building products and solutions with an ultimate aim of helping the Construction and Infrastructure Industry to build green and sustainable habitats has been the vision followed by the Company consistently







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## WHAT MAKES US UNIQUE

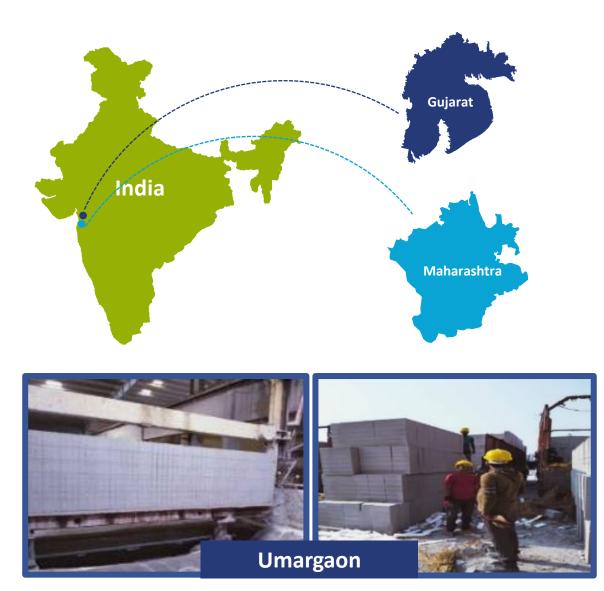


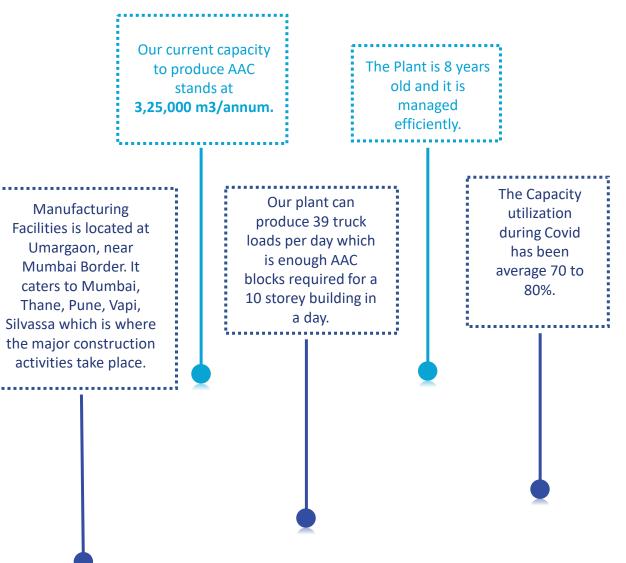
Strong Network of Contractors for The A Team to quick and fast setup and operate installation of the Plants 01 02 Factories Expertise in acquiring land, obtaining approvals Strong Team and setting up the at AAC plant plants. During last to undertake 04 03 one decade, group Production, has setup 3 plants Maintenance (one got sold) Have Constructed Ability to turnaround a and erected the distressed plant within a 05 06 first plant and short span and achieve have sold it at profitability premium to BILT in the year 2011





