



# KILPEST INDIA LIMITED

## REGD. OFFICE & FACTORY :

7-C, INDUSTRIAL AREA, GOVINDPURA, BHOPAL - 462 023 (INDIA)

Tel : (91-755) 2586536, 2586537, 2586439

FAX NO. : (91-755) 2580438

Email : kilpest@bsnl.in

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

[kilpestbpl@yahoo.co.in](mailto:kilpestbpl@yahoo.co.in)

CIN : L24211MP1972PLOC001131

Ref. No.P-66/  
November 10, 2023

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,

Digitally  
signed by  
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KUBER  
DUBEY  
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Nikhil Kuber Dubey  
Whole Time Director  
DIN: 00538049

Encl: a/a



**3B BlackBio Biotech India Ltd**  
An ISO 13485:2016 Certified Company



**3B BlackBio Dx**

**Farmer's Trusted Agro-Input Partner for 51 Years**




**Reliable and Affordable Healthcare Diagnostic Solutions**



**3B BlackBio Biotech India Ltd**  
An ISO 13485:2016 Certified Company




Experts in Molecular Diagnostics throughout Europe

# INVESTOR PRESENTATION

## November, 2023



## Safe Harbour

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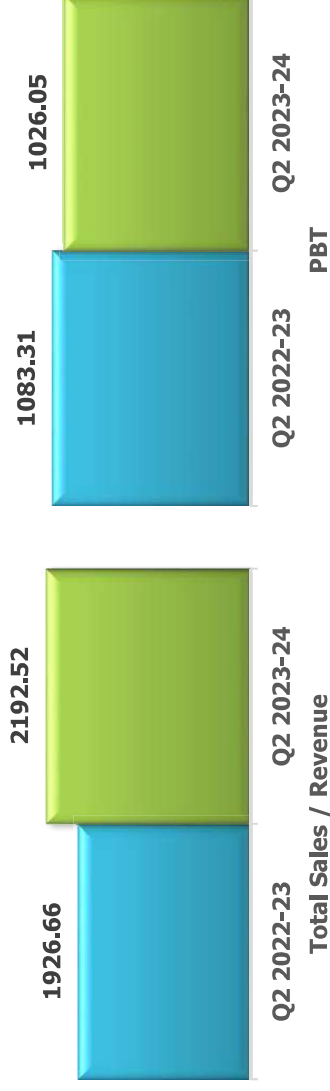


## **FINANCIAL PERFORMANCE AND KEY HIGHLIGHTS**

**Since 1972, 51 Years Strong**



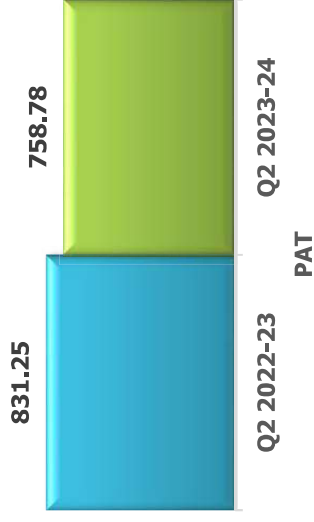
## Performance Highlights – Q2 FY 2023-24



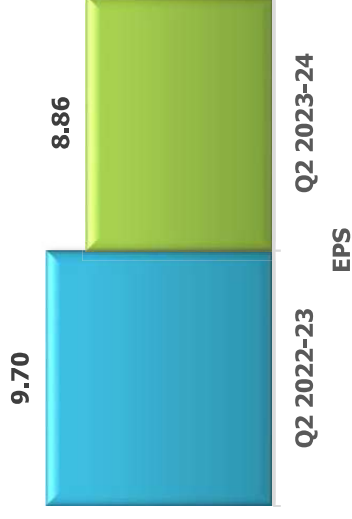
**(CONSOLIDATED)**



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**Rs. In Lakh**

■ Q2 FY 2022-23   ■ Q2 FY 2023-24

Consolidated	Q2 FY23	Q2 FY24
Total Revenue	1926.66	2192.52
Profit Before tax	1083.31	1026.05
Profit After tax	831.25	758.78
Paid-Up Equity Share Capital	856.64	856.64
Reserves	14447.48	16267.62
Earnings Per Share (Rs.)	9.70	8.86

Standalone	Q2 FY23	Q2 FY24
Total Revenue	1941.89	2131.30
Profit Before Tax	1124.62	1115.02
Profit After Tax	864.70	847.75
Paid-Up Equity share capital	856.64	856.64
Reserves	14447.48	16267.62
Earnings Per Share (Rs.)	10.09	9.90



## Key Highlights - Agrochemicals

### **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 is continuously focussing on Government Business which is mainly through e-tenders (GeM), further the Agro division is also in constant process of adding new customers in the regions where its presence till date has not been there. Now the Agro business is on minimal debt, as envisaged previously. The sales of agrochemical business are stable.

### **Agrochemicals Exports**

The Company is hopeful that during the year a decent export sales will be recorded in Bangladesh with the increased acreage of agriculture activities over the previous years.



## Kilpest Existing Products

### Chemicals

#### No. of Products

- Insecticides 70
- Antibacterials 01
- Fungicides 15
- Herbicides 11
- Public Health 11
- Microfertilizers 02
- Chelated Zinc 01
- Plant Growth Regulators 02

### Biologicals

#### No. of Products

- Bio pesticide 07
- Bio fungicide 01
- Bio fertilizers 05
- Bio nematicides 01
- Public Health 02
- Health & Hygiene 06
- Repellents 03

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

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



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*



3B BlackBio Biotech India Ltd has been selected as a part of “**Select 200 Companies**” with the global business potential at DGEMS2023 held in Delhi on 27<sup>th</sup> October 2023 presented by Forbes India & D Globalist.

