



Ref. No.P-66/2024-25/30  
August 12, 2024

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: 2024.08.12 15:50:06  
+05'30'

Nikhil Kuber Dubey  
Whole Time Director  
DIN: 00538049

Encl: As above



# 3B BlackBio Dx Ltd.

*Formerly, Kilpest India Limited & 3B BlackBio Biotech India Limited*

**Since 1972, 52 Years Strong**



Reliable and Affordable Healthcare Diagnostic Solutions



Experts in Molecular Diagnostics throughout Europe

**INVESTOR PRESENTATION**

**August, 2024**



## Safe Harbour

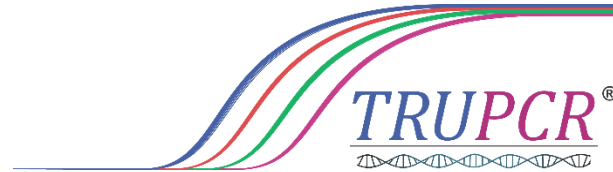
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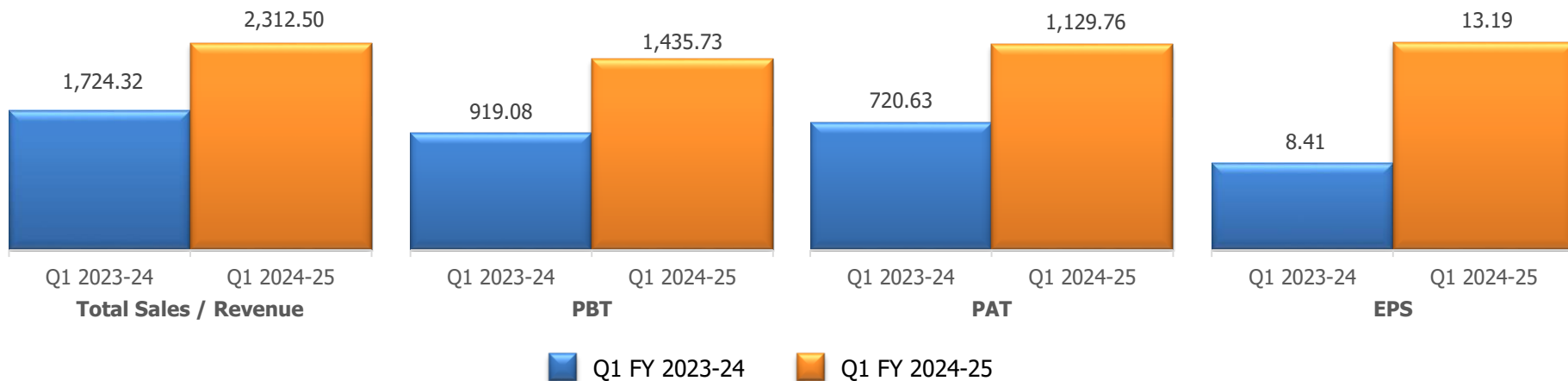
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**Q1 FY 2024-25  
FINANCIAL PERFORMANCE AND KEY HIGHLIGHTS**

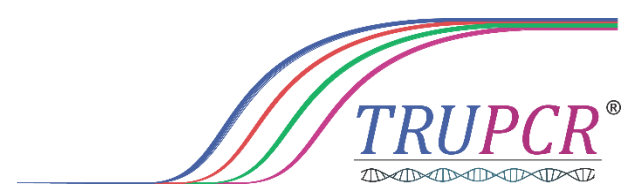


## Performance Highlights – Q1 2024-25



Consolidated	Q1 FY24	Q1 FY25
Total Revenue	1724.32	2312.50
Profit Before tax	919.08	1435.73
Profit After tax	720.63	1129.76
Paid-Up Equity Share Capital	856.84	856.84
Reserves	18841.90	21690.58
Earnings Per Share (Rs.)	8.41	13.19

