



KILPEST INDIA LIMITED

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CIN : L24211MP1972PLC001131

February 14, 2023

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
2023.02.14 14:23:07
+05'30'
Nikhil Kuber Dubey
Whole Time Director
DIN: 00538049

Encl: a/a



3B BlackBio Biotech India Ltd

An ISO 13485:2016 Certified Company



Farmer's Trusted Agro-Input Partner for 50 Years



3B BlackBio Biotech India Ltd

An ISO 13485:2016 Certified Company



Reliable and Affordable Healthcare Diagnostic Solutions



Experts in Molecular Diagnostics throughout Europe

INVESTOR PRESENTATION

FEBRUARY, 2023



Safe Harbour

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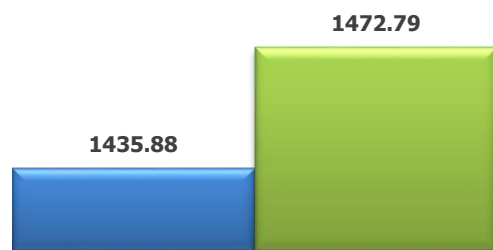


FINANCIAL PERFORMANCE AND KEY HIGHLIGHTS

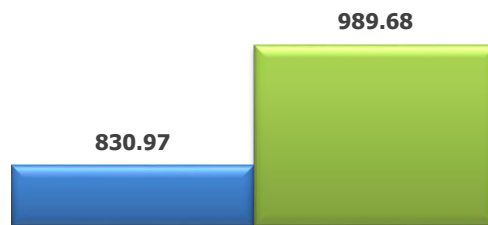
Since 1972, 51 Years Strong



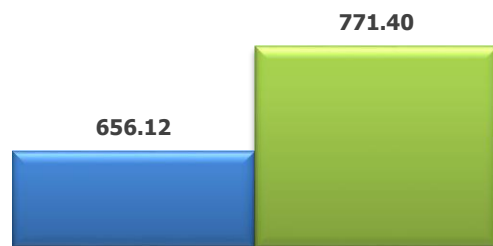
Performance Highlights – Q3 FY 2022-23



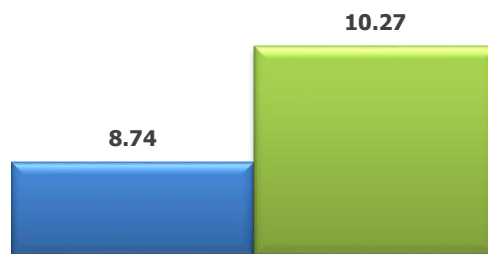
(CONSOLIDATED)



(CONSOLIDATED)



(CONSOLIDATED)



(CONSOLIDATED)

Rs. In Lakhs

■ Q3 FY 2021-22 ■ Q3 FY 2022-23

KILPEST (Consolidated)	Q3 FY22	Q3 FY23
Net Sales	1435.88	1472.79
Profit Before tax	830.97	989.68
Profit After tax	656.12	771.40
Paid-Up Equity Share Capital	750.81	750.81
Reserves	12455.98	14553.31
Earnings Per Share (Rs.)	8.74	10.27

KILPEST (Standalone)	Q3 FY22	Q3 FY23
Net Sales	238.83	244.23
Profit Before Tax	3.22	2.09
Profit After Tax	12.23	2.04
Paid-Up Equity share capital	750.81	750.81
Reserves	1515.18	1643.79
Earnings Per Share (Rs.)	0.16	0.03

WE ARE PROUD TO BE A PART OF

Forbes Asia

BEST UNDER A
BILLION

2021



3B BlackBio Biotech India Ltd

An ISO 14001:2015 Certified Company



Key Highlights - Agrochemicals

Impact of COVID-19

Company continues to focus on Government business, 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.

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 shall continue with focus on Government business through GeM/Tenders, Public Health, Ware Housing and Exports. The business now with low debt is cash flow positive.

The sales for the agro-chemical division was affected in the Q2 due to heavy monsoon. In the parts where the company is placed and the adjoining areas had recorded double rainfall during this monsoon as compared to the last year. The excess monsoon has delayed / affected the agriculture activities.



