



## KILPEST INDIA LIMITED

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E-mail : kilpest@bsnl.in  
info@kilpest.com

Visit us at : [www.kilpest.com](http://www.kilpest.com)

CIN : L24211MP1972PLC001131

August 10, 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 / 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

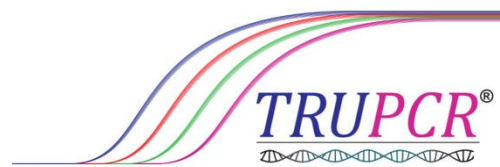


Farmer's Trusted Agro-Input Partner for 50 Years



3B BlackBio Biotech India Ltd

An ISO 13485:2016 Certified Company



Reliable and Affordable Healthcare Diagnostic Solutions

# INVESTOR PRESENTATION

## AUGUST, 2022



## Safe Harbour

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Kilpest India Limited and 3B BlackBio Biotech India Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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Kilpest India Ltd.



A milestone year has arrived for Kilpest, 2022. The year in which we celebrate our “Golden Jubilee”.

Kilpest, started with a humble beginning back in 1972. With the introduction of its subsidiary **3B BlackBio Biotech India Limited** in 2011 which is also now over a decade old, we continue to strive to create repeatable successes in the route to becoming a world-class solution provider in healthcare and agrochemical sector. Thanks to the knowledge gained by five decades of experience not only on the national market but also in the international market, supplying agrochemicals & healthcare solutions to the market with the final objective of providing reliable and affordable healthcare solutions to one and all..

Those of you who already know us, are aware that we have stood the tests of time and delivered the best solutions possible to our customers over five memorable decades. On this road, we are one big team. To all our employees, customers, stakeholders and associates – we thank you for your continued trust on us. 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 next 50 Years with greater satisfaction to all our stakeholders.

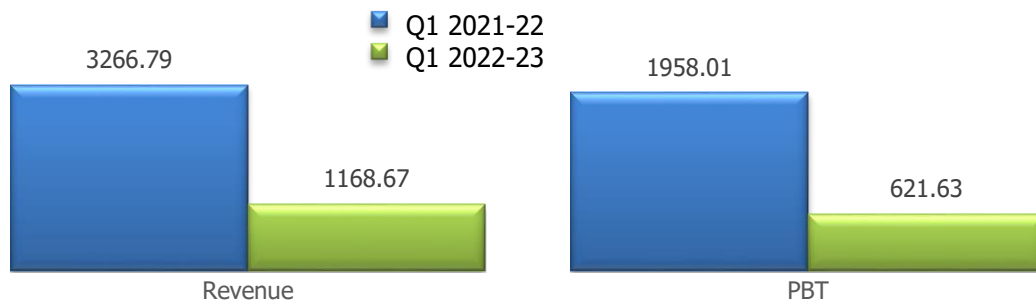
**50 years together, thank you...**



**FINANCIAL PERFORMANCE AND KEY HIGHLIGHTS**

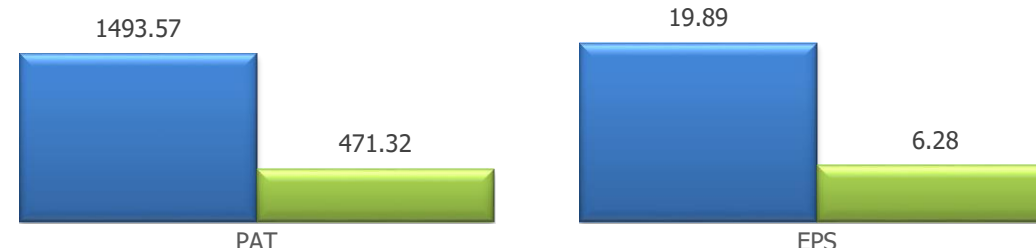


## Performance Highlights – Q1 2022-23



(CONSOLIDATED)

(CONSOLIDATED)



(CONSOLIDATED)

(CONSOLIDATED)

Rs. In Lakhs

KILPEST (Consolidated)	Q1 FY23	Q1 FY22
Net Sales	1168.67	3266.79
Profit Before tax	621.63	1958.01
Profit After tax	471.32	1493.57
Paid-Up Equity Share Capital	750.81	750.81
Reserves	12455.98	12455.98
Earnings Per Share (Rs.)	6.28	19.89

KILPEST (Standalone)	Q1 FY23	Q1 FY22
Net Sales	230.77	352.09
Profit Before Tax	31.58	92.53
Profit After Tax	23.63	78.10
Paid-Up Equity share capital	750.81	750.81
Reserves	1515.98	1515.18
Earnings Per Share (Rs.)	0.31	1.04

\*The consolidated figures of Q1 2021-22 cannot be compared, as they were mainly due to COVID sales happened during second wave.

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

Company continues to focus on Government business, 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 Government business through GeM/Tenders, Public Health, Ware Housing and Exports. The business now with low debt is cash flow positive.