Rs. In Lakh



## Key Highlights – Agrochemicals (Kilpest)

### Main Thrust Area of R&D

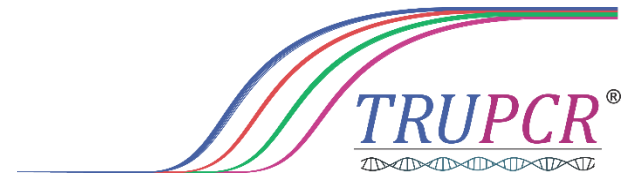
- ❑ Development of novel formulations for agriculture and public health which are less harmful and cost effective.
- ❑ Performance monitoring of existing products/process.
- ❑ Improvement in existing products/process with a customer driven approach.

### Future Outlook of Agro-Chemical Division

The Agro-Chemical division maintains a steadfast commitment to government procurement, primarily facilitated through electronic tenders on platforms such as GeM. Additionally, the division diligently endeavors to expand its customer base into previously untapped regions. Presently, the Agro business operates with minimal debt, consistent with prior projections. Sales within the agrochemical sector remain stable. Furthermore, the company is intensifying efforts to enhance brand recognition for its offerings in micro fertilizers, bio fertilizers, and public health products.

### Agrochemicals Exports

For the first quarter of fiscal year 2024-25, the export sales of our agrochemicals division amounted to INR 85.74 lakh, exclusively comprising exports to Bangladesh. In the fiscal year 2023-24, our total agrochemical export sales to Bangladesh were INR 190.95 lakh. Given the current political situation in Bangladesh, these export figures to Bangladesh may be impacted; however, the precise extent of this impact remains uncertain at present.



Agrochemicals (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		

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

**Forbes**<sup>INDIA</sup>

**DGEMS 2023**

**D Globalist.**

Accelerating eXtrepreneurs™

We are proud to be a part of

**200**

Select  
**Companies** with  
Global Business  
Potential



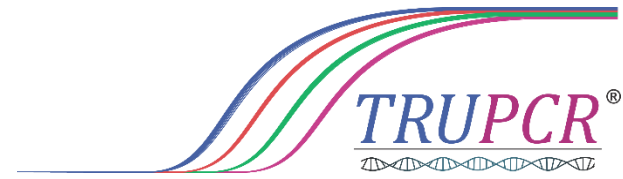
**3B BlackBio Dx Ltd.**





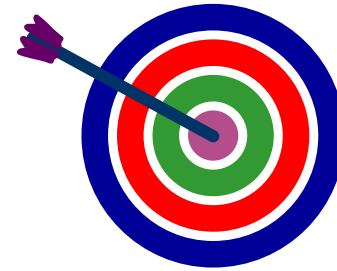
## Introduction

- ❑ Incorporated in the year 2011, “**3B BlackBio Dx Limited**” formerly 3B BlackBio Biotech 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. In the Year 2023, **3B BlackBio Dx Limited** celebrated the **completion of 13 years** of our success and **stepped into the 14<sup>th</sup> year**.
- ❑ We are **ISO 13485:2016 certified, GMP Compliant Biotech R&D Organization** licensed by **CDSCO**, Govt. of India, New Delhi
- ❑ “**TRUPCR®**” is our registered brand name for Real-Time PCR based molecular diagnostic kits & “**TRUNGS®**” is our registered brand name for NGS based molecular testing kits. “**TRURAPID®**” is our registered brand name for Lateral Flow assays.
- ❑ With over a **decade of experience in R&D**, we have developed **over 120 assays for molecular testing** and many more are in the pipeline.
- ❑ Proud recipient of the prestigious “**National MSME Award – 2018**” by the **Honourable President of India, Shri Ram Nath Kovind** for our “**TRUPCR® BCR ABL1 Quantitative Kit**”.
- ❑ Honored with “**Outstanding Achievement Award**” in **2022** for the **Second Time** after 2017 for outstanding achievement in Research & Development by “**Federation of Madhya Pradesh Chambers of Commerce**”.
- ❑ **ISO 13485:2016** accredited from **BSI, UK**
- ❑ Part of **Select 200 Companies** with **Global Business Potential** in “**FORBES INDIA DGEMS 2023**”.
- ❑ **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.



