



# BIGBLOC CONSTRUCTION LIMITED

CIN NO. : L45200GJ2015PLC083577

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

30<sup>th</sup> April, 2025

To, Department of Corporate Service, Bombay Stock Exchange Limited, 1st Floor, Phiroze, Jeejeebhoy Towers, Dalal Street, Mumbai - 400001 <b>Script Code: 540061</b> <b>ISIN: INE412U01025</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: INE412U01025</b>
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Dear Sir/Madam,

**Subject:- Change in Investor Relations Advisor**

In accordance with Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we would like to inform that there has been a change in the Investor Relations (IR) Advisor of the Company.

Valorem Advisors will no longer serve as the IR Advisor of the Company. We would further like to inform that the Company has engaged Churchgate Advisory Private Limited as an IR Advisor of the Company from FY 2025-26.

Further we are enclosing the Investor presentation for the Quarter and Nine months ended 31<sup>st</sup> December, 2024.

Please take the same on records.

Thanking you,

**For BIGBLOC CONSTRUCTION LIMITED**

**Narayan Sitaram Saboo**

**Chairman & Director**

**DIN: 00223324**

Encl.: as above





**Bigbloc Construction**

**Q3 and 9M FY25**

**Earnings Presentation**

# Consolidated Business Overview



**Bigbloc Construction: One of the Largest AAC Blocks Manufacturers in India**

## NXTBLOC<sup>®</sup>

### Autoclaved Aerated Concrete Blocks

#### Manufacturing

AAC blocks, a high-quality, lightweight, and energy-efficient building material known for its strength, insulation and fire resistance

Plant: Umargaoan, Kapadvanj, Wada

Total Capacity: 10,50,000 CBM P.A

#### Products:

- AAC Fly Ash Blocks
- AAC Sand Based Block

#### Applications:

- Residential
- Commercial
- Industrial
- Infrastructure

#### Benefits:

- Light weight
- Thermal insulation
- Soundproof
- Fire resistance
- Eco-friendly

## ZMARTBUILD WALL<sup>®</sup> BY NXTBLOC

### AAC Wall Panel

#### Manufacturing

AAC wall panels are composite materials made of cement, lime and silica sand, reinforced with a two-way welded steel mesh

Plant: Ramosadi

Total Capacity: 2,50,000 CBM P.A

#### Products:

- 8 to 20 Feet long AAC Wall Panels

#### Applications:

- External and internal non-load bearing walls, roof and floor for:
- Residential
  - Commercial
  - Industrial

#### Benefits:

- Corrosion protected
- Steel reinforced
- Lightweight
- No plaster required
- No coping required
- No bond required

## NXTFIX<sup>®</sup> NXTPLAST<sup>®</sup>

### Construction Chemicals

#### Trading

Construction chemicals, includes semi-premix high-quality mortar for AAC block jointing and bonding and ready-mix cement plaster

Upcoming Product: NXTGRIP (Tile Adhesive)

#### Products:

- "NXTFIX" Semi-premix Mortar

#### Applications:

- Jointing of AAC Blocks
- Bonding of AAC Blocks

#### Benefits:

- Superior strength
- Water retention
- Stability

#### Products:

- "NXTPLAST" Ready Mix Cement Plaster

#### Applications:

- External wall plastering
- Internal wall plastering

#### Benefits:

- High coverage
- Premixed
- Minimum cracks

**18%**

3Y Revenue CAGR

**44%**

3Y EBITDA CAGR

**28%**

ROE (FY24)

**21%**

ROCE (FY24)

**1.3x**

Net Debt to Equity (FY24)

**INR 2,432**

Million (Revenue FY24)

**2,000+**

Projects Executed

**1,500+**

Project Pipeline

# Bigbloc Investment Case (1/2)

## 1. Market Leadership

- One of the largest AAC Block manufacturers in India with a **total capacity of 13,00,000 CBM per annum**
- Strong supply chain network spread across **9 cities in 4 states**
- Consistently maintains a **rejection rate of less than 2%**, significantly lower than the **industry average of 4–5%**, driven by stringent quality control processes and automation-led manufacturing



