



KILPEST INDIA LIMITED

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CIN : L24211MP1972PLC001131

November 12, 2022

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 50 Years

Reliable and Affordable Healthcare Diagnostic Solutions

INVESTOR PRESENTATION NOVEMBER, 2022





Safe Harbour

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A milestone year has arrived for Kilpest, 2022. The year in which we celebrate our "Golden Jubilee".

Kilpest, started with a humble beginning back in 1972. With the introduction of its subsidiary **3B BlackBio Biotech India Limited** in 2011 which is also now over a decade old, we continue to strive to create repeatable successes in the route to becoming a world-class solution provider in healthcare and agrochemical sector. Thanks to the knowledge gained by five decades of experience not only on the national market but also in the international market, supplying agrochemicals & healthcare solutions to the market with the final objective of providing reliable and affordable healthcare solutions to one and all..

Those of you who already know us, are aware that we have stood the tests of time and delivered the best solutions possible to our customers over five memorable decades. On this road, we are one big team. To all our employees, customers, stakeholders and associates – we thank you for your continued trust on us. Throughout its 50-year history **KILPEST** has risen to the occasion again and again with hard work, dedication and cooperation with partners near and far. We look forward to next 50 Years with greater satisfaction to all our stakeholders.

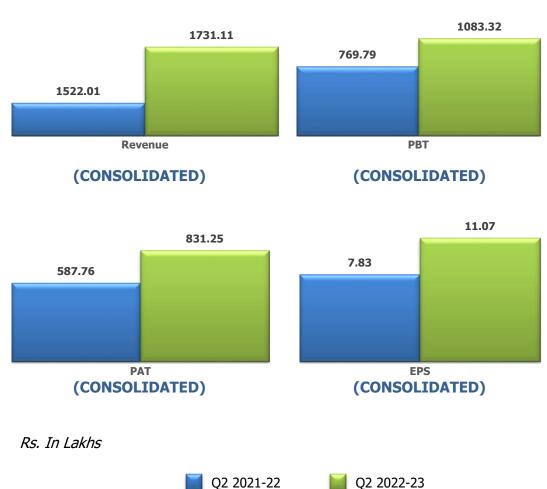
50 years together, thank you...

FINANCIAL PERFORMANCE AND KEY HIGHLIGHTS





Performance Highlights – Q2 2022-23



KILPEST (Consolidated)	Q2 FY22	Q2 FY23
Net Sales	1522.01	1731.11
Profit Before tax	769.79	1083.32
Profit After tax	587.76	831.25
Paid-Up Equity Share Capital	750.81	750.81
Reserves	12455.98	14553.31
Earnings Per Share (Rs.)	7.83	11.07

KILPEST (Standalone)	Q2 FY22	Q2 FY23
Net Sales	440.81	392.87
Profit Before Tax	790.08*	229.80
Profit After Tax	762.87	219.01
Paid-Up Equity share capital	750.81	750.81
Reserves	1515.18	1643.79
Earnings Per Share (Rs.)	10.16	2.92

*Includes Dividend Income

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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. However, the benefits of this excess monsoon can be reaped in the next few months during the Rabi Season.





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 **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".
- □ 1st company in India to get the USFDA approval for our "TRUPCR[®] SARS-CoV-2 RT qPCR Kit" which has been EUA approved by USFDA for testing on saliva specimens as well.
- Received ISO 13485:2016 accreditation from BSI, UK
- Largest suppliers of COVID-19 RT PCR Tests in India to have supplied over 15 Million tests to more than 400 labs across 80 cities of India.





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



Our Vision:

