



Ref. No.P-66/2025-26/14
May 28, 2025

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

Dear Sir/Madam,

Please find the enclosed herewith Investor's Presentation / Company Update of
Agrochemicals and Diagnostic Kits (Health Care) for your information and necessary
action.

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

**NIKHILKUBER
DUBEY**

Digitally signed by
NIKHILKUBER DUBEY
Date: 2025.05.28 16:29:38
+05'30'

Nikhil Kuber Dubey
Whole Time Director
DIN: 00538049

Encl: As above



3B BlackBio Dx Ltd.

Since 1972

Investor Presentation

Results FY 2024-25

Disclaimer

This presentation and the accompanying slides (the “Presentation”), which has been prepared by 3B BlackBio Dx Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



Financial Highlights – Q4 2024-25 / FY 2024-25

Consolidated	Q4 2023-24	FY 2023-24	Q4 2024-25	FY 2024-25
Revenue from Operations	2,299.80	7,412.47	2,249.51	9,646.86
Profit Before tax	1,372.90	4,433.22	1,253.91	6,399.82
Profit After tax	879.03	3,210.12	803.55	4,769.11
Paid-Up Equity Share Capital	856.84	856.84	856.84	856.84
Reserves	18,734.45	18,734.45	21,690.58	21,690.58
Earnings Per Share (Rs.)	10.26	37.46	9.38	55.66

** Figures for the quarter ended 31st March, 2025 and the corresponding quarter ended in the previous year are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the end of the third quarter of the relevant financial year. Also the figures upto the end of the third quarter had only been reviewed and not subjected to audit.*

** To account for seasonality and event-driven fluctuations from quarter to quarter, we recommend reviewing financial results on a year-to-date basis for a more consistent view of the Company's performance.*

Rs. In Lakh



Key Highlights – Agrochemicals Division

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

The Agro-Chemical division maintains focus to government procurement, primarily facilitated through electronic tenders on platforms such as GeM, and exports to Bangladesh mainly. Presently, the Agro business operates with minimal debt. Sales within the agrochemical sector remain stable, with vision to only supply to old customers, Govt. tenders for Vector borne disease control & exports.

Agrochemicals Exports

The export sales of our agrochemicals division amounted to INR 356.75 Lakh in the 2024-25, majorly comprising exports to Bangladesh and to some extent to Afghanistan.



Agrochemicals - Existing Products

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



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

Forbes^{INDIA}

DGEMS 2023

D Globalist.
Accelerating eXtrepreneurs™

We are proud to be a part of

200 Select
Companies with
Global Business
Potential



3B BlackBio Dx Ltd.



Highlights

**Molecular Diagnostics
(MDx) Division**

FY 2024-25

Overview – MDx Division

- **Founded:** 2011 | **14+ years** in molecular diagnostics
- **Core Focus:** Design, Development & Manufacture of Molecular Diagnostic Kits:
 - ❑ qPCR Assays (TRUPCR®)
 - ❑ Lateral Flow Assays (TRURAPID®)
 - ❑ NGS Assays (TRUNGS®)
- **Product Portfolio:** 120+ Molecular Diagnostic Assays Developed
- **Certifications:**
 - ❑ ISO 13485:2016 (BSI, UK)
 - ❑ Licensed by CDSCO, Govt. of India
- **Awards & Recognition:**
 - ❑ *National MSME Award 2018* (Presented by Hon. President of India)
 - ❑ *Outstanding Achievement Award* (2017 & 2022) – MP Chambers of Commerce & Industries
 - ❑ Featured in **FORBES INDIA DGEMS 2023** – Top 200 Global Potential Companies



Overview – MDx Division

Well Established Brand



Well established molecular diagnostics (MDx) brand with largest range of Indian IVD and CE-IVD Products available

PAN-India & Global Presence



Product & customer support access available to over 600 labs / hospitals in India across 100+ cities in India and 70+ countries internationally

Comprehensive Molecular Diagnostics



Only company to have qPCR Assays, Lateral Flow Tests and NGS assays available together, providing the most comprehensive molecular diagnostics solutions to customers



Vision, Mission & Values

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

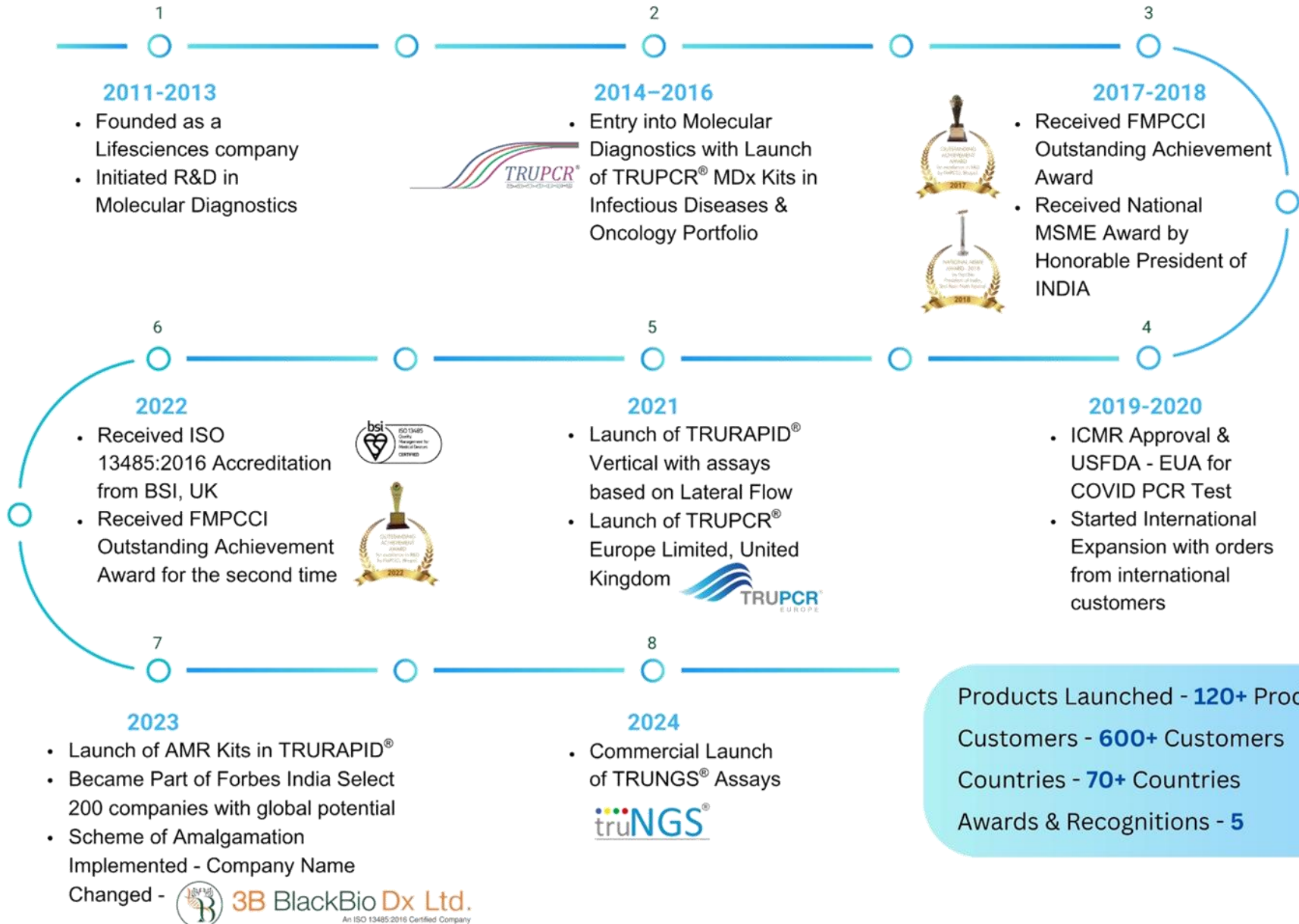
- To design and develop molecular diagnostics products of superior quality and value that continuously improves the patient's life. To become a global organization and to be recognized through quality; innovation and competence.

