



## KILPEST INDIA LIMITED

REGD. OFFICE & FACTORY :

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

Tel : 91-755 2586536, 2586537

FAX NO. : 91-755 2580438

E-mail : kilpest@bsnl.in

Visit us at : www.kilpest.com

kilpestbpl@yahoo.co.in

CIN : L24211MP1972PLC001131

February 5, 2021

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

Dear Sir/Madam,

Please find the enclosed herewith Investor's Presentation / Company Update of Agrochemicals and Diagnostic Kits (Health Care) for your information and necessary action.

Thanking you,  
Yours faithfully,  
For KILPEST INDIA LTD,

Nikhil Kuber Dubey  
Whole Time Director  
DIN: 00538049

Encl: a/a



Farmer's Trusted Agro-Input Partner for 48 Years



Reliable and Affordable Healthcare Diagnostic Solutions

# INVESTOR PRESENTATION

## Feb' 2021

## Safe Harbour

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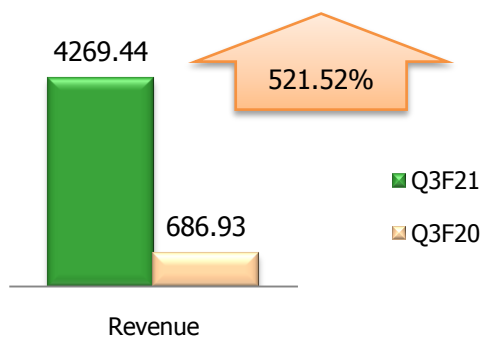


## Business Overview and Strengths

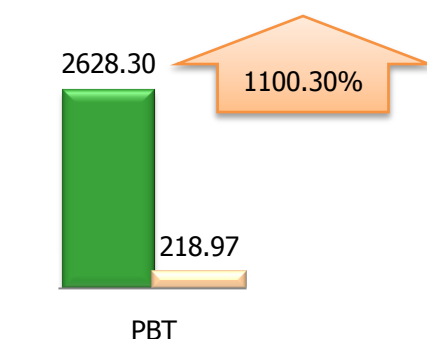
Experienced team & state of the art facility located in the center of India - with GST implementation this should give a boost to the company

- 48 yrs old Pesticide Formulation Company, well established in central India, strong brand equity in central India especially in Madhya Pradesh and Chhattisgarh.
- Strong distribution reach through depot and dealers in Central India.
- Company continuously developing Bio-Fertilizers and Bio-Pesticides. Bio-Fertilizers are expected to do well in market due to emphasis on organic farming.
- Company – one of the leading / trusted supplier in public health in various Government Departments like Ministry of Defence DGST New Delhi, MP State Warehousing & Logistics Corporation, Central Warehousing Corporation, Ministry of Health & Family Welfare and other State Government Departments and various Delhi Municipal Corporations.
- The Company's in-house R&D was granted recognition by Govt. of India, Ministry of Science & Technology, Department of Scientific and Industrial Research (DSIR), New Delhi in 2009.
- Company has over 8 products registered in Bangladesh and is exporting regularly to several Bangladesh manufacturers in bulk.
- Company has products approved in Afghanistan, Nepal, Jordan where company exports on demand.
- With proceeds of preferential issued company has reduced its debt position substantially. And the working capital limit further will be reduced to Rs 1.00 crore by the end of March 2021.

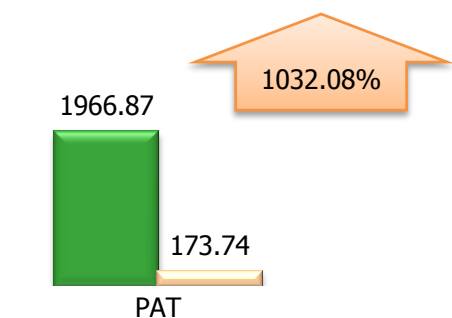
## Financial Performance : Key Highlights



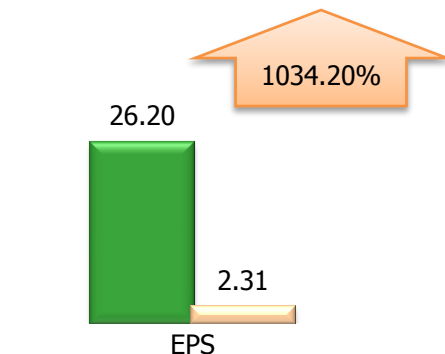
**CONSOLIDATED**



**CONSOLIDATED**



**CONSOLIDATED**



**CONSOLIDATED**

KILPEST (Consolidated)	Q3F21	Q3 FY20
Net sales	4269.44	686.93
Profit before tax	2628.30	218.97
Profit after tax	1966.87	173.74
Paid up Equity share capital	750.81	750.81
Reserves	1636.39	727.64
Earnings Per Share (Rs.)	26.20	2.31

KILPEST (Standalone)	Q3F21	Q3 FY20
Net sales	282.58	285.74
Profit before tax	73.45	1.02
Profit after tax	59.32	0.82
Paid up Equity share capital	750.81	750.81
Reserves	495.09	486.21
Earnings Per Share (Rs.)	0.79	0.01

*Rs. In Lakhs*

## Present Market Overview/Outlook

- Sales during the first nine months remains static for agrochemicals due to COVID-19 Lockdown
- Company will continue to focus on Public Health/warehousing sector and exports. As due to COVID-19, Private agriculture market is uncertain, and management doesn't want to increase financial exposure due to uncertainty.

