



# KILPEST INDIA LIMITED

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CIN : L24211MP1972PLC001131

February 9, 2022

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

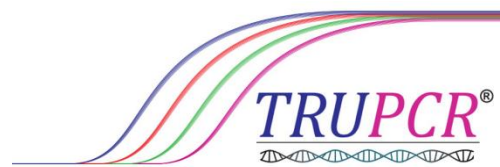


Farmer's Trusted Agro-Input Partner for 49 Years



3B BlackBio Biotech India Ltd

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Reliable and Affordable Healthcare Diagnostic Solutions

# INVESTOR PRESENTATION

## FEBRUARY, 2022



## Safe Harbour

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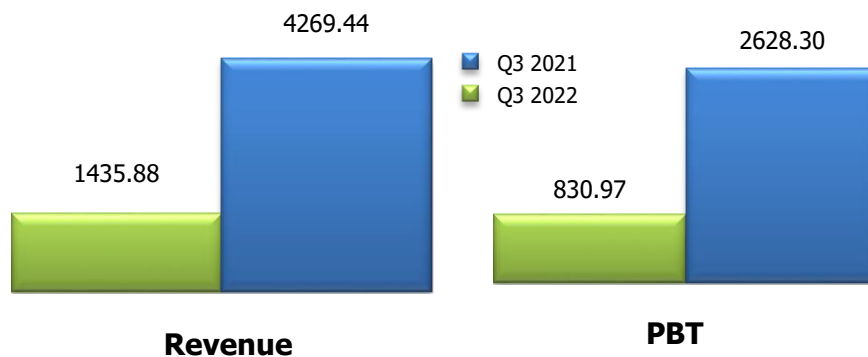
Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known 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**

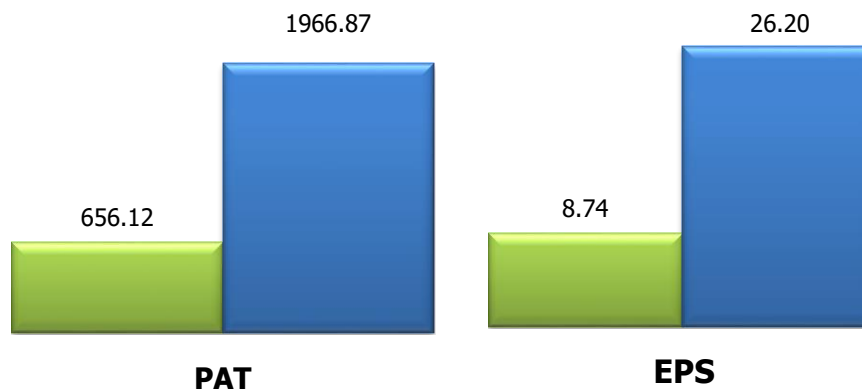


## Performance Highlights – Q3 2021-22



(CONSOLIDATED)

(CONSOLIDATED)



(CONSOLIDATED)

(CONSOLIDATED)

Rs. In Lakhs

KILPEST (Consolidated)	Q3 FY22	Q3 FY21
Net Sales	1435.88	4269.44
Profit Before tax	830.97	2628.30
Profit After tax	656.12	1966.87
Paid-Up Equity Share Capital	750.81	750.81
Reserves	12455.98	1636.39
Earnings Per Share (Rs.)	8.74	26.20

KILPEST (Standalone)	Q3 FY22	Q3 FY21
Net Sales	238.83	282.58
Profit Before Tax	3.22	73.45
Profit After Tax	12.23	59.32
Paid-Up Equity share capital	750.81	750.81
Reserves	1515.18	495.09
Earnings Per Share (Rs.)	0.16	0.79

