



KILPEST INDIA LIMITED

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Ref. No.P-66/ August 11, 2023

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

Dear Sir/Madam,

Please find the enclosed herewith Investor's Presentation / Company Update of Agrochemicals and

Diagnostic Kits (Health Care) for your information and necessary action.

Thanking you, Yours faithfully, For KILPEST INDIA LTD,

Nikhil Kuber Dubey

Digitally signed by Nikhil Kuber Dubey Date: 2023.08.11 14:47:03 +05'30'

Nikhil Kuber Dubey Whole Time Director DIN: 00538049

Encl: a/a







Experts in Molecular Diagnostics throughout Europe

INVESTOR PRESENTATION

August, 2023





Safe Harbour

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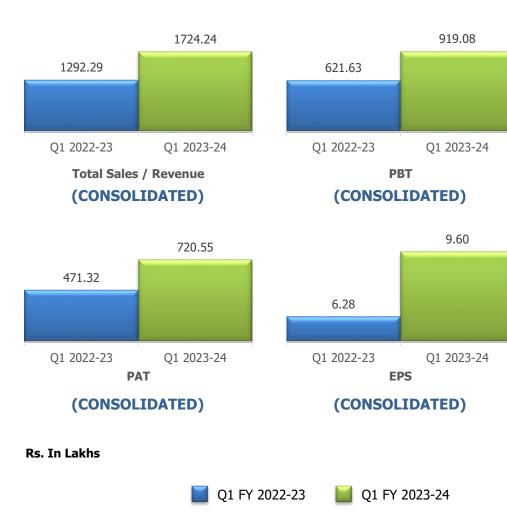
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FINANCIAL PERFORMANCE AND KEY HIGHLIGHTS Since 1972, 51 Years Strong





Performance Highlights – Q1 FY 2023-24



KILPEST (Consolidated)	Q1 FY23	Q1 FY24
Total Revenue	1292.29	1724.32
Profit Before tax	621.63	919.08
Profit After tax	471.32	720.55
Paid-Up Equity Share Capital	750.81	750.81
Reserves	12455.98	14553.31
Earnings Per Share (Rs.)	6.28	9.60

KILPEST (Standalone)	Q1 FY23	Q1 FY24
Total Revenue	270.32	285.90
Profit Before Tax	31.58	32.23
Profit After Tax	23.63	24.12
Paid-Up Equity share capital	750.81	750.81
Reserves	1515.98	1643.79
Earnings Per Share (Rs.)	0.31	0.32

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Key Highlights - Agrochemicals

Main Thrust Area of R&D

- Development of novel formulations for agriculture and public health which are less harmful and cost effective.
- □ Performance monitoring of existing products/process.
- □ Improvement in existing products/process with a customer driven approach.

Future Outlook of Agro-Chemical Division

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

Kilpest Exports

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





Kilpest Existing Products

Chemicals		Bi	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				

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



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

Kilpest India Limited,

India's most trusted agro-chemical brand proudly brings



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

INFECTIOUS DISEASES

WOMEN'S HEALTH

PUBLIC HEALTH





Introduction – 3B BlackBio Biotech India Limited

- Incorporated in the year 2011, "3B BlackBio Biotech India Limited", a subsidiary of Kilpest India Limited, is engaged in Design, Development, Manufacturing and Commercialization of Rapid tests, qPCR tests & NGS based Molecular Diagnostic Kits for reliable testing on patient samples.
- U 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 accreditated from BSI, UK
- 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.





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



Our Vision:

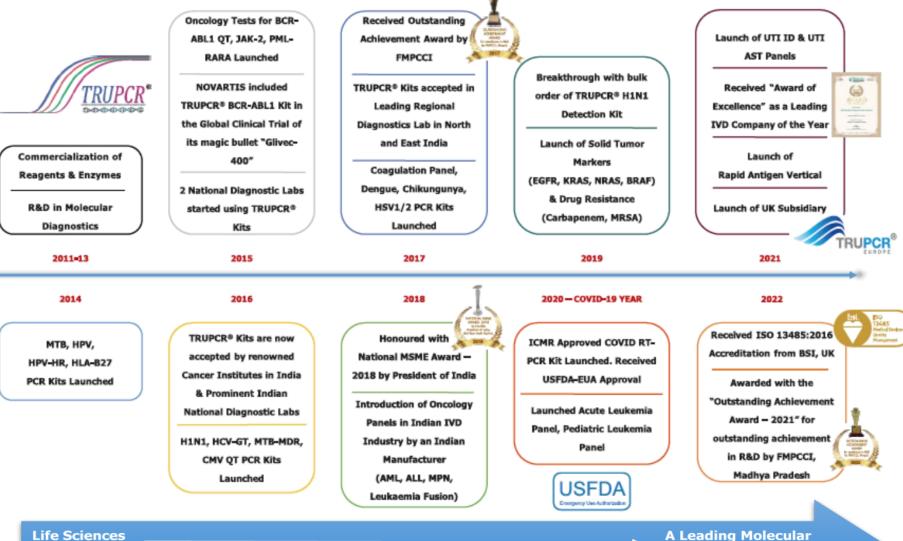
To offer reliable, affordable and effective healthcare solutions to all by recognizing the great potential of biotechnology to effectively diagnose rare, chronic and severe illnesses.