Our Values

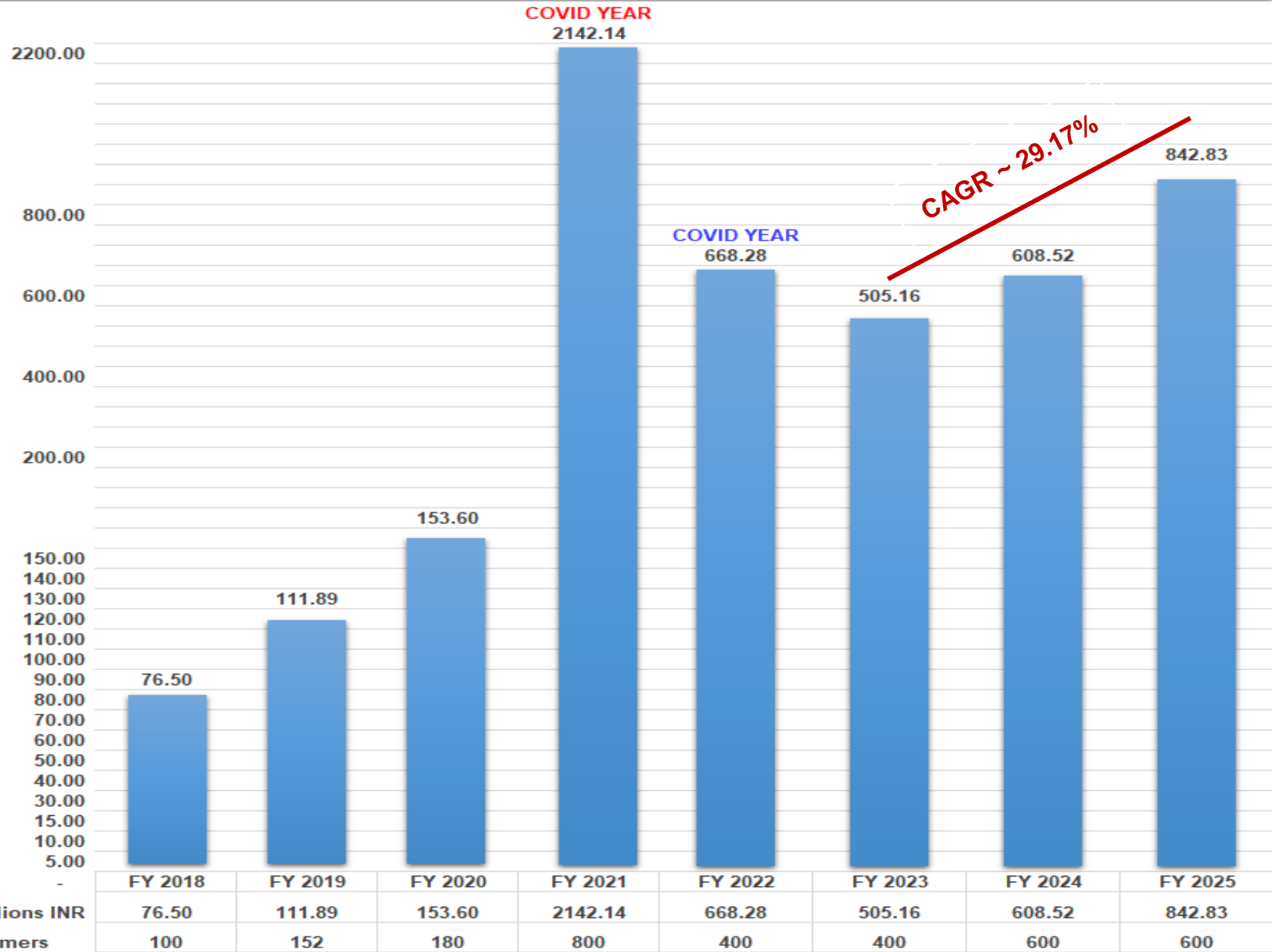
- To provide exceptional MDx solutions with a customer-first approach, we are driven by ethics, integrity, and an unwavering focus on quality.