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		

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



Since 1972

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

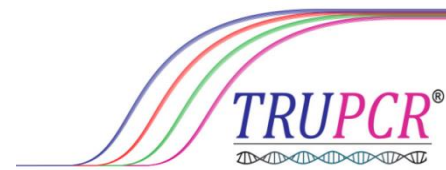


3B BlackBio Biotech India Ltd

An ISO 13485:2016 Certified Company

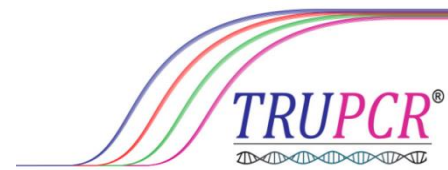
***First licensed Molecular Diagnostics (IVD)
manufacturing facility
in India under Medical Device Rule 2017***

From the house of
KILPEST INDIA LTD.



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.
- ❑ 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 **more than 100 tests 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**
- ❑ **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.

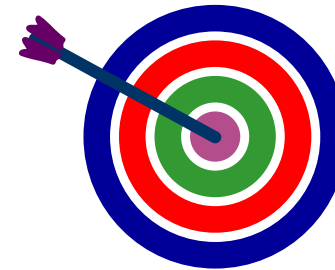


TRUPCR® from 3B BlackBio Biotech (I) Ltd.



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



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

2016

2018

2020 – COVID-19 YEAR

2022

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

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

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)

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

Launched Acute Leukemia Panel, Pediatric Leukemia Panel



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

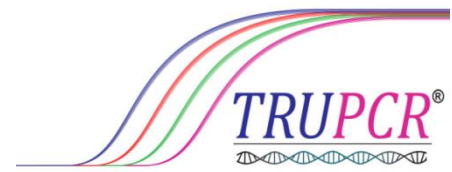


Life Sciences Company → A Leading Molecular Diagnostics Company

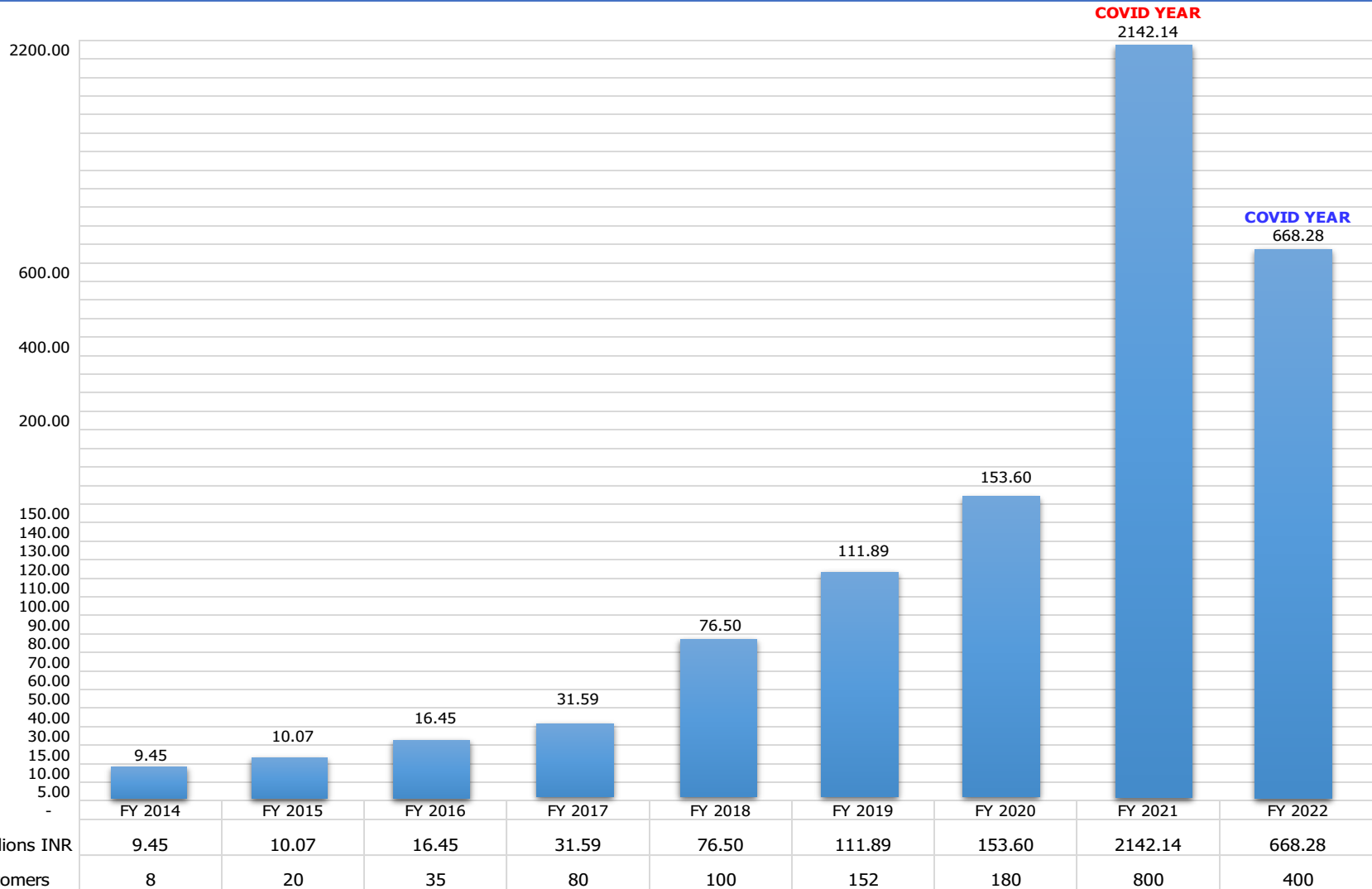
2013:
Headcount: 5
Revenue: ₹ 9.04 Million
Products: 3