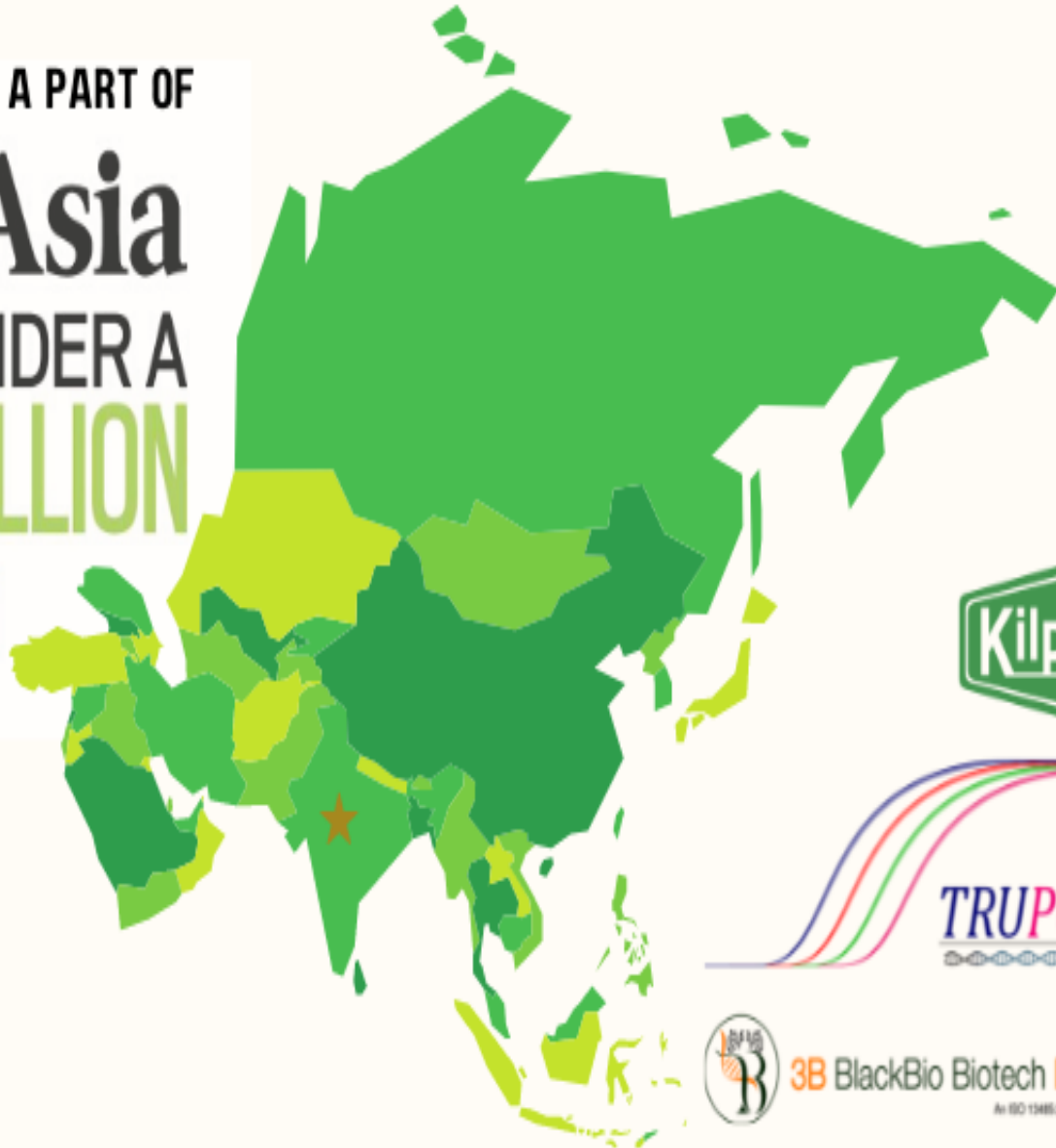
\* The figures of Year 2020-21 cannot be compared due to COVID-19 which was a one-time happening

WE ARE PROUD TO BE A PART OF

Forbes Asia

**BEST** UNDER A  
BILLION

2021



**3B BlackBio Biotech India Ltd**

An ISO 14001:2015 Certified Company



## Key Highlights - Agrochemicals

### Impact of COVID-19

- ❑ There was a potential loss in the production/sales during the Q3 of FY22.
- ❑ The sales for the Q3 remain static for agrochemicals.
- ❑ 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.

## FUTURE OUTLOOK OF AGRO-CHEMICAL DIVISION

Agro-chemical division shall continue with focus on Public Health, Ware Housing and Exports. The business now with low debt is cash flow positive.



## 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



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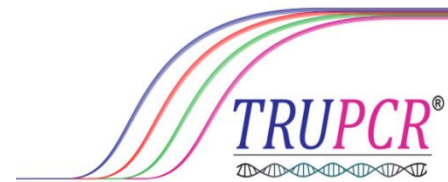
***First licensed Molecular Diagnostics (IVD)  
manufacturing facility  
in India under Medical Device Rule 2017***

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”**.

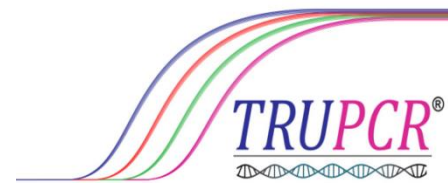
ONCOLOGY

INFECTIOUS DISEASES

WOMEN'S HEALTH

PUBLIC HEALTH

HUMAN GENETICS

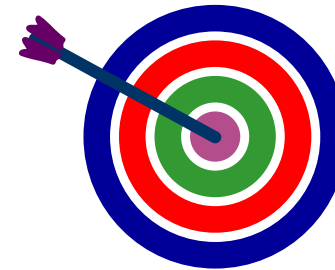


## TRUPCR® from 3B BlackBio Biotech (I) Ltd.



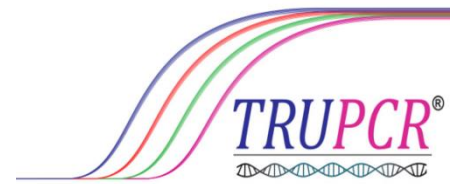
### **Our Vision:**

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.

