

# Earnings Presentation

Q4 FY24 / FY24



NXTBLOC®  
AUTOCLAVED AERATED CONCRETE BLOCKS

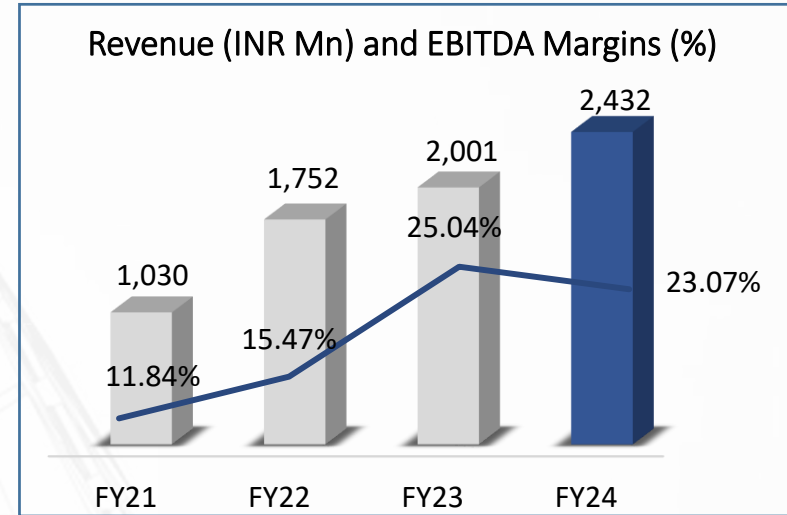
# At a Glance

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 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 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**  
AUTOCLAYED AERATED CONCRETE BLOCKS

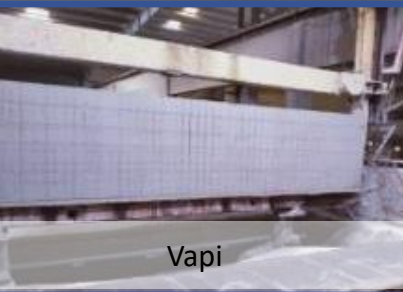
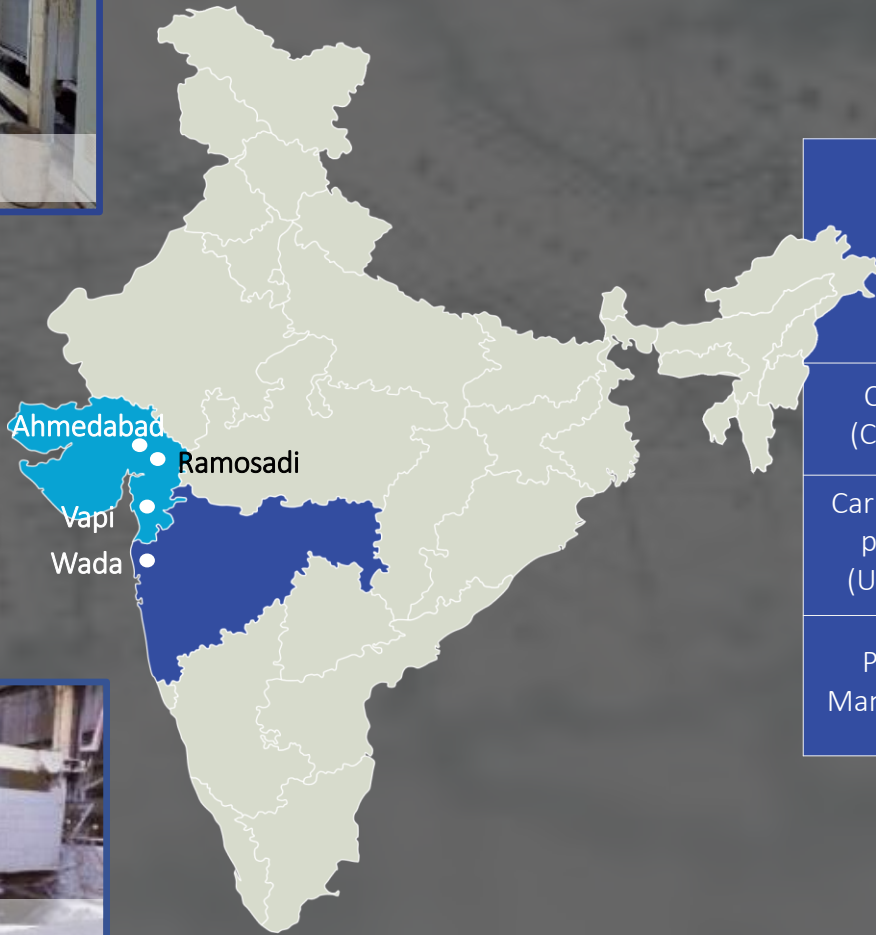
**NXTPLAST** **NXTFIX**

