



# BIGBLOC CONSTRUCTION LIMITED

CIN NO. : L45200GJ2015PLC083577

Regd. Off. : 601-B, 'A' Wing, International Trade Centre, Majura Gate, Ring Road, Surat-395 002.

(Ph.) : +91-261-2463261, 2463262, 2463263, 3234330 (F) : +91-261-2463264

(E) : contact@nxtbloc.in Visit us : www.nxtbloc.in



**NXTBLOC**<sup>®</sup>  
Autoclaved Aerated Concrete Blocks

Date: 29/07/2021

To, Department of Corporate Service, Bombay Stock Exchange Limited, 1 <sup>st</sup> Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400001 <b>Script Code 540061</b> <b>ISIN : INE412U01017</b>	To, Listing Department, National Stock Exchange of India Limited, Exchange Plaza, C-1, BLOCK G, Bandra-Kurla Complex, Bandra (E) Mumbai- 400051 <b>Symbol: BIGBLOC</b> <b>ISIN : INE412U01017</b>
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**SUB: INVESTOR PRESENTATION ON (Q1FY22) UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2021**

Dear Sir/madam,

With reference to above mentioned subject, please find attached Investor Presentation on (Q1FY22) Unaudited Financial Results for the quarter ended June 30, 2021.

The above information will also be made available on the website of the Company [www.nxtbloc.in](http://www.nxtbloc.in).

You are requested to take the above information on record.

Thanking You

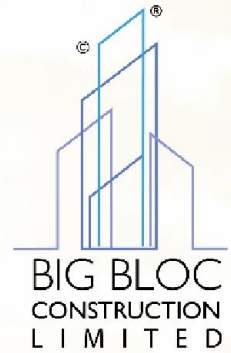
Yours Faithfully,

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

*S. B. Kapadia*

**(Shyam Kapadia)  
Company Secretary & Compliance Officer  
ACS - 55158**





**NXTBLOC**<sup>®</sup>  
AUTOCLAVED AERATED CONCRETE BLOCKS



# **BIGBLOC CONSTRUCTION LIMITED**

**Investor Presentation Q1FY22**



**INDUSTRY OVERVIEW 02**

**COMPANY OVERVIEW 06**

**FINANCIALS 24**

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# INDUSTRY OVERVIEW AAC & ITS APPLICATIONS

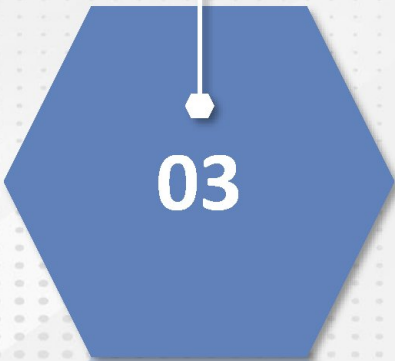
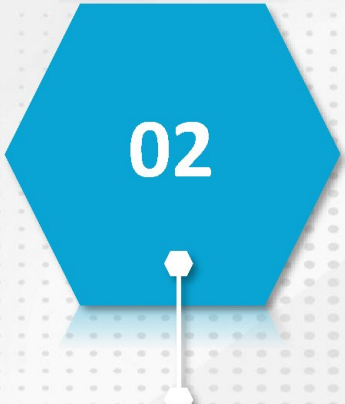
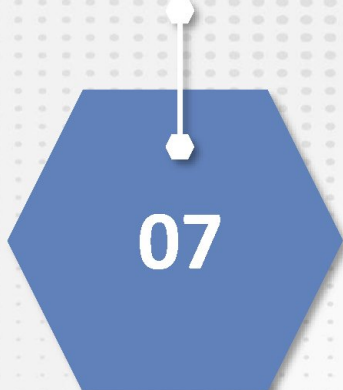
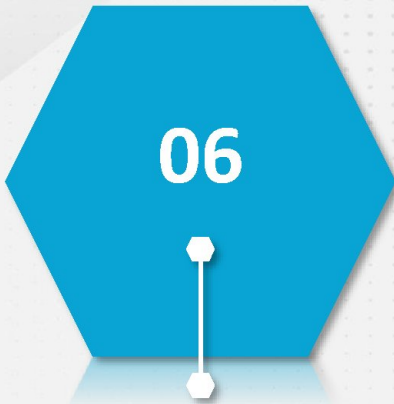
The global autoclaved aerated concrete (AAC) market is expected to witness a CAGR of 6.0% and reach at **\$8,314.9 million in 2030**

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

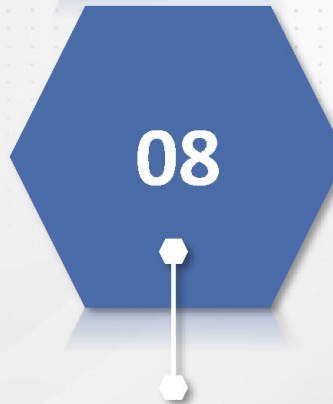
The rate of availability of affordable housing is expected to rise to around 70% by 2024. The Indian government's 'Housing for All by 2022' is also a major game-changer for the industry



The construction material category, based on application, is expected to have the largest share in the AAC industry, during the forecast period (2030)



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



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

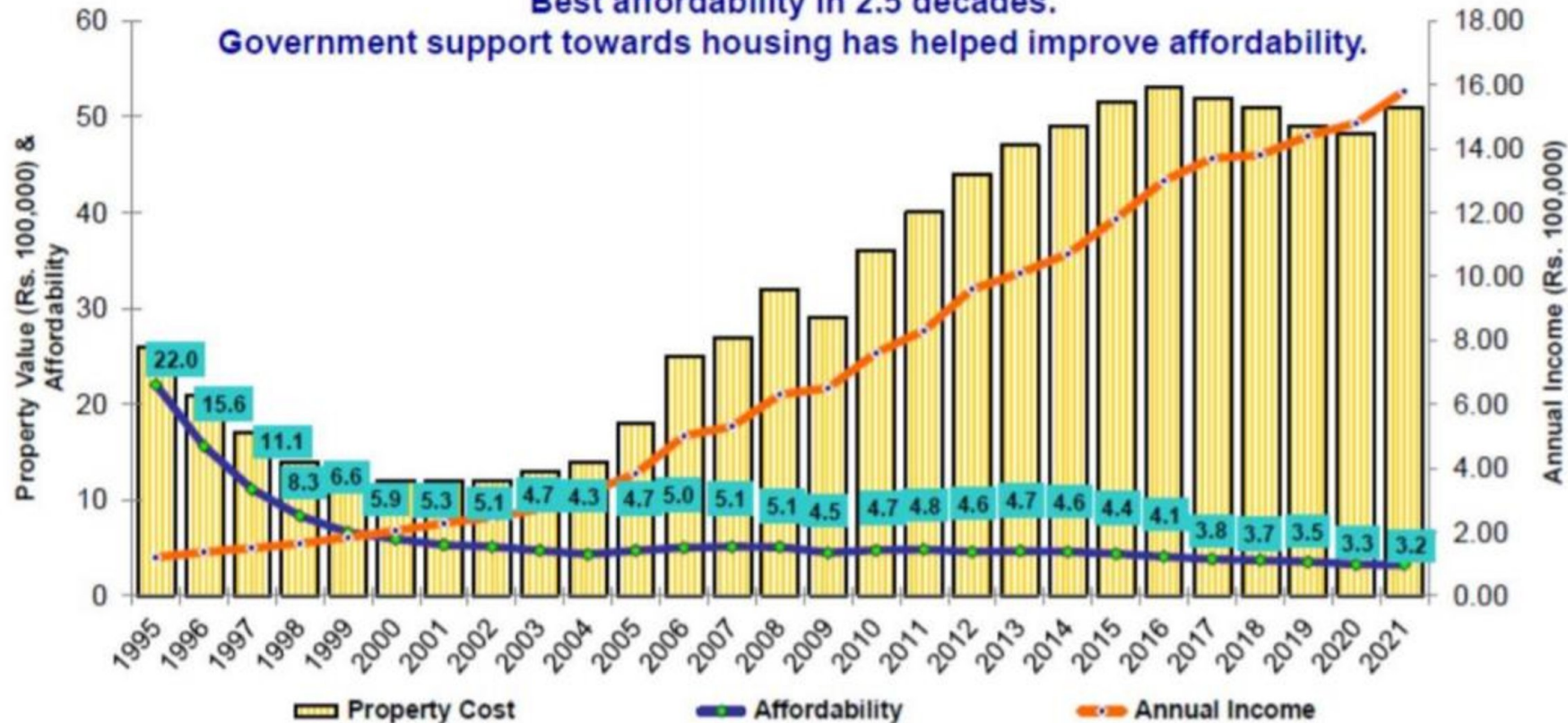
APAC is expected to be the largest and fastest-growing market, due to the growing local real-estate construction industry

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

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.



