

MARKET SIZE OPPORTUNITY



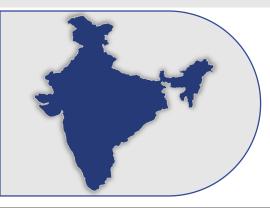
The global autoclaved aerated concrete (AAC) market is expected to witness a CAGR of 7.5% and reach \$15.18 billion by 2027.

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.

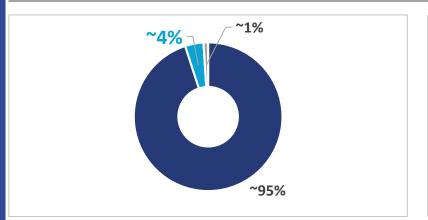


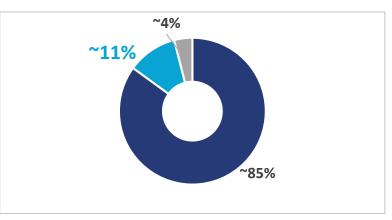
India
~150-180
plants

China
~3,000+
plants



Market Share - India





Red Bricks



AAC Blocks



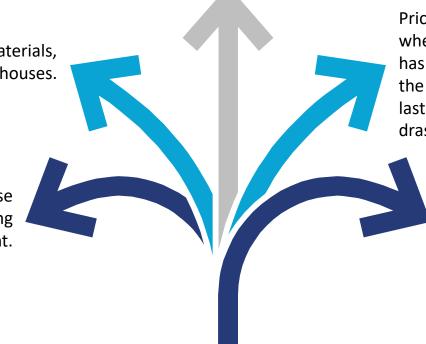




With increasing regional government projects and expanding real-estate industry, demand for autoclaved aerated concrete is expected to see an upsurge. Projects such as Pradhan Mantri Awas Yojana, Police Housing, Kanya Shiksha Parishar, etc. where the Government has made mandatory to use AAC Blocks.

Rising demand for lightweight construction materials, growing preferences for low-cost houses.

The demand for block market is expected to increase on the back of improved demand from the housing segment.



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%.

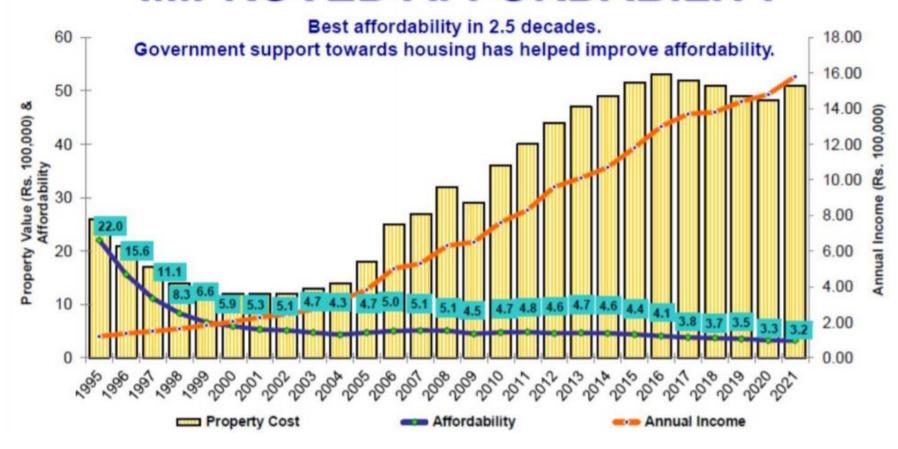
We intend to become one of the largest manufacturers of AAC blocks & panels at PAN India level in the next 2-3 years





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

IMPROVED AFFORDABILITY







6 8 The Indian real In 2022, estate sector will With rising momentum is Being third-largest material cost, The sector is set to reach a market size projected in the The Cabinet has sector to bring about Due to factors such of \$1 trillion by developers will be experience around With wholesale premium/luxury decided that its economic growth, the as strong sales 2030 and will compelled to 5% capital value housing categories, price inflation real estate industry is momentum and flagship rural account for 13 per increase prices as growth in 2022 in while a consistent program Pradhan (WPI) and material expected to continue growing raw cent of India's GDP construction the residential demand for Mantri Awas cost, both seeing a its upward trajectory in material costs. by 2025. materials account segment. which could force housing units Yojana-Gramin will double-digit rise, 2022. for about 2/3rd the cost of priced between Rs. developers to pass receive an share in the total 45 lakh and Rs. 1.0 on the increase to additional central construction can cost of crore is expected to rise by a further 8and state funding homeowners. construction. 9% by December boost demand in of Rs 2.17 lakh capital values in the affordable and crore to reach its 2022. both the mid-end and high-end mid-end segments. goal of building sectors are likely to 2.95 crore houses. rise in 2022.















