



Ref. No.P-66/
February 9, 2024

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,
For 3B BlackBio Dx Limited (Formerly, Kilpest India Limited)

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signed by
NIKHIL
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DUBEY
Date:
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Nikhil Kuber Dubey
Whole Time Director
DIN: 00538049

Encl: As above



3B BlackBio Dx Ltd.

Formerly, Kilpest India Limited & 3B BlackBio Biotech India Limited

Since 1972, 51 Years Strong



Reliable and Affordable Healthcare Diagnostic Solutions



Experts in Molecular Diagnostics throughout Europe

INVESTOR PRESENTATION

February, 2024



Safe Harbour

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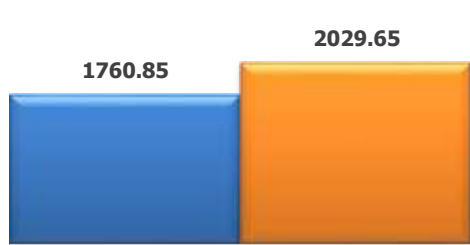
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FINANCIAL PERFORMANCE AND KEY HIGHLIGHTS



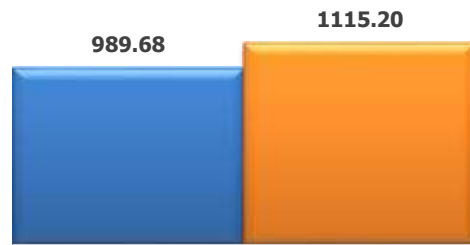
Performance Highlights – Q3 FY 2023-24



Q3 2022-23 Q3 2023-24

Total Sales / Revenue

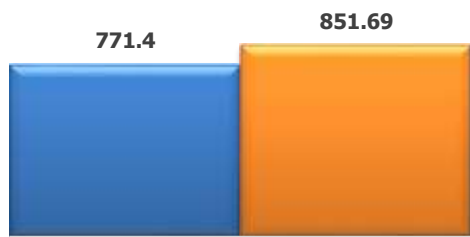
(CONSOLIDATED)



Q3 2022-23 Q3 2023-24

PBT

(CONSOLIDATED)



Q3 2022-23 Q3 2023-24

PAT

(CONSOLIDATED)



Q3 2022-23 Q3 2023-24

EPS

(CONSOLIDATED)

Consolidated (Including step-down subsidiary)	Q3 FY23	Q3 FY24
Total Revenue	1760.85	2029.65
Profit Before tax	989.68	1115.20
Profit After tax	771.40	851.69
Paid-Up Equity Share Capital	856.64	856.79
Reserves	14447.48	16267.62
Earnings Per Share (Rs.)	9.00	9.94

Rs. In Lakh

■ Q3 FY 2022-23

■ Q3 FY 2023-24



Key Highlights – Agrochemicals (Kilpest)

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. Company is increasing its focus on brand building on Micro fertilizers / Bio fertilizers and Public Health Products.

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. We have also received an export order for TEMEPHOS 50% EC (KILOTHUS), which is a larvicide. Valued at USD 1,92,800.00 (USD One Lakh Ninety Two Thousand Eight Hundred Only) and in Indian Currency Rs 1,59,06,000.00 (Rupees One Crore Fifty Nine Lakh Six Thousand only) as have been disclosed in the business update dt. 10th January 2024.



Kilpest Existing Products

Chemicals		Biologicals	
	No. of Products		No. of Products
• Insecticides	70	• Bio pesticide	07
• Antibacterials	01	• Bio fungicide	01
• Fungicides	15	• Bio fertilizers	05
• Herbicides	11	• Bio nematicides	01
• Public Health	11	• Public Health	02
• Microfertilizers	02	• Health & Hygiene	06
• Chelated Zinc	01	• Repellents	03
• Plant Growth Regulators	02		

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

Forbes^{INDIA}

DGEMS 2023

D Globalist.

Accelerating eXtrepreneurs™

We are proud to be a part of

200

Select
Companies with
Global Business
Potential



3B BlackBio **Dx** Ltd.