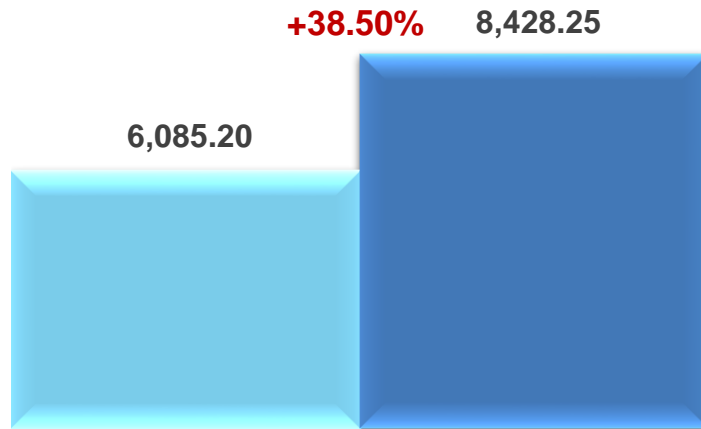
Our Journey



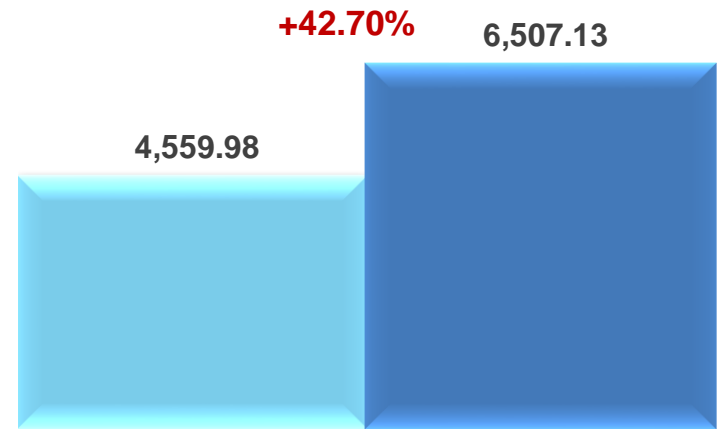
Growth Canvas



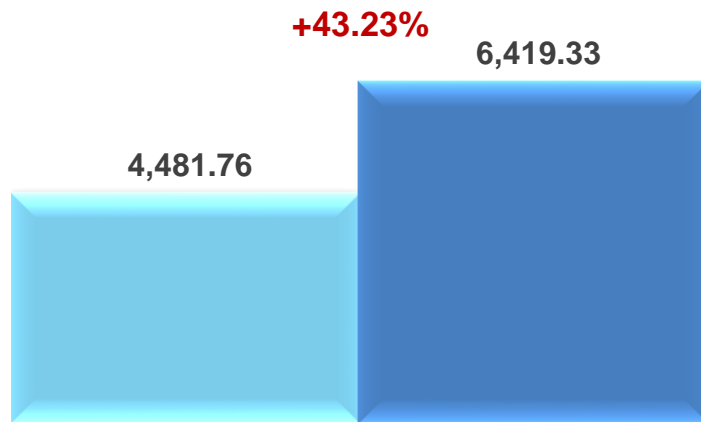
MDx Business – Financials Highlights – FY 2024-25



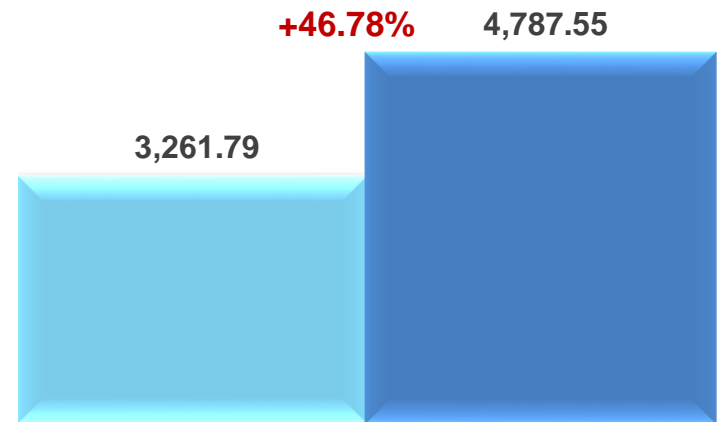
Revenue from Operations



EBITDA



PBT



PAT



FY 2023-24



FY 2024-25

Rs. In Lakh.



Our Strategic Priorities

Market Penetration:

We aim to boost sales with current customers and channel partners by expanding the range of products within their existing portfolios.

Portfolio Expansion:

Leveraging our R&D strengths, we continuously evolve our portfolio – with new assays in qPCR, Lateral flow immunoassay, NGS.

Geographical Reach:

We are entering untapped regions through strategic partnerships with local distributors and direct engagement in emerging markets.

Mergers & Acquisitions:

In view of our long-term growth strategy, we are pursuing strategic M&A opportunities. Our objective is to maximize value for our stakeholders.



Business Outlook – MDx (Q4/2024-25)

We closed Q4 2024-25 with INR 1947.96 Lakh compared to INR 1906.48 Lakh in Q4 2023-24. This includes consolidated sales from TRUPCR Europe Limited, Manchester for INR 187.18 Lakh. In Q4 2024-25, we did export of INR 410.40 Lakh against INR 290.15 Lakh in Q4 2023-24.

As was informed in the results of the previous quarters, the major sales in Q2 and Q3 came from the seasonal spike of infectious diseases like flu, dengue, chikungunya. In Q4, there was a drop in the sale of these products which has led to reduced numbers in Q4 2024-25. Also, few orders of TRUPCR Europe of Q4, were shifted to Q1 2025 due to internal process changes at key customers' that delayed the order processing.

In the above consolidation, a year-end shipment of INR 44.77 Lakh which was in transit to TPE has also been consolidated, resulting in lower consolidated number to standalone number.