**INDIA**  
**Forbes**

**DGEMS 2023**

**D Globalist.**  
Accelerating eXtrepreneurs™

**We are proud to be a part of**

**200**

Select  
**Companies** with  
Global Business  
Potential



**3B BlackBio Biotech India Ltd**



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## 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 **over 120 assays 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**”.
- ❑ **ISO 13485:2016** accredited from **BSI, UK**
- ❑ Part of **Select 200 Companies** with **Global Business Potential** in “**FORBES INDIA DGEMS 2023**”.
- ❑ **Largest suppliers of COVID-19 RT PCR Tests** in India to have supplied **over 16 Million tests to more than 400 labs** across 80 cities of India.



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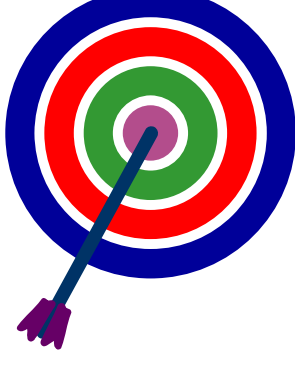


TRUPCR® from 3B BlackBio Biotech (I) Ltd.



### **Our Vision:**

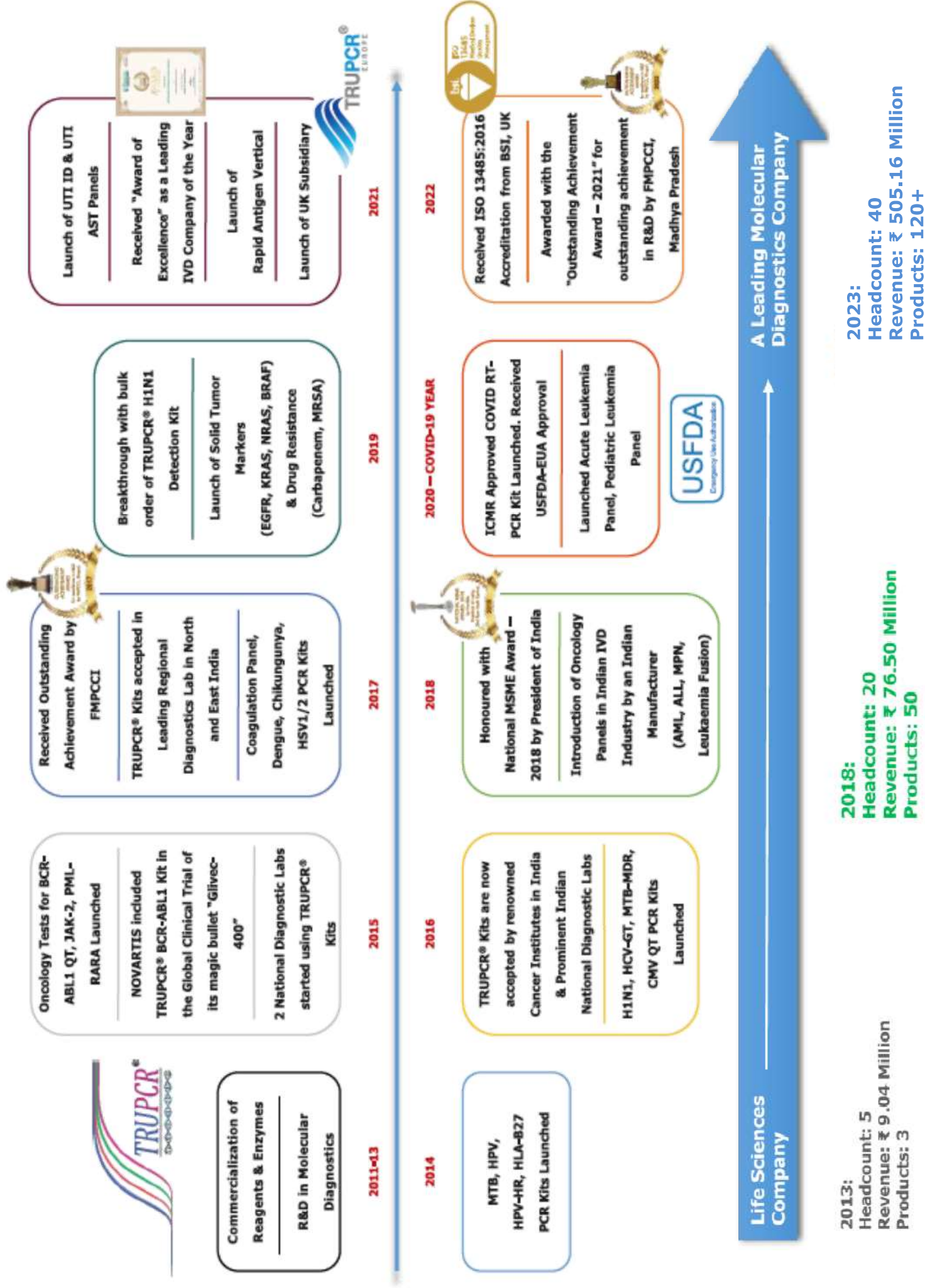
To offer reliable, affordable and effective healthcare solutions to all by recognizing the great potential of biotechnology to effectively diagnose rare, chronic and severe illnesses.

