

54th ANNUAL GENERAL MEETING OF 3B BLACKBIO DX LIMITED (FORMERLY, KILPEST INDIA LIMITED)-20260929 0637-1

4 "DHIRENDRA DUBEY _chairman" (959300096)

00:00:40.040 --> 00:00:58.950

To welcome you all to the 54th annual general meeting of three B black bio DX Limited today. We come together not only to review the financial outcome of the fiscal year 2020 05:26, but also to reflect on the milestones and we have achieved as a collective.

5 "DHIRENDRA DUBEY _chairman" (959300096)

00:00:58.950 --> 00:01:23.423

For more than 50 years, has stored a testament to resilience and innovation continually delivering high quality solutions to patient clinician and partners. This legacy has been possible only because of our employees the enduring loyalty of our customers and the state fast support of you, our team shared. We remain grateful.

6 "vivekcc" (1955106816)

00:01:23.423 --> 00:01:30.372

The company.

7 "DHIRENDRA DUBEY _chairman" (959300096)

00:01:30.372 --> 00:01:40.230

Completed the acquisition of 29th August according to the rules, we have consolidated the financial figures of course from the data of acquisition.

8 "DHIRENDRA DUBEY _chairman" (959300096)

00:01:40.230 --> 00:01:56.160

With this spirit, let us now turn our attention to an overview of the company financial performance for the year and Consolidated revenue from operation was 01:41 .9 10000000 profit after tax was 59.9 20000000.

9 "DHIRENDRA DUBEY _chairman" (959300096)

00:01:56.160 --> 00:02:16.160

Profit before tax was 76.96 earning per share is 69.94. Above figure include financials from these results not only are robust operational strategy but also the strength of our brand in a competitive market. The detail account for the year along with.

10 "DHIRENDRA DUBEY _chairman" (959300096)

00:02:16.160 --> 00:02:34.920

Have already been circulated to you with your permission, I would like to take them as read. This is the usual disclaimer. I will not read it. We can skip it. Indian business.

11 "DHIRENDRA DUBEY _chairman" (959300096)

00:02:34.920 --> 00:02:52.800

In India the company operates through three primary sales model. Tender sales, this accounts for approximately five to 7 % of total sales, greater than 22 model in this model we provide molecular diagnostic equipment to the labs of the hospital with the condition that only our assets are used.

12 "DHIRENDRA DUBEY _chairman" (959300096)

00:02:52.800 --> 00:03:10.200

These are long term contracts typically signed for a duration of minimum three years which are projected to contribute business of 20 to 25 % for this fiscal year. And coming year, currently we have over 15 contracts in place as the model ensures three to five year commitment.

13 "DHIRENDRA DUBEY _chairman" (959300096)

00:03:10.200 --> 00:03:28.560

Committed business with ensured volume it justified viability. Other supplies apart from our we sell products to hospitals and lab which is the remaining 65 to 70 % of total sale. 60 % of our sales.

14 "DHIRENDRA DUBEY _chairman" (959300096)

00:03:28.560 --> 00:03:45.660

While oncology has to contribute around 40 %. The mix will vary with growth due to competitive reasons, we do not disturb exact sales rate across individuals. The total addressable market time for the molecular diagnostic in India is estimated.

15 "DHIRENDRA DUBEY _chairman" (959300096)

00:03:45.660 --> 00:04:03.750

Approximately \$500 and we hold twelve to 15 % market share. Positioning ourselves the market leaders. The MDS industry in India is projected to grow at eight to 10 % CAGR over the next few years due to factors like increasing adoption of diagnostic.

16 "DHIRENDRA DUBEY _chairman" (959300096)

00:04:03.750 --> 00:04:23.750

Across diagnostic labs and hospital and projects. However, this note is attracting increased competition which affects pricing. Even with this we are hoping to grow at 15 20 % for FY 2027 back by our extensive product portfolio and strong market presence over the year and high quality products.