**Our Vision:**

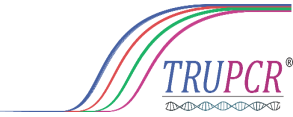
To offer reliable, affordable and effective healthcare solutions to all by recognizing the great potential of biotechnology to effectively diagnose rare, chronic and severe illnesses.



**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



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

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



Breakthrough with US\$200K order of TRUPCR® H1N1 Detection Kit

Launch of Solid Tumor Markers (EGFR, KRAS, NRAS, BRAF) & Drug Resistance (Carbapenem, MRSA)

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



**2023**

Launch of AMR Assays in TRURAPID® vertical

Launch of NGS Assays under TRUNGS® Vertical

Part of Forbes India DGEMS 2023 “Select 200 Companies” with Global Potential

Scheme of Amalgamation Implemented with Company Name changed to

**3B BlackBio Dx Ltd.**

Commercialization of Reagents & Enzymes

R&D in Molecular Diagnostics

**2011-13**

**2015**

**2017**

**2019**

**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



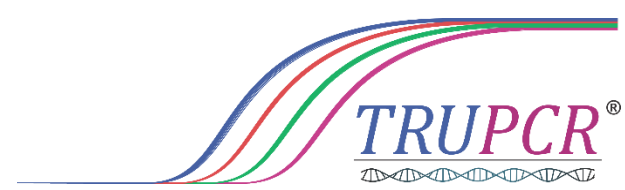
**Life Sciences Company**

**A Leading Molecular Diagnostics Company**

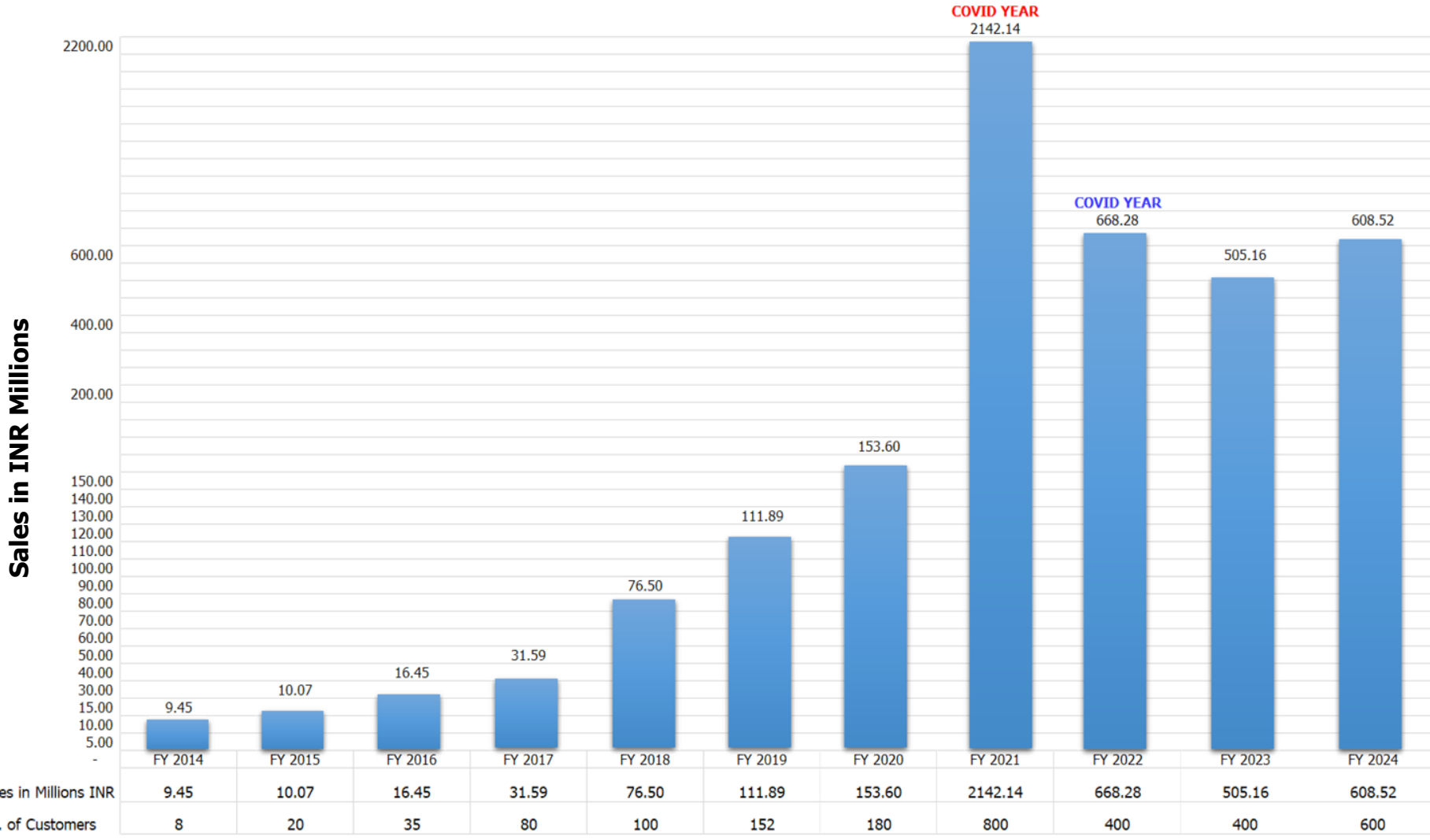
**2013:**  
Headcount: 5  
Revenue: ₹ 9.04 Million  
Products: 3

