



## KILPEST INDIA LIMITED

REGD. OFFICE & FACTORY :

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E-mail : kilpest@bsnl.in  
info@kilpest.com

Visit us at : www.kilpest.com  
CIN : L24211MP1972PLC001131

May 27, 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



**3B BlackBio Biotech India Ltd**

An ISO 13485:2016 Certified Company

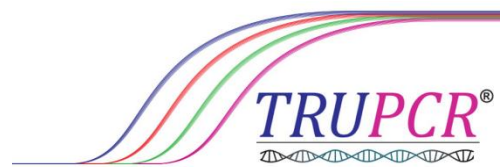


Farmer's Trusted Agro-Input Partner for 49 Years



**3B BlackBio Biotech India Ltd**

An ISO 13485:2016 Certified Company



Reliable and Affordable Healthcare Diagnostic Solutions

# INVESTOR PRESENTATION

## MAY, 2022



## Safe Harbour

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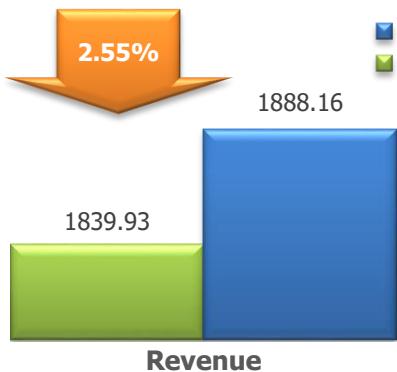




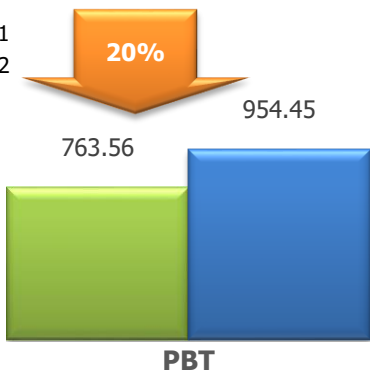
**FINANCIAL PERFORMANCE AND KEY HIGHLIGHTS**



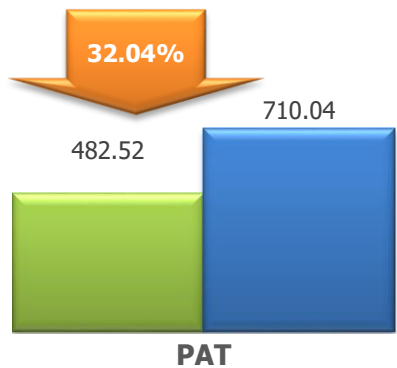
## Performance Highlights – Q4 & Full Year



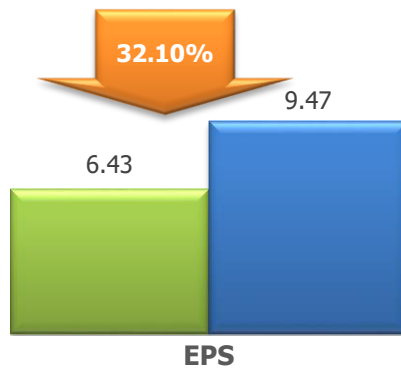
(CONSOLIDATED)



(CONSOLIDATED)



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(CONSOLIDATED)

Rs. In Lakhs

KILPEST (Consolidated)	Q4 FY22	Q4 FY21	FY22
Net Sales	1839.93	1888.16	8064.61
Profit Before tax	763.56	954.45	4322.33
Profit After tax	482.52	710.04	3219.97
Paid-Up Equity Share Capital	750.81	750.81	750.81
Reserves	12455.98	2462.10	12455.98
Earnings Per Share (Rs.)	6.43	9.47	42.89

KILPEST (Standalone)	Q4 FY22	Q4 FY21	FY22
Net Sales	520.56	386.77	1552.30
Profit Before Tax	-25.57	-26.73	846.30
Profit After Tax	-38.50	-23.40	800.74
Paid-Up Equity share capital	750.81	750.81	750.81
Reserves	1515.98	1329.16	1515.98
Earnings Per Share (Rs.)	-0.51	-0.31	10.67