17 "DHIRENDRA DUBEY _chairman" (959300096)

00:04:23.750 --> 00:04:27.809

Accepted by customers.

18 "DHIRENDRA DUBEY _chairman" (959300096)

00:04:27.809 --> 00:04:47.809

Exports. Have gained widespread global acceptance with the presence of over 75 countries across Europe, Middle East, Africa, Asia Pacific, Latin and North America. Our international footprint has expanded significantly from 25 countries in 21.

19 "DHIRENDRA DUBEY _chairman" (959300096)

00:04:47.809 --> 00:05:06.989

Supported by a growing distribution network, new product registration, international tenders and successful customer validation. Regulatory registration remains center over expansion strategy and typically takes ten to 15 months depending on the country and the regulatory path during the year.

20 "DHIRENDRA DUBEY _chairman" (959300096)

00:05:06.989 --> 00:05:26.039

Registrations were initiated in additional countries across Latin America and India creating opportunity for further growth as approvals are received. Participating in leading international exhibitions and important part of our global market development strategy. We will selectively participate in key events aligned with our.

21 "DHIRENDRA DUBEY _chairman" (959300096)

00:05:26.039 --> 00:05:46.039

Priority market to strengthen the expand our distribution and customer network, support new market entry and create sustainable business opportunity. The export sales for the financial year 2526 were 21.41 growth compared to 17.03.

22 "DHIRENDRA DUBEY _chairman" (959300096)

00:05:46.039 --> 00:06:07.159

2425 Due to confidential reasons we do not give a country of the at present about 45 % of exports come from Europe, 25 % from 25 from 5 % of the world. This week's way shift will grow. Some of our export orders were also impacted due to the.

23 "DHIRENDRA DUBEY _chairman" (959300096)

00:06:07.159 --> 00:06:23.429

Our export growth would have been higher had this been more programmable. Maintaining this momentum, we are well positioned to further expand our international business with targeted growth projection of 2020 5 %.

24 "DHIRENDRA DUBEY _chairman" (959300096)

00:06:23.429 --> 00:06:43.429

The UK subsidiary. Sales of 1.75 million in 2526 compared to sales of 1.28 million in 2520 04:25, which is the growth of 36 %, the major sales of 85 to 90 % of Europe comes.

25 "DHIRENDRA DUBEY _chairman" (959300096)

00:06:43.429 --> 00:07:07.349

From EU and UK and ten to 15 comes from the other territories. Our UK subsidy continues to be a strong driver for the group with 7.2 % over the period of last four years with its make in India portfolio gaining steady expecting across Europe. The UK facility equipped with sales marketing technical support and D has enabled.

26 "DHIRENDRA DUBEY _chairman" (959300096)

00:07:07.349 --> 00:07:22.859

Efficient service delivery and market responsiveness. New branding coupled with improved logistics has also supported successful expansion into Latin and African market via PPE. The side.

27 "DHIRENDRA DUBEY _chairman" (959300096)

00:07:22.859 --> 00:07:39.989

ISO 1345 certification by UK enforces our commitment to quality and regulatory compliances enhancing market access and customer confidence

continued participation in global events such as SFD ACGS hasn't increased.

28 "DHIRENDRA DUBEY _chairman" (959300096)

00:07:39.989 --> 00:07:55.019

And then customer relationship and support the expansion of UK Europe and other international markets.

29 "DHIRENDRA DUBEY _chairman" (959300096)

00:07:55.019 --> 00:08:15.019

Three project continues strong growth of year for TPV positioning the UK substance part of our international expansion. We complete on 29th August and under the India's rules, we can only.

30 "DHIRENDRA DUBEY _chairman" (959300096)

00:08:15.019 --> 00:08:34.019

To Consolidate from the data so 2526 reflects only the profitable ones. For the year ending 2526, if we exclude the hat orders of 1.35 million, then the remaining sales mainly considered three segments and R and D.