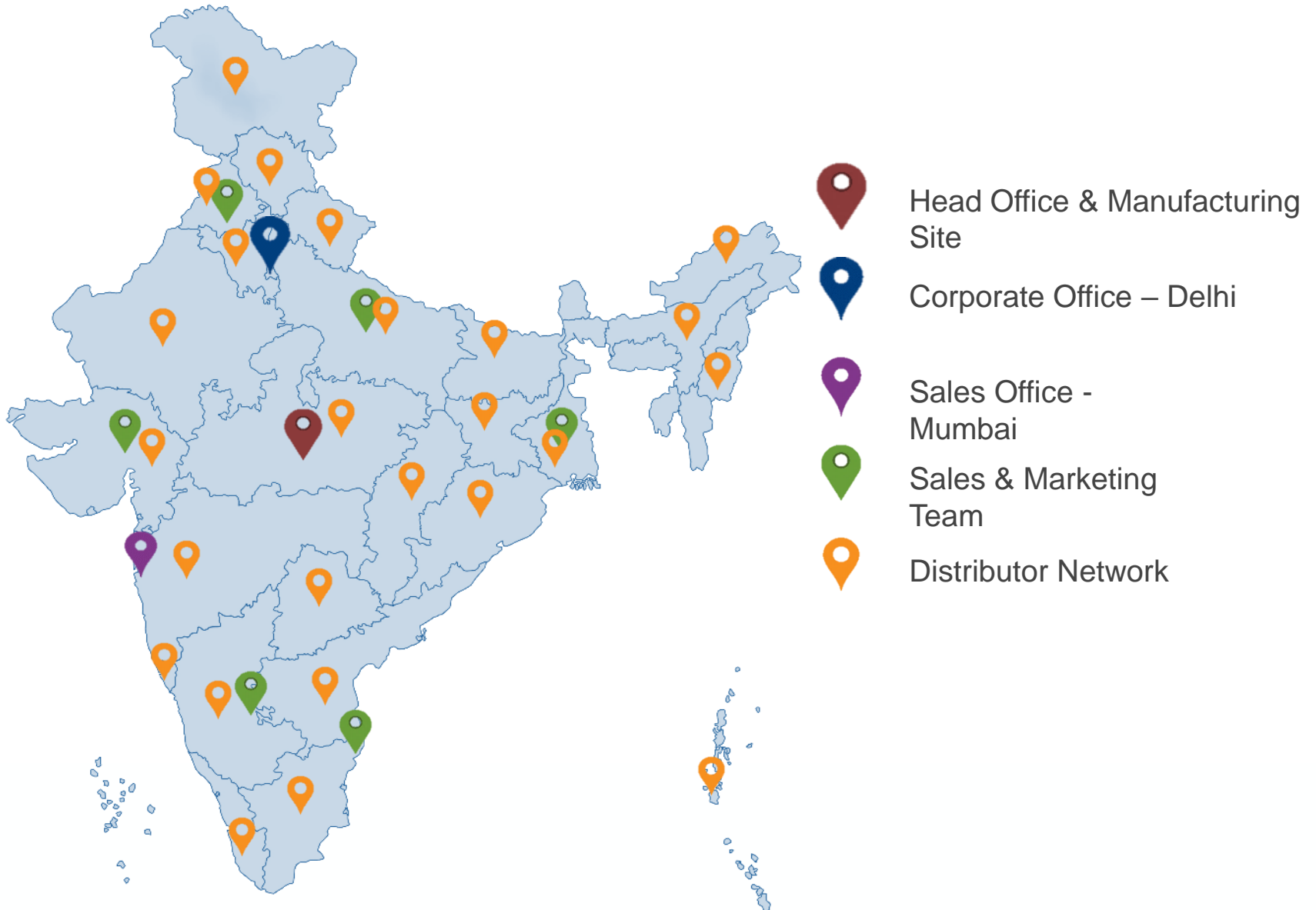
Business Outlook – MDx (FY 2024-25 – 3B India)

Market Overview & Growth Outlook

- The **Total Addressable Market (TAM)** for Molecular Diagnostics (MDx) in India is estimated at approx. **₹350–450 Cr.**
- We hold a **12%–15% market share**, positioning us among the **market leaders**.
- The MDx industry is projected to grow at **8%–10% CAGR** over the next few years in India due to increasing adoption across diagnostic labs and hospitals and government projects.
- While this growth is attracting increased competition, we are hoping to grow at **15%–20%** for **FY 2025–26**, backed by our extensive product portfolio and strong market presence over the years and high-quality products well accepted by the customers.
- Increasing ageing population in India, life style changes, evidence based treatments and better access to healthcare, will play a major role in our growth.



Our Footprints in India



Our Global Presence

We have widespread acceptance globally with our presence now in over **70 countries** spanning across **Europe, Middle East, APAC, LATAM, and North America (including the United States and Canada)**. Now we are expanding in **Africa** through strategic partnerships with channel partners.