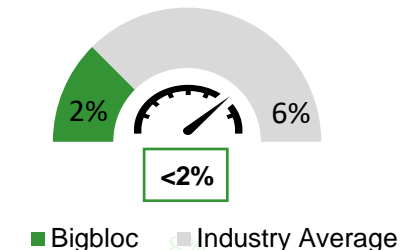
## 3. Strong Financial Performance

- **Revenue CAGR of 35%** and **EBITDA CAGR of 29%** over the last three years, highlighting consistent growth potential
- Sustained **Return on Equity of 28%** and **Return on Capital Employed of 21%** in FY24, highlighting efficient capital utilization
- **Net Debt to Equity at 1.3x**, reflecting ongoing investments in capacity expansion and future growth

Capacity (CBM P.A)



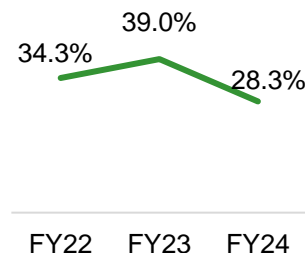
Rejection Rate



## 2. Diverse Product Portfolio and Client Base

- Expanding product range including **AAC Blocks, AAC Wall Panels, jointing mortar and construction chemicals**, catering to the evolving needs of the construction industry
- **Clientele expands to over 100 realtors**
- Includes prominent names in the **residential, commercial and hospitality** sectors such as **Lodha, L&T and Oberoi**

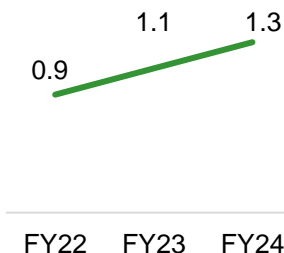
ROE



ROCE



Net Debt to Equity



# Bigbloc Investment Case (2/2)

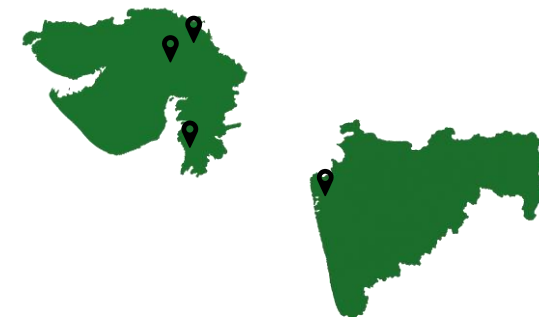
## 4. Proven Track Record and Operational Excellence

- **Over 2,000 projects executed**, showcasing the company's ability to deliver high-quality products on time and at scale
- Notable large-scale developments includes projects such as **Palava Township by Lodha Group** and **Crescent Bay by L&T**
- **4 state-of-the-art manufacturing facilities** strategically located in **Gujarat and Maharashtra** to ensure cost-effective distribution and logistics efficiency

Pallava Township



Crescent Bay



Eco Friendly



Reduces CO<sub>2</sub> Emission



Uses Less Energy



Recycled Fly Ash

## 5. Competitive Advantage through Sustainability

- AAC blocks are **100% eco-friendly**, reduce **CO<sub>2</sub> emissions by 30%**, and use **60% less energy** during production
- Recycled over **30,000 MT of fly ash** in **FY24**, contributing significantly to environmental conservation
- **Only company in the AAC industry generating carbon credits**, aligning with global and national efforts to reduce carbon footprints in construction

## 6. Industry Dynamics and Government Support

- AAC block market projected to grow from **INR 4,000 Cr in 2023 to INR 10,000 Cr by 2027**, driven by rising demand for sustainable construction materials
- Government focus on **urbanization and green building regulations** is creating a favorable ecosystem for AAC adoption across construction industry
- **INR 57,732 Cr** allocated under **PMAY schemes in Union Budget 2025–26**, expected to drive demand for eco-friendly building materials like AAC blocks