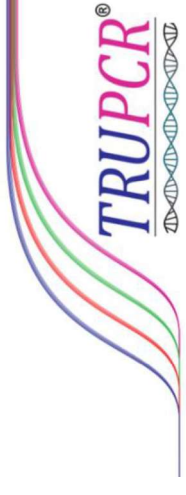


### **Our Mission:**

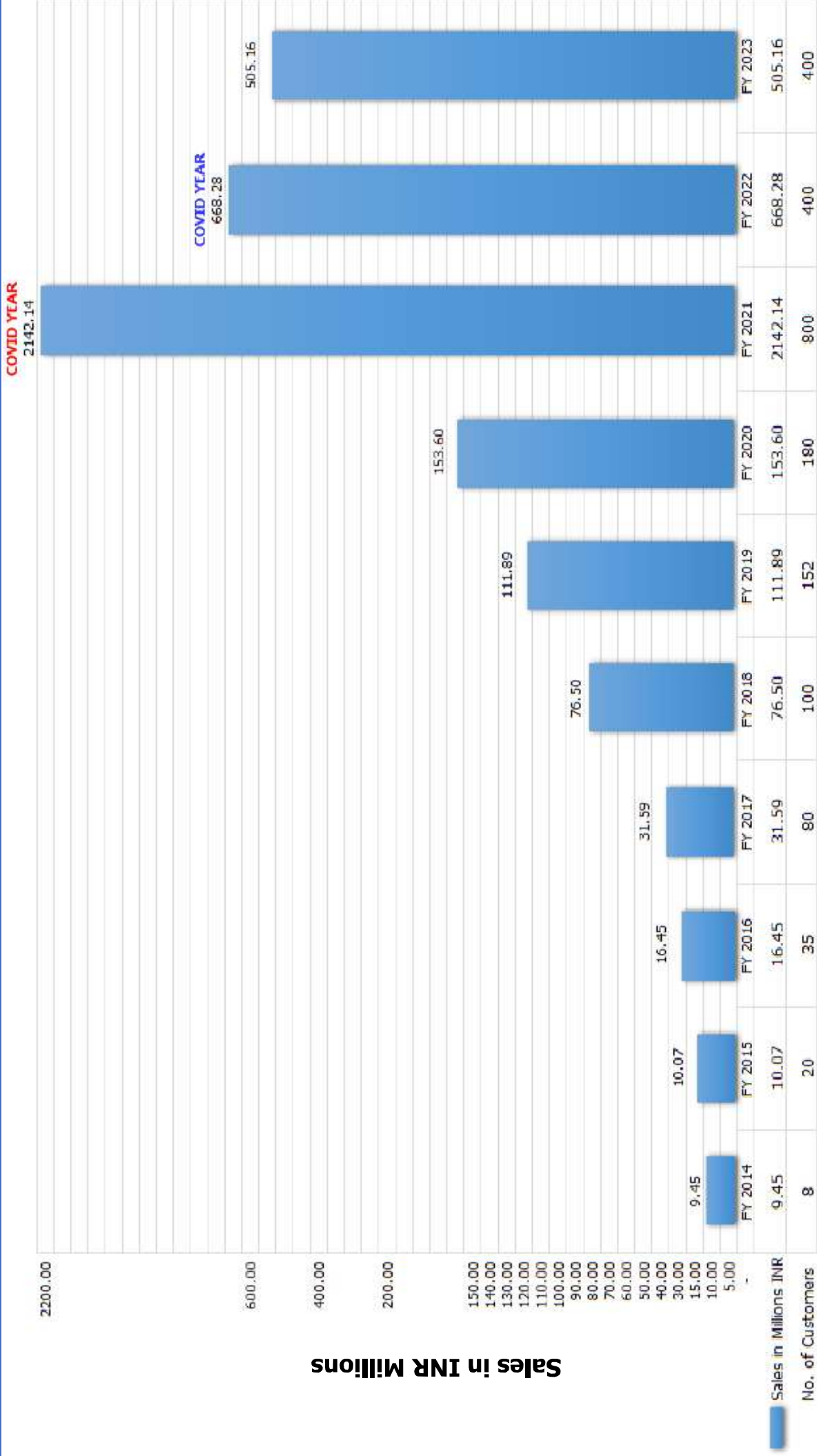
To design and develop molecular diagnostics products of superior quality and value that continuously improves the patient's life. To become a global organization and to be recognized through quality; innovation and competence.

# TRUPCR® Growth Story



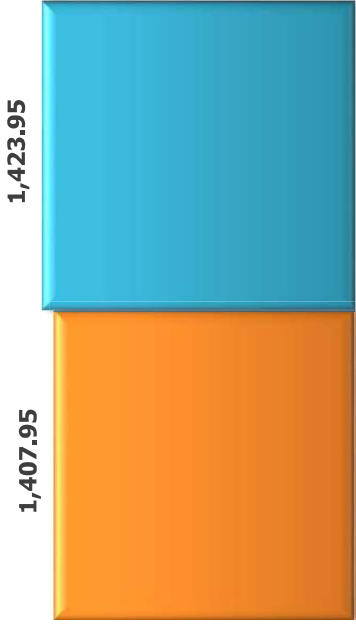


## Growth Canvas

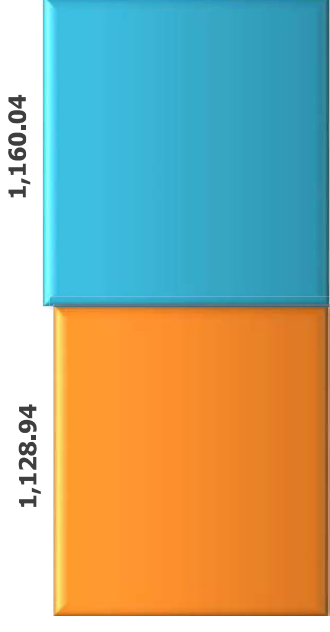




## Diagnosics Business - Financial Highlights – Q2 FY 23-24

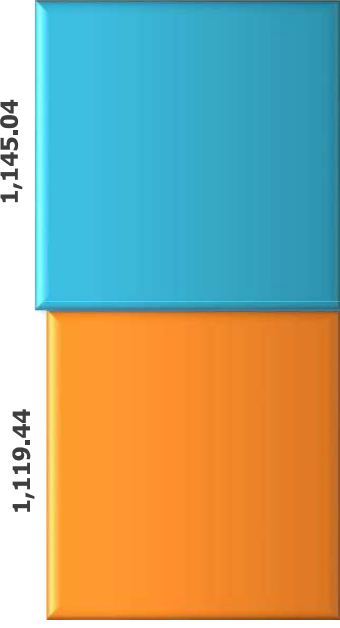


Revenue from Operations

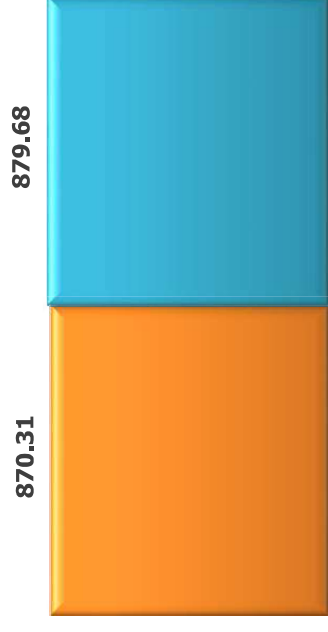


EBITDA

Q2 FY 2022-23  
Q2 FY 2023-24



PBT



PAT

Rs. In Lakh.



