



# Earnings Presentation

Q3/9M-FY24



NXTBLOC®  
AUTOCLAVED AERATED CONCRETE BLOCKS

# At a Glance

One of the Largest  
AAC Blocks  
Manufacturer in India  
with 8,25,000  
CBM p.a.

Marquee Clientele of  
100+ Realtors

Supply Chain across  
9 Cities in 4 States

Early entrant in India  
for manufacturing  
AAC Blocks

3 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  
19%

3 Year EBITDA  
CAGR  
69%

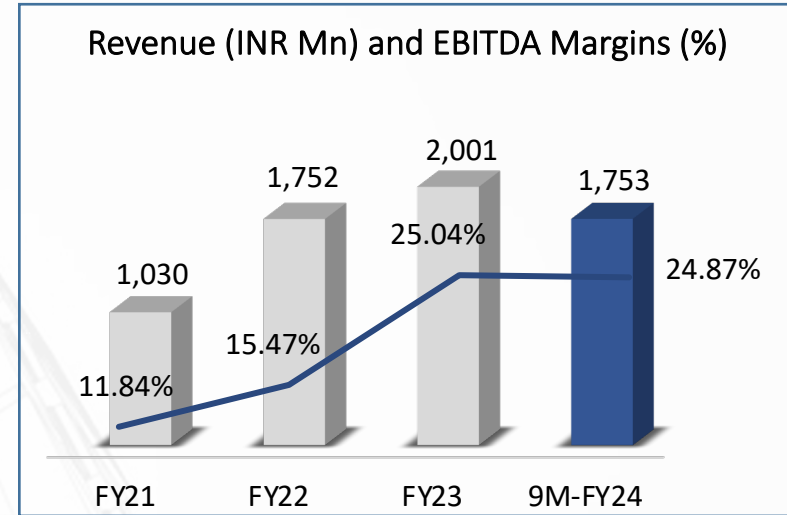
Net Debt To Equity  
1.11x

Return on Capital  
Employed  
31%

Return on Equity  
39%

# 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 8,25,000 m<sup>3</sup> 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 three 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 FY24.