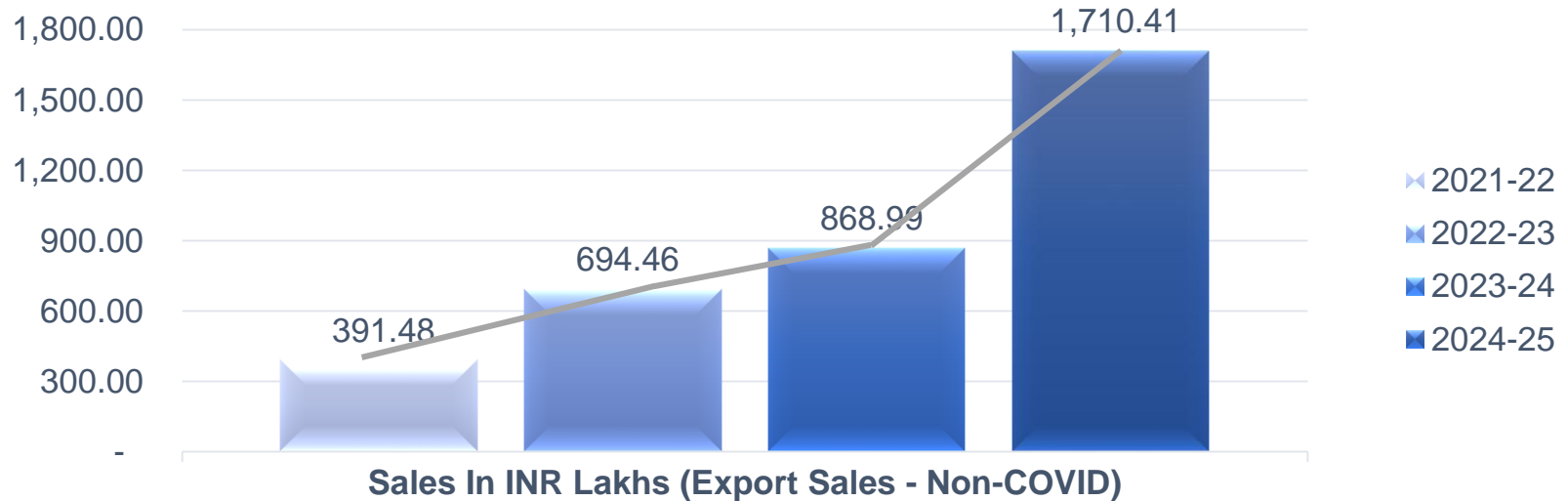


Business Outlook – International

- ❑ **Global Expansion:** Appointed new channel partners to strengthen international presence.
- ❑ **Territorial Growth:** Added customers in existing and new markets across Europe, Africa, and APAC.
- ❑ **Regulatory Progress:** Completed product registrations in several countries; ongoing in others to meet local regulations.
- ❑ **Tender Success:** Secured annual rate contracts in the Middle East, Southeast Asia, and Europe.
- ❑ **Distributor Engagement:** In advanced talks with leading international distributors for FY 2024–25 projects.
- ❑ **Middle East Momentum:** Strong order inflow reflects growing market traction.
- ❑ **Targeted Market Entry:** Focused marketing driving entry into untapped markets.
- ❑ **Future Partnerships:** Exploring strategic alliances in Africa, LATAM, APAC, and Middle East.



Export / International Business



The substantial increase of nearly **97%** in our export sales has been driven by higher volumes from the UK subsidiary and increase in international orders, driven by recently secured contracts and successful validation of our products in multiple laboratories across key markets, establishing the high quality of our products and the technical expertise we bring to our customers.

Even with high competition across markets, we are strategically positioned for a growth of 20-25% in the international business in the FY 2025-26. We aim to leverage our established strengths, capitalize on new opportunities to sustain our upward trajectory in the coming fiscal year.



TRUPCR® Europe Limited - Manchester Site

In FY 2024-25, the sales of TRUPCR® Europe Limited (TPE) has grown substantially compared to the sales in FY 2023-24 which is in line with the expectation.



Our UK subsidiary has emerged as a key growth driver, gaining strong traction across Europe with its “Made in UK” product range. The Manchester facility—equipped with sales, marketing, technical support, and R&D—has enabled efficient service delivery and market responsiveness. EU branding, coupled with improved logistics, has also supported successful expansion into LATAM and African markets via TPE.

The site’s **ISO 13485:2016** certification by **BSI, UK** reinforces our commitment to quality and regulatory compliance, enhancing market access and customer confidence. With a **revenue growth of over 90% in FY 2024–25**, our UK operations are a clear testament to the success of our strategic investments. We project continued strong growth of 20–25% in the current fiscal year from TPE, positioning the UK subsidiary as a critical part of our international business expansion.

TRUPCR® Europe – In Events & Conferences – 2024-25

TRUPCR® Europe has been participating in international molecular diagnostic conferences and organizing training sessions and seminars for customers to showcase expertise, build relationships within the industry, and educate customers about its products and services.



www.medica.de

Where healthcare
is going

DÜSSELDORF, GERMANY
11-14 NOVEMBER 2024



TRUPCR® Europe – Upcoming Events & Conferences

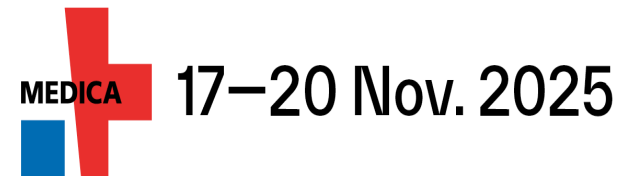
Like 2024-25, TPE will be participating in extensively in the events and conferences. During the events we will be presenting our product portfolio and introduce new assays, highlighting our commitment to innovation and advancing precision diagnostics on a global stage.



The ESHG 2025 is a premier event in the field of human genetics, bringing together researchers, clinicians, and industry leaders to discuss advancements in genomics, diagnostics, and ethical practices.



The IBMS Congress 2025 is the UK's leading biomedical science event, showcasing innovation in diagnostics, laboratory practices and clinical pathology uniting healthcare professionals and industry experts.

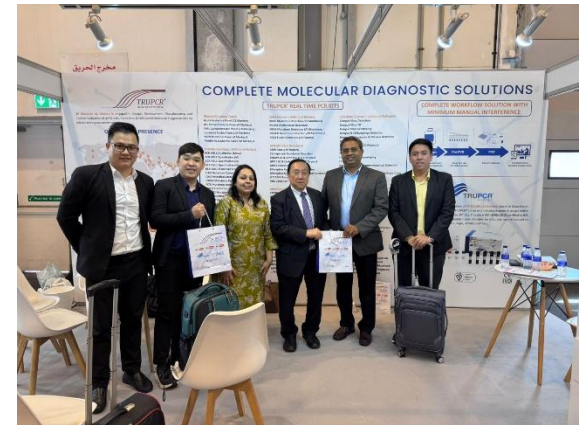


The world's largest medical trade fair, MEDICA, held annually in Düsseldorf, Germany, serves as a global marketplace for medical technology, diagnostics, and digital health, attracting exhibitors and visitors from over 70 countries.

Events & Conferences - International

Our strong international presence is reinforced through active participation in global conferences, where we showcase our products and introduce new verticals. These events are key to engaging stakeholders, building partnerships, and expanding global awareness.

Our participation in **MEDLAB Middle East 2025 (Feb 3–6, Dubai)** was highly impactful. We held promising discussions with prospective partners from new markets and strengthened relationships with existing distributors. We expect to see tangible financial outcomes from this event within the current fiscal year.



Medlab Middle East 

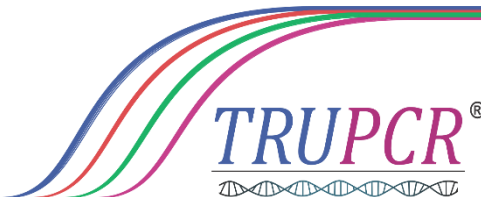


Events & Conferences – Pune, INDIA

Our participation in **MICROCON Pune 2024 (Nov 21–24)** was a great success, with excellent customer feedback validating our products in pathology and microbiology. This strengthens our brand and fosters deeper engagement with key stakeholders.