Detailed Presentation for the subsidiary follows:



Since 1972

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



**3B** BlackBio Biotech **India Ltd.**

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

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





## From the house of KILPEST India Ltd.

**3B BlackBio Biotech India Limited** has become India's leading healthcare company specialized in the development of molecular biology fine-chemicals as tools for diagnostic/ pathology segment of healthcare.

The Company is **CDSCO Licensed, ISO 13485:2016 certified, GMP compliant biotech R&D organization** and engaged in "*design, development, manufacturing and commercialization of PCR & NGS based Molecular Diagnostic kits, PCR Enzymes & PCR Reagents*".

On 11<sup>th</sup> May 2018, 3B BlackBio Biotech was honored with prestigious **National Award** for technology innovation from honorable President of India.

We proudly announce ourselves as the first company in India to get the **USFDA approval** for our **TRUPCR® SARS-CoV-2 RT-qPCR Kit**.



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

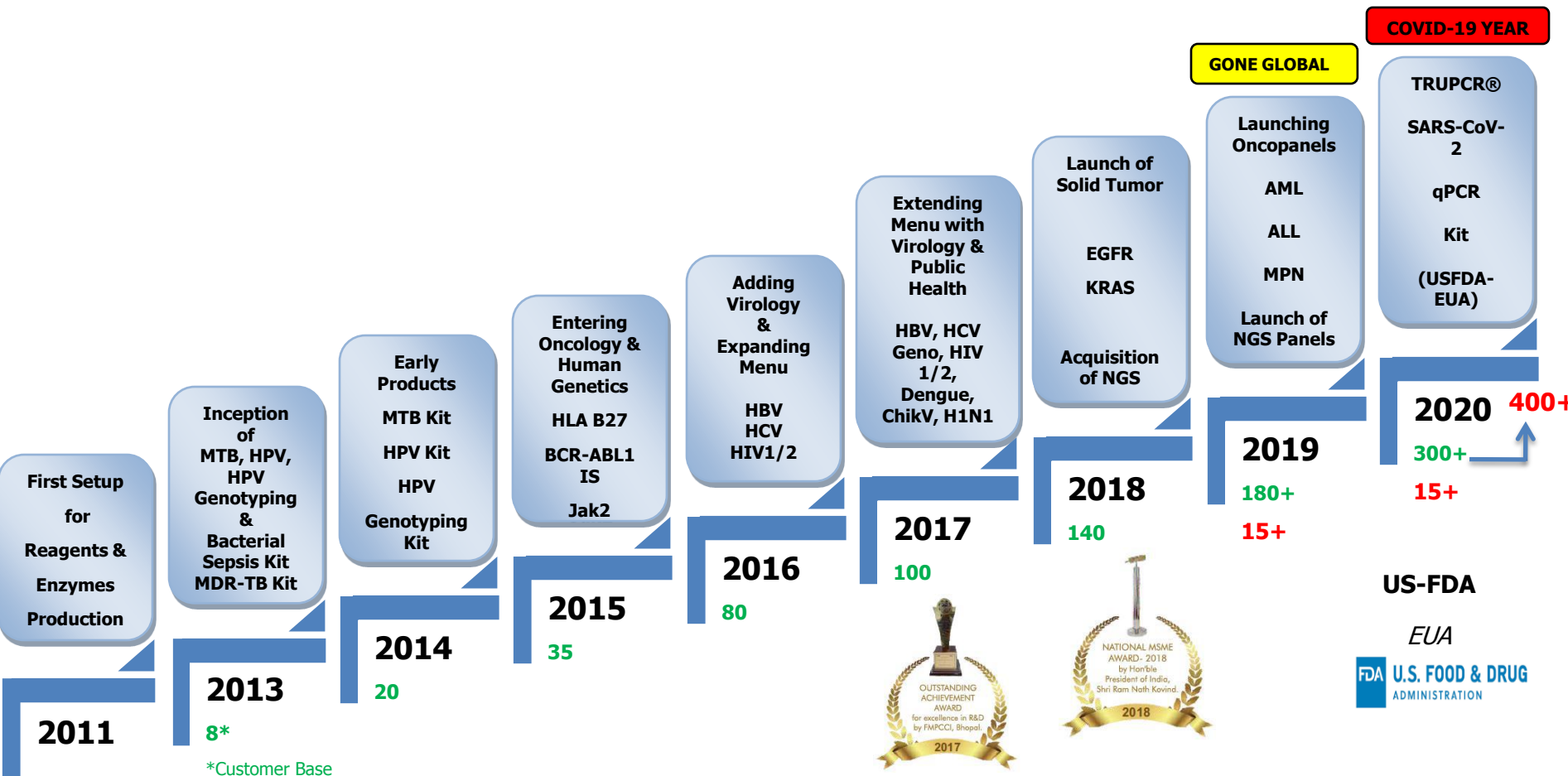
### **Vision**

Reliable and affordable healthcare solutions for all

### **Mission**

3B BlackBio Biotech (I) Ltd. with its **TRUPCR®** brand of products is committed to **design and develop molecular diagnostics products** of superior quality and value that continuously **improves the patient's life**. We focus on providing **growth opportunities** to our **customers, employees, associates, channel partners and all other stakeholders**. We strive to deliver leading technology, competitive pricing, best service and technical support to our **customers**.