Our Mission:

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

TRUPCR[®] Growth Story



Life Sciences Company

2013: Headcount: 5 Revenue: ₹ 9.04 Million Products: 3 2018: Headcount: 20 Revenue: ₹ 76.50 Million Products: 50

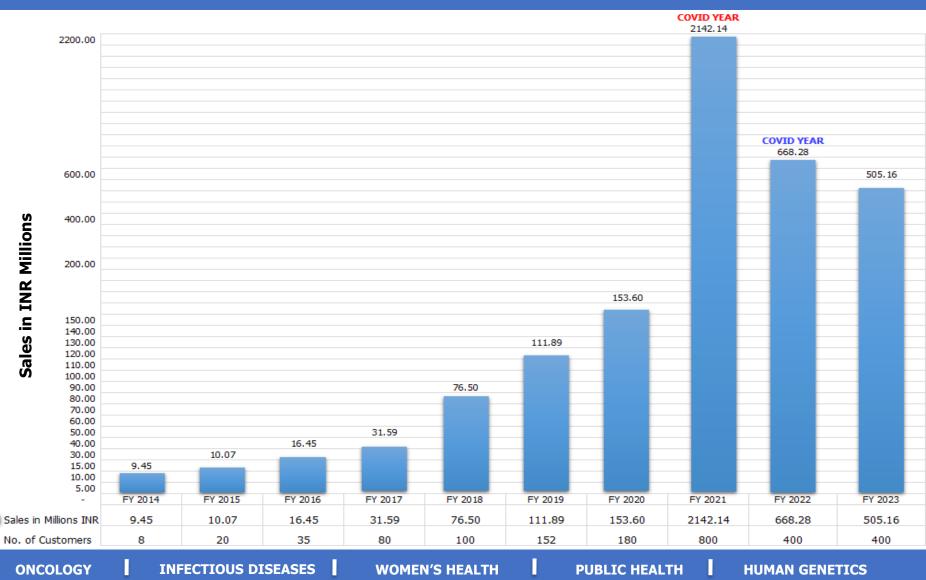
2023: Headcount: 40 Revenue: ₹ 505.16 Million Products: 120+

Diagnostics Company





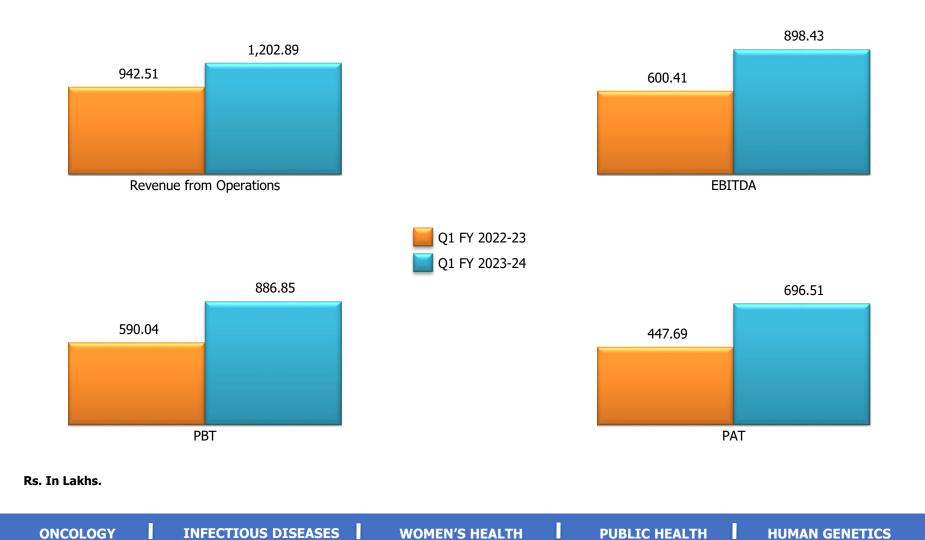
Growth Canvas







Financial Highlights – Q1 FY 23-24







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.