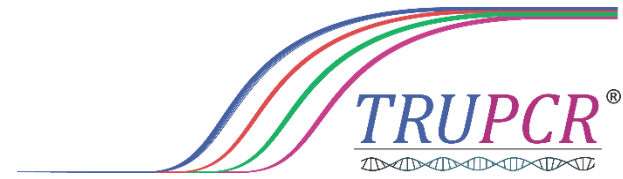
**2018:**  
Headcount: 20  
Revenue: ₹ 76.50 Million  
Products: 50

**2024:**  
Headcount: 60  
Revenue: ₹ 608.52 Million  
Products: 130+

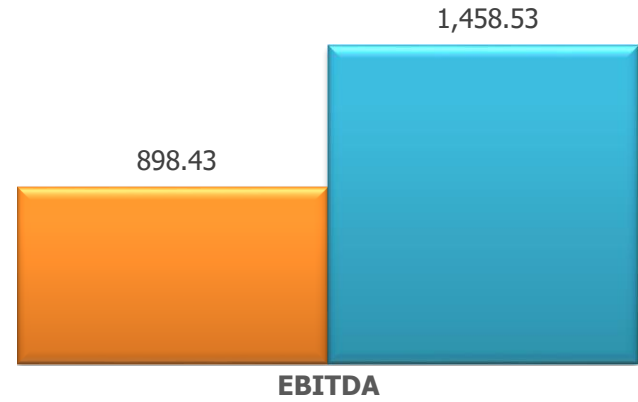
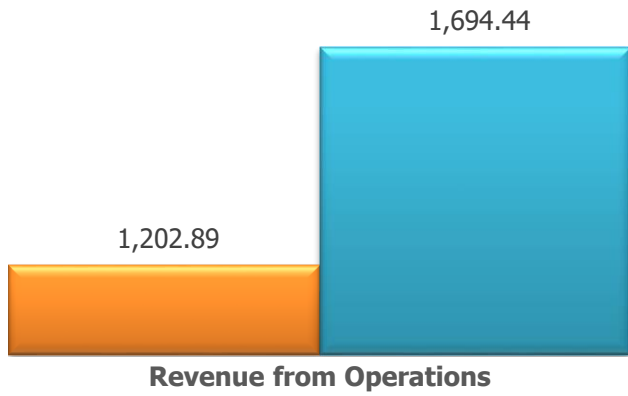