MICROCON
PUNE 2024
TRANSFORMING FUTURE: MICROSCOPES TO GENOMICS!
45TH ANNUAL CONGRESS OF INDIAN ASSOCIATION OF MEDICAL MICROBIOLOGISTS
21ST TO 24TH NOVEMBER

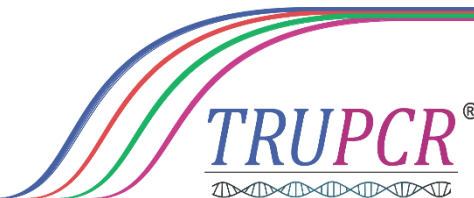


Events & Conferences – Meerut, INDIA

We participated in **UP-UK MICROCON 2024**, held at **LLRM Medical College, Meerut** during **February 14th & 15th** which was a great success as we had , with excellent customer feedback validating our products in pathology and microbiology. This strengthens our brand and fosters deeper engagement with key stakeholders.

UP-UK MICROCON 2025

20th Annual Conference of UP UK Chapter of
Indian Association Of Medical Microbiologists



Workshops - INDIA

Our sales, marketing, and application teams have been collaborating to organize a series of workshops for both existing users of our kits and prospective clients. These workshops aim to provide valuable insights into the usage and benefits of our products, facilitating enhanced understanding and utilization among participants.



Upcoming Events & Conferences

We will be participating in several important molecular biology and microbiology conferences in different parts of India during the next few months. These conferences help us promote our latest research, exchange knowledge with experts in the field, and collaborate on cutting-edge scientific developments.



Our Certifications



Certificate of Registration

QUALITY MANAGEMENT SYSTEM - ISO 13485:2016

This is to certify that:

3B BlackBio Dx Limited
7-C, Industrial Area
Govindpura
Bhopal
Madhya Pradesh
462 023
India

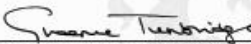
Holds Certificate Number:

MD 813787

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:


Graeme Tunbridge, Senior Vice President Global Regulatory & Quality

Original Registration Date: 2024-10-23

Latest Revision Date: 2025-01-23

Effective Date: 2025-02-02

Expiry Date: 2028-02-01

Page: 1 of 2



...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](https://www.bsigroup.com/ClientDirectory).

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 35264294 | A Member of the BSI Group Holdings B.V.



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



What Sets us Apart

- Largest CE-IVD and Indian IVD Product Range with over 120 PCR assays developed and commercially available
- Large, expansive and highly loyal customer base spread across government & private hospitals and labs in over 70 countries
- Well experienced, strong and well retained R&D team
- Widest as well as most unique range of molecular diagnostic kits available anywhere globally
- The only Indian Company to have a subsidiary in UK, establishing our credibility globally
- Both India and UK Sites are ISO 13485 certified by BSI, UK
- Only Indian company to get USFDA (EUA) for COVID in 2020
- Quickest and most reliable large scale production capacity in the entire nation
- Only molecular company globally to integrate offerings for Rapid Diagnostics (Lateral Flow) & NGS solutions and covering the entire range of molecular diagnostic solutions in its true sense



Our R&D Strengths

- Our well retained R&D team brings vast experience in molecular diagnostics, assay design, and bioinformatics which reflects a stable, motivated workforce committed to scientific excellence and long-term innovation.
- This is evident from our wide product range spanning across **qPCR, Lateral Flow, and NGS assays**, addressing infectious diseases, oncology, genetic disorders, and AMR.
- Our R&D doesn't stop at development only. We continuously improve our assay sensitivity, specificity, and workflow efficiency based on the performance data.
- Our flexible R&D framework allows us to respond rapidly to new health threats, such as pandemics like COVID-19 or antimicrobial resistance (with our Rapid Tests for AMR), with quick-to-deploy diagnostic assays.
- R&D remains central to our long-term strategy enabling **continuous pipeline expansion, faster go-to-market**, and market leadership in molecular diagnostics.



Comprehensive Panels for Syndromic Testing

The COVID-19 pandemic has underscored the importance of multiplex PCR assays and syndromic diagnostic testing for infectious diseases, highlighting their utility in rapidly diagnosing and managing contagious illnesses. Syndromic testing, which combines multiple pathogen tests into a single panel targeting specific syndromes, has emerged as a valuable tool in combating the spread of infectious diseases like COVID-19.

By detecting multiple pathogens simultaneously within a short timeframe, syndromic testing reduces the time required to provide a diagnosis. This expeditious diagnosis enables healthcare professionals to make informed therapeutic decisions earlier in the course of the disease, potentially leading to more precise treatment interventions and improved patient outcomes.

TRUPCR® has the widest range of comprehensive panels which demonstrates our commitment to meeting the diverse needs of clinicians across various healthcare settings. Whether it's respiratory, gastrointestinal, or other infectious disease syndromes, offering tailored panels ensures that clinicians have access to the necessary diagnostic tools to effectively evaluate and manage their patients.

TRUPCR® Flu Panel with RSV Detection Kit

TRUPCR® Respiratory Pathogen Panel Kit



TRUPCR® STD Panel Kit

TRUPCR® TORCH Panel Kit

TRUPCR® Tropical Fever Panel Kit

TRUPCR® UTI ID Panel Kit



Antimicrobial Resistance – A Silent Pandemic

Antimicrobial resistance (AMR) has become one of the most significant threats to public health worldwide, often referred to as the **"silent pandemic"** due to its gradual and insidious nature.

