



## KILPEST INDIA LIMITED

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CIN : L24211MP1972PLC001131

July 29, 2021

The Relationship Manager,  
Department of Corporate Relations  
Bombay Stock Exchange Ltd (BSE),  
P.J. Towers, Dalal Street  
Fort, MUMBAI – 400 001

Dear Sir/Madam,

Please find the enclosed herewith Investor's Presentation / Company Update of  
Agrochemicals and Diagnostic Kits (Health Care) for your information and necessary  
action.

Thanking you,  
Yours faithfully,  
For KILPEST INDIA LTD,

Nikhil Kuber Dubey  
Whole Time Director  
DIN: 00538049



Encl: a/a



**3B BlackBio Biotech India Ltd**

An ISO 13485:2016 Certified Company

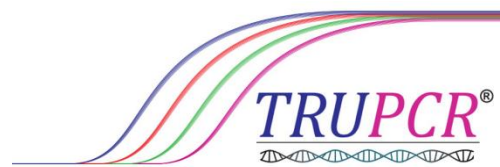


Farmer's Trusted Agro-Input Partner for 49 Years



**3B BlackBio Biotech India Ltd**

An ISO 13485:2016 Certified Company



Reliable and Affordable Healthcare Diagnostic Solutions

# INVESTOR PRESENTATION

## July' 2021



## Safe Harbour

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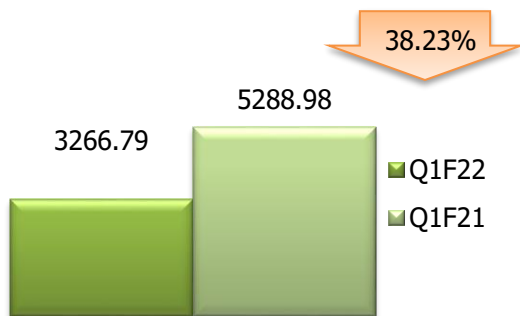
Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



**FINANCIAL PERFORMANCE AND KEY HIGHLIGHTS**

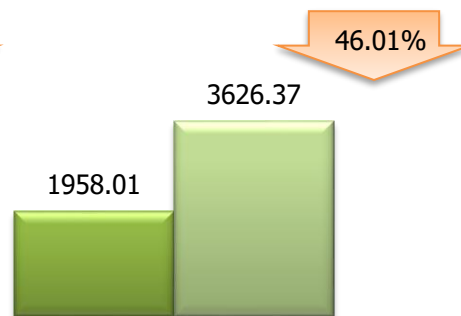


## Performance Highlights – Q1 2021-22



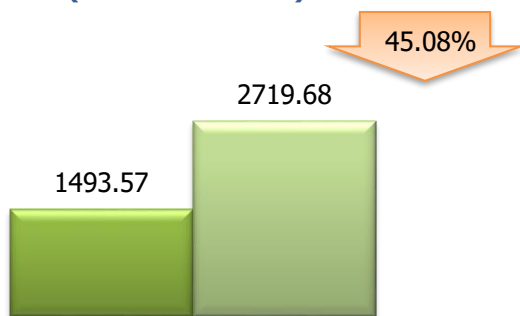
**Revenue**

(CONSOLIDATED)



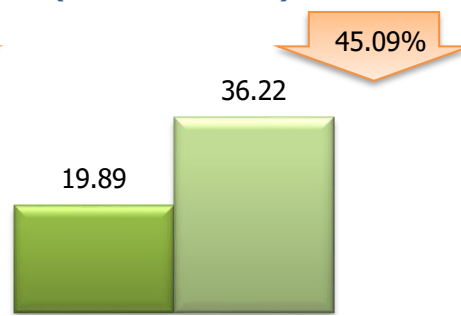
**PBT**

(CONSOLIDATED)



**PAT**

(CONSOLIDATED)



**EPS**

(CONSOLIDATED)

*Rs. In Lakhs*

KILPEST (Consolidated)	Q1 FY22	Q1 FY21
Net sales	3266.79	5288.98
Profit before tax	1958.01	3626.37
Profit after tax	1493.57	2719.68
Paid up Equity share capital	750.81	750.81
Reserves	12455.98	1636.39
Earnings Per Share (Rs.)	19.89	36.22

KILPEST (Standalone)	Q1 FY22	Q1 FY21
Net sales	352.09	272.14
Profit before tax	92.53	21.56
Profit after tax	78.10	17.41
Paid up Equity share capital	750.81	750.81
Reserves	1515.18	495.09
Earnings Per Share (Rs.)	1.04	0.23

\*The Sales and Profitability in the first quarter of last year are higher & not comparable with the first quarter of FY 2021-22, due to the reasons that the Global Pandemic situation with outspread in March 2020 had resulted into exceptional results in the First Quarter of FY 2020-21, also price realization per test was much higher then. Despite these challenges company is trying to maintain its brand leadership in the RT-PCR market.



## Key Highlights - Agrochemicals

### Impact of COVID-19

- ❑ There was a potential loss in the production/sales during the first quarter of FY22.
- ❑ The sales for the Q1 remain static for agrochemicals due to nationwide lockdown in April-May'21 and events related to COVID-19.
- ❑ Company continues to focus on Public Health/Warehousing sector and Exports. As due to COVID-19, Private agriculture market is uncertain, and management doesn't want to increase financial exposure due to uncertainty.

### Main Thrust Area of R&D

- ❑ Development of novel formulations for agriculture and public health which are less harmful and cost effective.
- ❑ Performance monitoring of existing products/process.
- ❑ Improvement in existing products/process with a customer driven approach.

### Reduction in Debt

- ❑ The company continues to maintain its bank borrowing to around INR 1 CR.



## Kilpest Existing Products

Chemicals		Biologicals	
	No. of Products		No. of Products
• Insecticides	70	• Bio pesticide	07
• Antibacterials	01	• Bio fungicide	01
• Fungicides	15	• Bio fertilizers	05
• Herbicides	11	• Bio nematicides	01
• Public Health	11	• Public Health	02
• Microfertilizers	02	• Health & Hygiene	06
• Chelated Zinc	01	• Repellents	03
• Plant Growth Regulators	02		

Company to increase its focus on brand building on Micro fertilizers / Bio fertilizers and Public Health Products.



