



KILPEST INDIA LIMITED

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Ref. No.P-66/
September 22, 2023

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

SUBJECT: Proceedings of the 51st Annual General Meeting ('AGM') of Kilpest India Limited ('the Company') held on Friday, 22nd September, 2023

Dear Sir,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations"), we wish to inform that the following businesses were transacted at the 51st Annual General Meeting ("AGM") of members of Kilpest India Limited ("Company") held today i.e. Friday, 22nd September, 2023 through Video Conferencing (VC) / Other Audio Visual Means (OAVM) started at 11:30 A.M. and concluded at 12:01 P.M.

Mr. Dharendra Dubey, Chairman and Managing Director, chaired the Meeting.

The requisite quorum being present, the Chairman called the Meeting to order. The Chairman addressed the members. A copy of the Investor's Presentation presented at the Annual General Meeting ('AGM') held today is attached herewith.

In compliance with the provisions of Section 108 of the Companies Act, 2013 read with Rule 20 of the Companies (Management and Administration) Rules, 2014 and Regulation 44 of the SEBI Listing Regulations, the Company had provided to its members the remote e-voting facility to exercise their right to vote in respect of the resolutions proposed at the AGM, convened vide Notice dated 11th August, 2023, through e-voting platform hosted by Central Depository Services (India) Limited (CDSL) from Tuesday, 19th September, 2023 (9:00 a.m. IST onwards) to Thursday, 21st September, 2023 (5:00 p.m. IST). Members, who could not cast their votes through remote e-voting before the Meeting, but attended the AGM, were also provided with the facility of remote e-Voting during the AGM by CDSL.

Ordinary Business

1. Adoption of Audited Standalone Financial Statements of the Company for the financial year ended 31st March 2023, the reports of the Board of Directors and Auditors thereon; and
2. Adoption of Audited Consolidated Financial Statements of the Company for the financial year ended 31st March 2023 along with the Auditors report thereon.

3. Re-appointment of Mrs. Mithla Dubey (DIN: 03597415) who retires by rotation and being eligible, offers herself for re-appointment.

4. Declaration of dividend at the rate of Rs. 2.50/- (Rupees Two and Fifty Paise only) per share on equity shares for the year ended 31st March 2023.

Special Business

5. Re-appointment of Mr. Nikhil Kuber Dubey (DIN: 00538049), as a Whole Time Director, for a period of 5 (five) years on the Board of the Company commencing from 1st May 2024 to 30th April 2029.

6. Revision in remuneration (salary and commission) of Mr. Dharendra Dubey, (DIN: 01493040), Director of M/s 3B BlackBio Biotech India Limited, Subsidiary Company to be paid by M/s 3B BlackBio Biotech India Limited, Subsidiary Company

7. Revision in remuneration (salary and commission) of Mr. Nikhil Kuber Dubey (DIN: 00538049), Director of M/s 3B BlackBio Biotech India Limited, Subsidiary Company to be paid by M/s 3B BlackBio Biotech India Limited, Subsidiary Company

The above businesses were transacted through remote e-voting and e-voting at the Annual General Meeting as required under the Companies Act, 2013 and SEBI Listing Regulations.

Mr. Praveen Kumar Rai, Proprietor of M/s. P.K. Rai & Associates, Practicing Company Secretaries, was appointed as the scrutinizer to scrutinize the remote e-voting process and e-voting process at the Annual General Meeting.

Details of voting results under Regulation 44(3) of SEBI Listing Regulations will be displayed on Company's website and shall be submitted separately to the Stock Exchanges along with Scrutinizer's Report.

Thanking you,

This is for your information and records.

Yours faithfully,
For KILPEST INDIA LTD,

Navneet
Kaur

Digitally signed
by Navneet Kaur
Date: 2023.09.22
13:20:59 +05'30'

Navneet Kaur
Company Secretary
ACS No.: 29130
Encls: as above



Dear Shareholders,

Before proceeding with the review of the financial and business results of the fiscal year 2022-23, I would like to congratulate you all for completing another successful year of the company.

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 51st Annual General Meeting of Kilpest India Ltd.

Your Company's performance on a consolidated basis for FY 22-23 is as below-

- Revenue from operations - INR 61.83 Crores / INR 618.36 Million
- Profit before tax - INR 35.30 Crores / INR 353.09 Million
- Profit after tax - INR 25.93 Crores / INR 259.37 Million
- Earnings per share - INR 34.55

Your company's accounts for the year ended 31st March 2023 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 (Molecular Diagnostics)

Our immediate response in providing for the diagnostic kits for COVID-19 pandemic substantiates the fact about the company's core competency in *in-vitro* diagnostic research, design, development, manufacturing and commercialization and also being able to respond instantly. I am extremely proud of our team who were able to come together and respond in this manner.