## Growth Canvas

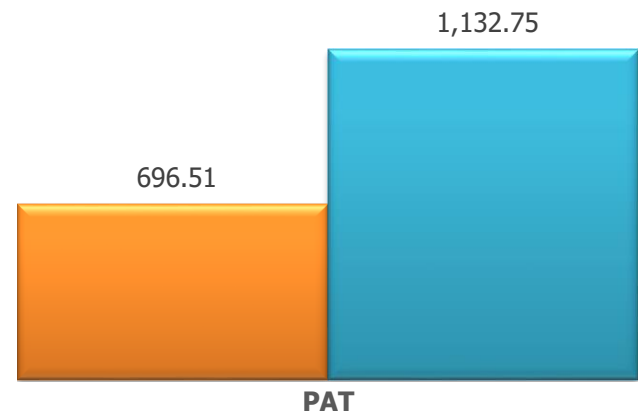
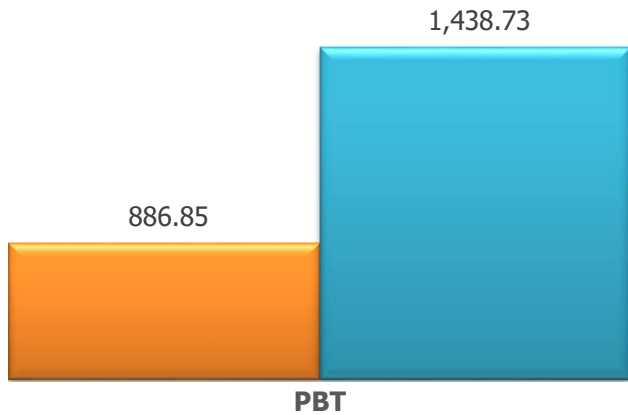




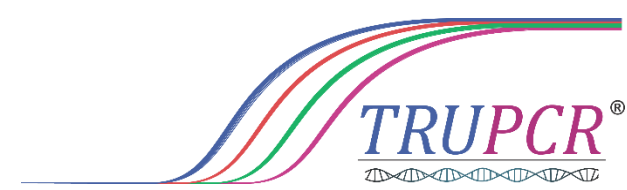
## Diagnostics Business - Financial Highlights – Q1 FY 2024-25



Q1 FY 2023-24  
 Q1 FY 2024-25



Rs. In Lakh.



## Our Strategic Priorities



### Market Penetration:

Our strategic initiative involves bolstering sales with existing customers and channel partners by expanding the range of products available within their current portfolios.



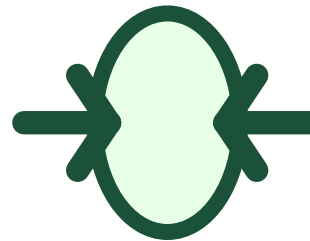
### Portfolio Expansion:

Drawing upon our extensive research and development expertise, we aim to enhance our product portfolio by introducing new offerings in the qPCR Diagnostic Kits, Rapid Antigen Vertical and NGS (Next-Generation Sequencing) and Digital PCR segment.



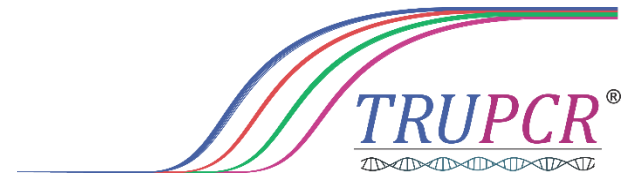
### Geographical Reach:

Our strategy involves penetrating new laboratory markets and expanding into the previously untapped territories through direct engagement or collaboration with distributors and channel partners.