# Timeline & Milestones

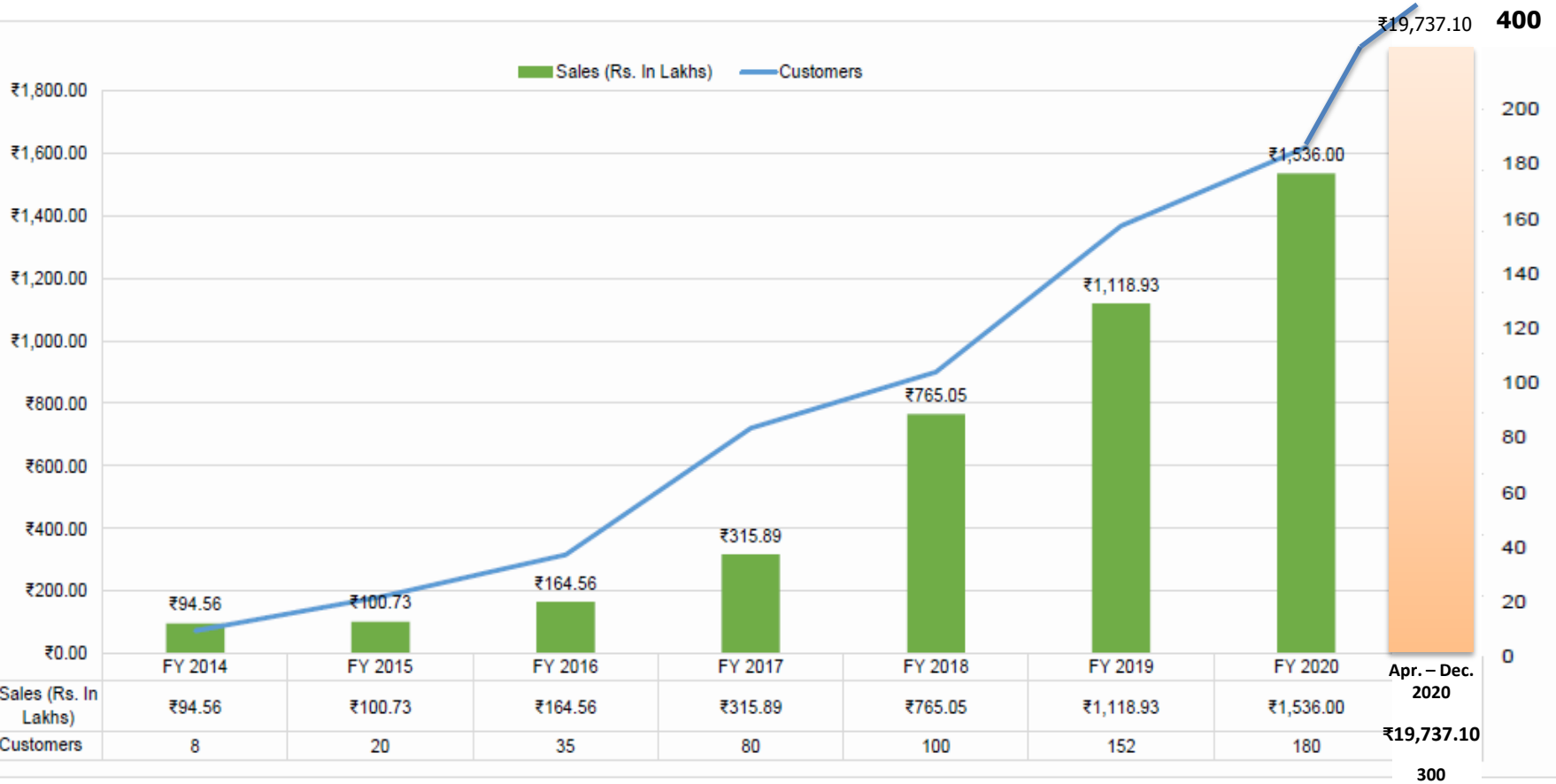


\*Customer Base



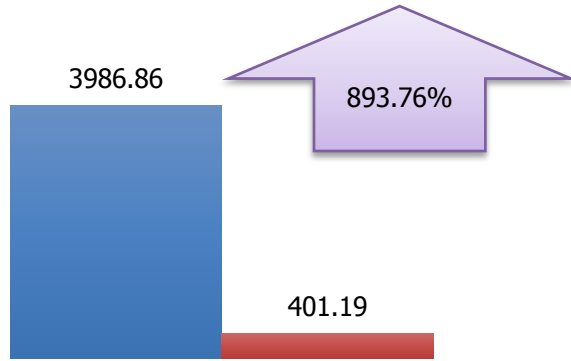


# Growth Canvas

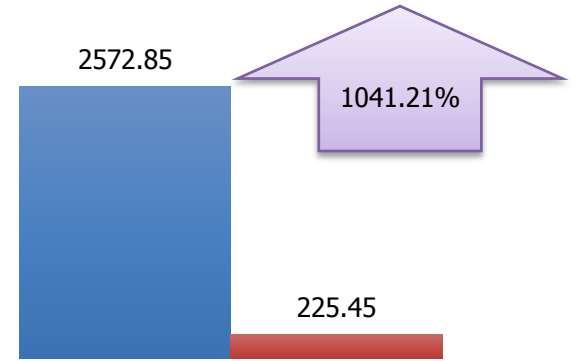




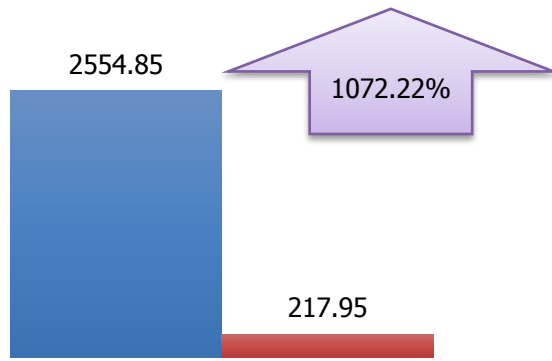
# Financial Highlights Q2-FY21



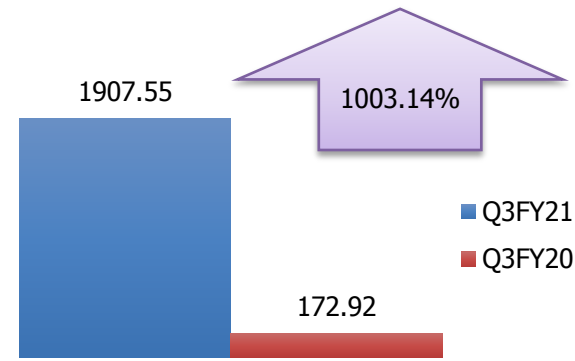
**Revenue**



**EBITDA**



**PBT**



**PAT**

■ Q3FY21  
■ Q3FY20

*Rs. In Lakhs.*



## Events related to COVID -19

1. The company got approval from ICMR on 2nd April, 2020 and license from CDSCO on 4th April, 2020 for selling RT-PCR Kit for COVID-19, under its brand name TRUPCR® SARS-CoV-2 RT qPCR Kit (Real-Time PCR based detection of SARS-CoV-2 virus) Version 2.0, This test comes with robust endogenous internal control in both testing tubes making it one of the most reliable tests currently available in the market.
2. The company also launched in June 2020, its single tube multiplex assay for TRUPCR® SARS-CoV-2 RT qPCR Kit (Real-Time PCR based detection of SARS-CoV-2 virus) Version 3.2. This test also comes with robust endogenous internal control making it one of the most reliable tests currently available in the market and has been accepted very well by the users.
3. **On 19th June 2020, 3B Blackbio Biotech India Ltd. becomes first ever Indian molecular diagnostics company to receive US FDA (EUA).**
4. **Even with the tough competition, the company has been able to sell over 6 million tests till date, which is a big milestone and a matter of pride for the company as we were able to serve the nation in this situation of pandemic.**
5. Despite severe competition and numerous suppliers, still we are trying to maintain our position in the market, and we are one of the most preferred brands having largest customer base in the country.

## Business Outlook

Due to COVID-19, nationally and internationally, number of Molecular Diagnostics Labs have increased manifolds, but with COVID-19 infections potentially decreasing in 2021, lot of labs might shut down due to non-viability, still there would be substantially more labs than in 2019. Although we already have more than 400 customers, we would be aggressively pitching to add new customers. We aspire to offer reliable & better customer experience and support to gain the edge over our competitors. In the coming year, our main area of focus would be exports once the restrictions are lifted.