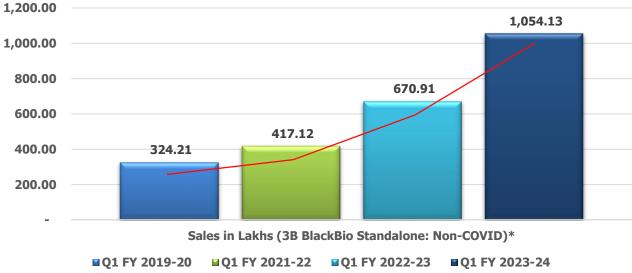




Business Outlook

Our Q1 Sales have been INR 1202.89 Lakhs (This includes COVID Sales of INR 36.63 Lakhs). Sales from TRUPCR Europe Limited, Manchester for INR 168.29 Lakhs have also been consolidated in the Q1 sales figures. In Q1 2023-24, the Export Sale for molecular diagnostic kits was INR 163.50 Lakhs against INR 172.98 Lakhs in Q1 2022-23. In Q1 2022-23, major export sales were from COVID Exports of INR 72.01 Lakhs however, in Q1 2023-24 all exports are Non-COVID.

We have been on a consistent growth trend year on year for our Non-COVID Sales which is evident from our sales figures (Non-COVID) for the past four years.



* Sales of Q1 FY 2020-21 have not been considered as it was COVID year

With COVID, the number of labs have increased and we are trying to increase our footprints for NON-COVID products in these labs. Also, we are launching new products out of R&D. We expect with the addition of new products and new customers, we will continue to grow and expand in the coming years.





Exports / International Business

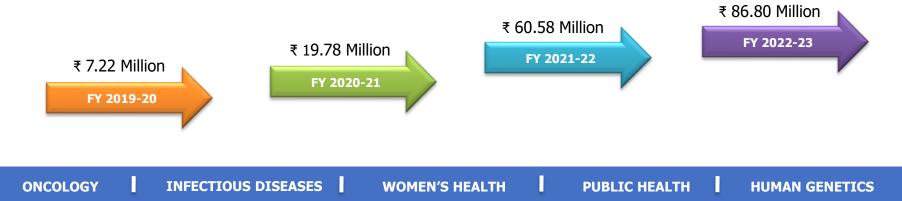
TRUPCR[®] assays have been well-accepted in over 35 countries across UK and Europe, Middle East, APAC, LATAM and United States of America. We have added few more countries across South-East Asia and Middle-East through our channel partners. We are working to add more channel partners across various countries to increase our global reach.

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

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

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

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







Events & Conferences

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

During 16th August 2023-18th August 2023, we will be exhibiting in Medlab Asia 2023 which is being 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 be meeting end-users, key opinion leaders in molecular diagnostics and will be appointing channel partners in new territories in the APAC region.







TRUPCR[®] Europe Limited - Manchester Site

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



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





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

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





TRUPCR[®] Europe Limited - Manchester Site

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



With these conferences, the visibility of TRUPCR Europe is increasing and we are getting enquiries for providing distributorships and OEM solutions.

Recently the new website of TRUPCR Europe Limited has been launched which is created keeping the European audiences in mind (<u>https://trupcr.com/</u>). We are working on adding more people to the technical and sales & marketing team for continuously increasing the customer reach and business volumes subsequently.

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, heath 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)





Rapid Kit Business Vertical

Launching In-vitro Rapid Diagnostic Tests for the Detection of Carbapenemes

and ß-lactamases Resistance in Bacterial Culture / Blood Culture*





O.K.N.V.I . **RESIST-5** Rapid Test

In vitro rapid diagnostic test for the detection of OXA-48, KPC, NDM, VIM and IMP carbapenemases in bacterial culture

TRURAPID[®]

RESIST ACINETO Rapid Test

In vitro rapid diagnostic test for the detection of OXA-23,OXA-40, OXA-58 and NDM carbapenemases in *Acinetobacter* spp. bacterial culture

 TRURAPID®

 RESIST CTX-M Rapid Test

 In vitro rapid diagnostic test for the detection of

 CTX-M-14 and CTX-M-15 β-lactamases in bacterial

culture

*Blood Culture processing reagents are available separately.





