



BIGBLOC CONSTRUCTION LIMITED

CIN NO. : L45200GJ2015PLC083577

908, 9th Floor, Rajhans Montessa, Dumas Road, Magdalla, Surat-395 007.

(Ph.) : +91-2463262, 2463263

E-mail : info@nxtbloc.in Visit us : www.nxtbloc.in



NXTBLOC
Autoclaved Aerated Concrete Blocks

Date: 23/05/2024

To, Department of Corporate Service, Bombay Stock Exchange Limited, 1 st Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400001 Script Code: 540061 ISIN :INE412U01025	To, Listing Department, 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: Pitch Deck for proposed Initial Public Offering/ Preferential Issue of Equity Shares by Starbigbloc Building Material Limited, Subsidiary of the Company through route of SME IPO

Pursuant to the provisions of Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are circulating the Pitch Deck for the proposed Initial Public Offering/ Preferential Issue of Equity Shares by Starbigbloc Building Material Limited, Subsidiary of the Company through route of SME IPO.

Kindly take the above information in your record.

Thanking you.

Yours Faithfully,

For BIGBLOC CONSTRUCTION LIMITED,



ALPESH SOMJIBHAI MAKWANA
(Company Secretary and Compliance Officer)
ACS-46284

Encl.: As above



Building Dreams, **Building Futures**

Pitch Deck



In every Block we lay, in every line we design,
lies our commitment to a sustainable tomorrow.

Welcome to **StarBigBloc**,
where innovation meets sustainability.



Introduction

We Enjoy Building

From humble origins to significant achievements, **StarBigBloc**, a subsidiary of Big Bloc Construction Limited, began with a straightforward vision: to revolutionize building construction.

Having experience in the building material industry since 2009, **Big Bloc Construction Limited** has acquired the business in the year of 2018 from **Hilltop Concrete Private Limited** as **StarBigBloc Building Material Private Limited**. Our company emerged from a drive to innovate within the construction industry. By replacing red bricks with Fly Ash AAC Blocks and Sand Base AAC Blocks.

We're not your conventional Building material company; rather, we are a passionate collective dedicated to transforming the way construction projects are executed.



What makes us **Stand Out?**

- We are a leading construction materials company
- We specialize in Sand base AAC Blocks & Fly Ash AAC blocks: lightweight, durable,eco-friendly
- Dedicated fleet for raw material and finished goods transportation
- Our focus is on sustainability and green building practices
- State-of-the-art manufacturing processes
- Dedicated team and customer-centric approach
- Shaping the future of the construction industry





Meet our
Directors

At the forefront of StarBigBloc, a team of forward-thinking leaders directs our journey towards greatness and achievement. Our Board of Directors comprises seasoned professionals, each bringing a distinct background and vast experience spanning various sectors.



Narayan Sitaram Saboo
Director



Naresh Sitaram Saboo
Director



Mohit Narayan Saboo
Director

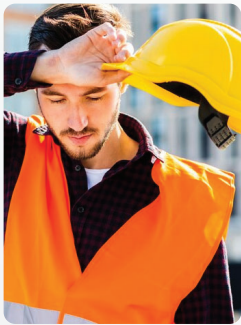


Manish Narayan Saboo
Director



Dishant Jariwala
Independent Director

Challenges in the Construction Industry



- Rising construction costs
- Shortage of skilled labor



- Environmental concerns and sustainability issues
- Slow adoption of new technologies



- Inefficient project management
- Quality control and safety issues



- Lack of collaboration and communication
- Regulatory compliance and permitting challenges



- Infrastructure deficiencies
- Supply chain disruptions and material shortages

A dark, moody photograph of a business meeting. Two people are seated at a table, looking at a tablet displaying a 'Sale Performance' chart. The chart shows a bar graph with data points for different months. The word 'Market' is written in white, and 'Analysis' is written in a large, colorful font (cyan to purple gradient) over the chart. A horizontal bar with the same color gradient is positioned below the word 'Analysis'.

