



BIGBLOC CONSTRUCTION LIMITED

CIN NO. : L45200GJ2015PLC083577

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(E) : bigblockconstructionltd@gmail.com Visit us : www.nxtbloc.in



NXTBLOC[®]
Autoclaved Aerated Concrete Blocks

Date: 24/01/2022

To,
Department of Corporate Service,
Bombay Stock Exchange Limited,
1st Floor, PhirozeJeejeebhoy 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

SUB: INVESTOR PRESENTATION ON (Q3FY22) UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST DECEMBER, 2021

Dear Sir/madam,

With reference to above mentioned subject, please find attached Investor Presentation on (Q3FY22) Unaudited Financial Results for the quarter ended 31ST December, 2021.

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

You are requested to take the above information on record.

Thanking You

Yours Faithfully,

**FOR AND ON BEHALF OF
BIGBLOC CONSTRUCTION LIMITED**

NISHTHA PAMNANI
(Company Secretary and Compliance Officer)
ACS-58276



BIGBLOC CONSTRUCTION LIMITED

Investor Presentation Q3 & 9M FY22



NXTBLOC[®]
AUTOCLAVED AERATED CONCRETE BLOCKS



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FINANCIALS

01

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

02

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

03

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

04

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

05

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

06

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

07

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

08

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

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

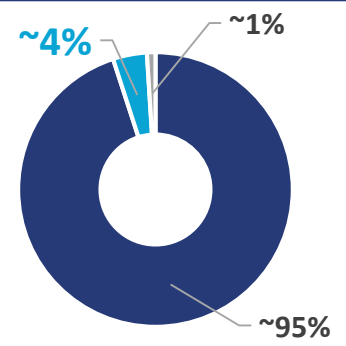
~150-180 plants



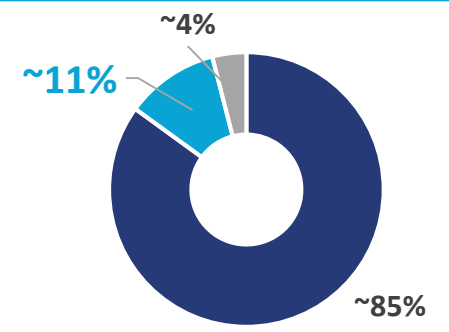
China

~3,000+ plants

Market Share - India



2010 2021



Red Bricks AAC Blocks Others

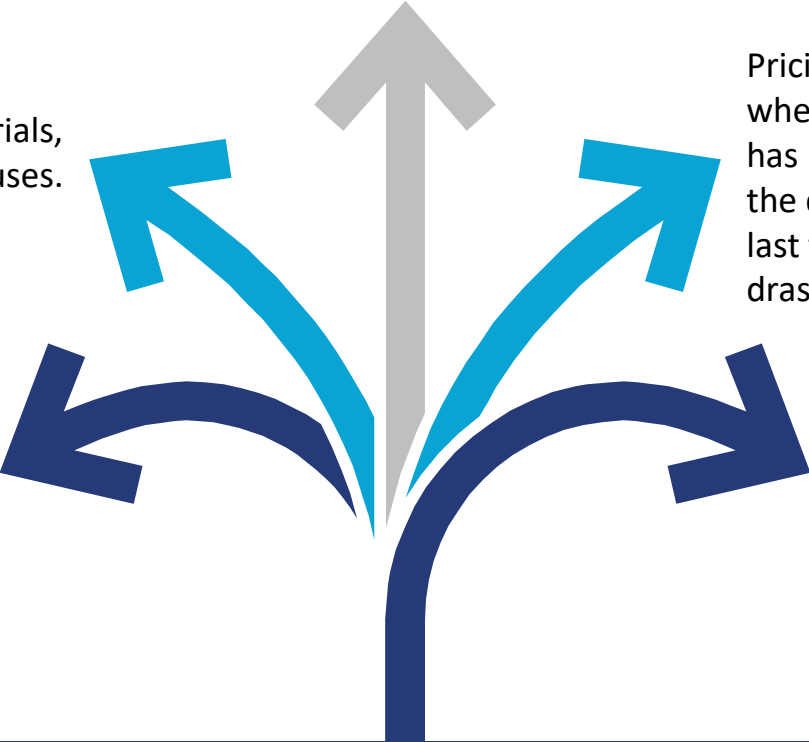
With increasing regional government projects and expanding real-estate industry, demand for autoclaved aerated concrete is expected to see an upsurge. Projects such as Pradhan Mantri Awas Yojana, Police Housing, Kanya Shiksha Parishar, etc. where the Government has made mandatory to use AAC Blocks.

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

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.

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

Earlier the tax rate on Blocks were ~24-25%. To incentivize Companies using Fly Ash, the Government has further reduced the GST on AAC Blocks to 5%.

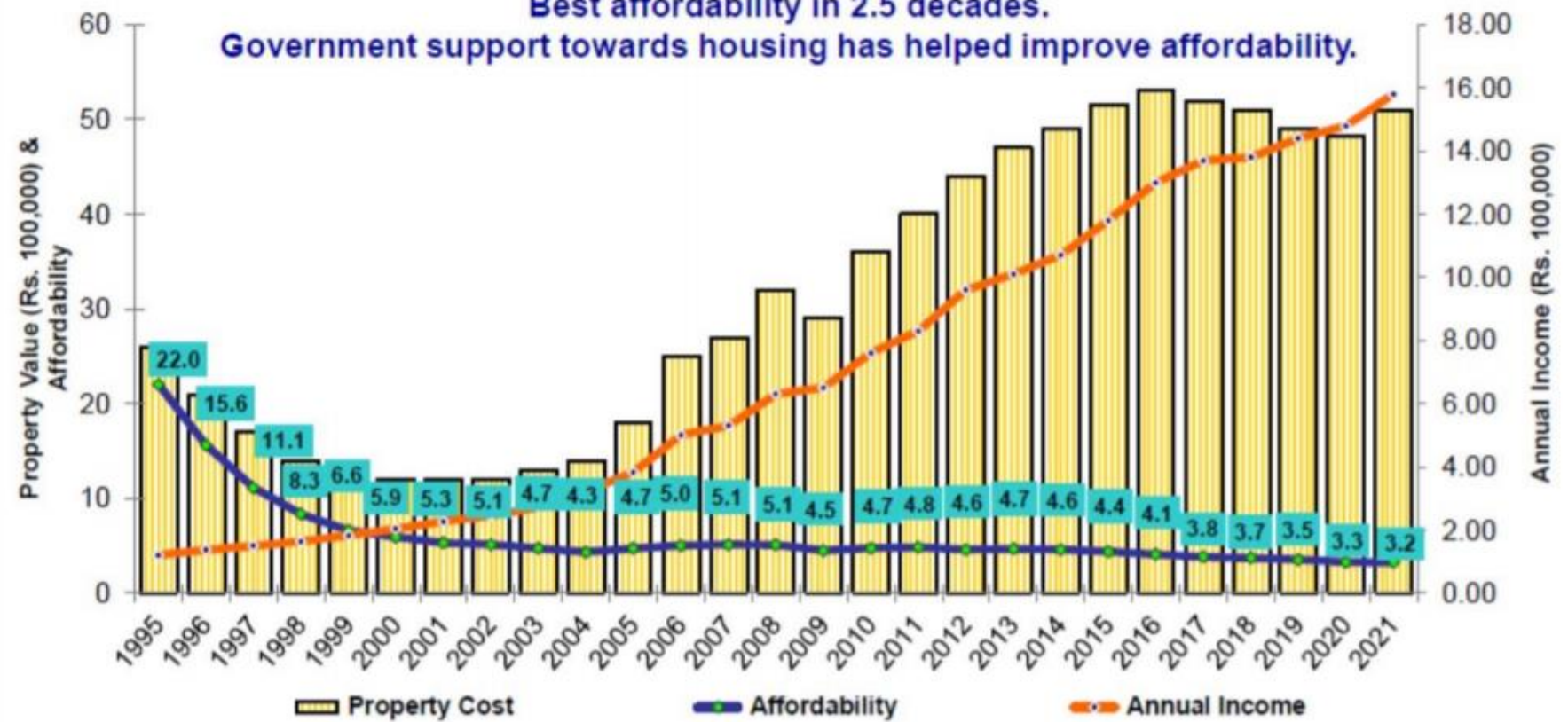


We intend to become one of the largest manufacturers of AAC blocks & panels in all PAN India in the next 2-3 years.