AAC Block Industry\*



1

## Expansion into New Geographical Markets

Acquired **57,500 sq. mts.** of land in **Madhya Pradesh** to expand AAC Blocks business in **central India**

2

## Investment in Research and Development

Driving process innovation through R&D by **adopting automation across new and existing plants** to improve control and efficiency

3

## Product Diversification

Ventured into **AAC Wall Panels** with a **first-mover advantage** and upcoming **NXTGRIP tile adhesive** under construction chemicals

4

## Customer Relationship Management

Strengthening service **delivery through an in-house truck fleet**, enabling timely dispatch, reduced delays and faster response to customer needs

5

## Talent Acquisition and Development

Building a skilled workforce by attracting top talent and **investing in training programs** to drive innovation, project execution and long-term growth

# Brand Proposition



AAC blocks, marketed under the brand 'NXTBLOC', offer an ideal combination of **strength, lightweight structure, thermal insulation, sound absorption and fire resistance**

Manufactured using natural and non-toxic raw materials, **NXTBLOC is 3x lighter than conventional bricks and weighs just a third of traditional clay brick structures**

This leads to a **20% reduction in steel consumption** and enables construction to be completed up to **4x faster**



NXTFIX mortar is a semi-premix high-quality mortar for **the jointing and bonding of AAC blocks**

NXTFIX mortar semi-premix **consists of cement, graded sand and specialized polymers** which combine to give superior **strength, water retention and stability**

NXTFIX mortar **only requires the addition of water before application** to prepare the product for use, **reducing the hassle of measuring and maintaining** various individual elements to create a conventional mortar



NXTPLAST Ready Mix Plaster is **a ready mix cement plaster with high-quality polymer additives** to substitute for the traditional site mix wall plaster process

The application method requires **mixing of water before application** and the mix is ready for plastering

NXTPLAST Ready Mix Plaster **can be used for both external and internal plastering**



A **Co-branded product** under Joint Venture with **Siam Cement Group International**

AAC wall panels are composite material **consisting of cement, lime and silica sand**. These panels **use two-way welded steel mesh as reinforcement**

AAC wall panels are used for **external and internal non-load bearing walls, roof, floor** for commercial, industrial and residential buildings

# Manufacturing Process: AAC Blocks

## 1. Raw Materials

Raw Material includes Fly Ash, Cement and Lime



## 2. Mixing

Raw Material are mixed to form a slurry



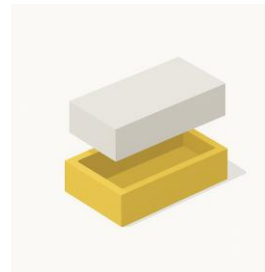
## 3. Casting

The slurry is poured into mold to form cakes



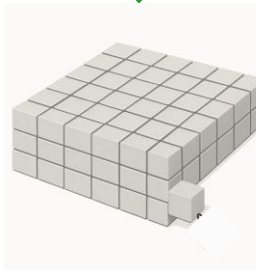
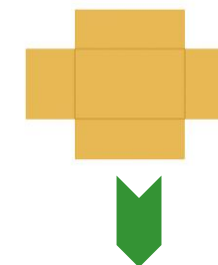
## 4. Unmolding

Cakes are unmolded and are ready to cut



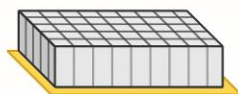
## 5. Mold Cleaning & Preparation

Mold is cleaned, oiled and closed and returned to mixer



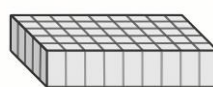
## 9. Packaging

AAC is shrink wrapped and placed on pallets



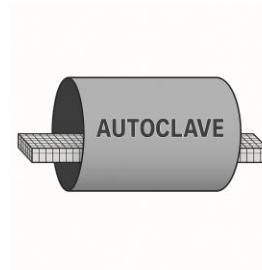
## 8. Curing

Cured AAC is removed from autoclave



## 7. Autoclaving

Uncured AAC placed in autoclave under pressure and steam



## 6. Cutting

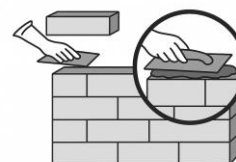
Cakes are cut into blocks and waste is recycled