Since 1972

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

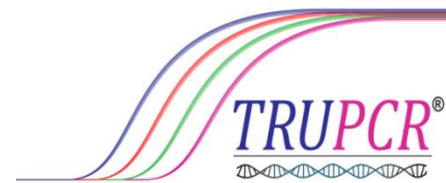


**3B BlackBio Biotech India Ltd**

An ISO 13485:2016 Certified Company

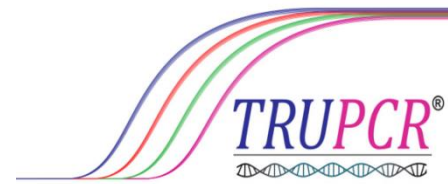
***First licensed Molecular Diagnostics (IVD)  
manufacturing facility  
in India under Medical Device Rule 2017***

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



## Introduction – 3B BlackBio Biotech India Limited

- ❑ Incorporated in the year 2011, “**3B BlackBio Biotech India Limited**”, a subsidiary of **Kilpest India Limited**, is engaged in **Design, Development, Manufacturing and Commercialization of Rapid tests, qPCR tests & NGS based Molecular Diagnostic Kits** for reliable testing on patient samples.
- ❑ We are **ISO 13485:2016 certified, GMP Compliant Biotech R&D Organization** licensed by **CDSCO**, Govt. of India, New Delhi
- ❑ “**TRUPCR®**” is our **registered brand name** for Real-Time PCR based molecular diagnostic kits & “**TRUNGS®**” is our **registered brand name** for NGS based molecular testing kits. “**TRURAPID®**” is our registered brand name for Lateral Flow assays.
- ❑ With over a **decade of experience in R&D**, we have developed **more than 100 tests for molecular testing** and many more are in the pipeline.
- ❑ 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**”.
- ❑ Honored with “**Outstanding Achievement Award**” in **2022** for the **Second Time** after 2017 for outstanding achievement in Research & Development by “**Federation of Madhya Pradesh Chambers of Commerce**”.
- ❑ **1<sup>st</sup> company in India** to get the **USFDA approval** for our “**TRUPCR® SARS-CoV-2 RT qPCR Kit**” which has been **EUA approved by USFDA** for testing on **saliva specimens** as well.
- ❑ Received **ISO 13485:2016** accreditation from **BSI, UK**
- ❑ **Largest suppliers of COVID-19 RT PCR Tests** in India to have supplied **over 15 Million tests** to **more than 400 labs** across 80 cities of India.

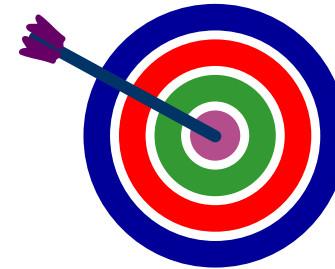


## TRUPCR® from 3B BlackBio Biotech (I) Ltd.



### **Our Vision:**

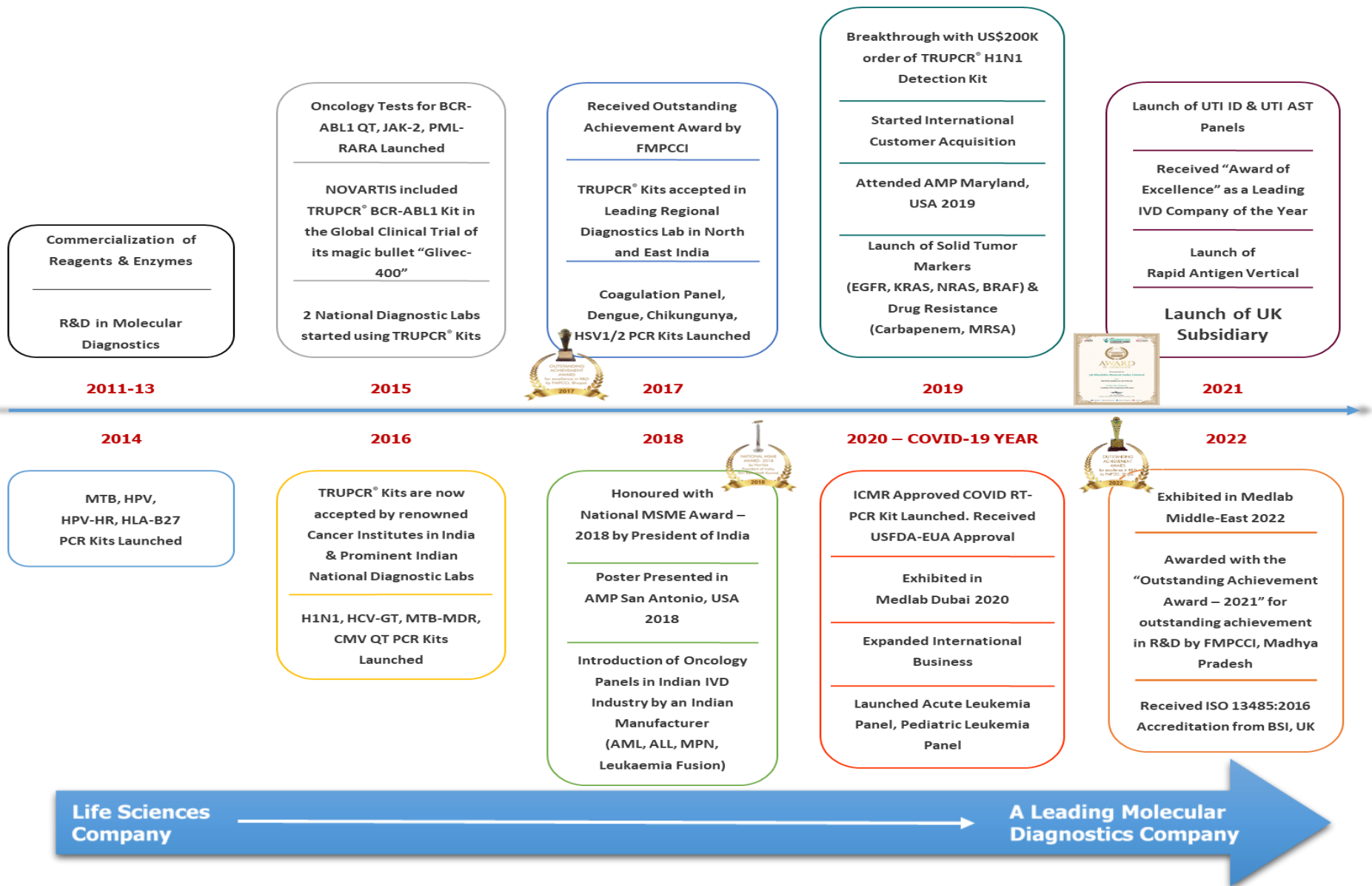
To offer reliable, affordable and effective healthcare solutions to all by recognizing the great potential of biotechnology to effectively diagnose rare, chronic and severe illnesses.