31 "DHIRENDRA DUBEY _chairman" (959300096)

00:08:34.019 --> 00:08:54.019

This year we have received confirmation for a hat order of 1.41 million to be supplied in Q3 26 December last year had sales were 1.35 million also supplied in December. It's two main AMR products a big milestone that will help grow.

32 "DHIRENDRA DUBEY _chairman" (959300096)

00:08:54.019 --> 00:09:15.049

The market. They have also started working on a US FDA registration for which will take one to two years. This opened the big US market opportunity with sales expected to start in 2728 and will also help into the other recognizing markets. So to summarize, will grow by five to ten.

33 "DHIRENDRA DUBEY _chairman" (959300096)

00:09:15.049 --> 00:09:38.509

Percent with flat Ada in 2627, and in 2728 they will grow by 10 % with slightly positive. Transition to IVR. Europe remains an important market for our diagnostic business and therefore our transition to the new European IVDR regulatory framework continues to be continues to be a key priority for the.

34 "DHIRENDRA DUBEY _chairman" (959300096)

00:09:38.509 --> 00:09:55.049

Over the last few years we have been systematically preparing our product portfolio for this transition. The required agreement is in place and we have implemented an idea.

35 "DHIRENDRA DUBEY _chairman" (959300096)

00:09:55.049 --> 00:10:11.549

In November 25, we successfully completed the conducted by BSI, which was an important milestone in our certification process. IVR provides a transmission period for eligible devices until.

36 "DHIRENDRA DUBEY _chairman" (959300096)

00:10:11.549 --> 00:10:30.149

31st 28 December Subject to fulfillment of the prescribed conditions we have progressed in line with these requirements and have completed the applicable activity within the required time. Our focus now is on completing the ongoing technical evaluation and.

37 "DHIRENDRA DUBEY _chairman" (959300096)

00:10:30.149 --> 00:10:50.149

Well selected products, we see this not only as a regulatory requirement but also as an important long term investment in our European business. Certification will support.

38 "DHIRENDRA DUBEY _chairman" (959300096)

00:10:50.149 --> 00:11:12.599

Okay, so continual market access strengthen the credibility of run and provide a stronger framework from expanding our business across Europe. What sets us about largest CIVD Indian IBD product range with over 01:20 pcrss developed.

39 "DHIRENDRA DUBEY _chairman" (959300096)

00:11:12.599 --> 00:11:35.539

And commercially available, highly experienced strong and well retained team including PhDs and our production R and D QC and sales and marketing, only Indian diagnostic company to have a subsidiary in UK and Belgium establishing our credible credibility globally. All the sites India, UK, Belgium are ISO 13485.

40 "DHIRENDRA DUBEY _chairman" (959300096)

00:11:35.539 --> 00:11:52.199

UK defining the strong quality management system the company follows, we deliver orders in the shortest turnaround time. Technical support in the same time zone available to the end users both India and EU customers.

41 "DHIRENDRA DUBEY _chairman" (959300096)

00:11:52.199 --> 00:12:12.199

Giving us an edited advantage over competition, only molecular company globally to integrate offering of rapid natural flow and NGS solution and covering the entire solution in its two sense. R and D with our team will.

42 "DHIRENDRA DUBEY _chairman" (959300096)

00:12:12.199 --> 00:12:40.009

Through our containers launching new essay Due to cannot discuss these details. However, these new essay help in maintaining our growth rate of 15 20 %. We have started with approximately 10016 and now have 35 assets which are giving. Although we have more than 01:20.

43 "DHIRENDRA DUBEY _chairman" (959300096)

00:12:40.009 --> 00:13:01.609

Our R and D doesn't stop at development only. We continuously improve our asset sensitivity specificity and workflow efficiency based on the performance data. We are doing sustained with hearing growth of 46 % in 2020 05:26 our R and D spend was 3.5 % of revenue compared to 2.58.

44 "DHIRENDRA DUBEY _chairman" (959300096)

00:13:01.609 --> 00:13:18.809

In 2425, which we plan to increase further this year. NGS vertical with the true NGS, our main intent was to be technologically relevant so that we can offer all the molecular diagnostic solution to our customers under one rule.