## 10. Final Product

AAC block is ready for transport to the shipping or storage area



**Used in Construction**  
AAC blocks are then used in construction activities for residential, commercial and infrastructure projects



**Application of Construction Chemical**  
AAC Blocks are joint and bonded using a semi-premix high-quality mortar like "NXTFIX"



# Chairman and Executive Director Message



Mr. Narayan Sitaram Saboo

“The performance of the quarter was primarily impacted by lower demand due to Diwali festival and Elections in Maharashtra.

The Umargaon plant underwent a planned technology upgrade, temporarily halting operations since May 18, 2024. With the upgrade completed on October 16, the plant has resumed operations and will gradually scale up production.

The company’s expansion into construction chemicals, including Block Jointing Mortar, Ready Mix Plaster, and Tile Adhesives, marks a strategic move into high-demand segments. With a focus on innovation, efficiency, and growth, company aims to maximize stakeholder value in the near term”

**NXTBLOC**<sup>®</sup>

**ZMARTBUILD** WALL  
BY NXTBLOC

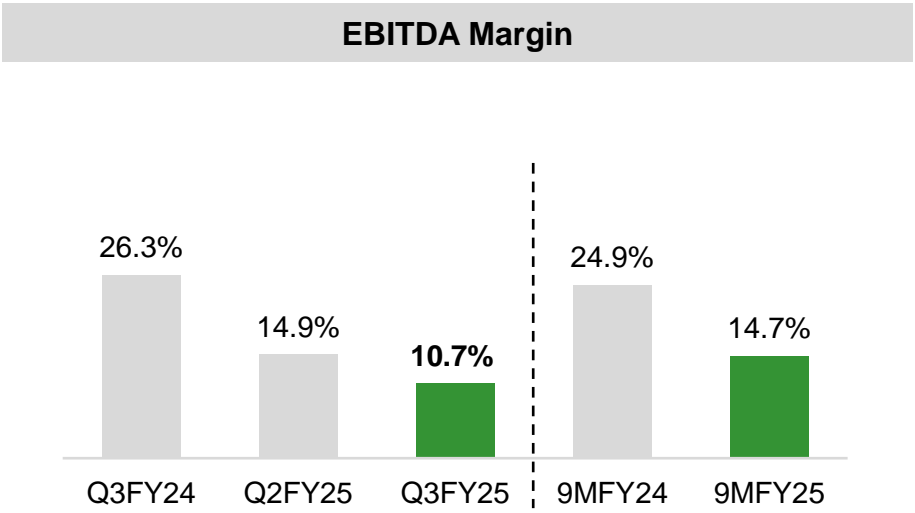
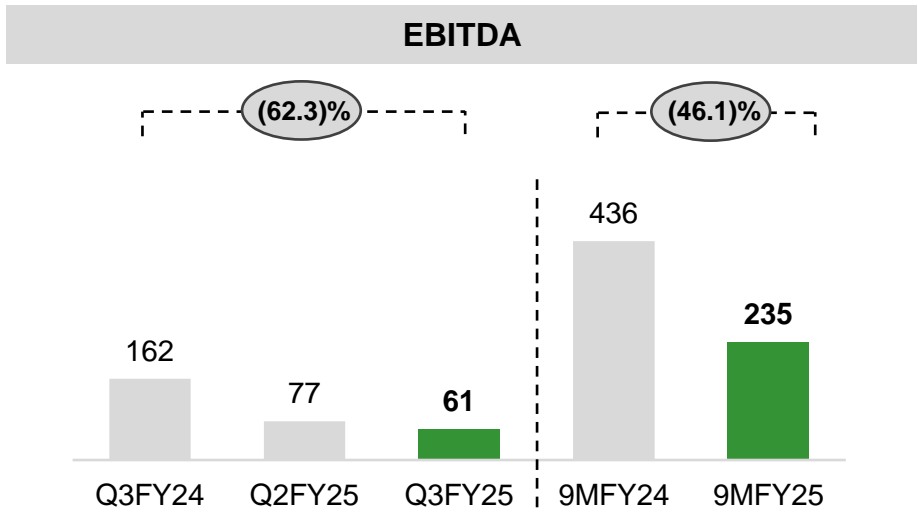
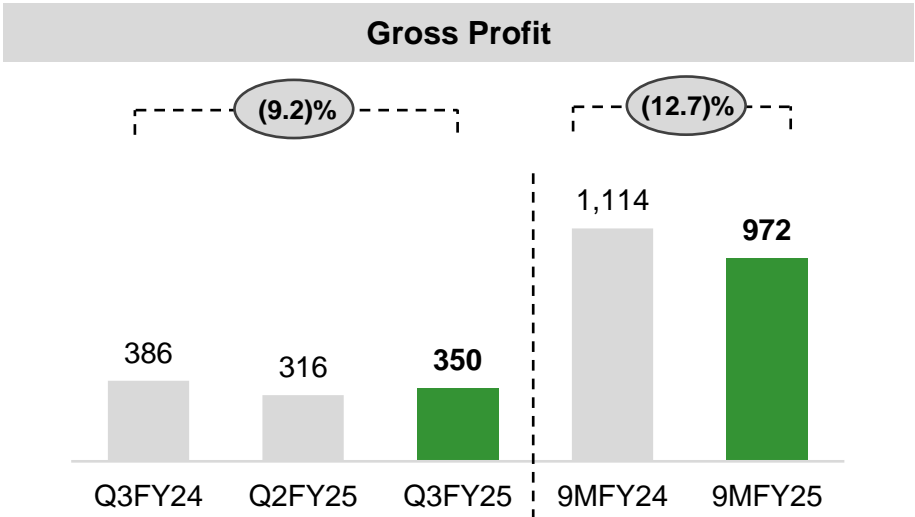
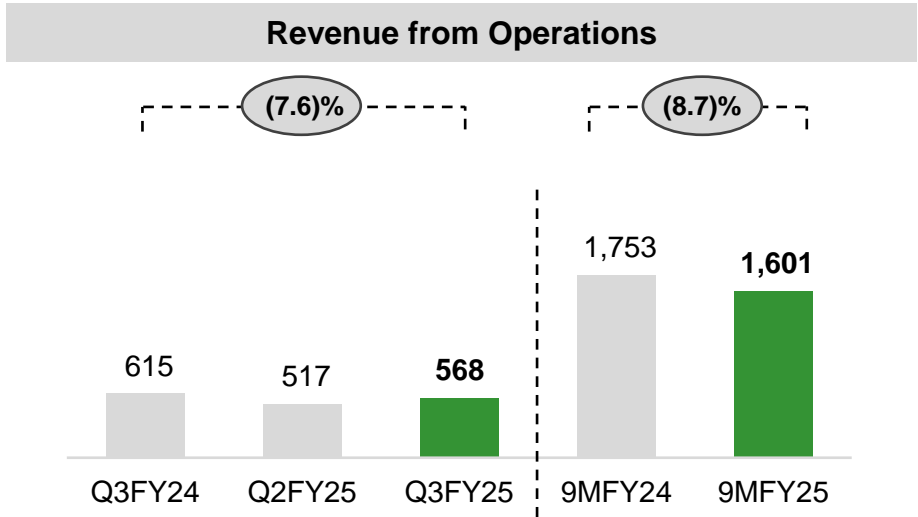
**NXTFIX**<sup>®</sup>

**NXTPLAST**<sup>®</sup>

# Consolidated Financial Highlights Q3 and 9M FY25

Lower demand with the festival season and Umargaon plant technology upgrades during Q3FY25 impacted financial Performance