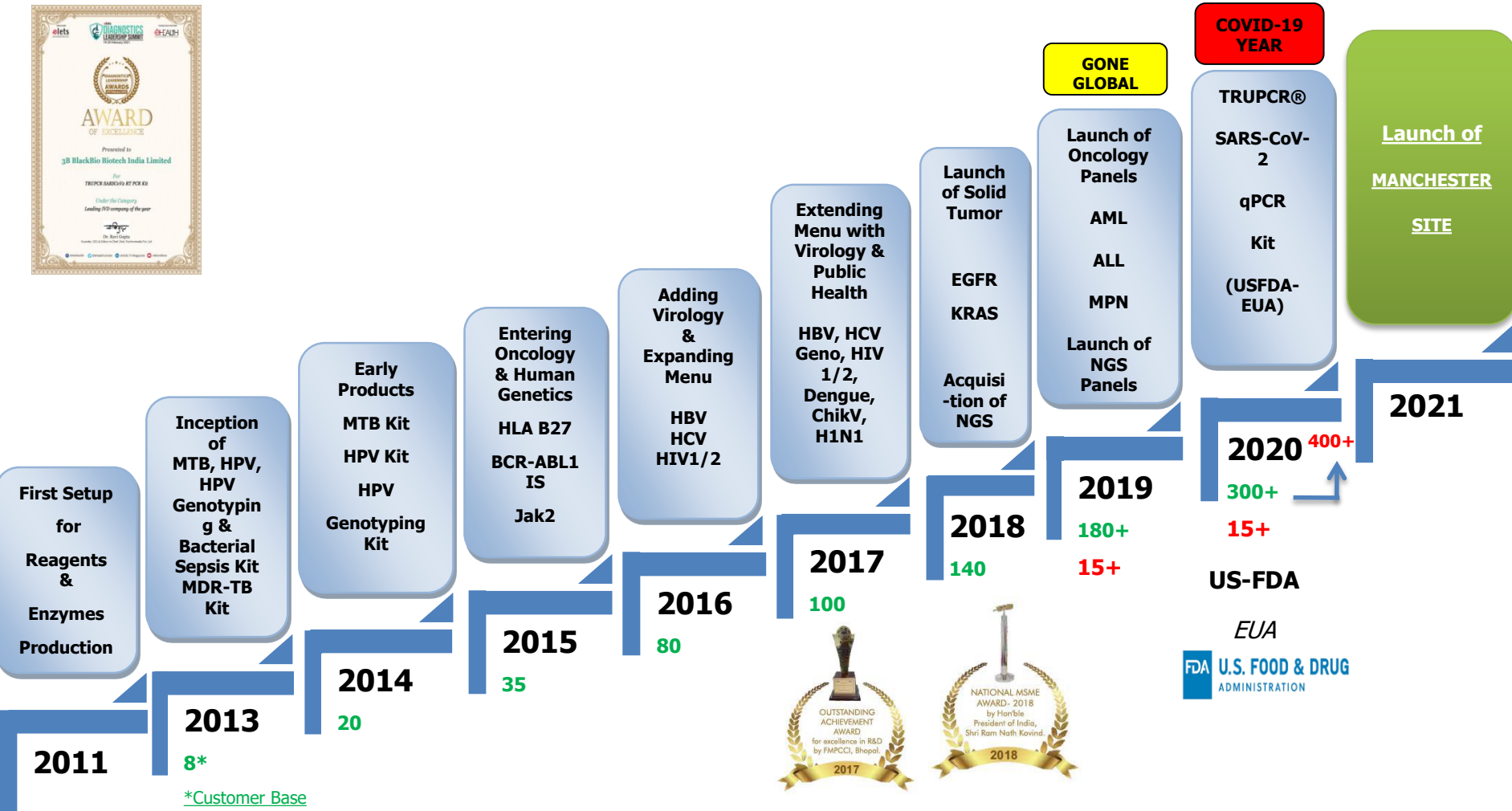


### **Our Mission:**

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.