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

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





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

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

03. Affordable housing to lead the way to recovery.

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

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

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

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



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

Block Business

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



- 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)

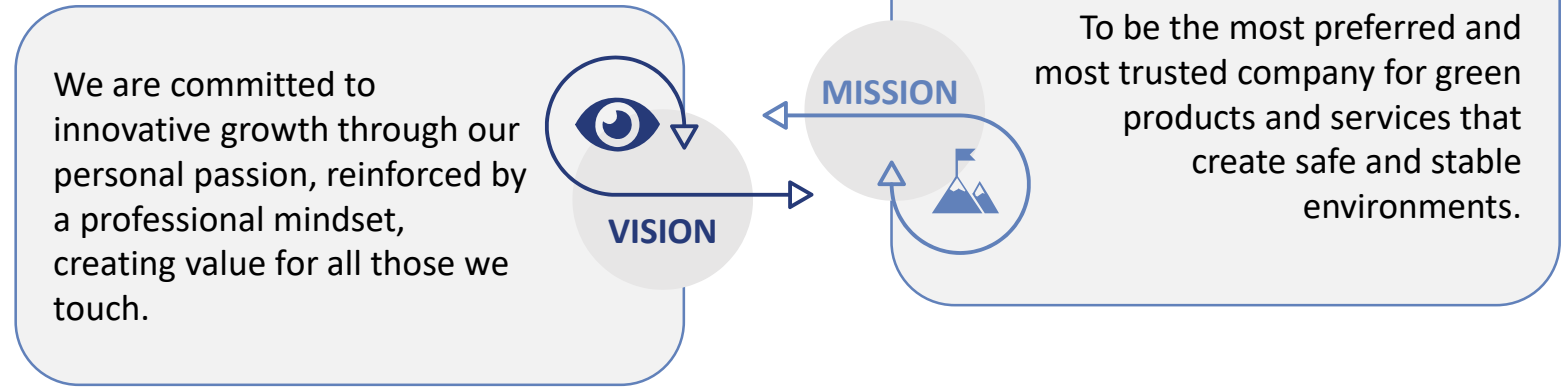
On 17th June, 2015, Bigbloc Construction Limited was incorporated under the Companies Act, 2013 in Gujarat. The Company is engaged in the manufacturing business of building AAC (Aerated Autoclave Concrete) Blocks and other products. AAC blocks are a superior quality building material which provide unparalleled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



CORE VALUES

We stick by the pillars of our organization:



INTEGRITY




COMMITMENT



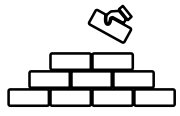
QUALITY



**Incorporated
2015**



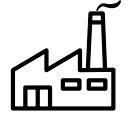
**Listed –
NSE (BIGBLOC);
BSE (540061)**



**Business – Building
Blocks; AAC (Aerated
Autoclave Concrete)
Bricks**



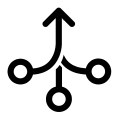
Brand - NXTBLOC



2 – Factories



100+Realtors



**Consolidated
Revenues - >\$15Mn**



**Supply Chain –
Across 9 Cities and 4
States Low Debt and
High Equity fueled
Entity**



500 - Workers

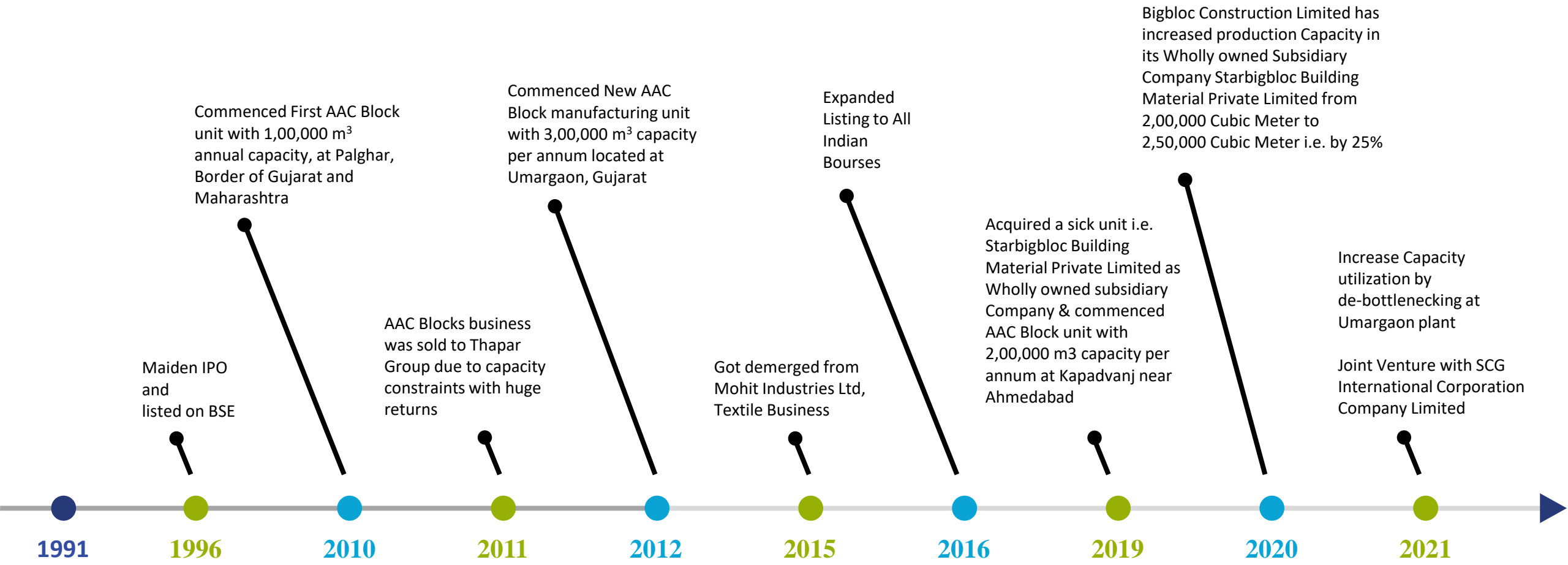


**150+ Member
Strong organization**



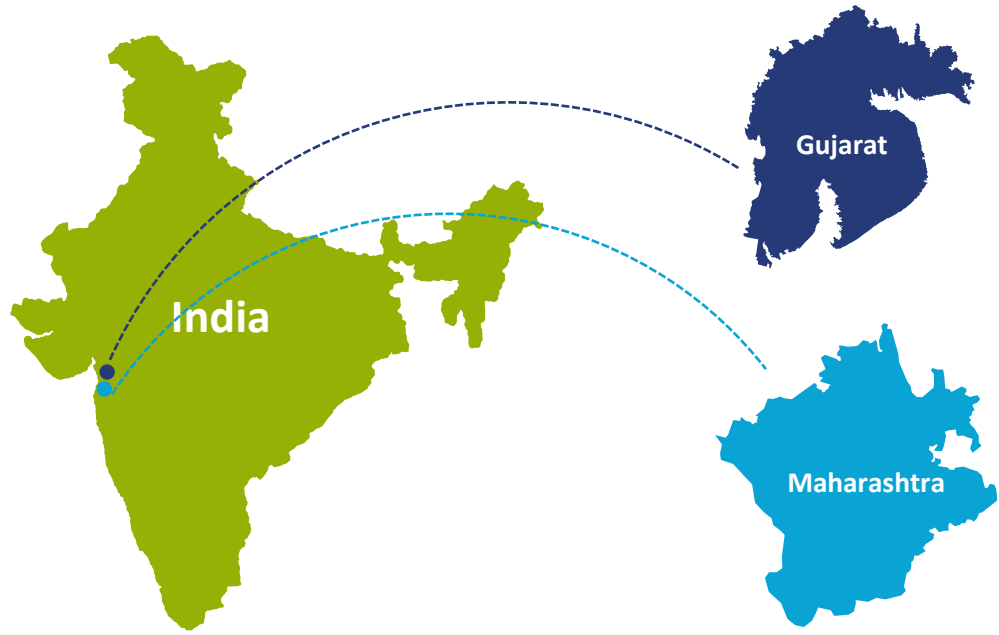
**Amongst the First in
India to setup a Green
Field Plant for
manufacturing AAC
Blocks**

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





Strategically Located Plant At Vapi



Our current capacity to produce AAC stands at 3,00,000 m³/annum.

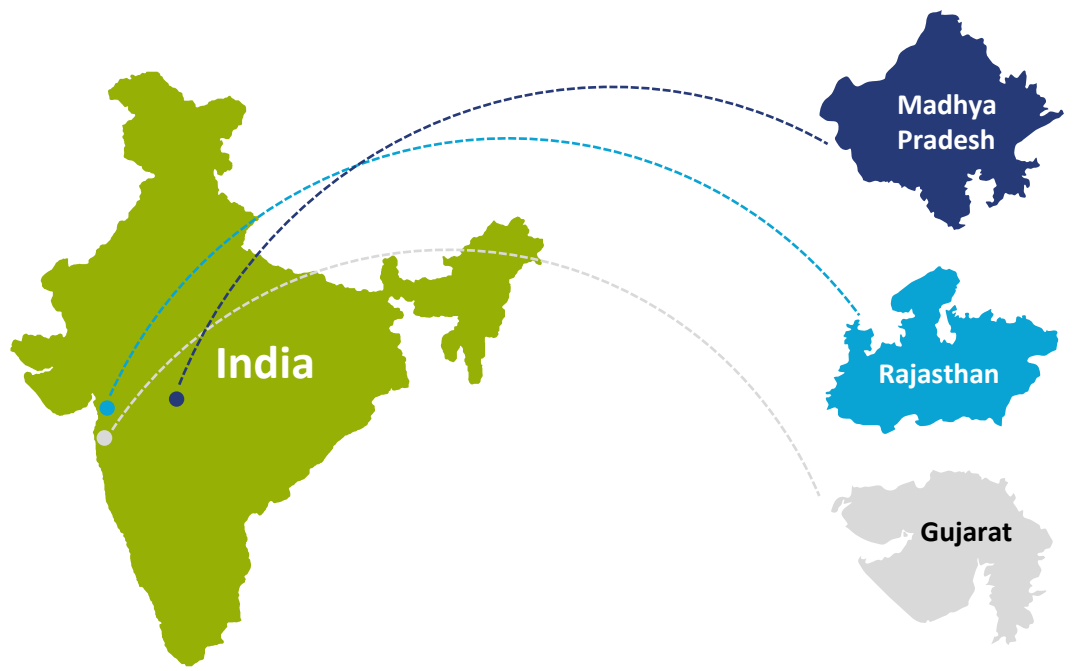
The Plant is 8 years old and it is managed efficiently.