45 "DHIRENDRA DUBEY _chairman" (959300096)

00:13:18.809 --> 00:13:38.809

Now we have a good grip of the on the however, commercialization is challenging as the field is highly competitive and labs try to make their own kits homebrew, which is an old methodology and used in PCR as well. Through NGS is focused on very niche products in this segment and we do not expect major high growth.

46 "DHIRENDRA DUBEY _chairman" (959300096)

00:13:38.809 --> 00:14:00.919

However, it will be gradual right? Continuing our journey for R and D Our team has been working on the development of.

47 "DHIRENDRA DUBEY _chairman" (959300096)

00:14:00.919 --> 00:14:22.489

The products under this segment have been commercially launched in Q3 2526 although it's in very initial stage and sale is dominal. By leveraging this capability of DDPCR, our new team has a opportunity to develop innovative essence that.

48 "DHIRENDRA DUBEY _chairman" (959300096)

00:14:22.489 --> 00:14:43.769

Address key challenges in healthcare and biotechnology. This could lead to deliverable diagnostic tools with significant intent of disease detection, treatment monitoring and research advancement. Now with bigger font size available, our focus is to do MNA in USA as 1st reference as it is the biggest market for molecular diagnostic.

49 "DHIRENDRA DUBEY _chairman" (959300096)

00:14:43.769 --> 00:15:00.659

Although we are also looking across other markets. Now we can get bigger and the profitable company with our new bigger budget. We have few consultants who have been assigned to search for companies. As M and A processes long, it takes time to find suitable company.

50 "DHIRENDRA DUBEY _chairman" (959300096)

00:15:00.659 --> 00:15:17.609

We are focusing to keep this vision for the next two years and if we do not find a suitable company in this time, then we will rethink the strategy for MNA and fund utilization. Dividend the board of directors of the company are pleased to recommend the final dividend of these five that is.

51 "DHIRENDRA DUBEY _chairman" (959300096)

00:15:17.609 --> 00:15:37.319

Well, on the face value of ₹10 I would like to avoid members president of the meeting who have not yet passed their votes via remote e voting.

52 "DHIRENDRA DUBEY _chairman" (959300096)

00:15:37.319 --> 00:15:57.319

And who are eligible to do so, who participate in the e booting process now. Voting will remain open for 15 min following the conclusion of the meeting. The scrutinizer will provide a report after completing the scrutiny of both the votes passed during AGM and those submitted by as we conclude I extend my artfield gratitude to all our valued customers.

53 "DHIRENDRA DUBEY _chairman" (959300096)

00:15:57.319 --> 00:16:27.439

For their support. A special thank gos to our supply and great partners for ensuring the timely availability of our products. We also appreciate the continuous support from the government of India Ministry of Health and the government of collaborating with our initiatives. Lastly I would like to thank all of our share stakeholders. Your support is right in helping us build a self sufficient company and in achieving the vision of.

54 "DHIRENDRA DUBEY _chairman" (959300096)

00:16:27.439 --> 00:16:49.489

Now we requested to raise the speaker to ask three questions.

55 "DHIRENDRA DUBEY _chairman" (959300096)

00:16:55.529 --> 00:17:22.732

So, I think the speakers are not here?

56 "Tech support" (921753856)

00:17:22.732 --> 00:17:37.887

So can you please say our name, say in name of speakers?

57 "DHIRENDRA DUBEY _chairman" (959300096)

00:17:37.887 --> 00:17:43.693

Mr. Rowan and.

58 "Tech support" (921753856)

00:17:43.693 --> 00:17:48.993

1 min.

59 "DHIRENDRA DUBEY _chairman" (959300096)

00:17:48.993 --> 00:18:03.052

Or you can keep the chat box open if there is any shareholder who wants to put it on the is here.

60 "Tech support" (921753856)

00:18:03.052 --> 00:18:06.950

Rohan Patel sir, you can speak now.