We understand that everyone is keen to know the future business prospects of the company, especially the molecular diagnostics business. Your company has a proven track record of speed and agility in delivering critical products, as demonstrated in its response to the COVID-19 pandemic and H1N1 (swine flu).

Our growth rate has been consistent since pre-covid period and we have been achieving a growth rate of 30-35% year on year with some exceptional spikes due to COVID which will taper off now. If we take the Non-COVID sales for the year 2022-23 of INR 44.13 Crores / INR 441.30 Million (3B Standalone), we should grow at a rate of 25% - 30%. There can be slight deviations due to surge / reduction in infections.

At the same time, a number of other R&D projects are ongoing to ensure that we develop a product portfolio that is fit for the current diagnostic trends which will also pave way towards achieving the projected growth percentage and scaling the company's business.





Exports (Molecular Diagnostics)

TRUPCR® assays have been well-accepted in over 35 countries across UK and Europe, Middle East, APAC, LATAM and United States of America. We are continuously adding new countries in our geographical portfolio.

Our continuous participation in the international tenders directly and through our distributors have helped us secure a few annual rate contracts for our assays from a few international accounts. Our exports have been regularly increasing on a rapid scale which is visible in our figures.

We are hopeful that the export figures will continue at a growth rate of 12% - 15% year on year with addition of customers and channel partners from newer markets and increase in business from existing accounts, however, the export business is subject to regulatory approvals and registrations in the respective countries which sometimes take long.

Business of the Subsidiary Company in the United Kingdom

TRUPCR® Europe Limited was established to expand the business and provide immediate support to the European customers. It has been diligently working towards fulfilling the vision of the company. I am pleased to inform that the UK Subsidiary is now ISO 13485:2016 accredited by BSI, UK.

The UK subsidiary has been regularly participating in various International Molecular Diagnostic Conferences and arranging trainings & seminars through which it has started getting traction from the EU customers. The leads from the exhibitions have also started to materialize. With a full-fledged team of Sales & Marketing, Technical Support and Research & Development, it is going to achieve greater numbers in the next calendar year.





Your Company's Strengths

Your company is a strongly R&D driven company with a well established and experienced team of R&D, sales and marketing and the largest CE-IVD approved product portfolio. With our own in-house enzyme production that gives us a competitive edge over other manufacturers in the IVD sector, we provide end-to-end solutions to our customers. We are considered as the first responders due to our agility in acting quickly in the critical times which has been proven at many times. We can launch products in a much quicker time in times of need. We have a healthy product pipeline and we will continue to identify areas of unmet need in molecular diagnostics to bring the right solutions for our customers.

Rapid Kit Business - TRURAPID®

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 have successfully completed the collaborative R&D of the Rapid Tests for Antimicrobial Resistance (AMR). The regulatory approvals are in process and soon some novel products for the Antimicrobial Resistance Testing will be launched under the TRURAPID® vertical. The Rapid Kit business has started contributing to the company's revenue in the FY 2023-24.

Next Gen Sequencing - TRUNGS®

We started working on reviving the NGS kits revalidations and also have developed of few more parameters, keeping in mind the global markets. We have launched our first NGS Panel "TRUNGS® Solid Tumor Panel" in one of the biggest molecular diagnostic conferences in Europe and it is getting leads from the market. The NGS business vertical will start contributing to the revenue in the next financial year.





Mergers & Acquisitions

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. M&A is a subjective matter, we might get a target company which could be at different phases of growth, so a fixed IRR is not possible to be visualized at the time of investment. The objective will be the growth opportunity which will unfold and reward the shareholders in the longer run with a healthy IRR.

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.

Amalgamation

The Hon'ble National Company Law Tribunal, Indore Bench vide its order dated 4th August 2023 has approved the Scheme of Amalgamation between 3B BlackBio Biotech India Ltd (Transferor Company) and Kilpest India Ltd (Transferee Company). The company has started taking up the necessary steps as per the said order to implement the Scheme of Amalgamation. The Company would like to thank all the support extended by the shareholders/ members.

Dividend

The Board of Directors of the Company are pleased to recommend a final dividend of Rs. 2.50/- i.e. per equity share of face value of Rs. 10/- each for the FY 2022-23.





Now, I request Members, who have joined the Meeting and did not cast their votes by remote e-voting and otherwise not barred from doing so, may cast their votes through e-voting system now. The voting will be allowed till 15 minutes after the conclusion of the Meeting.

The Scrutinizer will submit his report after the completion of the scrutiny of the e-Voting (votes cast during the AGM and votes cast through remote e-Voting)

I wish to end with a note of gratitude to all our valued customers, both domestic & international, for their continued support. I would like to convey special thanks to our supply and trade partners whose efforts made sure that our products were available at the right time and place. 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.

Finally, 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'.

JAI HIND





Now, we request the 2 registered speakers to ask 3 questions each.