**ZMARTBUILD**  
Co-branded products under  
JV with SCG International

# Manufacturing Prowess



Ahmedabad

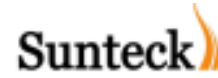


Vapi

	Existing				Upcoming
	Umargaon, Vapi	Kapadvanj, Ahmedabad	Wada, Maharashtra	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 & ALC Wall Panels	AAC Blocks

# Marquee Clientele across Residential, Commercial & Hospitality

## Realty/ Real Estate



## Construction



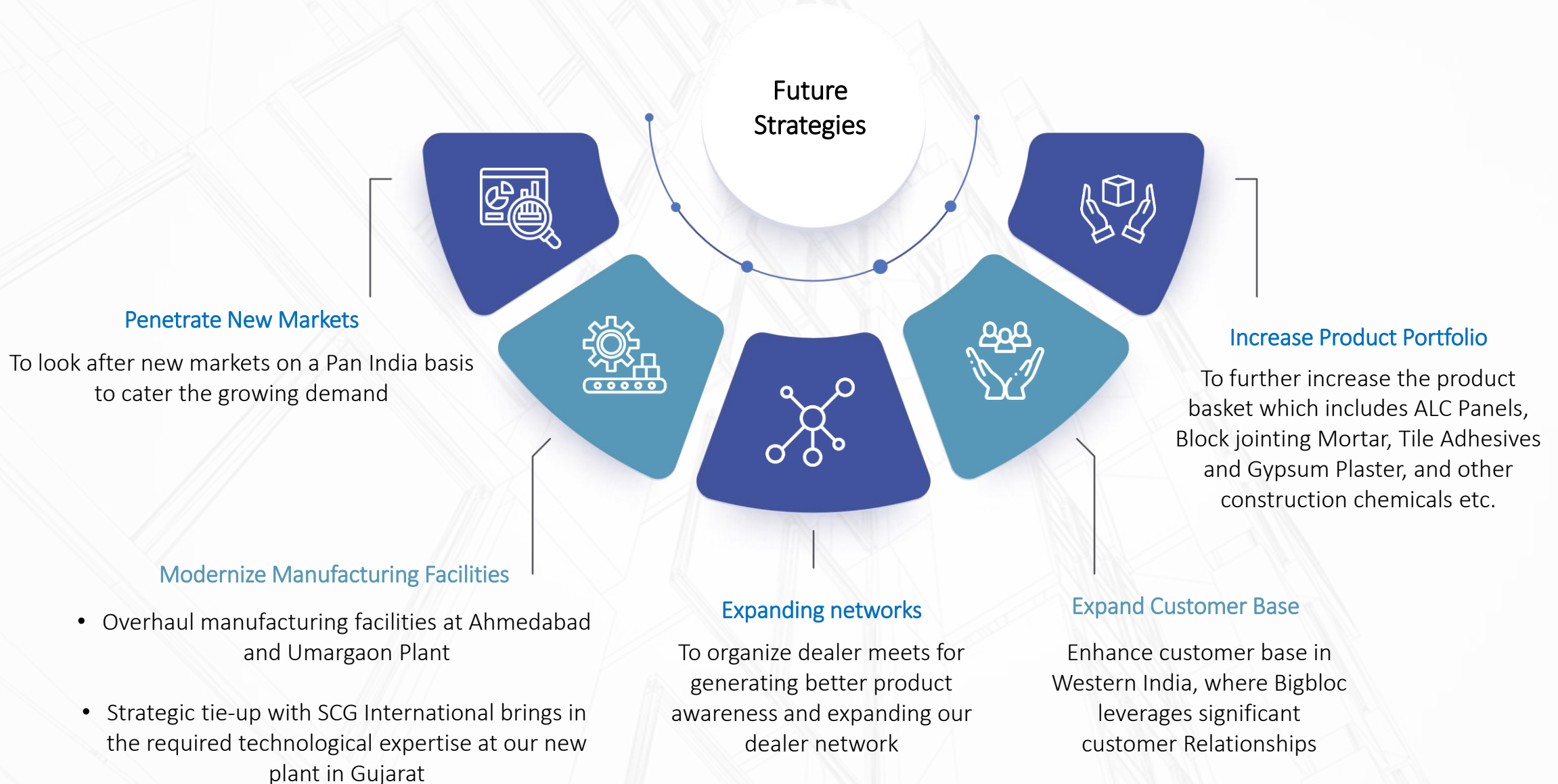
## OEM's



## Government Bodies











Financial Highlights