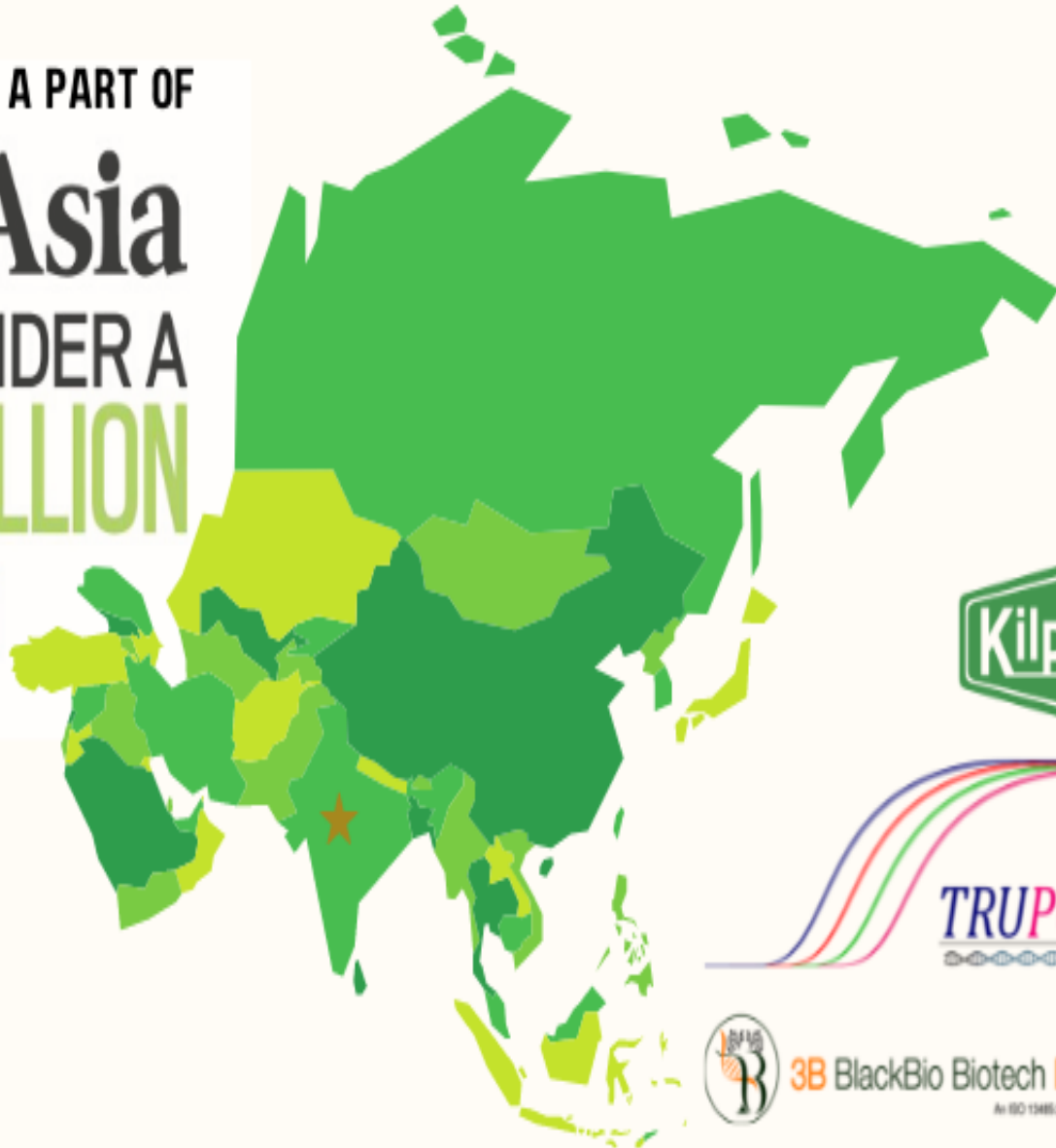
\* The figures of Year 2020-21 cannot be compared due to COVID-19 which was a one-time event.

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

- ❑ We have registered growth of over 8% in sales for agrochemicals in the FY22.
- ❑ 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.

### Kilpest Exports

With COVID subsiding, we have received a lot of traction from Bangladesh for export of pesticides. We have started getting enquiries from other countries also for exports. In FY 2021-22, we were able to do exports of more than INR 39 Million. We hope that this figure will increase in this financial year.



# 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

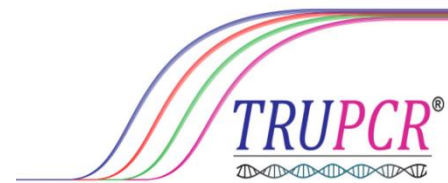


**3B BlackBio Biotech India Ltd**

An ISO 13485:2016 Certified Company

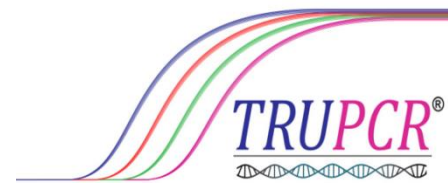
***First licensed Molecular Diagnostics (IVD)  
manufacturing facility  
in India under Medical Device Rule 2017***

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**”.
- ❑ **1<sup>st</sup> 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.