Indigenous  
Brands

**NXTBLOC**  
AUTOCLAYED AERATED CONCRETE BLOCKS

**NXTPLAST** **NXTFIX**

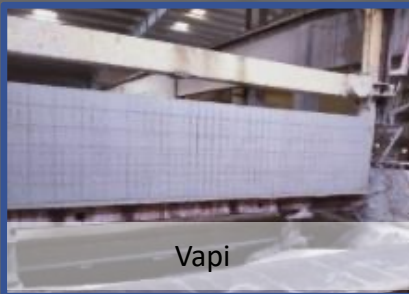
**ZMARTBUILD**

Co-branded products under  
JV with SCG International

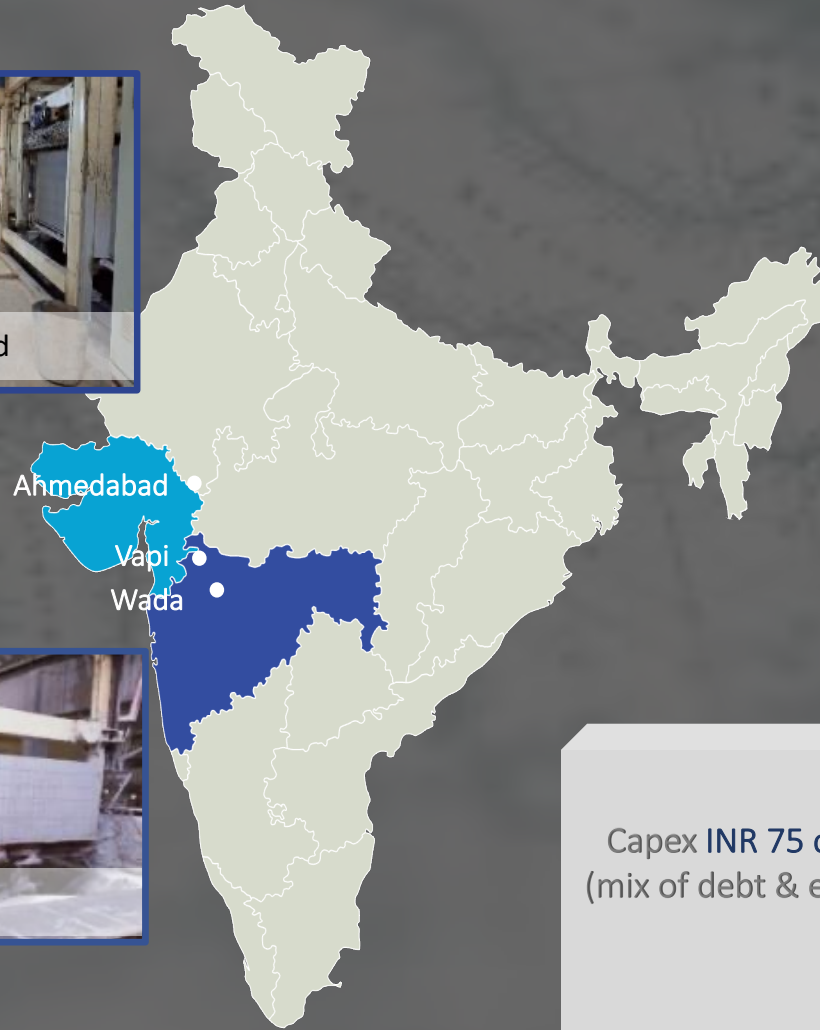
# Manufacturing Prowess



Ahmedabad



Vapi



	Existing			Upcoming	
	Umargaon, Vapi	Kapadvanj, Ahmedabad	Wada, Maharashtra	Wada, Maharashtra	Kapadvanj, Ahmedabad (Joint- Venture)
Capacity (CBM/ P.A)	3,25,000	2,50,000	2,50,000	2,50,000	3,00,000
Carbon credit potential (Units/ P.A)	60,000 to 65,000	50,000 (registration under process)	Registration under process	1,00,000 (at full capacity)	50,000 to 60,000
Products Manufactured	AAC Blocks	AAC Fly Ash Blocks & Sand Based Blocks	AAC Blocks	AAC Blocks	AAC Blocks & Panels

## Expansion Plans

Capex INR 75 crore (mix of debt & equity)

60% subsidy from State Government

Post Expansion, Bigbloc will be the largest manufacturer of AAC blocks in India

The plants together shall generate 2,75,000 units/p.a. of carbon credit every year

# Marquee Clientele across Residential, Commercial & Hospitality

## Realty/ Real Estate

adani Realty

LODHA BUILDING A BETTER LIFE

Prestige GROUP Add Prestige to your life

Sunteck

Piramal Realty

CAPACITE

OBEROI REALTY

RUNWAL With you, always...