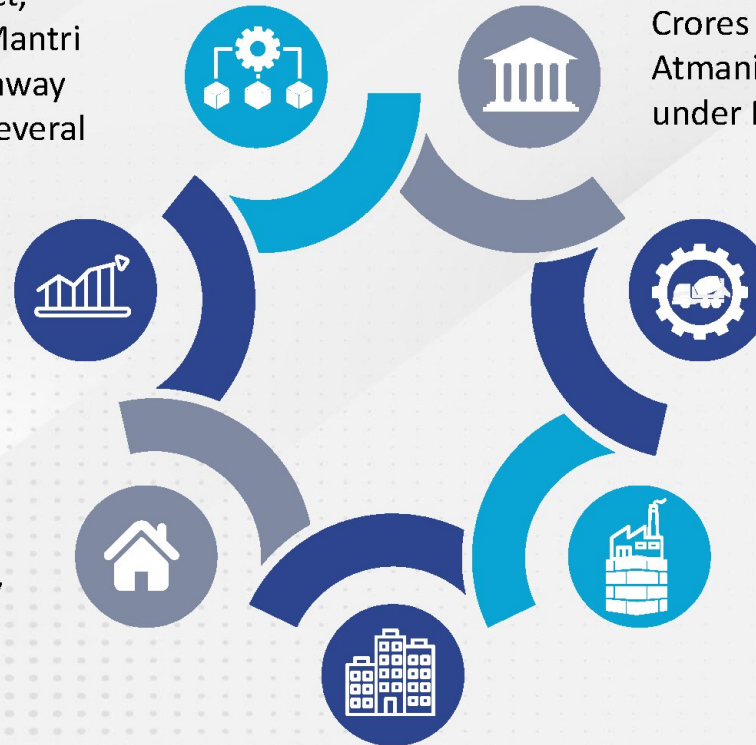
Source: HDFC



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

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

Affordable housing to lead the way to recovery



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

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

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

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

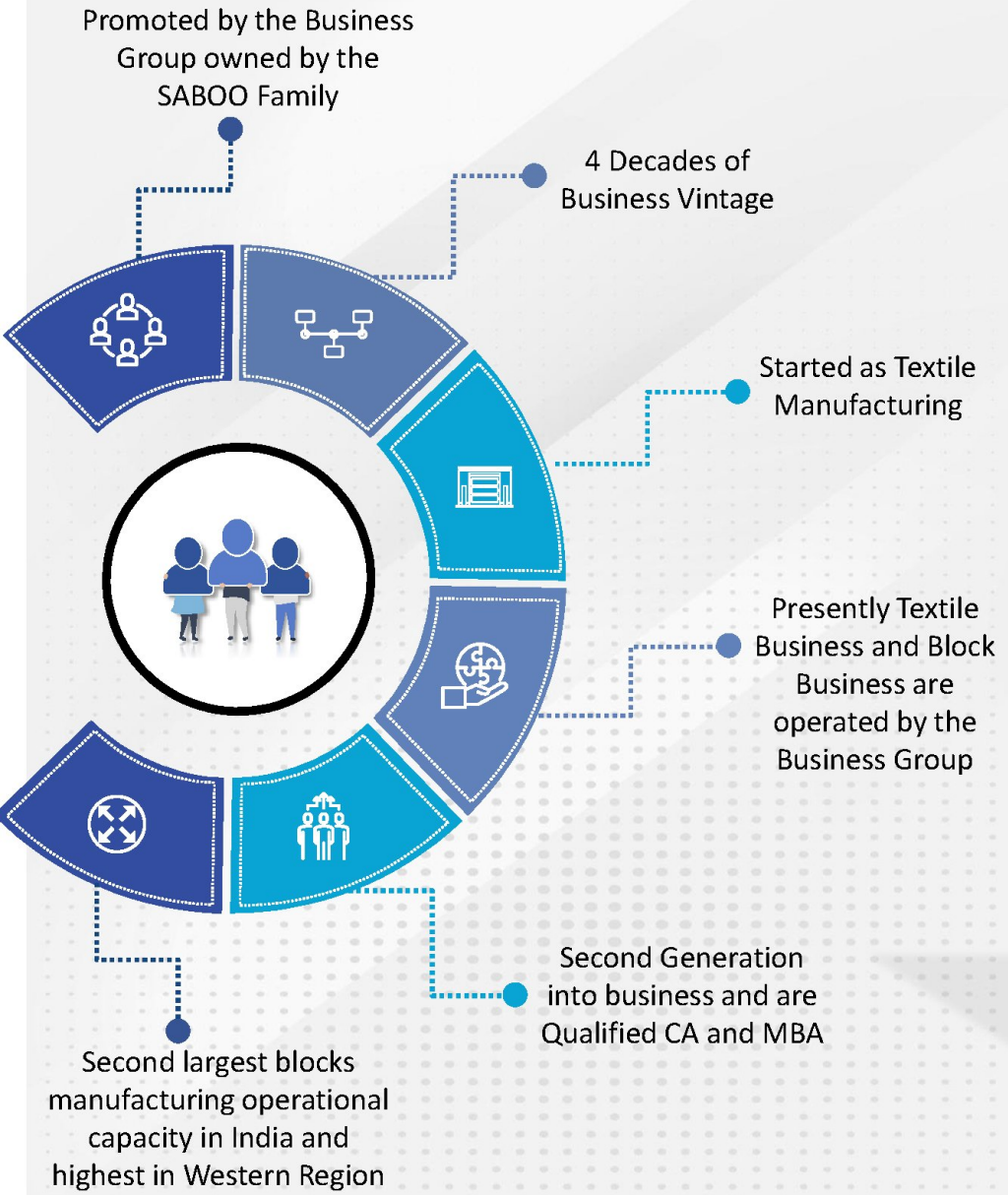


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**NXTBLOC**  
AUTOCLAVED AERATED CONCRETE BLOCKS

## Block Business

- Two Factories in Operation
- First Factory is operational since 2013 when blocks were at a Nascent Stage
- Combined Capacity of 5,50,000 M3 per annum
- Largest Capacity in Western India
- A Listed Entity
- \$ 15Mn Topline
- 54 Member Strong Professional Team with hierarchies (Excludes workers)



**MOHIT**  
INDUSTRIES LTD.

## Textile Business

- Manufacturing setup at Kim, Gujarat
- Customers include Samsung , Fenatex (FICO Group Thailand)
- 50% or more of Exports to developed and quality conscious customers of South Korea
- Listed Entity
- \$20Mn Topline
- More than 50 Member Strong Professional team (excludes Workers)





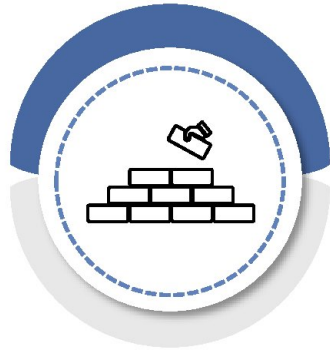
# BIGBLOC AT A GLANCE



Incorporated  
2015



Listed –  
NSE (BIGBLOC); BSE (540061)



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



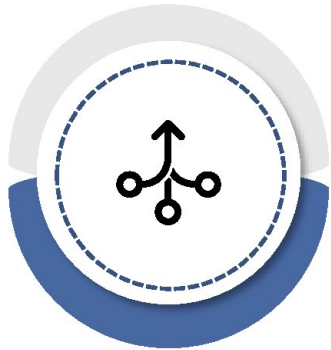
Brand -  
NXTBLOC



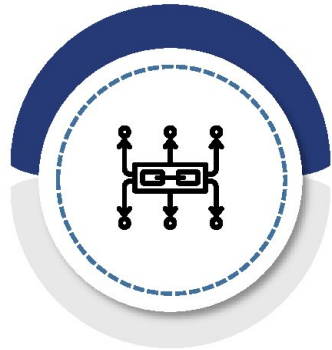
2 – Factories



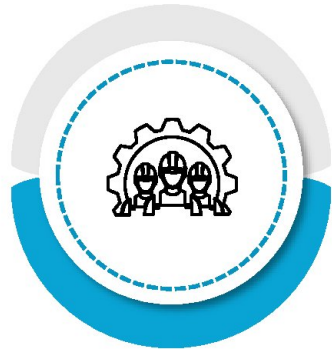
100+ Realtors



Consolidated  
Revenues - >\$15Mn



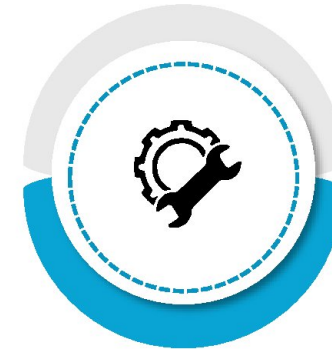
Supply Chain –  
Across 9 Cities and 4 States Low  
Debt and High Equity fueled Entity