### **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.

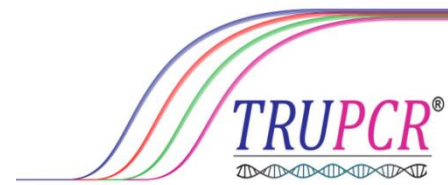
# TRUPCR® Growth Story



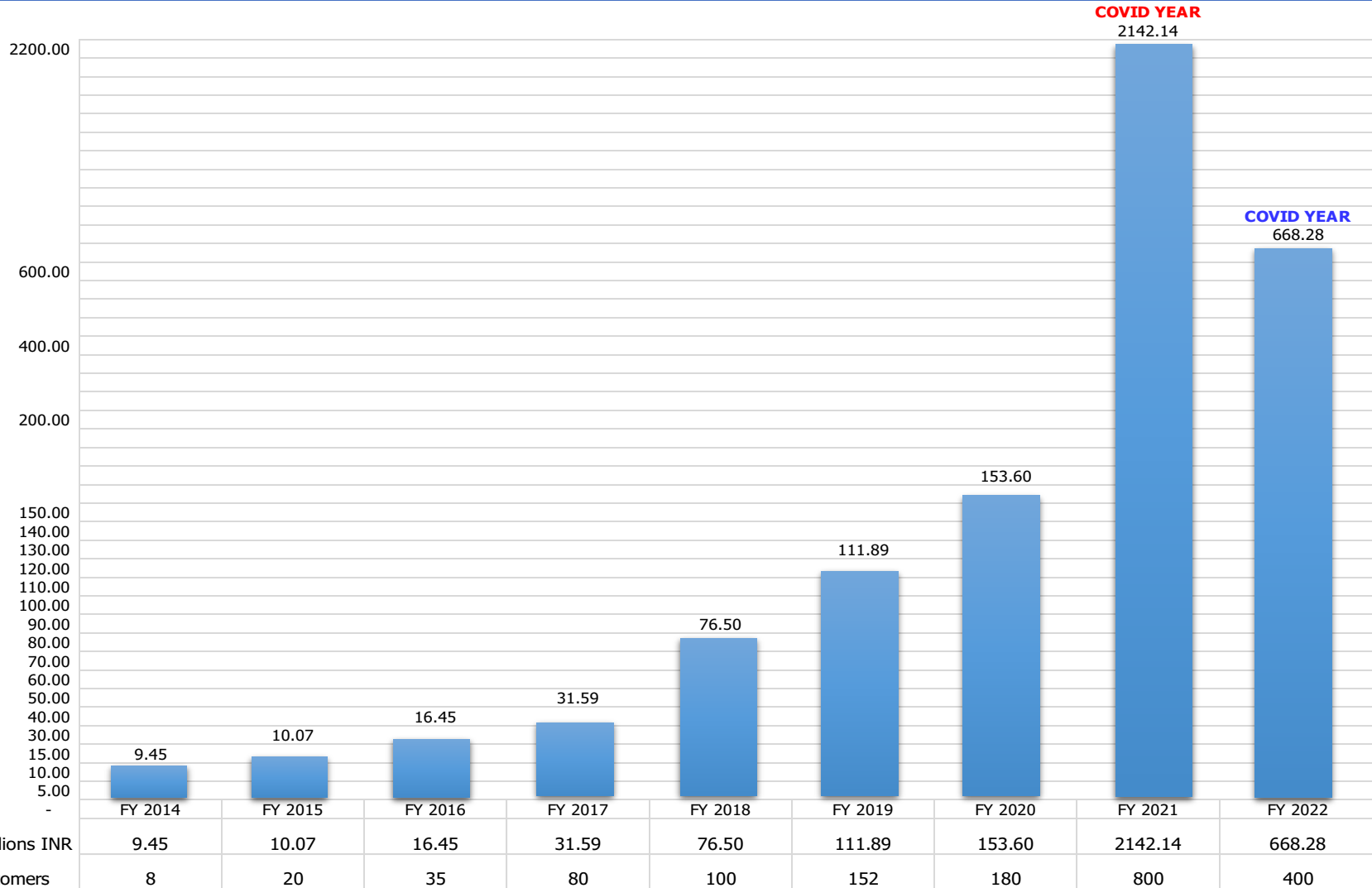
**2013:**  
 Headcount: 5  
 Revenue: ₹ 9.04 Million  
 Products: 3