Market Analysis

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 Crs) in the next 5 years

Capacity & Number of Plants

- Globally, as of 2022-23, there are more than 4,500 AAC production facilities with an estimated production capacity of 650 million cubic meter per year (CuM p.a.)
- In India, as of 2022-23, there are around 150 AAC production facilities with an estimated production capacity of 15 million cubic meter per year (CuM p.a.)

Trends shaping the Market

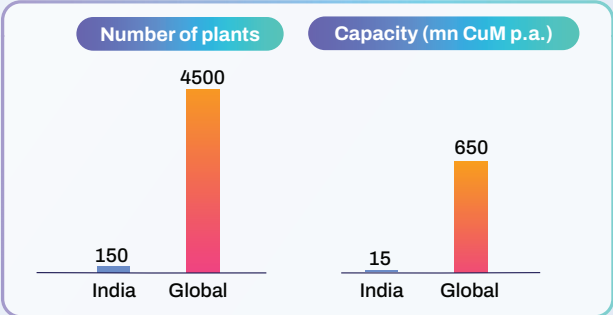
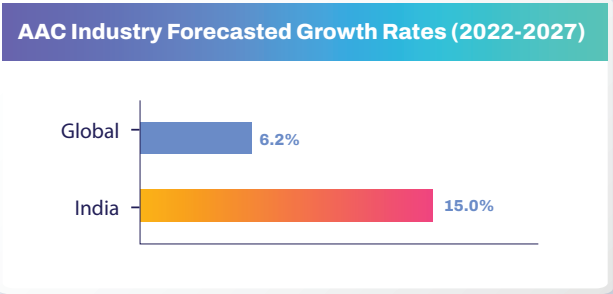
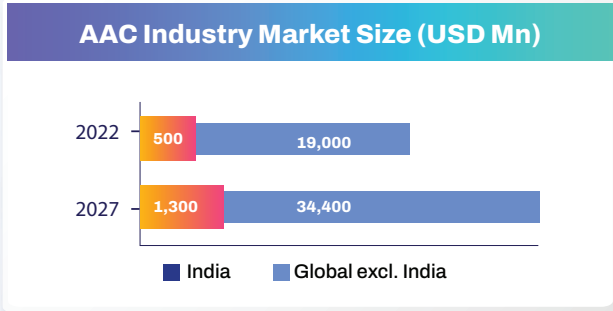
- Europe has the largest share in AAC market (by volume)
- More than 40% of all construction in UK and 60% of all construction in Germany accounts for AAC
- In developing economies like China and India, considered highly lucrative for the construction industry, the usage of AAC is presently low
- In India, the demand of AAC block has grown immensely in the past few years which is still growing around 8-10% every year

AAC Players

- Global: Isoltech srl, Xella Group, Cematrix, SOLBET Capital Group, Laston Italiana, Aerix Industries, SCG, ACICO, Broco Industries, Aircrete Europe
- India: HIL Limited, Magicrete Building Solutions, JVS Comatsco, JK Lakshmi Cement, BigBloc Construction Limited

Future Outlook

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

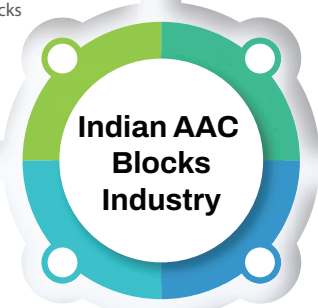


Indian Construction Industry

- Indian construction industry was 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 150,000 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 8000 - 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 Centers

- West India is the biggest producer and consumer of AAC blocks with major consumption centers 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 is amongst the largest player with strong presence in South India and expanding presence in eastern India.
- West Market is Strongly Captured by Big bloc and Magicrete

Market share of Brick industry (By Value)

Clay Bricks	80%
Fly ash Bricks	8%
AAC Blocks	7%
Concrete Blocks	5%

AAC Plant Locations



Heightened concerns on pollution and climate change is leading to rapid growth of clay bricks substitutes such as AAC Blocks

DEMAND DRIVERS



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.