Indiabulls REAL ESTATE

RAHEJA UNIVERSAL THE WORLD TO COME

PURANIKS Ideas that stay with you

REGENCY GROUP Linking People, Building Trust

MARATHON

PARADISE GROUP Your World. Our Vision. ISO - 9001: 2008 Certified Organization

raymond REALTY Go Beyond

SHIVALIK A Commitment is a Commitment

ARIHANT SUPERSTRUCTURES LTD. CONTINUING STABILITY

SHIRKE

Shapoorji Pallonji

mahindra LIFESPACES

## Construction

LARSEN & TOUBRO

PSP Build to Last

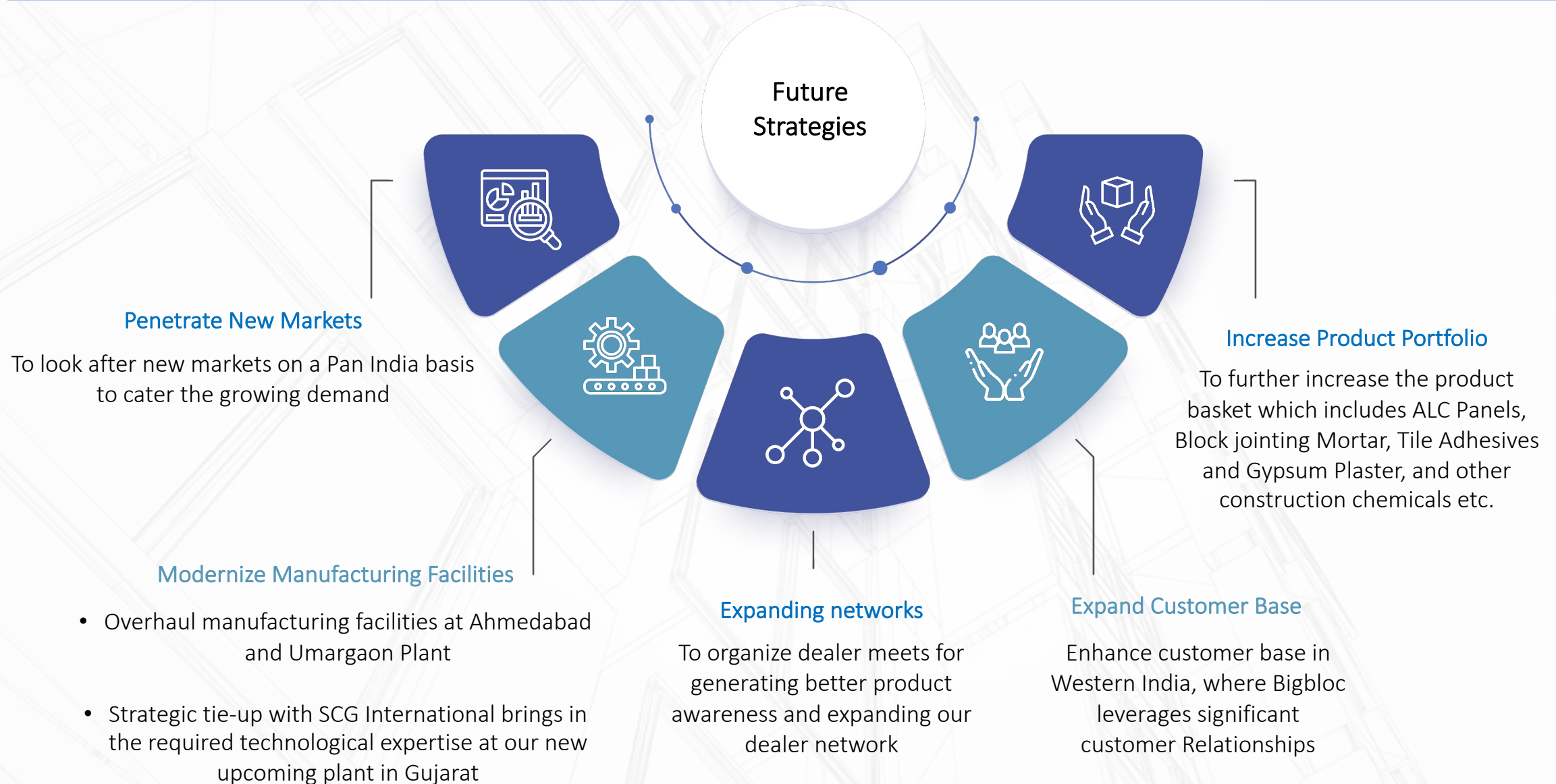
## OEM's

ACC

Ambuja Cement

## Government Bodies

CIDCO WE MAKE CITIES





Financial Highlights

# Consolidated Financial Highlights

## Q3-FY24 Financial Performance

Revenue from Operations INR 615 Mn	EBITDA INR 162 Mn	EBITDA Margin 26.34%
PAT INR 86 Mn	PAT Margin 13.98%	Diluted EPS 1.22 INR

## 9M-FY24 Financial Performance

Revenue from Operations INR 1,753 Mn	EBITDA INR 436 Mn	EBITDA Margin 24.87%
PAT INR 220 Mn	PAT Margin 12.55%	Diluted EPS 3.14 INR