## Exports

In 2019-20 our exports were INR 6.55 million yearly. Post COVID in 2021-22, we expect to focus more on increasing exports as the potential is untapped and our efforts have started bearing fruits. We expect to be able to achieve good growth in this area and achieve export sales between INR 60-80 million (without COVID). This is based on assumptions that the Government will allow quarterly license window post March'21 or remove restrictions completely. Currently we have applied for the license in the window which opened at the end of January 2021. Even though the export quota has been increased, it would not help us much for export of COVID Kits now, as most of the labs across the world have identified their suppliers in the early months of 2020. Still we are trying and hopefully will be able to secure a few accounts.

## Utilization of Funds

We are looking for options to acquire a company in similar business areas to get inorganic growth in FY22 and onwards. We will only go for the acquisition if it makes financial sense and meets our internal IRR criteria. We would also be looking at share buyback in FY22/23 if we are unable to secure a desired acquisition candidate. Our aim is to create maximum value for our shareholders.



## Amalgamation

The process has been started and application has also been filed with BSE, queries have been received and are being replied to. The process including NCLT order should be completed in FY22.

## Dividend Payment

We will continue with payment of dividend policy as per previous years with increasing trend. This year due to increased profits, it will be higher & shall be paid once as full and final dividend payment.

## COVID-19 Scenario

**INDIA:** In the month of Jan, although we sold 4.93 lac tests with average realisation of INR 95.00, the average daily numbers have dropped down to 10K to 12K. It should further reduce and maybe it continues with average monthly number of 1 lac to 1.5 lac with average rate ranging around INR 90.00 for another few months.

**EXPORTS:** We are taking licence for 90 days validity (valid from mid Feb to mid May ) visualising some demand in the US/UK which is subjective to disease scenario/our product acceptability in the labs, as they would need to shift from there existing kit supplier - still we feel that we could do some sales in next 3-4 months. But it would be difficult to give numbers.





## New Business Verticals

The company's vision is to focus on new verticals to continue on the path of business growth.

R & D

**TRUNGS<sup>®</sup>**

Although, NGS development work had picked up pace during Pre-Covid months, however, due to COVID-19, the work came to a halt. Now it is being reinitiated, so it should take atleast 2-3 quarters to come to a commercialisable stage.