Promoted by the SABOO Family

40 Years of rich experience in diverse businesses

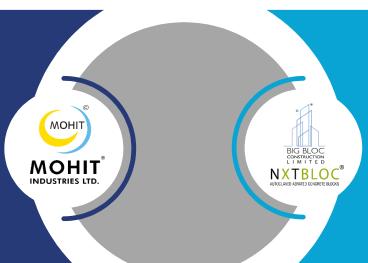
Established as a Textile Manufacturing Business Now, diversified in Block manufacturing as well

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

- o 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
- o 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 17th 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.

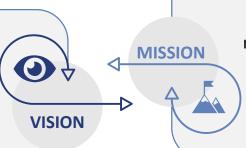
The Company is committed for providing eco-friendly building products & solutions to the consumers with a clear and undeterred goal of serving the Construction & Infrastructure Industry to build eco-friendly habitats to substantiate the sustainability of the Industry.



"Our value-centric approach is key to our success."



We are committed to innovative growth through our personal passion, reinforced by a professional mindset, creating value for all those we touch.



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

CORE VALUES

We stick by the pillars of our organization:



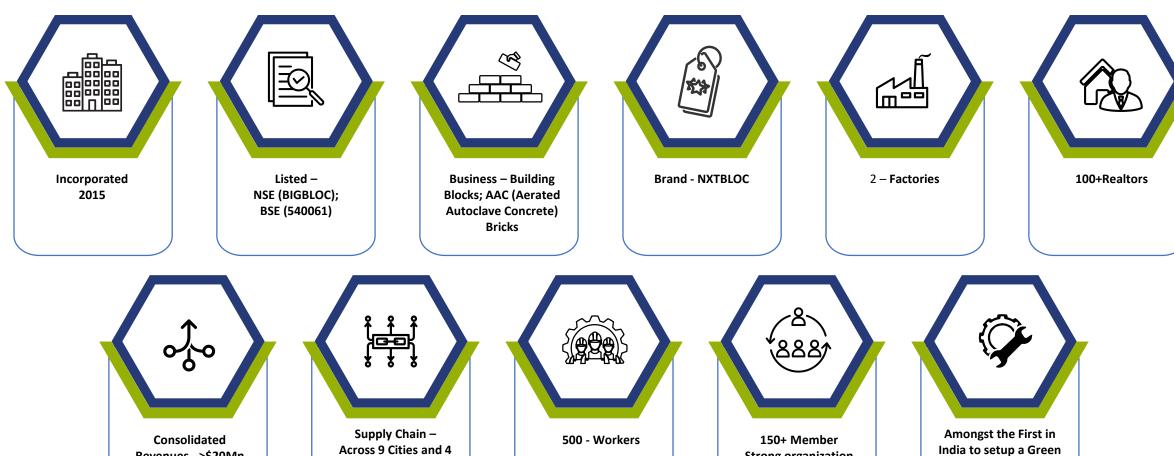




QUALITY

8





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

Strong organization

Field Plant for

manufacturing AAC

Blocks