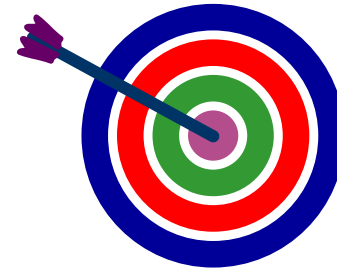


## TRUPCR® from 3B BlackBio Biotech (I) Ltd.



### **Our Vision:**

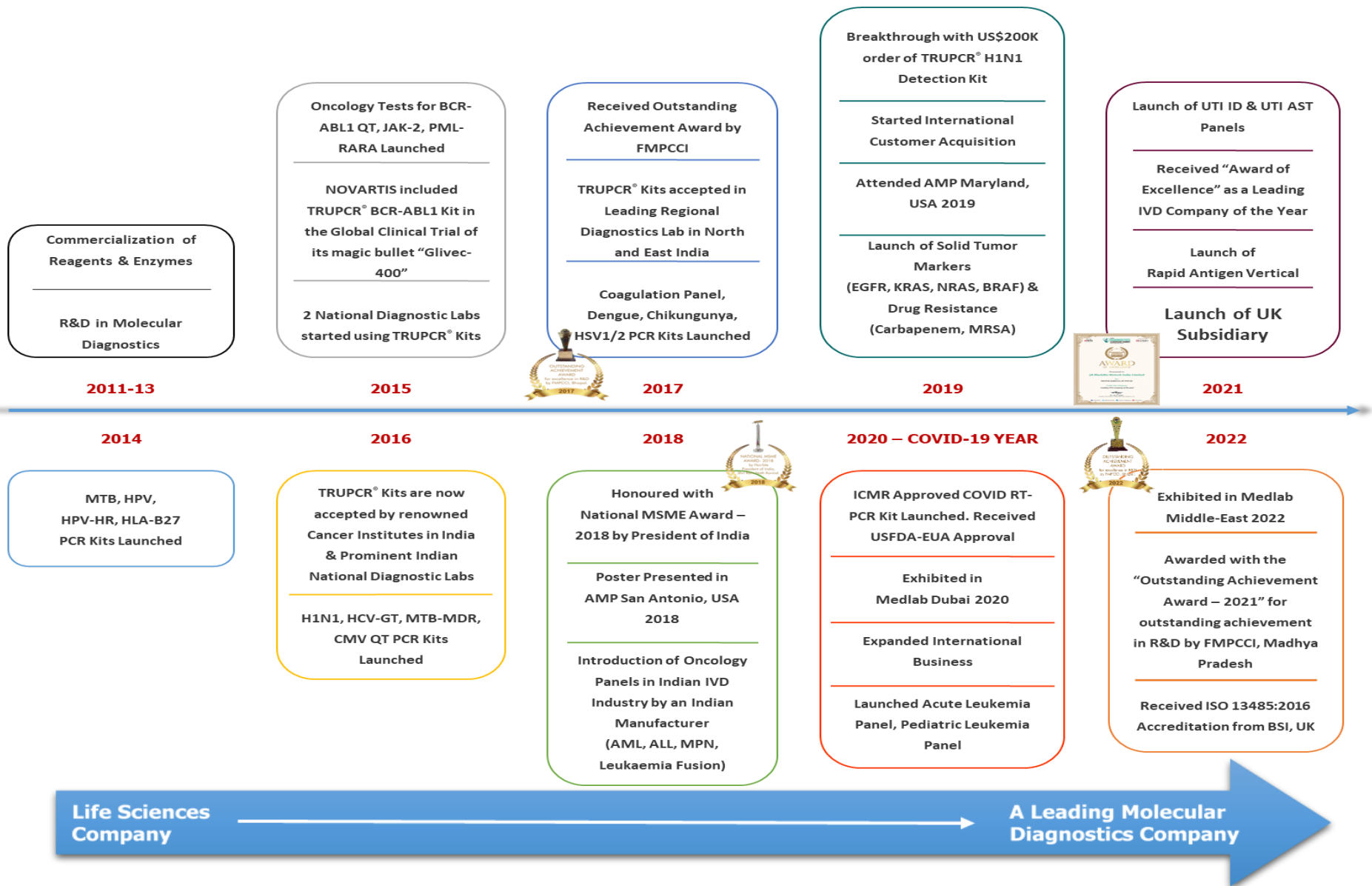
To offer reliable, affordable and effective healthcare solutions to all by recognizing the great potential of biotechnology to effectively