61 "DHIRENDRA DUBEY _chairman" (959300096)

00:18:06.950 --> 00:18:09.511

But he's on mute.

62 "Rohan Patel " (990977280)
00:18:09.511 --> 00:18:11.710
Hello? Am I audible.

63 "DHIRENDRA DUBEY _chairman" (959300096)
00:18:11.710 --> 00:18:13.453
Yeah, yeah, yeah. Yeah.

64 "Rohan Patel " (990977280)
00:18:13.453 --> 00:18:28.251
Good Morningraji and respected board members. If you can just confirm that I have already sent, you know, the questions beforehand only, detailed list of questions. Yeah, yeah.

65 "DHIRENDRA DUBEY _chairman" (959300096)
00:18:28.251 --> 00:18:32.010
Try to cover most of the questions in the presentation, you know.

66 "Rohan Patel " (990977280)
00:18:32.010 --> 00:18:41.949
Yes sir, but you know there are some questions for which, you know, if possible from your end I wanted a more in depth answer and granularity.

67 "DHIRENDRA DUBEY _chairman" (959300096)
00:18:41.949 --> 00:18:53.892
Which which are like for confidentially needed, we do not disclose the individual essays or individual market percentage. That is the reason you know.

68 "DHIRENDRA DUBEY _chairman" (959300096)
00:18:54.536 --> 00:19:04.831
Okay. Do you have any specific after hearing the presentation, if you have anything that you feel is this thing because I tried to covered everything.

69 "Rohan Patel " (990977280)
00:19:04.831 --> 00:19:22.019
Okay, ok then there are like three questions which you know I want to answer beyond something that you have covered. Sir, one thing is that now we have forwarded into, you know, sample to answer and POC machine. So I see we have not forwarded Sample to answer we are doing.

70 "Rohan Patel " (990977280)
00:19:22.019 --> 00:19:56.870
Yes, so you know I just wanted to understand what is the expected launch timeline, how much will our addressable market will increase from current 400 to 600 current opportunity? How will we compete with the legacy players and also players that have strong government and government relationship, and what kind of inquiries and leads currently do you have and what is the target you are set on, you know, number of machine, the revenue, the reagent business that can be generated from, you know, F 05:27 or F 05:20 to 29 if you can give us any color on that.

71 "DHIRENDRA DUBEY _chairman" (959300096)

00:19:56.870 --> 00:20:03.929

Actually, the sample to answer which is under we are validating it.

72 "DHIRENDRA DUBEY _chairman" (959300096)

00:20:03.929 --> 00:20:21.329

So, it's a long process 1st we validate when we go to registration. Once it is registered, then we approach the government institutes or the private labs who would want to use it.

73 "DHIRENDRA DUBEY _chairman" (959300096)

00:20:21.329 --> 00:20:37.829

So, the addressable market for sample to answer basically the open system is like 500 to 600 and sample to answer should be like maybe 300 plus minus. It's very difficult to quantify.

74 "DHIRENDRA DUBEY _chairman" (959300096)

00:20:37.829 --> 00:20:55.169

So there are you know like HBV, hepatitis B, hepatitis C, HIV, which are more volumising. So once after the validation.

75 "DHIRENDRA DUBEY _chairman" (959300096)

00:20:55.169 --> 00:21:10.859

It can take up to a year or so, you know, doing validation and then taking registration from CDSCO. Then we will pitch it for government tenders and the big labs who are using sample to answer machine, and that is the time after one year.

76 "DHIRENDRA DUBEY _chairman" (959300096)

00:21:10.859 --> 00:21:26.249

When we can start approaching and we currently this market is dominated by Roche or there's another company called gray falls. So definitely they are there with strong football.

77 "DHIRENDRA DUBEY _chairman" (959300096)

00:21:26.249 --> 00:21:41.572

Once we have the validation, then we will try to push push ourselves and see how we can make in roads. So once we reach that point, that is the time we can think about that strategy, you know?