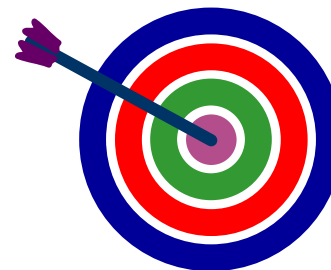
Introduction

- ❑ Incorporated in the year 2011, “**3B BlackBio Dx Limited**” formerly 3B BlackBio Biotech 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.



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



Commercialization of Reagents & Enzymes

R&D in Molecular Diagnostics

2011-13

Oncology Tests for BCR-ABL1 QT, JAK-2, PML-RARA Launched

NOVARTIS included TRUPCR® BCR-ABL1 Kit in the Global Clinical Trial of its magic bullet "Glivec-400"

2 National Diagnostic Labs started using TRUPCR® Kits

2015

Received Outstanding Achievement Award by FMPCCI

TRUPCR® Kits accepted in Leading Regional Diagnostics Lab in North and East India

Coagulation Panel, Dengue, Chikungunya, HSV1/2 PCR Kits Launched

2017

Breakthrough with bulk order of TRUPCR® H1N1 Detection Kit

Launch of Solid Tumor Markers (EGFR, KRAS, NRAS, BRAF) & Drug Resistance (Carbapenem, MRSA)

2019

Launch of UTI ID & UTI AST Panels

Received "Award of Excellence" as a Leading IVD Company of the Year

Launch of Rapid Antigen Vertical

Launch of UK Subsidiary

2021



2014

MTB, HPV, HPV-HR, HLA-B27 PCR Kits Launched

2016

TRUPCR® Kits are now accepted by renowned Cancer Institutes in India & Prominent Indian National Diagnostic Labs

H1N1, HCV-GT, MTB-MDR, CMV QT PCR Kits Launched

2018

Honoured with National MSME Award – 2018 by President of India

Introduction of Oncology Panels in Indian IVD Industry by an Indian Manufacturer (AML, ALL, MPN, Leukaemia Fusion)

2020 – COVID-19 YEAR

ICMR Approved COVID RT-PCR Kit Launched. Received USFDA-EUA Approval

Launched Acute Leukemia Panel, Pediatric Leukemia Panel



2022

Received ISO 13485:2016 Accreditation from BSI, UK

Awarded with the "Outstanding Achievement Award – 2021" for outstanding achievement in R&D by FMPCCI, Madhya Pradesh