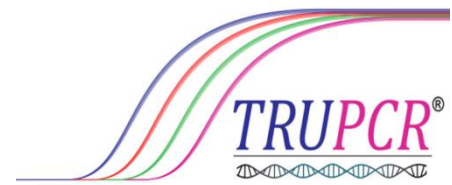


# Timeline & Milestones

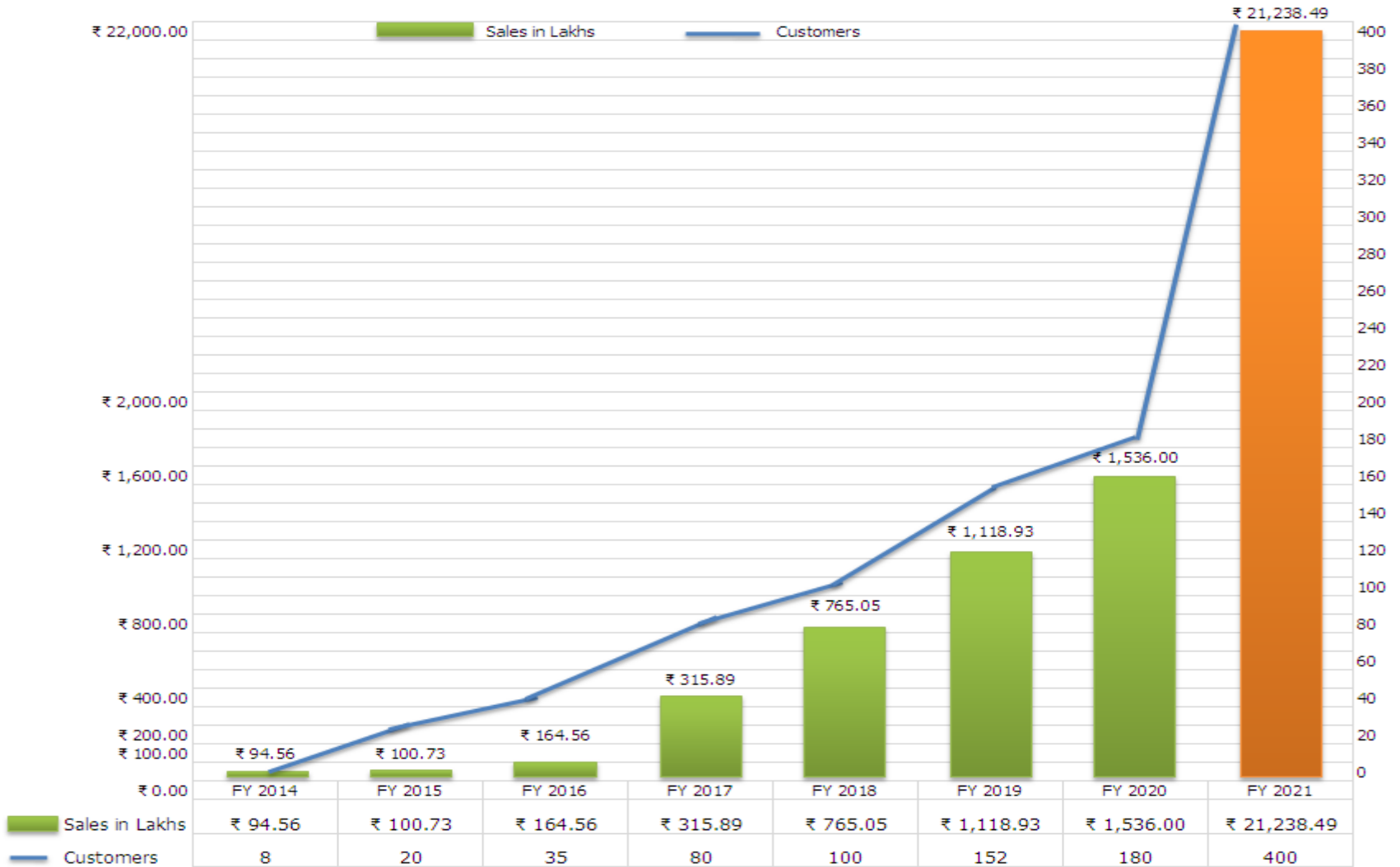


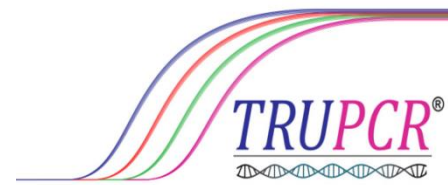
\*Customer Base



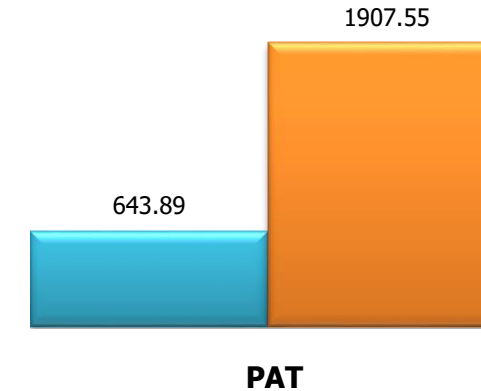
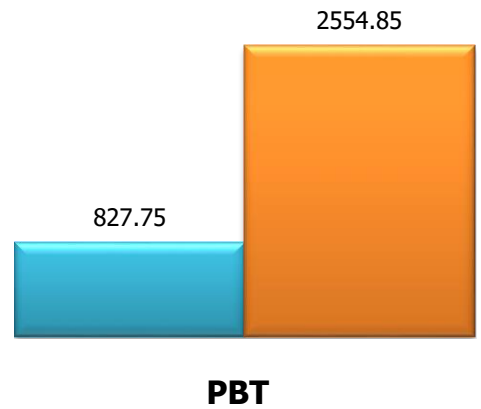
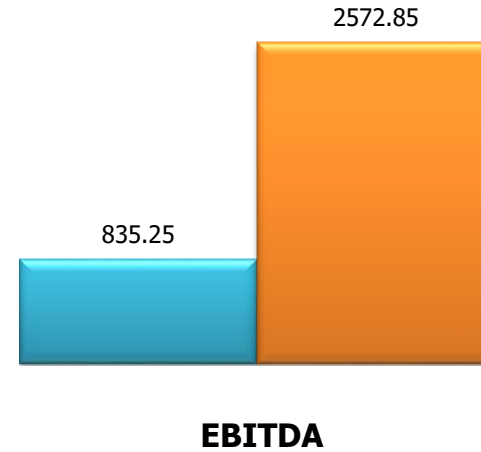
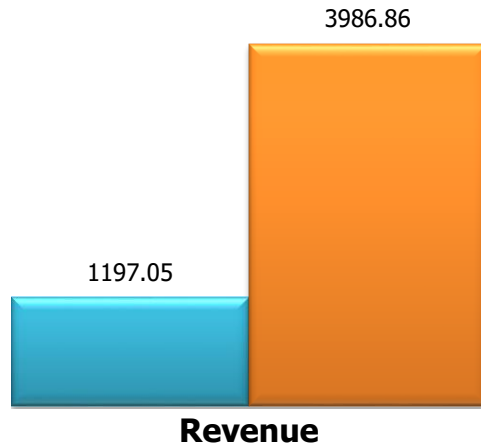