AAC Blocks 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 Centers

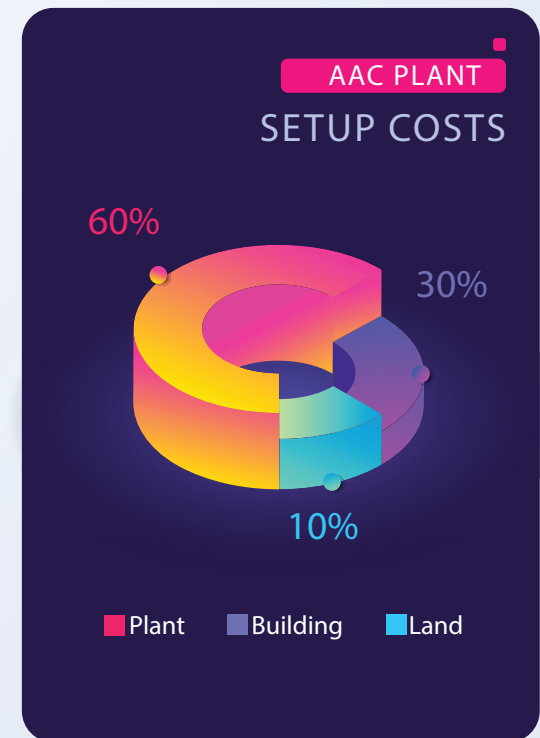
- The consumers include government supplies, real estate developers and individuals. Construction segment is the biggest consumers of AAC blocks.
- As catchment area is less, plants are setup near consumption centers i.e., majorly urban areas.

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 km. This also limits the size of plants in a location.

Working Capital

Average working capital cycle is 2 months



Our Product

StarBigBloc's Star Product: **AAC Blocks**
Building the Future, One Block at a Time



Lightweight

AAC blocks are considerably more lightweight than conventional concrete blocks, yet they preserve outstanding strength.



Thermal Insulation

AAC Blocks are excellent insulators, keeping interiors cool in summer and warm in winter, reducing energy costs.



Soundproofing Properties

With exceptional soundproofing capabilities, AAC Blocks create serene indoor environments by minimizing external noise.





Fire Resistance

Engineered to withstand high temperatures, AAC Blocks provide superior fire resistance, ensuring enhanced safety.



Eco-Friendly

Made from sustainable materials, AAC Blocks contribute to reducing carbon footprint and promoting eco-friendly construction practices.



Versatile Applications

From residential buildings to commercial complexes, AAC Blocks are suitable for various construction projects, offering versatility and flexibility.



Speedy Construction

Due to their larger volume and lighter weight, AAC Blocks enable faster construction, hence minimizing project durations and expenses.



Longevity

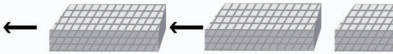
With excellent durability and resistance to pests and weathering, structures built with AAC Blocks stand the test of time, ensuring long-term value.



Manufacturing Process



D) AAC is shrink wrapped & placed on pallets



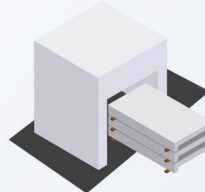
C) Cured AAC removed from autoclave



B) Uncured AAC placed in autoclave under steam & pressure



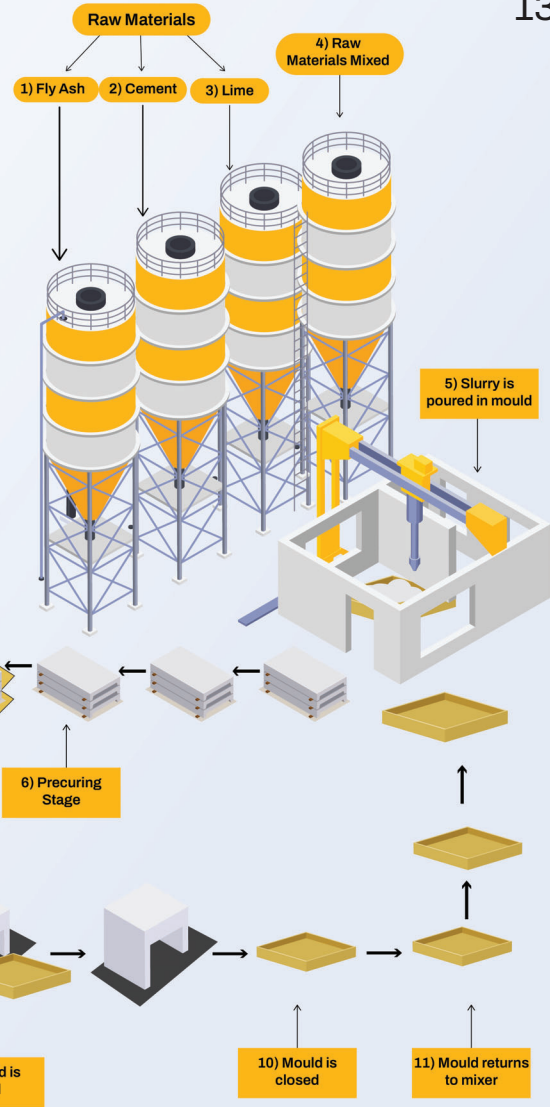
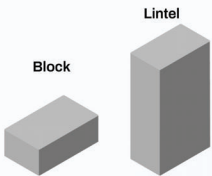
A) Cake is cut into blocks or panels and waste is recycled