**TRURAPID<sup>®</sup>**

TRURAPID<sup>®</sup> is based on the lateral flow technology in which we are developing tests for COVID and other parameters. The products are at the advanced stage of R&D. We hope that in Q1/Q2 of FY21-22, the product will be ready for commercialization.



## Our Beneficiaries

### FOR PATIENTS

#### CLINICALLY VALIDATED

TRUPCR® kits are calibrated to WHO standards and clinically validated on wide variety and numbers of samples.

#### RELIABLE

TRUPCR® kits are developed, standardized and validated following international recommendations and guidelines.

### FOR LABORATORIES

#### PRECISE

TRUPCR® offers highly sensitive and precise qPCR assays as indicated by minimum variability of replicates and multiple studies.

#### ACCURATE

TRUPCR® offers highly specific and robust qPCR assays as indicated by highly reproducible results with multiple studies.

#### ALL-INCLUSIVE KITS

Our assays include all the reagents required for the test for optimized results including DNA / RNA extraction kit.

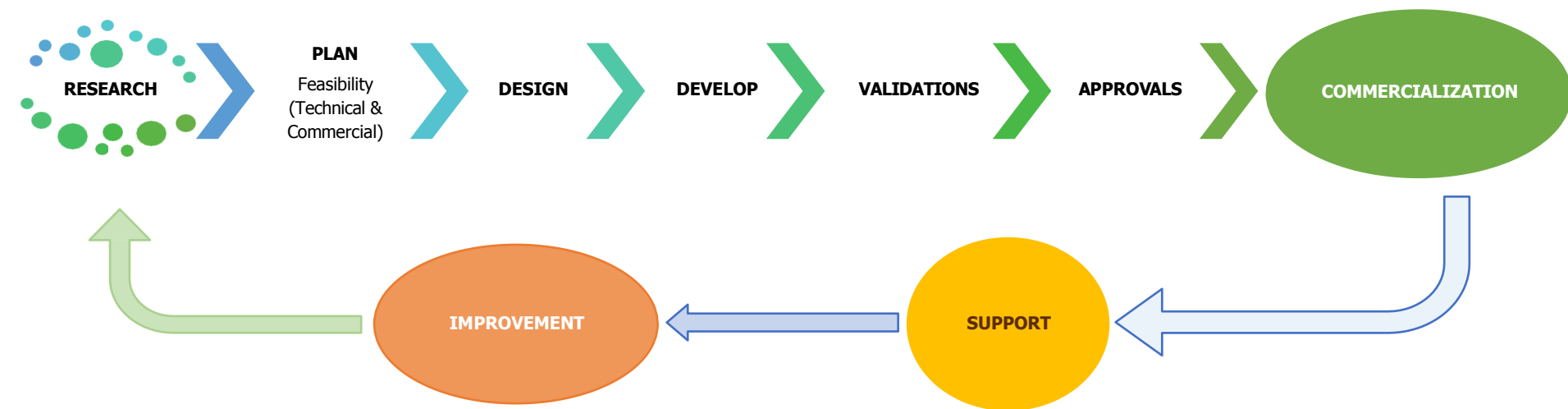
#### EASY WORK FLOW & QUICK ANALYSIS

Our assays offer simplicity in reaction setup & analysis.

#### OPEN SYSTEM

No need for any special consumables like tubes or cartridges, compatible with most of the Real-time PCR Equipment.

## Work Process





## R & D

### People

- Highly educated team of scientist from varied backgrounds
- Dedicated teams for respective segments
- Separate onco team headed by researchers (Ph.Ds.) from oncology background
- Separate team for infectious parameters headed by researchers (Ph.Ds.) from infectious diseases background

### Laboratory Infrastructure

- Separate R&D section
- BSL 2 extraction rooms
- Clean Rooms (ISO-7 / Class 10,000 with double door entry) for assay preparations & downstream activities





## Product QC - Our Strength



All TRUPCR® products are passed through stringent QC protocols to ensure optimal performance at customer site