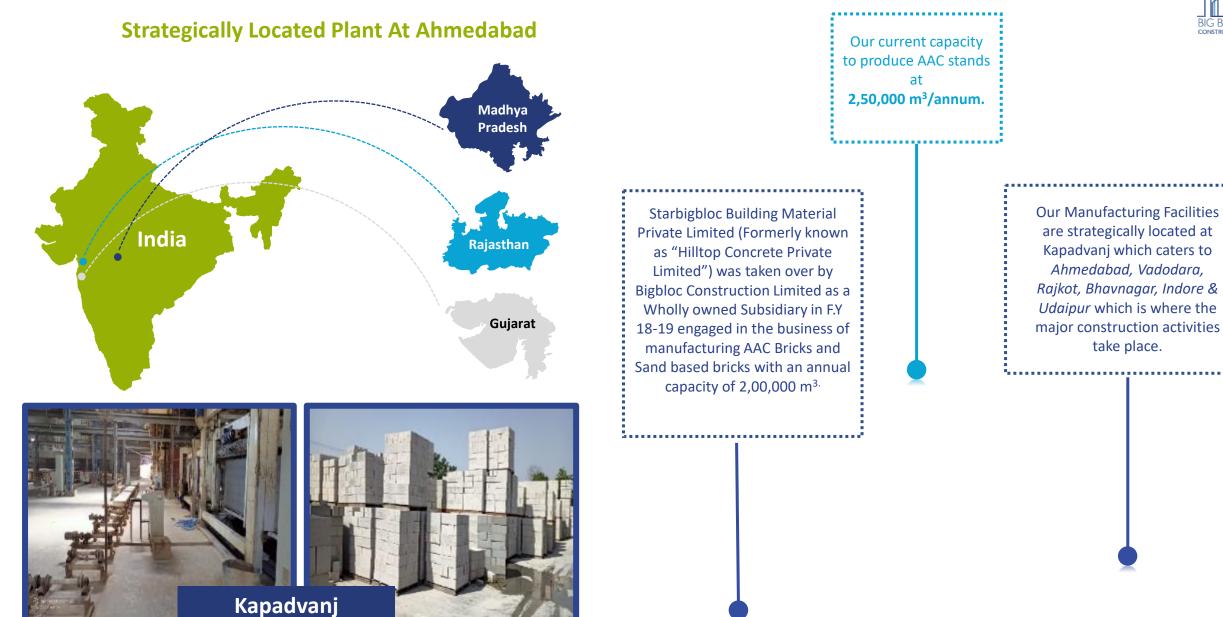














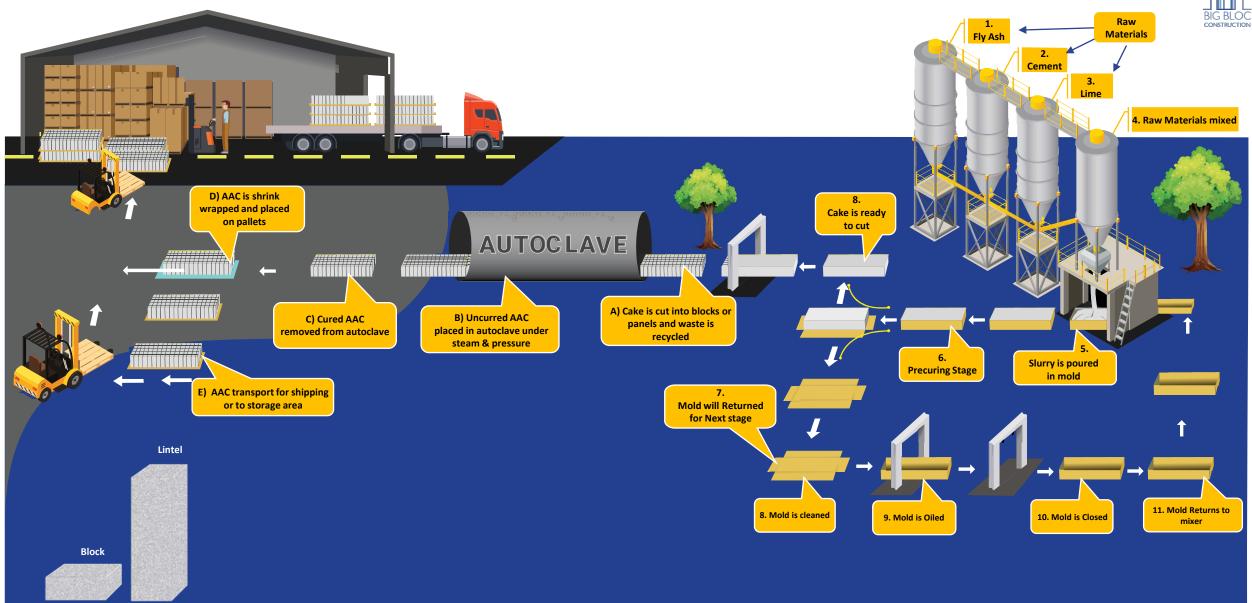




Post expansion, we will be the biggest manufacturer of AAC Blocks in India & shall generate 3 lac tons of carbon credit every year