8) Cake is ready to cut



E) AAC transport for shipping or to storage area



Raw Materials

1) Fly Ash

2) Cement

3) Lime

4) Raw Materials Mixed

5) Slurry is poured in mould

6) Precuring Stage

7) Mould will returned for next stage

8) Mould is cleaned

9) Mould is oiled

10) Mould is closed

11) Mould returns to mixer



Manufacturing Process

Manufacturing Facilities:

- State-of-the-art production facilities equipped with cutting-edge technology
- Advanced machinery and equipment optimized for efficiency and precision
- Strategically located plants to cater to diverse markets and ensure timely delivery

Quality Control:

- Rigorous quality control measures at every stage of the manufacturing process
- Stringent testing protocols to maintain consistency and meet industry standards
- Dedicated quality assurance teams monitoring product quality round the clock

Cost-Effectiveness:

- Streamlined manufacturing processes to optimize resource utilization and minimize waste
- Economies of scale leveraged to offer competitive pricing without compromising quality
- Innovative cost-saving initiatives implemented to enhance affordability for customers

Competitive Advantage



Pioneers in AAC

We've been crafting AAC longer than most, bringing tried-and-true expertise to the table.



Decades of Experience

With 15+ years in the game, we've seen it all and know what works best.



Swift Deliveries

Our fleet of 20-25 trucks ensures your materials and products reach you on time, every time.



Quality You Can Trust

We prioritize excellence, ensuring our AAC products meet the highest standards.



Reliable Team

Our dedicated crew is passionate and committed, making sure you get the best service.



Customer-Centric Approach

We listen to your needs and tailor our solutions to fit, because your success is our success.



Innovative Solutions

Always staying ahead, we constantly update our methods and materials to offer you the best.



Growth Strategy



With StarBigBloc, the sky's not the limit – it's just the beginning!



Current &

Future Growth Plan

Delhi/Haryana, 5,00,000 CBM capacity expected

We are planning for future expansion in North India to supply the demand in north region of India Delhi, NCR, Punjab, Haryana, Rajasthan