# Our Strategic Priorities



## **Market Penetration:**

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



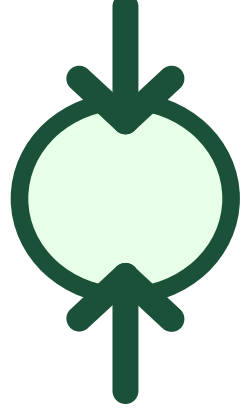
## **Portfolio Expansion:**

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:**

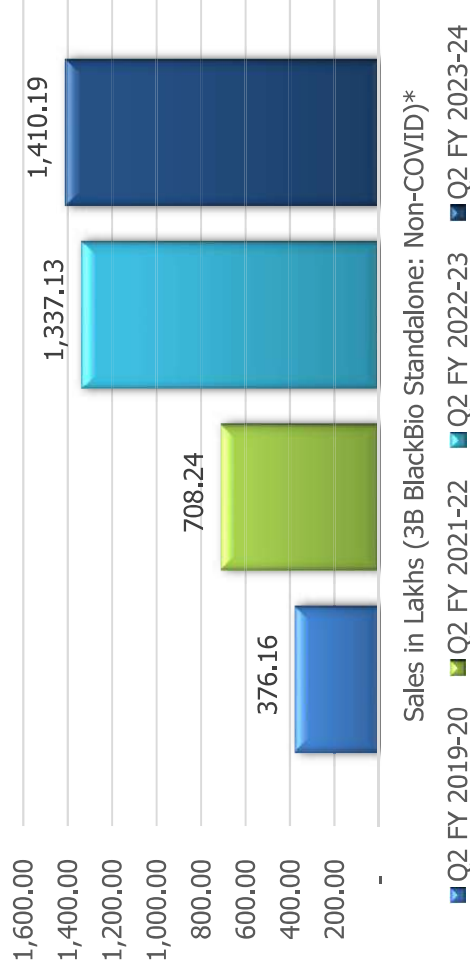
We are considering exceptional selective mergers and acquisitions in the medium to long term future to get inorganic growth for business. Our ultimate aim is to create maximum value for all our stakeholders.



## Business Outlook

Our Q2 Sales have been INR 1423.95 Lakh (This includes COVID Sales of INR 13.76 Lakh against INR 93.08 Lakh of Q2 2022-23). In Q2 2023-24, the Export Sale for molecular diagnostic kits was INR 170.27 Lakh against INR 278.89 Lakh in Q2 2022-23. In Q2 2022-23, major export sales were from a single order of UTI ID and UTI AST Kits of INR 198.42 Lakh for which a business update was issued on 18<sup>th</sup> August 2022. If we adjust this single order then the export sales in Q2, 2023-24 have increased by 90.00 Lakh.

A partial value export order of INR 42.19 Lakh for the above UTI ID and UTI AST Kits has been received recently which is being supplied this month, as the validation of the kits is still ongoing in multiple labs and regulatory approvals takes time so the order value is lower, however, this product should scale-up in coming years.



- Sales of Q2 FY 2020-21 have not been considered as it was COVID year
- Previous year Q2 sales of INR 1337.13 Lakh includes single export order of INR 198.42 Lakh which has been explained above.

If we adjust the Single Export Order Sales from Q2 FY 2022-23 and then compare with sales of Q2 FY 2023-24, the effective growth in Non-COVID Sales for FY Q2 2023-24 is 25% which is in line with the expected growth rate.





## Exports / International Business

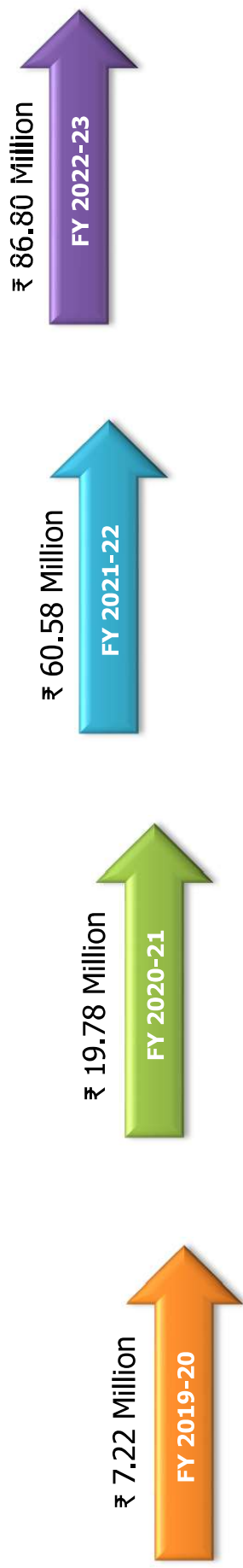
TRUPCR® assays have been well-accepted in over 40 countries across UK and Europe, Middle East, APAC, LATAM and United States of America. We have added few more countries across South-East Asia and Middle-East through our channel partners. We are working to add more channel partners across various countries to increase our global reach.

We are also in the process of getting our products registered in the countries where there is a good demand as per the respective medical devices regulations which will allow us easy access and preference in those markets.

We are participating in international tenders directly and through our distributors with which we have secured a few annual rate contracts for our assays in a few Middle-East, South-East Asian and European countries. These contracts will add value to our business and give a strong market standing to our products globally.

We are also in discussion with large international distributors for various projects which will be materialized in this financial year. We are working on expanding our reach to the yet untapped markets through our marketing efforts, which will yield results in the next financial year.