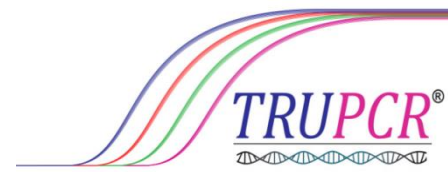
2018:
Headcount: 20
Revenue: ₹ 76.50 Million
Products: 50

2022:
Headcount: 35
Revenue: ₹ 668.28 Million
Products: 100+

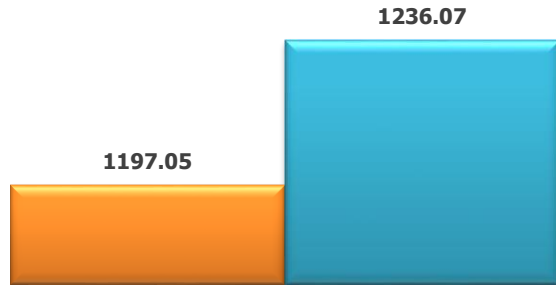


Growth Canvas

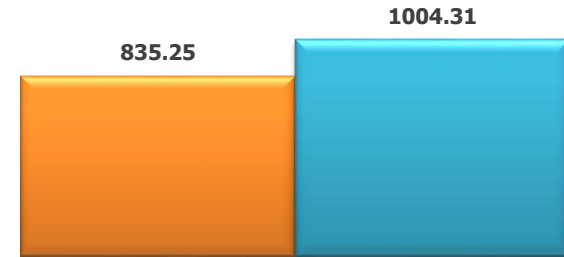




Financial Highlights – Q3 FY 22-23

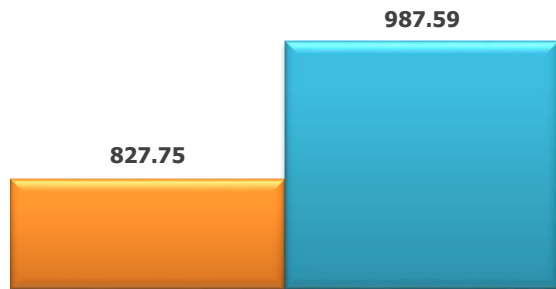


Revenue from Operations

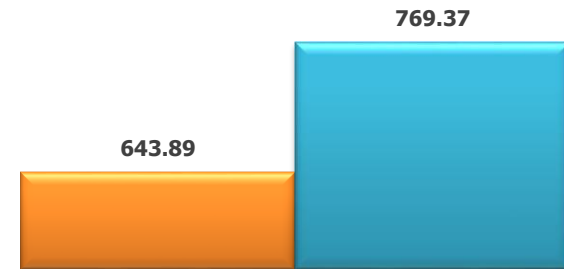


EBITDA

Q3 FY 2021-22
Q3 FY 2022-23



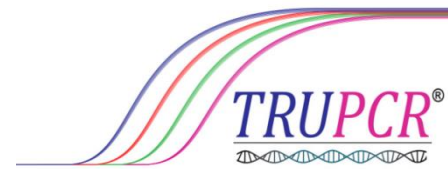
PBT



PAT

Rs. In Lakhs.