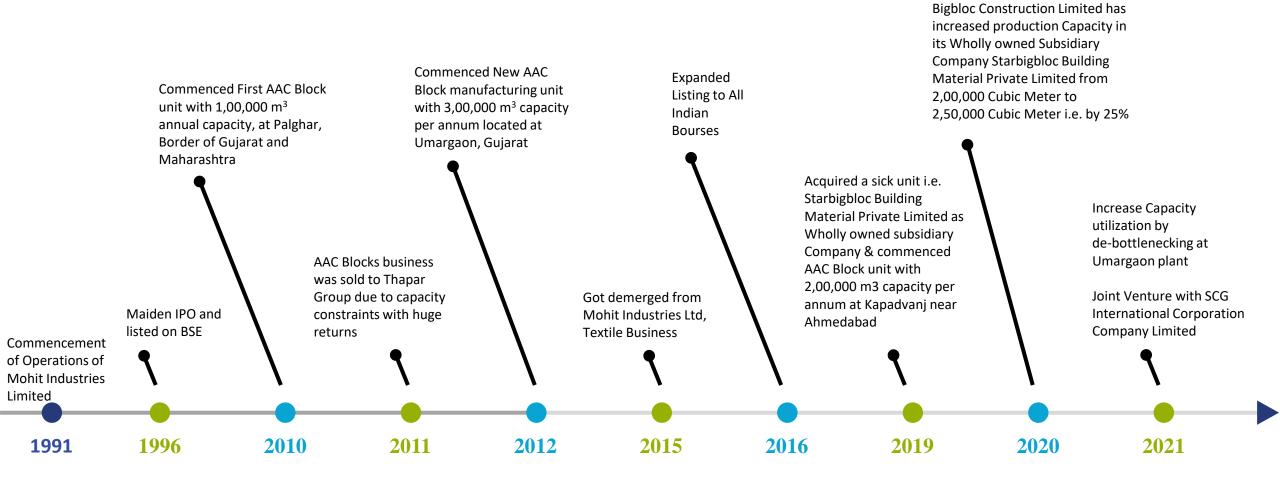
Revenues - >\$20Mn

States Low Debt and

High Equity fueled

Entity





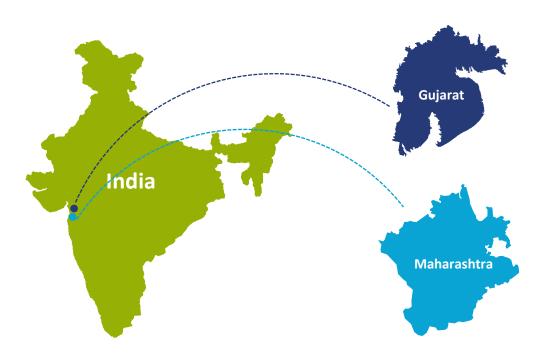


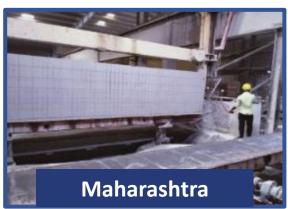






Strategically Located Plant At Vapi







Our current capacity to produce AAC stands at 3,25,000 m³/annum.

The Plant is 8 years old and it is managed efficiently.

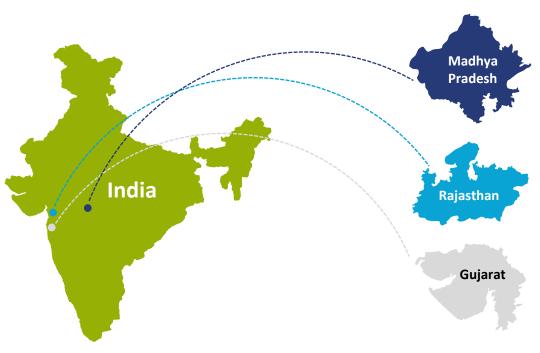
Manufacturing
Facilities is located at
Umargaon, near
Mumbai Border. It
caters to Mumbai,
Thane, Pune, Vapi,
Silvassa which is where
the major construction
activities take place.

Our plant can produce 39 truck loads per day which is enough AAC blocks required for a 10 storey building in a day. The Capacity utilization during Covid has been average 70 to 80%.





Strategically Located Plant At Ahmedabad





Recently we have increased our capacity by 25% and Currently we produce AAC at 2,50,000 m³/annum.

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 F.Y
18-19 engaged in the business of
manufacturing AAC Bricks and
Sand based bricks with an annual
capacity of 2,00,000 m^{3.}

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



PALGHAR





Capacity 5,00,000 cbm p.a.



60% subsidy from State Government



Capex ~Rs. 75
crore (mix of debt
& equity)