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



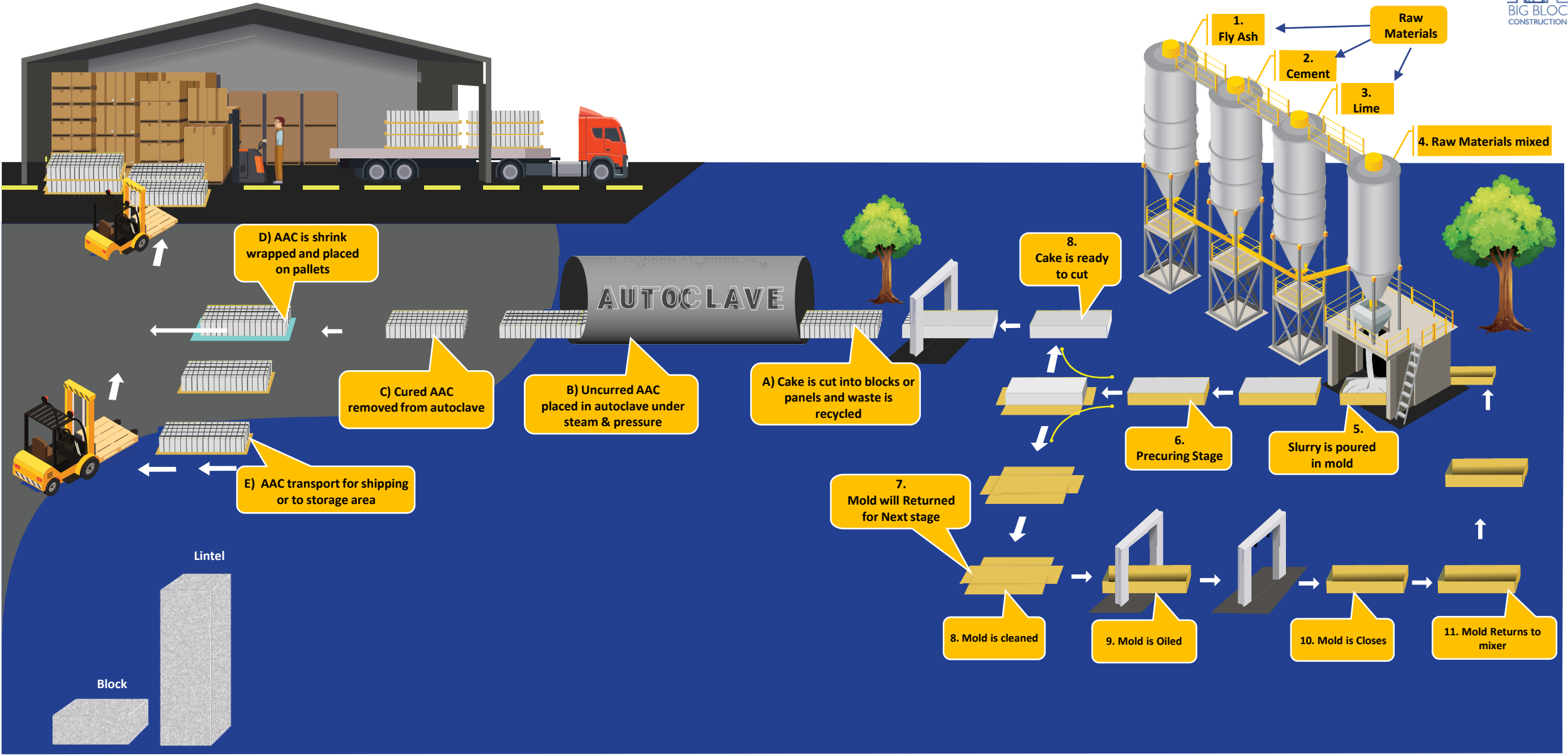
Recently we have increased our capacity by 25% and Currently we produce AAC at **2,50,000 m³/annum**

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 m³.

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.



