



KILPEST INDIA LIMITED

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September 22, 2022

The Relationship Manager,
Department of Corporate Relations
BSE Limited,
P.J. Towers, Dalal Street
Fort, MUMBAI – 400 001

Dear Sir/Madam,

Please find the enclosed herewith Investor's Presentation of Agrochemicals and Diagnostic Kits (Health Care) presented during Annual General Meeting dt 22-09-2022 at 11:30 AM 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

Dear Shareholders,

Before proceeding with the review of the financial and business results of the fiscal year 2021-22, I would like to congratulate you all for stepping into the Milestone Year of Kilpest. It is our Golden Jubilee Year.

Kilpest which started with a humble beginning back in 1972 by Late Shri Ram Kuber Dubey, is progressing towards becoming a global name. With the introduction of our subsidiary, 3B BlackBio Biotech India Limited in 2011 which is also now over a decade old and is now regarded as one of the most reliable molecular diagnostic company in the healthcare market.

We have stood strong in the tests of time and delivered the best solutions possible to our customers over five memorable decades. To be with us and continue with us on this journey, I would like to thank our employees, customers, shareholders, all stakeholders and associates. We appreciate and thank you for the continuous trust you have put in our company. Throughout its 50-year history KILPEST has risen to the occasion again and again with hard work, dedication and cooperation with partners near and far. We look forward to the next 50 Years with greater satisfaction to all our stakeholders.

It is my privilege to welcome you all to the 50th Annual General Meeting of Kilpest India Ltd.

Your Company's performance on a consolidated basis for FY 21-22 is as below-

- Revenue from operations - INR 80.64 Crores / INR 806.40 Million
- Profit before tax - INR 43.22 Crores / INR 432.20 Million
- Profit after tax - INR 32.20 Crores / INR 322.00 Million
- Earnings per share - Rs.42.89



Your company's accounts for the year ended 31st March 2022 along with Directors' Report and the Auditors' Report have already been circulated. With your permission, I would like to take them as read.





Business Outlook & Way Forward (3B BlackBio)

We understand that everyone is keen to know the way forward for the company post COVID pandemic. Our growth rate has been consistent since pre-covid period and we have been achieving a growth rate of 30-35% year on year. Pre-COVID, i.e., in FY 2019-20 we had a revenue of INR 153.63 Million which should be taken as the baseline for onwards. In FY2021-22, the Non-COVID Revenue is INR 265.30 Million which shows that we are going strong on our growth trajectory of over 30% for Non-COVID products (YoY).

With our clearly defined strategic priorities, we will hopefully continue to have a growth rate of 30-35% for the year 2022-23 as well. With COVID, the number of labs have increased and we are trying to increase our footprints for NON-COVID products in these labs. Also, we are launching new products out of R&D.

Exports

We are expanding our footprints in the international market where we are now present in more than 29 countries which including USA, UK, & countries spanning Europe, Africa, Middle East & APAC.

Our growth in the international market is evident from the export sales that has been generated in these past years.





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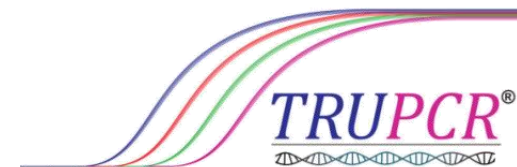
Launch of Subsidiary Company in the United Kingdom

We are proud to state the fact that your subsidiary company 3B BlackBio has launched its own subsidiary company in the United Kingdom after entering into a Joint Venture Agreement with its European Distributor, HS Biolabs Limited based in Manchester, UK. **TRUPCR Europe Limited** has been launched in the Manchester, United Kingdom with a vision to accelerate the growth of TRUPCR® range of molecular diagnostic kits within the European market.

This new subsidiary is working towards becoming accredited for ISO13485:2016 and begin research & development as well as manufacturing. The technical team has already been appointed and we are currently working to increase the Sales & Marketing Team also apart from the present team.

TRUPCR Europe Limited has started participating in International Conferences from which we expect to get more traction. In the past few months, the UK subsidiary has participated in 3 International Molecular Diagnostic Conferences. With these conferences, the visibility of TRUPCR Europe has increased and we are getting enquiries for providing distributorships and OEM solutions through which we will expand our footprints across Europe.

With enhanced visibility and full marketing team in place, the real benefits of the subsidiary will start coming in the next financial year.





Rapid Kit Business & Next-Gen Sequencing (NGS) Verticals

Our Rapid Kit manufacturing plant is ready & we are optimizing the products in R&D which have market potential, other than COVID Testing Kits. We will be launching some novel products in FY 2022-23 which are currently under R&D Stage which will allow us to capture a bigger market segment with better price realization. The company has again started working on the R&D and validations of NGS kits and we are developing products that will cater to the global market and not India alone.

Mergers & Acquisitions

We have been looking for options to acquire a company in similar business area to get inorganic growth in FY22 and onwards. M&A valuations globally have gone high due to demand from molecular diagnostic companies which are flushed with cash. 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 post merger, if we are unable to secure a desired acquisition candidate. Our aim is to create maximum value for our shareholders. We will be deploying some funds in the joint venture created in Manchester, UK depending on the need.

Amalgamation

The Hon'ble National Company Law Tribunal (NCLT), Indore Bench has been kind enough to grant us an early meeting date. The new meeting date of 2nd November 2022 has been informed to all stakeholders vide Business Update dated 16th September 2022. We are hopeful that scheme of amalgamation would come in force in the near future.

Dividend

The Board of Directors of the Company are pleased to recommend a final dividend of 25%, Rs. 2.50/- i.e. per equity share of face value of Rs. 10/- each for the FY 2021-22.





3B BlackBio Biotech India Ltd

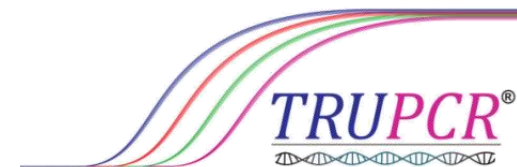
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I would like to take cognizance of the fact that your company was conferred with the “Outstanding Achievement Award” for the 2nd time by the FMPCCI, Madhya Pradesh for excellence in R&D and Innovative Products category for the year 2021-22. Kilpest India Limited also has been listed in “Forbes Asia Best Under a Billion” in FY 2021-22 for its long-term sustainable performance.

I wish to end with a note of gratitude to all our valued customers, both domestic & international, for their continued support. We also wish to express our gratitude to the Government of India, Ministry of Health, Government of Madhya Pradesh for their sustained support to the company and its initiatives.

Last but not the least, I express my gratitude to all the stakeholders of your company. It is their support that helps us to continue building a self-sufficient company and accomplishing the goal of our Hon'ble Prime Minister of becoming 'AatmaNirbhar Bharat'.

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May we request you to put your questions in the chat box.



*Farmers trusted
Agro - input partner
for 50 years*



*Reliable &
affordable healthcare
diagnostic solutions*

2 Questions per Shareholder can be put in the chat box. After all Q&A, if time permits, extra questions can be put again by those Shareholders.