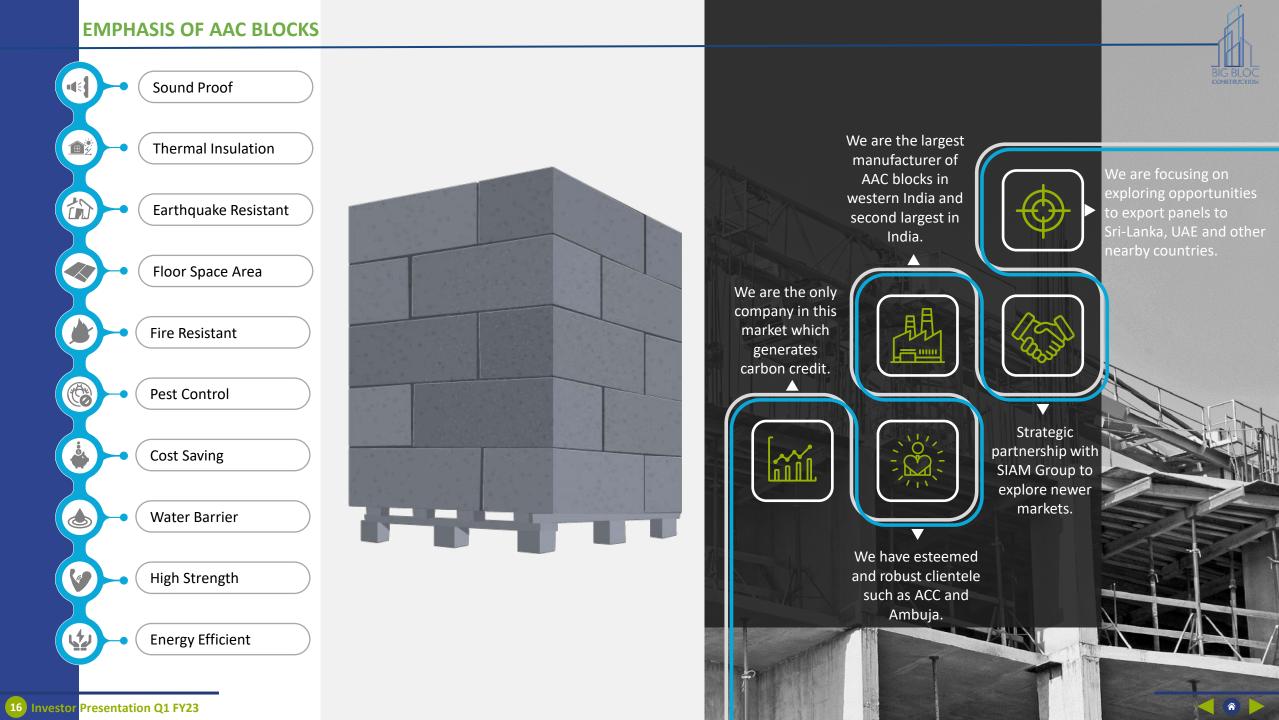




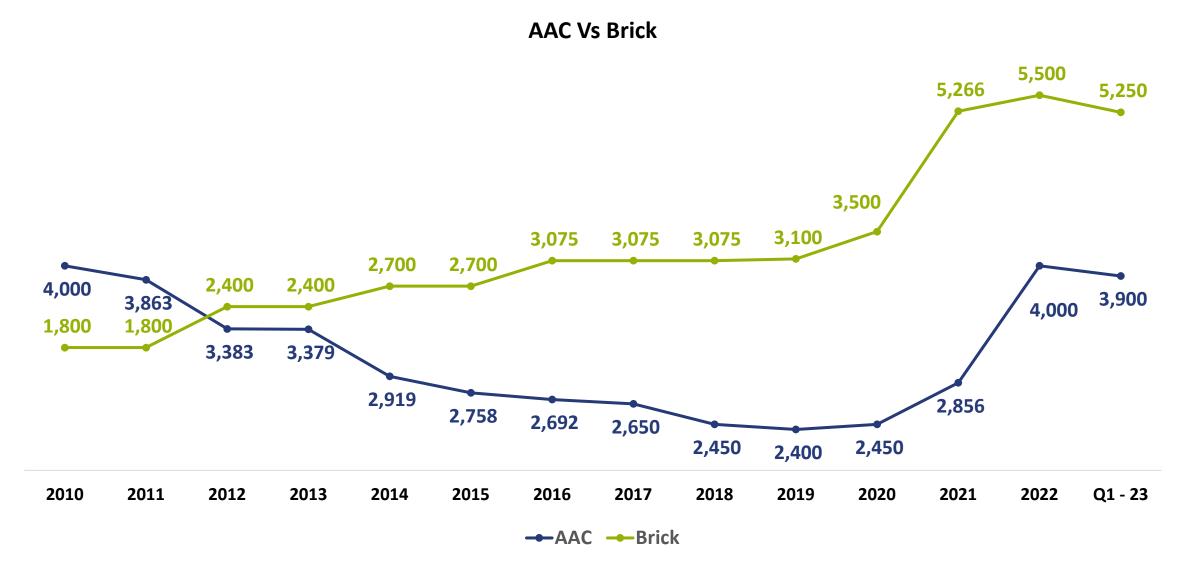














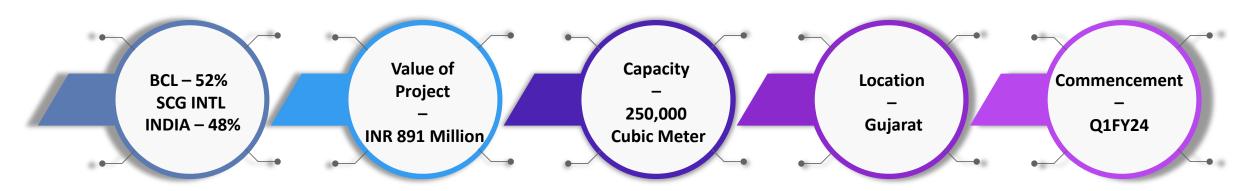






## [[

Mr. Narayan Saboo, Chairman, BigBloc Construction commented on the JV," It is a great honor for us and we are very excited to sign this JV with Siam cement group and welcome them to a country like India for their first capital investment. Moreover, we ourselves have experience of more than four decades in the state of Gujarat which has made us flourish over the years. We are beginning this journey from the state of Gujarat which is known as the biggest industrial state of the country and look forward to slow and steady growth with SCG in the upcoming year."





## SCG



Established in 1913, since then SCG, has gone on to become a leading business conglomerate in the ASEAN region



One of the largest cement and building material companies in Thailand and Southeast Asia and ranks 2<sup>nd</sup> in 2021 Forbes list



Serving 2,000+ Corporate customers in more than 50 Countries



Conducting business in line with good corporate governance and sustainable development principles throughout 100 years



Strong R&D capabilities to offer innovate and diversified solutions to its customers

## Bigbloc



4 Decades of Business Vintage, promoted by Saboo Family



The second generation entrepreneurs currently manage the business operations of the group who are professionally qualified and have a diversified experience

One of the largest blocks manufacturing operational capacity in



Manufactures a green building material product for the construction industry for a better environmental balance