diagnose rare, chronic and severe illnesses.



### **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.

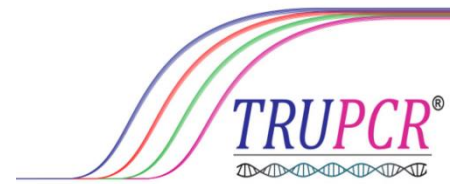
# TRUPCR® Growth Story



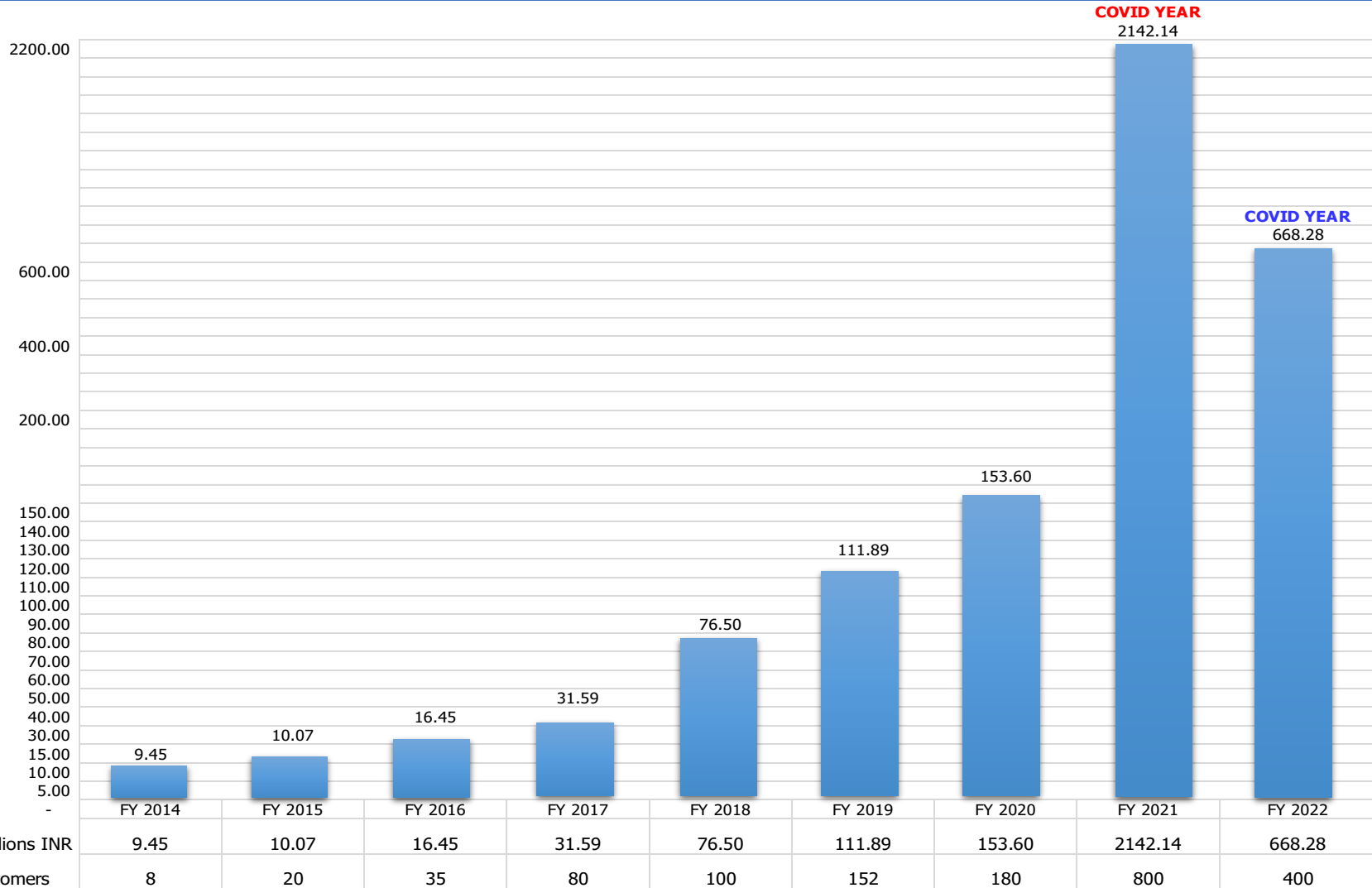
**2013:**  
 Headcount: 5  
 Revenue: ₹ 9.04 Million  
 Products: 3

