



BIGBLOC CONSTRUCTION LIMITED

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NXTBLOC[®]
Autoclaved Aerated Concrete Blocks

Date: 24/08/2024

To,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai - 400001
Script Code: 540061
ISIN :INE412U01025

To,
National Stock Exchange of India Limited,
Exchange Plaza, C-1, BLOCK G,
Bandra-Kurla Complex, Bandra (E),
Mumbai - 400051
Symbol: BIGBLOC
ISIN : INE412U01025

Dear Sir/Madam,

Subject: Investor Presentation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In accordance with Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation for the month of August, 2024.

The above information will also be made available on the website of the Company www.nxtbloc.in.

Kindly take the same on your records.

Thanking You
Yours Faithfully,
For BIGBLOC CONSTRUCTION LIMITED



Mohit Narayan Saboo
Director & Chief Financial Officer
DIN: 02357431

Encl: Investor Presentation



Investor Presentation

August 2024



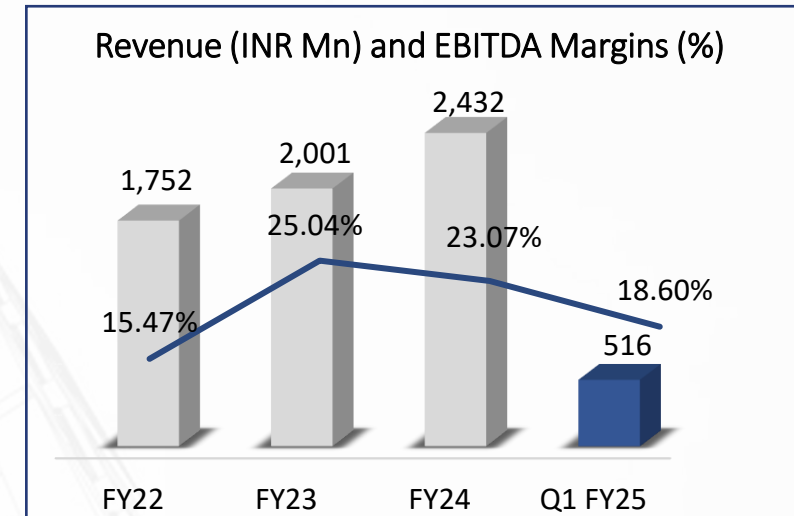
NXTBLOC[®]
AUTOCLAVED AERATED CONCRETE BLOCKS

At a Glance

One of the Largest AAC Blocks Manufacturer in India with 10,75,000 CBM p.a.	Marquee Clientele of 100+ Realtors	Supply Chain across 9 Cities in 4 States	Early entrant in India for manufacturing AAC Blocks	4 State-of-the-art manufacturing facilities
Only Company under AAC industry to generate Carbon Credits	Products sold under reputed brand NXTBLOC	500+ Team Strength	1,500+ Projects Pipeline	2,000+ Projects Executed
3 Year Revenue CAGR 33%	3 Year EBITDA CAGR 66%	Net Debt To Equity 1.3x	Return on Capital Employed 21.38%	Return on Equity 28.27%

Company Overview

- BigBloc Construction Limited is one of the largest manufacturer of AAC (Aerated Autoclave Concrete) block in India and related products manufacturing company, with a total capacity of 10,75,000 m³ p.a. capacity.
- AAC blocks are a superior quality building material which provide unparalleled blend of strength, light weight, thermal insulation, sound proof, unsurpassed fire resistance and highly proficient building capability. AAC is a natural and non-toxic construction material, saves energy, and are eco-friendly.
- These AAC Blocks of the company are marketed in the Brand name of NXTBLOC, which is a green Product for Construction Industry.
- BigBloc aims to become an unparalleled name in the industry; manufacturing quality building materials that focus on sustainability. It also hopes to aid the construction and infrastructure industry in adopting green and sustainable practices for a better future.
- BigBloc has four state-of-the-art manufacturing units located at Vapi and Ahmedabad, Gujarat, and Palghar, Maharashtra, making it the one of the largest AAC manufacturer in India. However, with the ongoing capacity expansion plans, the company will catapult to become the largest AAC manufacturer in India by FY25.



Indigenous Brands

NXTBLOC[®]
AUTOCLAVED AERATED CONCRETE BLOCKS

NXTPLAST[®]
READY MIX PLASTER

NXTFIX[®]
BLOCK JOINTING MORTAR

ZMARTBUILD
Co-branded products under
JV with SCG International

NXTBLOC[®]
AUTOCLAVED AERATED CONCRETE BLOCKS

The logo of Aerated Autoclaved Concrete Blocks embodies the brand through a minimalistic yet impactful design that takes inspiration from blocks.

NXTFIX[®]
BLOCK JOINTING MORTAR

NXTFIX mortar is a semi-premix high-quality mortar for the jointing and bonding of AAC blocks. NXTFIX mortar semi-premix consists of cement, graded sand and specialized polymers which combine to give superior strength, water retention and stability. NXTFIX mortar only requires the addition of water before application to prepare the product for use, reducing the hassle of measuring and maintaining various individual elements to create a conventional mortar.

NXTPLAST[®]
READY MIX PLASTER

NXTPLAST Ready Mix Plaster is a ready mix cement plaster with high-quality polymer additives to substitute for the traditional site mix wall plaster process. The application method requires mixing of water before application and the mix is ready for plastering. NXTPLAST Ready Mix Plaster can be used for both external and internal plastering.

Value Centric Approach

Quality

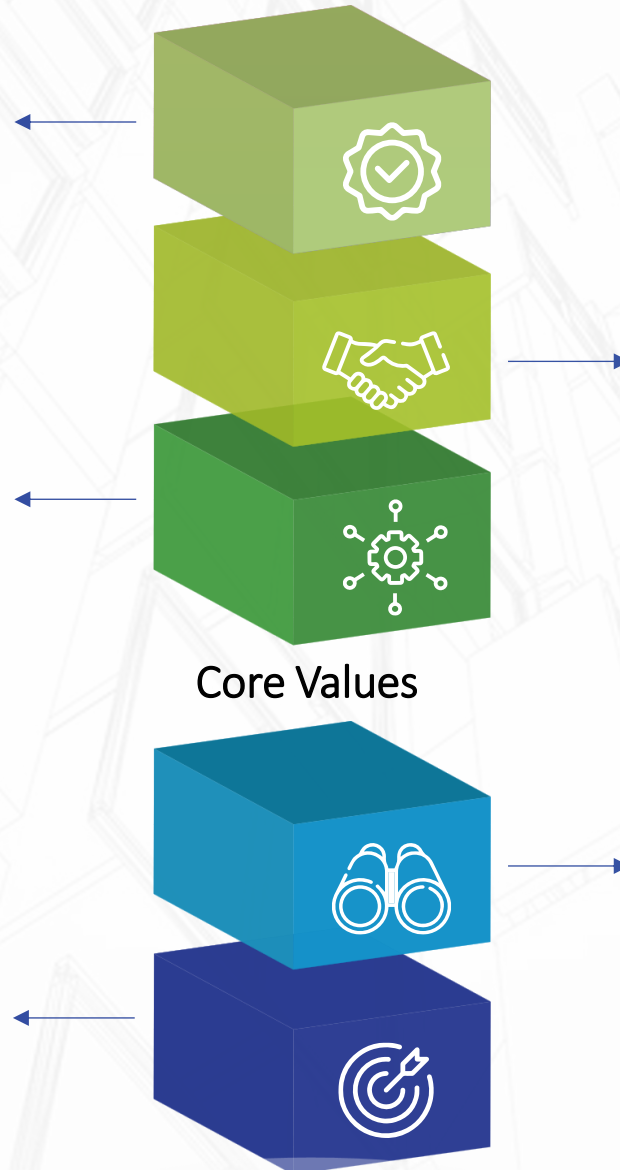
Strong believer and executioner of quality products and development- Economical, Environmental and healthy Housing across India.