Western Region with a total capacity of 5,75,000 cbm



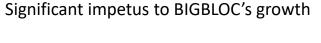
Operates in the states of Gujarat, Mumbai, Madhya Pradesh, Pune and Rajasthan and has a workforce of 500+ members



Clientele includes various developers like L&T, Lodha, PSP, Adani, Mahindra Lifespace, Runwal, etc.



About the Partnership



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







ALC Panel or Autoclaved Lightweight Aerated Concrete panel is composite material consists of cement, lime, and silica sand. These panels use two-way welded steel mesh as reinforcement

Reinforcements are then treated with anti-rust liquid. ALC panels are manufactured at high temperatures and are steam cured

ALC panels are used for external and internal non-load bearing walls, roof, floor etc. for commercial, industrial, and residential buildings

### Features & Advantages



Corrosion Protected Steel Reinforced



Lightweight

No plaster, coping / bond beam required



Cost effective



Thermal control



Fire Resistance



Acoustic Insulation



Easy and Fast

Installation



Durable





Enhance customer base in Western India, where Bigbloc leverages

To look after new opportunities on a Pan India basis to cater the growing demand

To further increase the product basket which includes ALC Panels, Block jointing Mortar, Tile Adhesives and Gypsum Plaster, and other construction

- Overhaul manufacturing facilities at Ahmedabad and **Umargaon Plant**
- Strategic tie-up with SCG International brings in the required technological expertise at our new upcoming plant in Gujarat