78 "Rohan Patel " (990977280)

00:21:41.572 --> 00:22:10.212

Got it. So, just to confirm like you expect FI 28 to be here where you start you know, creating the validation and registration mostly. So can we see the the business starting reflecting in our financials from FI 29 kind of a thing this business starting. Yeah. And sir, also I wanted to, yeah, yeah. Sorry.

79 "DHIRENDRA DUBEY _chairman" (959300096)

00:22:10.212 --> 00:22:11.852

Hey.

80 "Rohan Patel " (990977280)

00:22:11.852 --> 00:22:31.879

Yes, I also wanted to, you know, get sense on how the competition is, you know, intensifying or decreasing for us in our international business for, you know, three P TPE for our three PCR and for our domestic.

81 "Rohan Patel " (990977280)

00:22:31.879 --> 00:22:35.528

Business also, the UK market and Indian market.

82 "DHIRENDRA DUBEY _chairman" (959300096)

00:22:35.528 --> 00:23:20.252

Competition is always there and companies keep coming. Competition after COVID and molecular has been around. So every company is there and it is not that suddenly a lot of companies, new companies are coming up. The companies which are already there for last two, three years, they are the ones who are competing. So sometimes we will sometimes they will, so it's a part like a standard business and competition, new players are not coming immediately. Last two, three years whatever players were already there, they are the ones who are there and competing.

83 "Rohan Patel " (990977280)

00:23:20.252 --> 00:23:30.206

Okay, but is it that it has materially increased where for from last one year or two years where you know our margins and realizations have got squeezed or something like that?

84 "DHIRENDRA DUBEY _chairman" (959300096)

00:23:30.206 --> 00:23:55.309

Which can our business. If you see our margin, we are like getting reduction by approximately 2 %, two and a half percent each year. So some tests which are very high volume there these small time players come and they give code very low rates. But because we have a huge product mix, we have the high multiplex pcrrs, we have oncology assets.

85 "DHIRENDRA DUBEY _chairman" (959300096)

00:23:55.309 --> 00:24:14.279

So those essays with high squeeze we don't induct or probably take a backseat. But then we have an asset that we have a large portfolio. So labs which are asking for large portfolios they even accept our, those products, you know?

86 "DHIRENDRA DUBEY _chairman" (959300096)

00:24:14.279 --> 00:24:41.927

So competition is there, it does affect certain places like tenders, but our overall growth of 15 20 % for this year and hopefully next year also will continue and the margin squeeze will not be so much. It would be a one or two product oriented, but we have a lot of product range which can take care of this competition.

87 "Rohan Patel " (990977280)

00:24:41.927 --> 00:25:15.585

Got it. And if you just allow me the last set of question, last question, which is related to, you know, our UK business of TPE. I just want to understand and get a sense on, you know, what portion of TPE current sales comes from products that we have sold to them, the Indian entity

has sold to them and how do you expect this share to evolve over next two, three years? And if you can give us a rough idea of at what margin do we sell to TP and how the overall value chain margin splits between three B and TP?

88 "DHIRENDRA DUBEY _chairman" (959300096)

00:25:15.585 --> 00:25:37.349

So I will not go into that detail of value chain of TP. So you see that we export in bulk the reagents to TP. We have a margin in that and then PPE has its own margin on that and the products are building ok because they manufacture from the reagents that we send to them.

89 "DHIRENDRA DUBEY _chairman" (959300096)

00:25:37.349 --> 00:25:57.349

And, they have a margin, but because they have they have a huge expensive in terms of percentage because of the UK salaries and other things, their beta margin is very low, something around eight to 10 %. Our exports overall 50 % export is going to two PCR Europe.

90 "DHIRENDRA DUBEY _chairman" (959300096)

00:25:57.349 --> 00:26:03.211

So our margin is there within our entire margin quarter.