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.



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.

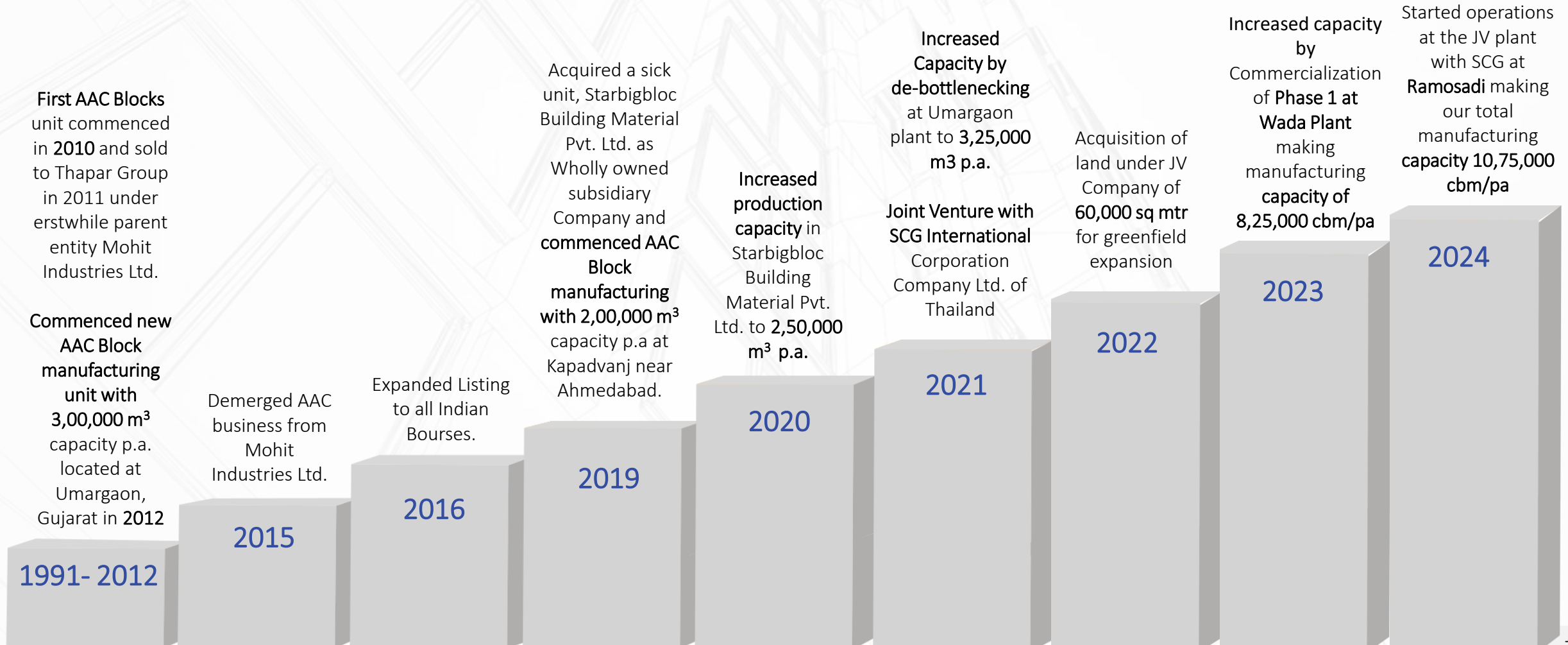
Ms. Samiksha Nandwani Non Executive - Independent Director

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.

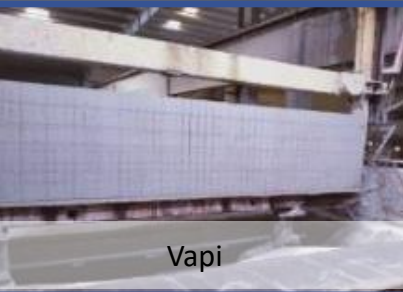
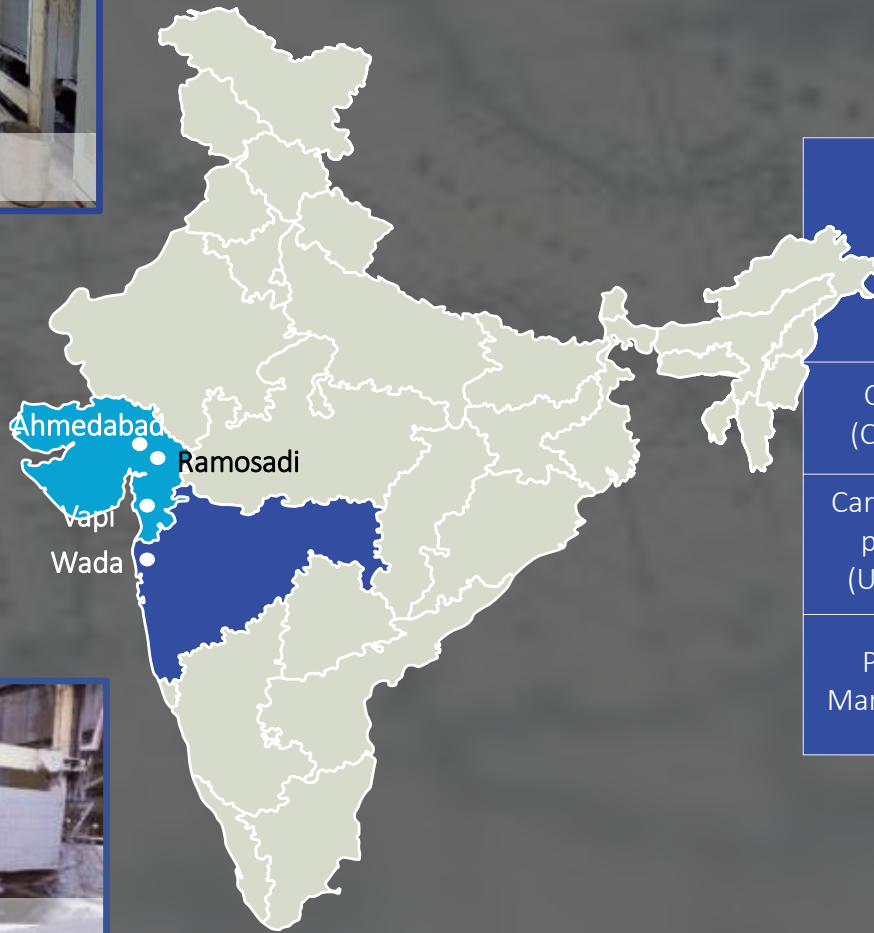
Building BigBloc