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



Besides above routine QC practices,

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

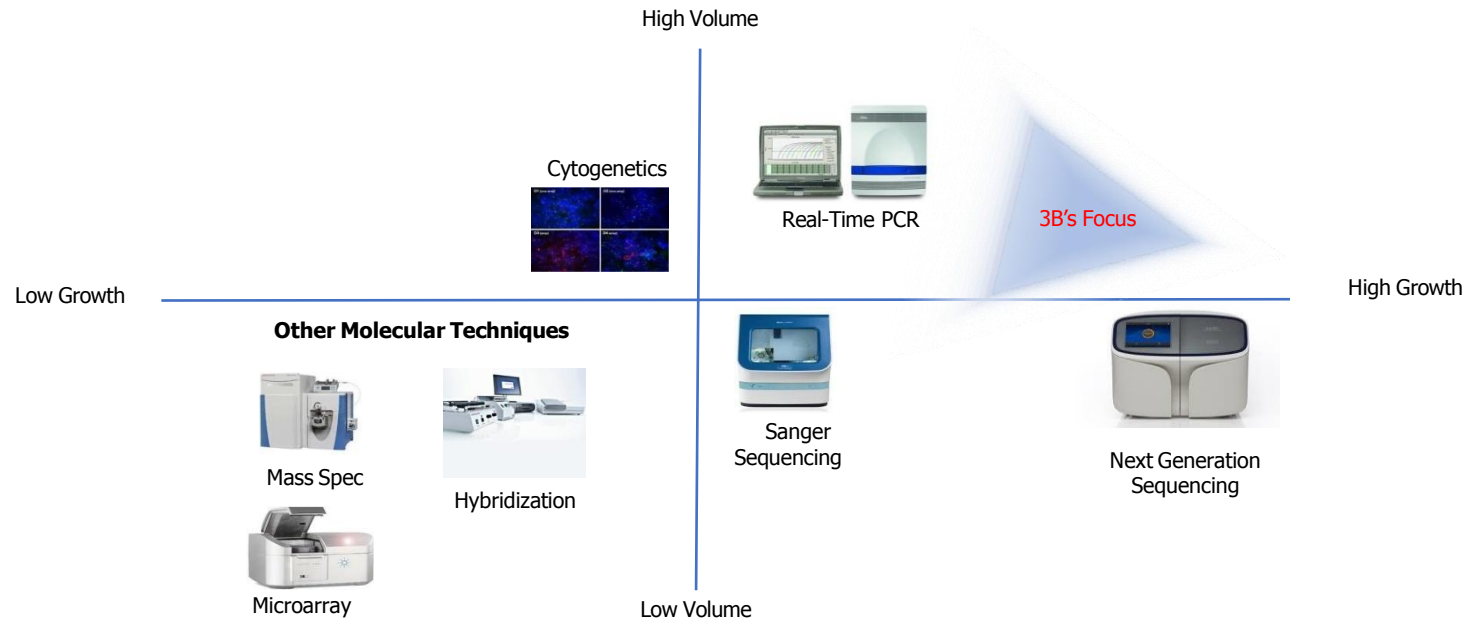
\*We guarantee an unmatched performance of TRUPCR kits on any real-time PCR cyclers, which is the reason that the ordered product is QC checked on the customer's real-time PCR brand and model



## Our Certificates



# Technology Focus





## Molecular Diagnostics

- The process of identifying a disease by studying molecules, such as proteins, DNA, and RNA, in a tissue or fluid.
- Molecular diagnostics is a technique used to analyze biological markers in the genome and proteome—the individual's genetic code and how their cells express their genes as proteins—by applying molecular biology to medical testing. The technique is typically used to diagnose and monitor disease, detect risk, and decide which therapies will work best for the individual.