Since 1972

Kilpest India Limited,  
India's most trusted agro-chemical brand proudly brings



**3B BlackBio Biotech India Ltd**

An ISO 13485:2016 Certified Company

***First licensed Molecular Diagnostics (IVD)  
manufacturing facility  
in India under Medical Device Rule 2017***

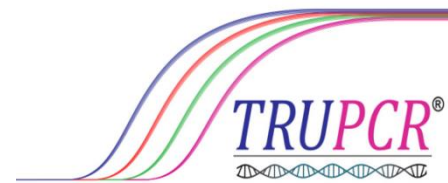
From the house of  
**KILPEST INDIA LTD.**





**3B BlackBio Biotech India Ltd**

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## Introduction – 3B BlackBio Biotech India Limited

“**3B BlackBio Biotech India Limited**”, a subsidiary of **Kilpest India Limited**, embarked on its mission in 2011 with a vision to provide reliable, accurate and affordable healthcare solutions to all. Ever since its inception, 3B BlackBio is engaged in **Design, Development, Manufacturing and Commercialization of qPCR & NGS based Molecular Diagnostic Kits** for reliable testing of patient samples for infectious disease to various terminal diseases like Cancer. We are an **ISO13485:2016 certified, GMP Compliant Biotech R&D Organization**. Our PCR based Molecular Diagnostic Kits are manufactured by our parent company “Kilpest India Limited” and are commercialized with “**TRUPCR®**” brand of “3B BlackBio Biotech India Limited” to renowned diagnostics labs across India and many prestigious customers globally.

We are the **1st Indian molecular diagnostics company** to have in-house R&D for qPCR & NGS test development. With over a decade of experience in R&D and commercialization of molecular testing kits for human diagnosis, we have developed **more than 100 tests** and many more are in the pipeline. Our kits are being manufactured in our state of the art manufacturing facility located in Bhopal, India. Being an import substitution product it has helped the country to save precious foreign exchange. Since our products have been validated to international standards & reference material, we help build confidence in the medical fraternity for “**Make in India**” products.

We happily announce ourselves as the proud recipient of the prestigious “**National MSME Award – 2018**” by the **Honourable President of India, Shri Ram Nath Kovind** for our “**TRUPCR® BCR ABL1 Quantitative Kit**” for detection of BCR-ABL1 fusion gene in patients suffering with Chronic Myeloid Leukaemia (CML) & monitor response to drug therapy, on WHO international standards.

We were the 2<sup>nd</sup> Indian Company to develop the Real-Time PCR Test Kit for detection of SARS-CoV-2 and it has been commercialized under the name “**TRUPCR® SARS-CoV-2 RT qPCR Kit**”. We proudly announce ourselves as the **1<sup>st</sup> company in India to get the USFDA approval** for our “**TRUPCR® SARS-CoV-2 RT qPCR Kit**” and it has been **EUA approved by USFDA for testing on saliva specimens as well**.

**TRURAPID®** and **TRUNGS®** are also registered as the brand names of “**3B BlackBio Biotech India Limited**”.

ONCOLOGY

INFECTIOUS DISEASES

WOMEN'S HEALTH

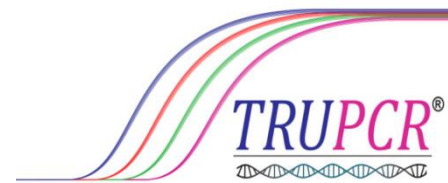
PUBLIC HEALTH

HUMAN GENETICS



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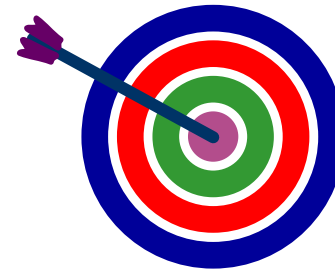


## TRUPCR® from 3B BlackBio Biotech (I) Ltd.



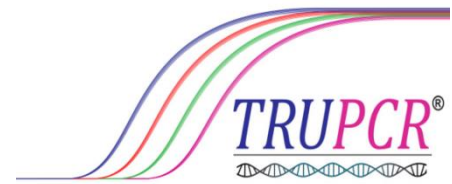
### **Our Vision:**

To offer reliable, affordable and effective healthcare solutions to all by recognizing the great potential of biotechnology to effectively diagnose rare, chronic and severe illnesses.