Manufacturing Prowess



Ahmedabad



Vapi

	Existing				Upcoming
	Umargaon, Vapi	Kapadvanj, Ahmedabad	Wada, Maharashtra	Ramosadi, Kheda, Gujarat (Joint-Venture)	Wada, Maharashtra
Capacity (CBM/ P.A)	3,25,000	2,50,000	2,50,000	2,50,000	2,50,000
Carbon credit potential (Units/ P.A)	50,000 to 60,000	50,000 (registration under process)	50,000 to 60,000 (potential)	50,000 to 60,000 (potential)	-
Products Manufactured	AAC Blocks	AAC Fly Ash Blocks & Sand Based Blocks	AAC Blocks	AAC Blocks & AAC Wall Panels	AAC Blocks

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



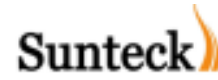
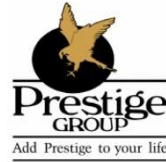
Direct Developer Relationship Team More than 50% of the top 7 developers of Mumbai



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

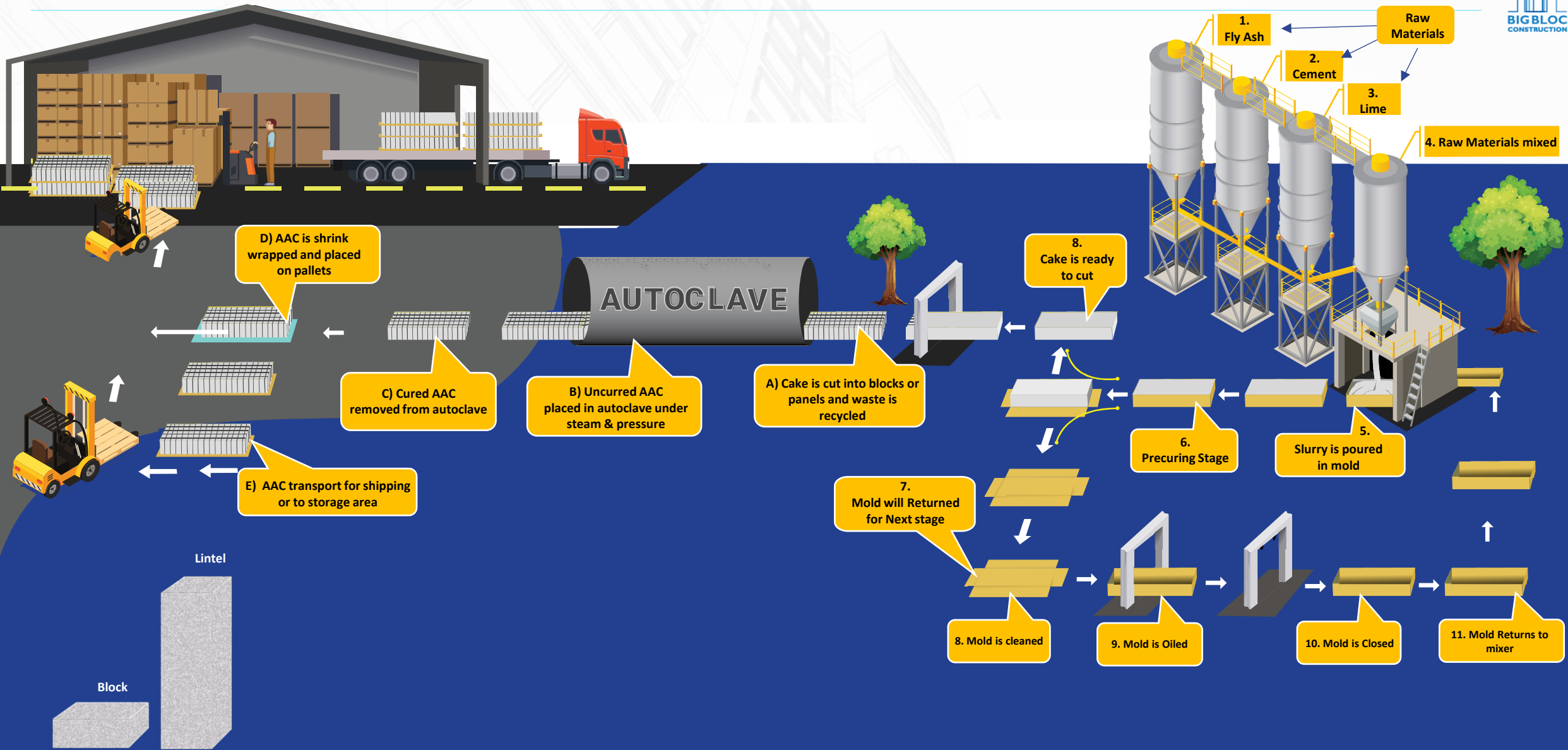


Regency Sarvam; spread across 68 acres, is a residential project that offers luxurious 1, 2 and 3 BHK apartments near Titwala, Maharashtra.