Life Sciences Company

A Leading Molecular Diagnostics Company

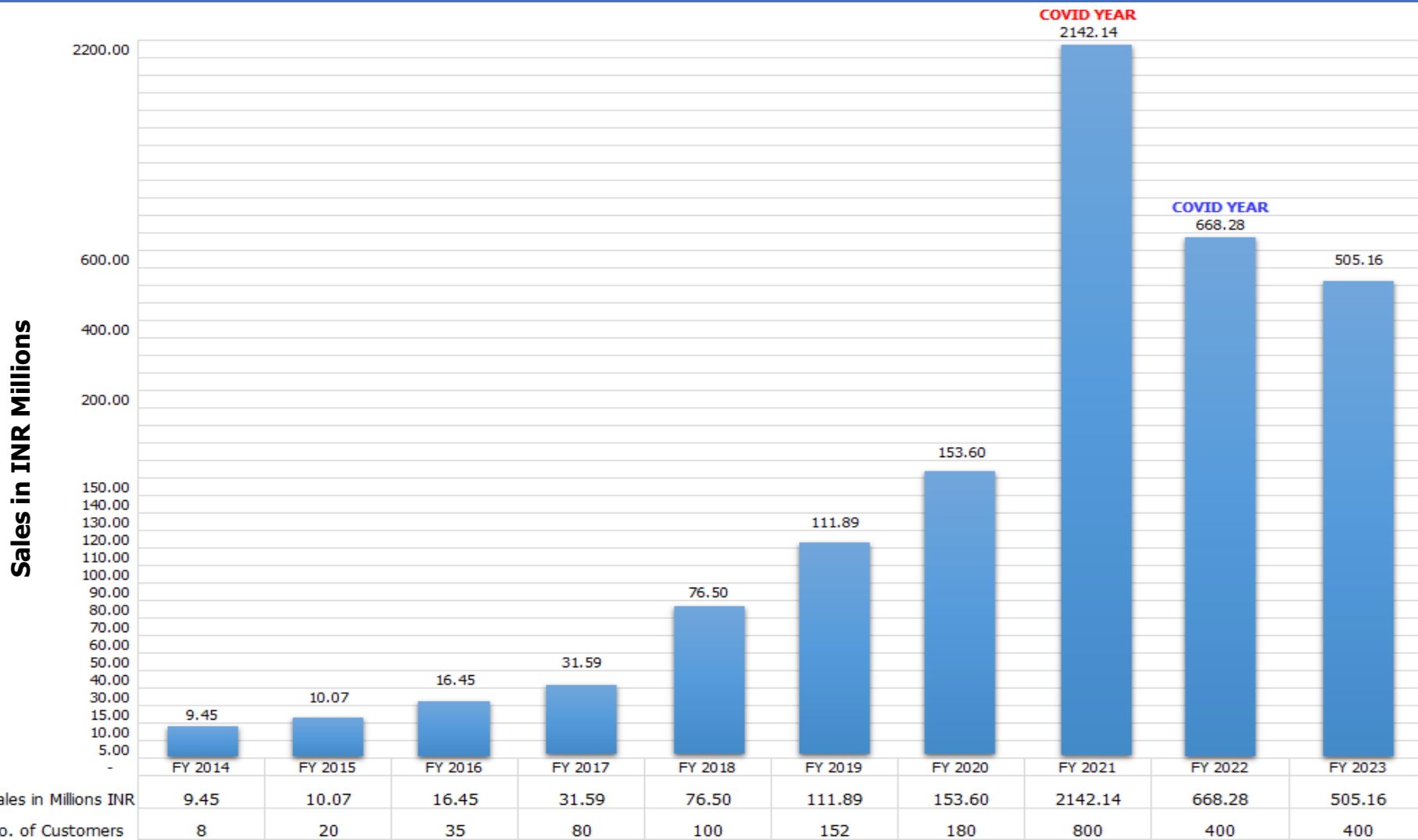
2013:
Headcount: 5
Revenue: ₹ 9.04 Million
Products: 3