Eligible for carbon credits

Current capacity at existing plants

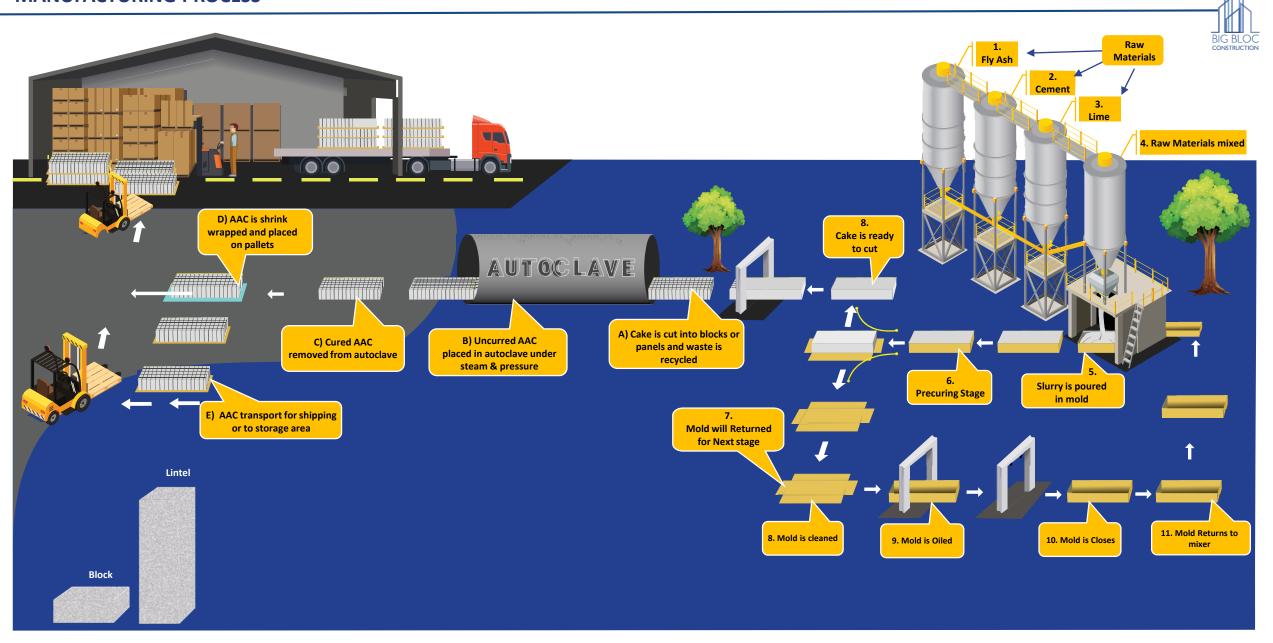
5,75,000 cbm p.a.

Additional upcoming capacity

Ahmedabad - 3,00,000 cbm p.a. Palghar – 5,00,000 cbm p.a.

