



# BIGBLOC CONSTRUCTION LIMITED

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**NXTBLOC**  
Autoclaved Aerated Concrete Blocks

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

To,  
BSE Limited,  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai - 400001  
**Script Code: 540061**  
**ISIN :INE412U01025**

To,  
National Stock Exchange of India Limited,  
Exchange Plaza, C-1, BLOCK G,  
Bandra-Kurla Complex, Bandra (E),  
Mumbai - 400051  
**Symbol: BIGBLOC**  
**ISIN : INE412U01025**

Dear Sir/Madam,

**SUB: Investor Presentation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

In accordance with Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Earnings/ Investor Presentation on fourth quarter & year ended financial results as on March 31, 2025 and other business matters.

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

Kindly take the same on your records.

Thanking you.

Yours Faithfully,  
For BIGBLOC CONSTRUCTION LIMITED,

**Mohit Narayan Saboo**  
**DIN: 02357431**  
**Director and CFO**



**Encl: Earnings/ Investor Presentation**



**Bigbloc Construction**  
(BSE: 540061 NSE:BIGBLOC)

## **Q4 and 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 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

21.5%

5Y Revenue  
CAGR

24.6%

5Y EBITDA  
CAGR

2.1%

ROE  
(FY25)

5.4%

ROCE  
(FY25)

1.3x

Net Debt to Equity  
(FY25)

INR 2,246

Million  
(Revenue FY25)