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

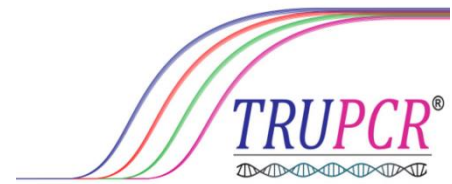
**2021:**  
 Headcount: 35  
 Revenue: ₹ 2142.14 Million  
 Products: 100+



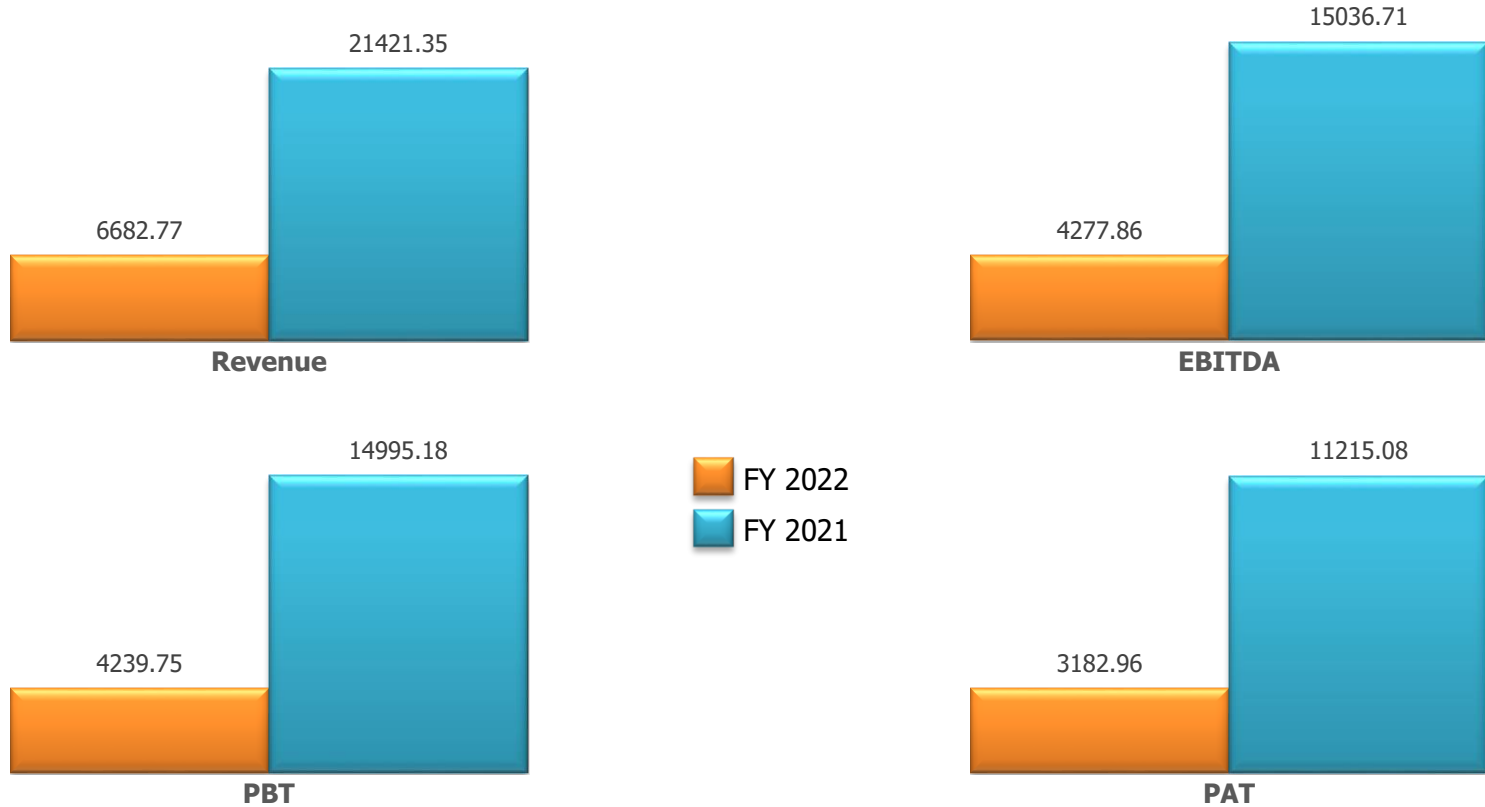
# Growth Canvas





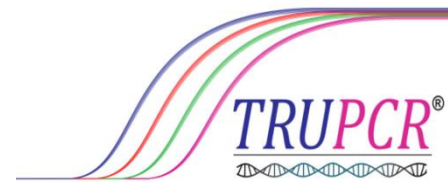


## Financial Highlights – FY 21-22



*Rs. In Lakhs.*

**\* Due to drastic reduction in COVID prices, the above figures have dropped. The figures of Year 2020-21 cannot be compared due to COVID-19 which was a one-time event.**



## Business Outlook – Going Forward Post COVID

We are a leading PCR Kit development company with a good customer base and product acceptance. **We are now becoming COVID Relevant and not COVID Dependent.** Our growth trajectory has been consistent pre-covid period and we have been achieving a growth rate of 30-35% year on year. Pre-COVID, i.e., in FY 2019-20 we had a revenue of INR 153.63 Millions which should be taken as the baseline for onwards.

With the COVID cases subsiding, the testing has decreased, however, we don't know if COVID is over yet. Nobody knows that what is going to be the future of COVID testing volumes. However, we have been consistent in achieving growth of our NON-COVID products which is evident from the numbers below:

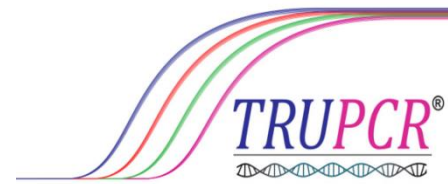
NON-COVID SALES (In Millions – In INR)	
Period*	FY (April-March)
2019-20	153.63
2021-22	265.30

**\*Basis to understand the growth forward**

In FY 21-22, the COVID revenue was **INR 402.98 Millions.**

We will hopefully continue to have a growth rate of 30-35% for the next year as well. As COVID effect the install base of RT-PCR Systems had increased substantially. But in this year, we will know which labs will continue to work and which will not. So there is a possibility of increasing our footprints globally which we are already doing by expanding our reach to the international markets.

\* Year 2020-21 has not been considered as it was majorly COVID sales which was a one-time event.



## Manchester Project

3B signed a joint venture agreement in November 2021 with its primary European distributor, Manchester based, HS Biolabs Ltd, which has been re-established as "TRUPCR Europe Limited" which is a subsidiary of 3B BlackBio Biotech India Limited.

The name of "HS Biolabs Ltd." has been changed to "TRUPCR Europe Limited" in the Companies House, UK. The same has been informed vide the Business Update dated 11<sup>th</sup> May 2022.

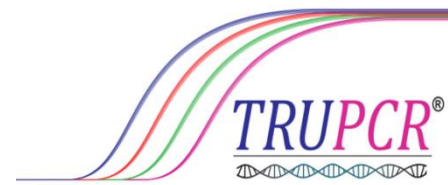
**Progress So-Far:**

- Lab Setup has already been completed in the TRUPCR Europe Limited
- Technical Team has been appointed
- We are actively looking to increase the Sales & Marketing Team apart from the present team
- The activities for getting TRUPCR Europe Limited certified as Manufacturing Site-II under ISO 13485:2016 have been started
- We are getting a lot of traction from EU countries for our products with new customers now being added
- We have started trial batch production before bulk manufacturing can be started



With Stock availability at TRUPCR Europe Site, we believe that the EU customers can be supported in a faster way. Also, this new site will allow us to expand in other EU countries, where we are not currently present, with faster deliveries and timely support.





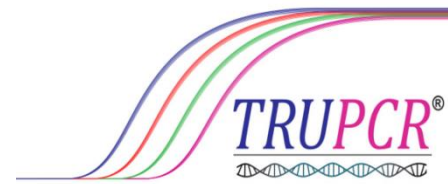
## MEDLAB DUBAI 2022

The company participated in Medlab Middle-East 2022 held in Dubai during 24-27 January 2022. There was a lot of interest from various end-users and prospective partners for our products.

With the export restrictions now removed, we are expecting a growth in the international market which was evident from the meetings that happened during the Medlab event. We were able to meet and engage in discussions about prospective business opportunities in the Middle-East and African region.

We now hope to materialize the discussions from the meetings and maximize the revenue from International Business.