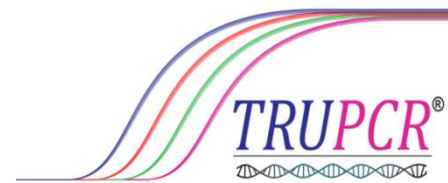
**2018:**  
 Headcount: 20  
 Revenue: ₹ 76.50 Million  
 Products: 50

**2022:**  
 Headcount: 35  
 Revenue: ₹ 668.28 Million  
 Products: 100+

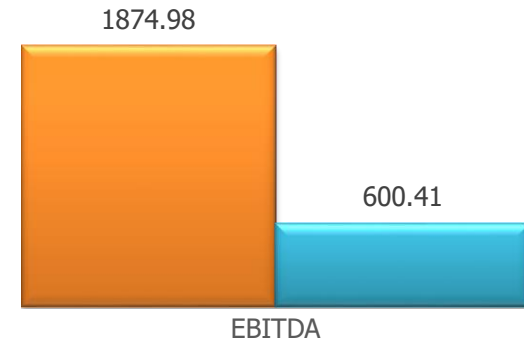
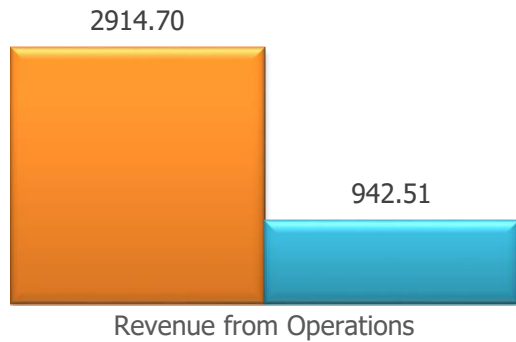


# Growth Canvas

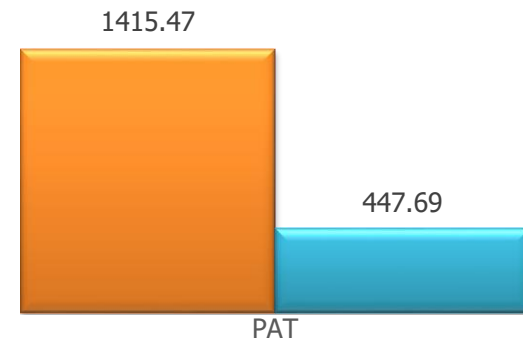
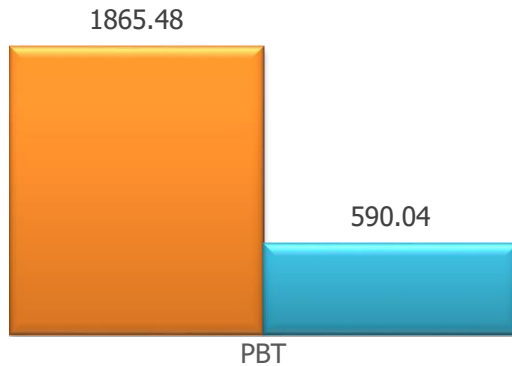