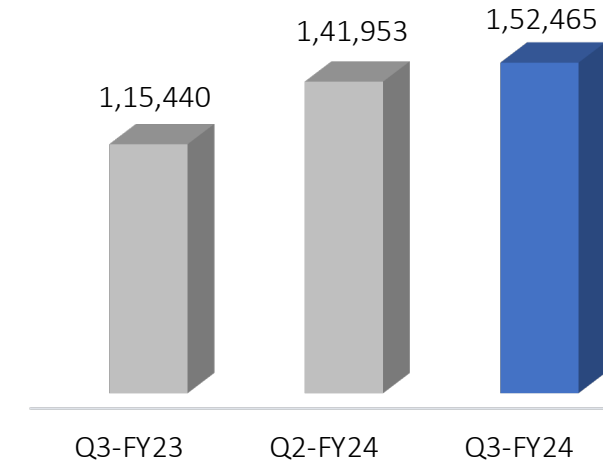


# Key Operational Highlights and Management Commentary

## Operational Highlights:

- The company's performance has improved because of overall better utilisations of capacity. Also, in the quarter under review, the company has generated highest ever quarterly sales and EBITDA as well as PAT supported by the boost in real estate sector as well as overall economical scenario.
- Wada plant achieved approx 90% capacity utilisation in Q3-FY24 above expectations. Hence the company has undertaken expansion plans to increase the capacity from 2,50,000 CBM to 5,00,000 CBM.
- Autoclave machines have been replaced at Umargaon plant in the last quarter which work has been completed in Q3-FY24, because of which capacity utilisation for Q3 is at approximately 60%.
- Company in joint venture with Thailand's SCG Group, *SIAM Cement BigBloc Construction Technologies Pvt Ltd* is setting up a 3,00,000 CBM plant for ALC Panels and AAC Blocks at Kapadvanj, Ahmedabad (Gujarat) and expects commencement of production in next 2-3 months.
- The company has announced second interim dividend of 10% on face value.

Quarterly Sales Volumes (CBM)



# Quarterly Consolidated Income Statement

Particulars (INR in Mn)	Q3-FY24	Q3-FY23	Y-o-Y	Q2-FY24	Q-o-Q
Revenue from Operations	615	495	24.24%	589	4.41%
Operating Expenses	453	362	25.14%	440	2.95%
EBITDA	162	133	21.80%	149	8.72%
<i>EBITDA Margins (%)</i>	<i>26.34%</i>	<i>26.87%</i>	<i>(53) bps</i>	<i>25.30%</i>	<i>104 bps</i>
Depreciation	27	15	80.00%	26	3.85%
Finance Cost	21	11	90.91%	23	(8.70)%
Other Income	-	-	-	2	NA
PBT	114	107	6.54%	102	11.76%
Taxes	28	30	(6.67)%	27	3.70%
PAT	86	77	11.69%	75	14.67%
<i>PAT Margins (%)</i>	<i>13.98%</i>	<i>15.56%</i>	<i>(158) bps</i>	<i>12.73%</i>	<i>125 bps</i>
Earnings Per Share (EPS)	1.22	1.09	11.93%	1.07	14.02%

# YTD Consolidated Income Statement

Particulars (INR in Mn)	9M-FY24	9M-FY23	Y-o-Y
Revenue from Operations	1,753	1,536	14.13%
Operating Expenses	1,317	1,141	15.43%
EBITDA	436	395	10.38%
<i>EBITDA Margins (%)</i>	<i>24.87%</i>	<i>25.72%</i>	<i>(85) bps</i>
Depreciation	76	45	68.89%
Finance Cost	65	29	NA
Other Income	3	1	NA
PBT	298	322	(7.45)%
Taxes	78	76	2.63%
PAT	220	246	(10.57)%
<i>PAT Margins (%)</i>	<i>12.55%</i>	<i>16.02%</i>	<i>(347) Bps</i>
Earnings Per Share (EPS)	3.14	3.49	(9.51)%

# Historical Consolidated Income Statement

Particulars (INR in Mn)	FY21	FY22	FY23	9M-FY24
Revenue from Operations	1,030	1,752	2,001	1,753
Operating Expenses	908	1,481	1,500	1,317
<b>EBITDA</b>	<b>122</b>	<b>271</b>	<b>501</b>	<b>436</b>
<i>EBITDA Margins (%)</i>	<i>11.84%</i>	<i>15.47%</i>	<i>25.04%</i>	<i>24.87%</i>
Depreciation	52	59	61	76
Finance Cost	44	37	42	65
Other Income	1	6	8	3
<b>PBT</b>	<b>27</b>	<b>181</b>	<b>406</b>	<b>298</b>
Taxes	2	20	105	78
<b>PAT</b>	<b>25</b>	<b>161</b>	<b>301</b>	<b>220</b>
<i>PAT Margins (%)</i>	<i>2.43%</i>	<i>9.19%</i>	<i>15.04%</i>	<i>12.55%</i>
Earnings Per Share (EPS)	0.35	2.27	4.28	3.14