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**

**“Our success is our commitment to the values.”**



**VISION**

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

**MISSION**

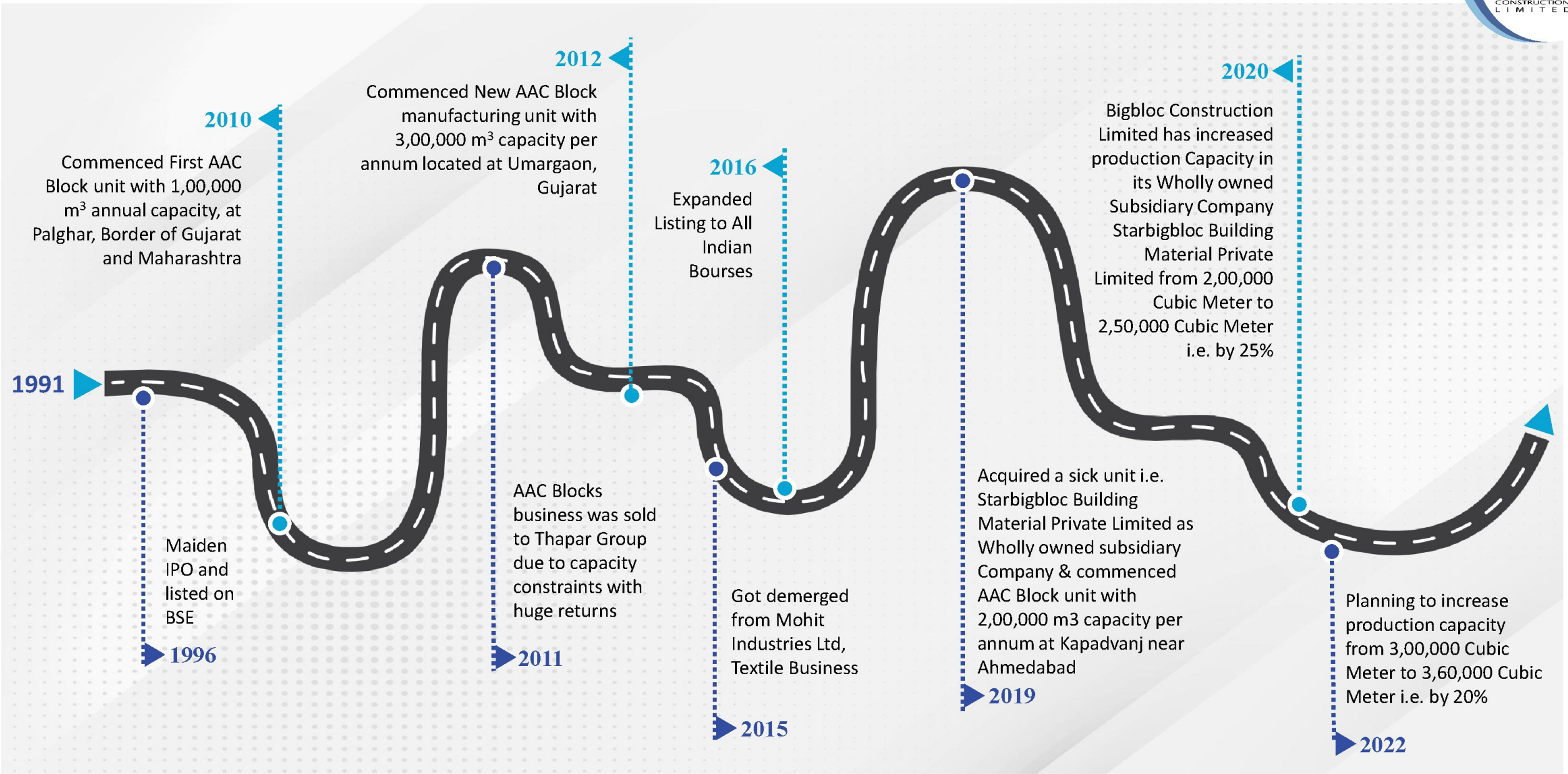
To be the most preferred and most trusted company for green products and services that create safe and stable environments.

**CORE VALUES**

We stick by the pillars of our organization:

- Integrity 
- Commitment 
- Quality 

# OUR JOURNEY OVER THE YEARS



## Strategically Located Plant At Vapi



Gujarat

Maharashtra

Our current capacity to produce AAC stands at 3,00,000 m<sup>3</sup>/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 Current Capacity utilization during Covid has been average 70 to 80%

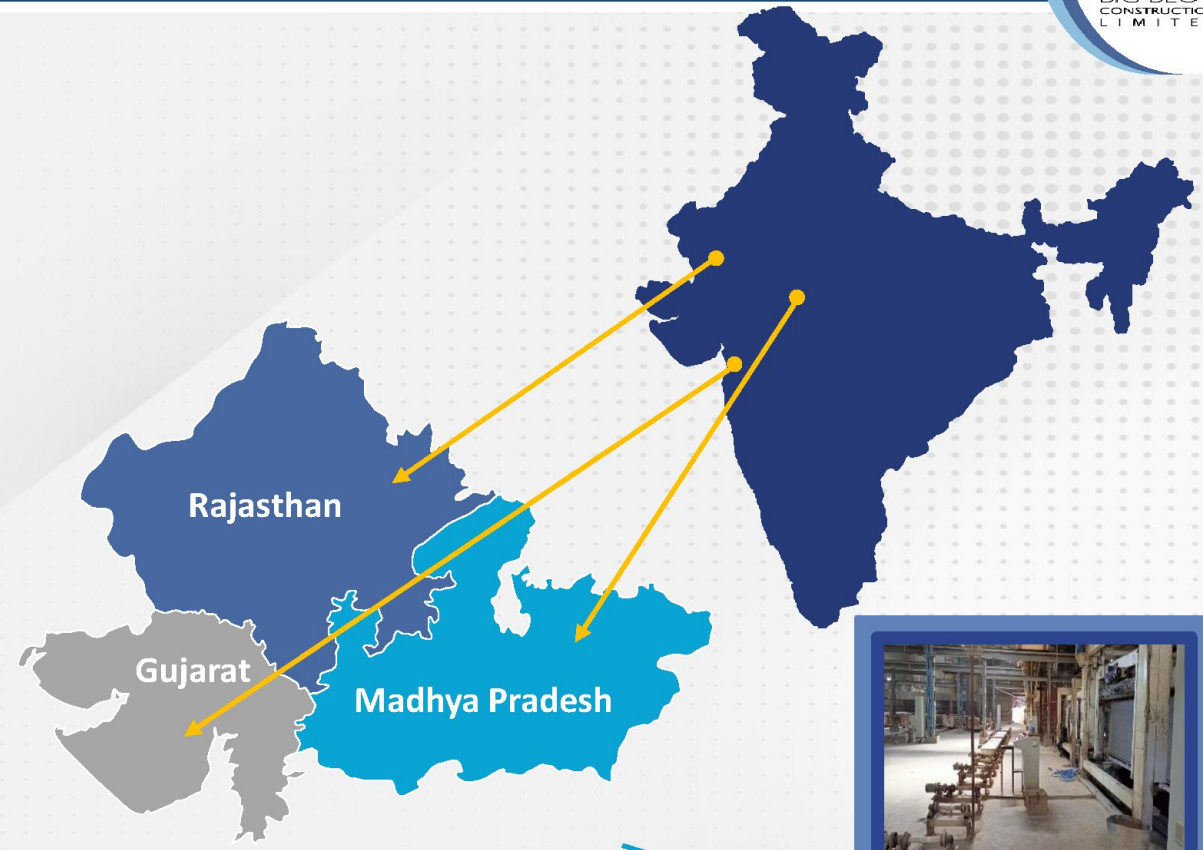


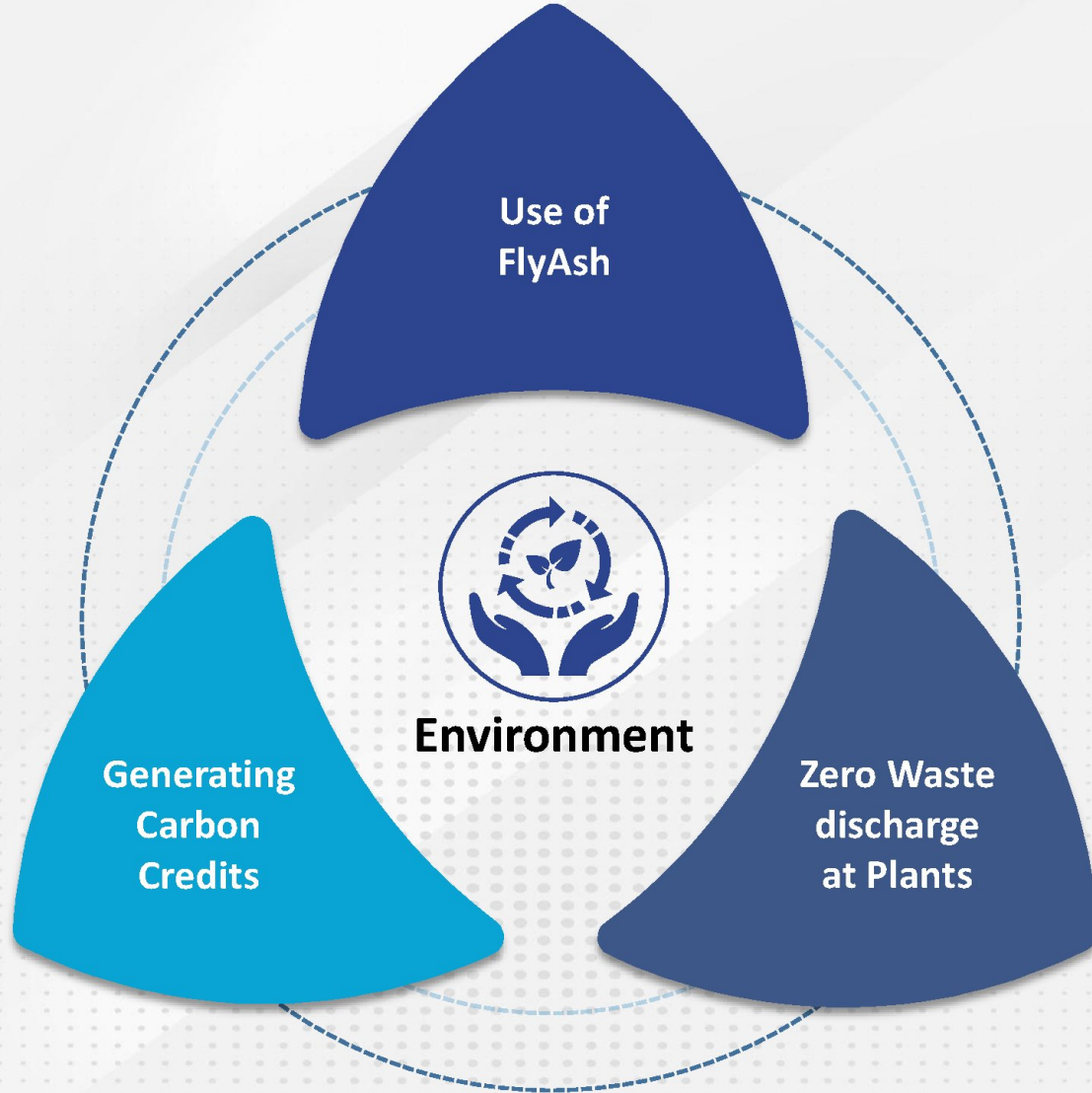
# STRATEGICALLY LOCATED PLANT AT AHMEDABAD