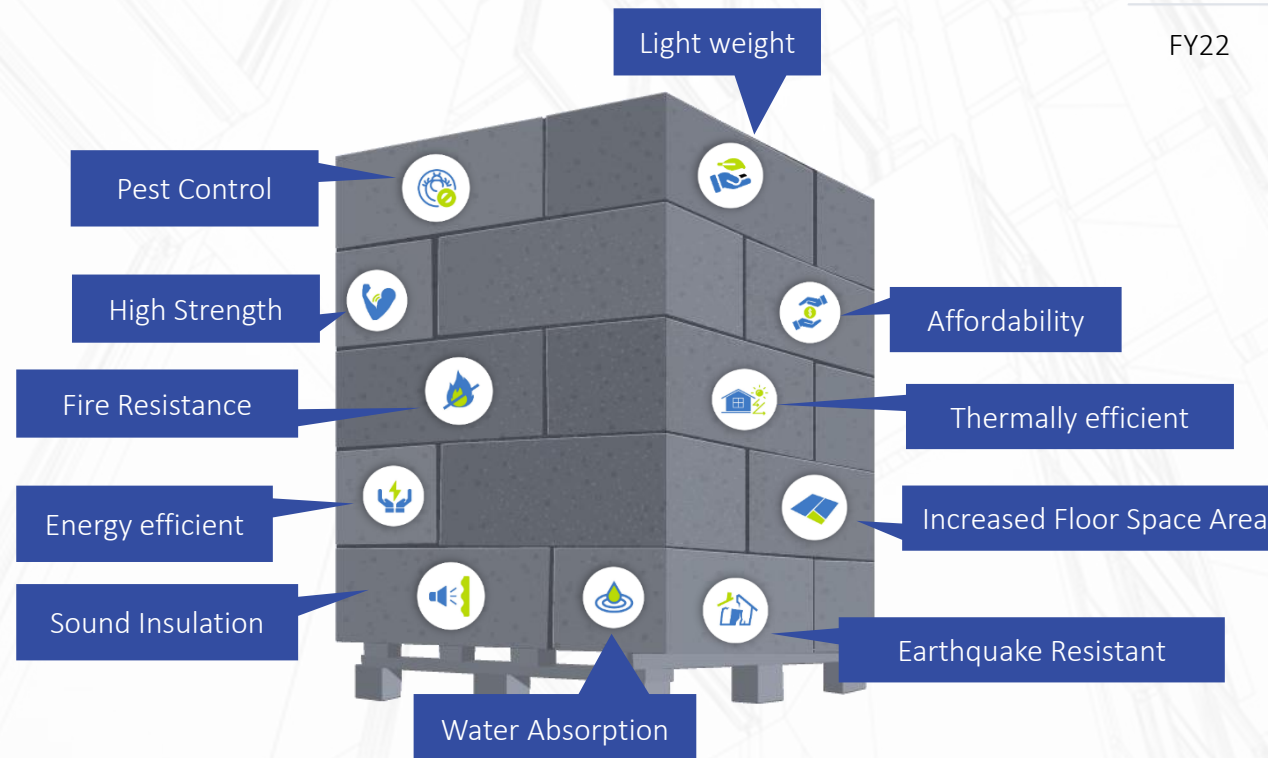
Business Overview

Manufacturing Process

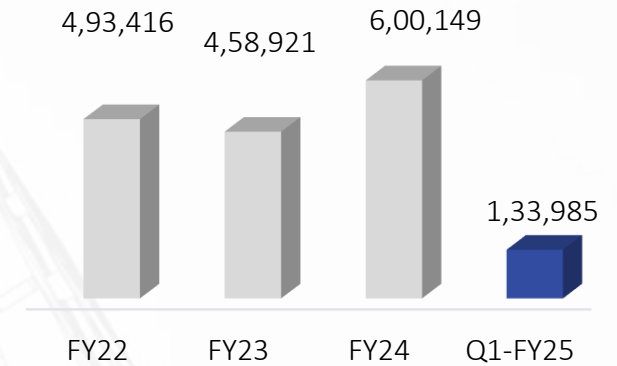


Blocks of the Future - AAC Blocks

- 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:

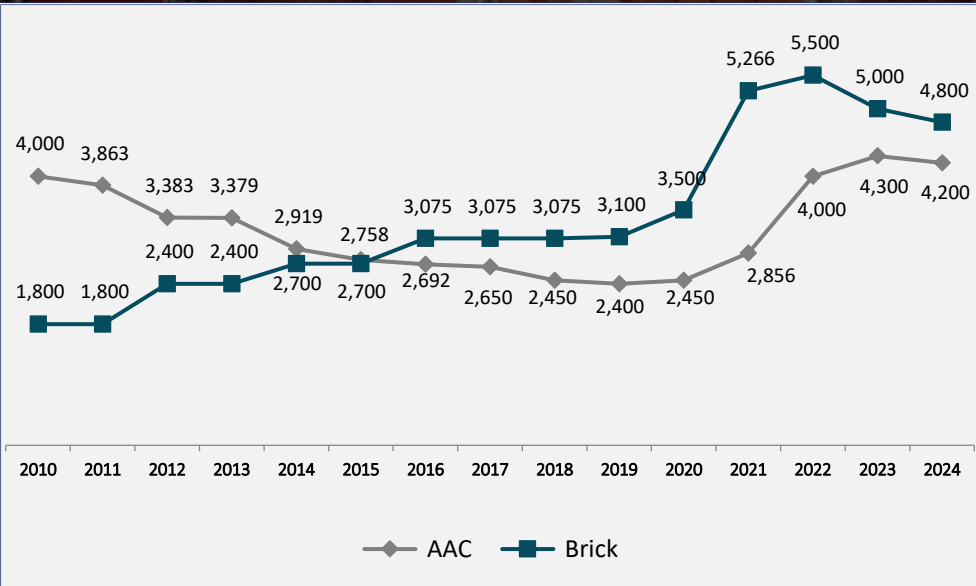


Volume Data (CBM)



AAC Blocks Vs. Red Bricks

Price Trend of AAC Block and Red Brick



WEIGHT:

AAC blocks weigh 600 kg/m³ as against Bricks which weigh 2,000 kg/m³ 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 CO₂ 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: AAC Wall Panels


- AAC wall panels (Autoclaved 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.
- AAC wall 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

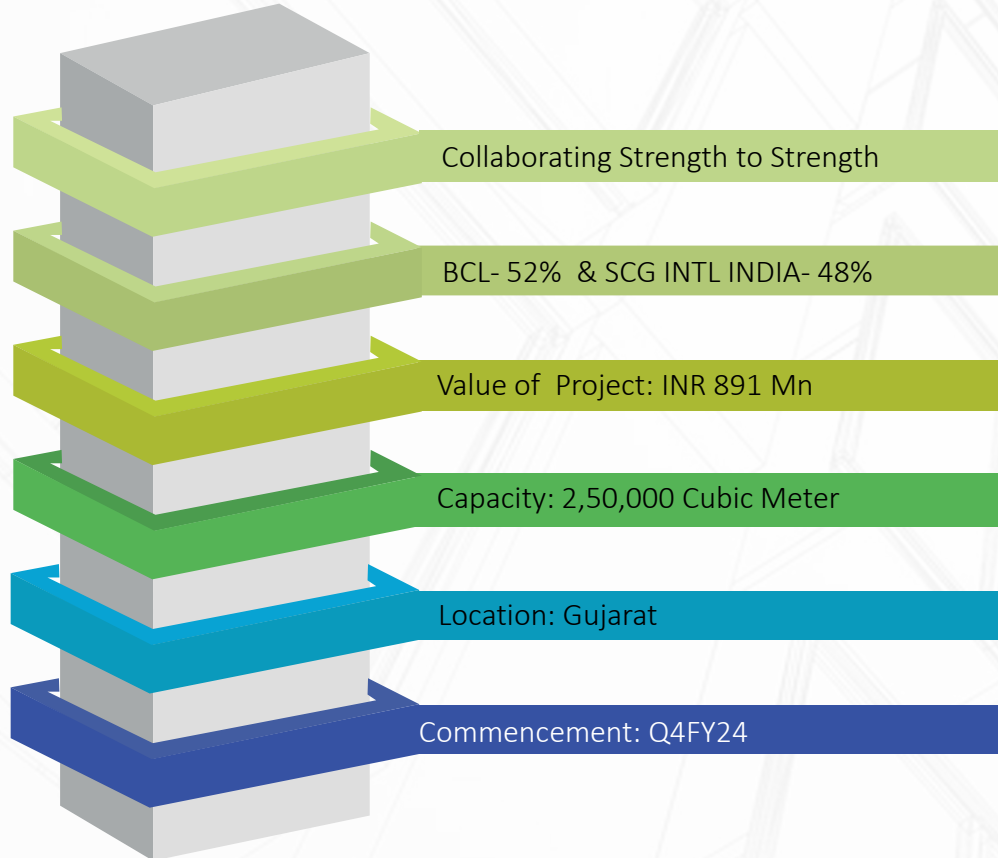


Durable



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 commenced its operations in FY24 with an installed capacity of 2,50,000 CBM with collaborative marketing expenses.