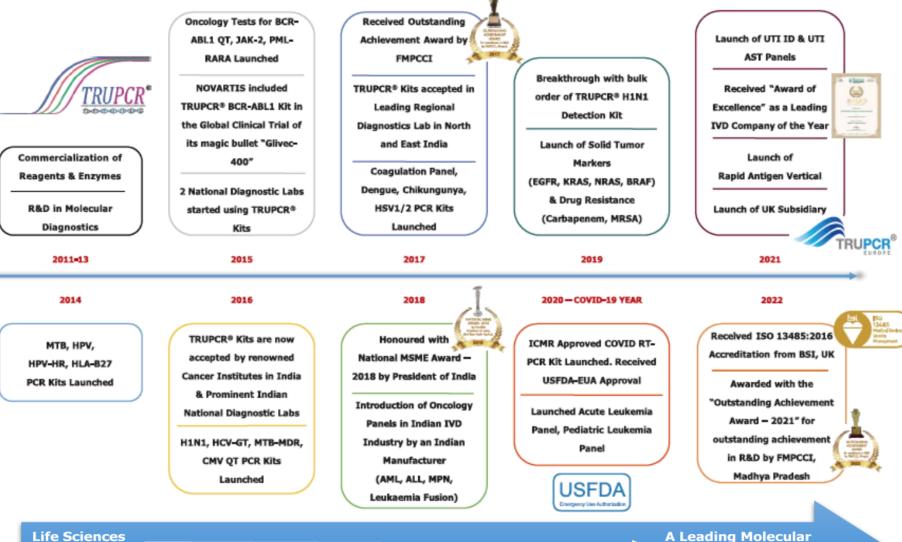
To offer reliable, affordable and effective healthcare solutions to all by recognizing the great potential of biotechnology to effectively diagnose rare, chronic and severe illnesses.



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

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

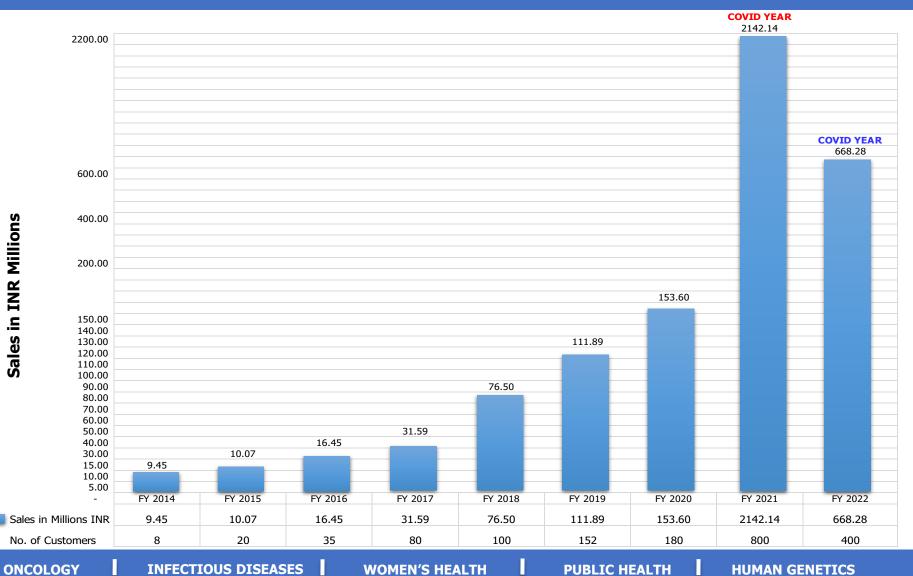
Diagnostics Company



Sales in INR Millions



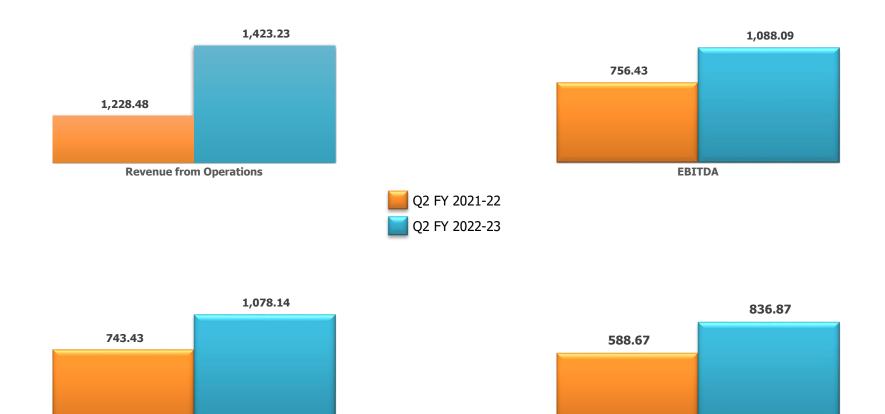
Growth Canvas







Financial Highlights – Q2 22-23



PBT

PAT

Rs. In Lakhs.