Recently we have increased our capacity by 25% and Currently we produce AAC at 2,50,000 m<sup>3</sup>/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<sup>3</sup>.

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





- Bigbloc Construction Ltd generates maximum Carbon credits due to proper planned use of Fly ash in manufacturing Blocks
- ***It is one of the few Companies which Consistently generate more than 50,000 Tons of Carbon Credits per annum***
- ***The Factory setup is designed in a way that there is no discharge of hazardous materials to the ground***
- The unused debris are collected and effectively recycled
- Adequate facilities and safety gears are provided to the employees
- Emergency Medical assistance and evacuation policies are practiced through appropriate live drills
- There is no incidence reported at the plant since last 8 years due to proper training and procedures undertaken

## Green Field Projects

Bigbloc entered the AAC business at Nascent Stage. It started with a brand new plant which was just 3<sup>rd</sup> AAC Block Plant in India in the year 2009. Setup Green Field Plant of 3,00,000 M3 at Vapi in 13 months in the year 2012, Presently operating at 100% capacity

## Turnaround

Acquired a non performing plant at Ahmedabad in 2018 and turned it around into a profit making plant. We did expansion at Ahmedabad plant in Covid period to expand installation capacity by 25%

## Strong Business

Without significant brand building expenses, the Company works with more than 100 developers with consistent supply