Next-Gen Sequencing (NGS) Vertical

We started working on NGS Kit development in 2019, had developed few parameters, but then COVID came and all activities were suspended. Now we are again reviving the NGS kits revalidations and also development of few more parameters, keeping in mind the global markets.

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



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

Disease Relevance







Scheme of Amalgamation

The Hon'ble National Company Law Tribunal, Indore Bench vide its order dated 04th 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.

Utilization of Funds

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

M&A valuations globally have gone high due to demand from molecular diagnostic companies which are flushed with cash from COVID. We will only go for the acquisition if it makes financial sense and meets our internal IRR criteria. We would also be looking at share buyback in FY23/24 post merger, if we are unable to secure a desired acquisition candidate. Our aim is to create maximum value for our shareholders. We will also be deploying some funds in the joint venture created in Manchester, UK depending on the need.

Proposed Listing on National Stock Exchange (NSE)

The most widely accepted objective of the Company is to maximize the value and wealth of its shareholders. Keeping this objective in mind, Company has already initiated the scheme of arrangement/merger to unlock the value of its Material Subsidiary i.e. 3B BlackBio Biotech India Ltd. Post completion of the said scheme of arrangement/merger, company would initiate the listing of its shares on the National Stock Exchange (NSE) also.

Expansion and Additional Capacity

Company is continuously investing in building up additional manufacturing and R&D facilities / capacities to cater to the existing business verticals.

ONCOLOGY INFECTIOUS DISEASES WOMEN'S HEALTH PUBLIC HEALTH HUMAN GENETICS





R & D

People

DIE

•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



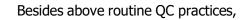


Product QC - Our Strength



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



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 check on the customer's real-time PCR brand and model







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Quality & Regulatory

	bsi.	18 A
	Certificate of Reg	gistration
	QUALITY MANAGEMENT SYSTEM - ISO 1	3485:2016
ISO 13485:2016 & GMP Compliant manufacturing under the Medical Device QMS through BSI	a Subsidiary d	liotech India Limited of Kilpest India Limited il Area, Govindpura ssh
	Holds Certificate Number: MD 75028	
Licensed by CDSCO, Govt. Of India; equivalent to FDA, for our top-selling parameters in India	and operates a Quality Management System which compli following scope: Design, development, manufacturing, sales & diagnostic test kits for use in oncology, geneti diseases.	distribution of PCR, Rapid & ELISA in-vitro
Over 120 Parameters are CE-IVD marked	Original Registration Date: 2022-02-02	CALL CSGCC Serior Vice President - Medical Devices Effective Date: 2022-02-02
	Latest Revision Date: 2022-02-02	Expiry Date: 2025-02-01 Page: 1 of 1 making excellence a habit."
	This certificate was issued electronically and remains the property of BSI and An electronic certificate can be autenticated <u>certine</u> Printed cogies can be sublicated at www.bigroup.com/ClientDirectory Information and Contact: BSI Group The Hetherinanis ILV, is registred in The Netherlands ander numb	The Netherlands Tel: +11.20.3400.200