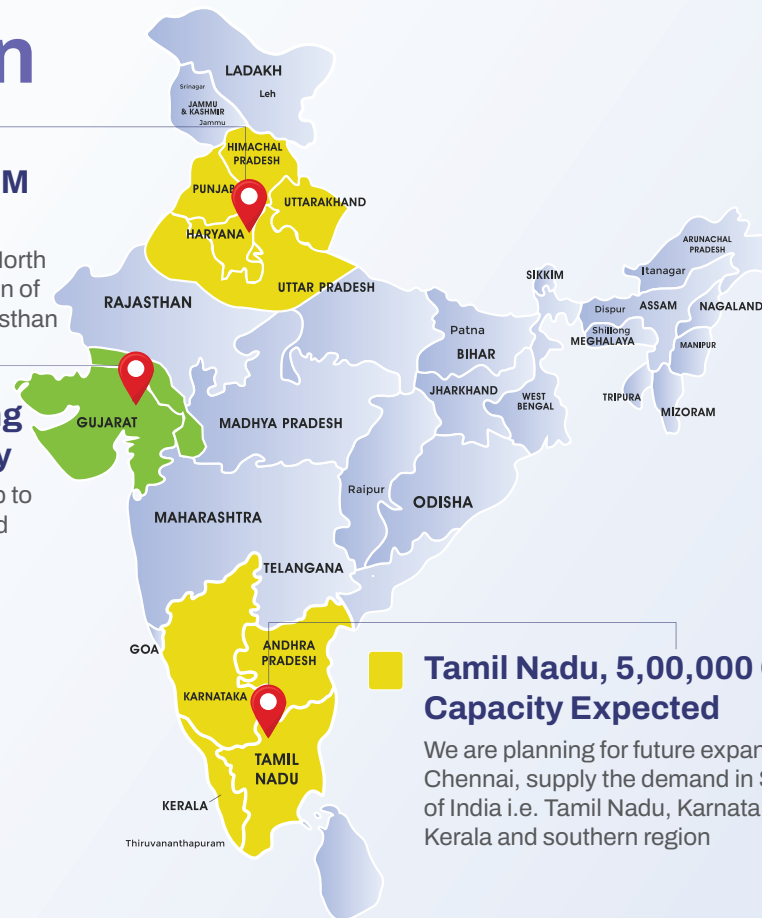
Ahmedabad, Gujarat Existing Unit, 2,50,000 CBM Capacity

Ahmedabad unit covers Gujarat region up to Vapi and Rajasthan unit up to Udaipur and till Indore in Madhya Pradesh

Tamil Nadu, 5,00,000 CBM Capacity Expected

We are planning for future expansion in Chennai, supply the demand in Southern Part of India i.e. Tamil Nadu, Karnataka as well Kerala and southern region

- Green - Showcases our already existing units
- Yellow - Showcases our future expected units





Growth Strategy

Expansion into New Geographical Markets

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

Investments in Research and Development

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

Product Diversification

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

Brand Building and Marketing Campaigns

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

Customer Relationship Management

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

Talent Acquisition and Development

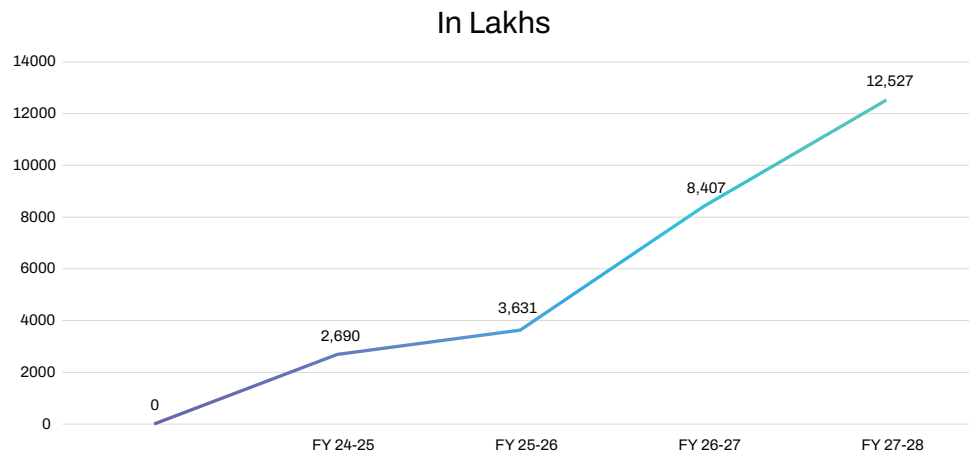
Recruit top talent and provide training to foster a skilled workforce driving growth and innovation.