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

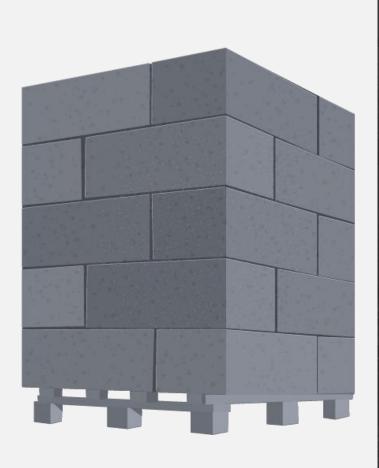
MANUFACTURING PROCESS





EMPHASIS OF AAC BLOCKS

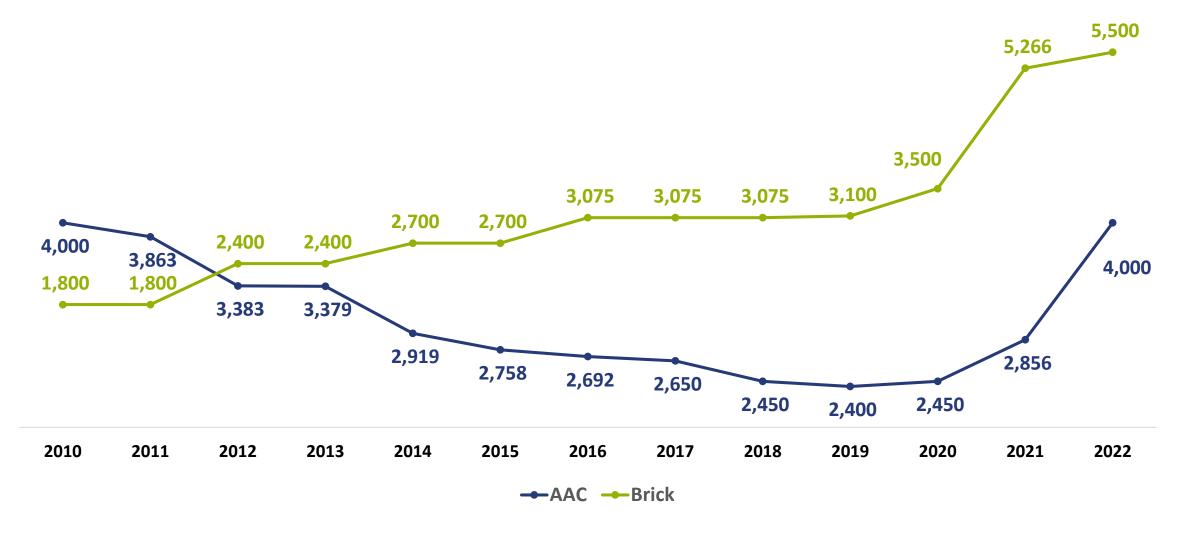








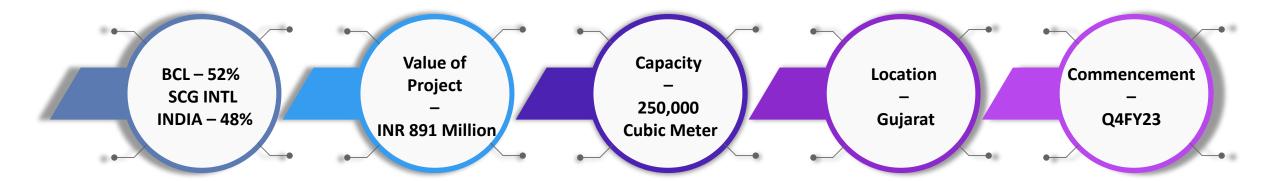
AAC Vs Brick







Mr. Narayan Saboo, Chairman, BigBloc constructions 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."



COLLABORATING FROM STRENGTH TO STRENGTH



About 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 2nd 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 Western Region with a total capacity of 5,50,000 cbm



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



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



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







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



Expand Customer Base



Enhance customer base in Western India, where BigBloc leverages significant customer Relationships

Penetrate New Markets



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 chemicals etc.

Modernize Manufacturing Facilities



- 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

01

B2B Marketing



Less dependent on Intermediate Channels



Direct Marketing to Projects



Project Supplies



Credit Profiling of Customers is done before 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.

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.





















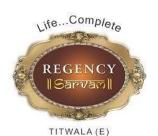
























DEVELOPER SUPPLIES

- 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 Ambuja (Owned by Lafarge Holcim (French Giant) is our regular customer 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.





LODHA PALAVA L&T **KANAKIA GROUP LODHA GROUP REGENCY GROUP** World One Township Rainforest Crescent Bay Regency Sarvam

- 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





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 & Finanical 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.

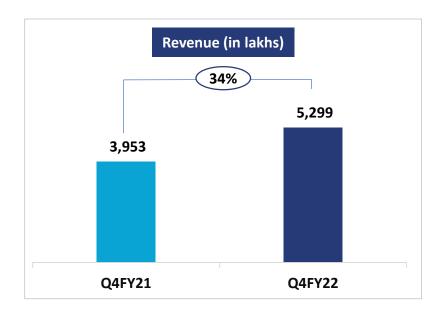
Mr Shailendra Varatiya,

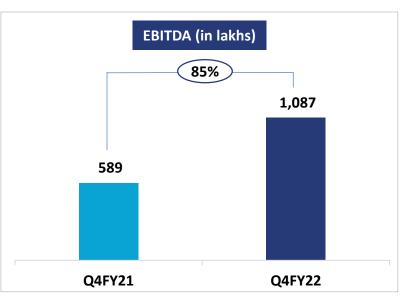
General Manager (Marketing) Gujarat Region

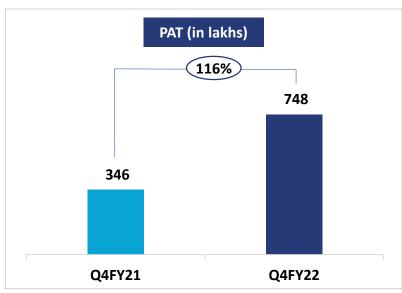
More than 2 decades of experience in marketing and selling of building materials.