# Growth Canvas





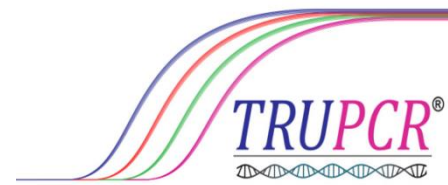
## Financial Highlights – Q3 FY 2021-22



Q3 2021  
Q3 2022

*Rs. In Lakhs.*

\* The figures of Year 2020-21 cannot be compared due to COVID-19 which was a one-time happening



## 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 after June 2021, a 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.

With the COVID cases subsiding, the non-COVID sales have gradually started picking up which can be seen in numbers of Q3 below:

NON-COVID SALES (INR)		
Period*	2019-20	2021-22
Q1 (Apr.-Jun.)	3.24 CR	4.86 CR
Q2 (Jul.-Sep.)	3.76 CR	7.08 CR
Q3 (Oct.-Dec.)	4.01 CR	7.79 CR

### Basis to understand the growth forward

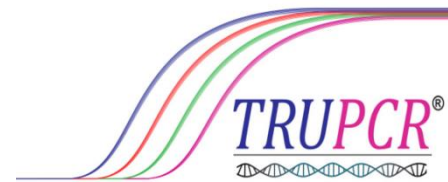
The total COVID sales in the in Q3'21-22 were INR 4.18 CR. In January 2022, due to the third wave of COVID-19, we have sold **8,64,800** tests with a revenue of **4.59 CR**. The average realization remains low at approx. INR 53/- per test due to very tough competition.

\* Year 2020-21 has not been considered as it was majorly COVID sales which was a one-time happening.



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## Manchester Project

In line with the company's vision for expansion into the European market, 3B has signed a joint venture agreement in November 2021 with its primary European distributor, Manchester based, HS Biolabs Ltd, which is being re-established as "TRUPCR Europe Limited".

TRUPCR Europe Limited has taken up space for set up of separate facilities for R&D and production. The infrastructure and lab is being setup. We have started the recruitments for the new subsidiary. The setup of the subsidiary is progressing as planned.

**Our vision is that in 2022, we would be able to realize major success from the subsidiary and efforts by an increase in export sales and R&D outcomes.**



ONCOLOGY

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HUMAN GENETICS



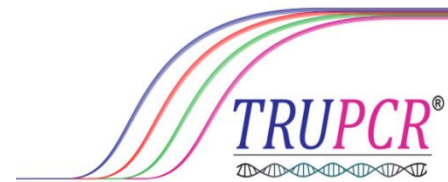
## MEDLAB DUBAI 2022

The company participated in Medlab Middle-East 2022 held in Dubai during 24-27 January 2022. There was a lot of interest from various end-users and prospective partners for our products.

With the export restrictions now removed, we are expecting a growth in the international market which was evident from the meetings that happened during the Medlab event. We were able to meet and engage in discussions about prospective business opportunities in the Middle-East and African region.

We now hope to materialize the discussions from the meetings and maximize the revenue from International Business.





## Utilization of Funds

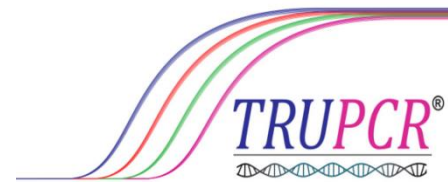
We are looking for options to acquire a company in similar business area to get inorganic growth in FY22 and onwards. We will only go for the acquisition if it makes financial sense and meets our internal IRR criteria. We would also be looking at share buyback in FY22/23 if we are unable to secure a desired acquisition candidate. Our aim is to create maximum value for our shareholders. Till date we have not found any suitable businesses, and the search is on. We would be deploying some funds in the joint venture created in Manchester, UK.

## Scheme of Amalgamation

We have received the approval from BSE vide their letter "Observation Letter" on 3<sup>rd</sup> February, 2022. Since the BSE and SEBI have approved, now we will apply for necessary approvals from NCLT for the scheme of amalgamation. We are hoping this process will be completed in next one year or so depending on NCLT. 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.

## 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.



## Rapid Antigen Business Vertical

We are pleased to announce that with continuous and extensive efforts, the company has finally got the approval of "TRURAPID® COVID-19 Ag Test" from ICMR (Indian Council of Medical Research) on February 2, 2022. Now we will try to build this product assuming that COVID testing will continue depending on the disease progression with time.

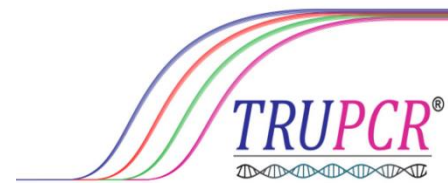
Company strongly believes that businesses that have an R&D strategy have a greater chance of success than businesses that do not. Company is in the advanced stage of developing Rapid Antigen Business Vertical (Rapid Test Kits) for parameters other than COVID. Company expects to launch Rapid Test kits in FY 22-23 for various 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.