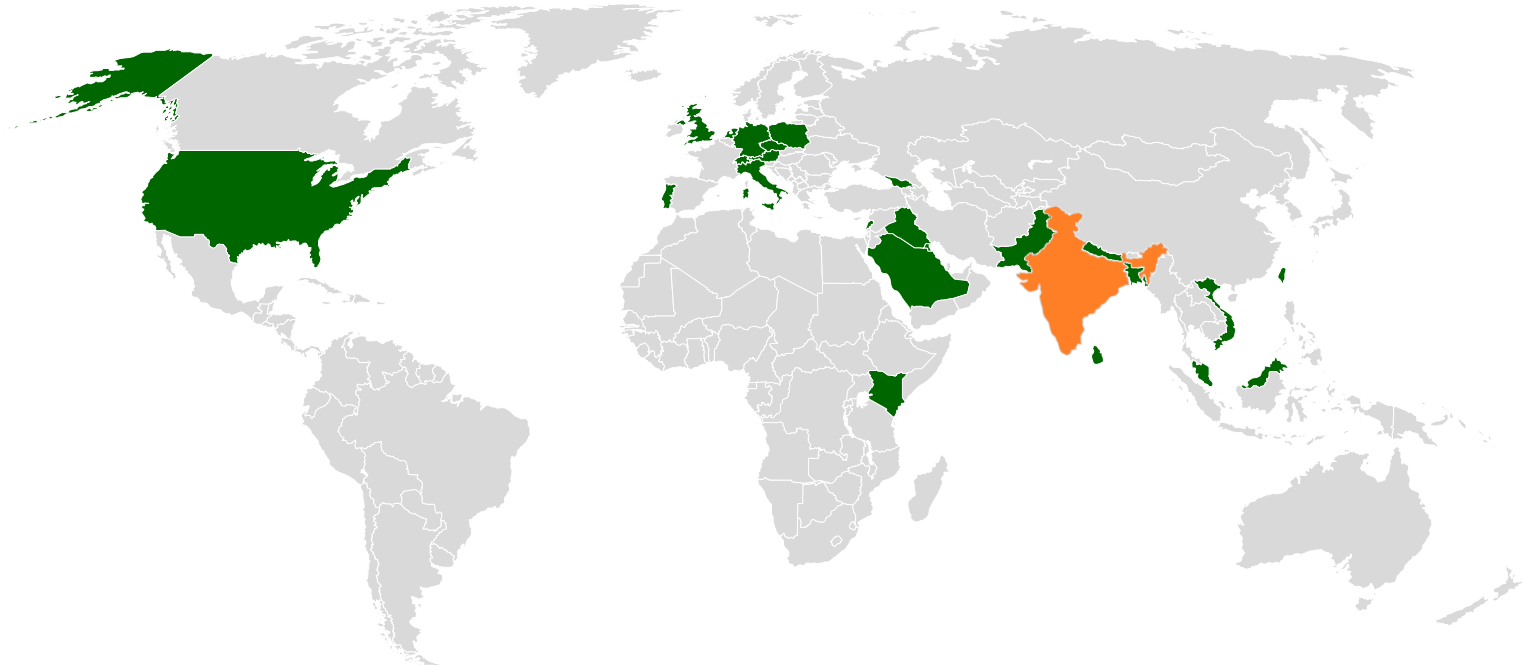


## Exports

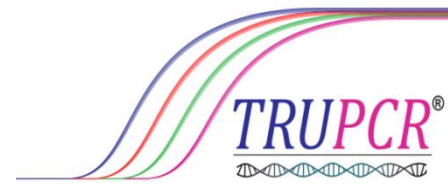
This year we have focused on expanding our international business. As of now, our products have been well-accepted in more than 25 countries across the world. With the export restriction removed in the 2<sup>nd</sup> quarter of FY 21-22, we had fast paced our marketing strategy for the international customers.

In FY 21-22, we have done exports for approx. INR 61.86 Million against INR 19.80 Millions in FY 20-21.

We participated in the Medlab Middle-East 2022 from which we have got a lot of traction from the middle eastern countries especially Saudi Arabia, Iraq, Iran among others. We have also expanded our customer base in South-East Asia. We are in discussion with many key customers internationally and hope that the international business will now grow substantially.







## Utilization of Funds

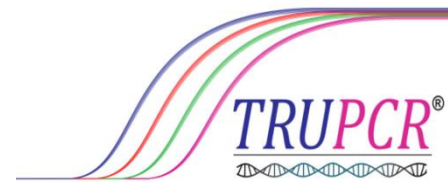
We have been looking for options to acquire a company in similar business area to get inorganic growth in FY22 and onwards. However, we have not been able to find a suitable company. As due to COVID, most of the lifescience and molecular diagnostic companies are seeking very high valuations. M&A valuations 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

We have received the approval from BSE vide their letter "Observation Letter" on 3<sup>rd</sup> February, 2022. After the BSE and SEBI approval, we have now applied for the petition for amalgamation to NCLT for the scheme of amalgamation on 9<sup>th</sup> May, 2022. The same has been informed vide the Update dated 11<sup>th</sup> May 2022. We are hoping this process will now accelerate and complete in few months depending on NCLT. Your company is working on faster approval of the scheme, which should result into unlocking the value of Material Subsidiary i.e. 3B BlackBio Biotech India Ltd.

## 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 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.

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

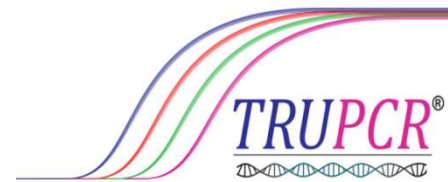
Company is continuously investing in building up additional manufacturing and R&D facilities / capacities to cater to the existing business verticals.

## 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.

## Dividend – FY 21/22

We are happy to announce that M/s. 3B BlackBio Biotech India Limited has proposed a dividend of 250% i.e., Rs.25/- per share, and subsequently M/s. Kilpest India Limited has proposed a dividend of 25% i.e., Rs.2.5/- per share for the FY ended 21/22.



## R & D

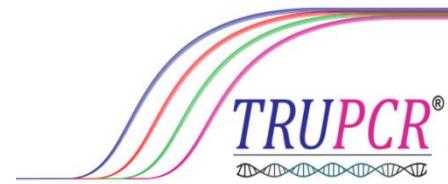


### People

- 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

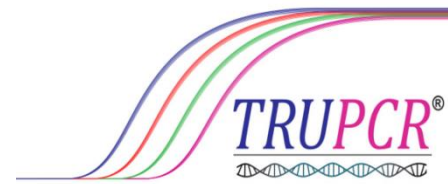
\*We guarantee an unmatched performance of TRUPCR kits on any real-time PCR cyclers, which is the reason that the ordered product is QC checked on the customer's real-time PCR brand and model





3B BlackBio Biotech India Ltd

An ISO 13485:2016 Certified Company



# 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



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



## 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

Page: 1 of 1



...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](http://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.