Kapadvanj

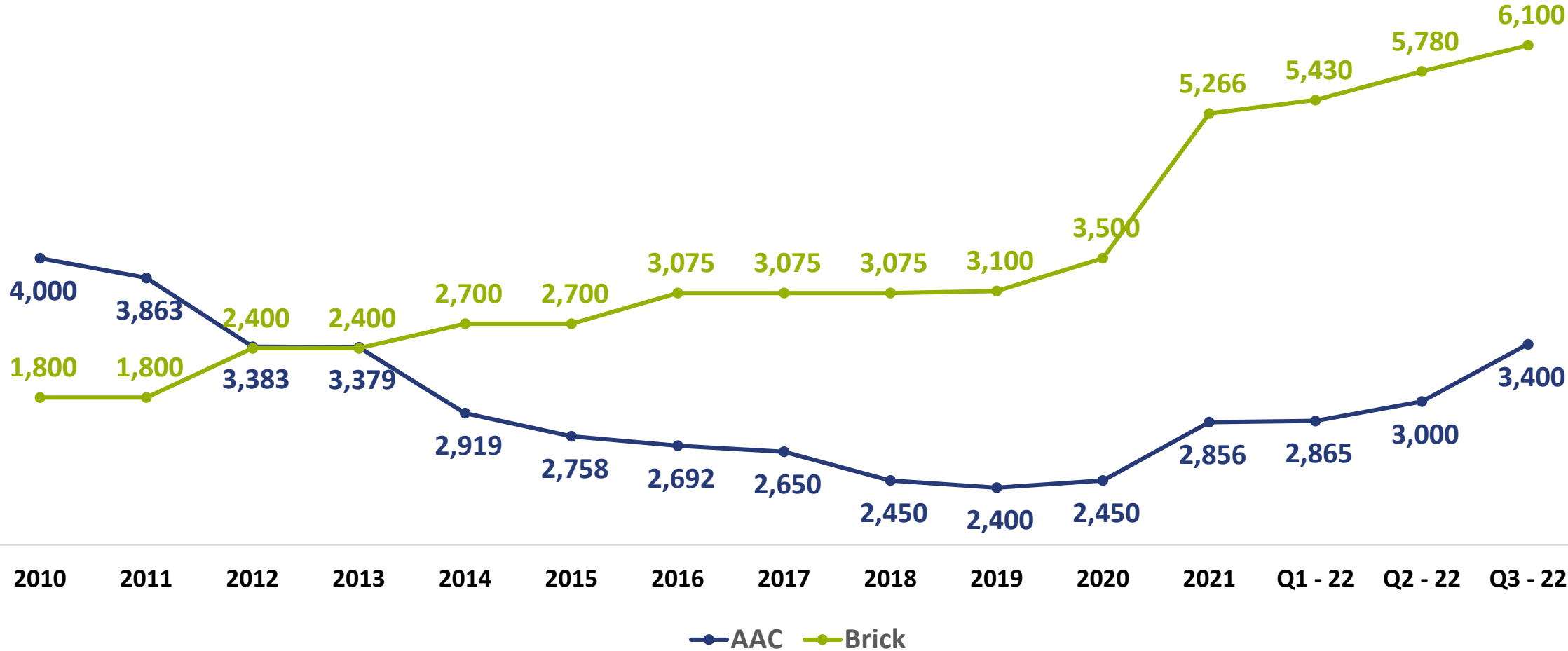


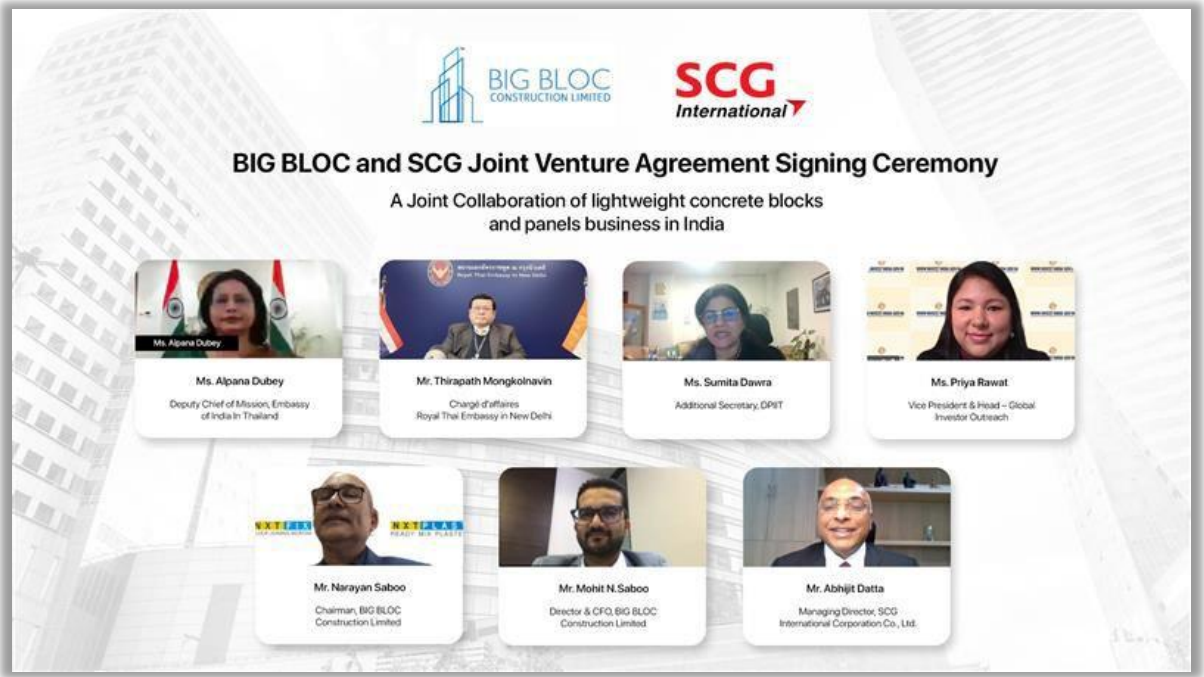


- > AAC block is a green building material which is a replacement for conventional red bricks.
- > Weight of these AAC blocks is 30% lighter than that of red bricks hence dead load of the building becomes very light.
- > There is considerable saving in the structure cost.
- > Sound proof & Fire resistant.
- > We are the only company in this market which generates carbon credit.
- > We are the largest manufacturer of AAC blocks in western India and second largest in India.
- > Strategic partnership with SIAM Group to explore newer markets.
- > We have esteemed and robust clientele such as ACC and Ambuja.
- > We are focusing on exploring opportunities to export panels to Sri-Lanka, UAE and other nearby countries.

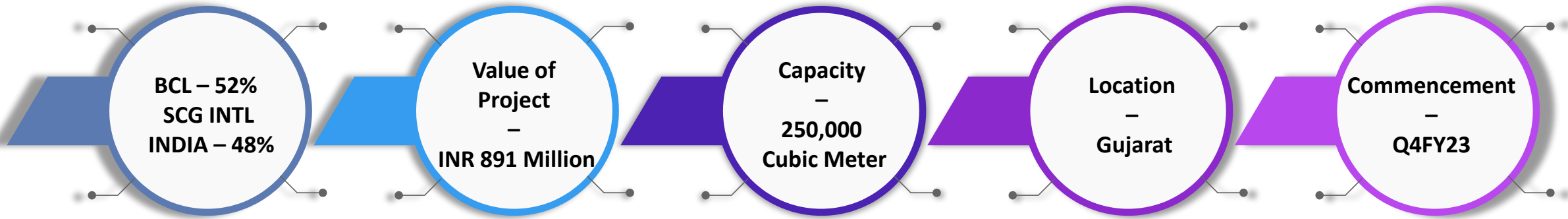


AAC Vs Brick





“**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.”



About SCG

- 01 Established in 1913, since then SCG, has gone on to become a leading business conglomerate in the ASEAN region
- 02 One of the largest cement and building material companies in Thailand and Southeast Asia and ranks 2nd in 2021 Forbes list
- 03 Serving 2,000+ Corporate customers in more than 50 Countries
- 04 Conducting business in line with good corporate governance and sustainable development principles throughout 100 years
- 05 Strong R&D capabilities to offer innovate and diversified solutions to its customers

BigBloc

- 01 4 Decades of Business Vintage, promoted by Saboo Family
- 02 The second generation entrepreneurs currently manage the business operations of the group who are professionally qualified and have a diversified experience
- 03 One of the largest blocks manufacturing operational capacity in Western Region with a total capacity of 5,50,000 cbm
- 04 Manufactures a green building material product for the construction industry for a better environmental balance
- 05 Operates in the states of Gujarat, Mumbai, Madhya Pradesh, Pune and Rajasthan and has a workforce of 500+ members
- 06 Clientele includes various developers like L&T, Lodha, PSP, Adani, Mahindra Lifespace, Runwal, etc

About the Partnership

- 01 Significant impetus to BIGBLOC's growth
- 02 Perform marketing activities in newer markets
- 03 Offering AAC panel & other products on a global platform

- 04 Providing access of its business network to SCG
- 05 Perform Joint market survey in India
- 06 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



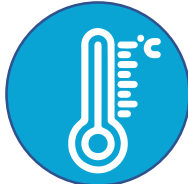
Lightweight



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

Increase Product Portfolio



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
- 02 Less dependent on Intermediate Channels
- 03 Direct Marketing to Projects
- 04 Direct Marketing to Projects
- 05 Project Supplies
- 06 Credit Profiling of Customers is done before supplies
- 07 Marquee and reliable clients.
- 08 Direct Developer Relationship Team More than 50% of the top 7 developers of Mumbai are our Clients.
- 09 100+ developers portfolio across western region.

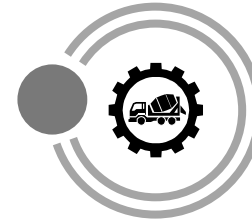
Sr.	Name	Description
1	Lodha Developers	India's Biggest Realtor who did a \$500Mn IPO on the exchanges, Constructed one of the marquee and tallest tower of South Mumbai, Current Portfolio of 5 Mn Sq Ft
2	Regency	Develops large MIG Colonies in North Mumbai, Current Portfolio of 2 Mn Sq Ft
3	L&T	The Largest 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.



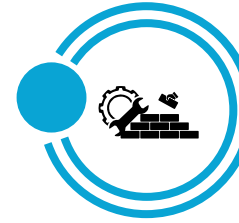
CEMENT COMPANIES AS OEM

- 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 Mahara).
- 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
Township



KANAKIA GROUP
Rainforest



L&T
Crescent Bay



LODHA GROUP
World One



REGENCY GROUP
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

Mr. Naresh Sitaram Saboo
Managing Director

Mr. Mohit Narayan Saboo
Director & CFO

Mr. Manish Saboo
Marketing & Strategy

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.

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 & Financial Strategy.

Mr Sachit Gandhi,
Independent Director

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

Mr Suresh Jain,
General Manager (Marketing)
Maharashtra Region

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

Ms Samiksha Nandwani,
Independent Director

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

Mr Gautam Maity,
General Manager (Umargaon)