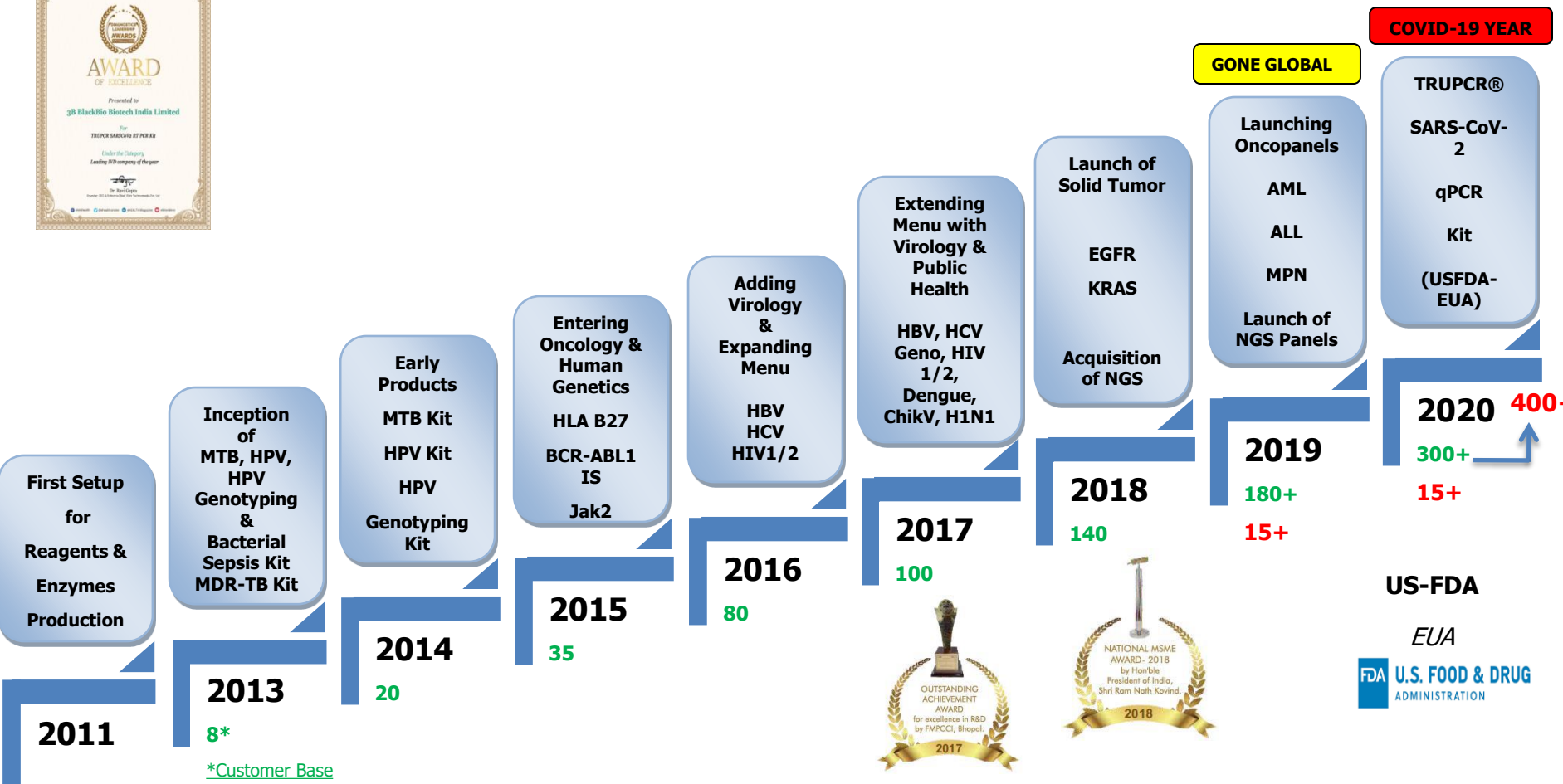


### **Our Mission:**

To design and develop molecular diagnostics products of superior quality and value that continuously improves the patient's life. To become a global organization and to be recognized through quality; innovation and competence.