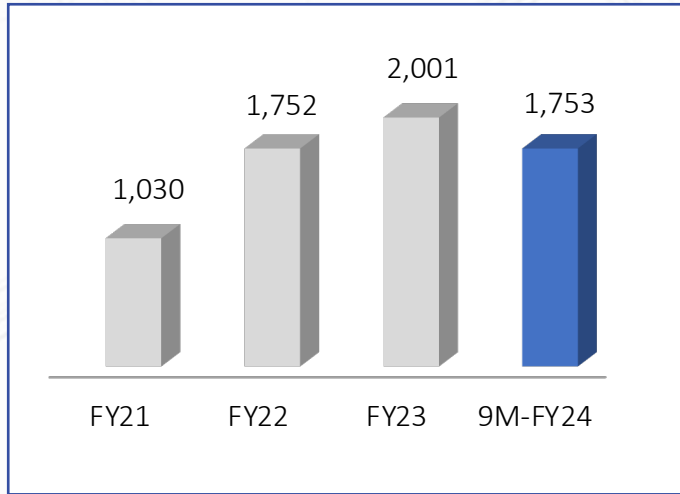
# Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY22	FY23	H1-FY24
<b>EQUITY AND LIABILITIES</b>			
a) Equity Share Capital	142	142	142
b) Other Equity	328	612	737
c) Non-Controlling Interest	-	18	16
<b>Shareholders Fund</b>	<b>470</b>	<b>771</b>	<b>895</b>
<b>Non-Current Liabilities</b>			
a) Long-term Borrowings	301	645	714
b) Deferred tax liabilities (net)	27	31	27
c) Other long term liabilities	1	7	6
<b>Total Non-current Liabilities</b>	<b>329</b>	<b>683</b>	<b>747</b>
<b>Current Liabilities</b>			
a) Short-term Borrowings	125	228	361
b) Trade payables	162	179	192
c) Other financial liabilities	1	2	1
d) Other current liabilities	32	31	29
e) Current tax liabilities	21	99	53
<b>Total Current Liabilities</b>	<b>341</b>	<b>537</b>	<b>636</b>
<b>Total Equity and Liabilities</b>	<b>1,140</b>	<b>1,991</b>	<b>2,278</b>

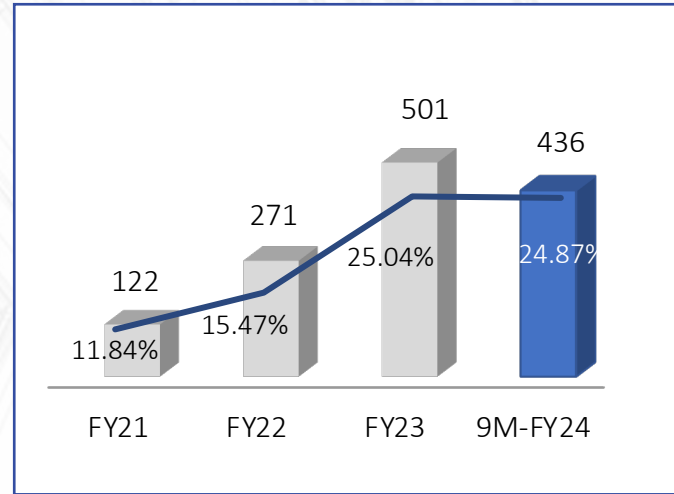
Particulars (INR Mn)	FY22	FY23	H1-FY24
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
a) Property, Plant and Equipment	647	806	1,270
b) Capital WIP	-	410	36
c) Goodwill	54	54	54
d) Other Intangible Assets	0	2	2
e) Investments	5	4	4
f) Other Financial Assets	5	10	11
g) Other Non-current Assets	1	21	73
<b>Total non-current assets</b>	<b>711</b>	<b>1,306</b>	<b>1,450</b>
<b>Current Assets</b>			
a) Inventories	63	110	137
b) Trade Receivables	263	311	461
c) Cash & Bank Balances	3	17	19
d) Loans	15	99	84
e) Other Current Assets	85	147	127
<b>Total Current Assets</b>	<b>429</b>	<b>684</b>	<b>828</b>
<b>Total Assets</b>	<b>1,140</b>	<b>1,991</b>	<b>2,278</b>