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 CO₂, clay bricks 17.6 kg of CO₂, concrete walls 14 kg of CO₂).

Environment Responsible Organization

Investments in Research and Development

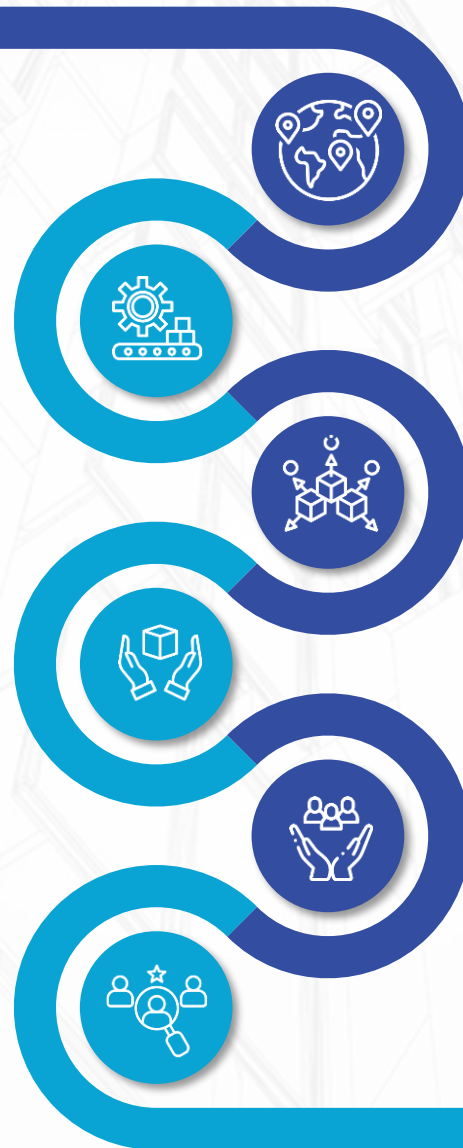
Allocate resources for R&D to improve quality, innovate, and stay ahead of industry trends.

Brand Building and Marketing Campaigns

Implement strategies to boost brand visibility, increase market share, and establish trust.

Talent Acquisition and Development

Recruit top talent and provide training to foster a skilled workforce driving growth and innovation.



Expansion into New Geographical Markets

Target regions with high sustainable material demand, use existing distribution, and form strategic partnerships for market entry.

Product Diversification

Develop new products to meet evolving customer preferences, enhancing portfolio and market competitiveness.

Customer Relationship Management

Build strong customer relationships through exceptional service, personalized support, and ongoing communication.



Industry Overview

AAC Industry Scenario - Global & India

Global



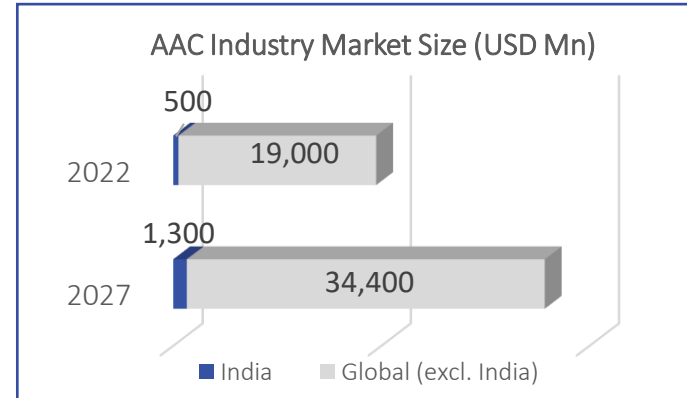
Market Size & Growth-

- Global market size (2022-23) stands around USD 19 bn (INR 1.5 lakh cr) and is poised to grow at 6.2% over the next 5 years
- Indian market size (2022-23) stands around USD 0.5 bn (INR 4,000 cr) and is poised to grow at 15-20% over USD 1.3 bn (~INR 10,000 cr) in the next 5 years
- In India, the demand of AAC block has grown immensely in the past few years which is still growing around 8-10% every year



Future Outlook-

- With environment protection amendments and rules becoming stricter, AAC will garner a central position in the global market in the near future

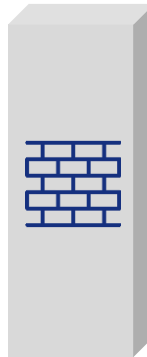


Indian



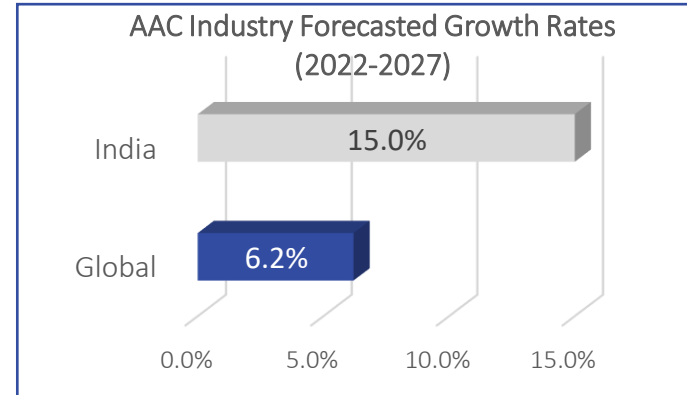
Indian Construction Industry

- Indian construction industry around INR 40 lakh Crore (FY22-23) growing at 12% CAGR
- After steel and cement, bricks/blocks, which accounts for a INR 50,000-crore market, is largely unorganized
- Clay bricks form the backbone of building material industry with 85% share while rest being Fly Ash bricks, concrete bricks and AAC blocks
- India is estimated to have over 1,50,000 registered/unregistered brick kilns satisfying an annual demand of over 200 billion bricks



AAC Industry

- AAC was a meagre INR 50 crore industry in 2008 and it has grown to about INR 4,000 crore in India (CAGR of 58%)
- Expected to reach —INR 8,000 - 10,000 Cr in the next five years at a CAGR of 15-20%
- There are more than 150 AAC block plants in India with total installed capacity Of around 12 million CuM p.a. (Cubic meter p.a.)