# Consolidated Financial Highlights

## Q4-FY24 Financial Performance

Revenue from Operations INR 680 Mn	EBITDA INR 126 Mn	EBITDA Margin 18.53%
PAT INR 86 Mn	PAT Margin 12.65%	Diluted EPS INR 1.22

## FY24 Financial Performance

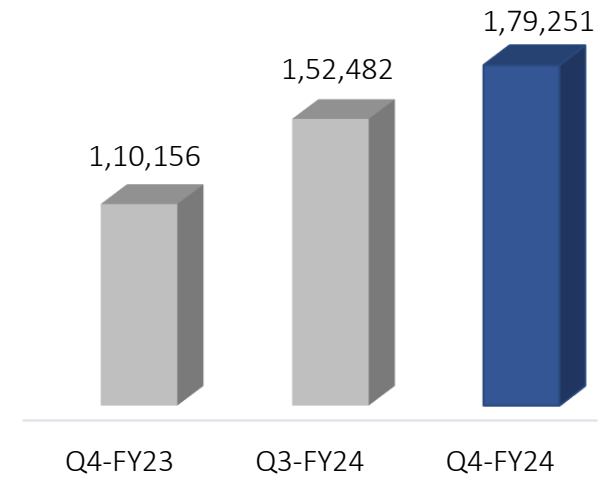
Revenue from Operations INR 2,432 Mn	EBITDA INR 561 Mn	EBITDA Margin 23.07%
PAT INR 307 Mn	PAT Margin 12.62%	Diluted EPS INR 4.36



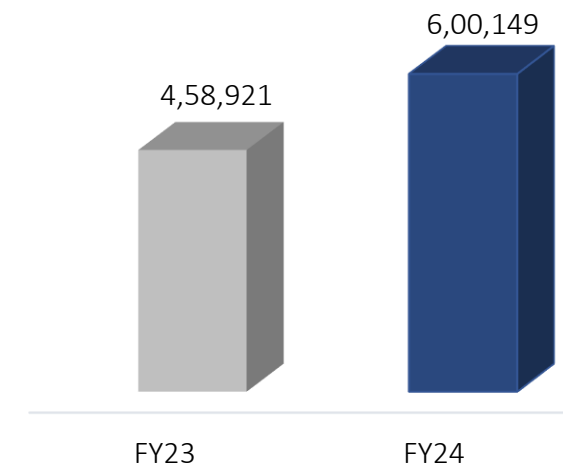
# Key Operational Highlights and Management Commentary