## Financial Highlights – Q1 22-23

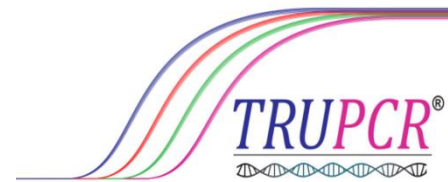


Q1 FY 2021-22  
Q1 FY 2022-23



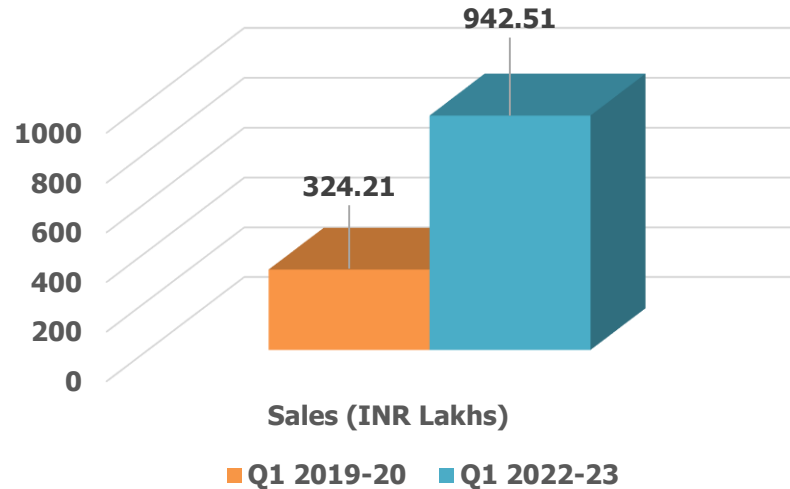
*Rs. In Lakhs.*

**\*The figures of Q1 2021-22 cannot be compared, as they were mainly due to COVID sales happened during second wave.**



## Business Outlook

Our Q1 Sales has been INR 942.51 Lakhs\* (This includes COVID Sales of INR 176.78 Lakhs). If we compare it with Q1 sales of Pre-COVID, i.e., 2019-20 we are continuing on the growth path.

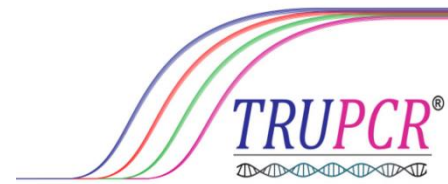


\* In above sales, sales from TRUPCR Europe Limited, Manchester for Rs.150.95 Lakhs have been consolidated.

In Q1 2022-23, the Export Sale for molecular diagnostic kits was INR 172.98 Lakhs. Our products have been well-accepted in more than 25 countries across the world which includes United Kingdom, United States of America, Germany, Romania, Italy, Switzerland, Poland, Austria, Netherlands, France, Singapore, Malaysia, Georgia, United Arab Emirates, Iraq, Kenya among others.

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. We expect with the addition of new products and new customers, we will continue to grow and expand in this financial year also.





# Our Strategic Priorities



## **Market Penetration:**

We plan to increase our sales with existing customers / channel partners by adding more products to their current portfolio.



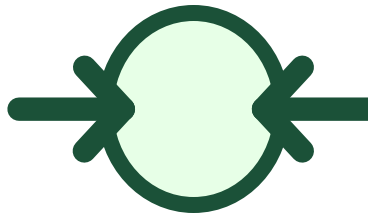
## **Portfolio Expansion:**

With our extensive R&D experience, we plan to increase our product portfolio by launching new products in Rapid Antigen Vertical, qPCR Diagnostic Kits and NGS.



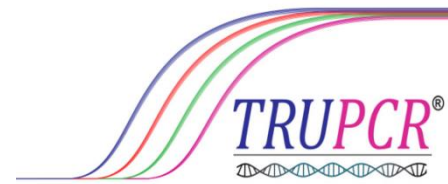
## **Geographical Reach:**

We plan to sell our products by reaching into new labs post COVID pandemic and by expanding into new markets directly or through distributors / channel partners.



## **Mergers and Acquisitions:**

We are considering exceptional selective mergers and acquisitions in the medium to long term future to get inorganic growth for business. Our ultimate aim is to create maximum value for all our stakeholders.



## Manchester Project

3B signed a joint venture agreement in November 2021 with its primary European distributor, Manchester based, HS Biolabs Ltd, which has been re-established as "TRUPCR Europe Limited" which is a subsidiary of 3B BlackBio Biotech India Limited.

The name of "HS Biolabs Ltd." has been changed to "TRUPCR Europe Limited" in the Companies House, UK. The same has been informed vide the Business Update dated 11<sup>th</sup> May 2022.

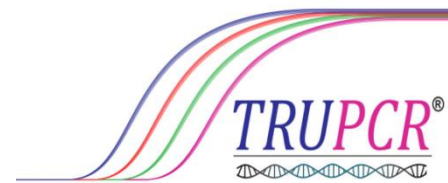
**Progress So-Far:**

- Lab Setup has already been completed in the TRUPCR Europe Limited
- Technical Team has been appointed
- We are actively looking to increase the Sales & Marketing Team apart from the present team
- The activities for getting TRUPCR Europe Limited certified as Manufacturing Site-II under ISO 13485:2016 have been started
- We are getting a lot of traction from EU countries for our products with new customers now being added
- We have started trial batch production before bulk manufacturing can be started



With Stock availability at TRUPCR Europe Site, we believe that the EU customers can be supported in a faster way. Also, this new site will allow us to expand in other EU countries, where we are not currently present, with faster deliveries and timely support.