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

Mr Dishant Jariwala,
Independent Director

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

Mr Pramod Pandey,
General Manager (Starbigbloc Factory) Ahmedabad

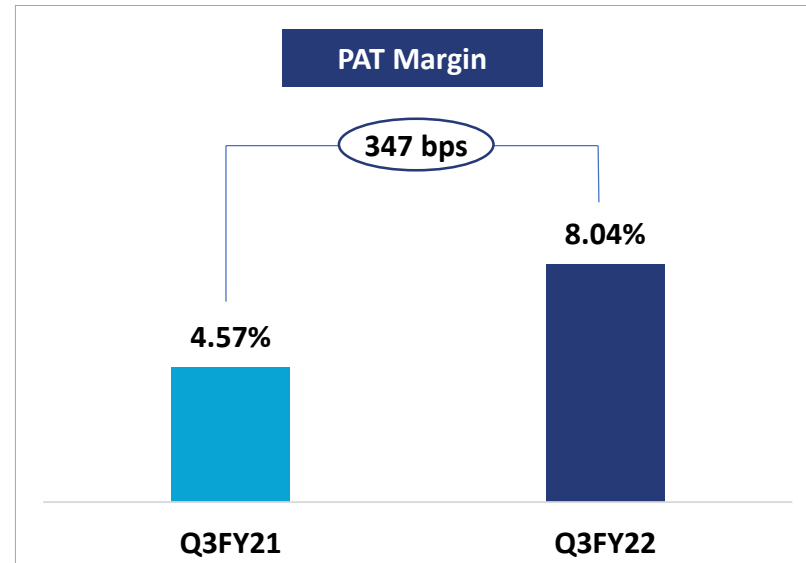
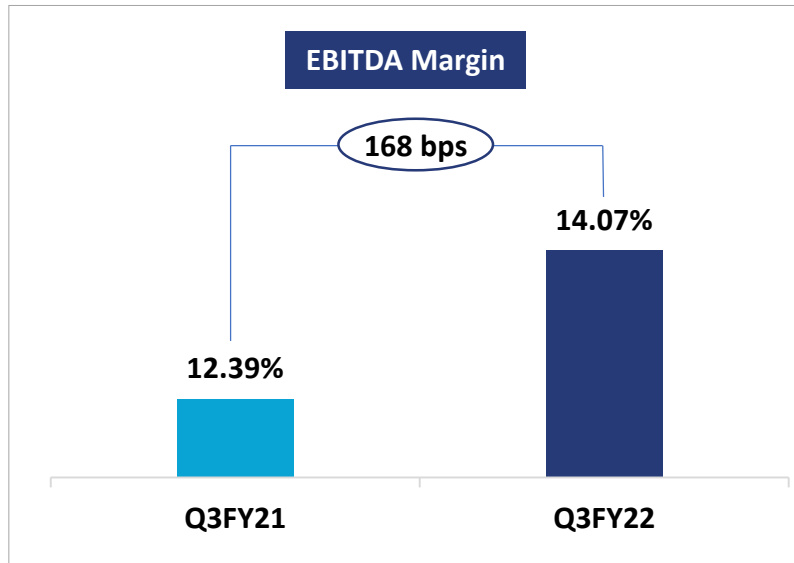
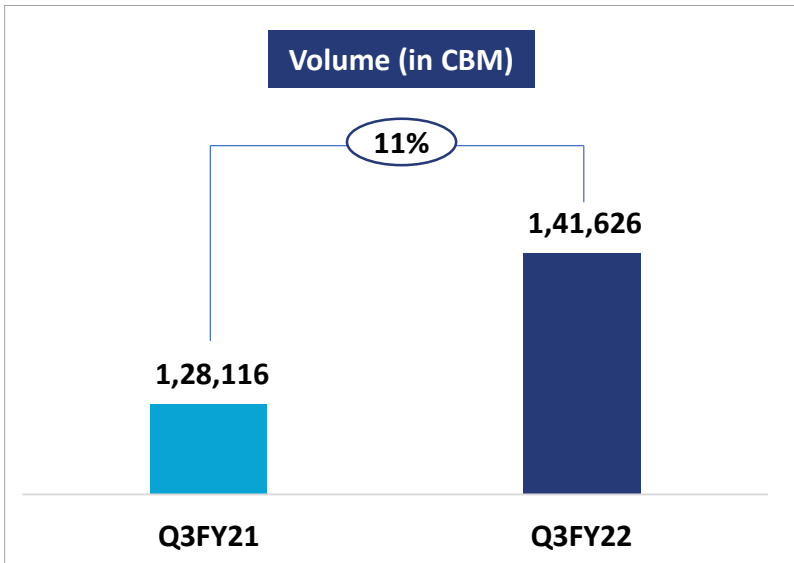
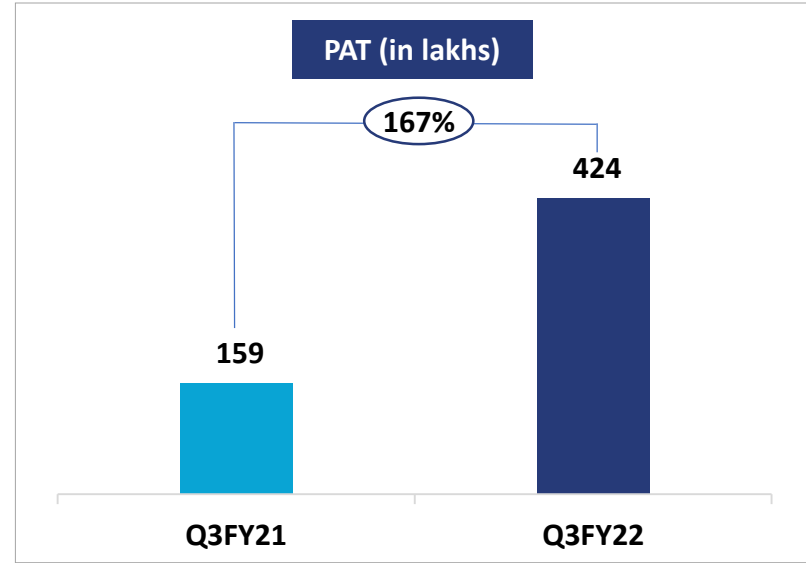
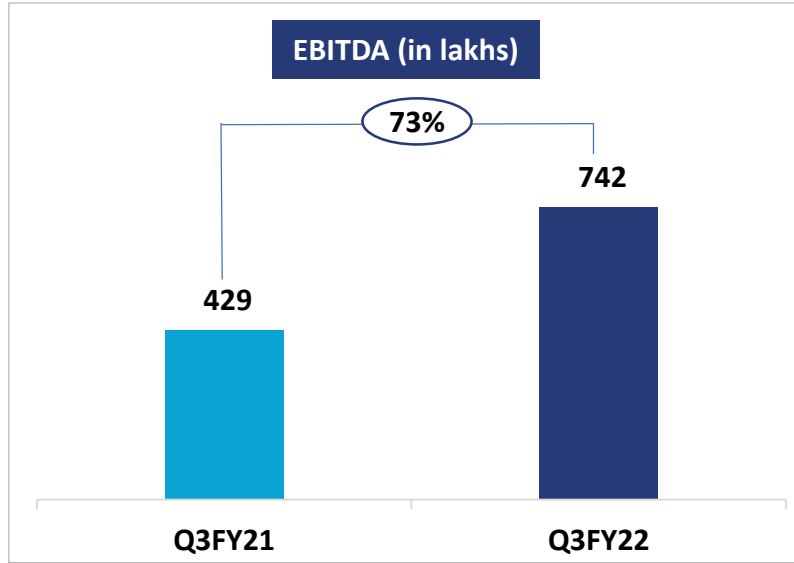
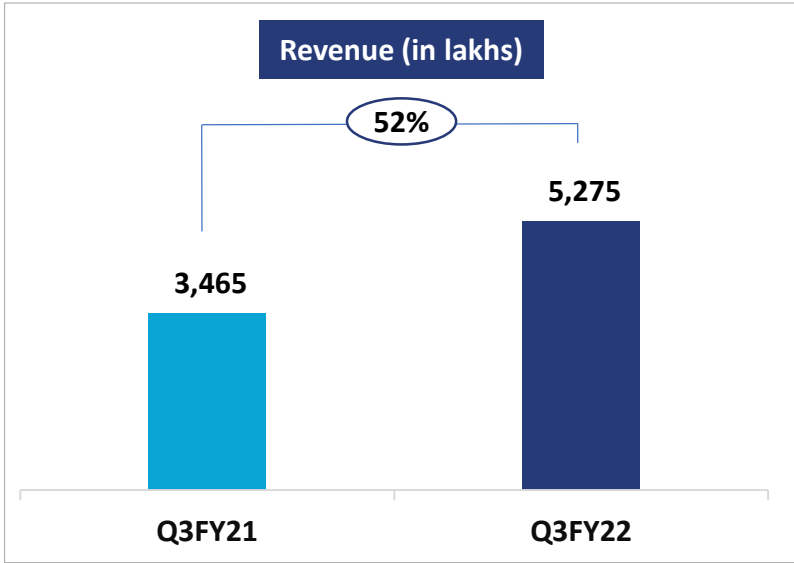
More than 5 years of Experience in AAC Blocks Industry and 14 years experience of Plant Management. Looking after complete operations of Ahmedabad unit including productions, expansion as well as maintenance.