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

2023:
Headcount: 40
Revenue: ₹ 505.16 Million
Products: 120+

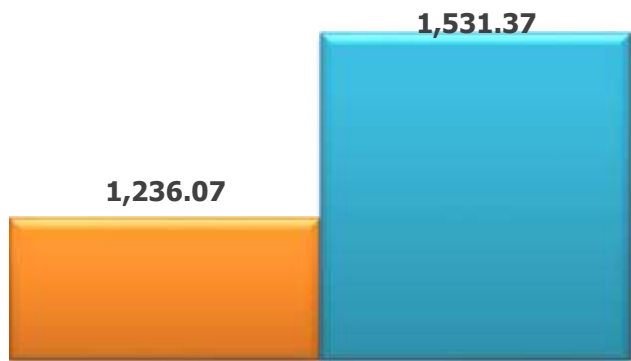


Growth Canvas

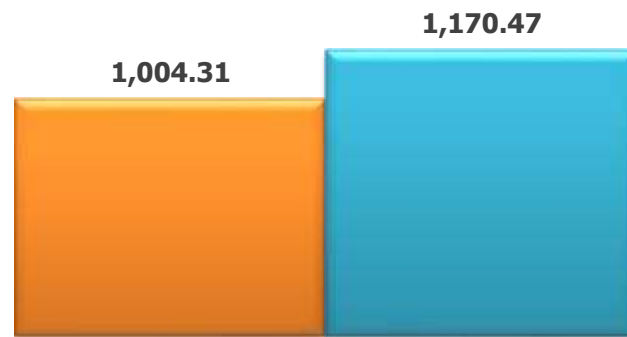




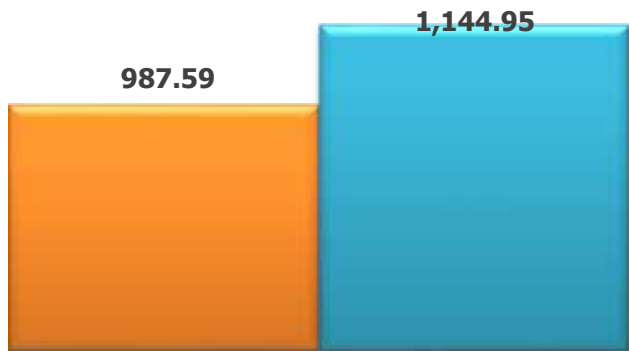
Diagnostics Business - Financial Highlights – Q3 FY 23-24



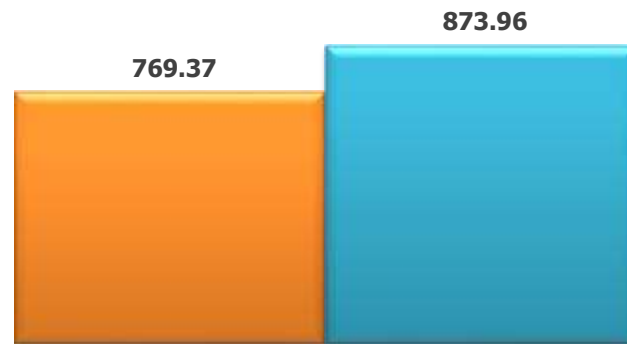
Revenue from Operations



EBITDA



PBT



PAT

Q3 FY 2022-23
Q3 FY 2023-24

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.



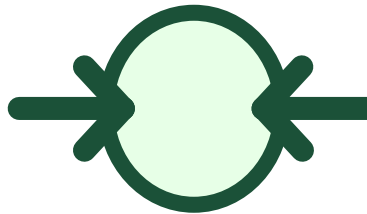
Portfolio Expansion:

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.