Our exports have been regularly increasing on a rapid scale which is visible in our figures.





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## Events & Conferences

We have been exhibiting a strong national and international presence by participating in multiple conferences to promote our product range and launch new product verticals.

During **16<sup>th</sup> August 2023-18<sup>th</sup> August 2023**, we have exhibited at **Medlab Asia 2023** which was held at **Impact Convention Centre, Bangkok, Thailand.**



Medlab Asia has been the leading platform for ASEAN laboratory professionals for over 9 years, providing opportunities for industry experts to connect. This 3 days event is a worth of access to networking and business exchange. The event is expected to welcome a strong distributor audience making up 40% of overall attendees.

We had a few interesting leads from this event and have already started sending our products for validation to the distributors / end-users, we met during this event.



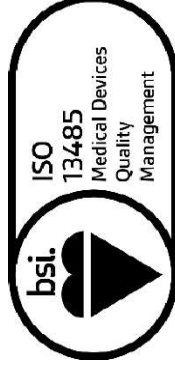
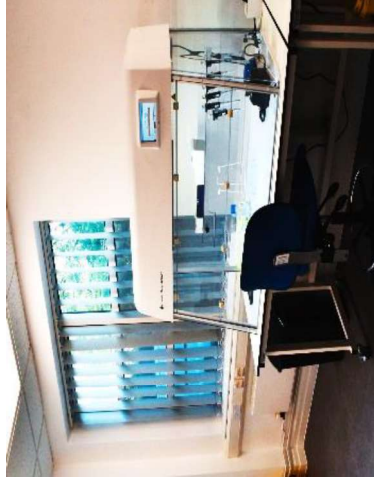


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## TRUPCR® Europe Limited - Manchester Site

- In line with our vision for growth and enabling further support to our growing customer base, TRUPCR® Europe Limited has moved to a new and larger, self-contained, state of the art facility with dedicated labs for Production, QC and R&D, along with a separate area for storage and dispatch handling. The UK Subsidiary is now ISO 13485:2016 accredited by BSI, UK.



- With the new site and a full-fledged team of:
  - ✓ Sales & Marketing
  - ✓ Technical Support
  - ✓ Research & Development

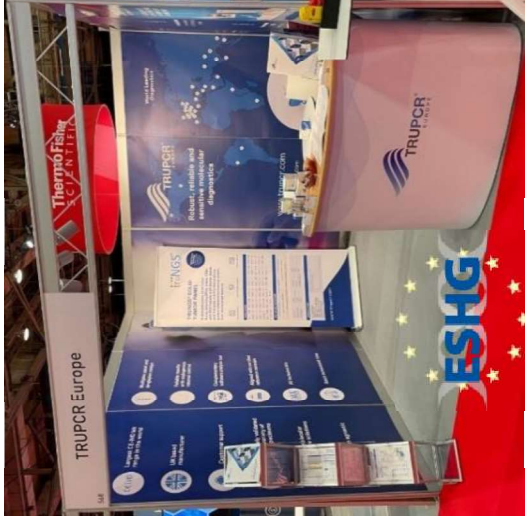
the Manchester Site is going to achieve greater numbers in the next calendar year as all these activities will greatly contribute in reducing the TAT (Turn-Around-Time) of deliveries to customers significantly. Also, since there is a dedicated technical team available in the same time zone, the technical support to customers will also be available readily. The UK subsidiary has now started the manufacturing of assays and the assays to EU customers are being supplied as "Made in UK".

All these efforts that are being put forward have been reinforced by winning a high volume annual order of Hemato-Oncology assays from a very reputed lab in UK.



## TRUPCR® Europe Limited - Manchester Site

TRUPCR Europe has been participating in International Molecular Diagnostic Conferences and arranging trainings & seminars for the customers.



Recently TRUPCR Europe participated in the “IBMS Congress 2023” during 25th - 28th September and “Association for Clinical Genomic Science (ACGS) 2023” during 11th - 12th September 2023. With these conferences, the visibility of TRUPCR Europe is increasing and we are getting enquiries for providing distributorships and OEM solutions.

The Trust of TRUPCR® brand has increased many folds due to the UK subsidiary, which is helping greatly in establishing the overseas market. Validation of several parameters is ongoing at several new labs which should fructify into sales in coming times. The existing customers are also very satisfied with the timely tech support and fast supplies offered by the UK subsidiary.

So, with enhanced visibility through exhibitions and full marketing team in place, the real benefits of the Manchester Site will start coming in the this financial year. We have started getting traction from the EU customers and some of the leads from the exhibitions have been materialized as well. The UK subsidiary is in discussion with various EU distributors as well to expand the reach in the yet untapped countries across Europe.

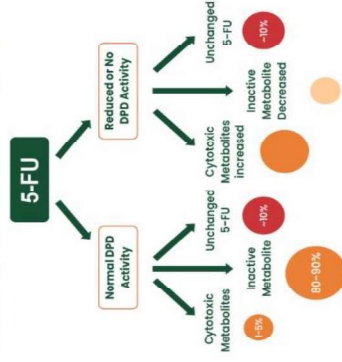


## NEW Product Launch

After extensive R&D, we are launching the TRUPCR® DPYD Mutations Detection Kit that offers a quick and easy molecular test and is compliant with the Clinical Pharmacogenetics Implementation Consortium (CPIC®) recommendations for Screening of DPYD genotypes prior to starting 5-FU therapy which may prevent toxicity in patients receiving this therapy.

NHS, UK recommends DPYD mutations testing | Netherland recommends DPYD mutations testing | Several other European countries are pushing for DPYD mutations testing

### TRUPCR® DPYD MUTATIONS DETECTION KIT



A qPCR based kit to predict the **fluoropyrimidine toxicity** in **solid tumor** (i.e. colorectal, breast, pancreas head & neck, pancreas, bile duct etc) **patients** who are to **receive fluoropyrimidine**, such as 5-Fluorouracil (5FU), capecitabine or tegafur **therapy**.