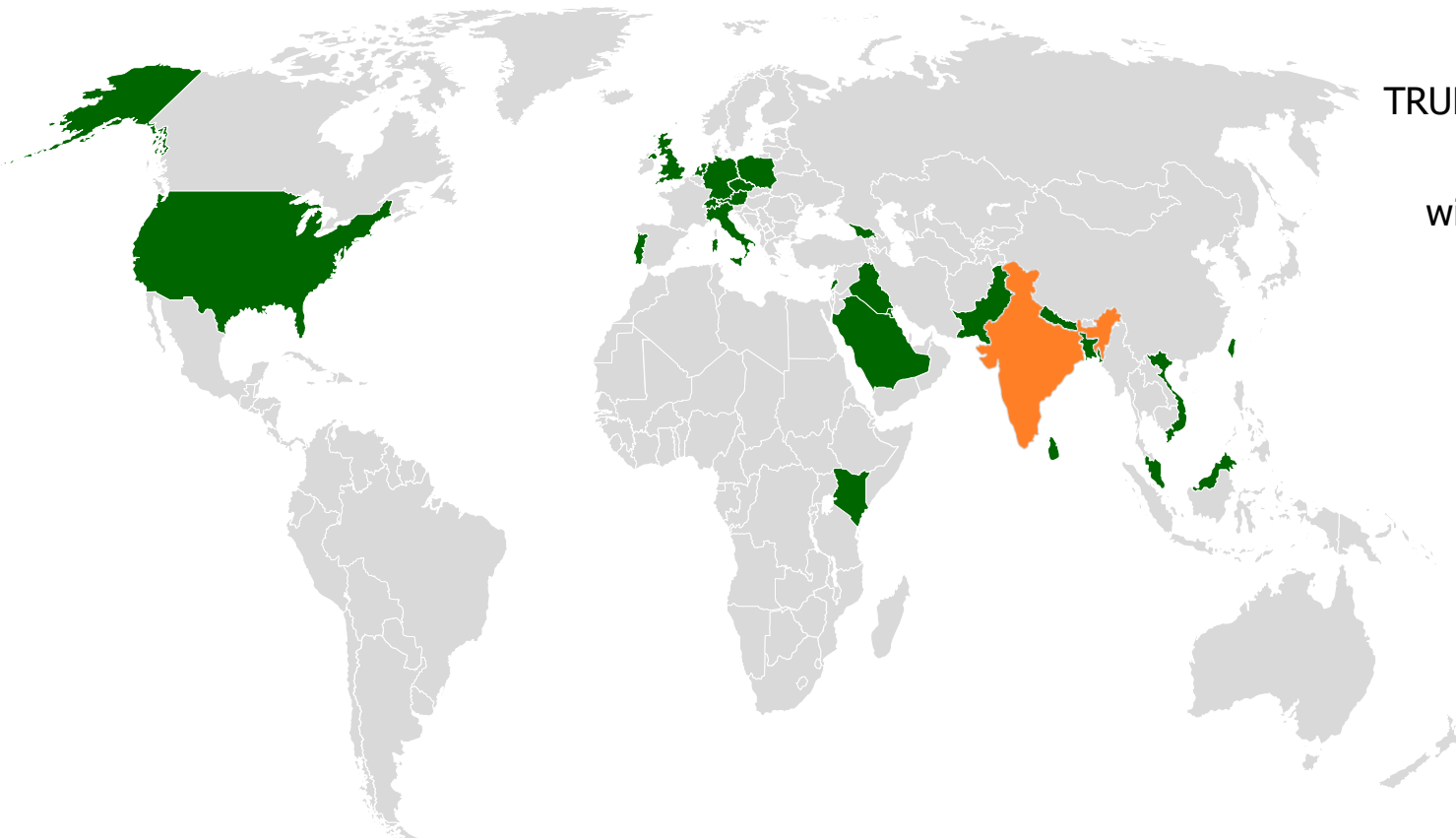
## Next-Gen Sequencing (NGS) Vertical

We started working on NGS Kit development in 2019, had developed few parameters, but then COVID came and all activities were suspended. Now we are again reviving the NGS kits revalidations and also development of few more parameters, keeping in mind the global markets. Unfortunately in India due to competition between labs the prices for NGS tests are also very un-remunerative, which was one of the reasons to not aggressively launch kits in India till date. NGS vertical can probably start adding some revenue in later quarters of FY 22-23 only.



## Exports

This year we want to focus on exports. Our products have been well-accepted in more than 25 countries. With the export restriction now removed, we have fast paced our marketing strategy for the international customers. We are in discussion with many key customers internationally and hope that the international business will now grow substantially. In Q3'21-22, we have done exports for approx. INR 178.04 Lakhs. The cumulative exports for the FY21-22, till end of Q3 (April'21-Dec'21) is INR 325.31 Lakhs.