- In FY24, The company completed solar installation of 450 KW at Umargaon plant and has initiated to install a rooftop solar power project of 625 KW at the Wada plant
- The Wada plant has also received the Eligibility Certificate for Subsidy and has applied for registration of carbon credits at VEERA
- Wada plant has initiated capacity expansion from 2,50,000 CBM to 5,00,000 CBM of AAC blocks; post expansion it will be the largest capacity plant in India
- Siam Cement Bigbloc Construction Technologies Private Limited having its plant located at Kapadvanj, a Greenfield Project for AAC Blocks and ALC Panels with a capacity of 2,50,000 CBM, has started production with effect from 30th March, 2024

Quarterly Sales Volumes (CBM)



Yearly Sales Volumes (CBM)



# Quarterly Consolidated Income Statement

Particulars (INR in Mn)	Q4-FY24	Q3-FY24	Q-o-Q	Q4-FY23	Y-o-Y
Revenue from Operations	680	615	11%	465	46%
Operating Expenses	554	453	22%	359	54%
EBITDA	126	162	(22)%	106	19%
<i>EBITDA Margins (%)</i>	<i>18.53%</i>	<i>26.34%</i>	<i>(781) Bps</i>	<i>22.80%</i>	<i>(427) Bps</i>
Depreciation	27	27	0%	16	69%
Finance Cost	24	21	14%	13	85%
Other Income	38	0	NA	7	NA
PBT	113	114	(1)%	84	35%
Taxes	27	28	(4)%	28	(4)%
PAT	86	86	0%	56	54%
<i>PAT Margins (%)</i>	<i>12.65%</i>	<i>13.98%</i>	<i>(133) Bps</i>	<i>12.04%</i>	<i>61 Bps</i>
Earnings Per Share (EPS)	1.22	1.22	0%	0.79	54%



# FY24 Consolidated Income Statement

Particulars (INR in Mn)	FY24	FY23	Y-o-Y
Revenue from Operations	2,432	2,001	22%
Operating Expenses	1,871	1,500	25%
EBITDA	561	501	12%
<i>EBITDA Margins (%)</i>	<i>23.07%</i>	<i>25.04%</i>	<i>(197) Bps</i>
Depreciation	103	61	69%
Finance Cost	88	42	NA
Other Income	41	8	NA
PBT	411	406	1%
Taxes	104	105	(1)%
PAT	307	301	2%
<i>PAT Margins (%)</i>	<i>12.62%</i>	<i>15.04%</i>	<i>(242) Bps</i>
Earnings Per Share (EPS)	4.36	4.28	2%

# Historical Consolidated Income Statement

Particulars (INR in Mn)	FY21	FY22	FY23	FY24
Revenue from Operations	1,030	1,752	2,001	2,432
Operating Expenses	908	1,481	1,500	1,871
<b>EBITDA</b>	<b>122</b>	<b>271</b>	<b>501</b>	<b>561</b>
<i>EBITDA Margins (%)</i>	<i>11.84%</i>	<i>15.47%</i>	<i>25.04%</i>	<i>23.07%</i>
Depreciation	52	59	61	103
Finance Cost	44	37	42	88
Other Income	1	6	8	41
<b>PBT</b>	<b>27</b>	<b>181</b>	<b>406</b>	<b>411</b>
Taxes	2	20	105	104
<b>PAT</b>	<b>25</b>	<b>161</b>	<b>301</b>	<b>307</b>
<i>PAT Margins (%)</i>	<i>2.43%</i>	<i>9.19%</i>	<i>15.04%</i>	<i>12.62%</i>
Earnings Per Share (EPS)	0.35	2.27	4.28	4.36