## Utilization of Funds

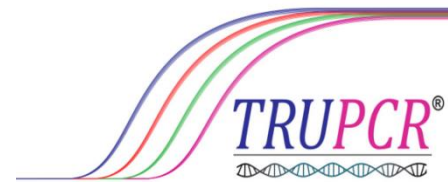
We have been looking for options to acquire a company in similar business area to get inorganic growth in FY22 and onwards. However, we have not been able to find a suitable company. As due to COVID, most of the lifesciences and molecular diagnostic companies are seeking very high valuations. M&A valuations 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.

## Scheme of Amalgamation

We have received the approval from BSE vide their letter "Observation Letter" on 3rd February, 2022. After the BSE and SEBI approval, we had applied for the petition for amalgamation to NCLT for the scheme of amalgamation on 9th May, 2022. The process of getting the meeting date for shareholders and Unsecured Creditors from NCLT, Indore has been initiated. We are hoping to get the meeting date soon.

## 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 Kit Business Vertical

Our Rapid Kit manufacturing plant is ready for trial runs & we are optimizing the products in R&D which have market potential, other than COVID Testing Kits. We will start with Dengue NS1, Dengue IGM/IGG to cater to the current season and keep on adding products as and when they are ready from the R&D. We will also be launching some novel products in FY 2022-23 which are under R&D Stage.

COVID Rapid Antigen Test is ready and ICMR approved, but demand is very less at present with very low realization.

Company strongly believes that businesses that have an R&D strategy have a greater chance of success than businesses that do not.

## 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.

## 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.



## R & D

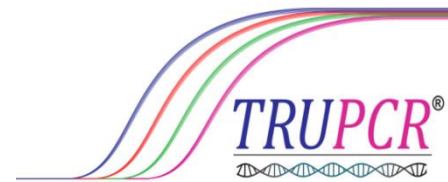


### People

- 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

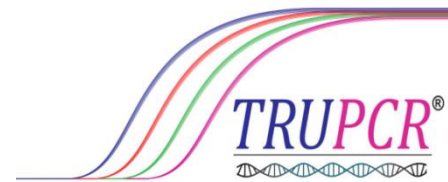
\*We guarantee an unmatched performance of TRUPCR kits on any real-time PCR cyclers, which is the reason that the ordered product is QC checked on the customer's real-time PCR brand and model





3B BlackBio Biotech India Ltd

An ISO 13485:2016 Certified Company



# Quality & Regulatory



ISO 13485:2016 & GMP Compliant manufacturing under the Medical Device QMS through BSI



Licensed by CDSCO

Licensed by CDSCO, Govt. Of India; equivalent to FDA, for our top-selling parameters in India



Over 120 Parameters are CE-IVD marked



We currently have USFDA-EUA for our COVID RT-PCR Kit, expanding scope for others.



## Certificate of Registration

QUALITY MANAGEMENT SYSTEM - ISO 13485:2016

This is to certify that:

3B BlackBio Biotech India Limited  
a Subsidiary of Kilpest India Limited  
7-C, Industrial Area, Govindpura  
Bhopal  
Madhya Pradesh  
462 023  
India

Holds Certificate Number: **MD 750282**

and operates a Quality Management System which complies with the requirements of ISO 13485:2016 for the following scope:

Design, development, manufacturing, sales & distribution of PCR, Rapid & ELISA in-vitro diagnostic test kits for use in oncology, genetics, infectious, blood-borne & vector-borne diseases.

For and on behalf of BSI:

Gary E Slack, Senior Vice President - Medical Devices

Original Registration Date: 2022-02-02

Effective Date: 2022-02-02

Latest Revision Date: 2022-02-02

Expiry Date: 2025-02-01

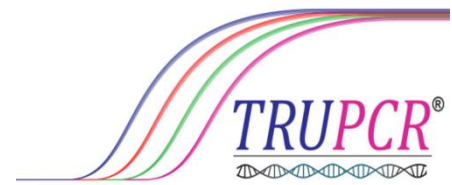


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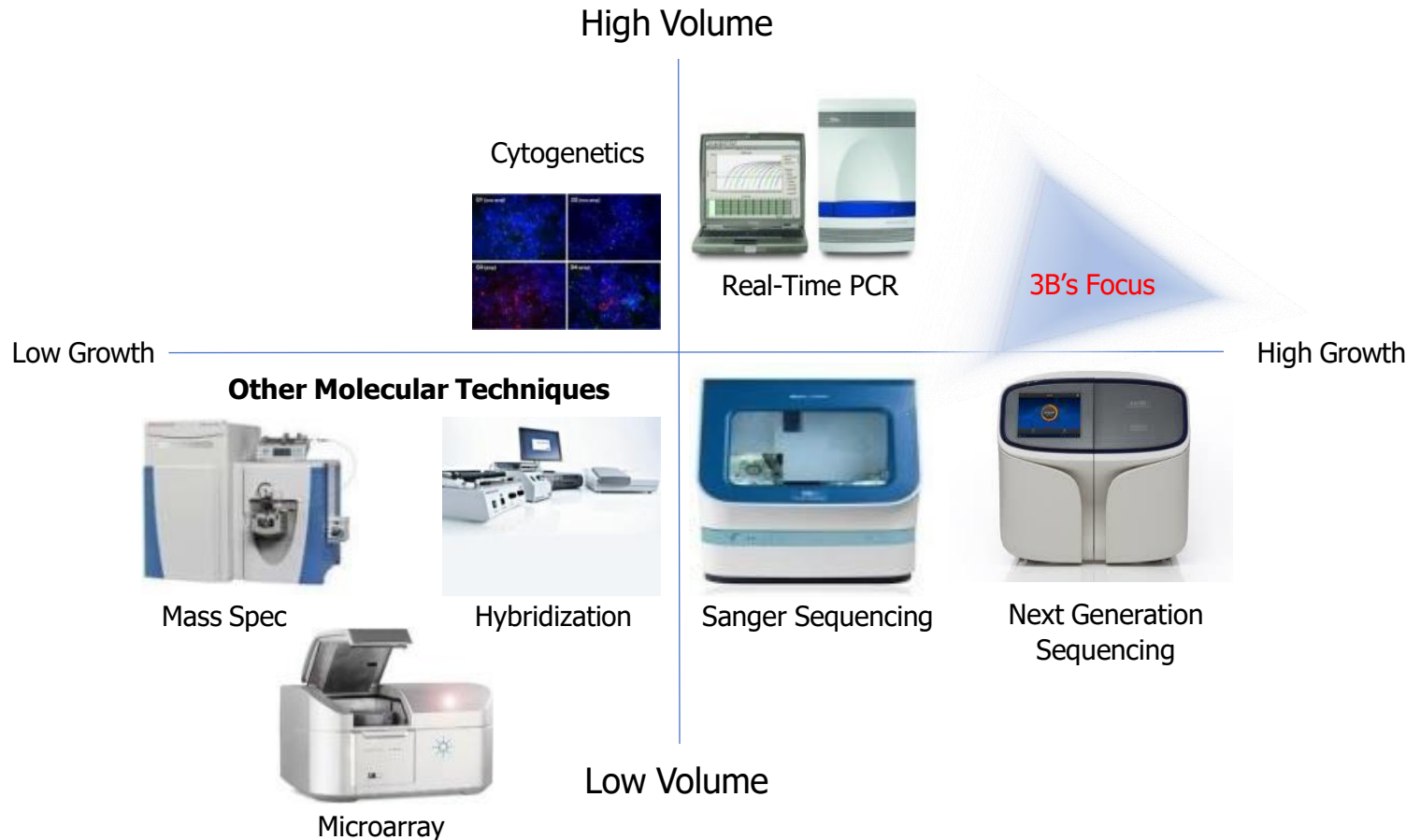
...making excellence a habit.™

This certificate was issued electronically and remains the property of BSI and is bound by the conditions of contract. An electronic certificate can be authenticated [online](#). Printed copies can be validated at [www.bsigroup.com/ClientDirectory](http://www.bsigroup.com/ClientDirectory)

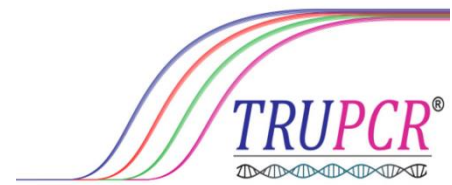
Information and Contact:  
BSI Group The Netherlands B.V., John M. Keynesplein 9, 1066 EP Amsterdam, The Netherlands | Tel: +31 20 3460 780  
BSI Group The Netherlands B.V. is registered in The Netherlands under number 33264284 | A Member of the BSI Group Holdings B.V.