**Expanding our networks** 



To organize dealer meets for generating better product awareness and expanding our dealer network







## Key Marquee clients

Sr.	Name	Description
1	Lodha Developers	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	Regency	Develops large MIG Colonies in North Mumbai, Current Portfolio of 2 Mn Sq Ft.
3	L&T	The Largest Construction Company in India, We supply to their Real Estate Arm, Current Portfolio of 3Mn Sq Ft.
4	Kanakia Group	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	Runwal	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	PSP Projects	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	K Raheja Group	It owns the biggest IT Sez of Mumbai, the Mindspace and one of the largest malls in Mumbai, the Infinity, We aer the suppliers for all its projects, Current Portfolio of 1.2 Mn Sq Ft.
8	CIDCO	CIDCO is the richest government authority of India doing huge infrastructure and real estate projects.

B2B Marketing

Less dependent on Intermediate Channels

Direct Marketing to Projects

**Project Supplies** 



02

03

04

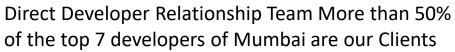
Credit Profiling of Customers is done before supplies

Marquee and reliable clients



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100+ developers portfolio across western region





























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## DEVELOPER SUPPLIES

- Supplies to Marquee Developers for Direct Consumption in the Project.
- It is direct Sales and not Channel Sales.
- We have Sales Team at 9 locations in Western Region.



## CEMENT COMPANIES AS OEM

 In India, Cement Companies like ACC & Ambuja (Owned by Adani Group) are our regular customers for Blocks.



## **GOVERNMENT**

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



## **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.









- All are amongst top 10 at 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



### **BOARD OF DIRECTORS**





**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

Mr. Mohit Narayan Saboo Director & CFO



Mr. Manish Saboo Marketing & Strategy

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. 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. 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 & Finanical Strategy.







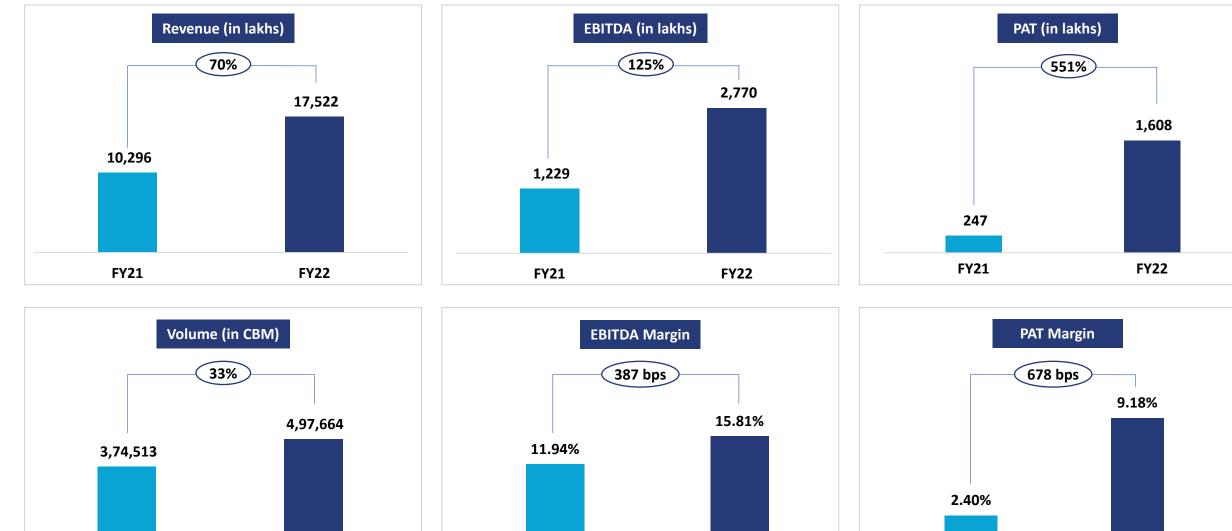
Mr Sachit Gandhi, Independent Director	Ms Samiksha Nandwani, Independent Director	Mr Dishant Jariwala, Independent Director	Mr Tejas Dhoot, Senior Executive	
A Qualified Chartered Accountant. He has been in finance sector for 7 years and having required knowledge and skills to enable the Company for taking better decisions & contributing for betterment.	She is a Bachelors in Business Administration Specialization in Marketing. She has experience and skills to add value to the Company's business.	He is a chemical engineer with 5 years of experience in the field of textile and designing of ornaments.	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.	
<b>Mr Suresh Jain,</b> General Manager (Marketing) Maharashtra Region	<b>Mr Gautam Maity,</b> General Manager (Umargaon)	<b>Mr Pramod Pandey,</b> General Manager (Starbigbloc Factory) Ahmedabad	<b>Mr Shailendra Varatiya,</b> General Manager (Marketing) Gujarat 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.	He has 24 years of experience as Commercial Manager and having vast knowledge in co-ordinating with commercial teams and managing logistics.	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.	More than 2 decades of experience in marketing and selling of building materials.	