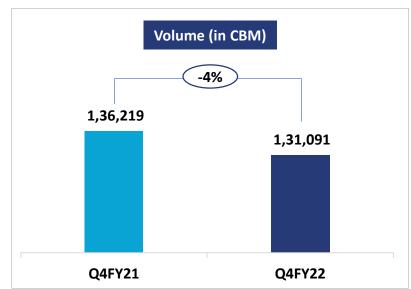


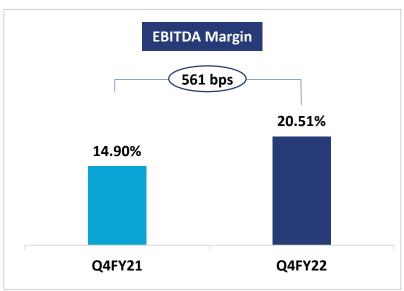


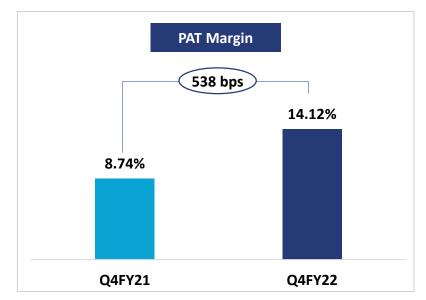




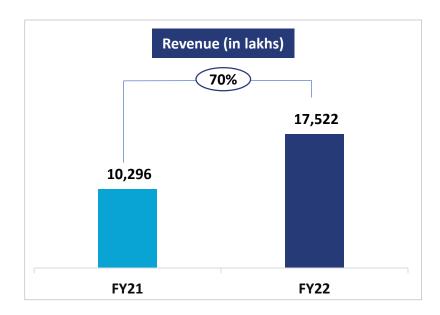


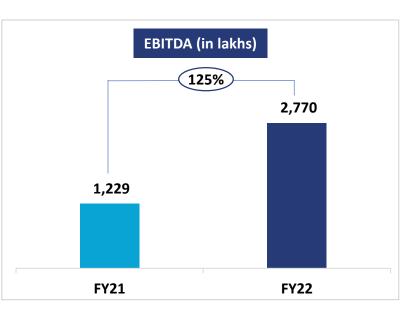


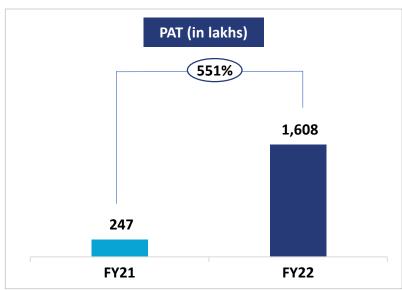


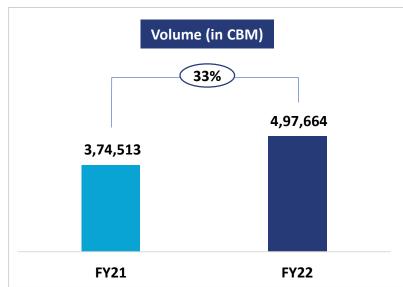


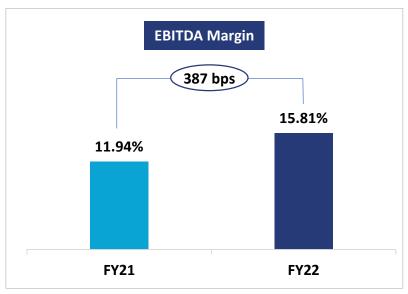


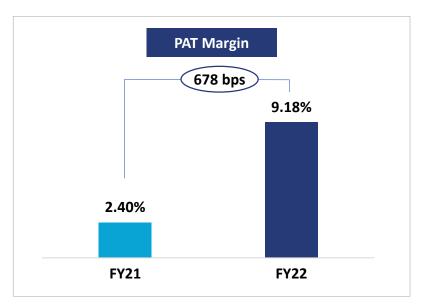














		Standalone Rs. in Lakhs					
Particulars							
	Q4 FY22	Q4 FY21	YoY	FY22	FY21	YoY	
Revenue from Operations	2,937.46	2,249.62	31%	10,351.16	5,548.15	87%	
Other Income	0.97	102.65		110.69	217.46		
Total Income	2,938.43	2,352.28		10,461.85	5,765.61		
<u>Expenses</u>							
Cost of Material Consumed	1,051.71	871.58		3,894.05	2,085.21		
Purchase of Stock-in-Trade	89.34	75.17		287.83	414.21		
Change in Inventories	115.07	-98.87		211.19	-115.43		
Total Raw Material	1,256.12	847.87		4,393.07	2,383.99		
Employee benefit expense	242.76	227.91		865.96	599.93		
Other Expenses	973.84	768.94		3,576.80	2,063.76		
EBITDA	465.73	507.55	-8%	1,626.02	717.94	126%	
EBITDA Margin	15.9%	22.6%		15.7%	12.9%		
Depreciation	101.43	93.19		395.94	368.94		
EBIT	364.30	414.36	-12%	1,230.08	349.00	252%	
EBIT Margin	12.4%	18.4%		11.9%	6.3%		
Finance Cost	63.93	80.30		259.02	290.26		
Profit before Tax	300.36	334.06		971.05	58.74		
Tax	75.27	6.54		200.51	20.79		
Profit After Tax	225.10	327.52	-31%	770.54	37.94	1931%	
PAT Margin	7.7%	14.6%		7.4%	0.7%		
EPS (in Rs.)	0.32	0.46	-30%	1.09	0.05	2080%	