ONCOLOGY

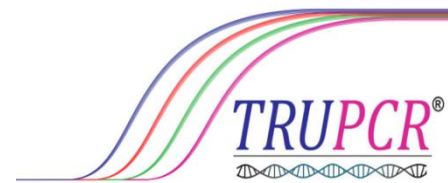
INFECTIOUS DISEASES

WOMEN'S HEALTH

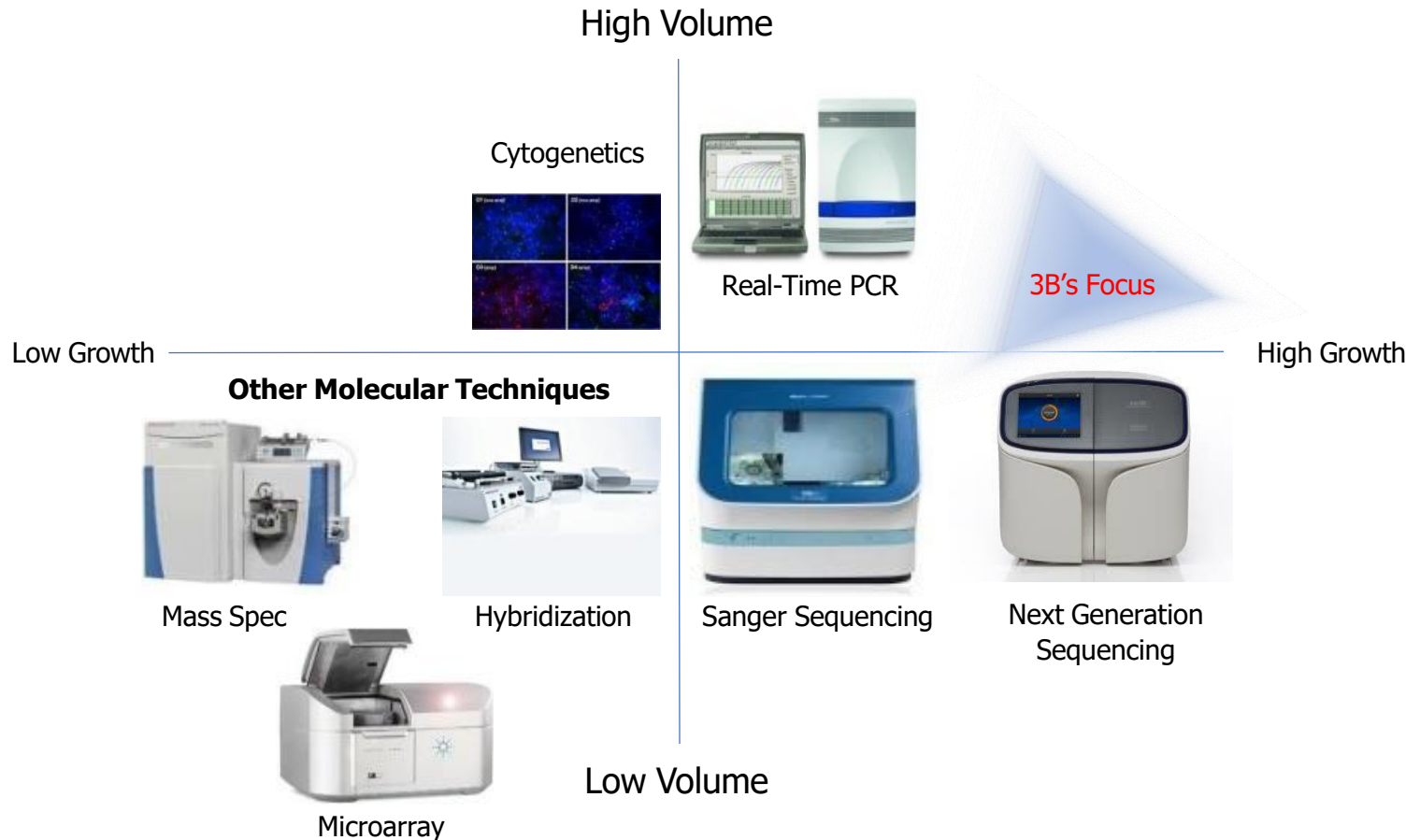
PUBLIC HEALTH

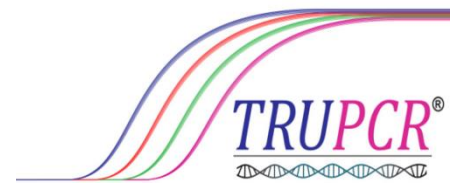
HUMAN GENETICS





# Technology Focus





# Product Segments

## Molecular Microbiology

**INFECTIONS**

Individual Markers

Infectious Panels

## Molecular Oncology

**CANCERS**

Individual Markers

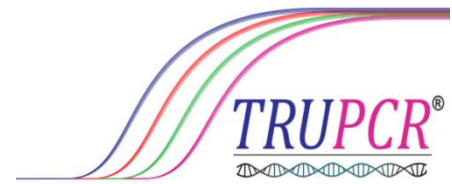
Oncology Panels

## Human Genetics

**SYNDROMES &  
DISORDERS**

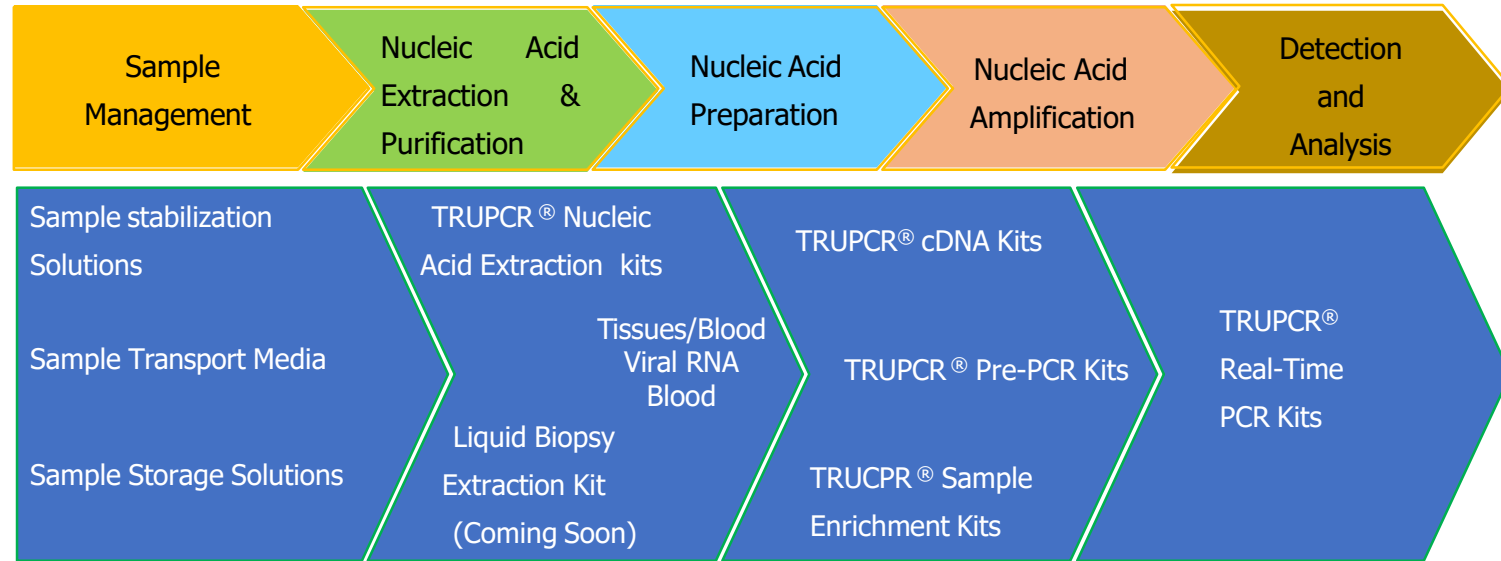
Individual Markers

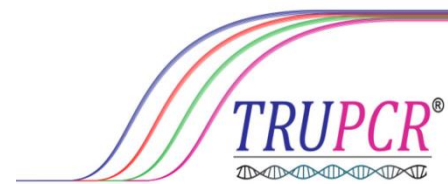
Genetic Panels



# All Inclusive TRUPCR® Products

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





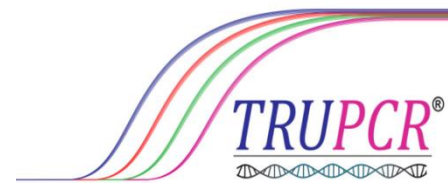
## Global Recognition

### 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
<b>INDIA</b>	<b>3B BlackBio - TRUPCR<sup>®</sup> BCR-ABL1 Kit</b>	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 <sup>®</sup> SA BCR-ABL Major Quantitative RT-PCR Test	MR4.5	✓	✓	WHO	X