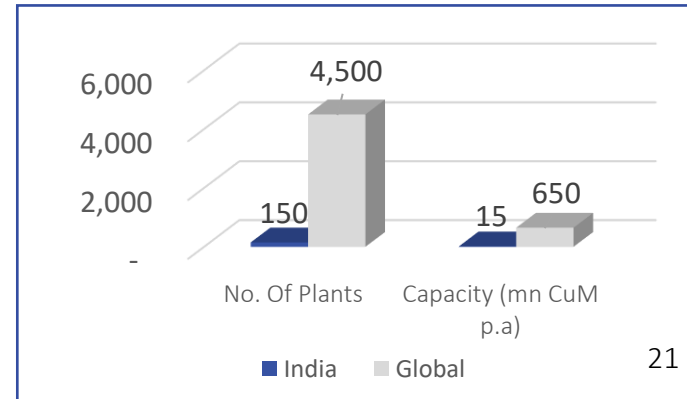
Consumption Centres

- West India is the biggest producer and consumer of AAC blocks With major consumption centres being Mumbai, Pune, Surat and Ahmedabad.
- East India had been one of the slower markets in India in accepting AAC blocks compared to rest of India but has now been picking up with the improvement in infrastructure development in that region



AAC Players

- Top 4 players captured more than 25% of the market of the overall AAC block market, with HIL Limited amongst the largest player with strong presence in South India and expanding presence in eastern India.
- West Market is Strongly Captured by BigBloc and Magicrete



HEIGHTENED CONCERNS ON POLLUTION AND CLIMATE CHANGE IS LEADING TO RAPID GROWTH OF CLAY BRICKS SUBSTITUTES SUCH AS AAC BLOCKS

ENVIRONMENT FRIENDLY PRODUCT



- The major reasons behind growth of the market is shifting trend to light weight and green building construction.
- Increased emphasis on green buildings (LEED Ratings), use of recycled material for AAC production, and superior characteristics of AAC, in comparison to traditional building materials.

GOVERNMENT RESTRICTIONS ON CLAY BRICKS



- Red clay bricks are banned in few areas e.g. Gurgaon.
- In other areas, there are guidelines and directives like MoEF notifications – issued in 2008 and 2013. Red Bricks was GST free, which came under GST in 2022.
- Many producers require Environmental Clearances (ECs) and Pollution Control Board clearance to operate clay brick kiln.

HOUSING FOR ALL (PRADHAN MANTRI AWAAS YOJANA)



- India's ambitious initiatives like "Housing for All by 2022" which is extended till 2024 and development of 100 smart cities will spur demand for efficient construction materials.
- Interim Budget 2024-25: In the Interim Budget 2024, the Finance Minister announced that 2 crore more houses will be taken up in the next 5 years. Under this scheme, the government is close to achieving the target of 3 crore houses.

GOVERNMENT PUSH TOWARDS AAC

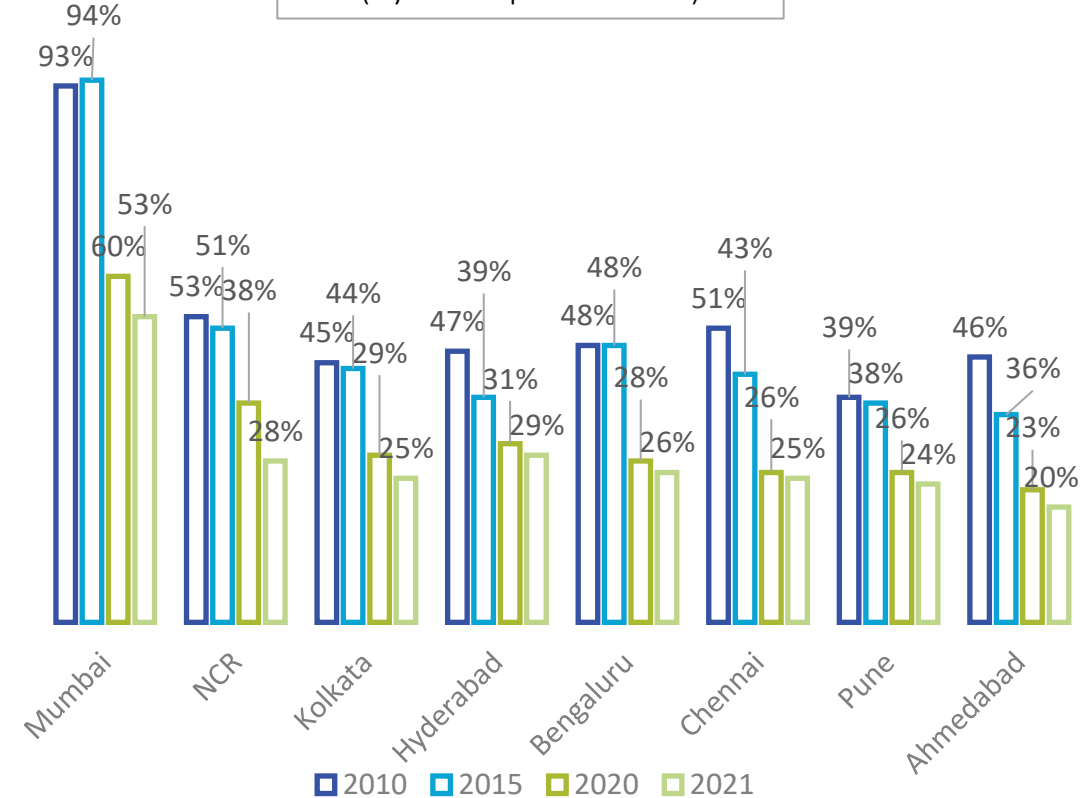


- Using fly-ash for bricks is mandatory in a 100 km radius around thermal power plants.
- Using fly ash bricks is mandatory for constructing government buildings in some states.
- Rules vary across the country but trend is to move towards substitutes of burnt red clay bricks.

Income to EMI Ratio:

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

Affordability Index for Housing
(By Metropolitan Area)



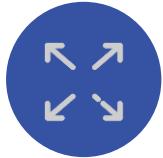
Source: Statista

AAC Bloc Industry : Key Features



Economics of an AAC plant setup

- An AAC plant of annual capacity 4,00,000 CuM requires an investment of up to INR 75 cr including land, machinery and civil construction cost
- An approximate land area of 10 acre is required for such a greenfield AAC plant
- To setup a plant, the average expenses incurred are: 1) 60% - Plant & Machinery 2) 30% - Building 3) 10% - Land



Large players expanding

- AAC industry is largely organized. There are more than 150 AAC block manufacturing plants in India with total installed capacity of around 12 million CuM p.a. This is an average of around 1.5 lakh CuM p.a.
- Out of 70, top 10 companies account for around 50% with the next 60 accounting for balance 50% capacity.



Consumption Centres

- The consumers include government supplies, real estate developers and individuals. Construction segment is the biggest consumers of AAC blocks.
- As catchment area is less, plants are setup near consumption centers i.e., majorly urban areas.