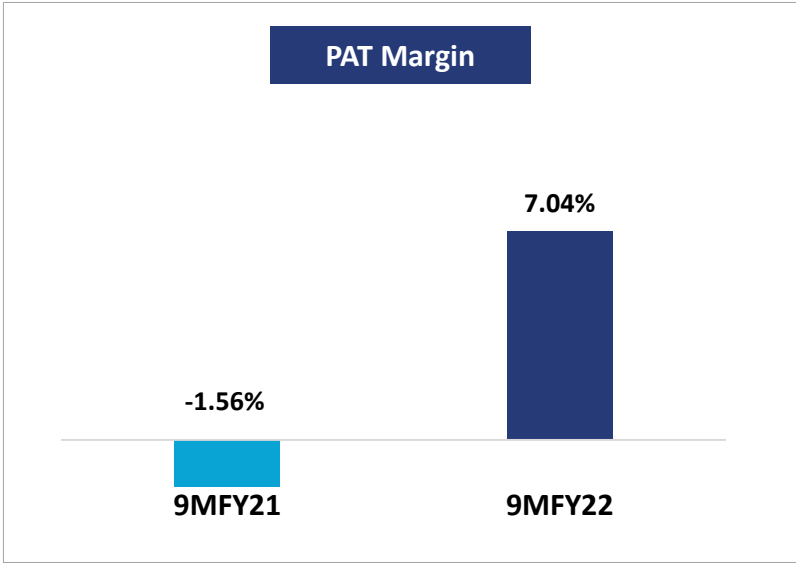
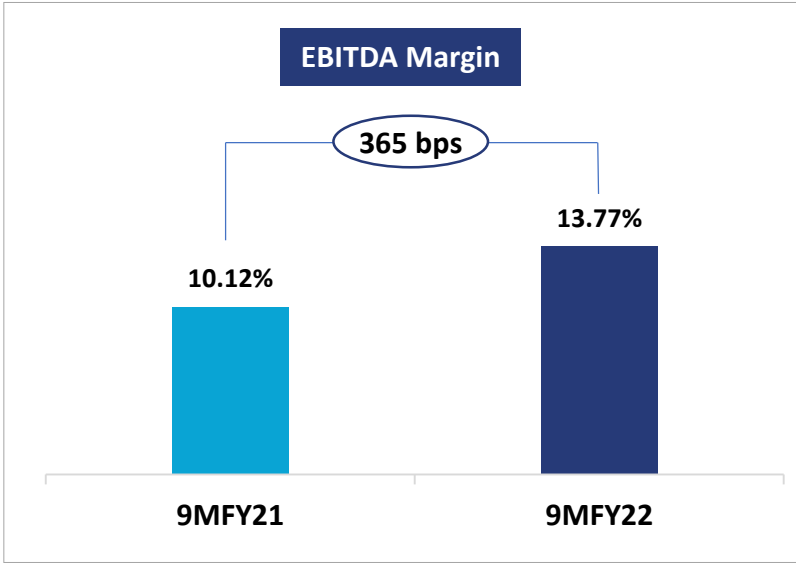
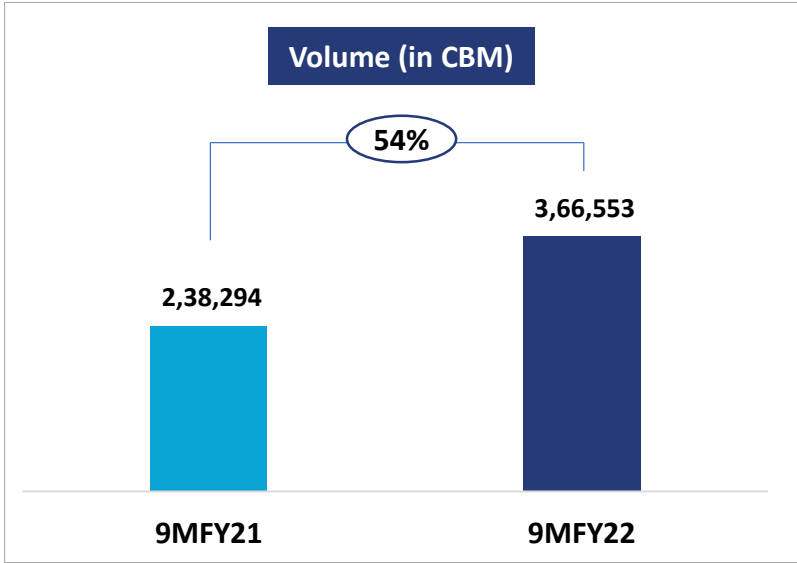
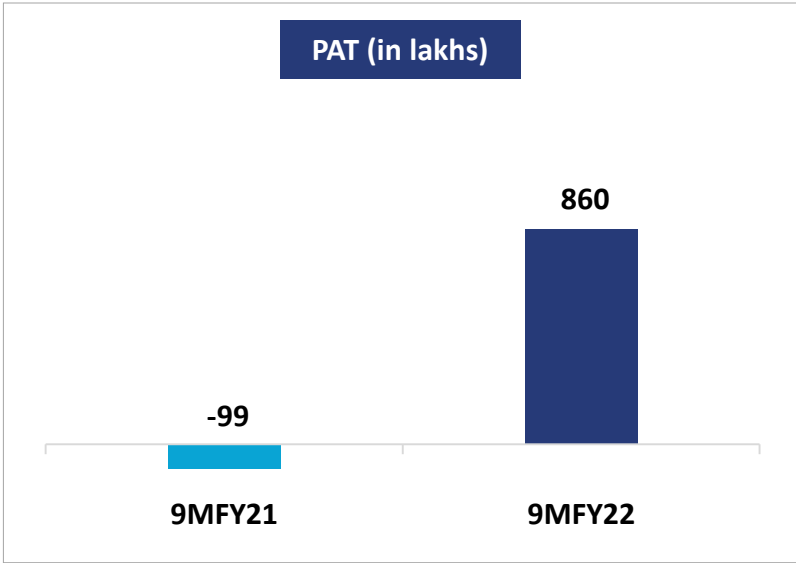
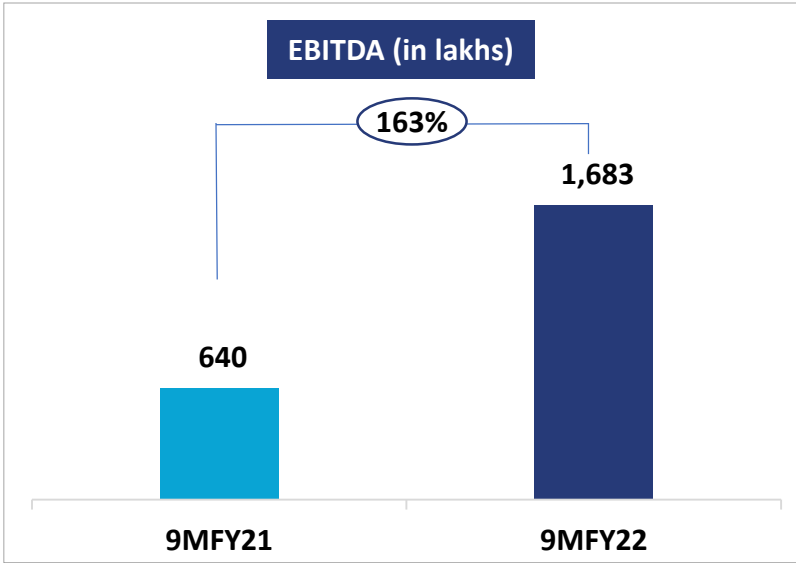
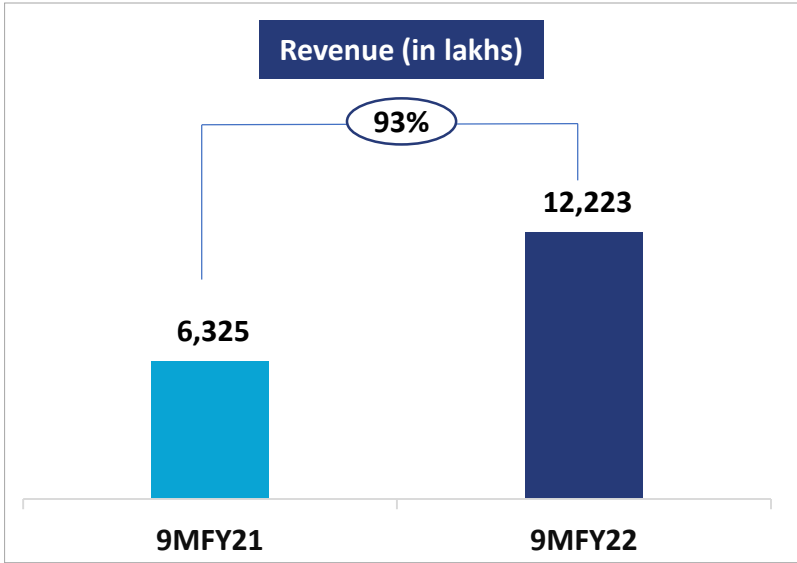
Mr Tejas Dhoot,
Senior Executive