FY21

FY22

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FY21

FY22



FY22

FY21



		Standalone Rs. in Lakhs						
Particulars								
	Q1 FY23	Q1 FY22	ΥοΥ	FY22	FY21	ΥοΥ		
Revenue from Operations	3,143.23	1,775.21	77%	10,351.16	5,548.15	87%		
Other Income	0.81	49.21		110.69	217.46			
Total Income	3,144.04	1,824.42	72%	10,461.85	5,765.61	81%		
Expenses								
Cost of Material Consumed	1,130.57	674.18		3,894.05	2,085.21			
Purchase of Stock-in-Trade	97.14	51.73		287.83	414.21			
Change in Inventories	(23.40)	(9.25)		211.19	(115.43)			
Total Raw Material	1,204.31	716.66		4,393.07	2,383.99			
Employee benefit expense	222.65	170.68		865.96	599.93			
Other Expenses	1,100.15	717.12		3,576.80	2,063.76			
EBITDA	616.93	219.96	180%	1,626.02	717.94	126%		
EBITDA Margin	19.6%	12.4%		15.7%	12.9%			
Depreciation	92.35	97.77		395.94	368.94			
EBIT	524.58	122.19	329%	1,230.08	349.00	252%		
EBIT Margin	16.7%	6.9%		11.9%	6.3%			
Finance Cost	43.92	67.38		259.02	290.26			
Profit before Tax	480.66	54.81		971.05	58.74			
Тах	129.02	13.67		200.51	20.79			
Profit After Tax	351.64	41.14	755%	770.54	37.94	1931%		
PAT Margin	11.2%	2.3%		7.4%	0.7%			
EPS (in Rs.)	0.50	0.06	733%	1.09	0.05	2080%		