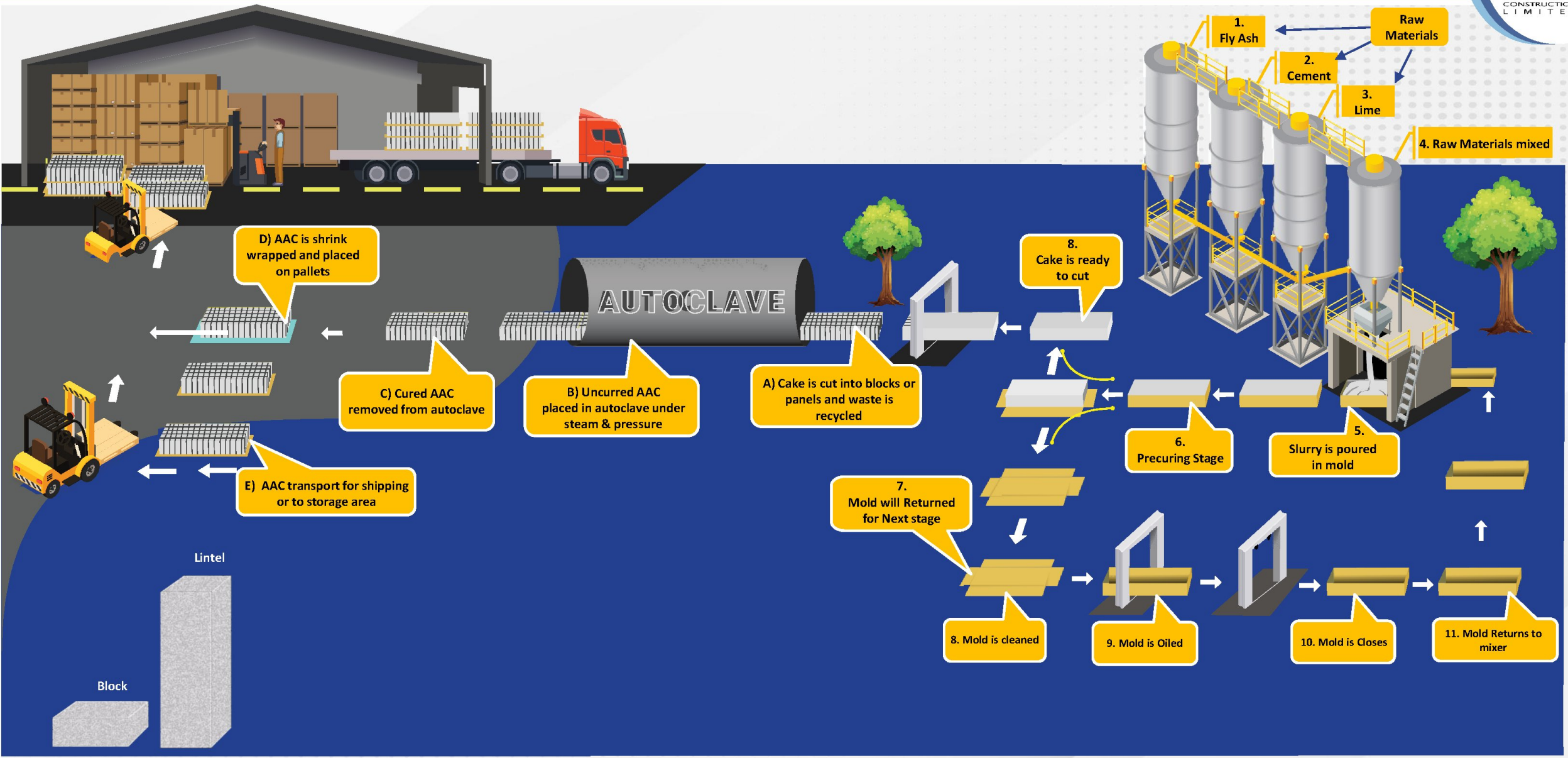
## Strong Management Team

Qualified Members from the Family with Professionals make a very good blend

## Province of Gujarat is Home Ground

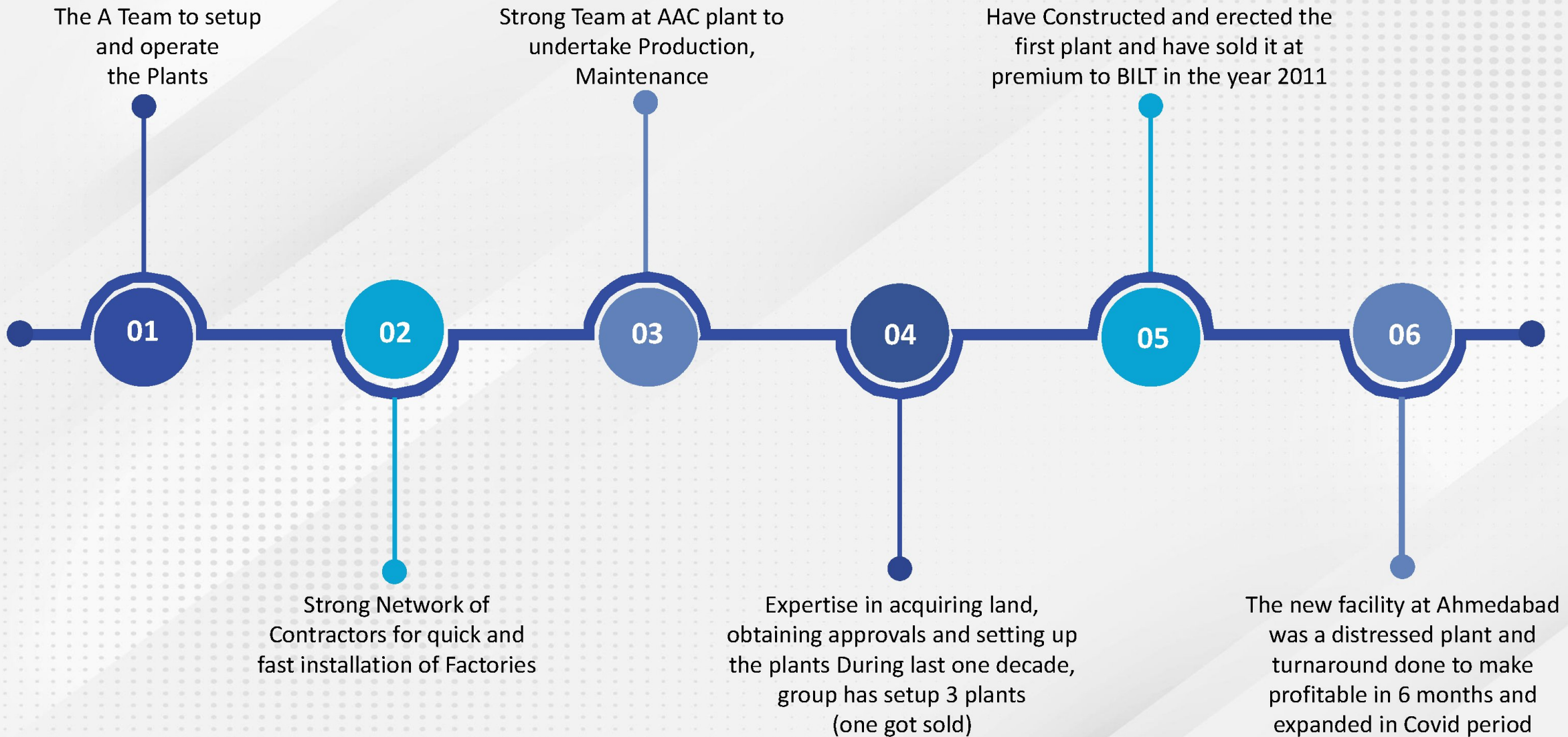
Strong Textile Business with factories and clients like Samsung, FICO Group, CS Fibertech. Strong Block Business. Ability to setup any factory in the shortest time span

# MANUFACTURING PROCESS





# WHAT MAKES US UNIQUE



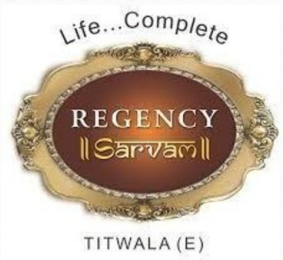


- B2B Marketing
- Less dependent on Intermediate Channels
- Direct Marketing to Projects
- Project Supplies
- Credit Profiling of Customers is done before supplies
- Marquee and reliable clients
- Direct Developer Relationship Team
- More than 50% of the top 7 developers of Mumbai are our Clients.
- 100+ developers portfolio across western region

## Key Marquee clients

Sr.	Name	Description
1	<b>Lodha Developers</b>	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	<b>Regency</b>	Develops large MIG Colonies in North Mumbai, Current Portfolio of 2 Mn Sq Ft
3	<b>L&amp;T</b>	The Largest Construction Company in India, We supply to their Real Estate Arm, Current Portfolio of 3Mn Sq Ft
4	<b>Kanakia Group</b>	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	<b>Runwal</b>	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	<b>PSP Projects</b>	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	<b>K Raheja Group</b>	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	<b>CIDCO</b>	CIDCO is the richest government authority of India doing huge infrastructure and real estate projects.

**STRONG CLIENT BASE- 100+ BUILDERS**





## 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.



## 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.



## CEMENT COMPANIES AS OEM

- In India, Cement Companies like Ambuja (Owned by Lafarge Holcim (French Giant) is our regular customer for Blocks.



## 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 in Mumbai, Lodha World One is the Tallest tower in south Mumbai
- Regency is the biggest MIG township in North Mumbai
- Rainforest is one of the most Marquee Project outside the Central Business District in Mumbai

## BOARD OF DIRECTORS



**Mr. Narayan Sitaram Saboo**  
*Chairman & Executive Director*

34 years of experience in management and operation of Textile Business and 10 years of experience in AAC Block Business. Holds a degree of Bachelor of Laws (LLB). Providing industry wise leadership and Management strategy are his key area 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 in 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*

Qualified Chartered Accountant.  
Experience of 7 years in Corporate Taxation, Finance and Accounts.



**Mr. Manish Saboo**  
*Qualified MBA*

He has 10 years of experience as Commercial Manager and having vast knowledge in coordinating with commercial teams and developing new relationships as well as Marketing.

## **Mr Sachit Gandhi, *Independent Director***

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

## **Ms Samiksha Nandwani, *Independent Director***

Aged 26 years, she is a Bachelors in Business Administration Specialization in Marketing.

## **Mr Dishant Jariwala, *Independent Director***

Aged 32 years, he is a chemical engineer. 5 years of experience in the field of textile and designing of ornaments.

## **Mr Tejas Dhoot, *Senior Executive***

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 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.

## **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 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 Shailendra Varatiya, *General Manager (Marketing) Gujarat Region***