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

Mr Shailendra Varatiya,
General Manager (Marketing)
Gujarat Region

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

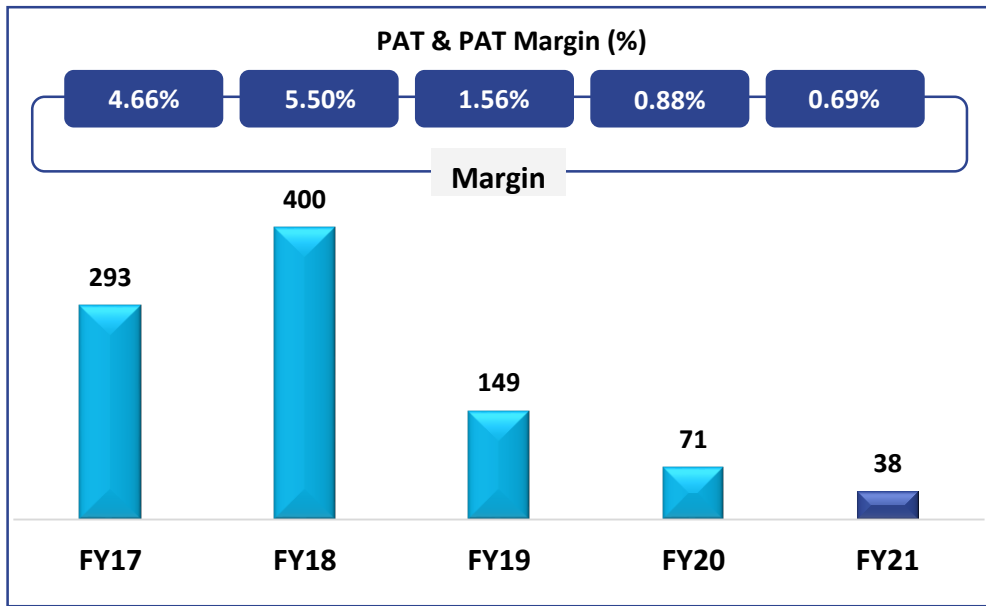
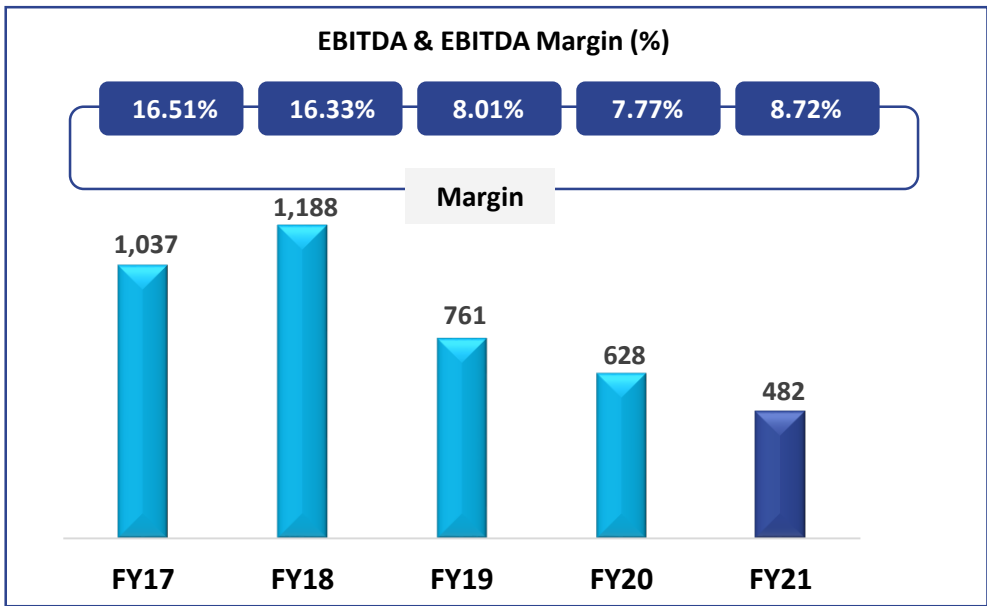
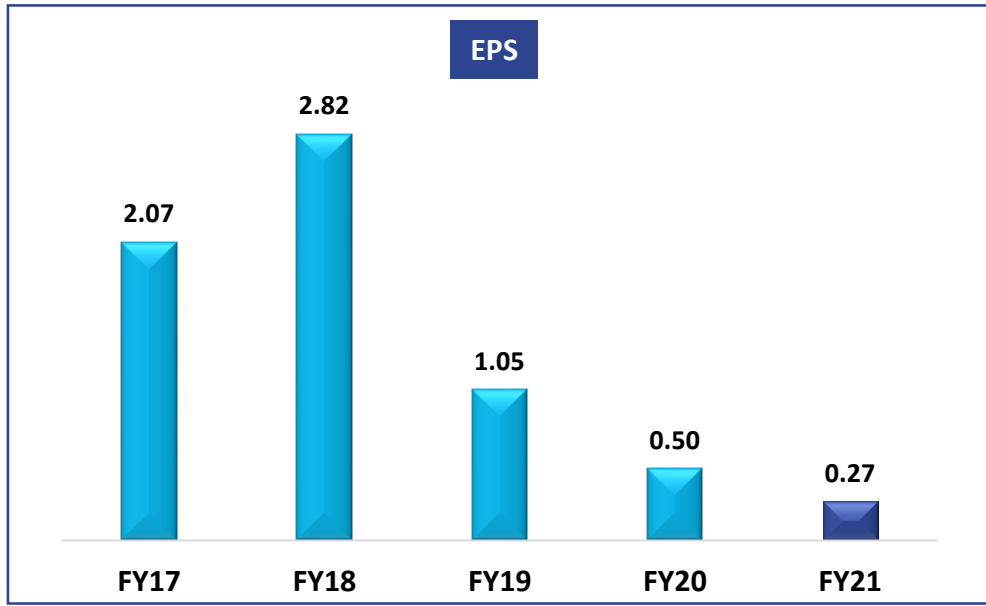
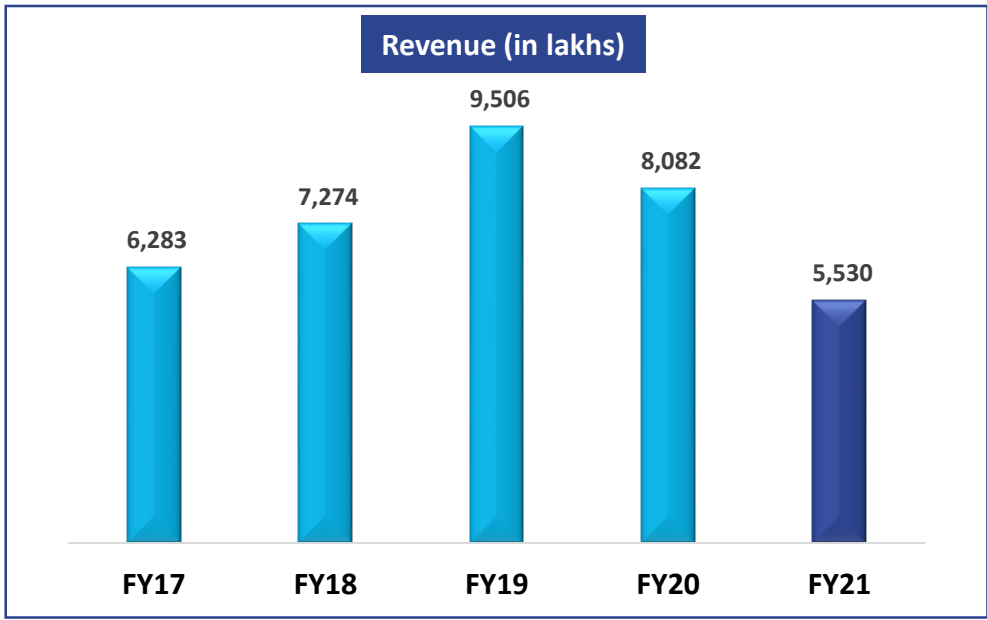


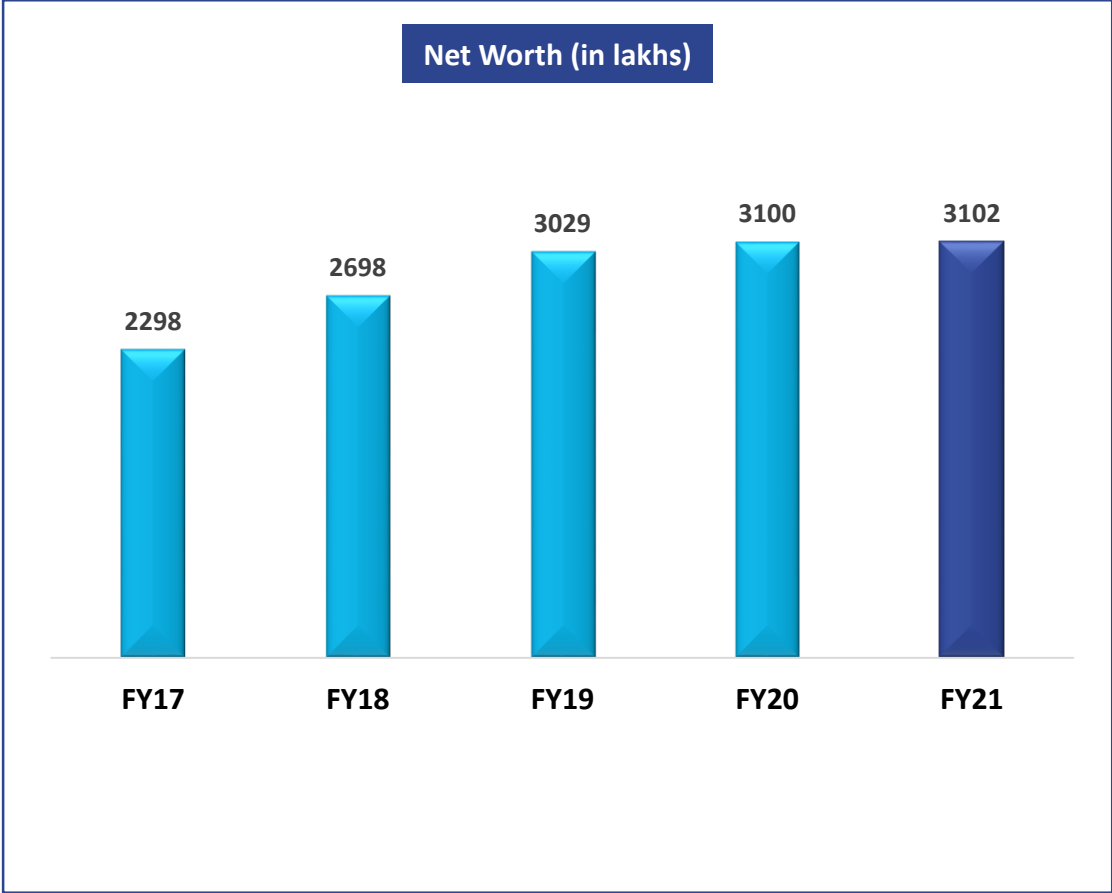
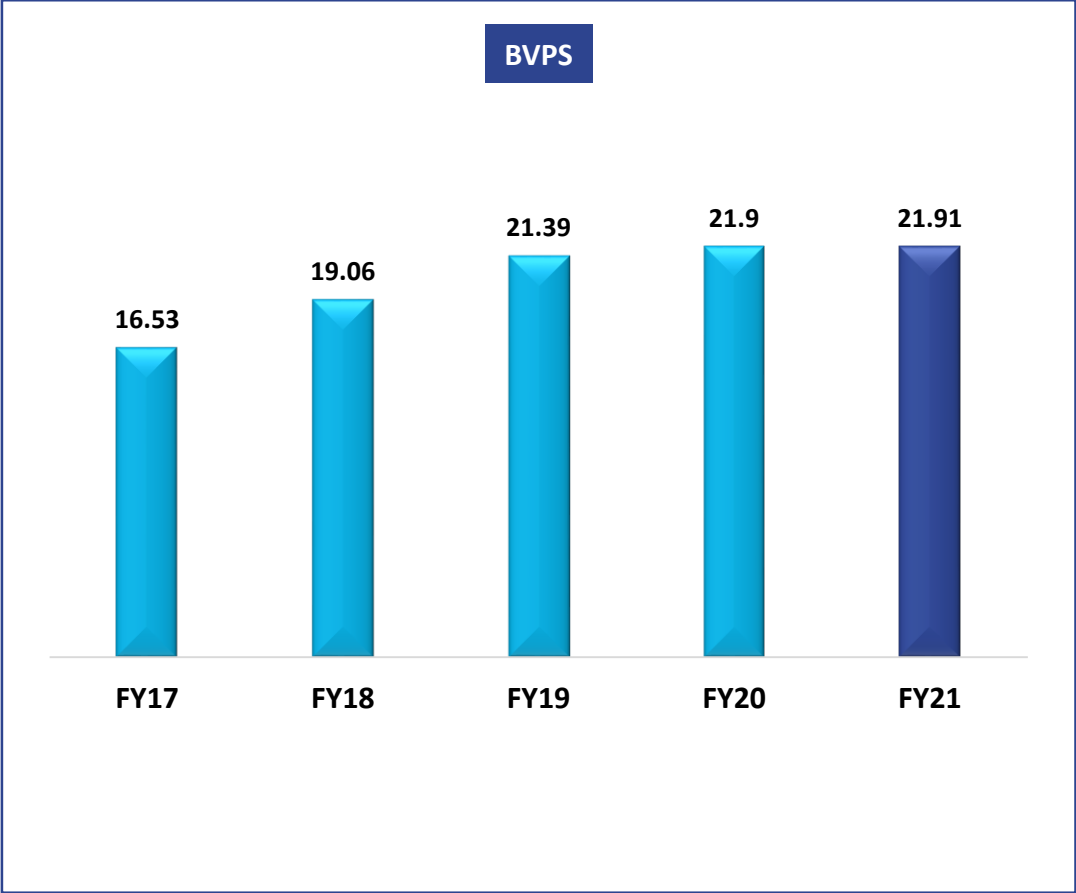