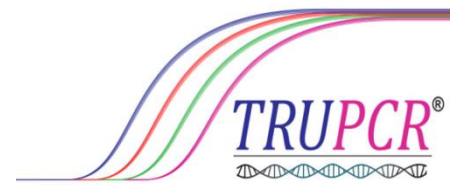
# Timeline & Milestones



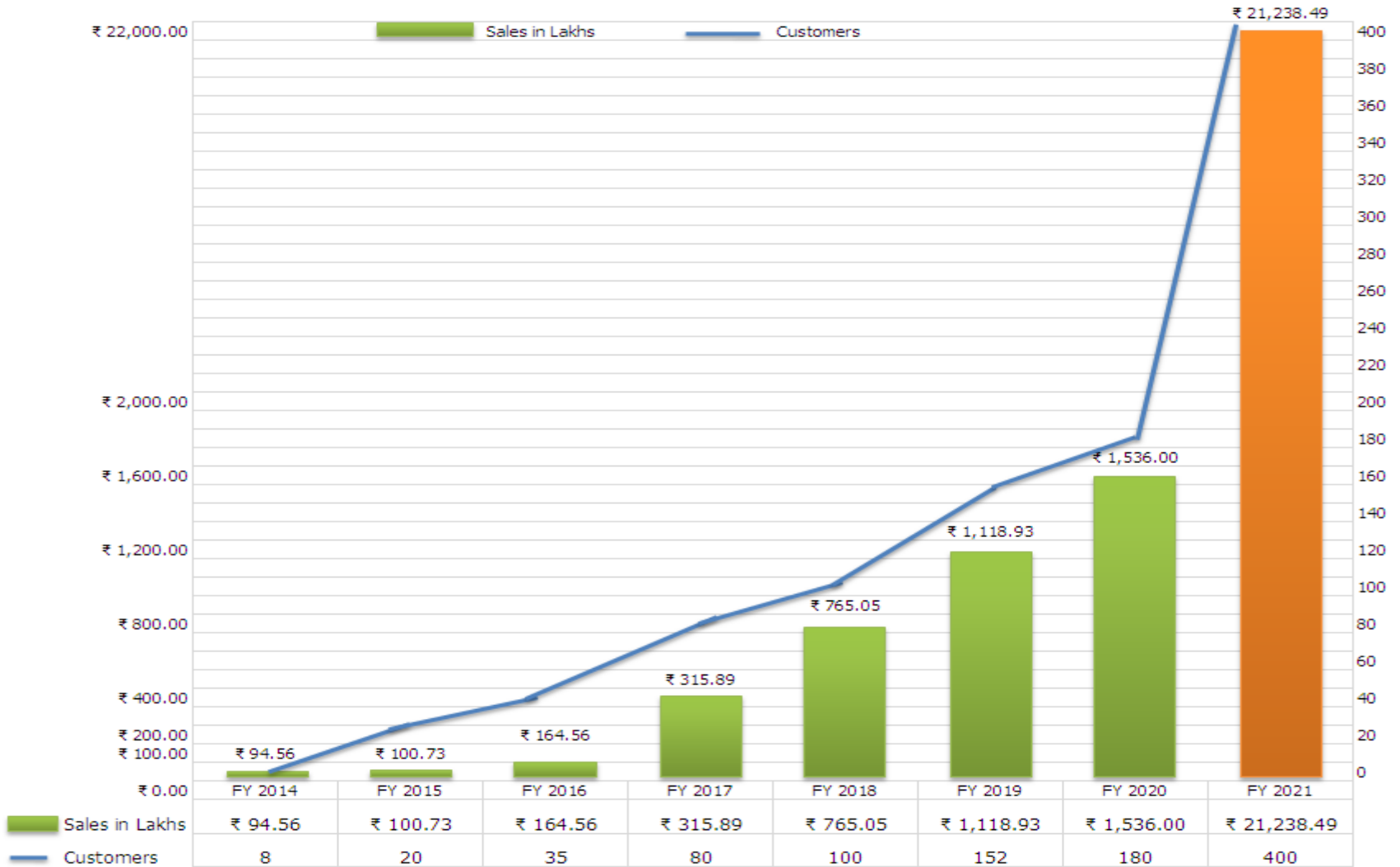
COVID-19 YEAR

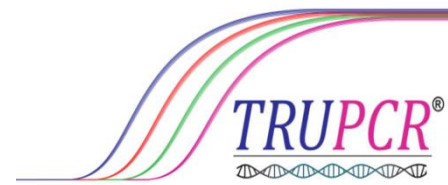
GONE GLOBAL



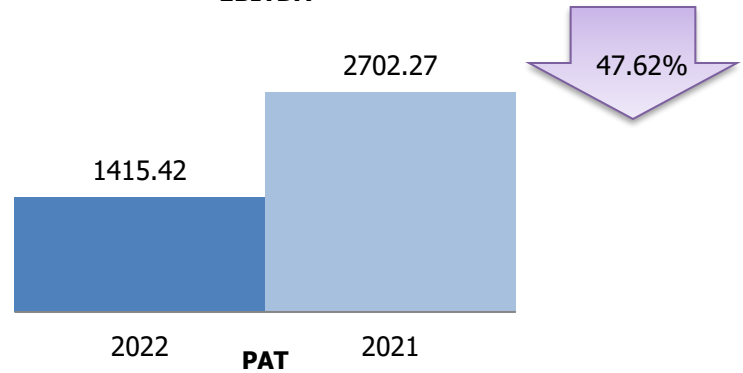
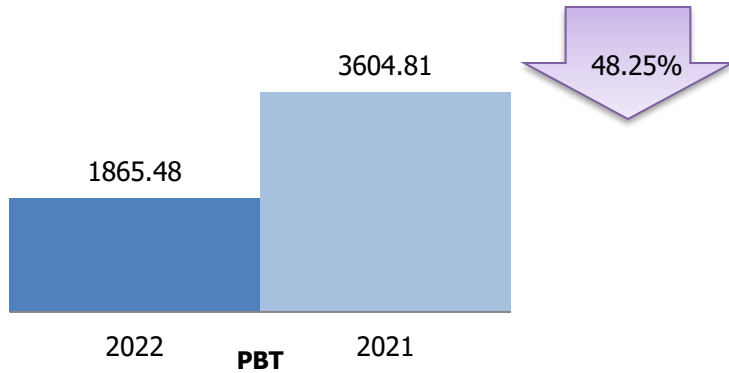
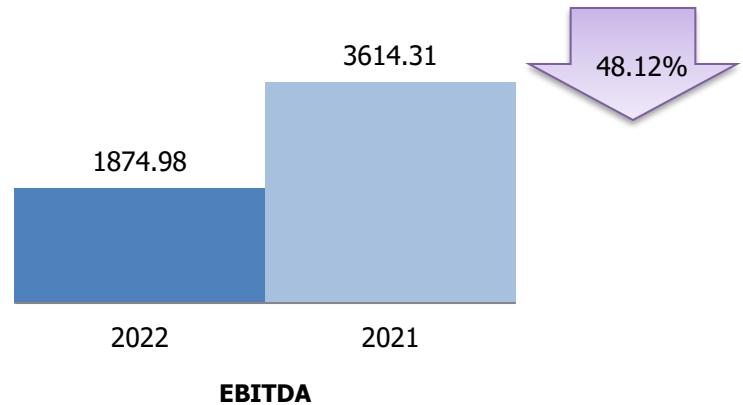
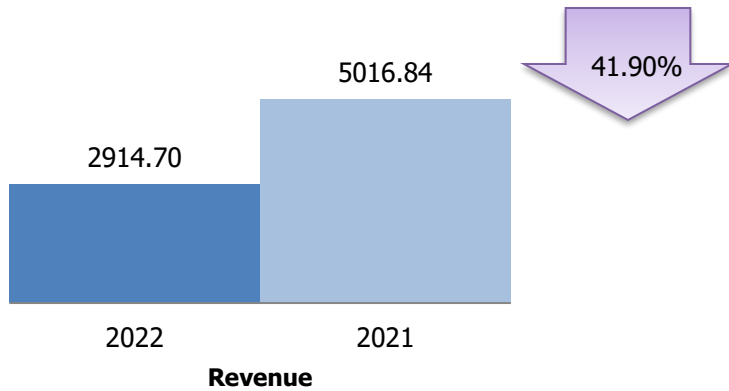


# Growth Canvas



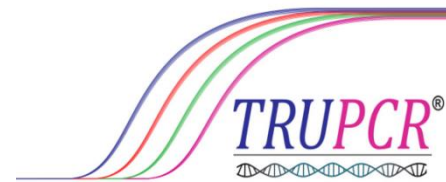


# Financial Highlights – Q1 FY 2022



*Rs. In Lakhs.*

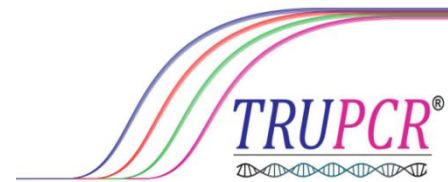
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## Events related to COVID -19

In the beginning of March 2020, when India started reporting increasing cases of this new virus COVID-19 and we got ourselves into developing the RT-PCR based kit for its testing which was declared by WHO as the gold standard technique to test patient samples for the presence of Virus.

- ❑ We got the **approval from ICMR on 2nd April, 2020** and **license from CDSCO on 4th April, 2020** for selling RT-PCR Kit for COVID-19, under its brand name **TRUPCR® SARS-CoV-2 RT qPCR Kit (Real-Time PCR based detection of SARS-CoV-2 virus) Version 2.0** with a **sensitivity and specificity of 100%** for detection of SARS-CoV-2. We were the only **Second company** to get the ICMR approval of our RT-PCR Kit. The company also **launched in June 2020**, its **single tube multiplex assay** for TRUPCR® SARS-CoV-2 RT qPCR Kit (Real-Time PCR based detection of SARS-CoV-2 virus) Version 3.2.
- ❑ Shortly after the approvals, demand skyrocketed and from the production capacity of 5,000 tests a day, we started scaling up our efforts to **produce more than 100,000 tests per day**.
- ❑ It was **June 2020**, when we became **FIRST EVER Indian molecular diagnostics company** to receive **US-FDA EUA (Emergency Use Authorization)** to make our mark on the global IVD industry. We further also received EUA on our RT-PCR kit for Saliva samples. With that, we became the **5th company in the world to offer US-FDA approved solution for saliva sample testing** for patients.
- ❑ Even with the tough competition, the company was able to **sell over 7 million tests** by the **end of FY 2020-21**, and in **April-May 21**, we sold close to **3 million tests** taking our total figure to **over 10 Million** which is a big milestone and a matter of pride for the company as we were able to serve the nation in this situation of pandemic. We are proud to say that our tests have saved millions of lives and supported the country to take a step forward towards being self-dependent in healthcare services.
- ❑ In **April 2021**, TRUPCR® SARS-CoV-2 RT qPCR Kits were added to the **FIND Test Directory**. **FIND Test Directory** is a global directory of all the tests available for COVID-19 diagnosis and is supported by **the WHO, the European Commission, France, and the Bill & Melinda Gates Foundation**.
- ❑ For a company of our size, I am proud to say that we have been on a success path from having a modest beginning to becoming a world-class manufacturing enterprise with global quality certifications for our products.
- ❑ Despite severe competition and numerous suppliers, still we are trying to maintain our position in the market, and we are one of the most preferred brands having largest customer base in the country.