TRUPCR® is now a global brand

with its presence in:

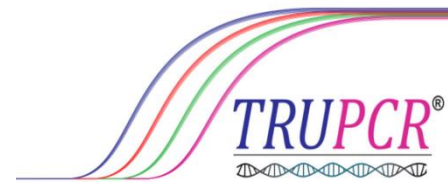
Europe

South East Asia

Middle East

USA

Africa



## R & D

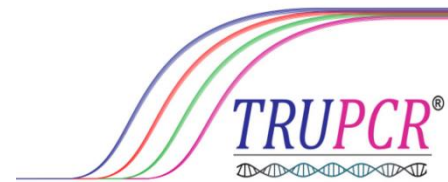


### People

- 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

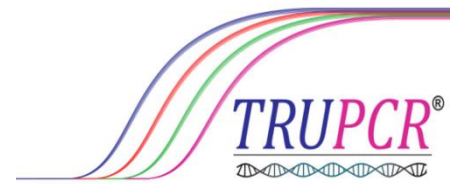
- QC of raw material
- QC of every final lot
- Cherrypicked QC of final batch

Besides above routine QC practices,

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

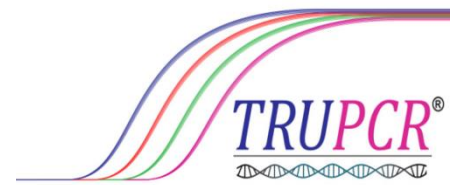
\*We guarantee an unmatched performance of TRUPCR kits on any real-time PCR cyclers, which is the reason that the ordered product is QC checked on the customer's real-time PCR brand and model