2,000+

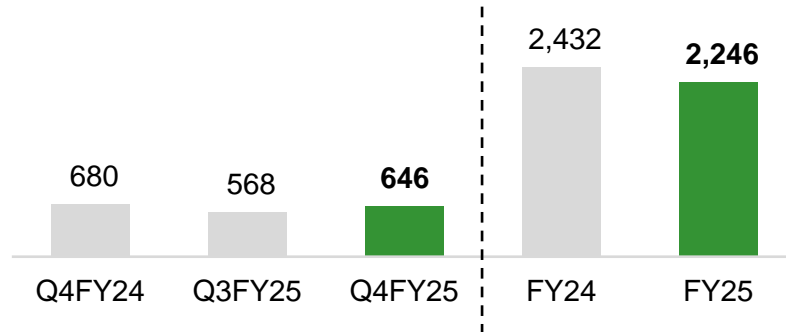
Projects  
Executed

1,500+

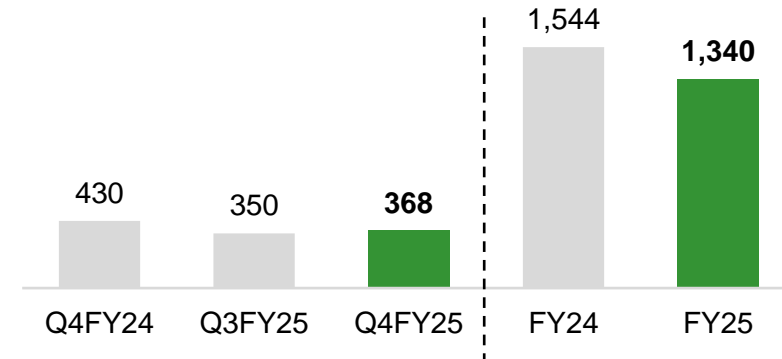
Project  
Pipeline

# Consolidated Financial Highlights Q4 and FY25

## Revenue from Operations

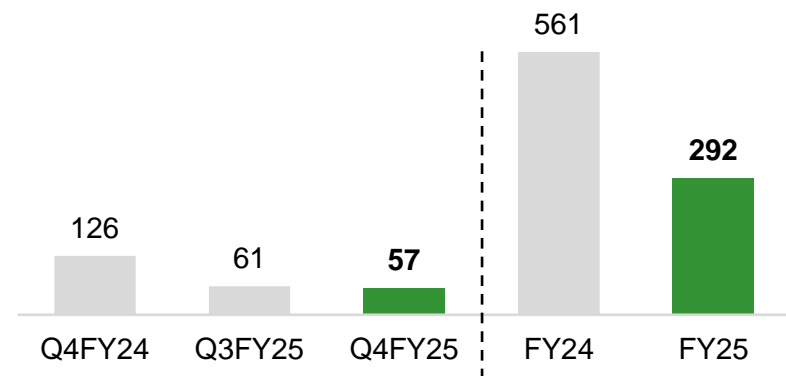


## Gross Profit

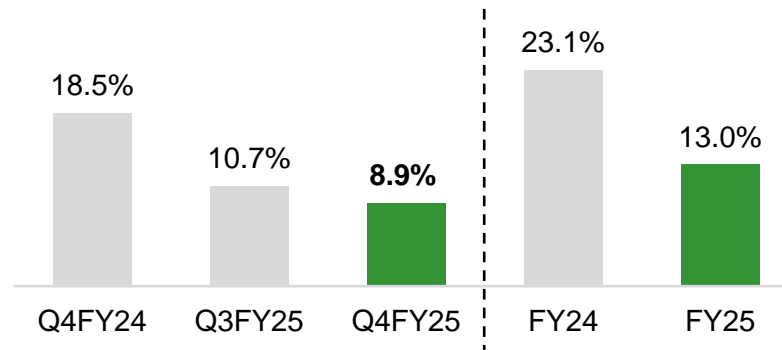


INR in Million

## EBITDA

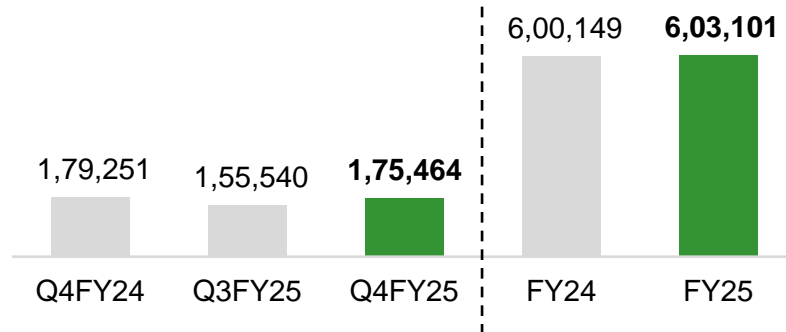


## EBITDA Margin

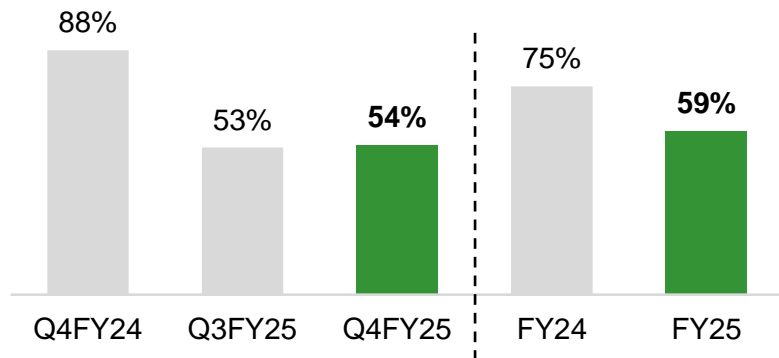


# Volume, Capacity Utilisation and Revenue Mix

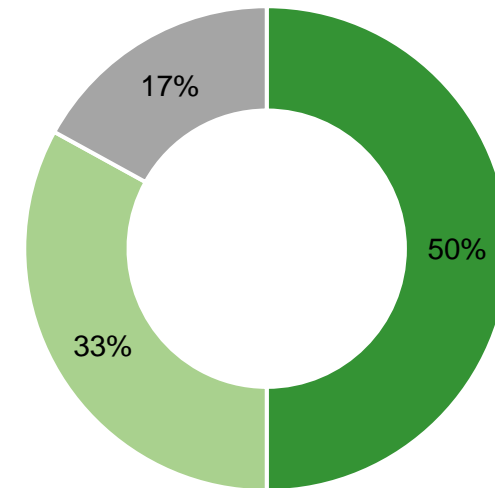
AAC Blocks Sales Volume (CBM)