Business Outlook

Our Q2 Sales has been INR 1423.23 Lakhs* (This includes COVID Sales of INR 93.08 Lakhs). Sales from TRUPCR Europe Limited, Manchester for INR 61.04 Lakhs have also been consolidated in the Q2 sales figures. The sales for Q2 for UK subsidiary is reduced as the team was more focused on getting the ISO accreditation during this quarter.

In Q2 2022-23, the Export Sale for molecular diagnostic kits was INR 278.89 Lakhs. Our products have been well-accepted in more than 25 countries across the world which includes United Kingdom, United States of America, Germany, Romania, Italy, Switzerland, Poland, Austria, Netherlands, France, Singapore, Malaysia, Georgia, United Arab Emirates, Iraq, Kenya, Bolivia, Peru among others.

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.





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.





Manchester Site

We are proud to state the fact that 3B BlackBio had launched its own subsidiary company – TRUPCR[®] Europe Limited in the United Kingdom after entering into a Joint Venture Agreement with its European Distributor, HS Biolabs Limited based in Manchester, UK. This subsidiary was launched with a vision to accelerate the growth of TRUPCR[®] range of molecular diagnostic kits within the European market.

We would like to mention that the UK subsidiary has successfully faced the BSI Audit for getting the ISO 13485:2016 accreditation. With the subsidiary hopefully getting the certification soon, they will start commercial production in UK itself. This will have following benefits:

- 1) the "Made in UK" products will have better acceptability especially in Europe and other regions;
- 2) with products readily available at UK office, the lead time to supply the customer orders will be reduced and the customers will be more confident in "TRUPCR" brand which will eventually lead to increase in revenue.

Although the technical team is in place now, we are working to continuously to increase the sales and marketing team.

In the past few months, the UK subsidiary has participated in 3 International Molecular Diagnostic Conferences. With these conferences, the visibility of TRUPCR Europe has increased and we are getting enquiries for providing distributorships and OEM solutions through which we will expand our footprints across Europe.

With enhanced visibility and full marketing team in place, the real benefits of the subsidiary 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. However, we have not been able to find a suitable company. As 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

The meetings of Equity shareholders and Unsecured Creditors of the company were held on 2nd November, 2022 separately as per the directions issued by the Hon'ble NCLT, Indore bench. The meetings were successfully concluded and voted in favor of amalgamation. The details of the same have been uploaded on the BSE website. We hope the process of amalgamation will be completed soon.

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.



ONCOLOGY

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Rapid Kit Business Vertical

Our Rapid Kit manufacturing plant is ready for trial runs & we are optimizing the products in R&D which have market potential, other than COVID Testing Kits. We will start with Dengue NS1, Dengue IGM/IGG to cater to the current season and keep on adding products as and when they are ready from the R&D. We will also be launching some novel products in FY 2022-23 which are under R&D Stage.

COVID Rapid Antigen Test is ready and ICMR approved, but demand is very less at present with very low realization.

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 later quarters of FY 22-23 only.

WOMEN'S HEALTH

PUBLIC HEALTH





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



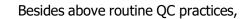


Product QC - Our Strength



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



Licensed by CDSCO

ISO 13485:2016 & GMP Compliant manufacturing under the Medical Device QMS through BSI

Licensed by CDSCO, Govt. Of India; equivalent to FDA, for our top-selling parameters in India

bsi.



Certificate of Registration

QUALITY MANAGEMENT SYSTEM - ISO 13485:2016

This is to certify that:

Holds Certificate Number:

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

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-bome & vector-borne diseases.



Over 120 Parameters are CE-IVD marked



We currently have USFDA-EUA for our COVID RT-PCR Kit, expanding scope for others.

Came Stade

For and on behalf of BSI:

Gary E Slack, Senior Vice President - Medical Devices

Original Registration Date: 2022-02-02 Latest Revision Date: 2022-02-02 ALCONT AND ALCONT

Effective 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 BSL and is bound by the conditions of contract. An electronic certificate can be authenticated <u>certine</u>. Printed copies can be waldback at www.baguoup.com/QientDirectory.