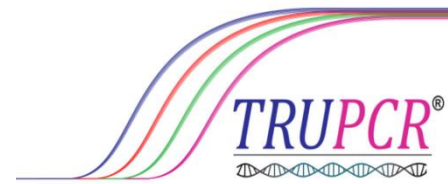
## Business Outlook – Post COVID

Due to COVID-19, nationally and internationally, number of Molecular Diagnostics Labs and manufacturers have increased manifolds, but with COVID-19 infections potentially decreasing now after June 2021, lot of labs might shut down due to non-viability, still there would be substantially more labs than in 2019. Although we already have more than 400 customers, we would be aggressively pitching to add new customers. We aspire to offer reliable & better customer experience and support to gain the edge over our competitors.

Although COVID-19 cases are coming down and lockdown being opened, however, the non-COVID diagnostics sales has still not picked up as there is a limited movement of patients for other diagnosis due to COVID-19 restrictions. We hope with the lockdown easing, the non-COVID business should start picking up July onwards.

## Utilization of Funds

We are looking for options to acquire a company in similar business area to get inorganic growth in FY22 and onwards. We will only go for the acquisition if it makes financial sense and meets our internal IRR criteria. We would also be looking at share buyback in FY22/23 if we are unable to secure a desired acquisition candidate. Our aim is to create maximum value for our shareholders.



## Scheme of Amalgamation

The Scheme of Amalgamation has been duly vetted by BSE on 31st May 2021, and the same is uploaded on the website of BSE. With SEBI approval and thereafter filing with NCLT and its approval, the Scheme of Amalgamation would come in force. Your company is working on faster approval of the scheme, which should result into unlocking the value of Material Subsidiary i.e. 3B BlackBio Biotech India Ltd.

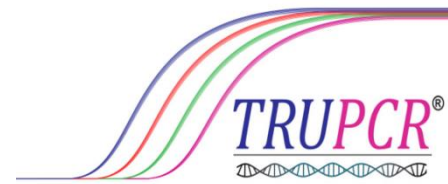
## Dividend Payment – FY 2020-21

Board is pleased to recommend a final dividend of Re.1/- i.e. @ 10% for the Financial Year 2020-21. Also, a special interim dividend of Rs. 8/- i.e. 80% per share is being declared for the Financial Year 2021-22, thus taking a total dividend payout of Rs. 9/- per share.

## Proposed Listing on National Stock Exchange (NSE)

The most widely accepted objective of the Company is to maximize the value and wealth of its shareholders. Keeping this objective in mind, Company has already initiated the scheme of arrangement/merger to unlock the value of its Material Subsidiary i.e. 3B BlackBio Biotech India Ltd. Post completion of the said scheme of arrangement/merger, company would initiate the listing of its shares on the National Stock Exchange (NSE) also.





## R&D Strategy & Rapid Antigen Business Vertical

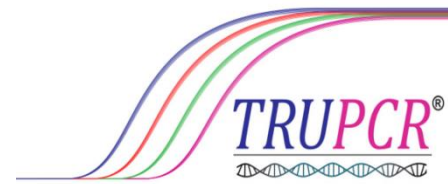
Company's continuous focus on the Research and development (R&D) activities is a valuable tool for growing and improving business. R&D involves researching, developing new and improved products, business verticals, and processes and services to fit the basic needs of society. Company strongly believes that businesses that have an R&D strategy have a greater chance of success than businesses that do not. Company is in the advanced stage of developing Rapid Antigen Business Vertical (Rapid Test Kits) for Covid19 and other parameters.

## Expansion and Additional Capacity

Company is continuously investing in building up additional manufacturing and R&D facilities / capacities to cater to the existing business verticals. Further, company is also building a new manufacturing facility for proposed Rapid Antigen Tests.