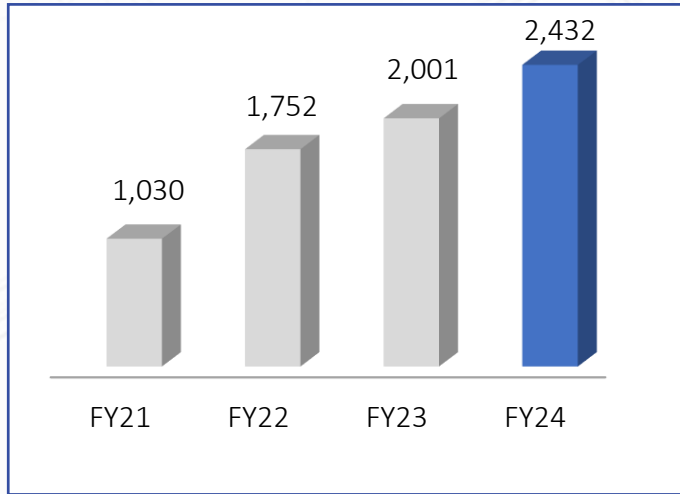
# Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY22	FY23	FY24
<b>EQUITY AND LIABILITIES</b>			
a) Equity Share Capital	142	142	142
b) Other Equity	328	612	899
c) Non-Controlling Interest	-	17	45
<b>Shareholders Fund</b>	<b>470</b>	<b>771</b>	<b>1,086</b>
<b>Non-Current Liabilities</b>			
a) Long-term Borrowings	301	645	1,007
b) Deferred tax liabilities (net)	27	31	38
c) Other long term liabilities	1	7	10
<b>Total Non-current Liabilities</b>	<b>329</b>	<b>683</b>	<b>1,055</b>
<b>Current Liabilities</b>			
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
<b>Total Current Liabilities</b>	<b>341</b>	<b>537</b>	<b>795</b>
<b>Total Equity and Liabilities</b>	<b>1,140</b>	<b>1,991</b>	<b>2,936</b>

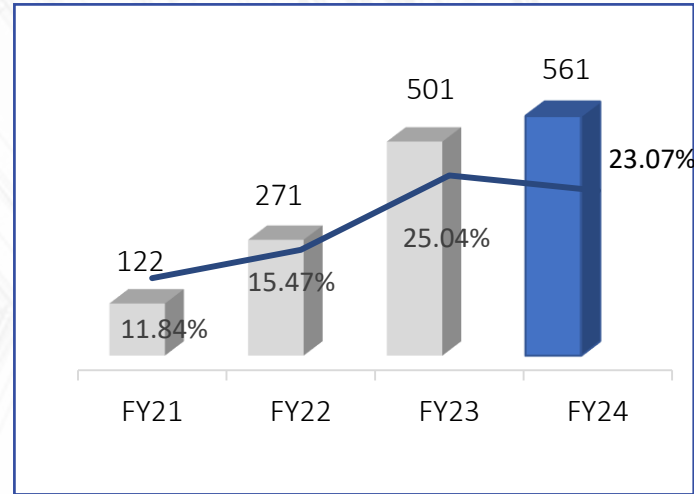
Particulars (INR Mn)	FY22	FY23	FY24
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
a) Property, Plant and Equipment	647	806	1,665
b) Capital WIP	-	410	184
c) Goodwill	54	54	54
d) Other Intangible Assets	0	2	4
e) Investments	4	4	5
f) Other Financial Assets	5	10	34
g) Other Non-current Assets	1	21	13
<b>Total non-current assets</b>	<b>711</b>	<b>1,307</b>	<b>1,959</b>
<b>Current Assets</b>			
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
<b>Total Current Assets</b>	<b>429</b>	<b>684</b>	<b>977</b>
<b>Total Assets</b>	<b>1,140</b>	<b>1,991</b>	<b>2,936</b>