Capacity Utilisation



Customer Revenue Mix FY25

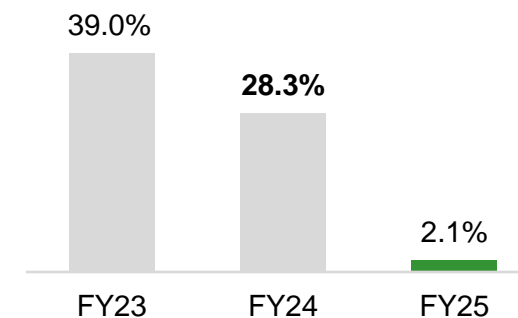


■ Dealers ■ Builders, Contractors, Individuals and Industrial ■ Corporates

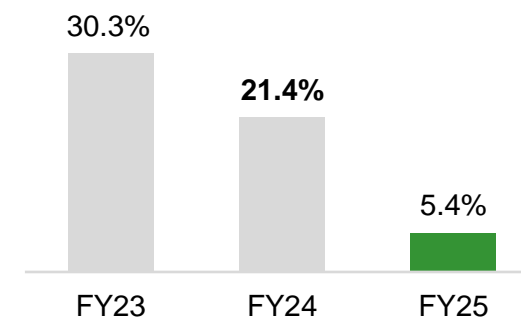
# Capital Structure

INR Mn.	FY23	FY24	FY25
Short Term Debt	228	418	634
Long Term Debt	645	1,007	1,247
<b>Total Debt</b>	<b>873</b>	<b>1,425</b>	<b>1,881</b>
Less: Cash and Cash Equivalent	17	8	15
<b>Net Debt</b>	<b>856</b>	<b>1,417</b>	<b>1,866</b>
Total Equity	771	1,086	1,492
<b>Net Debt / Equity</b>	<b>1.1</b>	<b>1.3</b>	<b>1.3</b>