Financial Projections

Amount in Lakhs				
PARTICULARS	2024-25	2025-26	2026-27	2027-28
Revenue from operations	9,665.18	16,275.50	31,445.49	42,835.39
EBIDTA	2,690.09	3,631.45	8,407.32	12,526.97
Depreciation	398.34	921.69	1,234.93	1,206.83
Interest cost	198.42	561.87	793.99	702.96
Operating Profit	2,093.33	2,147.89	6,378.41	10,617.18
Other Income	180.00	180.00	180.00	180.00
PBT	2,273.33	2,327.89	6,558.41	10,797.18
Provision for taxes	572.20	602.71	1,603.52	2,717.65
PAT	1,701.13	1,725.18	4,954.89	8,079.53
Ratios				
GP ratio	43.35	40.36	42.95	44.16
EBIDTA %	27.83	22.31	26.74	29.24
PAT %	17.60	10.60	15.76	18.86



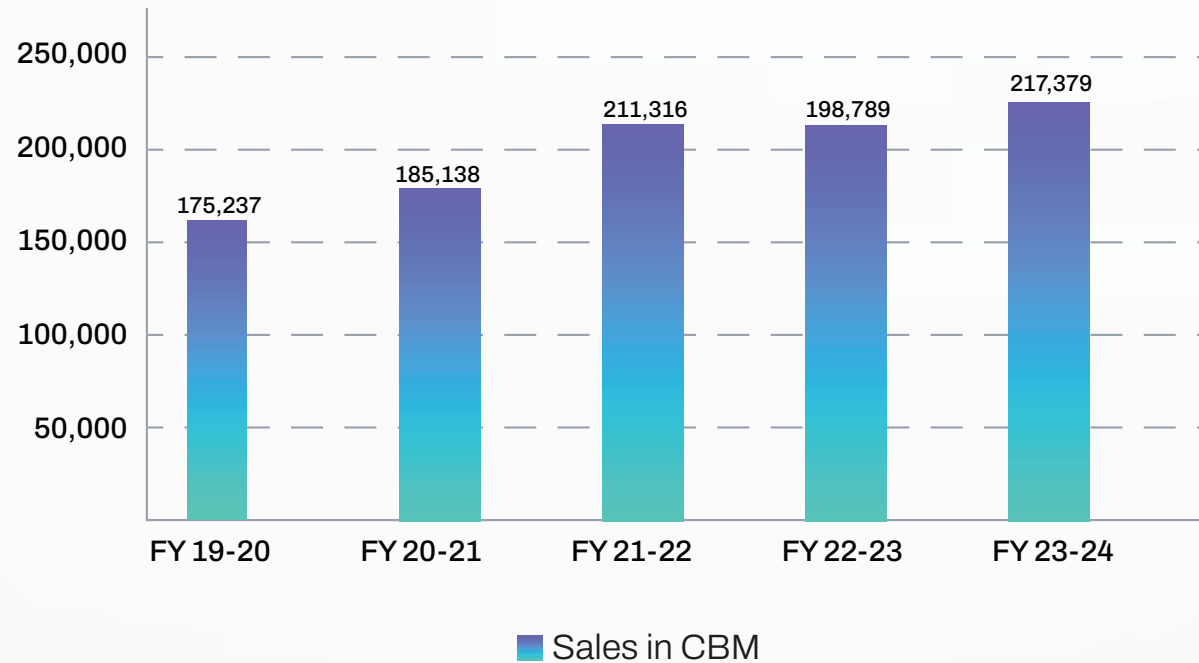
Graphical Representation of **EBIDTA**





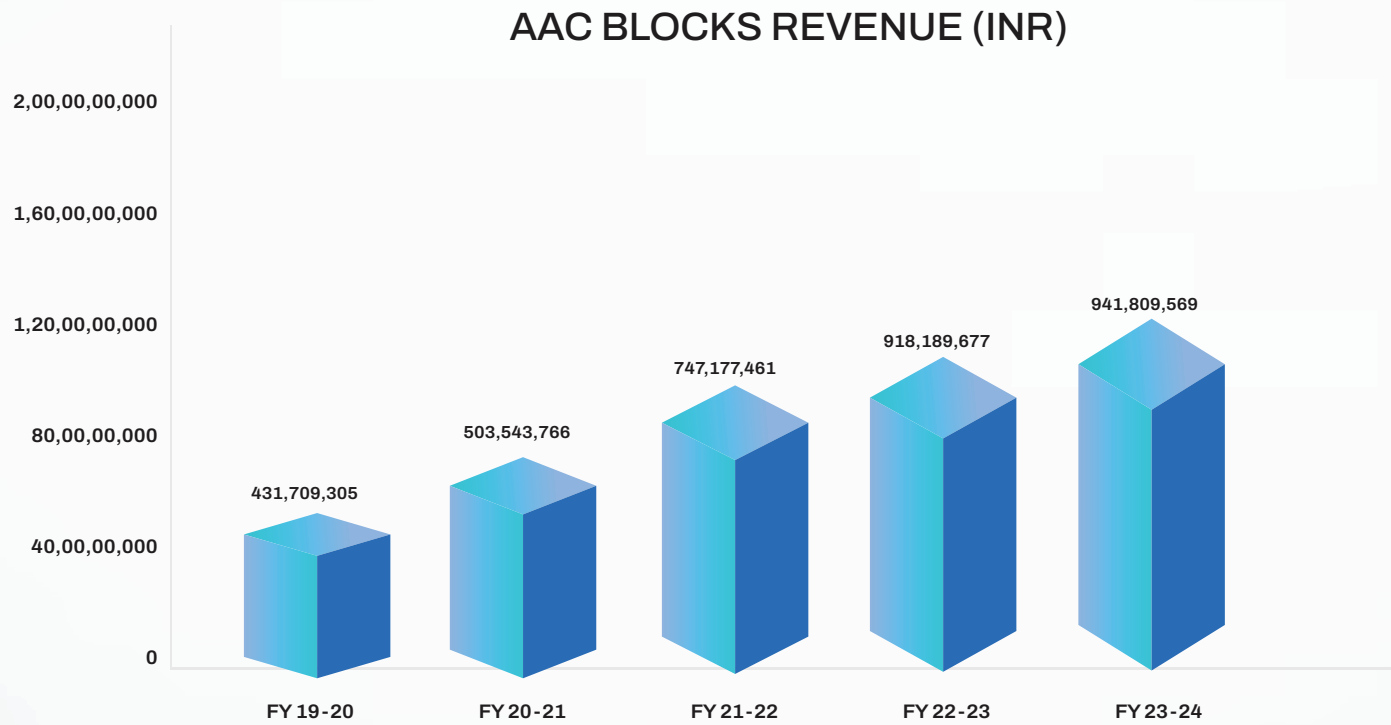
StarBigBloc YOY Growth (CBM)