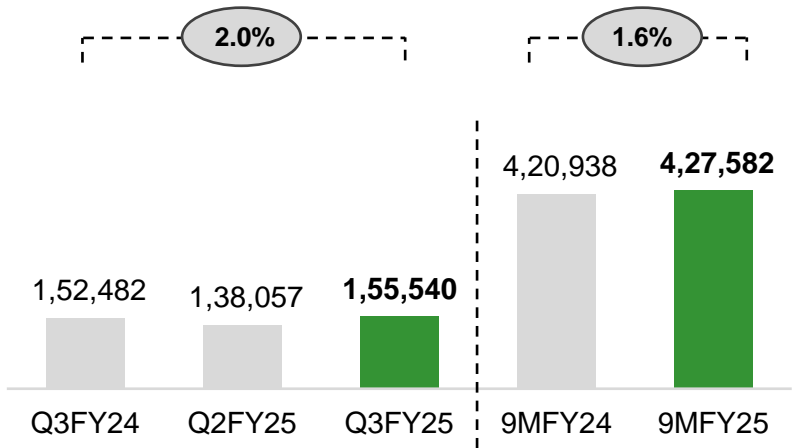
INR in Million



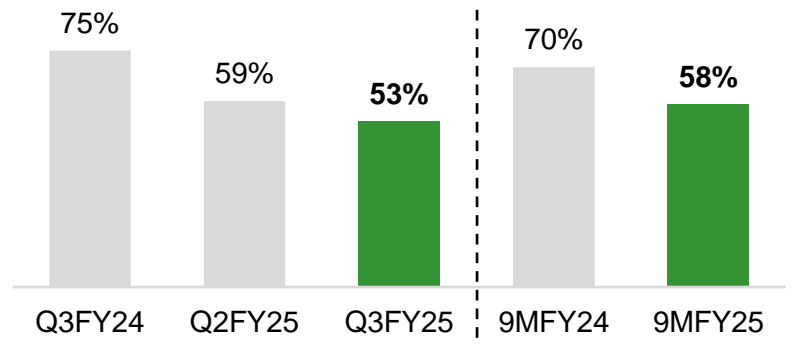
# Volume, Capacity Utilisation and Revenue Mix

Wada Plant capacity expansion completed in Q3FY25

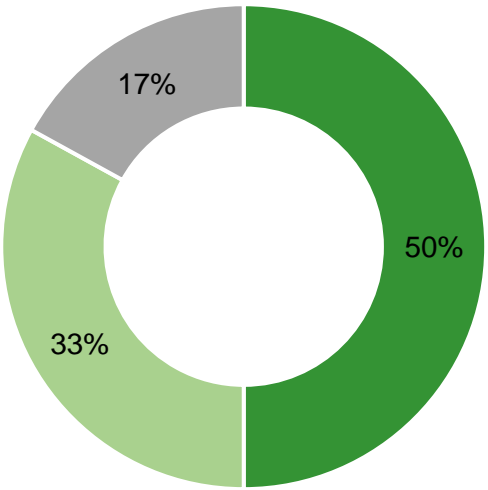
## AAC Blocks Sales Volume (CBM)