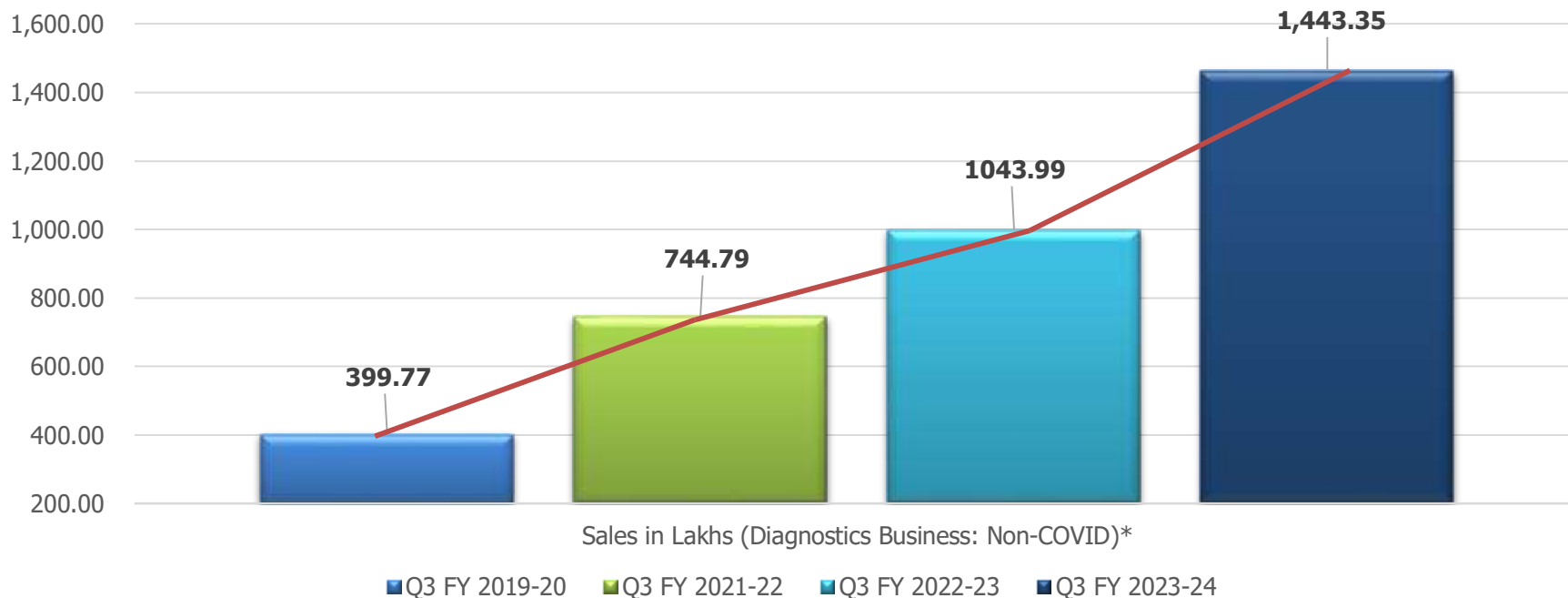


Mergers and Acquisitions:

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 Q3 Sales have been INR 1531.37 Lakh (This includes COVID Sales of INR 11.63 Lakh against INR 131.79 Lakh of Q3 2022-23). Sales from TRUPCR Europe Limited, Manchester for INR 143.87 Lakh have also been consolidated in the Q3 sales figures. In Q3 2023-24, the Export Sale for molecular diagnostic kits was INR 267.20 Lakh against INR 219.89 Lakh in Q3 2022-23.



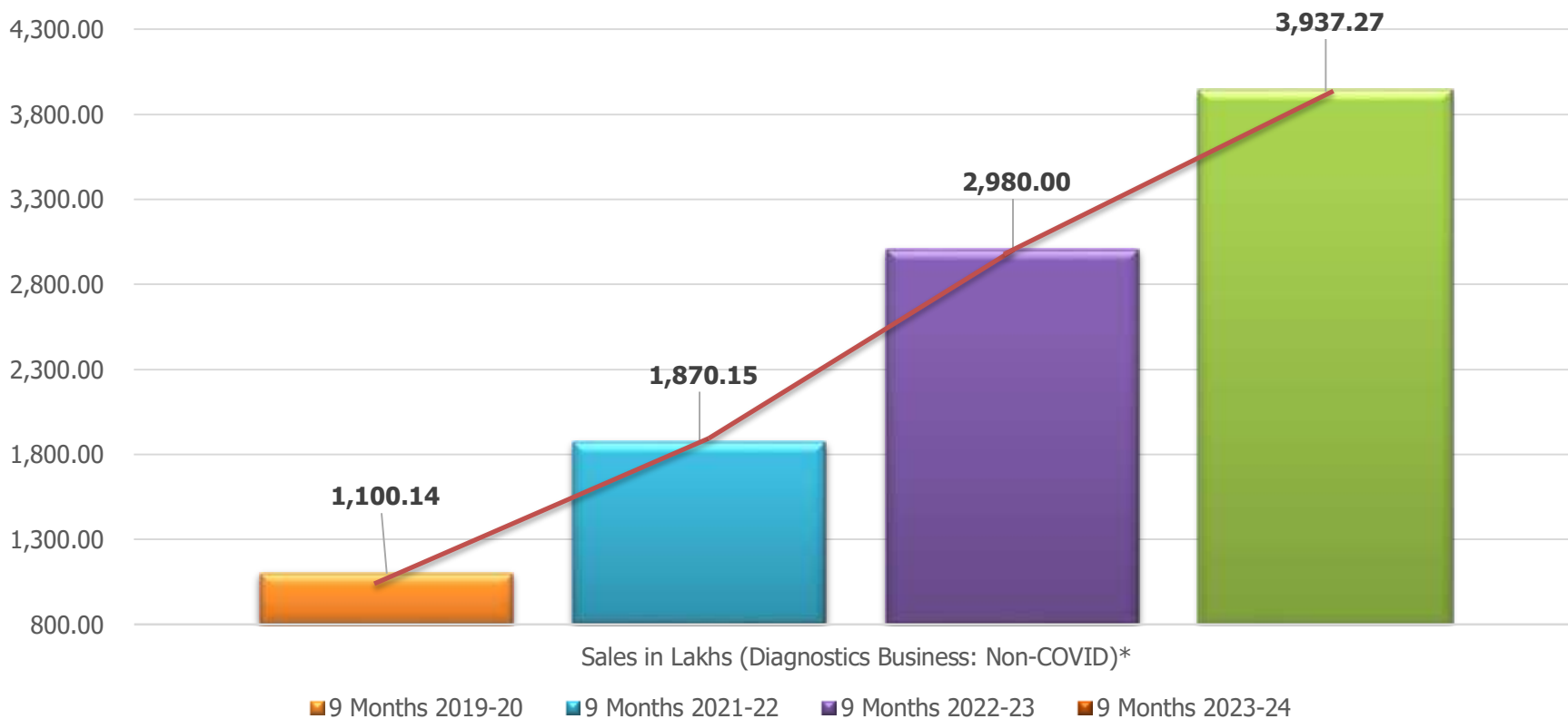
- Sales of Q3 FY 2020-21 have not been considered as it was COVID year