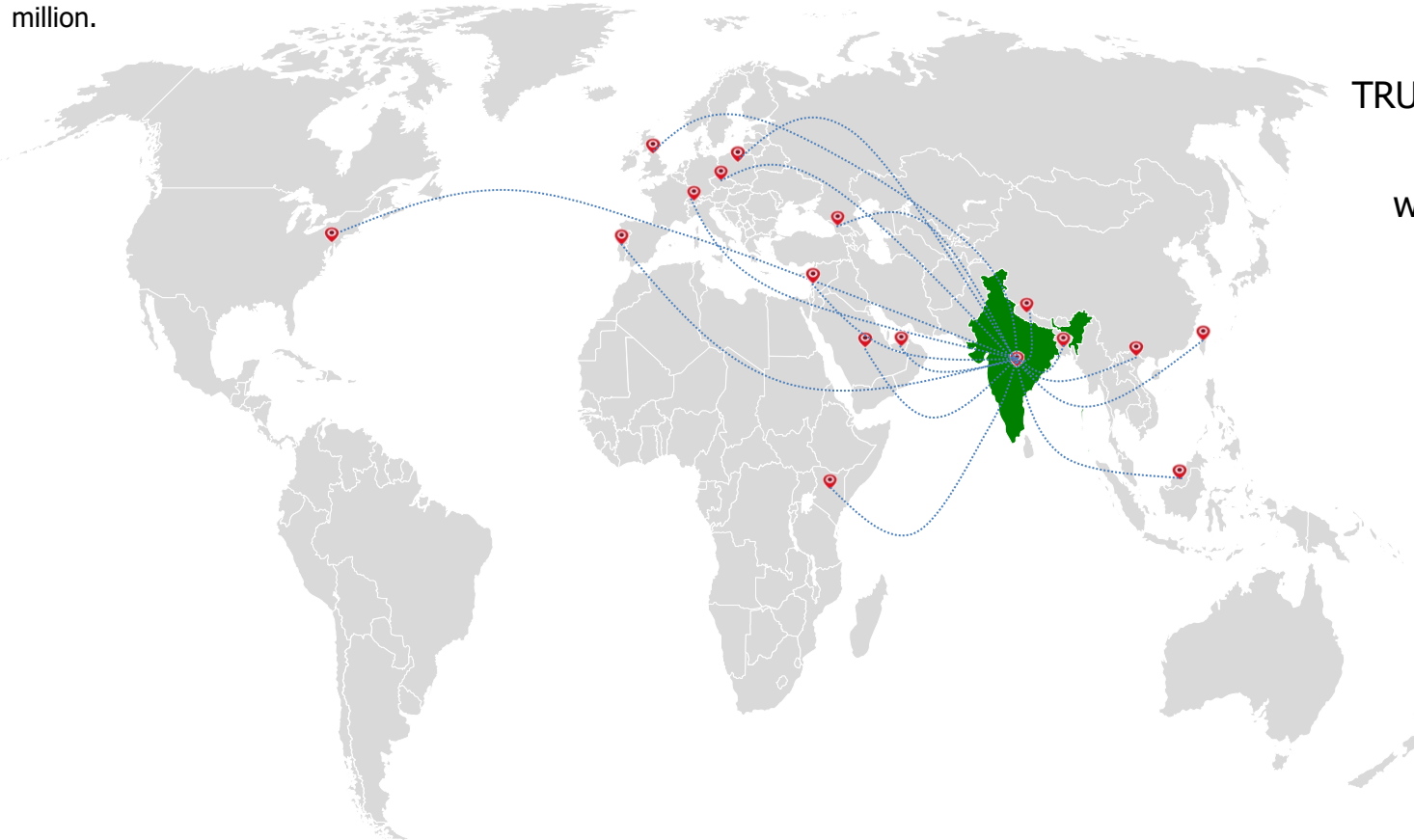
## Next-Gen Sequencing (NGS) Vertical

NGS is a new technology used for DNA and RNA sequencing and variant/mutation detection. NGS can sequence hundreds and thousands of genes or whole genome in a short period of time. Your company is working on the commercial launch of the same, however, due to COVID-19 Pandemic Situation, the work had slowed down. Now the development work has been restarted and company expects to launch NGS assays in next 2 -3 quarters.



## Exports

In 2019-20 our exports were INR 6.55 million yearly and in Year 2020-21, it increased substantially to INR 19.78 million. This year we want to focus on exports, although our products have been well-accepted in more than 20 countries but due to restriction on exports of RT-PCR Kits we have to slow our marketing strategy, as we can't take new orders without a clear picture on new licensing window or removal of restrictions. We are pursuing with government to remove restrictions and hope that July onwards situation will change. In Q1 2022, we have done exports for INR 8.00 million.



TRUPCR® is now a global brand

with its presence in:

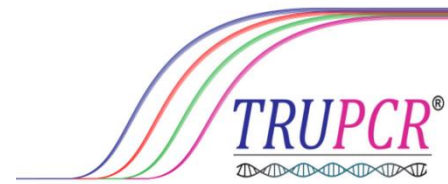
Europe

South East Asia

Middle East

USA

Africa



## Strong Brand Presence

- ❑ We have grown ourselves to be a strong brand in the Indian and Global Molecular Diagnostic Market
- ❑ With our in depth knowledge of research products, we continuously add new products to our portfolio
- ❑ On field demonstration of products, training of end-users to use the products, building awareness among stakeholders in relation to the products
- ❑ Pan India Distribution network that ensures strong presence in all states of India
- ❑ Scale and diversity of product offerings lead to us being the preferred molecular diagnostic supplier for our customers



400+  
Customers

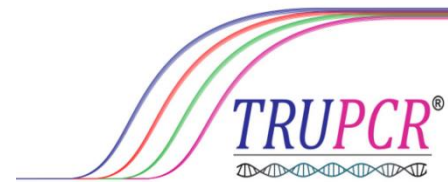
80+  
Cities

15+  
International Customers

100+  
Products

50+  
Distributors

10+  
Years of Experience



## R & D

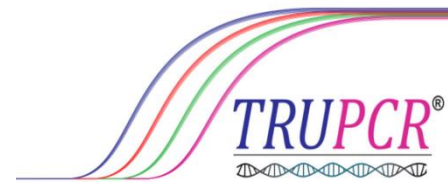


### People

- Highly educated team of scientist from varied backgrounds
- Dedicated teams for respective segments
- Separate onco team headed by researchers (Ph.Ds.) from oncology background
- Separate team for infectious parameters headed by researchers (Ph.Ds.) from infectious diseases background

### Laboratory Infrastructure

- Separate R&D section
- BSL 2 extraction rooms
- Clean Rooms (ISO-7 / Class 10,000 with double door entry) for assay preparations & downstream activities



## Product QC - Our Strength



All TRUPCR® products are passed through stringent QC protocols to ensure optimal performance at customer site

- QC of raw material
- QC of every final lot
- Cherrypicked QC of final batch

Besides above routine QC practices,

Kits are QC checked on respective\* real-time cyclers

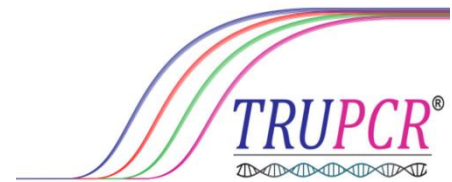
\*We guarantee an unmatched performance of TRUPCR kits on any real-time PCR cyclers, which is the reason that the ordered product is QC checked on the customer's real-time PCR brand and model