#### What if not tested?

- Adverse drug **reaction of 5-FU** is due the deficiency of **DPD (Dihydropyrimidine Dehydrogenase) enzyme activity** which is **encoded by DPYD** gene.
- **Adverse Effect:** Nausea, Vomiting, Diarrhea, Pyrexia, Stomatitis, Mucositis, Myelosuppression, Neutropenia, Thrombocytopenia, Neurotoxicity, Pulmonary embolism, Leukopenia; can result in secondary pneumonia or sepsis **could be fatal** approximately 3-4 patients die per day due to 5-FU toxicity in the USA
- 3-5% people (some studies suggest up to 12% people in India) carry clinically relevant DPYD mutation(s)

Few other important qPCR diagnostic kits are under advanced stages of development, which will be launched in coming times. All these products will ensure that company continues to hold its leadership position in the Indian Molecular Diagnostic Market.



## Rapid Kit Business Vertical

Our Rapid Kit manufacturing plant is ready & we are optimizing the products in R&D which have market potential, other than COVID Testing Kits.



### The Need:

As per WHO, AMR remains one of the top 10 global public health threats facing humanity, associated with the deaths of 4.95 million people in 2019. AMR is also a threat to the global economy, with impact on international trade, health care costs and productivity predicted. If no action is taken, AMR would cost the world's economy USD 100 trillion by 2050.

### The Solution:

Looking into the above need and focusing on below antibiotic groups:

- Carbapenems - are a class of very effective antibiotic agents most commonly used for the treatment of severe bacterial infections.
- Cephalosporins - are a class of very effective antibiotic used for treating clinical pathogens, especially Gram-negative bacteria.

We are pleased to inform that we have successfully completed the collaborative R&D of the Rapid Tests for Anti-Microbial Resistance (AMR). Soon after the necessary regulatory approvals, we shall be launching below products to cater to the above AMR segment:

- TRURAPID® RESIST-5 OKNVI Rapid Test (For Resistance in Carbapenems)
- TRURAPID® RESIST ACINETO Rapid Test (For Resistance in Carbapenems in *Acinetobacter* spp.)
- TRURAPID® RESIST CTX-M Rapid Test (For Resistance in Cephalosporins)



## AMR Traction & Marketing – TRURAPID®

- The TRURAPID® RESIST 5 OKNVI Rapid Test has been sampled in multiple labs and leading hospitals across India and we have started receiving orders as well from some well-established labs as well.
- This product is used for deciding the patient treatment regimen for the carbapenem antibiotics - imipenem, meropenem, ertapenem and doripenem which are very important for patient management.
- The benefits of this test is that we can get the result regarding the antimicrobial resistance (AMR) status within 15 minutes of the positive culture or positive blood culture saving the most crucial time for deciding treatment regimen.
- The current results obtained are very good and its acceptability is also very good. We expect this product to scale up in the future.





## 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.

After extensive R&D efforts in the Next-Gen Sequencing Vertical which proved to be successful and we launched our NGS based **"TRUNGS® Solid Tumor Panel"** for Cancer Diagnosis and clinical management in the **"European Society for Human Genetics (ESHG)"** Conference that was held in **Glasgow, Scotland** between **10<sup>th</sup> June – 13<sup>th</sup> June 2023**.



"TRUNGS® Solid Tumor Panel is designed to detect SNVs, Indels, CNVs and RNA fusions in 35 marker genes and hotspots in 6 pharmacogenomics genes associated with solid tumors such as lung, gastro-intestinal/colorectal, breast, liver and ovarian tumors.

### Disease Relevance



**Non-Small Cell Lung Cancer**



**Breast Cancer**



**Colorectal Cancer**



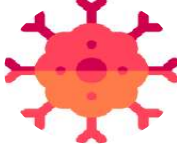
**Gastrointestinal Stromal Tumor**



**Melanoma**



**Salivary Gland Cancer**



**Multiple Other Cancers**





## Scheme of Amalgamation

Hon'ble NCLT Indore bench had vide its order dated 04<sup>th</sup> August 2023, sanctioned the scheme of amalgamation. Company has initiated the process of implementing the above order, and the progress is satisfactory. We expect that by December end, the process of merger will stand completed and M/s 3B BlackBio Dx Ltd would become fully functional.

## Utilization of Funds

We have been looking for options to acquire a company in similar business area to get inorganic growth since FY22.

M&A valuations globally have gone high due to demand from molecular diagnostic companies which are flushed with cash from COVID. 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 FY23/24 post merger, if we are unable to secure a desired acquisition candidate. Our aim is to create maximum value for our shareholders. We will also be deploying some funds in the joint venture created in Manchester, UK depending on the need.

## 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.

## 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.



## 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
- Cherry-picked 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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## 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



This certificate was issued electronically and remains the property of BSI and is bound by the conditions of contract.

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Printed copies can be validated at [www.bsigroup.com/CertDirectory](https://www.bsigroup.com/CertDirectory)