USA	Cepheid Gene Xpert	MR4.0	✓	✓	v1 –sample exchange v2- WHO	X
USA	Cepheid Ultra	MR4.5	✓	✓	WHO	X
USA	EntroGen BCR-ABL p210 (Mbcr) One-Step Detection Kit	MR5.0	X	✓	WHO	X
USA	Asuragen QuantideX BCR-ABL IS CMR	MR4.7	✓	X	WHO	X
USA	MolecularMD BCR- ABL1IS MR3 Assay <sup>TM</sup>	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

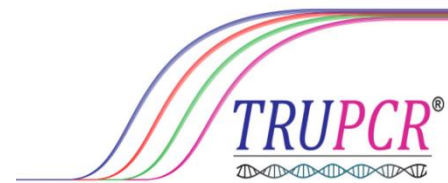




## Outstanding Achievement Award for Excellence in R&D by FMPCCI, Bhopal - 2022



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

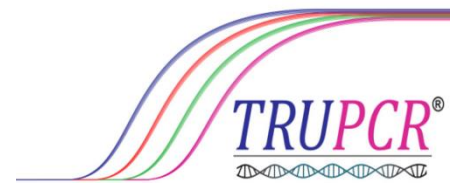


3B BlackBio Biotech India Limited, Bhopal is awarded with the 'Outstanding Achievement Award in recognition of excellence in R&D through technology in MSME enterprise category', during the 4th Outstanding Achievement Award 2016, held on 12th Aug. 2017 (Saturday), organized by Federation of Madhya Pradesh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



# JAI HIND

ONCOLOGY

INFECTIOUS DISEASES

WOMEN'S HEALTH

PUBLIC HEALTH

HUMAN GENETICS