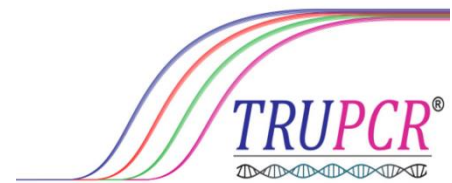
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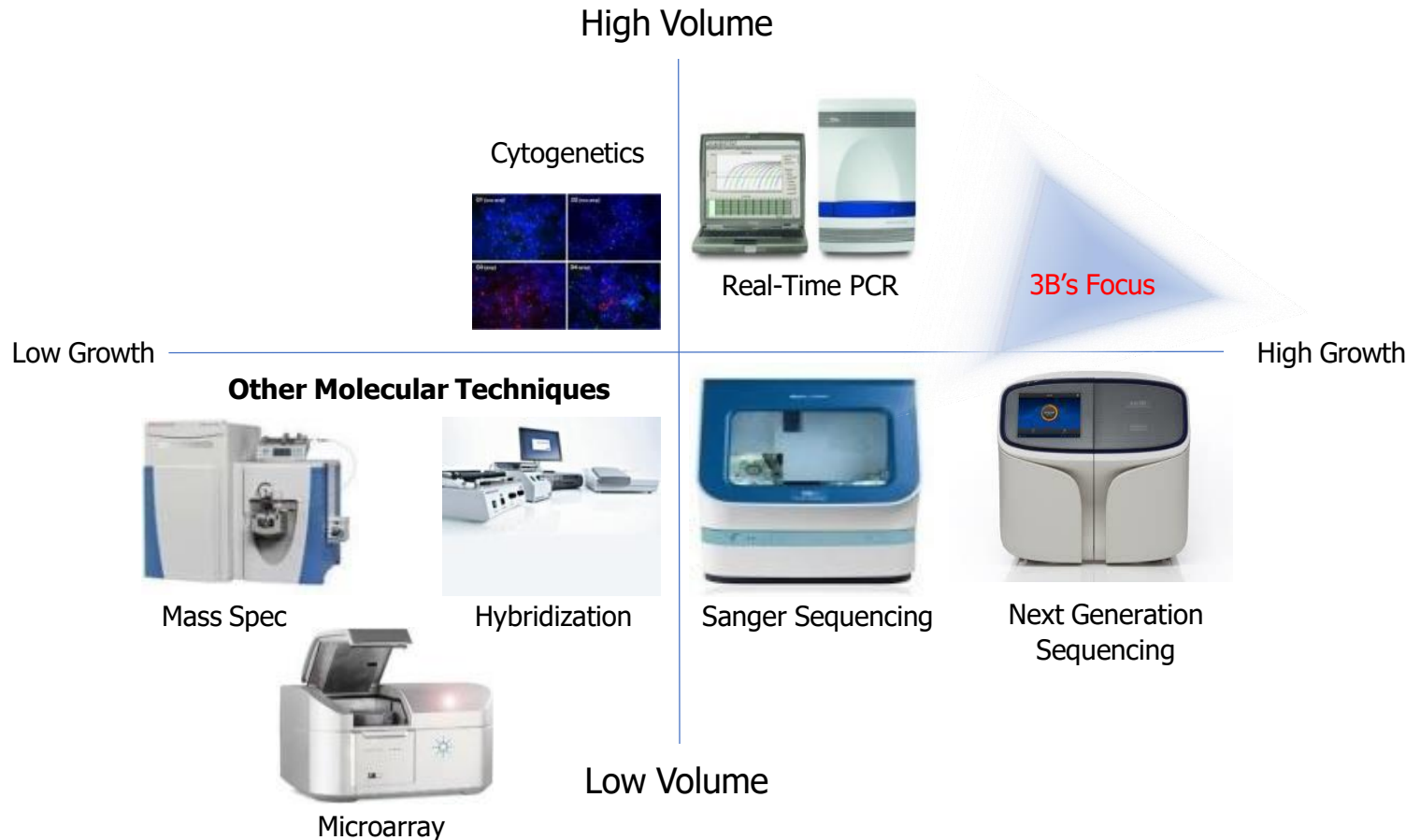