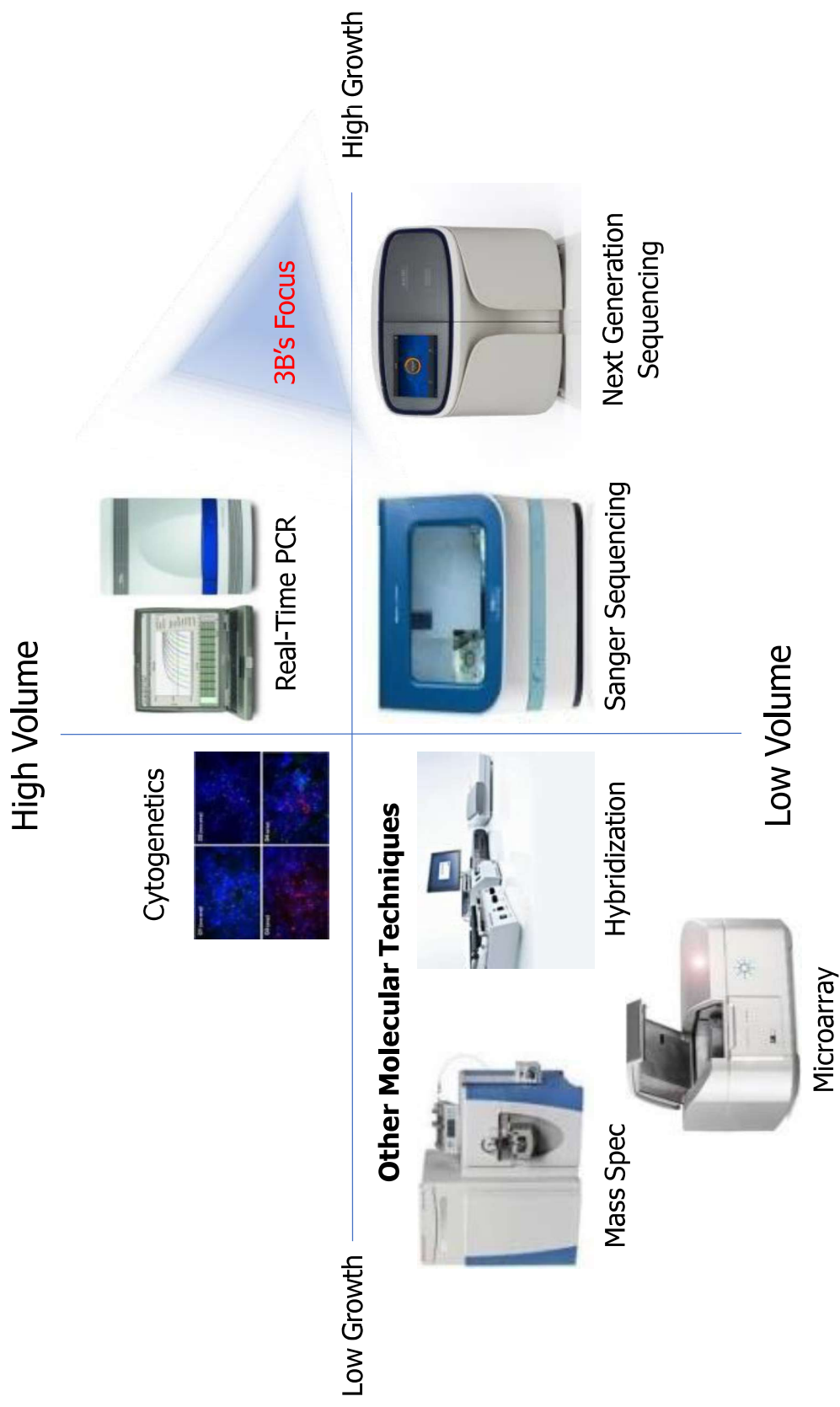
Information and Contact:

BSI Group The Netherlands B.V., John M. Keynesplein 9, 1066 BP Amsterdam, The Netherlands | Tel: +31 20 3460 780

BSI Group The Netherlands B.V. is registered in The Netherlands under number 33264254 | A Member of the BSI Group Holdings B.V.



# Technology Focus

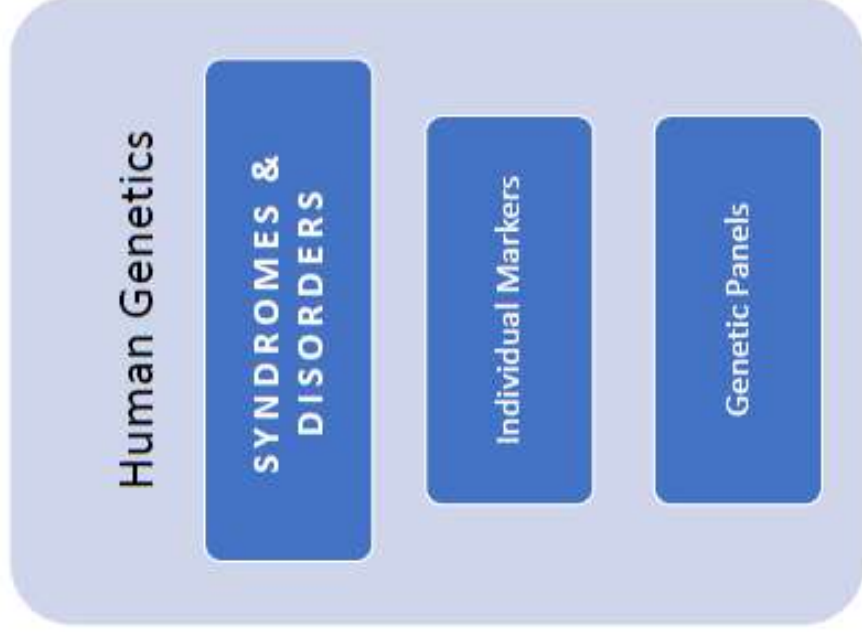
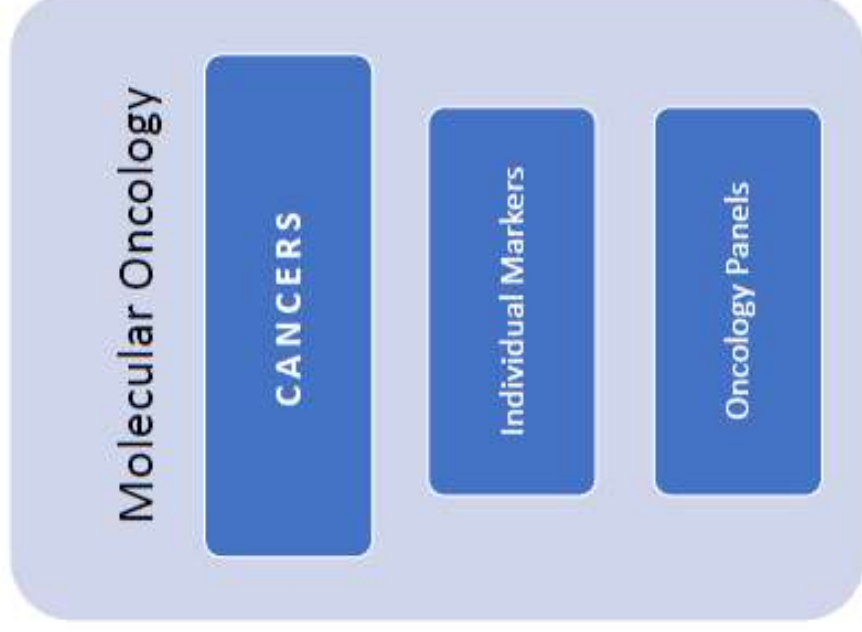
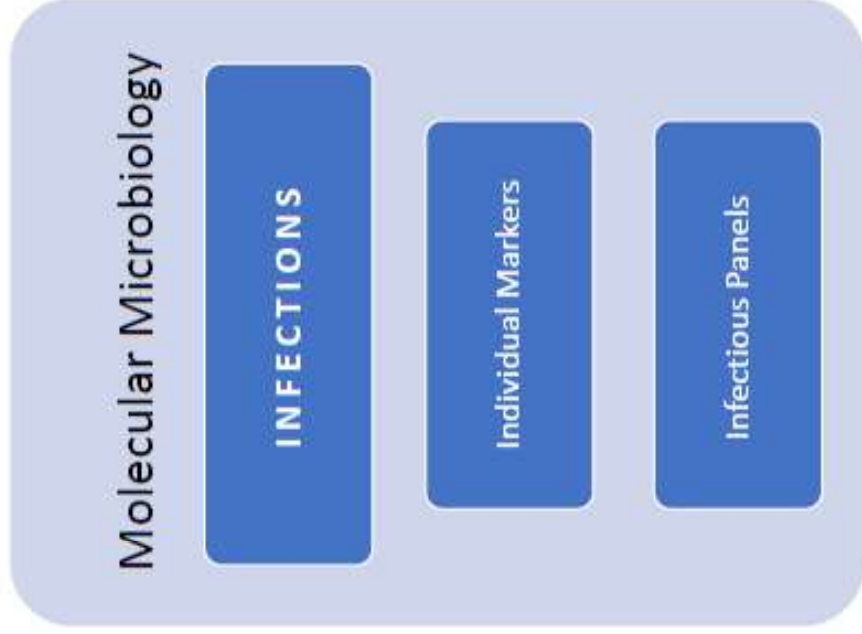