The effective growth in Non-COVID Sales for FY Q3 2023 24 is over 30% which is in line with the expected growth rate.



Business Outlook

3B Standalone Sales (Non-COVID) in Diagnostics business have also been increasing at a rate of 25%-30% as evident in the numbers below. This is in line with our expected growth rate.



- Sales of FY 2020-21 have not been considered as it was COVID year

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 & Canada. We have added few more countries across Africa, 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.



Events & Conferences - International

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



During **16th August 2023-18th August 2023**, we 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 will now be participating in one of the biggest Medical & Health Conferences – **MEDLAB MIDDLE EAST 2024** during **5th – 8th February 2024** at our **Booth # Z7.K31** being held at the **World Trade Centre, Dubai, United Arab Emirates**.



Medlab Middle East

By Informa Markets

Events & Conferences - INDIA

We participated in one of the most prestigious conference of Pathologists and Microbiologists – **APCON 2023** – held during 6th – 10th December 2023 at the JLN Stadium, All India Institute of Medical Sciences (AIIMS), New Delhi. In November 2023, our team exhibited in the **MICROCON 2023 – LUCKNOW** Chapter. During both the events, we had received great feedback from our customers.



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".

The efforts being put in the UK subsidiary have started to materialize in terms of revenue which is shown in the numbers below for 9 months:



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.

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.



We launched our NGS based “**TRUNGS[®] Solid Tumor Panel**” for detection of 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.

Now, after extensive R&D efforts further in the Next-Gen Sequencing Vertical, we have added a few more products in the this portfolio which includes:

- 1) PAN-MYELOID NGS Panel** – A comprehensive NGS solution for detection of variants in 65 genes in myeloid malignancies.
- 2) BRCA Plus Kit** – For detection of germline / somatic mutations associated with breast, ovarian and prostate cancers.
- 3) Endometrial Cancer Panel Kit** – For detection of mutations in certain genes associated with diagnosis and treatment of endometrial cancer as per WHO guidelines.

Scheme of Amalgamation

Hon'ble NCLT Indore bench had vide its order dated 04th August 2023, sanctioned the scheme of amalgamation. The Company has successfully completed the process of merger and M/s 3B BlackBio Dx Ltd has now become fully functional. This project of amalgamation has been concluded efficaciously. We are thankful to all our shareholders, internal and external stakeholders for their support during this process.

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. Now as the amalgamation process is completed, company will internally discuss the next step to achieve the objective of NSE listing.