# Historical Consolidated Financial Performance

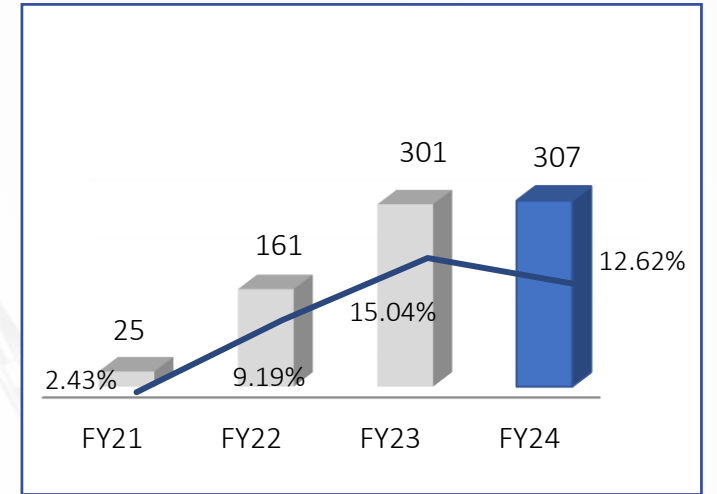
Revenue (INR Mn)



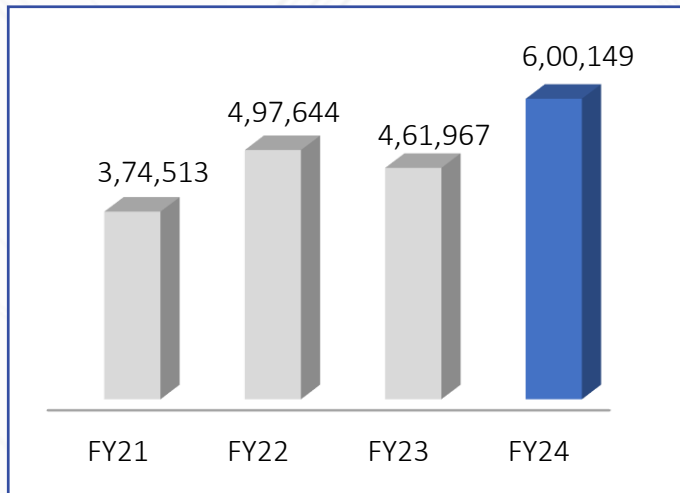
EBITDA (INR Mn) & EBITDA Margins (%)



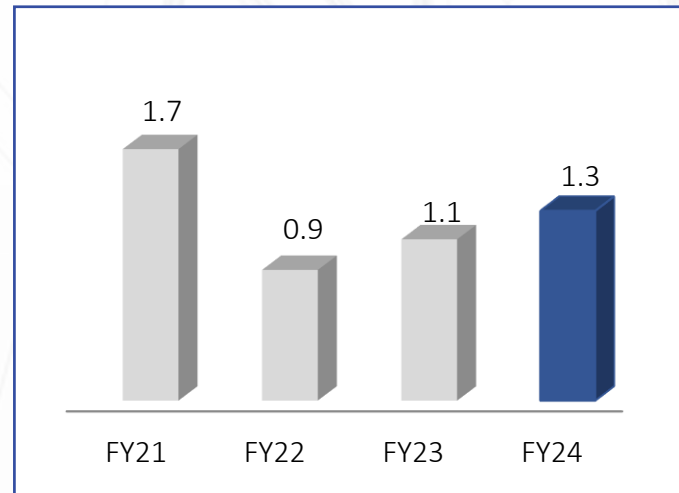
PAT (INR Mn) & PAT Margins (%)