COVID Sales in Q3 FY 21-22 was INR 459.00 Lakhs whereas in Q3 FY 22-23 it is INR 131.79 Lakhs



Our Strategic Priorities



Market Penetration:

We plan to increase our sales with existing customers / channel partners by adding more products to their current portfolio.



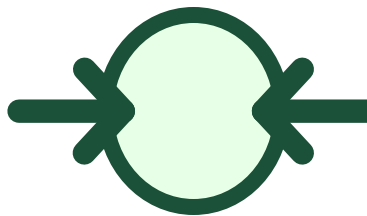
Portfolio Expansion:

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:

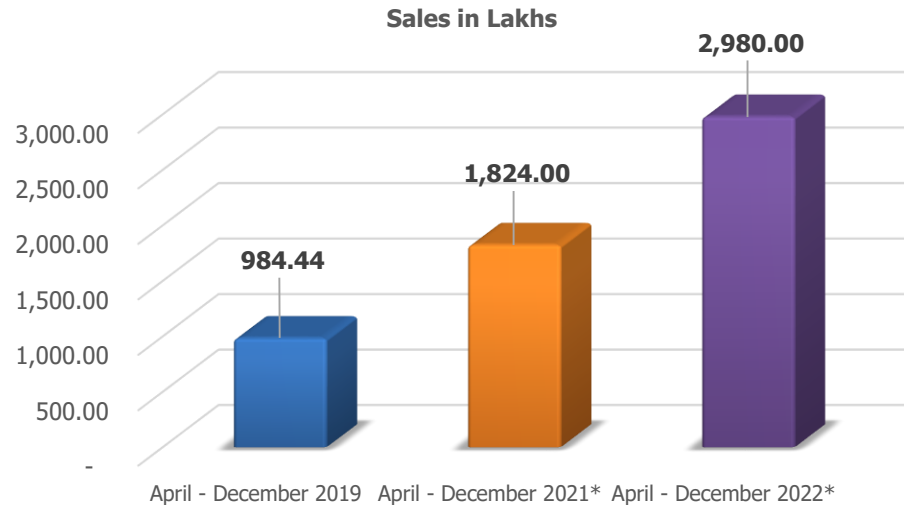
We are considering exceptional selective mergers and acquisitions in the medium to long term future to get inorganic growth for business. Our ultimate aim is to create maximum value for all our stakeholders.

Business Outlook

Our Q3 Sales has been INR 1236.07 Lakhs (This includes COVID Sales of INR 131.79 Lakhs). Sales from TRUPCR Europe Limited, Manchester for INR 109.29 Lakhs have also been consolidated in the Q3 sales figures. In Q3 2022-23, the Export Sale for molecular diagnostic kits was INR 219.89 Lakhs.

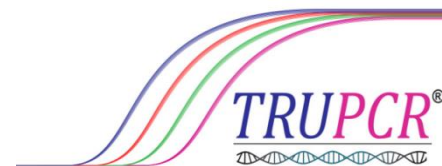
In Q2 we had the increase in the demand for of seasonal flu assays, which we expected would continue in Q3 however, it tapered down in October 2022 or the Q3 numbers would have been slightly higher. The export sales also got reduced by INR 59.00 Lakhs as there were a few big orders which added to the numbers in Q2. However, we are hopeful that Q4 will be more successful as few big export orders will materialize and the export numbers will show improvement.

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 9 months.



* Non-COVID Sales for 3B

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 this financial year also.