Particulars	Standalone					
	Rs. in Lakhs					
	Q3 FY22	Q3 FY21	YoY	9M FY22	9M FY21	YoY
Revenue from Operations	3,178.02	2,124.29	50%	7,413.70	3,279.98	126%
Cost of Material Consumed	1,135.30	767.19		2,842.34	1,213.64	
Purchase of Stock-in-Trade	70.00	188.82		198.49	339.04	
Change in Inventories	130.91	-20.65		96.12	-16.56	
Total Raw Material	1,336.21	935.36		3,136.95	1,536.12	
Employee benefit expense	246.24	194.03		623.20	372.01	
Other Expenses	1,132.89	824.56		2,602.97	1,294.82	
EBITDA	463.20	243.58	90%	1,160.29	210.39	451%
EBITDA Margin	14.6%	11.5%		15.65%	6.41%	
Other Income	0.52	73.24		109.72	133.36	
Depreciation	98.59	94.30		294.51	275.75	
EBIT	364.61	149.28	144%	865.78	-65.36	-
EBIT Margin	11.5%	7.0%		11.68%	-1.99%	
Finance Cost	63.17	70.55		195.09	209.97	
Profit before Tax	301.44	78.74		670.69	-275.33	
Tax	75.87	20.35		125.25	14.25	
Profit After Tax	225.57	58.39	286%	545.44	-289.58	-
PAT Margin	7.1%	2.7%		7.36%	-8.83%	
EPS (in Rs.)	0.32	0.08		0.77	-0.41	

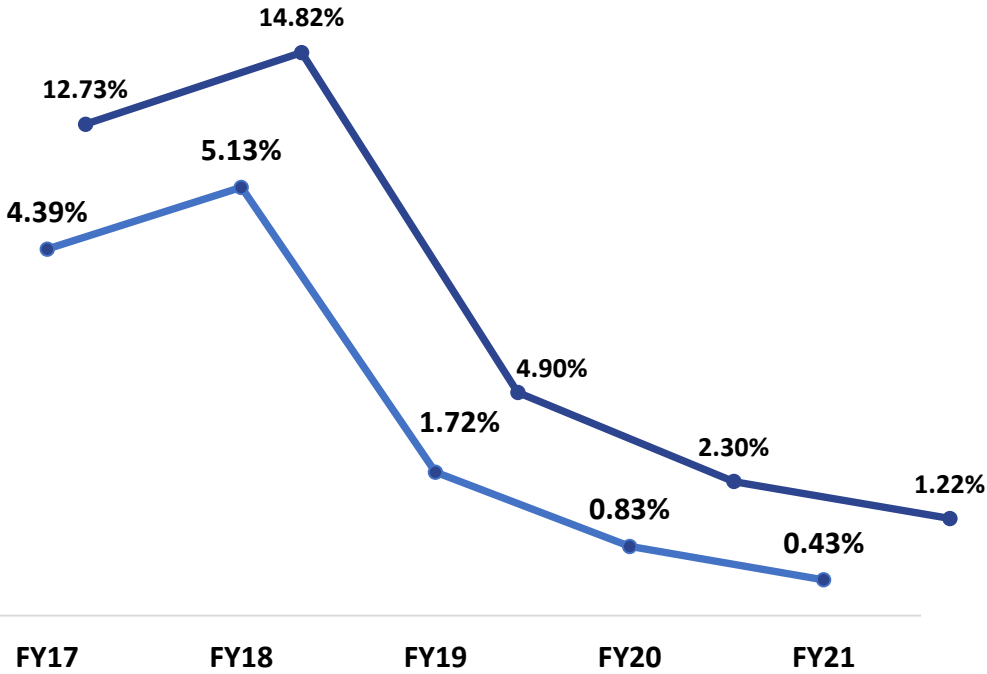
Particulars	Consolidated					
	Rs. in Lakhs					
	Q3 FY22	Q3 FY21	YoY	9M FY22	9M FY21	YoY
Revenue from Operations	5,274.85	3,465.21	52%	12,223.23	6,325.02	93%
Cost of Material Consumed	1,975.31	1,405.28		4,866.35	2,576.55	
Purchase of Stock-in-Trade	124.40	83.38		290.86	151.45	
Change in Inventories	137.68	-15.03		132.11	-8.92	
Total Raw Material	2,237.39	1,473.63		5,289.32	2,719.08	
Employee benefit expense	382.33	312.78		971.81	646.36	
Other Expenses	1,926.36	1,274.28		4,324.35	2,371.37	
EBITDA	742.20	429.33	73%	1,682.90	640.19	163%
EBITDA Margin	14.07%	12.39%		13.77%	10.12%	
Other Income	13.43	24.81		45.15	51.98	
Depreciation	148.50	132.06		433.61	382.80	
EBIT	593.70	297.27	100%	1,249.29	257.39	385%
EBIT Margin	11.26%	8.58%		10.22%	4.07%	
Finance Cost	93.86	118.41		263.68	341.88	
Profit before Tax	499.84	178.87		985.62	-84.49	
Tax	75.87	20.35		125.25	14.25	
Profit After Tax	423.97	158.52	167%	860.37	-98.75	-
PAT Margin	8.04%	4.57%		7.04%	-1.56%	
EPS (In Rs.)	0.60	0.22		1.22	-0.14	

ANNUAL STANDALONE TREND FOR LAST 5 YEARS





Return on Assets (%) & Return on Equity (%)



Debt to Equity (x)



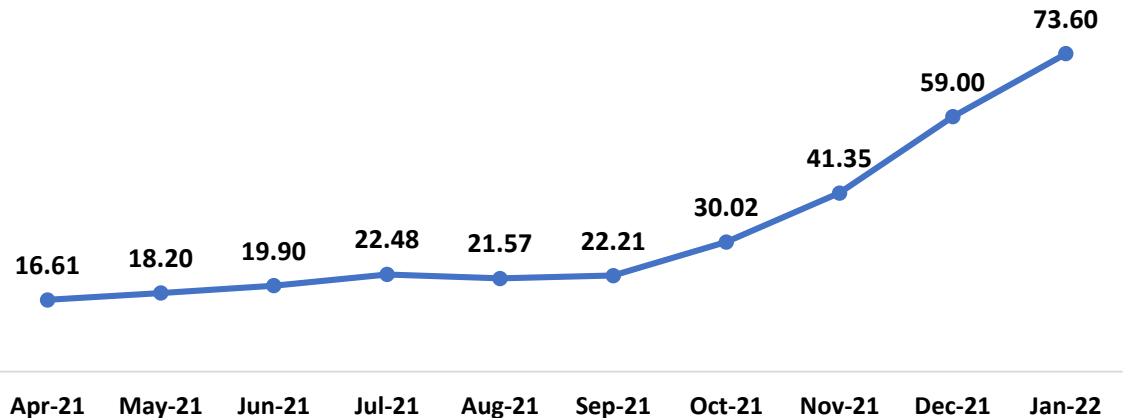
Shareholding Pattern (as on 31st Dec, 2021)



Stock Data

₹	Market Cap as on 18 th Jan, 2022	₹ 520 Cr.
📈	Stock Price as on 18 th Jan, 2022	₹ 73.6
↑↓	52 Week (High / Low)	₹ 15.44/83.45
🏢	NSE / BSE - Symbol	BIGBLOC / 540061
📊	No. of Shares Outstanding	7,07,87,875

Stock Performance (as on 18th Jan, 2022)



Period (As of 18 th January, 2022)	% Stock Return
1 Month	57%
3 Month	162%
6 Month	213%
9 Month	251%



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THANK YOU