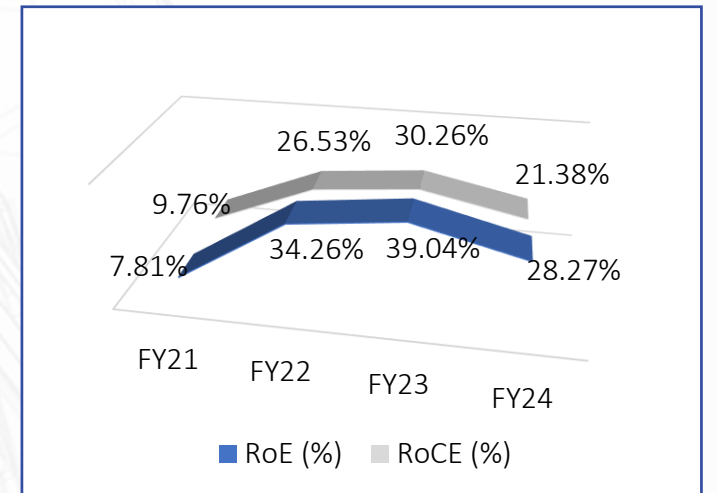
Sales Volumes (CBM)



Net Debt to Equity (x)



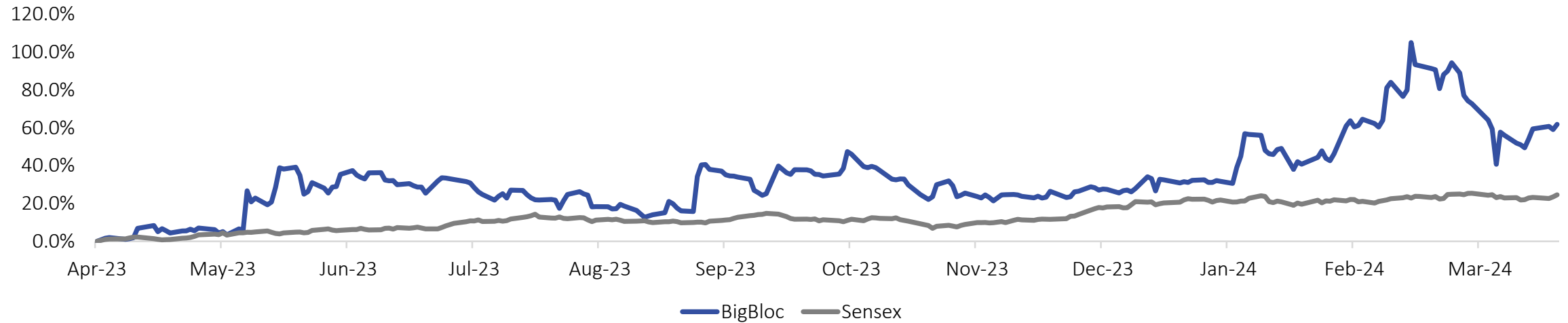
RoE & RoCE (%)





# Capital Market Information

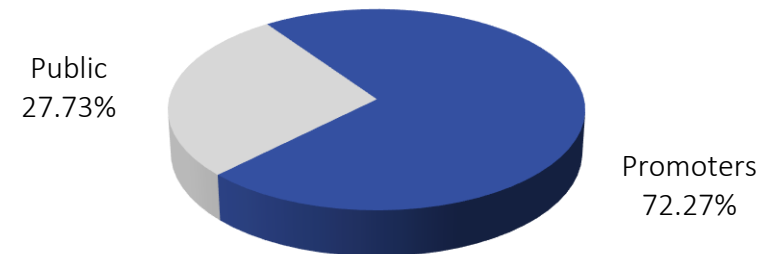
Stock Performance Data (As on 31<sup>st</sup> March, 2024)



## Price Data (As on 31st March, 2024)

Face Value	2.0
CMP	200.6
52 Week H/L	265.9 / 122.9
Market Cap (INR Mn)	14,196.5
No. of Share outstanding (Mn)	70.8
Avg. Trading Volume ('000)	242.9
Avg. Net Turnover (INR Mn)	48.8

Share Holding pattern (As on 31<sup>st</sup> March, 2024)



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Thank You