Sales in CBM



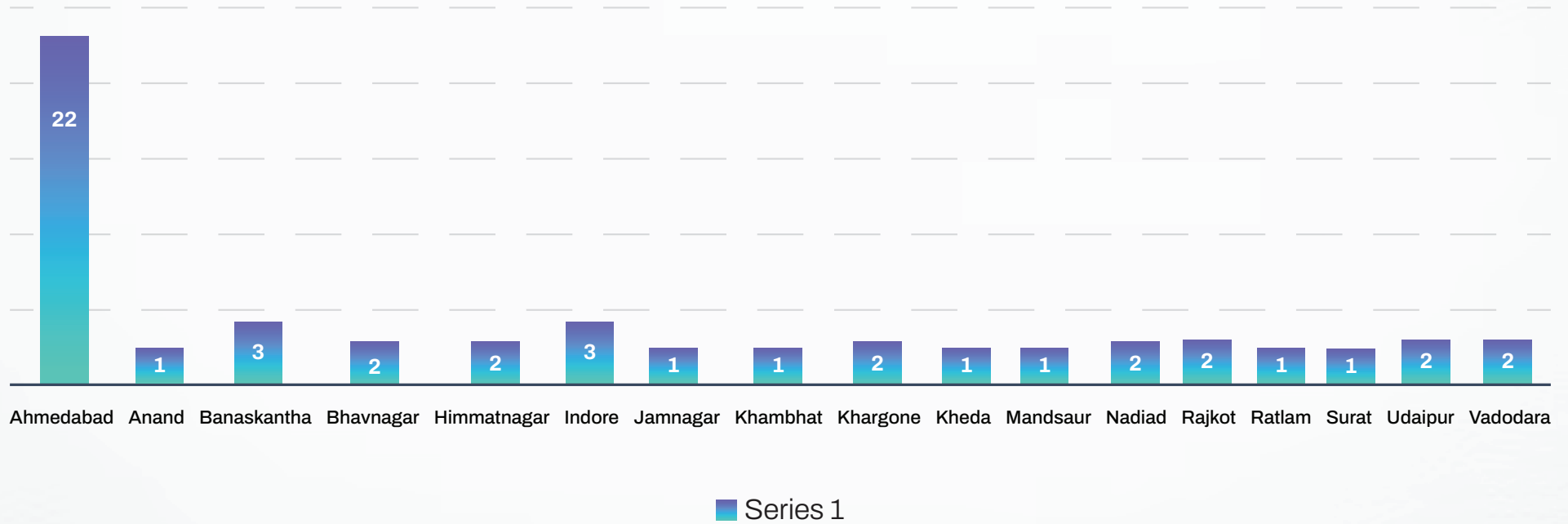


StarBigBloc YOY Growth (Revenue)



City Wise Distributor Network

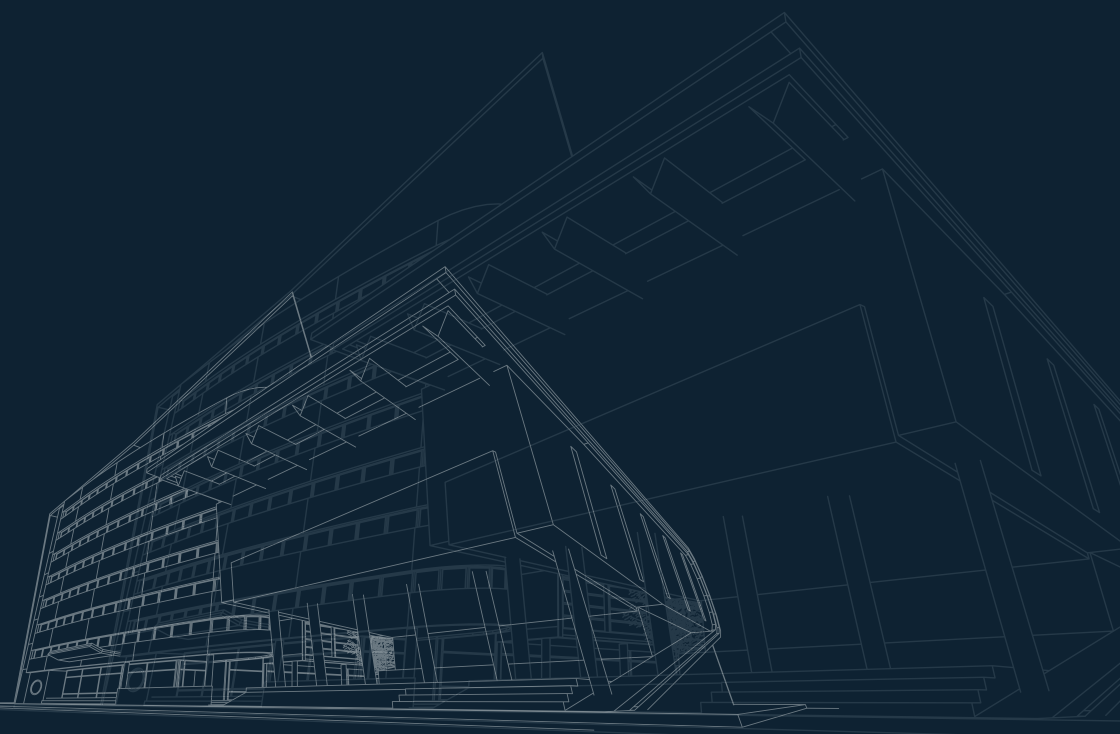
Channel Partners





Esteem Clientele





Contact Us:

Head Office:

908, Rajhans Montessa,
Dumas Road, Magdalla,
Surat, Gujarat - 395007, India

Regional Office (SBB):

620, 6th Floor, Gala Empire, Opp. TV
Tower, Drive Inn Road, Thaltej,
Ahmedabad, Gujarat - 380052, India

Plant Location (Kapadvanj):

Survey No. 378/373/380, Savli Village,
Nr. Kapadvanj, Di: Kheda, Godhara
Highway, Nadiad - 387620, Gujarat, India