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







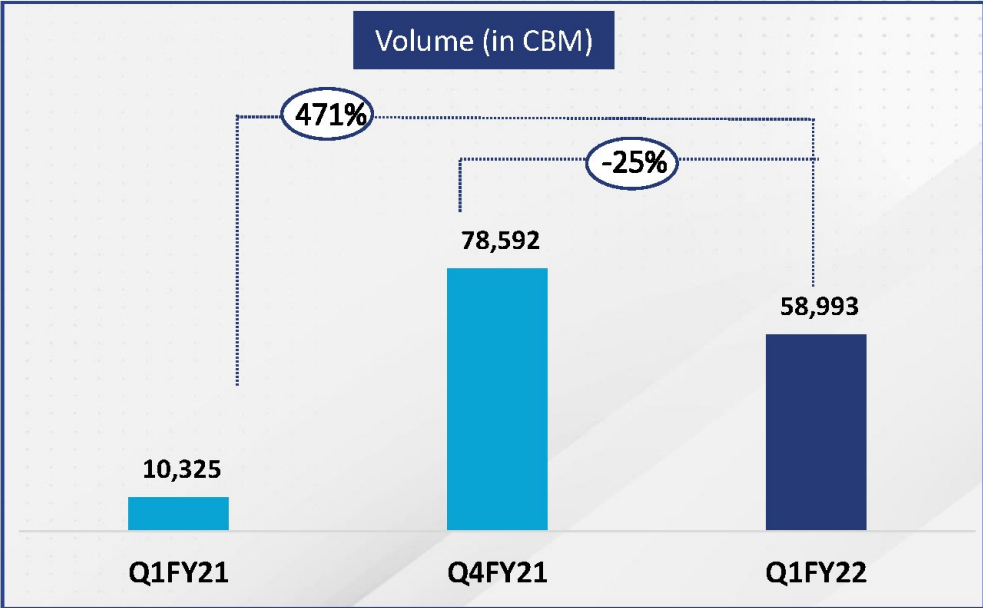
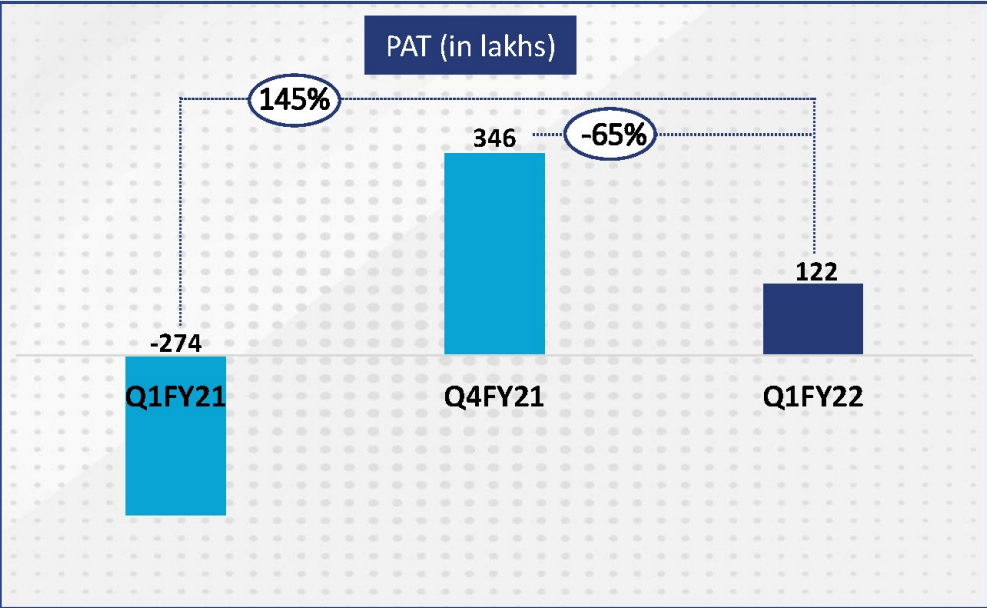
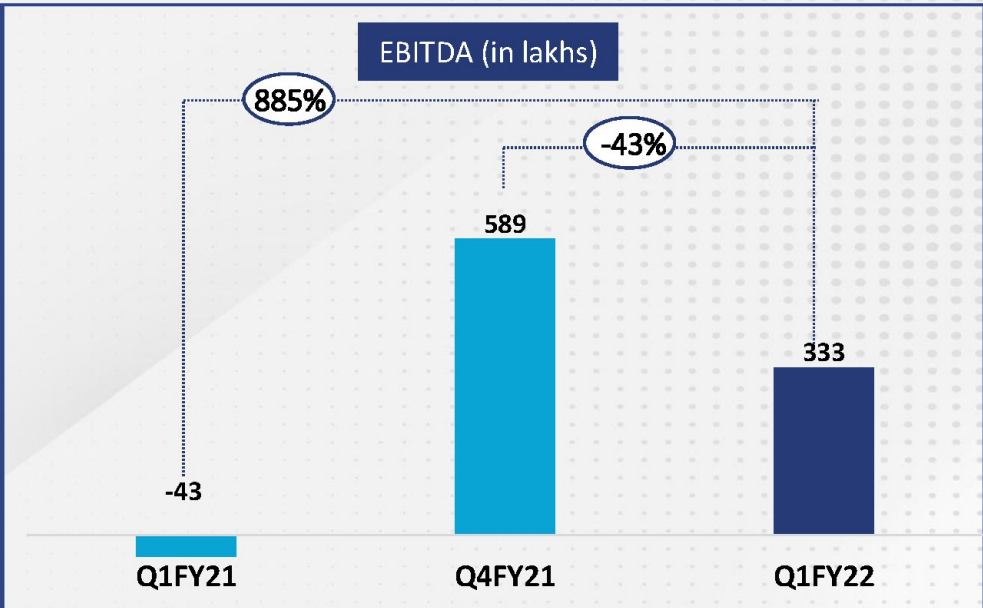
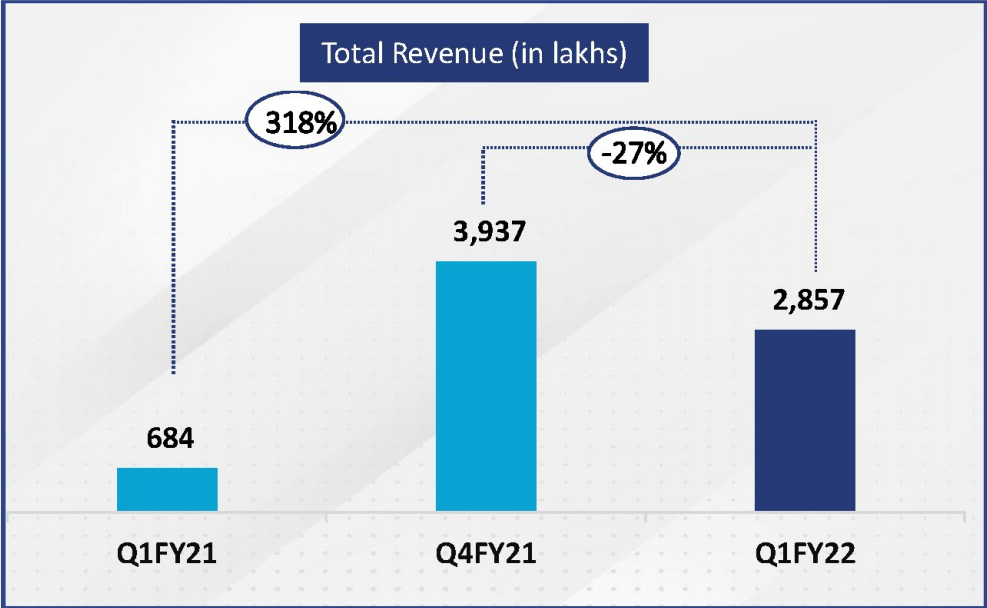
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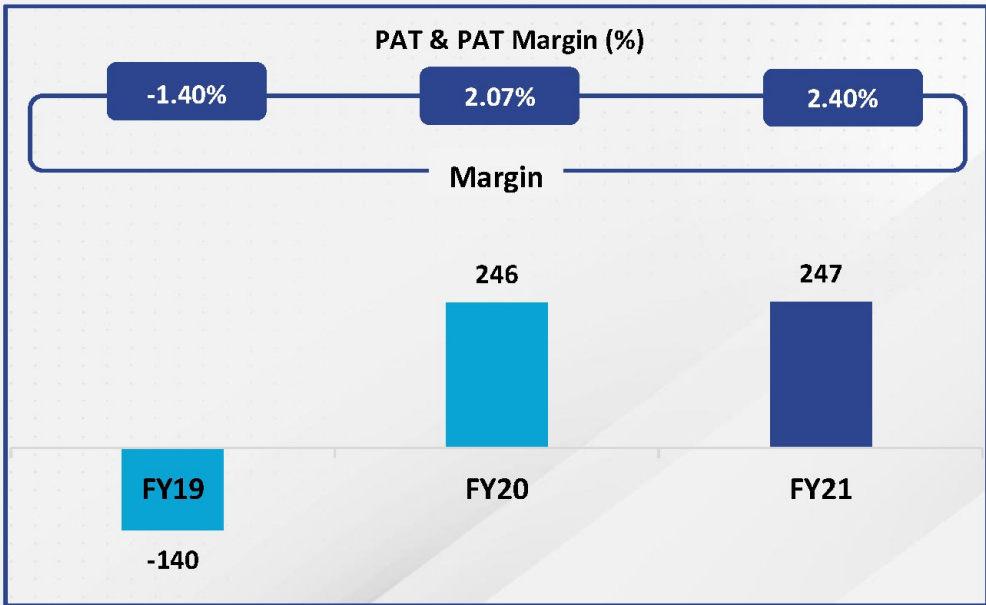
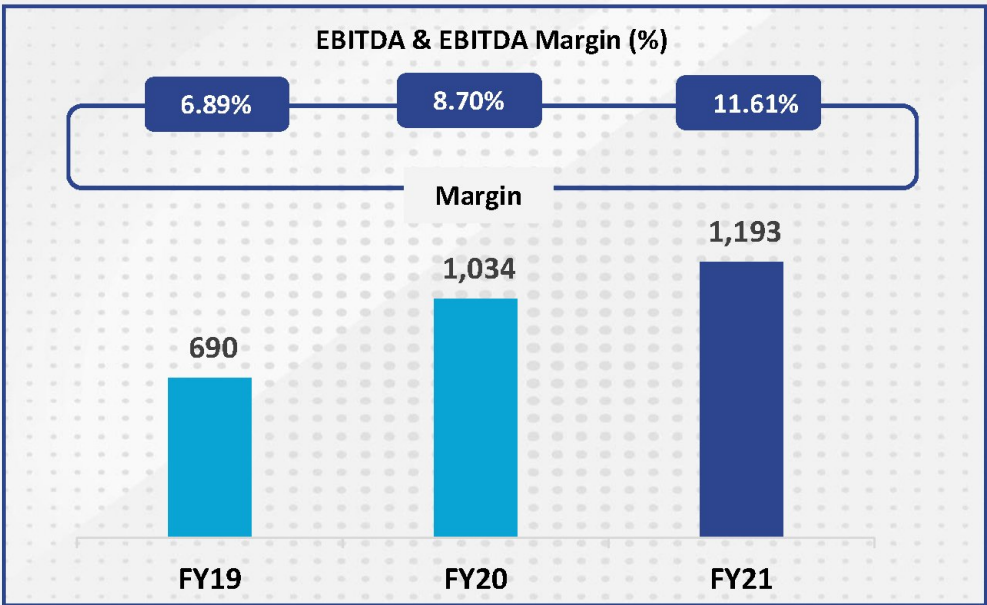
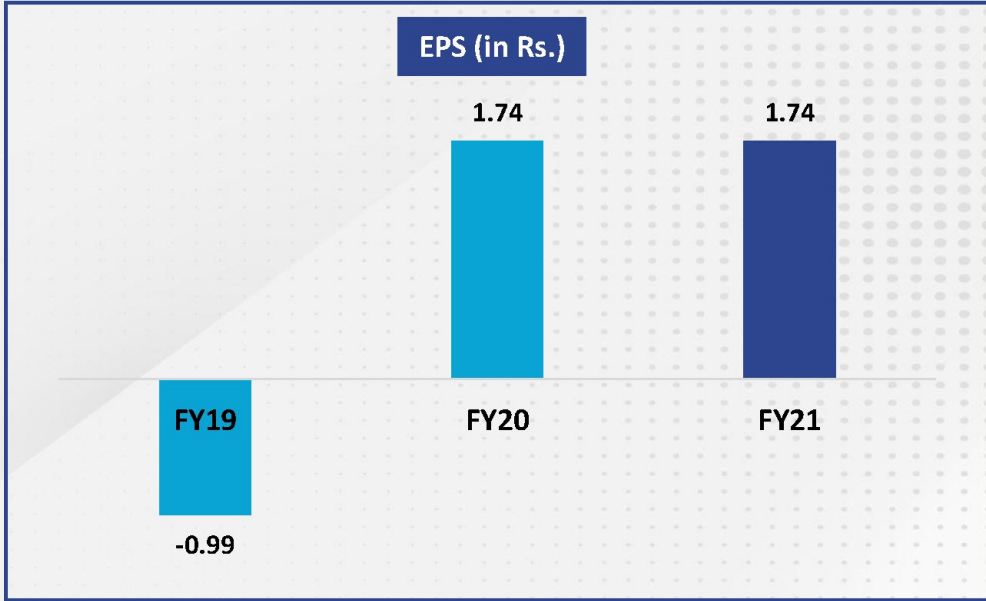
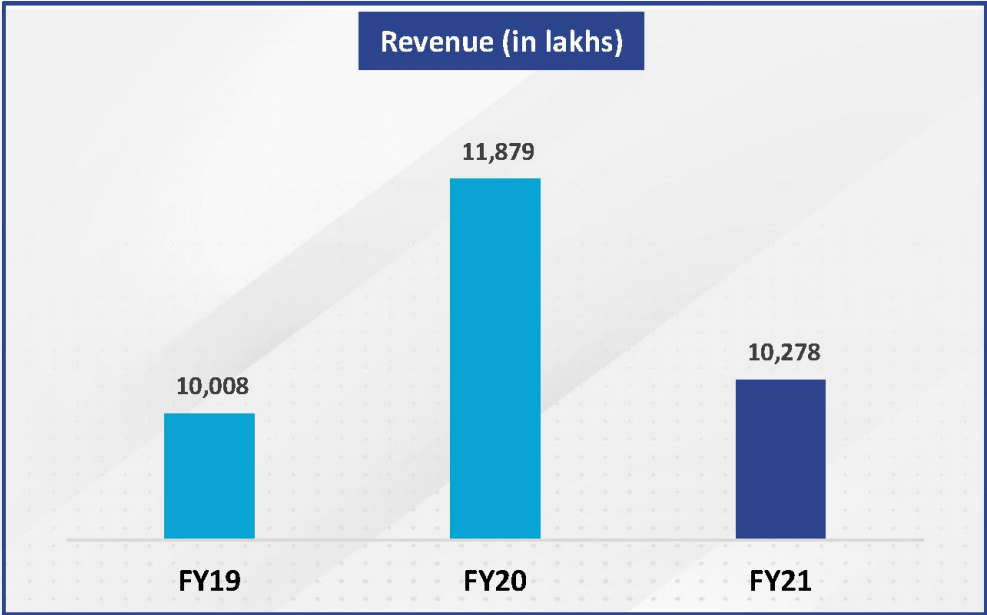
# CONSOLIDATED BUSINESS PERFORMANCE FOR LAST 3 QUARTERS