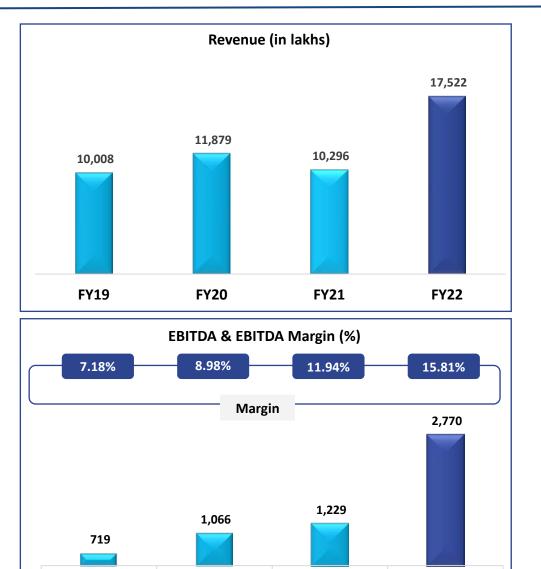


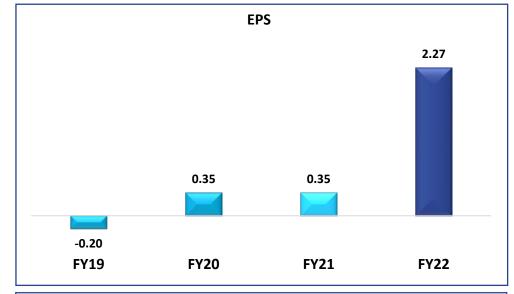


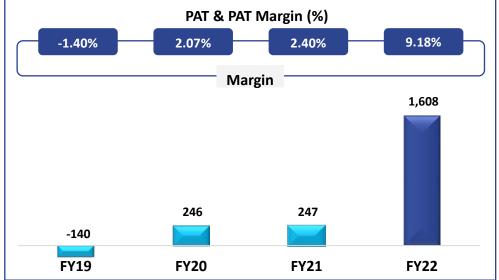
		Consolidated						
Particulars		Rs. in Lakhs						
	Q1 FY23	Q1 FY22	YoY	FY22	FY21	YoY		
Revenue from Operations	5,554.33	2,825.47	97%	17,522.34	10,296.36	70%		
Other Income	5.69	31.32		55.90	17.87			
Total Income	5,560.02	2,856.79		17,578.24	10,314.23			
Expenses								
Cost of Material Consumed	2,041.11	1,147.65		6,747.20	4,141.33			
Purchase of Stock-in-Trade	80.73	70.05		412.92	260.76			
Change in Inventories	7.53	(10.51)		206.52	(155.68)			
Total Raw Material	2,129.37	1,207.18		7,366.64	4,246.42			
Employee benefit expense	346.03	268.76		1,370.37	1,024.43			
Other Expenses	1,857.45	1,047.82		6,071.39	3,814.13			
EBITDA	1,227.17	333.03	268%	2,769.84	1,229.25	125%		
EBITDA Margin	22.1%	11.8%		15.8%	11.9%			
Depreciation	147.99	141.95		587.50	518.82			
EBIT	1,079.18	191.08	465%	2,182.34	710.43	207%		
EBIT Margin	19.4%	6.8%		12.5%	6.9%			
Finance Cost	71.19	55.03		373.40	442.72			
Profit before Tax	1,007.99	136.04		1,808.94	267.72			
Тах	165.31	13.67		200.51	20.79			
Profit After Tax	842.67	122.37	589%	1,608.43	246.92	551%		
PAT Margin	15.2%	4.3%		9.2%	2.4%			
EPS (in Rs.)	1.19	0.17	600%	2.27	0.35	549%		



### ANNUAL CONSOLIDATED TREND FOR LAST 4 YEARS







EPS has been calculated considering the revised no. of shares for all previous periods.

FY21

FY22

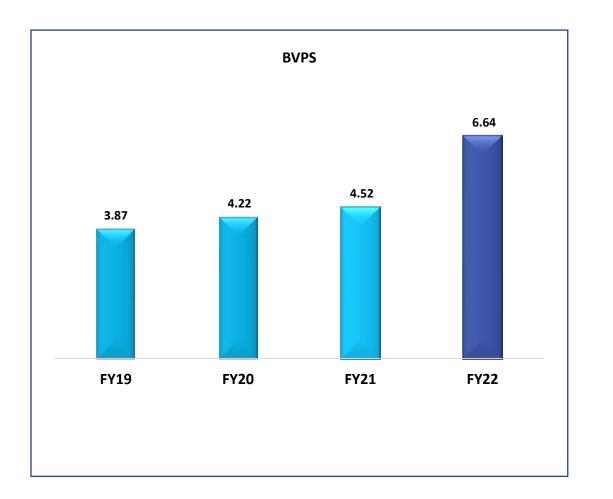
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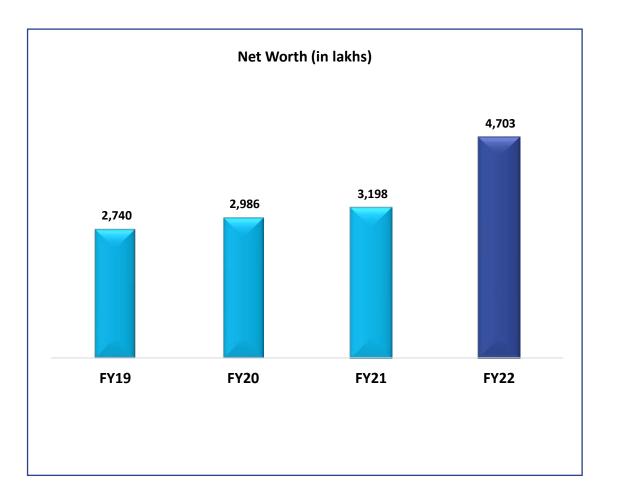
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BIG BLOC