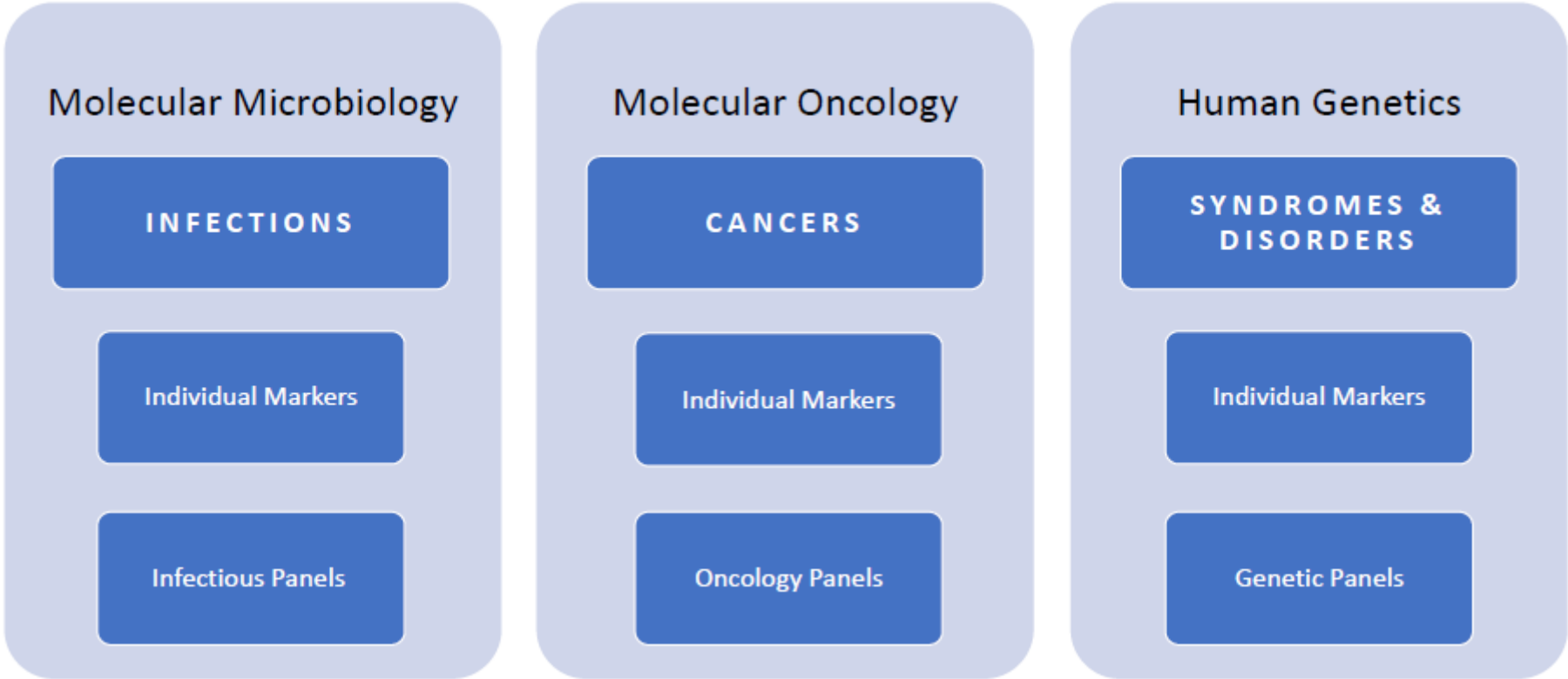
### Molecular Testing







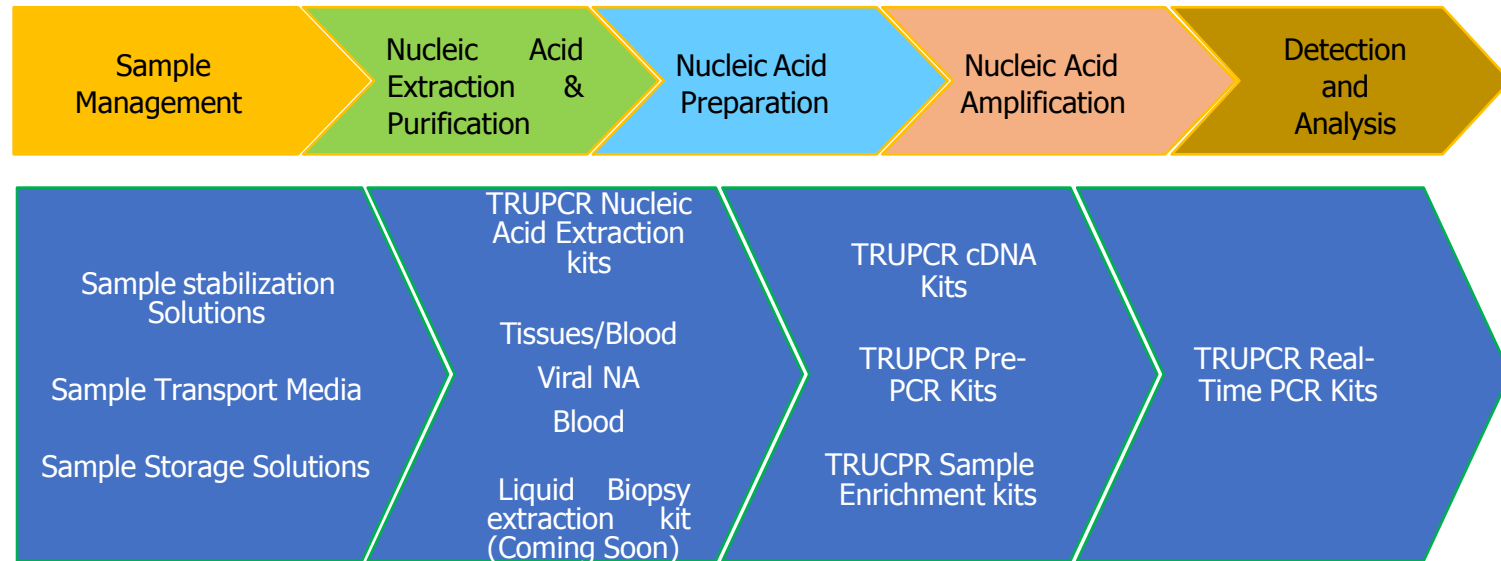
# Product Segments





## All Inclusive TRUPCR® Products

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





## Next Generation Sequencing

Launching soon...