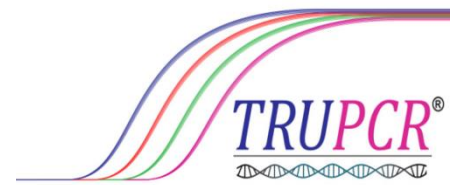
## Our Certificates





# Technology Focus





# Product Segments

## Molecular Microbiology

**INFECTIONS**

Individual Markers

Infectious Panels

## Molecular Oncology

**CANCERS**

Individual Markers

Oncology Panels

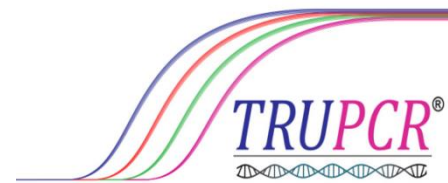
## Human Genetics

**SYNDROMES &  
DISORDERS**

Individual Markers

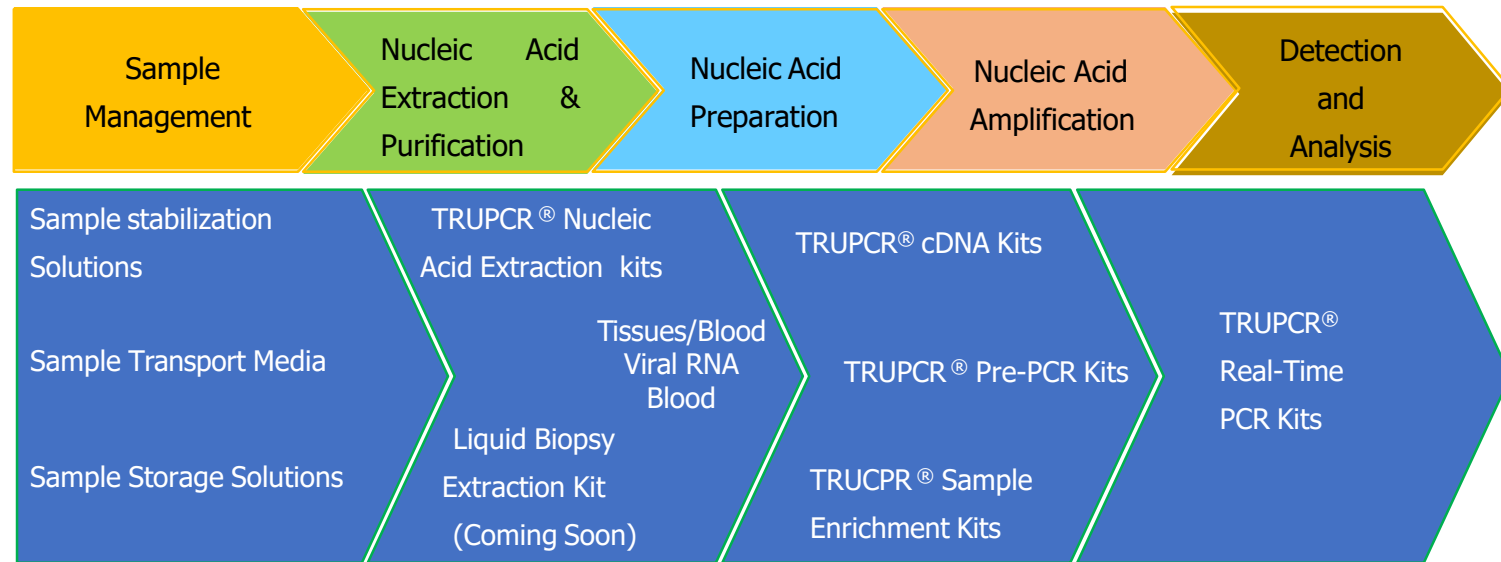
Genetic Panels

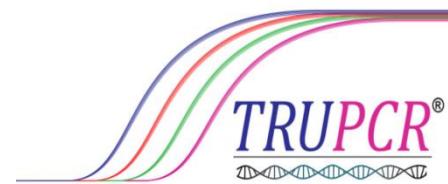




# All Inclusive TRUPCR® Products

TRUPCR® range of products offers end-to-end standardized solutions from samples to optimized end-results





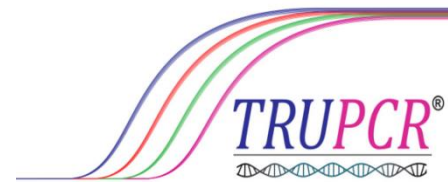
## Global Recognition

### List of recommended BCR-ABL WHO IS tests

Location of Company	Company	Sensitivity	Complete workflow solution available	Includes Reverse Transcriptase step design	Alignment with IS	Simultaneous step for Major and Minor transcript
France, Europe	Elitech - PCR alert kit	MR4.0	X	X	WHO	X
<b>INDIA</b>	<b>3B BlackBio - TRUPCR<sup>®</sup> BCR-ABL1 Kit</b>	MR4.5	✓	✓	WHO	✓
Italy, Europe	AB Analitica Real quality-RS-BCR- ABL p210	MR4.5-5.0	X	X	WHO	X
Netherlands, Europe	QjagenIS MMR kit	MR4.0	✓	X	WHO	X
Netherlands, Europe	Qjagen BCR-ABL1 Mbcr RGQ RT-PCR Kit	MR4.5	✓	✓	WHO	X
Singapore	VelaDx Sentosa <sup>®</sup> SA BCR-ABL Major Quantitative RT-PCR Test	MR4.5	✓	✓	WHO	X
USA	Cepheid Gene Xpert	MR4.0	✓	✓	v1 –sample exchange v2- WHO	X
USA	Cepheid Ultra	MR4.5	✓	✓	WHO	X
USA	EntroGen BCR-ABL p210 (Mbcr) One-Step Detection Kit	MR5.0	X	✓	WHO	X
USA	Asuragen QuantideX BCR-ABL IS CMR	MR4.7	✓	X	WHO	X
USA	MolecularMD BCR- ABL1IS MR3 Assay <sup>TM</sup>	MR3.0	X	X	WHO	X

**Only INDIAN company listed in global survey\***

*\*Survey conducted by Diaceutics UK, Consultants to Novartis*



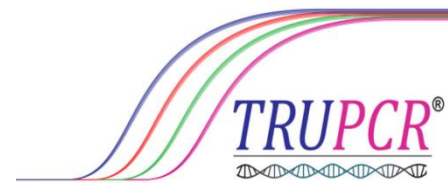
## Growth Drivers

### External Growth Drivers

- Improvement in Indian healthcare industry with high demand in medical tourism
- Increasing number of molecular tests being introduced by labs
- Evolution of disease profiles. New viruses and cancers are being diagnosed
- Increase in evidence-based treatments / Drug response monitoring
- Companion diagnostic assays, which aid in determining prognosis and drug response (pharmacogenomics)

### Internal Growth Drivers

- India Specific tests with comprehensive validation on MULTIPLE gene pool
- Unique designing strategy for each test to offer something extra for better actionable information
- Compliance with international standards and guidelines
- Comprehensive coverage of genes/targets
- Positioned with cost advantage
- Faster Turn-around time with unmatched customer support



National MSME Award- 2018 by Hon'ble President of India, Shri Ram Nath Kovind.



Hon'ble President of India, Shri Ram Nath Kovind on Friday on the occasion of 20th National Technology Day presented the national award for successful commercialization of indigenous technology at Vigyan Bhavan, New Delhi. 3B BlackBio Biotech India Limited, Bhopal (M.P.) (A subsidiary of Kilpest India Limited) have been declared as the winner of National Award 2018 under MSME category for the successful commercialization of a technology based product- "TRUPCR® BCR ABL1 Quantitative Kit" for detection of BCR-ABL1 fusion gene in patients suffering with chronic myeloid leukemia (CML) & monitor response to drug therapy, on WHO international standards.



## Outstanding Achievement Award for Excellence in R&D by FMPCCI, Bhopal.

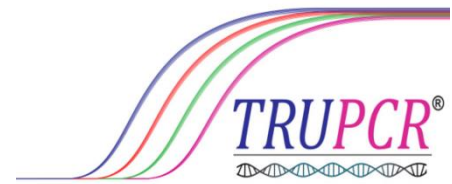


3B BLACKBIO BIOTECH (I) LTD. Bhopal is awarded with the 'Outstanding Achievement Award in recognition of excellence in R&D through technology in MSME enterprise category', during the 4th Outstanding Achievement Award 2016, held on 12th Aug. 2017 (Saturday), organized by Federation of Madhya Pradesh Chambers of Commerce and Industry (FMPCCI), Bhopal The award was received by Mr. Dharendra Dubey (Managing Director), Mr. Nikhil Dubey (Director) & Dr. Akhilesh Rawat (Head R&D), from Hon'ble Chief Minister of M.P. Shri. Shivraj Singh Chouhan



**3B BlackBio Biotech India Ltd**

An ISO 13485:2016 Certified Company



# JAI HIND

ONCOLOGY

INFECTIOUS DISEASES

WOMEN'S HEALTH

PUBLIC HEALTH

HUMAN GENETICS