Exports / International Business

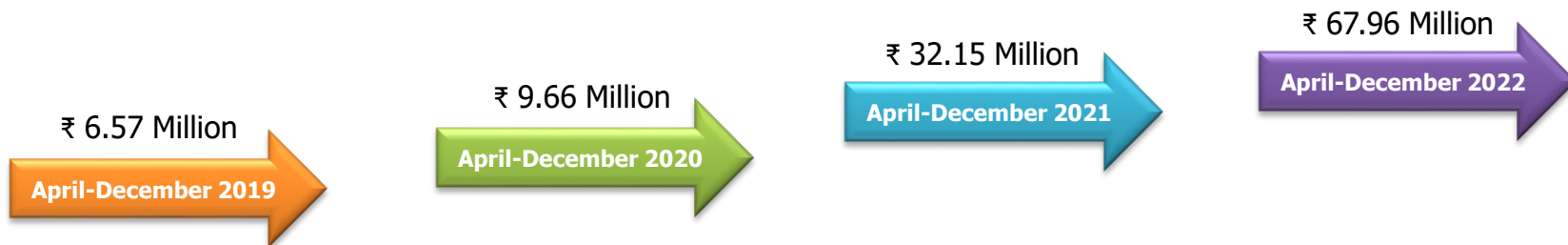
TRUPCR® assays have been well-accepted in over 30 countries across UK and Europe, Middle East, APAC, LATAM and United States of America.

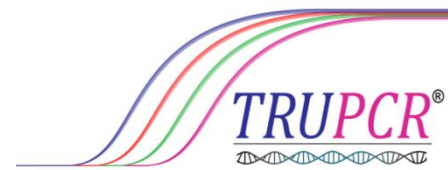
We have recently started expanding our reach to LATAM Countries from where we are getting repeat orders. We are also in the process of getting our products registered in the country where there is good demand as per the respective medical devices regulations which will allow us easy access and preference 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 the next 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.





TRUPCR® Europe Limited - Manchester Site

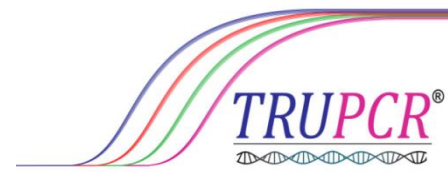
- In line with our vision for growth and enabling further support to our growing customer base, TRUPCR® Europe Limited has moved to a new and larger, self-contained, state of the art facility with dedicated labs for Production, QC and R&D, along with a separate area for storage and dispatch handling. This site has been inspected and duly accorded by a highly reputable organization "BSI UK" in line with the requirements of ISO 13485:2016 and hopefully getting the certification soon, the commercial production will start at UK itself.



- 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.

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

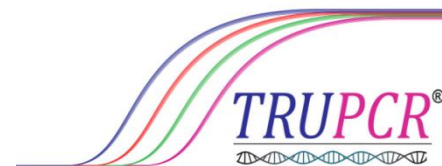
- TRUPCR Europe has been participating in International Molecular Diagnostic Conferences and arranging trainings & seminars for the customers.



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 (<https://trupcr.com/>). 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 next financial year.



Utilization of Funds

We have been looking for options to acquire a company in similar business area to get inorganic growth in FY22 and onwards. We were able to find a potential company in November 2022, however, as we moved forward with the due-diligence, certain facts emerged, which raised serious concerns for future business viability of the target company's products due to emerging stiff competition from far-east companies. So seeing this future concern and negative finding we decided not to proceed with the acquisition in best interest of the company and its shareholders.

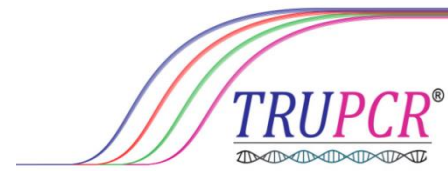
Due to COVID, most of the lifesciences and molecular diagnostic companies are seeking very high valuations. M&A valuations globally have gone high due to demand from molecular diagnostic companies which are flushed with cash. We will only go for the acquisition if it makes financial sense and meets our internal IRR criteria. We would also be looking at share buyback in FY22/23 post merger, if we are unable to secure a desired acquisition candidate. Our aim is to create maximum value for our shareholders. We will be deploying some funds in the joint venture created in Manchester, UK depending on the need.

Scheme of Amalgamation

Further to previous update the hearing before Hon'ble NCLT, Indore Bench was held on 12th Jan, 2023. The details of the proceedings were updated on 16th Jan, 2023 with BSE. The matter is in final stages and we hope that the process will be completed in a few months time.

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.



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 demand for COVID Rapid Antigen Test is very less at present with very low realization.