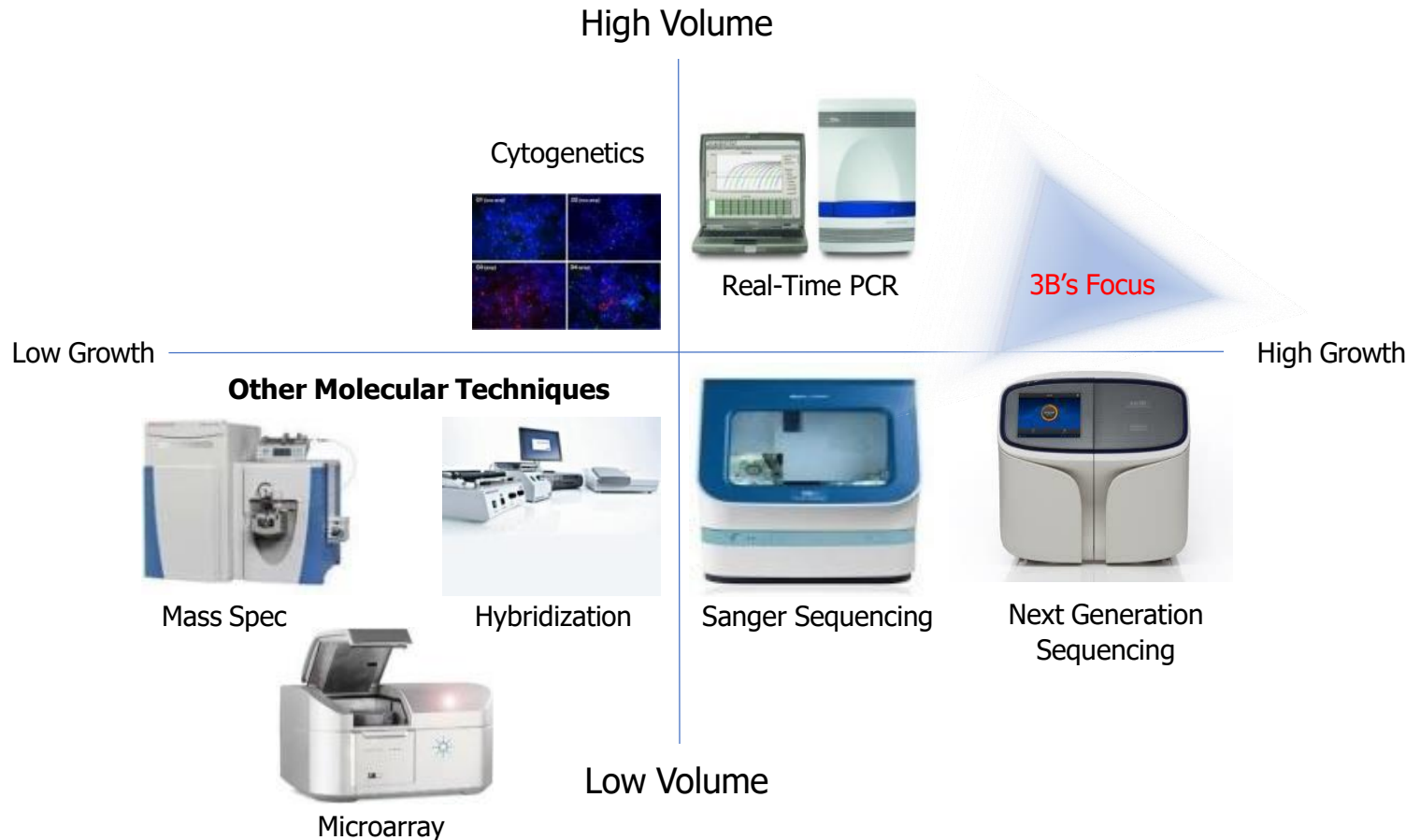


## Our Certificates

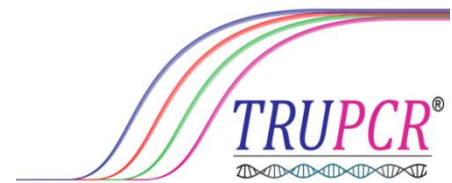




# Technology Focus







# Product Segments

## Molecular Microbiology

**INFECTIONS**

Individual Markers

Infectious Panels

## Molecular Oncology

**CANCERS**

Individual Markers

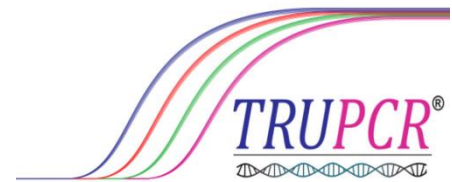
Oncology Panels

## Human Genetics

**SYNDROMES &  
DISORDERS**

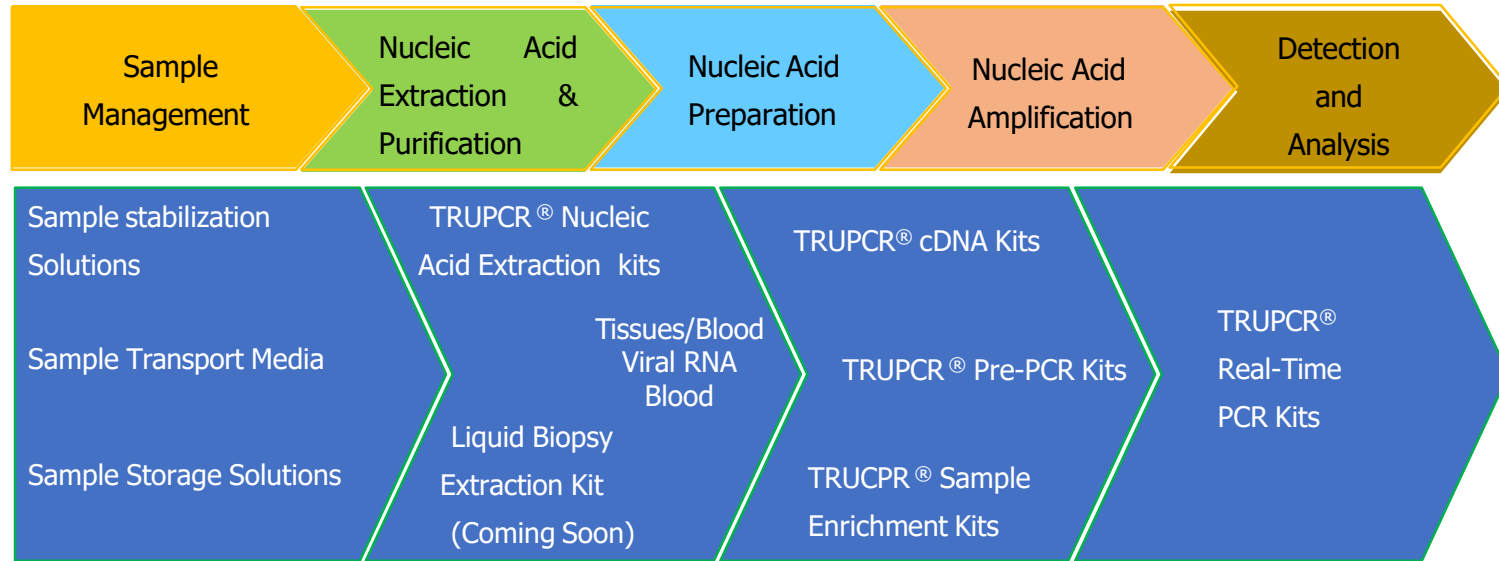
Individual Markers

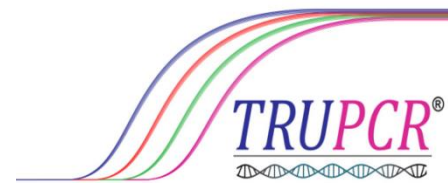
Genetic Panels



# All Inclusive TRUPCR® Products

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





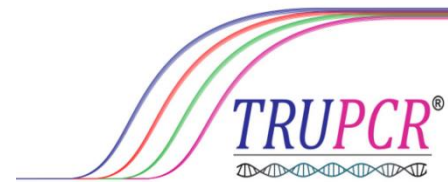
## Global Recognition

### 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 Analytica 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



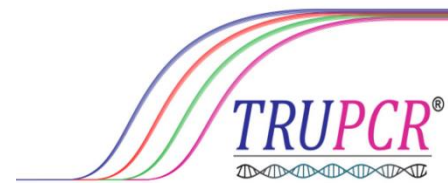
## Growth Drivers

### 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.

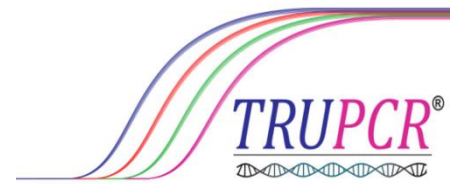


3B BLACKBIO BIOTECH (I) LTD. Bhopal is awarded with the 'Outstanding Achievement Award in recognition of excellence in R&D through technology in MSME enterprise category', during the 4th Outstanding Achievement Award 2016, held on 12th Aug. 2017 (Saturday), organized by Federation of Madhya Pradesh Chambers 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



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