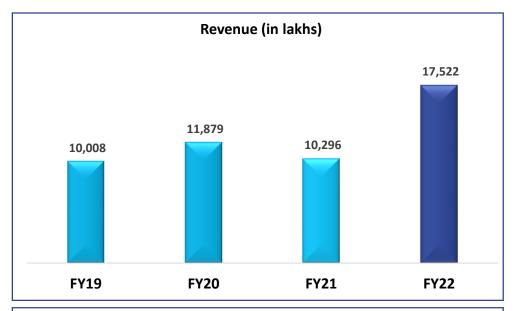


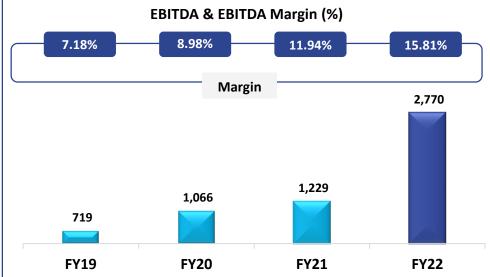
		Consolidated Rs. in Lakhs					
Particulars							
	Q4 FY22	Q4 FY21	YoY	FY22	FY21	YoY	
Revenue from Operations	5,299.12	3,952.79	34%	17,522.34	10,296.36	70%	
Other Income	10.75	-15.56		55.90	17.87		
Total Income	5,309.87	3,937.22		17,578.24	10,314.23		
<u>Expenses</u>							
Cost of Material Consumed	1,880.85	1,564.78		6,747.20	4,141.33		
Purchase of Stock-in-Trade	122.06	109.31		412.92	260.76		
Change in Inventories	74.41	-146.76		206.52	-155.68		
Total Raw Material	2,077.32	1,527.33		7,366.64	4,246.42		
Employee benefit expense	398.56	378.08		1,370.37	1,024.43		
Other Expenses	1,747.04	1,442.75		6,071.39	3,814.13		
EBITDA	1,086.94	589.07	85%	2,769.84	1,229.25	125%	
EBITDA Margin	20.5%	14.9%		15.8%	11.9%		
Depreciation	153.90	136.02		587.50	518.82		
EBIT	933.05	453.05	106%	2,182.34	710.43	207%	
EBIT Margin	17.6%	11.5%		12.5%	6.9%		
Finance Cost	109.72	100.83		373.40	442.72		
Profit before Tax	823.33	352.22		1,808.94	267.72		
Tax	75.27	6.54		200.51	20.79		
Profit After Tax	748.06	345.67	116%	1,608.43	246.92	551%	
PAT Margin	14.1%	8.7%		9.2%	2.4%		
EPS (in Rs.)	1.06	0.49	116%	2.27	0.35	549%	



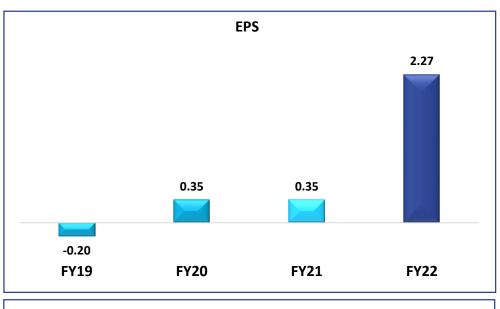
ANNUAL CONSOLIDATED TREND FOR LAST 4 YEARS