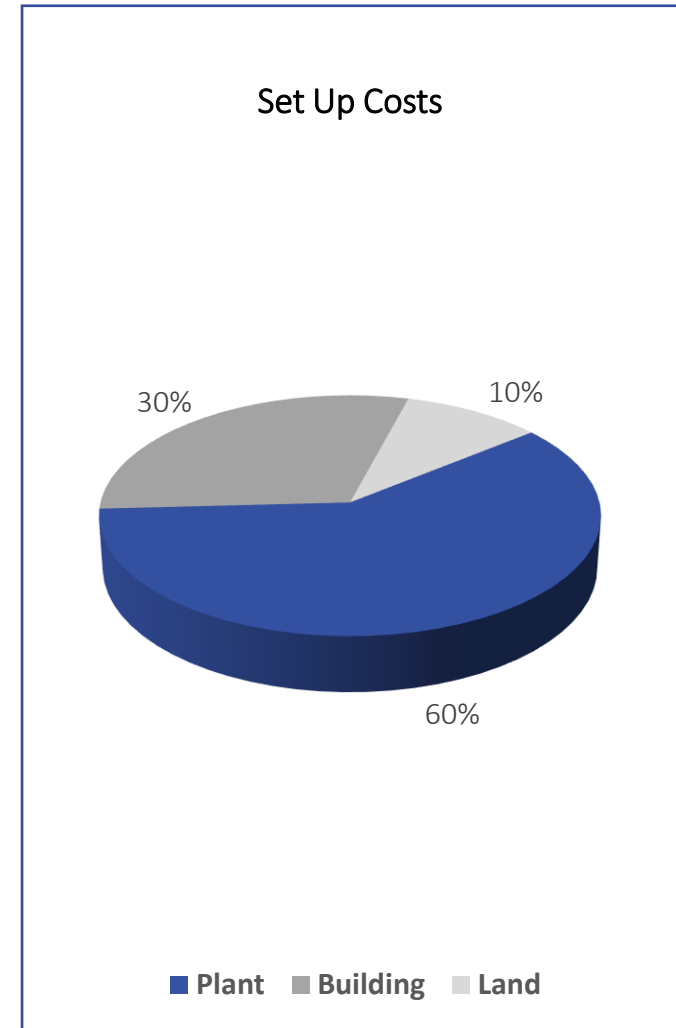


Logistics limiting widespread adoption of AAC blocks

- Growth of AAC blocks industry can reach higher levels, but there are some bottlenecks in widespread adoption of AAC in India.
- The average selling price could be around INR 3,300-3,900 per CuM.
- Logistics is a major cost; could go up to 15%.
- As a result, any AAC plant can supply economically in a radius of ideally upto given freight cost but could also service upto 400 Kms (250 miles). This also limits the size of plants in a location.

Working Capital

Average working capital cycle is 2 months





Financial Overview

Historical Consolidated Income Statement

Particulars (INR in Mn)	FY22	FY23	FY24	Q1 FY25
Revenue from Operations	1,752	2,001	2,432	516
Operating Expenses	1,481	1,500	1,871	420
EBITDA	271	501	561	96
<i>EBITDA Margins (%)</i>	<i>15.47%</i>	<i>25.04%</i>	<i>23.07%</i>	<i>18.60%</i>
Depreciation	59	61	103	31
Finance Cost	37	42	88	29
Other Income	6	8	41	7
PBT	181	406	411	43
Taxes	20	105	104	13
PAT	161	301	307	30
<i>PAT Margins (%)</i>	<i>9.19%</i>	<i>15.04%</i>	<i>12.62%</i>	<i>5.81%</i>
Earnings Per Share (EPS)	2.27	4.28	4.36	0.62

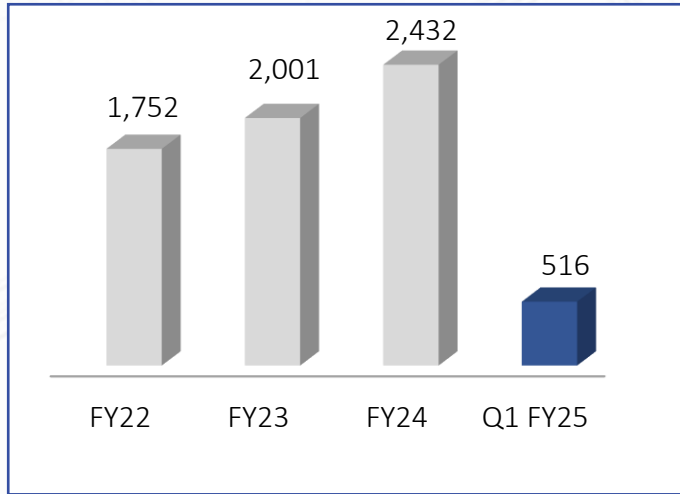
Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY22	FY23	FY24
EQUITY AND LIABILITIES			
a) Equity Share Capital	142	142	142
b) Other Equity	328	612	899
c) Non-Controlling Interest	-	17	45
Shareholders Fund	470	771	1,086
Non-Current Liabilities			
a) Long-term Borrowings	301	645	1,007
b) Deferred tax liabilities (net)	27	31	38
c) Other long term liabilities	1	7	10
Total Non-current Liabilities	329	683	1,055
Current Liabilities			
a) Short-term Borrowings	125	228	418
b) Trade payables	162	179	238
c) Other financial liabilities	1	1	2
d) Other current liabilities	32	31	42
e) Current tax liabilities	21	98	95
Total Current Liabilities	341	537	795
Total Equity and Liabilities	1,140	1,991	2,936

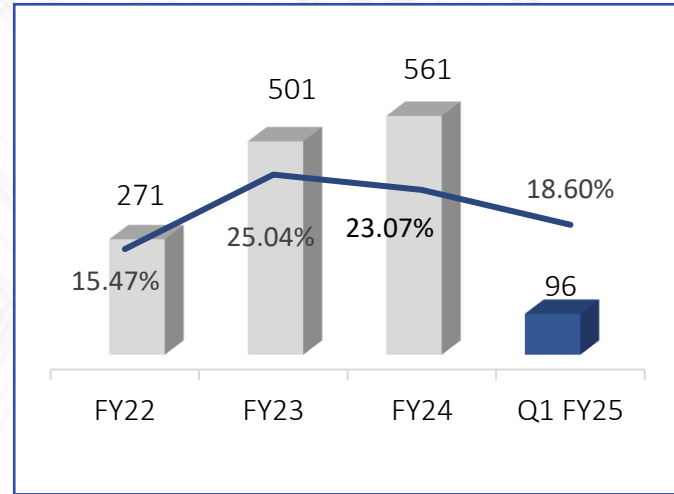
Particulars (INR Mn)	FY22	FY23	FY24
ASSETS			
Non-Current Assets			
a) Property, Plant and Equipment	647	806	1,665
b) Capital WIP	-	410	184
c) Goodwill	54	54	54
d) Other Intangible Assets	0	2	4
e) Investments	5	4	5
f) Other Financial Assets	5	10	34
g) Other Non-current Assets	1	21	13
Total non-current assets	711	1,306	1,959
Current Assets			
a) Inventories	63	110	161
b) Trade Receivables	263	311	522
c) Cash & Bank Balances	3	17	8
d) Loans	15	99	27
e) Other Current Assets	85	147	259
Total Current Assets	429	684	977
Total Assets	1,140	1,991	2,936