# Historical Consolidated Financial Performance

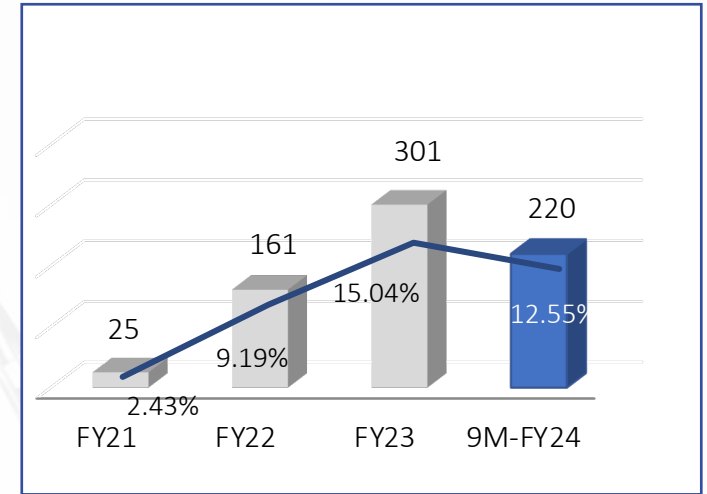
Revenue (INR Mn)



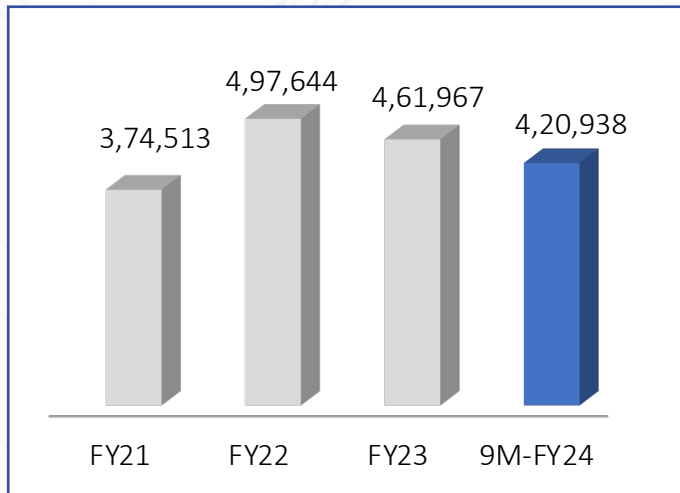
EBITDA (INR Mn) & EBITDA Margins (%)



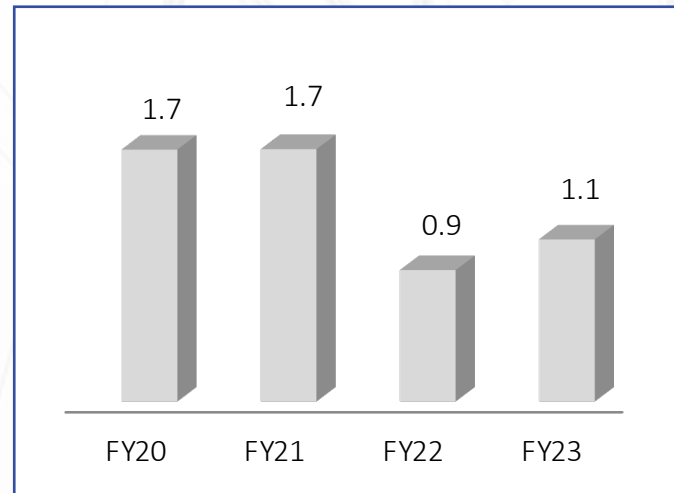
PAT (INR Mn) & PAT Margins (%)