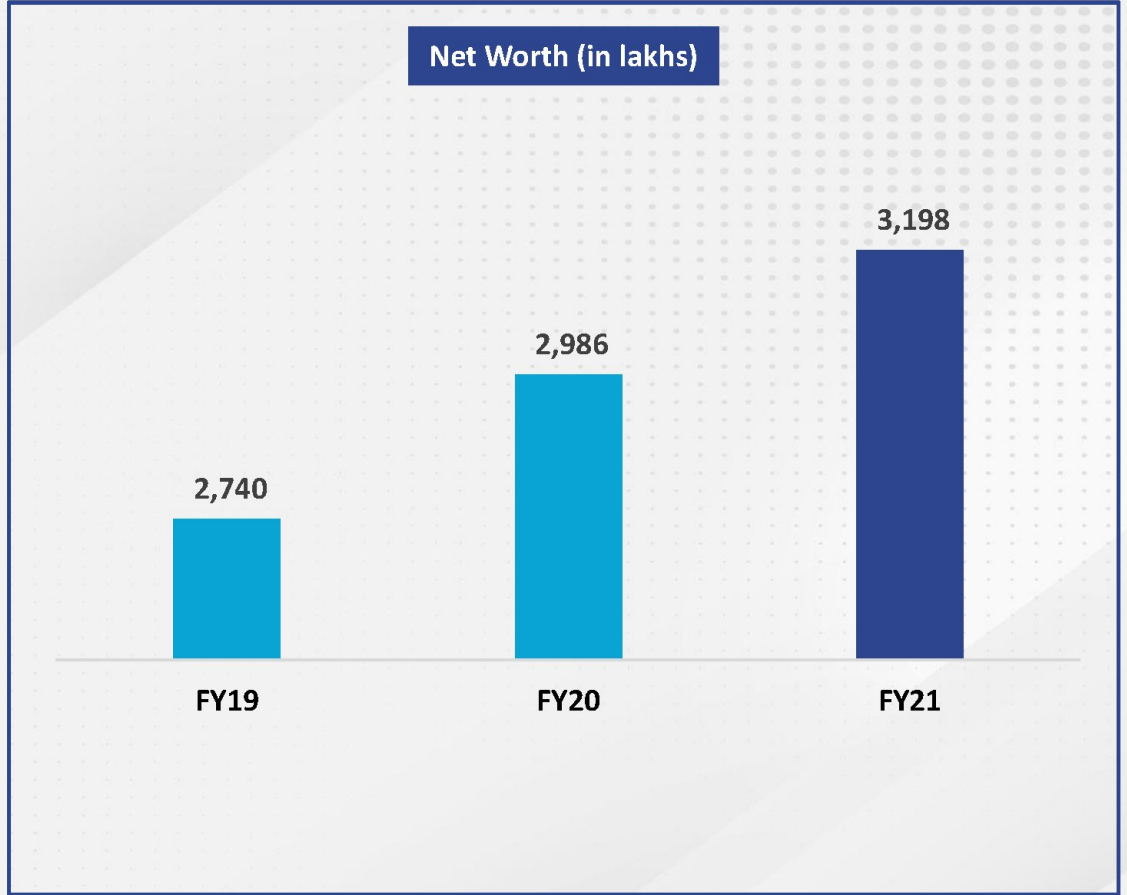
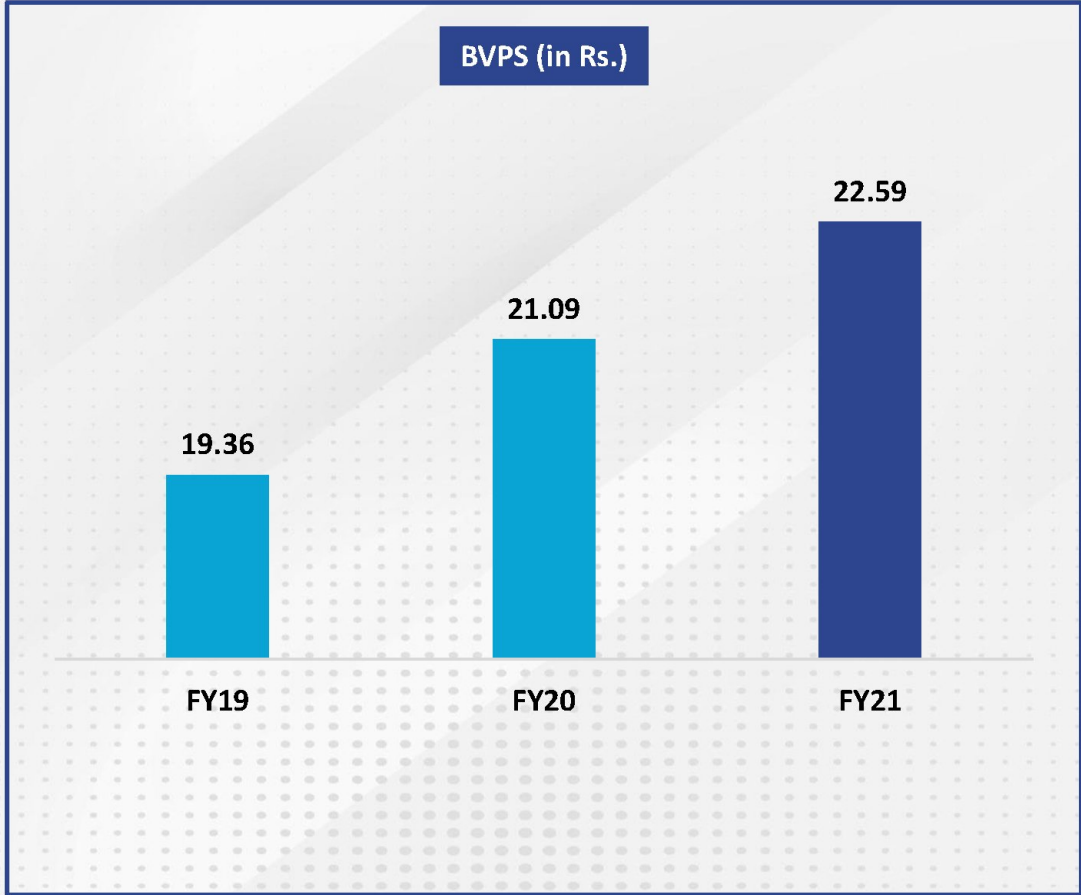
Particulars	Standalone					
	Rs. in Lakhs					
	Q1 FY22	Q1 FY21	YoY	FY21	FY20	YoY
<b>Revenue from Operations</b>	<b>1,775.21</b>	<b>240.15</b>	<b>639.2%</b>	<b>5,529.6</b>	<b>8,082.39</b>	<b>-31.6%</b>
Cost of Material Consumed	674.18	92.51		2,085.21	2,998.57	
Purchase of Stock-in-Trade	51.73	46.06		414.21	678.8	
Change in Inventories	(9.25)	18.58		-115.43	(38.54)	
Total Raw Material	716.66	157.15		2,383.99	3,638.83	
Employee benefit expense	170.68	75.53		599.93	891.06	
Other Expenses	717.12	115.85		2,063.76	2,923.86	
<b>EBITDA</b>	<b>219.96</b>	<b>(88.52)</b>	<b>348.5%</b>	<b>717.93</b>	<b>723.34</b>	<b>-0.7%</b>
<b>EBITDA Margin</b>	<b>12.06%</b>	<b>(34.04%)</b>		<b>12.45%</b>	<b>8.85%</b>	
Other Income	49.21	19.86		236.01	94.71	
Depreciation	97.77	91.24		368.94	357.73	
<b>EBIT</b>	<b>122.19</b>	<b>(179.76)</b>	<b>168.0%</b>	<b>349</b>	<b>365.61</b>	<b>-4.5%</b>
<b>EBIT Margin</b>	<b>6.88%</b>	<b>(74.85%)</b>		<b>6.31%</b>	<b>4.52%</b>	
Finance Cost	67.38	68.97		290.26	287.95	
<b>Profit before Tax</b>	<b>54.81</b>	<b>(248.73)</b>		<b>58.74</b>	<b>77.66</b>	
Tax	13.67	(4.36)		20.79	6.51	
<b>Profit After Tax</b>	<b>41.14</b>	<b>(244.38)</b>	<b>116.8%</b>	<b>37.94</b>	<b>71.15</b>	<b>-46.7%</b>
<b>PAT Margin</b>	<b>2.32%</b>	<b>(101.76%)</b>		<b>0.69%</b>	<b>0.88%</b>	
EPS (in Rs.)	0.29	(1.73)		0.27	0.50	