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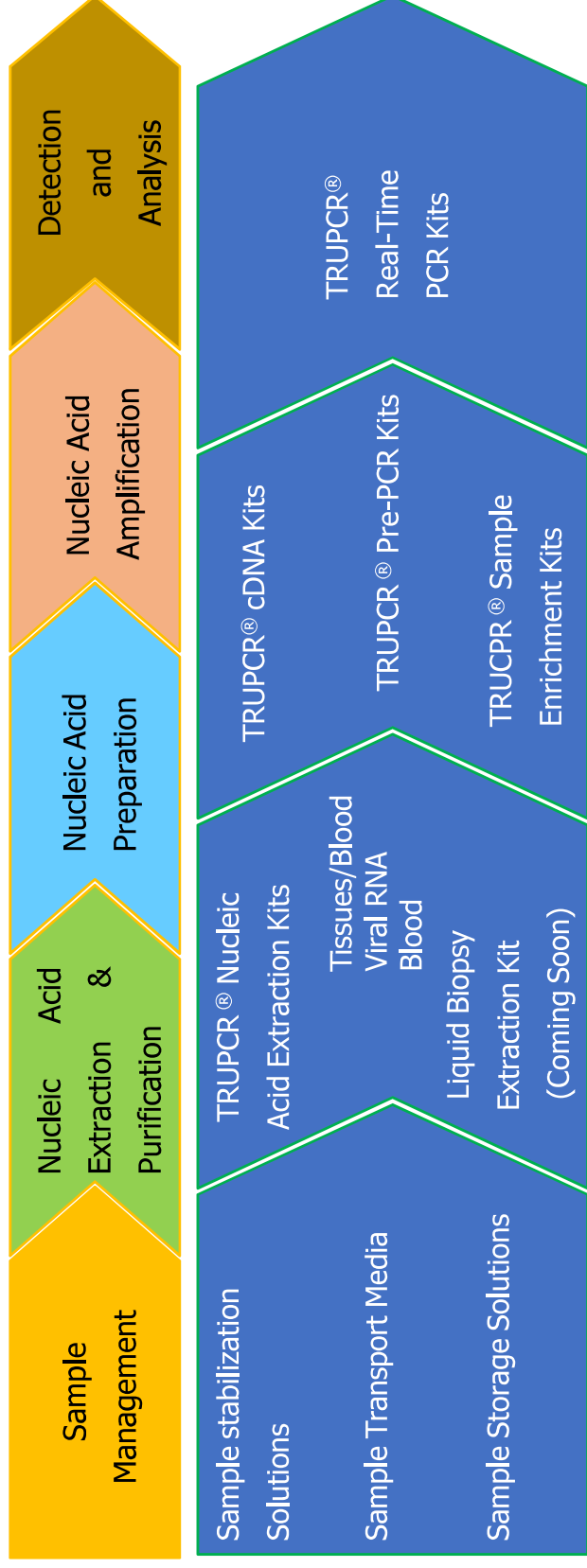
## Product Segments





# 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® BCR-ABL1 Kit</b>	<b>MR4.5</b>	<b>✓</b>	<b>✓</b>	<b>WHO</b>	<b>✓</b>
Italy, Europe	AB Analytica Real quality FS-BCR-ABL p210	MR4.5-5.0	X	X	WHO	X
Netherlands, Europe	Qiagen'S MMR kit	MR4.0	✓	X	WHO	X
Netherlands, Europe	Qiagen BCR-ABL1 MbcR RGQ RT-PCR Kit	MR4.5	✓	✓	WHO	X
Singapore	VelaDx Sentosa® 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-ABL IS MR3 Assay™	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



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## 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.



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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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