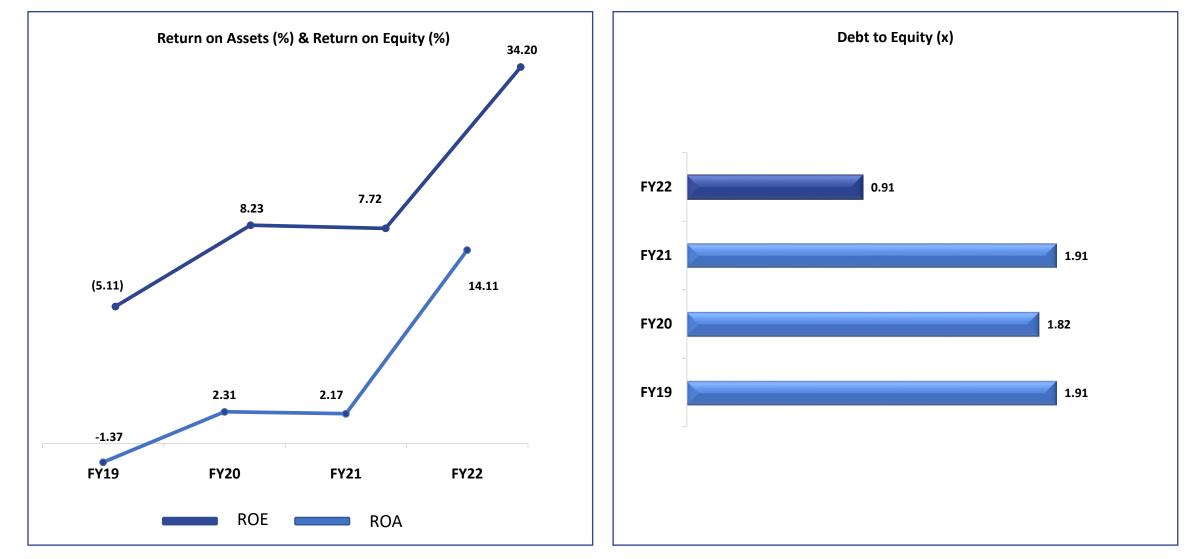








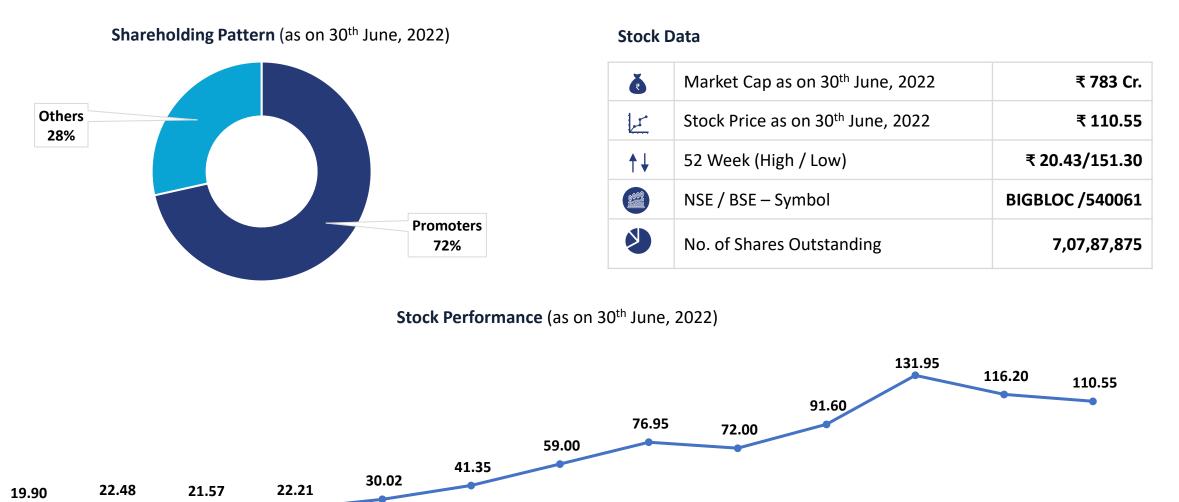












Dec-21

Jan-22

Feb-22

Mar-22

Jul-21

Aug-21

Sep-21

Oct-21

Nov-21

Jun-21



Jun-22

May-22

Apr-22



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