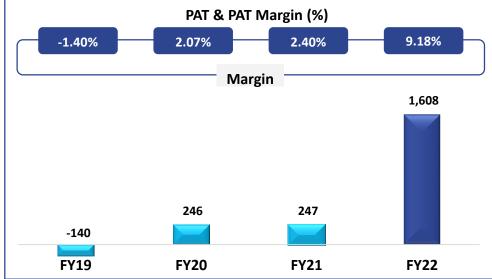




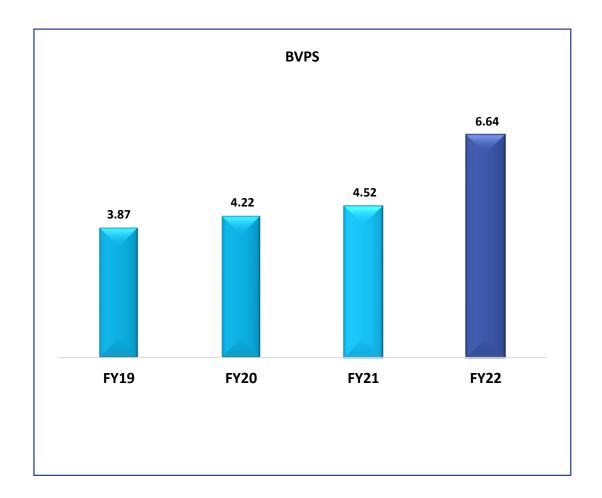


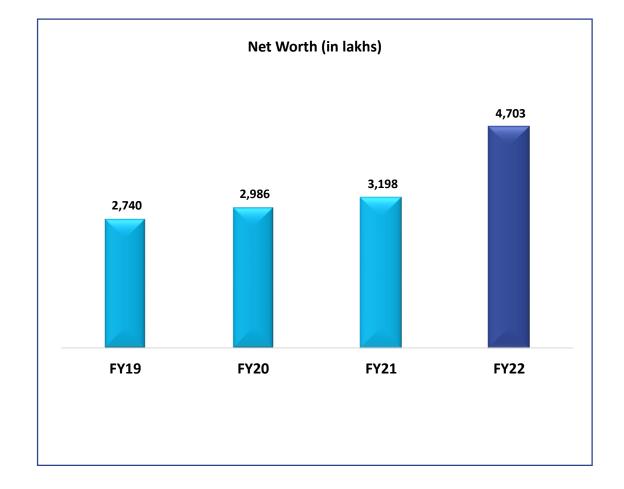






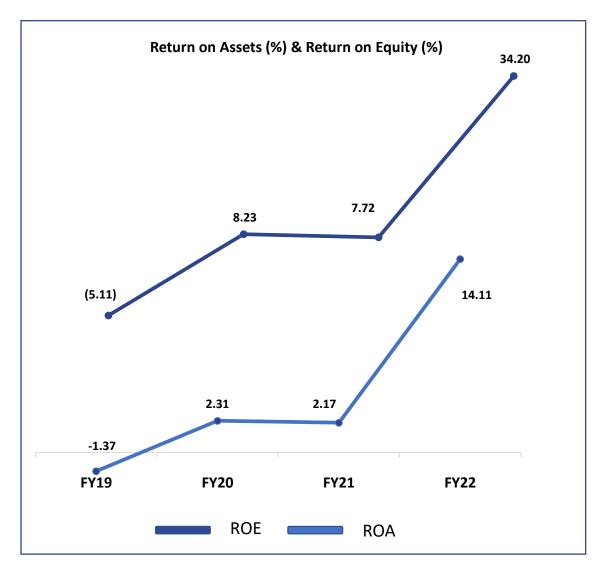


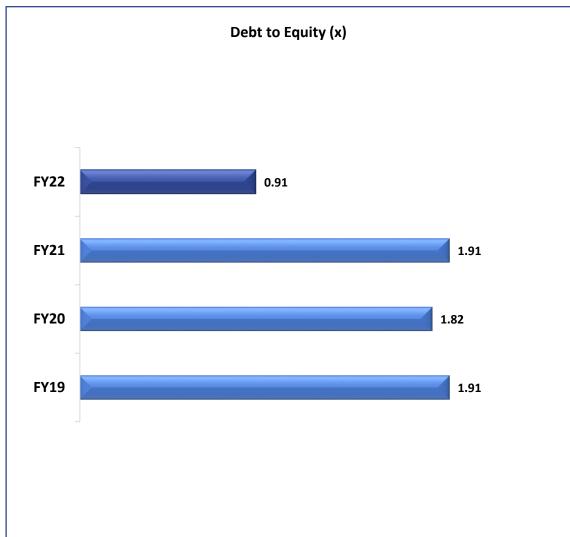






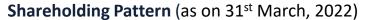


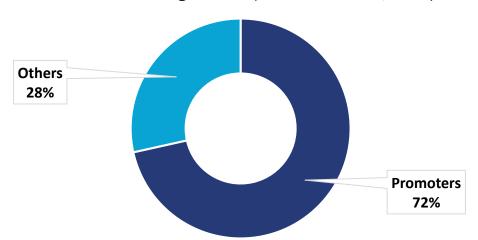












Stock Data

Č	Market Cap as on 27 th April, 2022	₹ 998 Cr.
1	Stock Price as on 27 th April, 2022	₹ 141.1
↑↓	52 Week (High / Low)	₹ 15.54/150.95
900Q	NSE / BSE – Symbol	BIGBLOC /540061
9	No. of Shares Outstanding	7,07,87,875

Stock Performance (as on 27th April, 2022)







BIG BLOC CONSTRUCTION LIMITED

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