We have received the CDSCO approval for Dengue NS1 and we will keep on adding products as and when they are ready from the R&D. We will also be launching some novel products in the next few months that are under R&D Stage.

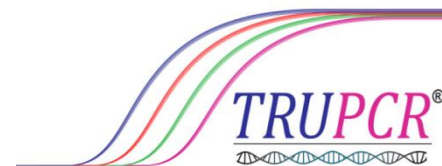
Company strongly believes that businesses that have an R&D strategy have a greater chance of success than businesses that do not.

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.

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. Unfortunately in India due to competition between labs the prices for NGS tests are also very un-remunerative, which was one of the reasons to not aggressively launch kits in India till date. NGS vertical can probably start adding some revenue in the next few months.



R & D

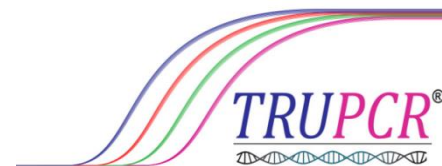


People

- 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

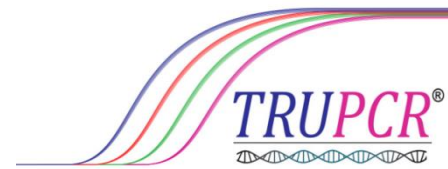


Besides above routine QC practices,

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



Certificate of Registration

QUALITY MANAGEMENT SYSTEM - ISO 13485:2016

This is to certify that:

3B BlackBio Biotech India Limited
a Subsidiary of Kilpest India Limited
7-C, Industrial Area, Govindpura
Bhopal
Madhya Pradesh
462 023
India

Holds Certificate Number:

MD 750282

and operates a Quality Management System which complies with the requirements of ISO 13485:2016 for the following scope:

Design, development, manufacturing, sales & distribution of PCR, Rapid & ELISA in-vitro diagnostic test kits for use in oncology, genetics, infectious, blood-borne & vector-borne diseases.

For and on behalf of BSI:

Gary E Slack, Senior Vice President - Medical Devices

Original Registration Date: 2022-02-02

Effective Date: 2022-02-02

Latest Revision Date: 2022-02-02

Expiry Date: 2025-02-01

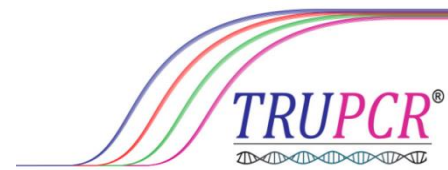


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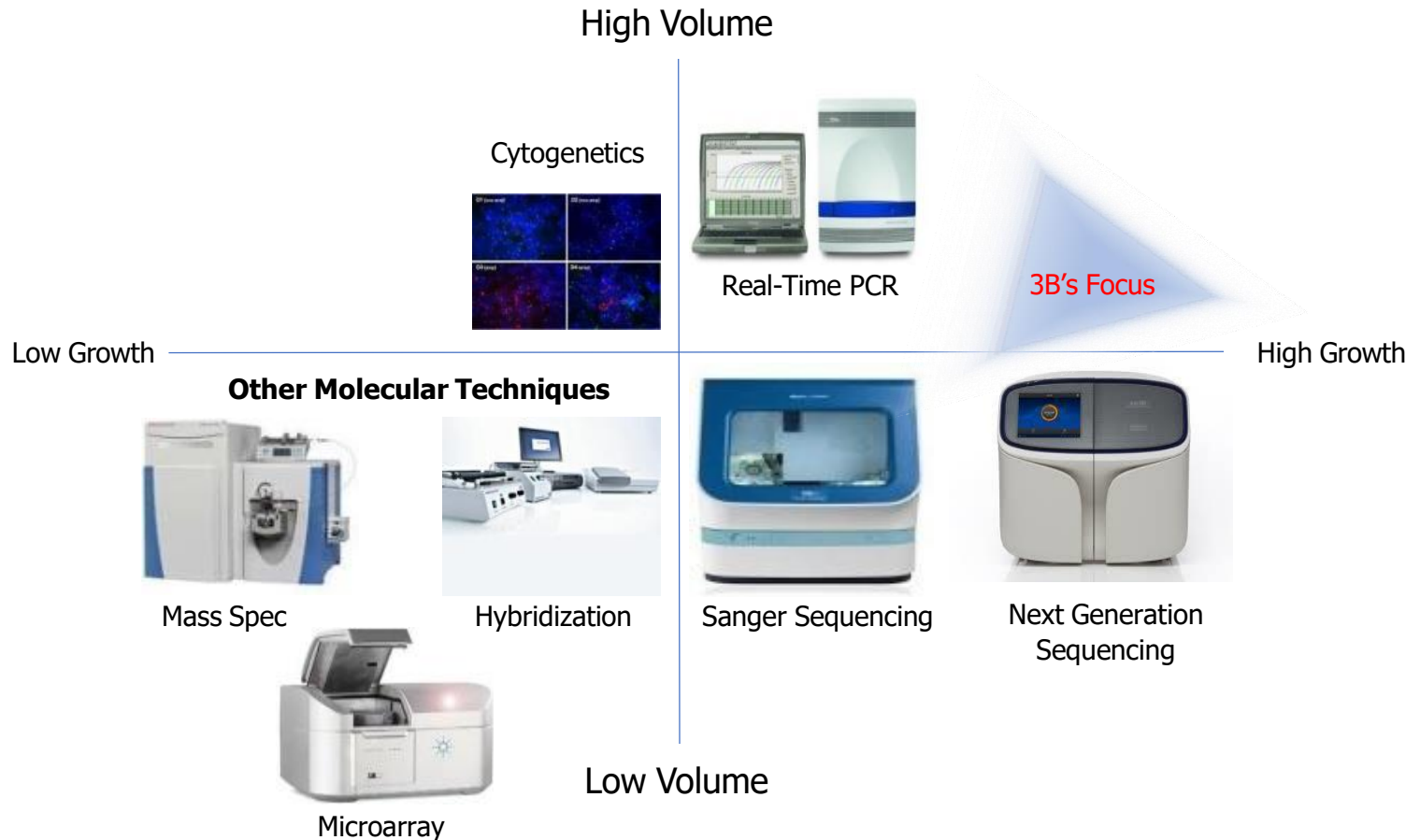
...making excellence a habit.™

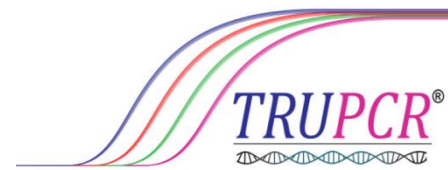
This certificate was issued electronically and remains the property of BSI and is bound by the conditions of contract. An electronic certificate can be authenticated [online](#). Printed copies can be validated at www.bsigroup.com/ClientDirectory

Information and Contact:
BSI Group The Netherlands B.V., John M. Keynesplein 9, 1066 EP Amsterdam, The Netherlands | Tel: +31 20 3460 780
BSI Group The Netherlands B.V. is registered in The Netherlands under number 33264284 | A Member of the BSI Group Holdings B.V.