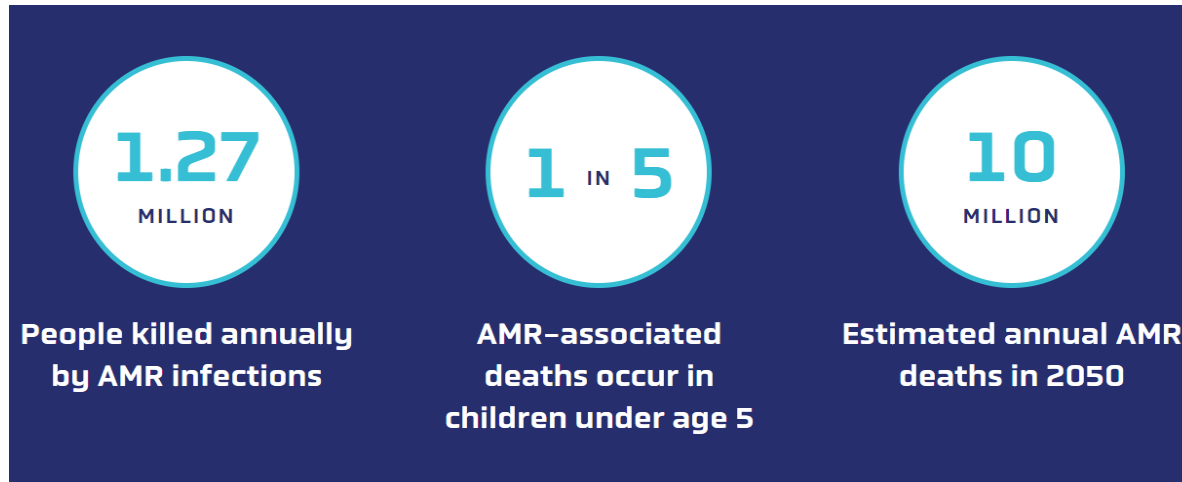


Image Source: AMR Action Fund

- Encouraging judicious use of antibiotics through antibiotic stewardship programs can help mitigate the development and spread of antimicrobial resistance.
- Implementing effective infection prevention and control measures in healthcare settings can help reduce the spread of resistant pathogens.
- Increasing public awareness about antimicrobial resistance and its implications for public health is crucial for fostering behavior change and garnering support for AMR initiatives.
- Increased diagnostic screening to identify the specific pathogens causing an infection and determine their susceptibility to antibiotics.



Solutions by 3B - to combat Antimicrobial Resistance

We offer an extensive range of RT-PCR-based and lateral flow assays that demonstrates our proactive approach to addressing the global concern of antimicrobial resistance (AMR).

TRUPCR® have both singlex and multiplexing RT-PCR assays for the detection & differentiation of multiple targets responsible for AMR. RT-PCR-based assays are highly sensitive and specific tools for detecting targets associated with antimicrobial resistance genes or markers. These assays enable the rapid identification of resistant pathogens, allowing healthcare providers to prescribe appropriate antimicrobial therapies and implement infection control measures more effectively.

TRUPCR® AST Panel Kit

TRUPCR® UTI AST Panel Kit

**TRUPCR® Carbapenem
Resistance Detection Kit**



TRUPCR® MRSA Detection Kit

TRUPCR® VRE Detection Kit

**TRUPCR® Rifampicin & Isoniazid
Resistant MTB Detection Kit**



Solutions by 3B - to combat Antimicrobial Resistance

We are pleased to inform that we have successfully completed the collaborative R&D of the Rapid Tests for Anti-Microbial Resistance (AMR). The below assays have been launched to cater to the 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)

■ The TRURAPID® RESIST 5 OKNVI Rapid Test has been sampled in multiple labs and leading hospitals across India and we have started receiving orders as well from some well-established labs as well.

■ This product is used for deciding the patient treatment regimen for the carbapenem antibiotics - imipenem, meropenem, ertapenem and doripenem which are very important for patient management.

■ The benefits of this test is that we can get the result regarding the antimicrobial resistance (AMR) status within 15 minutes of the positive culture or positive blood culture saving the most crucial time for deciding treatment regimen.



Next-Gen Sequencing (NGS) Vertical

We have started getting some traction for the TRUNGS® assays from the customers however, it is very low. The NGS market is at a very nascent stage and is divided in Whole Genome Sequencing, Whole Exome Sequencing, NIPT etc. TRUNGS® is focussed on very niche products in this segment, hence, it will be difficult to quantify and forecast the benefits at this point.

With the TRUNGS® vertical, we are keeping ourselves technologically viable so that we can offer all the molecular diagnostics solutions to our customers under one roof.

Last year, we had launched the “**TRUNGS® Solid Tumor Panel**” for detection genes associated with solid tumors such as lung, gastro-intestinal/colorectal, breast, liver and ovarian tumors.

Now, after extensive R&D efforts we will be launching below products commercially:

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



Digital PCR

Our Research and Development (R&D) team is committed to the ongoing development of innovative products leveraging cutting-edge technologies. Through our dedication to scientific advancement and technological innovation, we strive to address emerging challenges and meet the evolving needs of our customers and stakeholders.

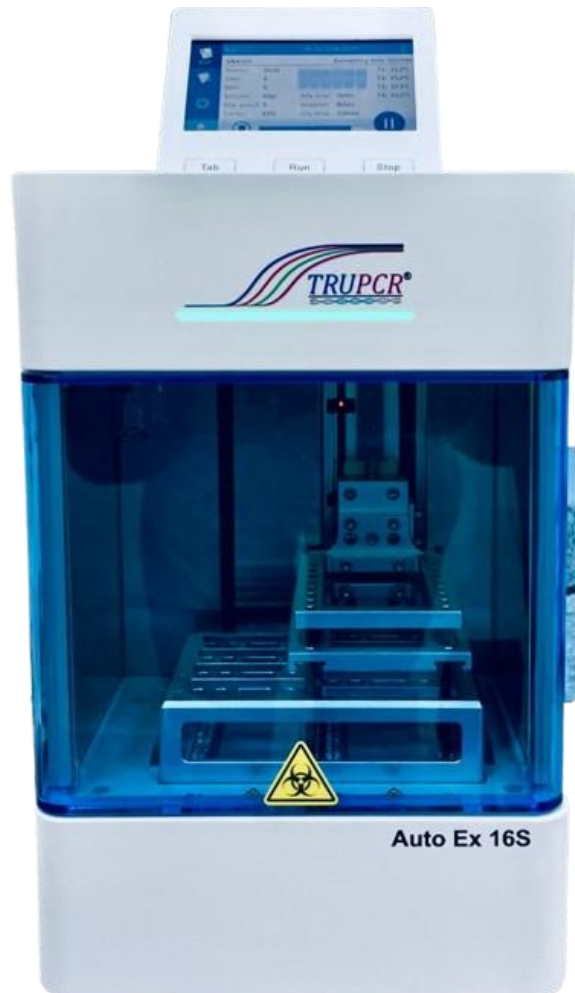
Through our relentless pursuit of excellence, we endeavor to bring to market new products that not only meet but exceed industry standards for quality, performance, and reliability.