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
- 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



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

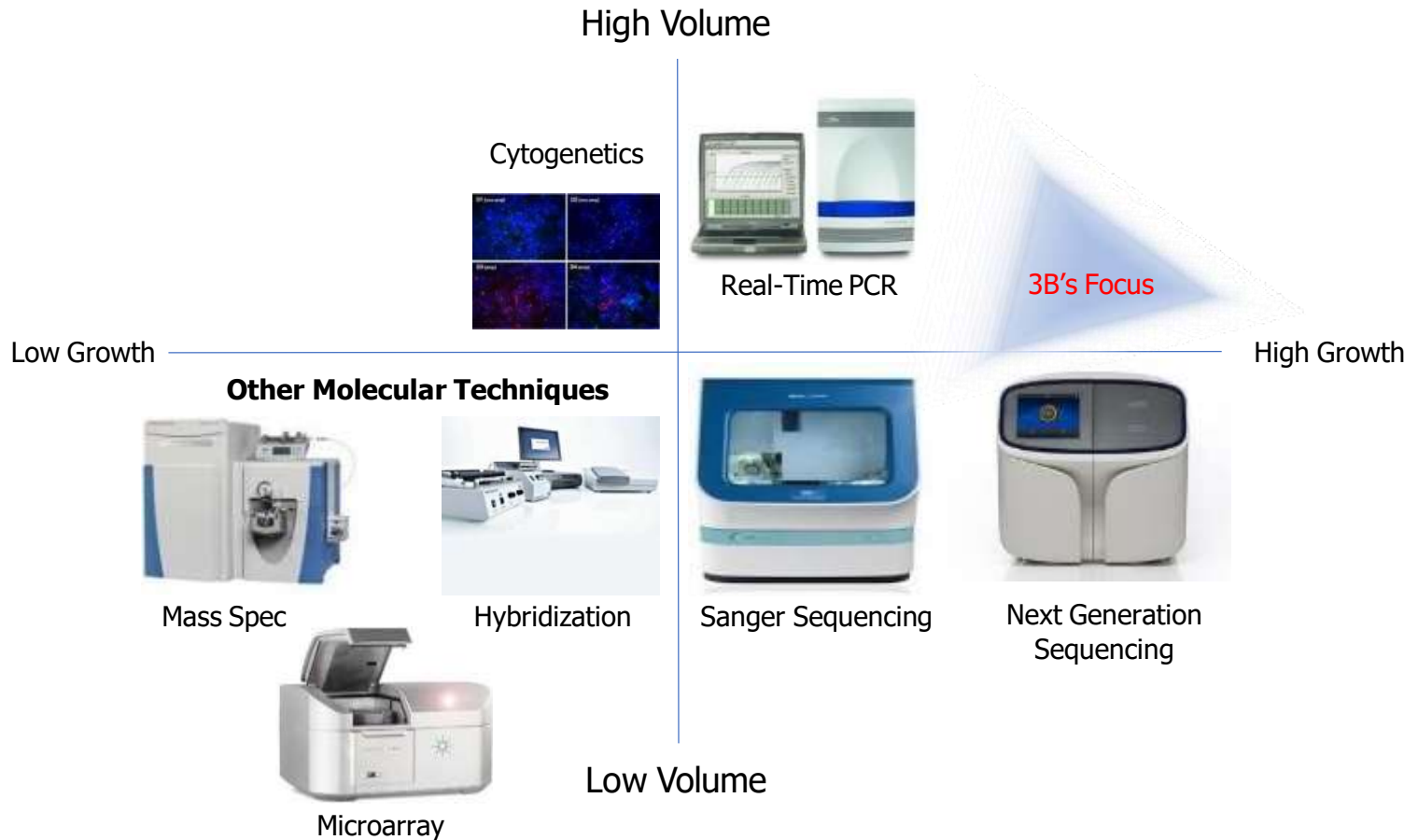


Over 120 Parameters are CE-IVD marked





Technology Focus





Product Segments

Molecular Microbiology

INFECTIONS

Individual Markers

Infectious Panels

Molecular Oncology

CANCERS

Individual Markers

Oncology Panels

Human Genetics

**SYNDROMES &
DISORDERS**

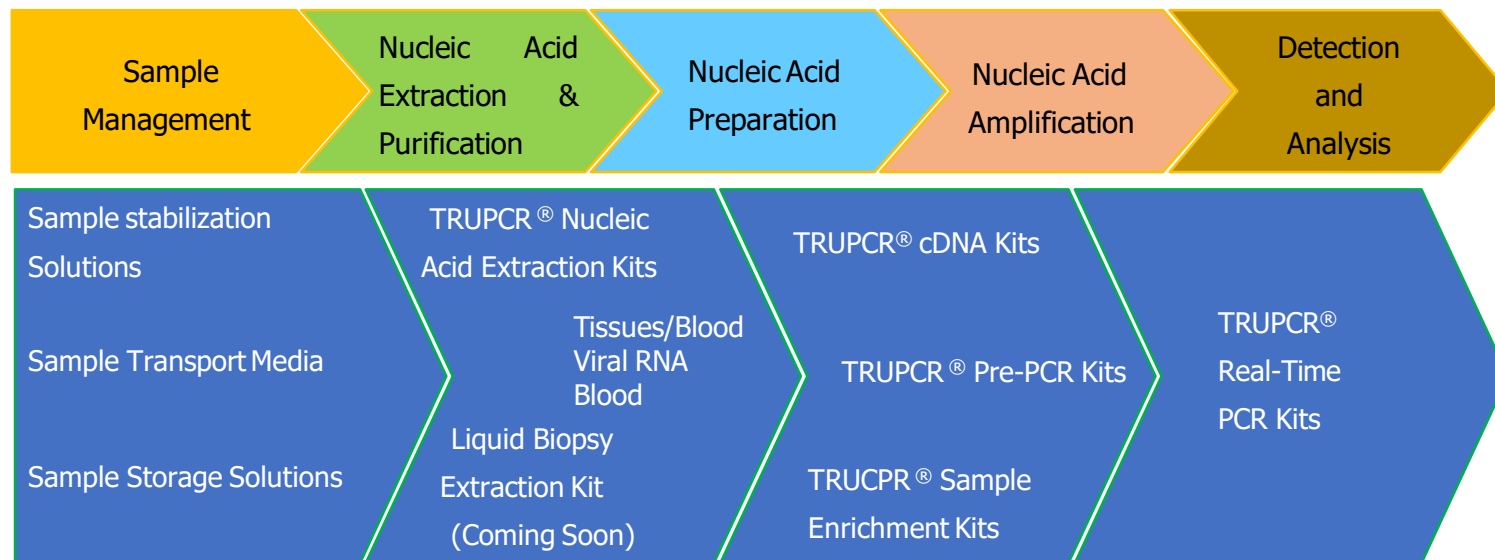
Individual Markers

Genetic Panels



All Inclusive TRUPCR® Products

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





Global Recognition

List of recommended BCR-ABL WHO IS tests

Location of Company	Company	Sensitivity	Complete workflow solution available	Includes Reverse Transcriptase step design	Alignment with IS	Simultaneous step for Major and Minor transcript
France, Europe	Elitech - PCR alert kit	MR4.0	X	X	WHO	X
INDIA	3B BlackBio - TRUPCR[®] BCR-ABL1 Kit	MR4.5	✓	✓	WHO	✓
Italy, Europe	AB Analytica Real quality-RS-BCR- ABL p210	MR4.5-5.0	X	X	WHO	X
Netherlands, Europe	QjagenIS MMR kit	MR4.0	✓	X	WHO	X
Netherlands, Europe	Qjagen BCR-ABL1 MbcR RGQ RT-PCR Kit	MR4.5	✓	✓	WHO	X
Singapore	VelaDx Sentosa [®] SA BCR-ABL Major Quantitative RT-PCR Test	MR4.5	✓	✓	WHO	X
USA	Cepheid Gene Xpert	MR4.0	✓	✓	v1 –sample exchange v2- WHO	X
USA	Cepheid Ultra	MR4.5	✓	✓	WHO	X
USA	EntroGen BCR-ABL p210 (MbcR) One-Step Detection Kit	MR5.0	X	✓	WHO	X
USA	Asuragen QuantideX BCR-ABL IS CMR	MR4.7	✓	X	WHO	X
USA	MolecularMD BCR- ABL1IS MR3 Assay TM	MR3.0	X	X	WHO	X

Only INDIAN company listed in global survey*

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



Growth Drivers

External Growth Drivers

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

Internal Growth Drivers

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



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



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



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



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



3B BlackBio Dx Ltd.



JAI HIND