## Capacity Utilisation



## Revenue Mix 9M FY25



■ Dealers ■ Builders, Contractors, Individuals and Industrial ■ Corporates

# Consolidated Income Statement

INR Million	Q3FY25	Q3FY24	Y-o-Y	Q2FY25	Q-o-Q	9MFY25	9MFY24	Y-o-Y
Revenue from Operations	568	615	(7.6)%	517	9.9%	1,601	1,753	(8.7)%
Operating Expenses	507	453		440		1,366	1,317	
<b>EBITDA</b>	<b>61</b>	<b>162</b>	<b>(62.3)%</b>	<b>77</b>	<b>(20.8)%</b>	<b>235</b>	<b>436</b>	<b>(46.1)%</b>
<b>EBITDA Margins (%)</b>	<b>10.7%</b>	<b>26.3%</b>		<b>14.9%</b>		<b>14.7%</b>	<b>24.9%</b>	
Depreciation	41	27		32		105	76	
Finance Cost	45	21		36		110	65	
Other Income	12	-		10		29	3	
<b>PBT</b>	<b>(13)</b>	<b>114</b>	<b>nm</b>	<b>19</b>	<b>nm</b>	<b>49</b>	<b>298</b>	<b>(83.6)%</b>
Taxes	(16)	28		17		14	78	
<b>PAT</b>	<b>3</b>	<b>86</b>	<b>(96.5)%</b>	<b>2</b>	<b>50.0%</b>	<b>35</b>	<b>220</b>	<b>(84.1)%</b>
<b>PAT Margins (%)</b>	<b>0.5%</b>	<b>14.0%</b>		<b>0.4%</b>		<b>2.2%</b>	<b>12.6%</b>	
Earnings Per Share (EPS)	0.15	0.61		0.15		0.61	1.57	

# Manufacturing Platform

	Umargaon, Vapi, Gujarat	Kapadvanj, Ahmedabad, Gujarat	Wada, Palghar, Maharashtra	Ramosadi, Kheda, (JV) Gujarat
Products Manufactured	AAC Blocks	AAC Fly Ash Blocks & Sand Based Blocks	AAC Blocks	AAC Blocks & AAC Wall Panels
Capacity (CBM/ P.A)	3,25,000	2,50,000	5,00,000	2,50,000
Carbon credit (Units / P.A)	60,000 to 65,000	50,000 (registration under process)	50,000 to 60,000 (Potential)	50,000 to 60,000 (Potential)



**Kapadvanj**



**Umargaon**



**Ramosadi**



**Wada**

# Clients Diversified Across Residential, Commercial and Hospitality

## Real Estate



## Construction



## Cement



## Government Entities



# Leadership Team



**Mr. Narayan Sitaram Saboo**

**Chairman and Executive Director**

*He has a 34 years of experience in management and operation of Textile Business and 10 years 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*



**Mr. Naresh Sitaram Saboo**

**Managing Director**

*He has experience of over 25 years in Textile Business and 10 years of experience in AAC Block Business. He has vast experience in providing strategic direction in selection of technology and machineries in setting up new manufacturing facilities*



**Mr. Mohit Narayan Saboo**

**Director and CFO**

*Experience of 7 years in Corporate Taxation, Finance and Accounts. He is a Chartered Accountant by qualification. Associated with the company since 2012 and responsible for handling work related to Corporate Finance and Accounting, Secretarial and legal issues*



**Mr. Manish Saboo**

**Marketing and Strategy Head**

*With over 10 years of experience working as a Commercial Manager, he is responsible for smooth project delivery and coordination. He has done his Masters in finance from Nottingham London. He manages the company's financial and marketing Operations*



**Mr. Sachit Gandhi**

**Non Executive-Independent Director**

*With over 7 years of experience in Finance, Mr. Sachit Gandhi, Chartered Accountant by profession brings in- depth knowledge and skills to the Board that enables to make sound financial decisions for the betterment of the Company*



**Ms. Samiksha Nandwani**

**Non Executive-Independent Director**

*With over 9 years of experience in Merchandising and Marketing, she adds value to the Company by providing expertise in Marketing. She holds a Bachelor's degree in Marketing from Veer Narmad South Gujarat University*



**Mr. Dishant Jariwala**

**Non Executive-Independent Director**

*With over 6 years of experience, Mr. Dishant Jariwala's contribution to the Company's graphic designing and publishing system team has been noteworthy. He holds a Bachelor's degree in Chemical Engineering from SCET Engineering College*

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## For Further Information Please Contact:



### Bigbloc Construction Limited

Company Secretary  
[compliancesecretary@nxtbloc.in](mailto:compliancesecretary@nxtbloc.in)

### Churchgate Investor Relations

**Churchgate Partners**  
**Abhishek Dakoria / Rajiv Pandya**  
Investor Relations Advisor  
[bigbloc@churchgatepartners.com](mailto:bigbloc@churchgatepartners.com)

### Registered Office

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