Particulars	Consolidated					
	Rs. in Lakhs					
	Q1 FY22	Q1 FY21	YoY	FY21	FY20	YoY
<b>Revenue from Operations</b>	<b>2,825.47</b>	<b>680.81</b>	<b>315.0%</b>	<b>10,277.80</b>	<b>11,879.22</b>	<b>(13.48%)</b>
Cost of Material Consumed	1,147.65	274.26		4,141.33	4,730.17	
Purchase of Stock-in-Trade	70.05	12.11		260.76	278.87	
Change in Inventories	(10.51)	15.60		(155.68)	(63.93)	
Total Raw Material	1,207.19	301.97		4,246.41	4,945.11	
Employee benefit expense	268.76	124.21		1,024.43	1,274.68	
Other Expenses	1,047.82	299.85		3,814.13	4,625.94	
<b>EBITDA</b>	<b>333.02</b>	<b>(42.40)</b>	<b>885.4%</b>	<b>1,192.83</b>	<b>1,033.49</b>	<b>15.42%</b>
<b>EBITDA Margin</b>	<b>11.66%</b>	<b>(6.20%)</b>		<b>11.61%</b>	<b>8.70%</b>	
Other Income	31.32	2.82		36.42	32.70	
Depreciation	141.95	125.18		518.82	477.08	
<b>EBIT</b>	<b>191.07</b>	<b>(167.58)</b>	<b>214.0%</b>	<b>710.44</b>	<b>589.15</b>	<b>20.59%</b>
<b>EBIT Margin</b>	<b>6.76%</b>	<b>(24.61%)</b>		<b>6.91%</b>	<b>4.96%</b>	
Finance Cost	55.03	110.65		442.72	443.61	
<b>Profit before Tax</b>	<b>136.04</b>	<b>(278.23)</b>		<b>267.72</b>	<b>145.54</b>	
Tax	13.67	(4.36)		20.79	(100.37)	
<b>Profit After Tax</b>	<b>122.37</b>	<b>(273.88)</b>	<b>144.7%</b>	<b>246.92</b>	<b>245.90</b>	<b>0.41%</b>
<b>PAT Margin</b>	<b>4.33%</b>	<b>(40.23%)</b>		<b>2.40%</b>	<b>2.07%</b>	
EPS	0.86	(1.93)		1.74	1.74	

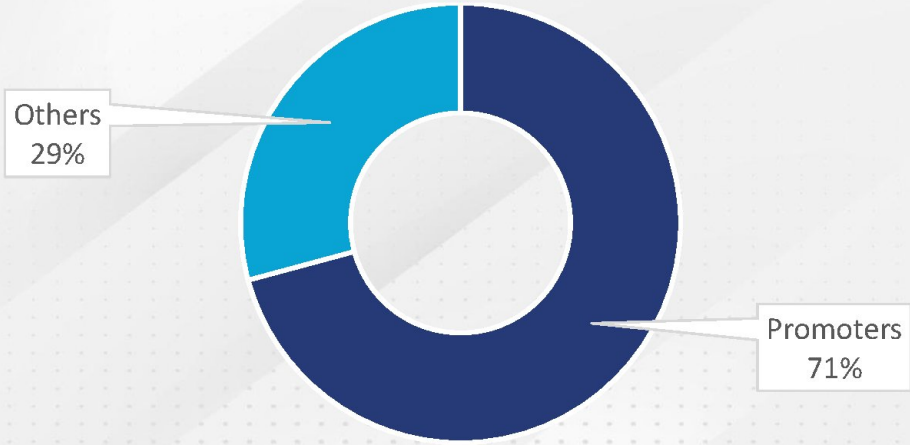
# ANNUAL CONSOLIDATED TREND FOR LAST 3 YEARS



# ANNUAL CONSOLIDATED TREND FOR LAST 3 YEARS



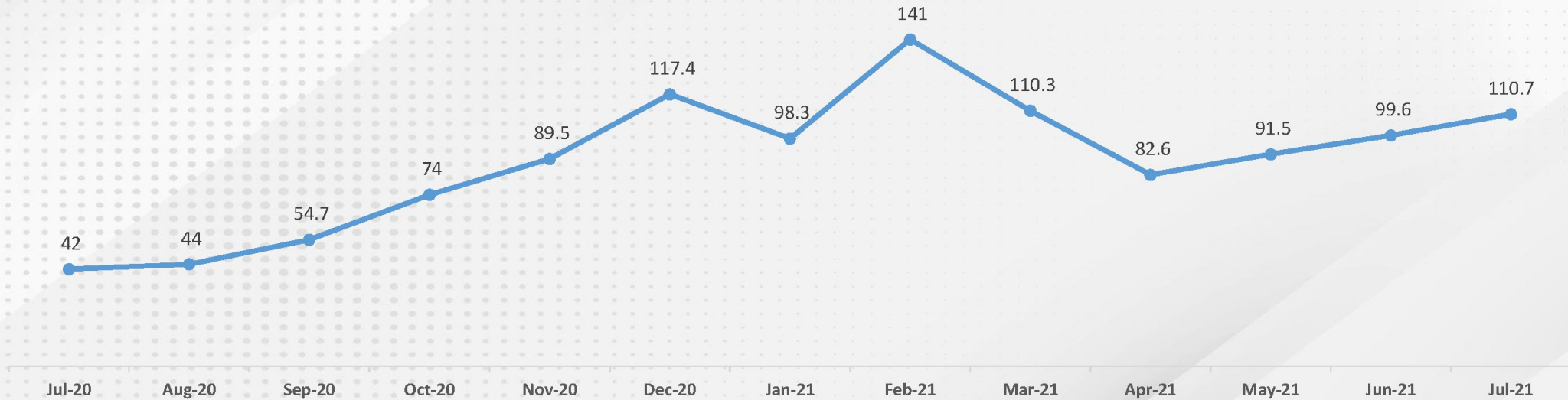
## Shareholding Pattern (as on 30<sup>th</sup> June, 2021)



## Stock Data

 Market Cap as on 28 <sup>th</sup> July, 2021	<b>₹ 156.09 Cr.</b>
 Stock Price as on 27 <sup>th</sup> July, 2021	<b>₹ 110.25</b>
 52 Week (High / Low)	<b>₹ 176.65/38.00</b>
 NSE / BSE – Symbol	<b>BIGBLOC / 540061</b>
 No. of Shares Outstanding	<b>1,41,57,575</b>

## Stock Performance (as on 28<sup>th</sup> July 2021)



# THANK YOU



**S-Ancial Technologies Pvt. Ltd. (Investor Relations)**  
215, Shivshakti Industrial Estate, J. R. Boricha  
Marg, Lower Parel (E), Mumbai 400011

Contact:

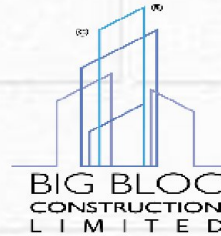
**NIKUNJ SETH \ KARAN THAKKER**



+91 – 9773397958 \ +91 - 8169962562



nikunj@s-ancial.com \ karan@s-ancial.com



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6<sup>th</sup> Floor, A/601-B, International Trade Centre,  
Majura Gate, Ring Road, Surat 395002 (Gujarat)



+91 261 2463261-62-63



contact@nxtbloc.in



www.nxtbloc.in