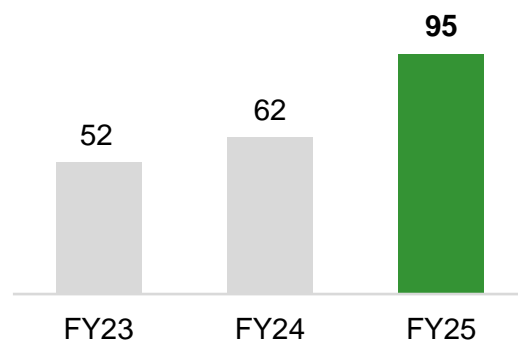
## Return on Equity



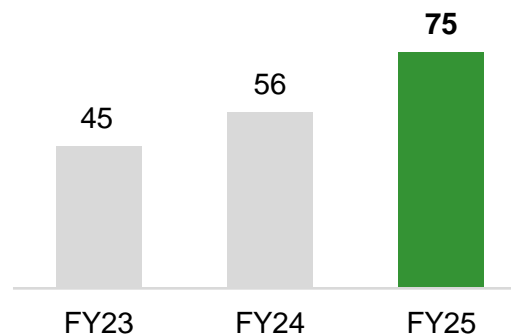
## Return on Capital Employed



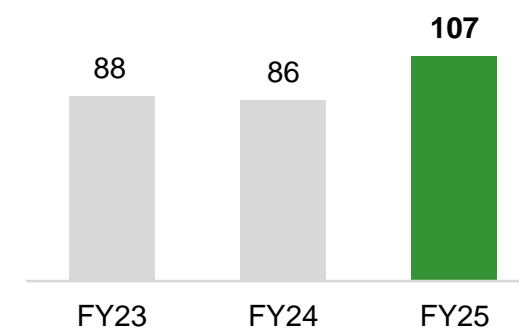
## Receivables Days



## Inventory Days



## Payables Days



# Chairman and Executive Director Message



Mr. Narayan Sitaram Saboo

“For the financial year 2025, Bigbloc Construction reported consolidated Revenue from Operations of Rs. 2,246 Mn, a decline of 7.6% YoY. The decrease in revenue was primarily attributed to a slowdown in India’s construction sector, a key demand driver for our products, which experienced a period of deceleration due to several external factors. General elections in the country led to delays in government-led infrastructure projects, while prolonged monsoon conditions disrupted site operations, logistics, and supply chains. These factors collectively impacted order flows, site execution and on-ground activity, particularly in core geographies such as Maharashtra and Gujarat.

Operationally, the consolidated capacity utilisation for the year stood at 59%. The lower utilisation was largely due to the planned shutdown and subsequent technology upgrade at the Umargaon plant. This also impacted the EBITDA, which stood at Rs. 292 million for FY2025. However, trial operations resumed in October 2024, and the plant is now gradually scaling up to optimal utilisation levels. The upgrades are expected to enhance long-term efficiency and product quality. Despite these operational challenges, the Company maintained a stable Net Debt to EBITDA ratio of 1.3x in FY2025.

Strategically, the Company completed the Phase 2 expansion of its Wada facility under its wholly owned subsidiary, Bigbloc Building Elements. With this expansion, Bigbloc's total installed capacity reached 13 lakh cubic meters per annum, positioning it among the largest AAC block manufacturers in the country.

During the year, the joint venture company SIAM Cement BigBloc Construction Technologies launched India's first AAC Wall Plant in Kheda, Gujarat. The plant received an order from Tata Projects for AAC wall panels at Micron’s semiconductor unit in Sanand, Gujarat. This marks an important milestone in introducing large-format AAC wall panels to the Indian market.

Further strengthening its portfolio diversification, the Company ventured into the manufacturing of construction chemicals through its subsidiary at the Umargaon facility. This strategic move broadens Bigbloc’s offerings and enables entry into fast-growing segments within the building materials industry.

On the sustainability front, the total installed solar power capacity across Bigbloc and its subsidiaries now stands at 2,375 kW. With this initiative, the Company is now meeting approximately 22% of its power requirements through renewable energy, thereby aligning operations with its long-term ESG goals.

Looking ahead, in line with its vision for long-term expansion, the Company, through its subsidiary Starbigbloc Building Material, has acquired land in Madhya Pradesh to expand its AAC Blocks business in central India. Furthermore, with the commissioning of the upgraded Umargaon plant and the stabilization of the new AAC wall panel operations, the Company is well-positioned to capitalize on the recovery in construction activity.”

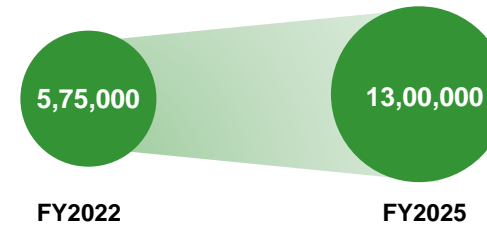


# Bigbloc Investment Case (1/2)

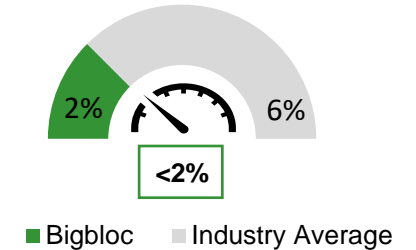
## 1. Market Leadership

- 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

Capacity (CBM P.A)



Rejection Rate



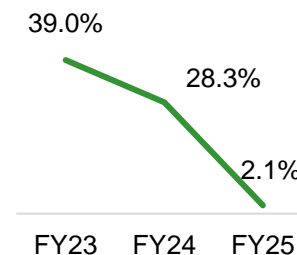
## 2. Diverse Product Portfolio and Client Base