Historical Consolidated Financial Performance

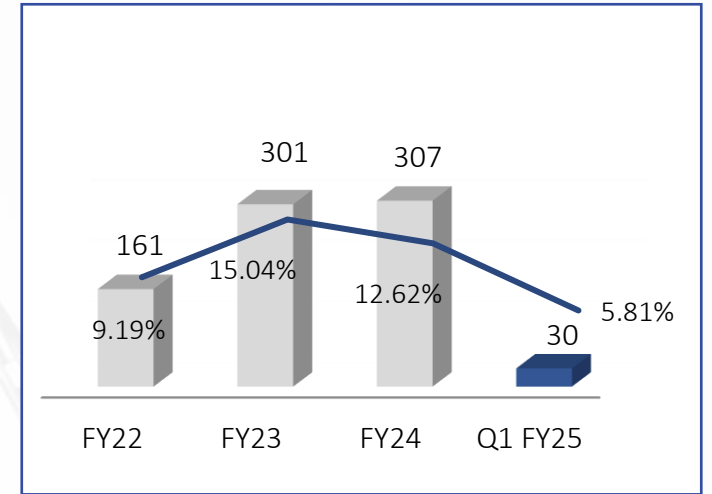
Revenue (INR Mn)



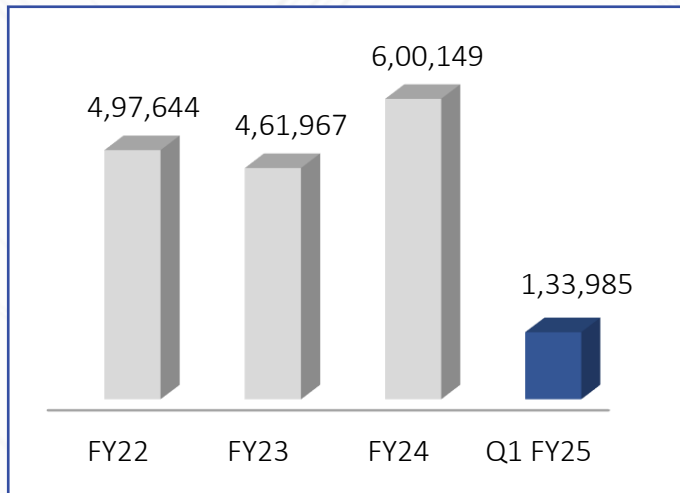
EBITDA (INR Mn) & EBITDA Margins (%)



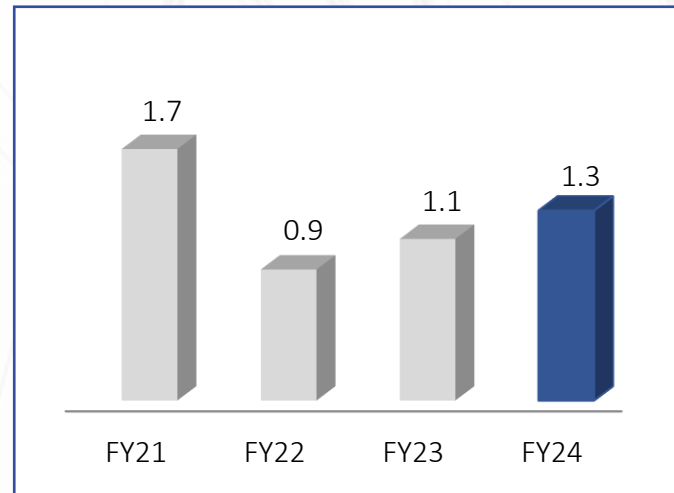
PAT (INR Mn) & PAT Margins (%)



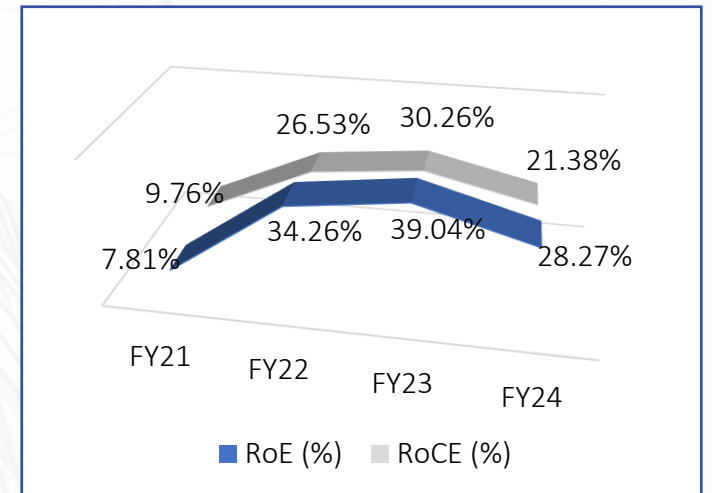
Sales Volumes (CBM)



Net Debt to Equity (x)

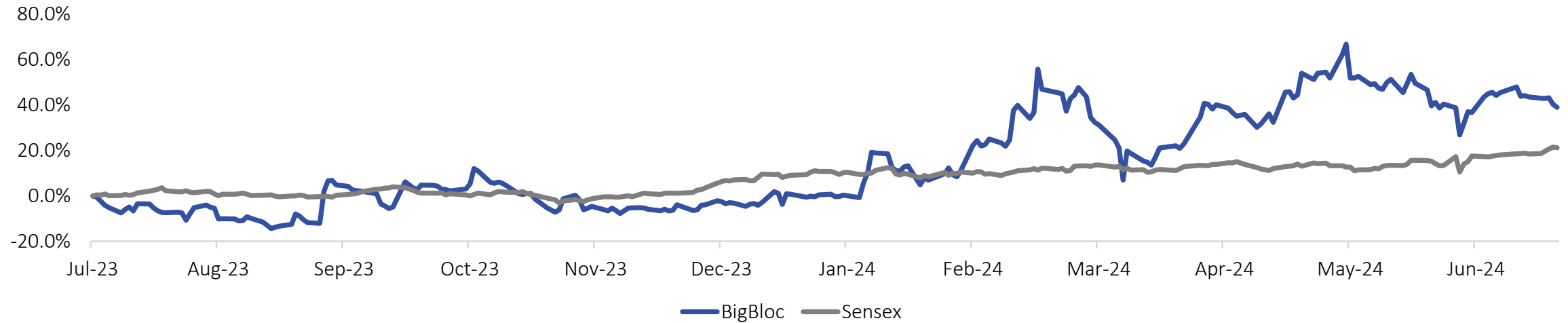


RoE & RoCE (%)



Capital Market Information

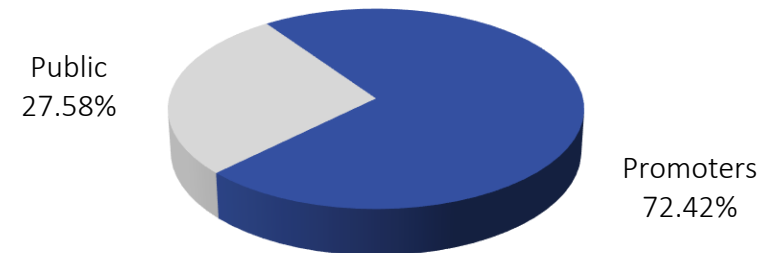
Stock Performance Data (As on 30th June, 2024)



Price Data (As on 30th June, 2024)

Face Value	2.0
CMP	226.7
52 Week H/L	284.0 / 137.6
Market Cap (INR Mn)	16,047.6
No. of Share outstanding (Mn)	70.8
Avg. Trading Volume ('000)	273.4
Avg. Net Turnover (INR Mn)	60.2

Share Holding pattern (As on 30th June, 2024)



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Thank You