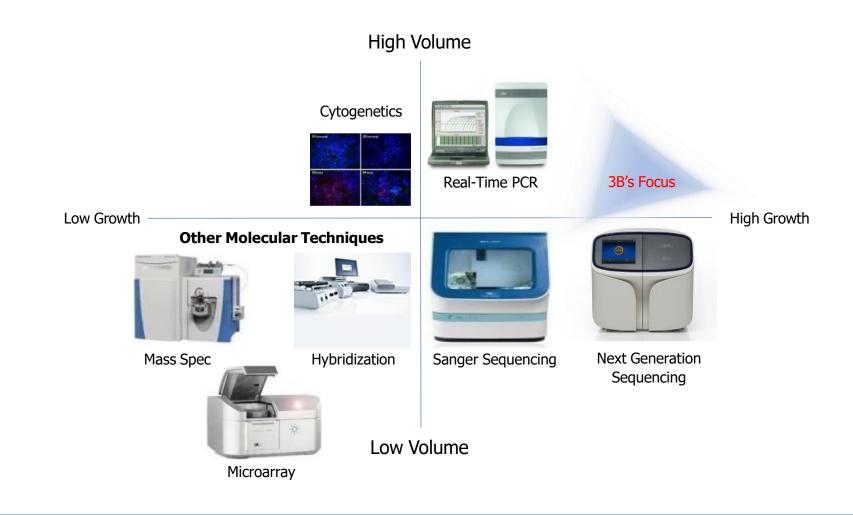
Information and Contact:

BSI Group The Netherlands B.V., John M. Keynesolein 9, 1066 EP Amsterdam, The Netherlands | Tel: +31.20.3460 780 BSI Group The Netherlands B.W. is registered in The Netherlands under number 33264284 | A Member of the BSI Group Holdings B.V.





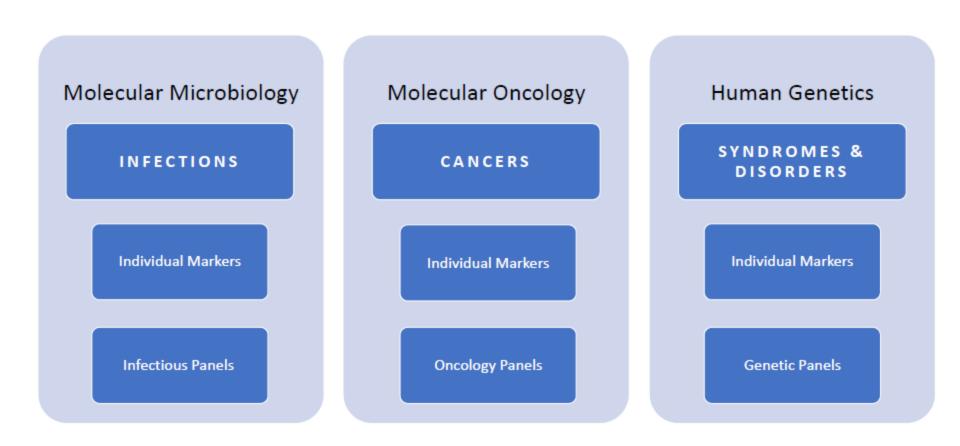
Technology Focus







Product Segments



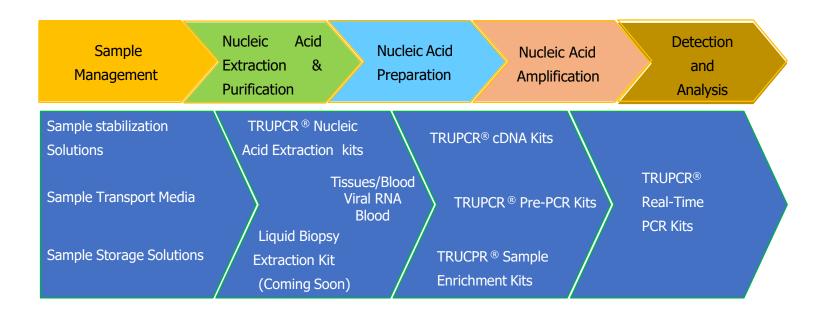
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All Inclusive TRUPCR® Products

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



ONCOLOGY INFECTIOUS DISEASES

WOMEN'S HEALTH

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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	Х	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	Х	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	X
USA	Cepheid Gene Xpert	MR4.0	\checkmark	\checkmark	v1 –sample exchange v2- WHO	X
USA	Cepheid Ultra	MR4.5	\checkmark	\checkmark	WHO	Х
USA	EntroGen BCR-ABL p210 (Mbcr) One-Step Detection Kit	MR5.0	X	\checkmark	WHO	X
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

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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





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. 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







JAI HIND

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