- 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**

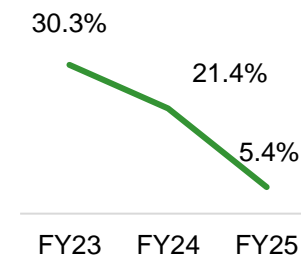
## 3. Strong Financial Performance

- Revenue CAGR of 21.5% and EBITDA CAGR of 24.6%** over the **last five years**, highlighting consistent growth potential
- Return on Equity of 2.1%** and **Return on Capital Employed of 5.4%** in FY2025
- Net Debt to Equity at 1.3x**, reflecting ongoing investments in capacity expansion and future growth

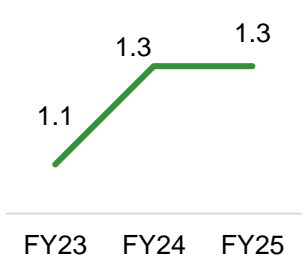
ROE



ROCE



Net Debt to Equity





# Bigbloc Investment Case (2/2)

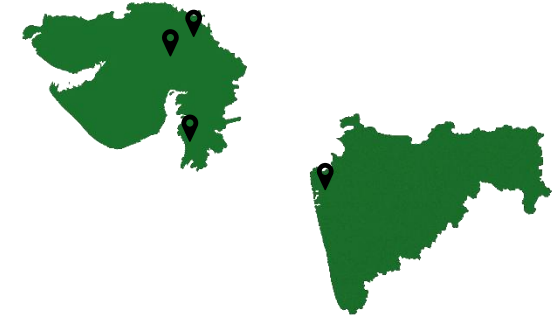
## 4. Proven Track Record and Operational Excellence

- **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
- **Actively recycles fly ash**, 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\*



# Consolidated Income Statement

INR Million	Q4FY25	Q3FY25	Q-o-Q	Q4FY24	Y-o-Y	FY25	FY24	Y-o-Y
Revenue from Operations	646	568	13.7%	680	(5.0)%	2,246	2,432	(7.6)%
Operating Expenses	588	507		554		1,955	1,871	
EBITDA	57	61	(6.0)%	126	(54.2)%	292	561	(48.0)%
EBITDA Margins (%)	8.9%	10.7%		18.5%		13.0%	23.1%	
Depreciation	40	41		27		145	103	
Finance Cost	36	45		24		146	88	
Other Income	16	12		38		45	41	
PBT	(3)	(13)	nm	113	nm	46	411	(88.9)%
Taxes	(0)	(16)		27		14	104	
PAT	(3)	3	nm	86	nm	32	307	(89.6)%
PAT Margins (%)	(0.5)%	0.5%		12.7%		1.4%	12.6%	
Earnings Per Share (EPS)	0.07	0.15		0.61		0.68	2.18	

# Consolidated Balance Sheet as on 31 March 2025

INR Million	As on 31 March, 2025	As on 31 March, 2024
<b>Equity and liabilities</b>		
a) Equity Share Capital	283	142
b) Other Equity	1,070	899
c) Non-Controlling Interest	139	45
<b>Shareholders Fund</b>	<b>1,492</b>	<b>1,086</b>
<b>Non-Current Liabilities</b>		
a) Long-term Borrowings	1,247	1,007
b) Deferred tax liabilities (net)	-	38
c) Provisions	10	10
d) Other non current liabilities	1	0
<b>Total Non-current Liabilities</b>	<b>1,258</b>	<b>1,055</b>
<b>Current Liabilities</b>		
a) Short-term Borrowings	634	418
b) Trade payables	293	238
c) Other financial liabilities	0	0
d) Other current liabilities	43	42
e) Provisions	2	1
f) Current tax liabilities	57	95
<b>Total Current Liabilities</b>	<b>1,029</b>	<b>795</b>
<b>Total Equity and Liabilities</b>	<b>3,779</b>	<b>2,936</b>