### Next Generation Sequencing Assays



Real image of NGS facility at 3B BlackBio Biotech (I) Ltd. Bhopal, India



# Our National Presence



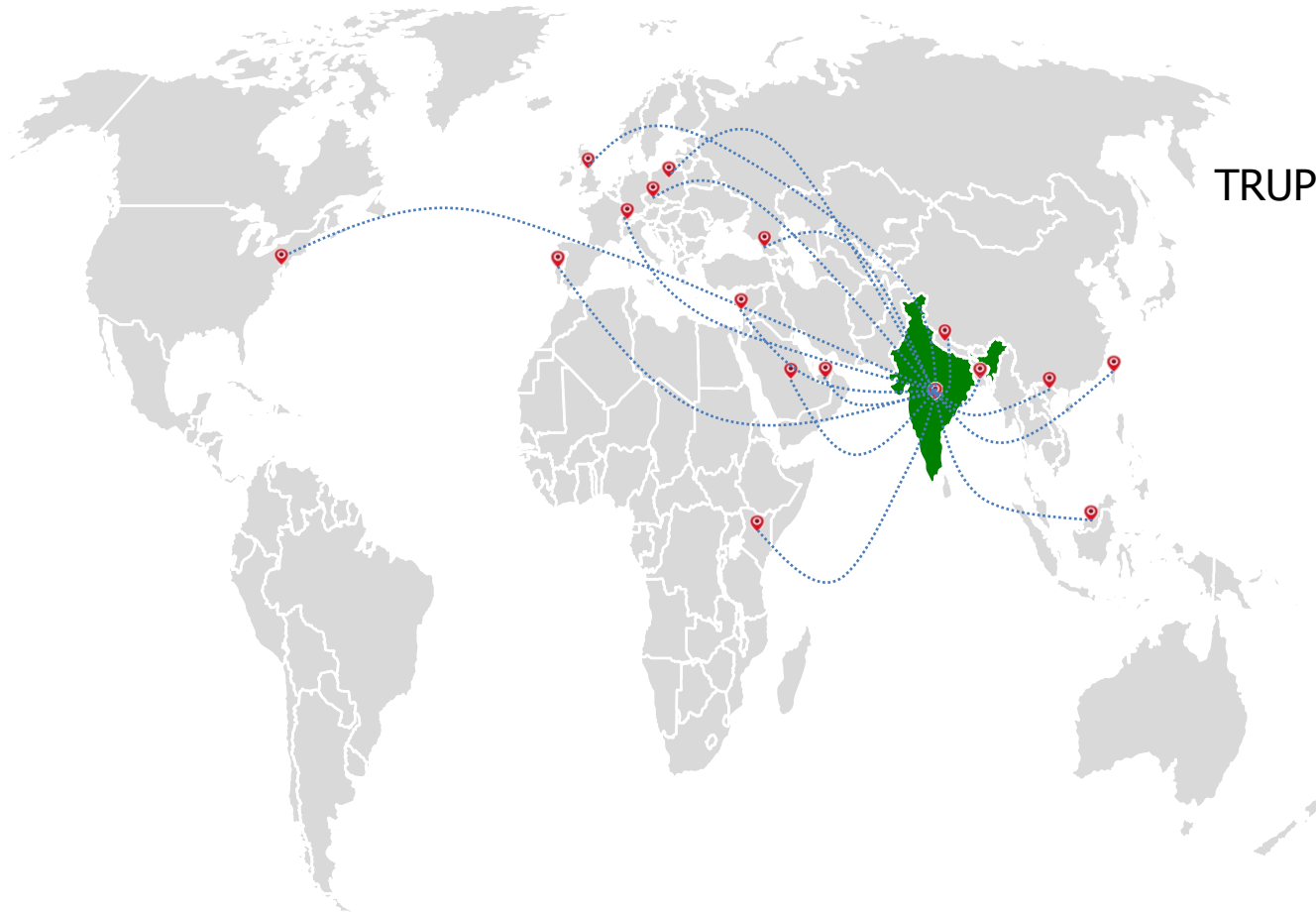
**TRUPCR® range of products is currently used by:**

**400+ Users**

**Across**

**80+ Cities**

## Going Global



TRUPCR<sup>®</sup> is now a global brand  
with its presence in:

Europe  
South East Asia  
Middle East  
USA  
Africa



## New Products Launched in FY 2020-21

### TRUPCR® PIK3CA Mutation Kit

Qualitative Detection of PIK3CA Mutations on real-time PCR

### TRUPCR® IDH1/2 Detection Kit

Detection of IDH1 and IDH2 mutations using real-time PCR

### TRUPCR® SARS-CoV-2 RT qPCR Kit (Version 2.0) & (Version 3.2)

Detection of SARS-CoV-2 virus using real-time PCR

## 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>	<b>MR4.5</b>	<b>✓</b>	<b>✓</b>	<b>WHO</b>	<b>✓</b>
Italy, Europe	AB Analytica Real quality-RS-BCR- ABL p210	MR4.5-5.0	X	X	WHO	X
Netherlands, Europe	QiagenIS MMR kit	MR4.0	✓	X	WHO	X
Netherlands, Europe	Qiagen 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 AssayTM	MR3.0	X	X	WHO	X

*Only INDIAN company listed in global survey\**

*\*Survey conducted by Diaceutics UK, Consultants to Novartis*



## Contractual Business

- We are happy to inform that the Company to ensure long term assured business, has started signing long term (2-3 yr) contract with large customers.
- As on date the company has seven contracts running which ensure yearly business of up to Rs. 70 - 80 Million total from these seven accounts, without COVID.

## Tender Business

- Company's TRUPCR® H1N1 Kit has been approved by NIV, Pune which has opened doors for Government Business in this segment of H1N1 testing carried out in Government Hospitals.
- Company's TRUPCR® SARS-CoV-2 RT PCR Kit has been approved by ICMR & licensed by CDSCO for COVID-19 testing.
- This year company is participating in various Government tenders which should generate business.





## Growth Drivers

### External Growth Drivers

- Improvement in Indian healthcare industry with high demand in medical tourism
- Increasing number of molecular tests being introduced by labs
- Evolution of disease profiles. New viruses and cancers are being diagnosed
- Increase in evidence-based treatments / Drug response monitoring
- Companion diagnostic assays, which aid in determining prognosis and drug response (pharmacogenomics)

### Internal Growth Drivers

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



## National MSME Award- 2018 by Hon'ble President of India, Shri Ram Nath Kovind.



Hon'ble President of India, Shri Ram Nath Kovind on Friday on the occasion of 20th National Technology Day presented the national award for successful commercialization of indigenous technology at Vigyan Bhavan, New Delhi. 3B BlackBio Biotech India Limited, Bhopal (M.P.) (A subsidiary of Kilpest India Limited) have been declared as the winner of National Award 2018 under MSME category for the successful commercialization of a technology based product- "TRUPCR® BCR ABL1 Quantitative Kit" for detection of BCR-ABL1 fusion gene in patients suffering with chronic myeloid leukemia (CML) & monitor response to drug therapy, on WHO international standards.

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



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



# JAI HIND

ONCOLOGY

INFECTIOUS DISEASES

WOMEN'S HEALTH

PUBLIC HEALTH

HUMAN GENETICS