# Technology Focus







# Product Segments

## Molecular Microbiology

**INFECTIONS**

Individual Markers

Infectious Panels

## Molecular Oncology

**CANCERS**

Individual Markers

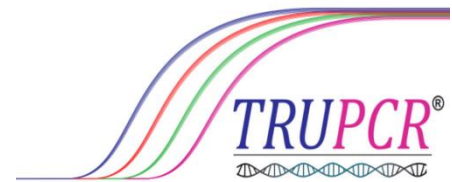
Oncology Panels

## Human Genetics

**SYNDROMES &  
DISORDERS**

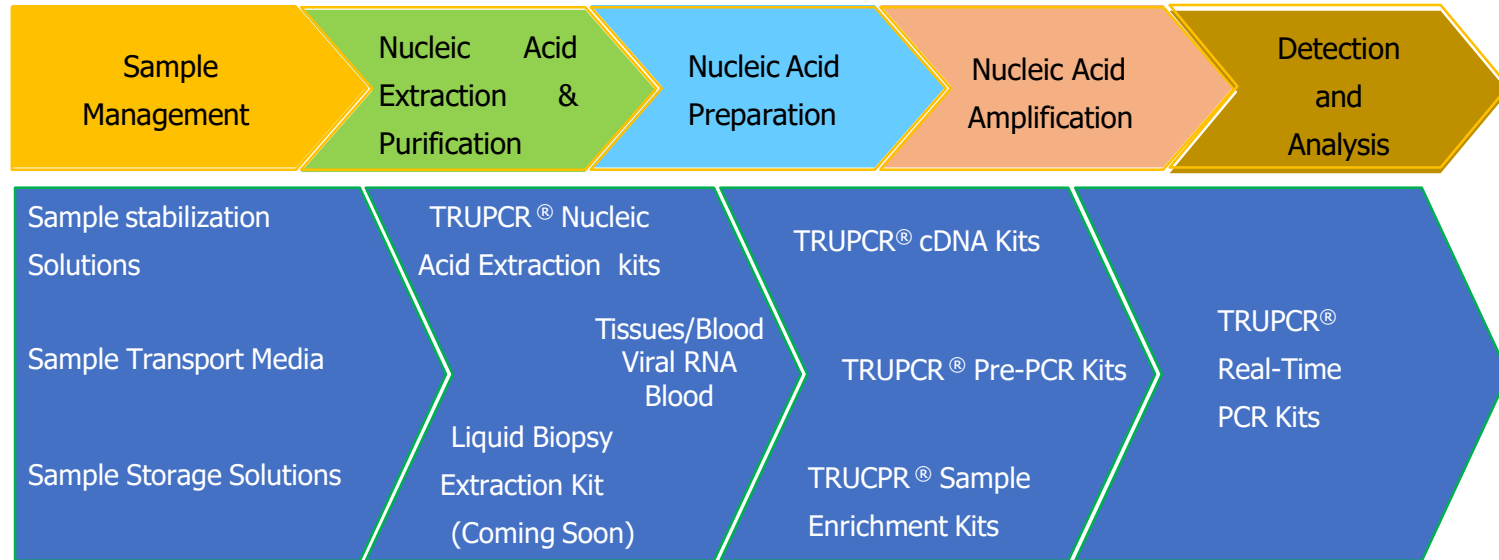
Individual Markers

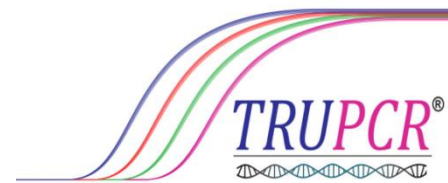
Genetic Panels



# All Inclusive TRUPCR® Products

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





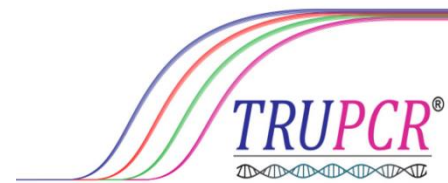
## Global Recognition

### 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

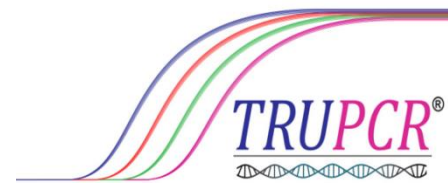
- India Specific tests with comprehensive validation on MULTIPLE gene pool
- Unique designing strategy for each test to offer something extra for better actionable information
- Compliance with international standards and guidelines
- Comprehensive coverage of genes/targets
- Positioned with cost advantage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



## Outstanding Achievement Award for Excellence in R&D by FMPCCI, Bhopal - 2022



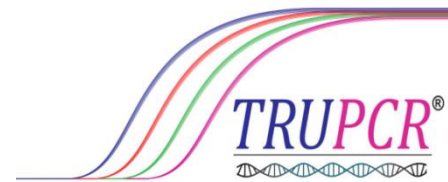
3B BlackBio Biotech India Limited received the Outstanding Achievement Award – 2021 by the Honorable Governor of Madhya Pradesh, His Excellency Shri Mangubhai Patel. The award was conferred to us in recognition of our continuous efforts in the field of R&D for developing various molecular diagnostic assays in the MSME Enterprise category during the 6th Outstanding Achievement Award 2021, held on 10th April, 2022 organized by Federation of Madhya Pradesh Chambers of Commerce and Industry (FMPCCI), Bhopal. This is the second time that we have received this honor, first being the 4th Outstanding Achievement Award 2016 received for Outstanding Achievement in R&D awarded in 2017 by the FMPCCI, Bhopal.



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.



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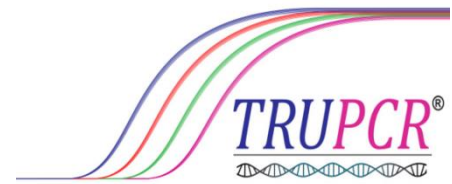


3B BlackBio Biotech India Limited, Bhopal is awarded with the 'Outstanding Achievement Award in recognition of excellence in R&D through technology in MSME enterprise category', during the 4th Outstanding Achievement Award 2016, held on 12th Aug. 2017 (Saturday), organized by Federation of Madhya Pradesh Chambers of Commerce and Industry (FMPCCI), Bhopal. The award was received by Mr. Dhirendra 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**