Technology Focus





Product Segments

Molecular Microbiology

INFECTIONS

Individual Markers

Infectious Panels

Molecular Oncology

CANCERS

Individual Markers

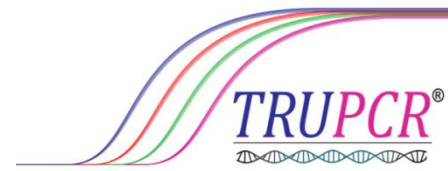
Oncology Panels

Human Genetics

**SYNDROMES &
DISORDERS**

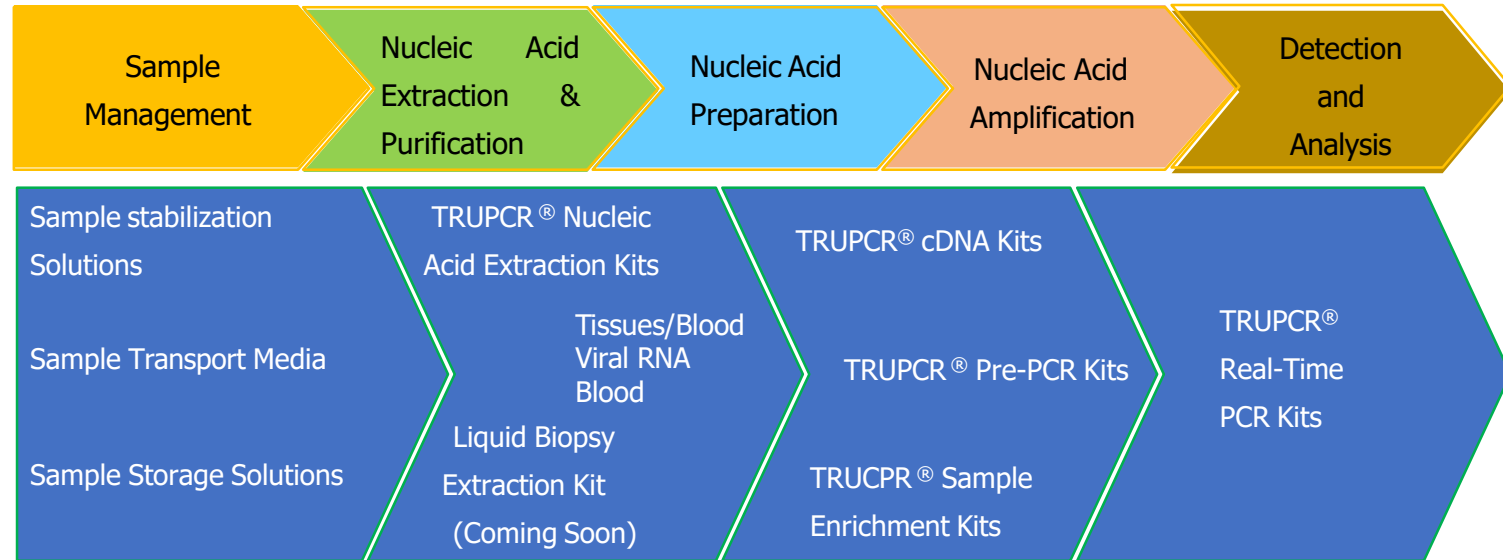
Individual Markers

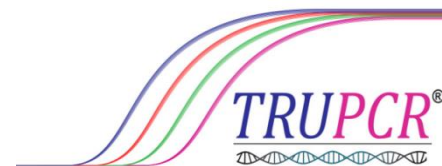
Genetic Panels



All Inclusive TRUPCR® Products

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





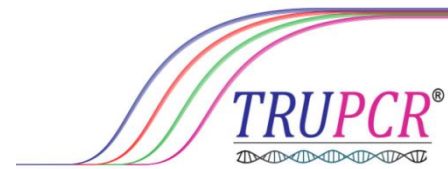
Global Recognition

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

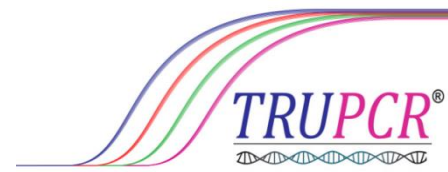
- India Specific tests with comprehensive validation on MULTIPLE gene pool
- Unique designing strategy for each test to offer something extra for better actionable information
- Compliance with international standards and guidelines
- Comprehensive coverage of genes/targets
- Positioned with cost advantage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



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



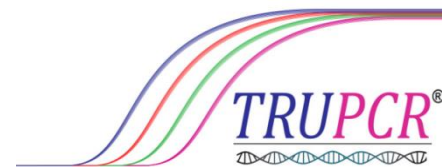
3B BlackBio Biotech India Limited received the Outstanding Achievement Award – 2021 by the Honorable Governor of Madhya Pradesh, His Excellency Shri Mangubhai Patel. The award was conferred to us in recognition of our continuous efforts in the field of R&D for developing various molecular diagnostic 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.



Outstanding Achievement Award for Excellence in R&D by FMPCCI, Bhopal - 2017

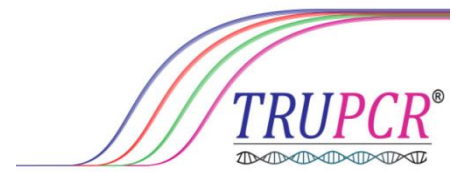


3B BlackBio Biotech India Limited, Bhopal is awarded with the 'Outstanding Achievement Award in recognition of excellence in R&D through technology in MSME enterprise category', during the 4th Outstanding Achievement Award 2016, held on 12th Aug. 2017 (Saturday), organized by Federation of Madhya Pradesh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

An ISO 13485:2016 Certified Company



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