91 "Rohan Patel " (990977280)

00:26:03.211 --> 00:26:22.090

Okay, so we are selling at the same price to them as we are selling to our domestic customer or is that more or less ok ok yeah ok ok ok thanks thanks for answering patiently and you know. And sir.

92 "DHIRENDRA DUBEY _chairman" (959300096)

00:26:29.732 --> 00:26:36.989

I'm good here.

93 "Tech support" (921753856)

00:26:36.989 --> 00:26:44.452

So can I unmute Misterdubai?

94 "DHIRENDRA DUBEY _chairman" (959300096)

00:26:44.452 --> 00:26:52.833

No NO NO NO.

95 "Tech support" (921753856)

00:26:52.833 --> 00:26:54.733

Okay, sir.

96 "DHIRENDRA DUBEY _chairman" (959300096)

00:26:54.733 --> 00:27:08.129

If he's there, yeah, yeah, he's there.

97 "Aditya Khandelwal" (2046312192)

00:27:08.129 --> 00:27:09.763

Hello. Hello. Am i audible?

98 "DHIRENDRA DUBEY _chairman" (959300096)

00:27:09.763 --> 00:27:12.770
Yeah so firstly, there is some.

99 "Aditya Khandelwal" (2046312192)
00:27:12.770 --> 00:27:21.253
I think issue with your audio because your voice is coming at very low levels. If the tech team can confirm.

100 "DHIRENDRA DUBEY _chairman" (959300096)
00:27:24.972 --> 00:27:35.210
May I also?

101 "DHIRENDRA DUBEY _chairman" (959300096)
00:27:43.814 --> 00:27:49.351
The royalty presentation will be shared with the so you will get it from there.

102 "Aditya Khandelwal" (2046312192)
00:27:49.351 --> 00:27:55.429
Hello sir. Okay sir, sir, just wanted one clarification. So we are institutional investors.

103 "Aditya Khandelwal" (2046312192)
00:27:57.470 --> 00:28:04.492
I just wanted to know how can we reach you to for a personal meeting with you one on one?

104 "DHIRENDRA DUBEY _chairman" (959300096)
00:28:04.492 --> 00:28:32.973
Once the Q2 results are all you can join that phone call. After that you can send an email and we will inform to you. We normally do two three calls after the Q3 or Q2 results with. So we will definitely look into your request also.

105 "Aditya Khandelwal" (2046312192)
00:28:32.973 --> 00:28:35.552
Hey or company secretary go email ahead.

106 "Aditya Khandelwal" (2046312192)
00:28:38.470 --> 00:29:07.693
Those are both questions there, firstly sir, just wanted to, you know, understand about the strength of our company. So whenever any company is manufacturing essays, so what helps the company, you know, differentiate from its peers? So is it selection and manufacturer of primers, probes, enzymes or any other thing? So how does one company differentiate from another in this industry?

107 "DHIRENDRA DUBEY _chairman" (959300096)
00:29:07.693 --> 00:29:26.419
Okay, product to product quality is the 1st differentiator. So we have probably got a good name now over the last ten years. So people cast us.

108 "DHIRENDRA DUBEY _chairman" (959300096)
00:29:26.419 --> 00:29:49.529

So when we when we they buy a new product which we launched, they know that yes, this product will do, but still they do the validation and the validations are very stringent by the labs hospitals. So that is the 1st thing. You have to have a very good quality product. Then you have to have tech support, then you have to have fast supply of cases.

109 "DHIRENDRA DUBEY _chairman" (959300096)

00:29:49.529 --> 00:30:04.865

Quality, tech support, fast supply of kids. These are the major differentiator, and then you keep on evolving with the request and you make out make develop new products. So this is the main thing.

110 "Aditya Khandelwal" (2046312192)

00:30:04.865 --> 00:30:28.249

So I'll ask the last question and then probably one on one your call I'll ask you for the questions. So lastly this in two PCR our revenue growth has been increasing pretty fast. So just wanted to understand what is leading to this high growth. So is it because we are low cost manufacturer, we are manufacturing the reagents from here and.