Continuing our journey for R&D, our team has been working on the development of assays based on Digital PCR (dPCR) technology which enables absolute quantification of target nucleic acids. We are hopeful that the products under this segment will be available for commercial launch by Q2 / Q3 of FY 2025-26.

By leveraging the capabilities of dPCR technology, our R&D team has the opportunity to develop innovative assays that address key challenges in healthcare & biotechnology. This could lead to the development of valuable diagnostic tools with significant impact on disease detection, treatment monitoring, and research advancements.



Automated Extraction System



Our team alongwith VGT's team has invested considerable time and effort into identifying an automated extraction system that could meet the growing needs of our customers. After a thorough evaluation of available instruments, we are pleased to announce that we have sourced a high-quality solution which is manufactured under OEM. With this new addition, we are confident that we can provide even greater value and help our customers stay ahead in an increasingly competitive landscape.

This instrument is now available for sales / reagent-rental models for our customers to support them in their DNA / RNA extraction processes and the same will be automated.



Long Term Contracts

Signing long-term contracts with large customers is a strategic move that provides stability and predictability to the business operations. By securing commitments for 2-3 years, we can better forecast revenue streams and plan resources accordingly, reducing uncertainty and mitigating risks associated with fluctuating market conditions.

Considering the same, we have over 15 contracts already in place (under Reagent-Rental Model) that demonstrates the confidence and trust that customers have in our products and services. From these contracts, we project a steady business of 20%-25% of the total revenue.

We foresee the below benefits from this business model:

- Steady Revenue Stream
- Enhanced Customer Relationships
- Increased Market Penetration
- Competitive Advantage over peers
- Opportunities for Upselling
- Long-Term Partnerships from new accounts



Utilization of Funds

During the last 2 years, we have evaluated several companies in the IVD space, however, the valuations were high due to demand from diagnostic companies based on Covid profits. Also, the Sales & EBITDA were not matching our IRR or future growth possibility, hence we did not proceed.

We are continuously looking for M&A opportunities and we feel that now with valuations cooling down and with our contacts with global corporate advisors, we should be able to get a desired acquisition candidate in the near future. 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.

Dividend for FY 2024-25

The Board of Directors of the Company have recommended a final dividend of 40%, i.e., INR 4/- per equity share of face value of INR 10/- each for the FY 2024-25 which is subject to approval of the shareholders at the AGM.

Expansion and Additional Capacity

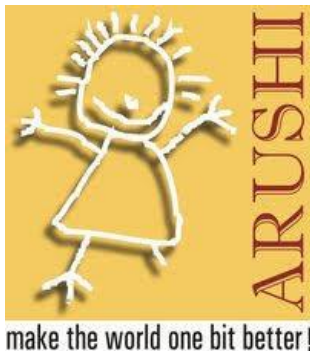
Company is continuously investing in building up additional manufacturing and R&D facilities / capacities to cater to the existing business verticals. We are continuously designing and bringing out new products to keep pace with the ever increasing needs of the market. We have the largest range of panels which are now becoming the trend of the industry for syndromic testing, and helping us to keep our growth pace giving us the first mover advantage.



3B for CSR



Army Wives Welfare Association or AWWA for short is an association that works for the welfare of the spouses, children and dependents of Army personnel. The aim of AWWA therefore is to support and augment the official welfare efforts within the Indian Army, focusing primarily on the welfare of families, children and widows of all ranks including those of retired personnel of the Army. **We feel immensely proud to inform that your company “3B” through different projects under AWWA has been supporting families of the martyrs who sacrificed their lives in the line of duty.**



ARUSHI is a Bhopal based not-for-profit organization working with and for people with disabilities and issues related to them. The basic objective of ARUSHI's work is to generate opportunities and develop capacities in people with disabilities. **“3B” collaborated with ARUSHI to upgrade their upgrading its' Occupational Therapy Centre for children with special abilities.** The main objective of this project is to upgrade the occupational therapy department with best equipment and variety of activities for children with Autism, ADHD & Children with Delayed Development.



3B for CSR



Sightsavers is an international organisation that works in more than 30 countries to eliminate avoidable blindness, and fight for the rights & needs of people with disability. Sightsavers' work in India has enabled thousands of people to lead lives of independence and dignity.

"3B" has been collaborating with Sightsavers for over 3 years to provide support for their project "Netra Vasant" - Rural Eye Health Programme" in various districts of Madhya Pradesh. The scope of work is to identify patients with cataract in the selected blocks and conduct eye screening services. Our contribution has enabled Sightsavers to extend their reach to the poor, especially the marginalized / underserved population in districts of Madhya Pradesh. Under this initiative, Sightsavers has conducted over 50 camps across the region benefitting more than 4000 people by providing them with eye screenings and referring them to treatments accordingly.



Friends of Tribals Society (FTS) established on January 15, 1989 is a non-profit organisation dedicated to the upliftment of tribals. FTS runs One Teacher School (OTS) or Ekal Vidyalaya, which imparts non- formal primary education to children between 6 and 14 years of age.

3B BlackBio is supporting the FTS to set up "Ekal Vidyalaya" in the villages in Tribal areas of Raisen, Bareilly and Betul districts of Madhya Pradesh.



Recognitions & Awards



Received the **“Outstanding Achievement Award”** in recognition of excellence in R&D through technology by FMPCCI, Bhopal, during the 4th Outstanding Achievement Award 2016 by Hon’ble Chief Minister of Madhya Pradesh, held on 12th Aug. 2017



Received the **“National MSME Award – 2018”** by Hon’ble President of India on 11th May 2018 under MSME category for the successful commercialization of a technology based product



Received the **“Outstanding Achievement Award”** in recognition of excellence in R&D and Innovative Products Category during the 6th Outstanding Achievement Award 2022 by Hon’ble Governor of Madhya Pradesh, held on 10th April 2022

JAI HIND



3B BlackBio Dx Ltd.