INR Mn	As on 31 March, 2025	As on 31 March, 2024
<b>Assets</b>		
<b>Non-Current Assets</b>		
a) Property, Plant and Equipment	2,271	1,665
b) Capital WIP	115	184
c) Goodwill	54	54
d) Other Intangible Assets	3	4
e) Investments	6	5
f) Loans	37	34
g) Deferred Tax Assets (Net)	8	-
g) Other Non-current Assets	45	13
<b>Total non-current assets</b>	<b>2,540</b>	<b>1,959</b>
<b>Current Assets</b>		
a) Inventories	211	161
b) Trade Receivables	649	522
c) Cash & Bank Balances	15	8
d) Loans	119	27
e) Other Current Assets	245	259
<b>Total Current Assets</b>	<b>1,239</b>	<b>977</b>
<b>Total Assets</b>	<b>3,779</b>	<b>2,936</b>

# Strategic Growth Initiatives

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**

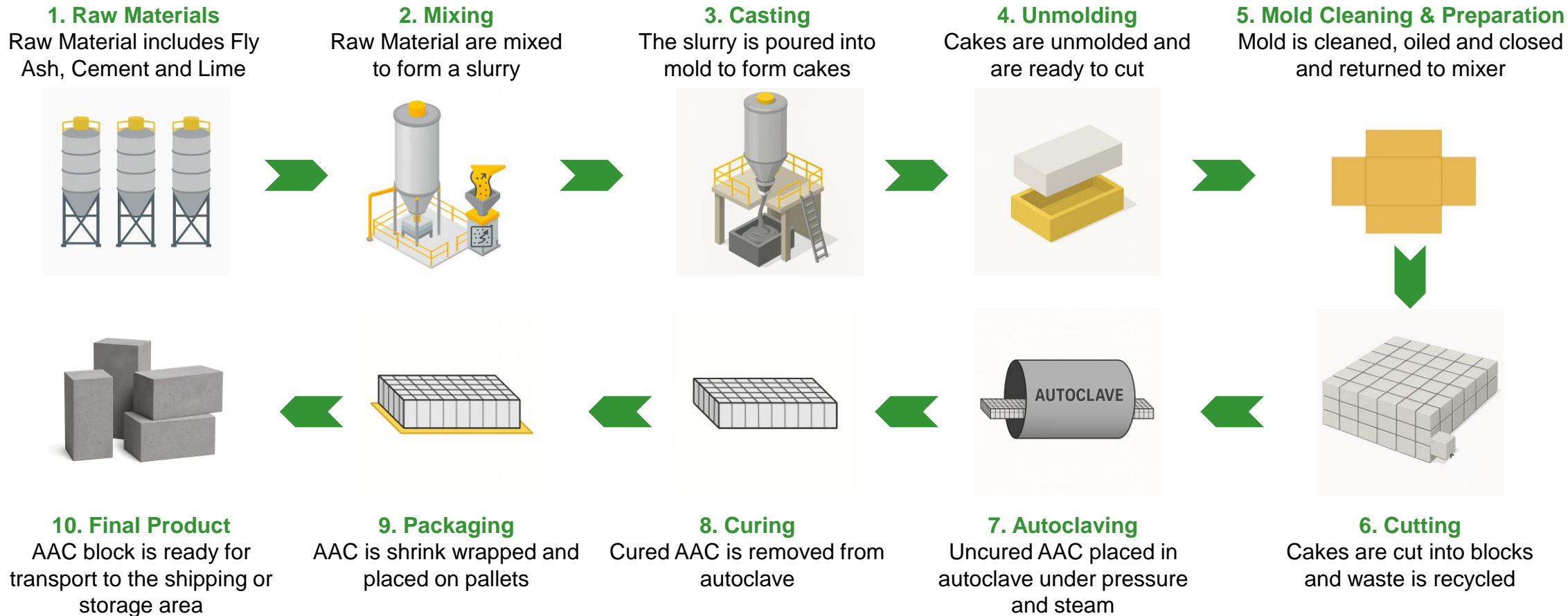


A **Co-branded product** under Joint Venture with **Siam Cement Group International**

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



**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"



# 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)	3,00,000	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

[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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