111 "Aditya Khandelwal" (2046312192)

00:30:28.249 --> 00:30:37.533

We are selling there, so we are the lowest cost manufacturer. What is helping us grow over there? Because there will be players there already who will be supplying the assays.

112 "DHIRENDRA DUBEY _chairman" (959300096)

00:30:37.533 --> 00:31:11.869

Then I say competitive pricing compared to the multinationals. And started from a very low base. So last year was 1.75 million, which is not very high. So that's the reason you started with 400 K And then now you are now at 1.7 K So percentage wise it is showing a big jump, but it's not a very big number. It's basically the quality of the product of the.

113 "DHIRENDRA DUBEY _chairman" (959300096)

00:31:11.869 --> 00:31:45.834

Wherever our product was validated with the multinational competitors, they found our product to be performing exactly the similar or maybe better. Then we are having the office in UK, so the UK customers, Spain customers, France, they, they were very comfortable because they were getting products in made in UK and from the same time zone. The tech support was available to them. So these all things quality tech support in the team's made in UK, product is very good, timely supplied. So this all is helping in to getting the growth.

114 "Aditya Khandelwal" (2046312192)

00:31:45.834 --> 00:31:50.589

And pricing difference, what would it be pricing difference.

115 "DHIRENDRA DUBEY _chairman" (959300096)

00:31:50.589 --> 00:31:57.732

MNC is selling ₹400, we are selling probably at 8590.

116 "Aditya Khandelwal" (2046312192)

00:31:57.732 --> 00:32:04.994

Sure. I have some few questions but I'll probably ask you in the.

117 "DHIRENDRA DUBEY _chairman" (959300096)

00:32:04.994 --> 00:32:22.289

Yeah yeah definitely if any shareholder has got some question, he can put on the chat box.

118 "DHIRENDRA DUBEY _chairman" (959300096)

00:32:22.289 --> 00:32:39.929

Otherwise we will end the meeting in next 5 min with a vote of thanks to all the attendees.

119 "DHIRENDRA DUBEY _chairman" (959300096)

00:32:46.499 --> 00:33:01.649

If you see the PPT I have already clearly mentioned NGS we have developed niche products to be technologically relevant.

120 "DHIRENDRA DUBEY _chairman" (959300096)

00:33:01.649 --> 00:33:19.679

NGS is very competitive, it's not profitable and labs make their own tests. And NGS basically the major revenue comes from whole genome sequencing, which we don't do because it's like you lose money in that.

121 "DHIRENDRA DUBEY _chairman" (959300096)

00:33:19.679 --> 00:33:39.679

So we do targeted panels with just to remain technologically relevant. Same as with DDPCR also, so that we remain technologically relevant. We have developed essay on DDPCR because the chemistry have to be used of the machine provider. That is where the margins get squeezed.

122 "DHIRENDRA DUBEY _chairman" (959300096)

00:33:39.679 --> 00:33:54.959

For these two technologies, they have their own benefit, so we have to be technologically relevant, but they are not going to be our main drivers and they are not profitable to any company.

123 "DHIRENDRA DUBEY _chairman" (959300096)

00:34:10.859 --> 00:34:26.759

So now as what new I told you we will not give details of the exact essays that we have launched. It's all that new sas, which we launch, they.

124 "DHIRENDRA DUBEY _chairman" (959300096)

00:34:26.759 --> 00:34:46.229

Continue to help us in getting this 15 to 20 % growth. So they keep on adding 4 % 5 % of the new revenue, other essays also keep growing and we don't give exact details of which essay is launched as of now due to competitive reason.

125 "DHIRENDRA DUBEY _chairman" (959300096)

00:34:50.969 --> 00:35:10.199

Okay, I think we can end the meeting now so I thank you all the members and attendees for attending this meeting of three people and I look forward to your support.

126 "DHIRENDRA DUBEY _chairman" (959300096)

00:35:10.199 --> 00:35:16.576

As always, thank you a lot.