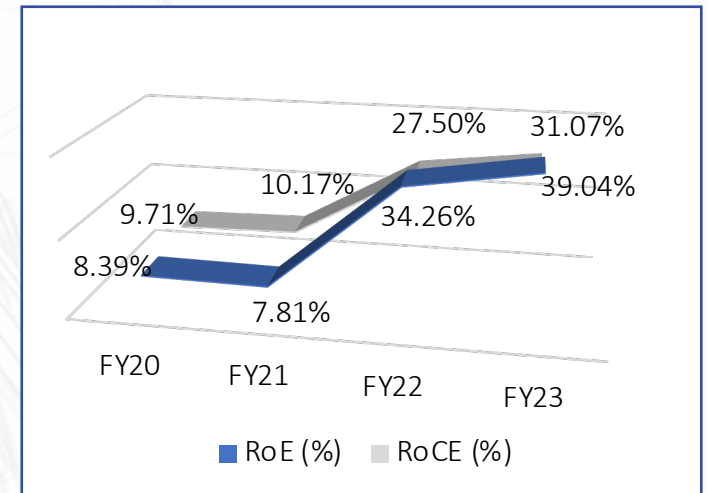
Sales Volumes (CBM)



Net Debt to Equity (x)

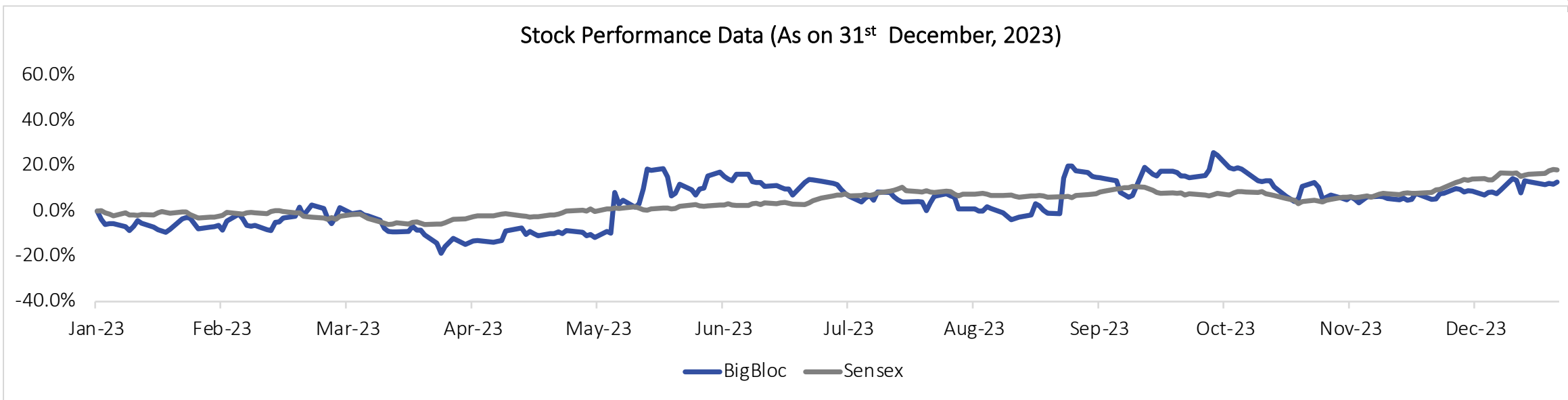


RoE & RoCE (%)



# Capital Market Information

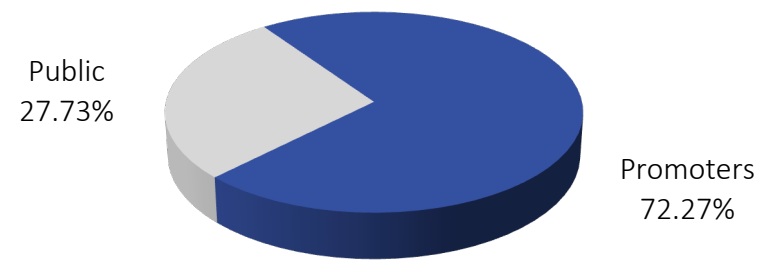
Stock Performance Data (As on 31<sup>st</sup> December, 2023)



## Price Data (As on 31st December, 2023)

Face Value	2.0
CMP	163.9
52 Week H/L	189.7 / 116.8
Market Cap (INR Mn)	11,598.6
No. of Share outstanding (Mn)	70.8
Avg. Trading Volume ('000)	182.1
Avg. Net Turnover (INR Mn)	29.1

Share Holding pattern (As on 31<sup>st</sup> December 2023)



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Thank You