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Π **INFECTIOUS DISEASES**

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PUBLIC HEALTH

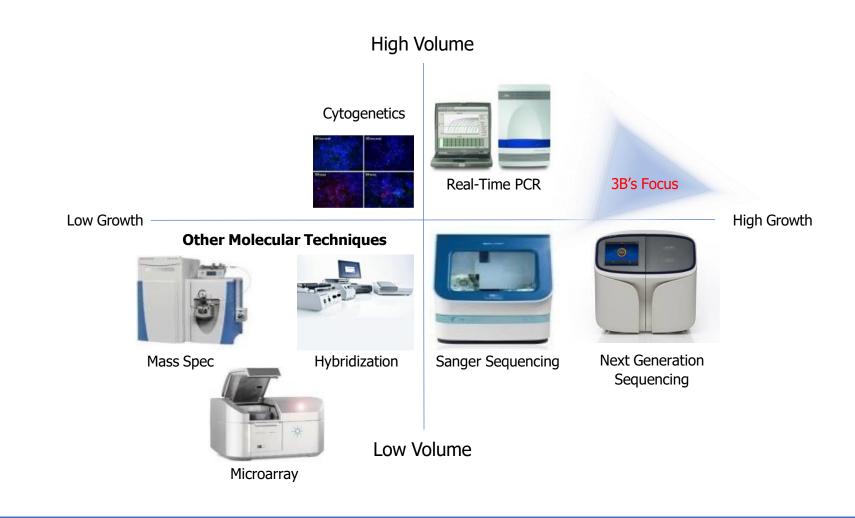
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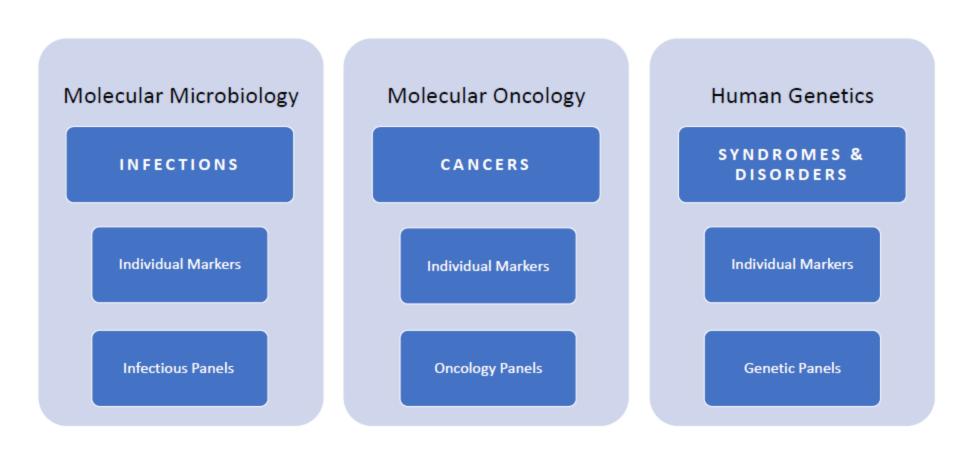
Technology Focus







Product Segments



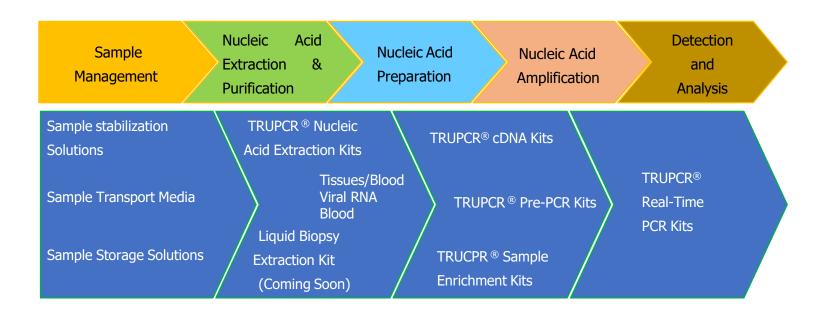
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All Inclusive TRUPCR® Products

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



Π INFECTIOUS DISEASES **ONCOLOGY**

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PUBLIC HEALTH





Global Recognition

List of recommended BCR-ABL WHO IS tests

Only INDIAN company listed in global survey*

*Survey conducted by Diaceutics UK, Consultants to Novartis

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	Х
INDIA	3B BlackBio - TRUPCR® BCR- ABL1 Kit	MR4.5	\checkmark	\checkmark	WHO	\checkmark
Italy, Europe	AB Analitica Real quality-RS-BCR- ABL p210	MR4.5-5.0	X	X	WHO	Х
Netherlands, Europe	QiagenIS MMR kit	MR4.0	\checkmark	X	WHO	Х
Netherlands, Europe	Qiagen BCR-ABL1 Mbcr RGQ RT-PCR Kit	MR4.5	\checkmark	\checkmark	WHO	Х
Singapore	VelaDx Sentosa® SA BCR-ABL Major Quantitative RT-PCR Test	MR4.5	\checkmark	√	WHO	Х
USA	Cepheid Gene Xpert	MR4.0	\checkmark	\checkmark	v1 –sample exchange v2- WHO	Х
USA	Cepheid Ultra	MR4.5	\checkmark	\checkmark	WHO	Х
USA	EntroGen BCR-ABL p210 (Mbcr) One-Step Detection Kit	MR5.0	X	\checkmark	WHO	Х
USA	Asuragen QuantideX BCR-ABL IS CMR	MR4.7	\checkmark	X	WHO	Х
USA	MolecularMD BCR- ABL1IS MR3 AssayTM	MR3.0	X	X	WHO	Х





Growth Drivers

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

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

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



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





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







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





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