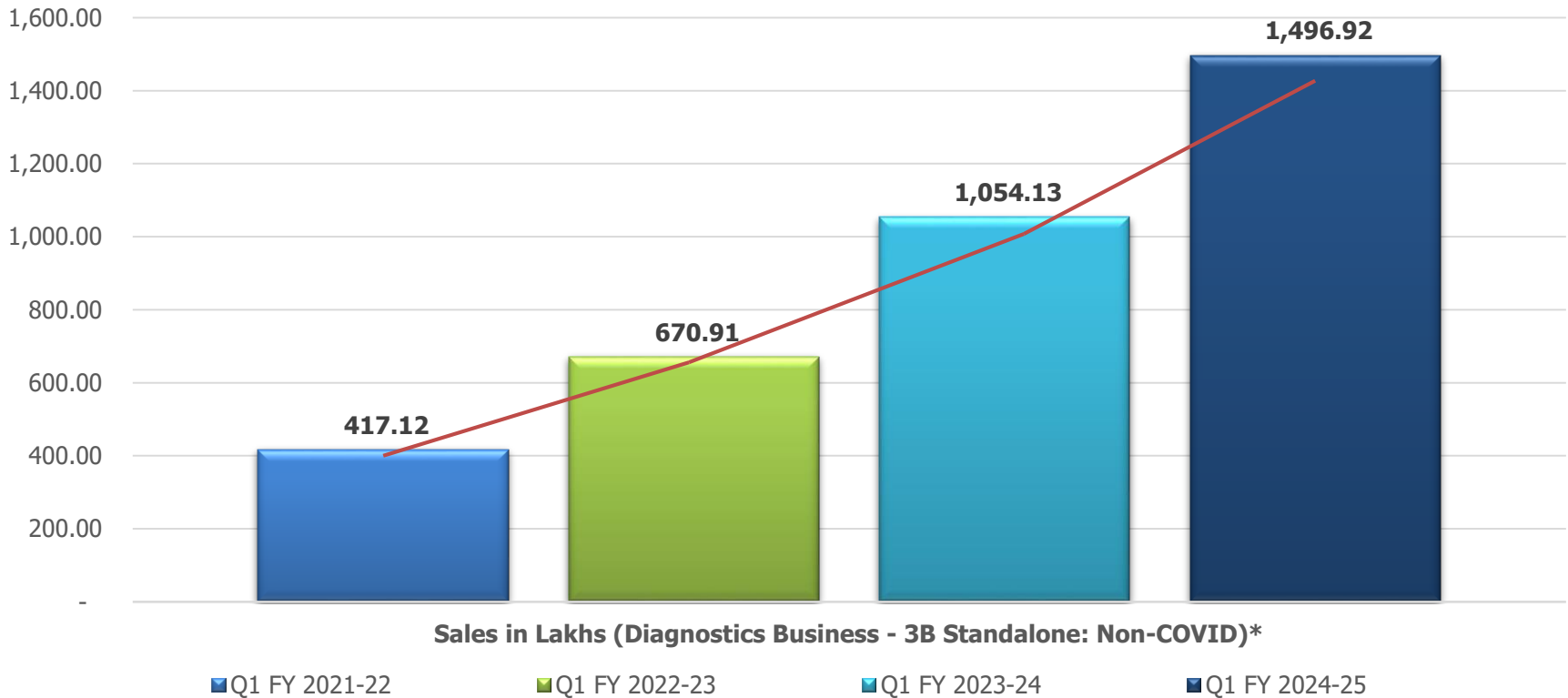
### Mergers and Acquisitions:

In the medium to long term, we are exploring strategically targeted mergers and acquisitions that align with our vision for inorganic growth. Our overarching objective is to maximize value for all stakeholders involved.

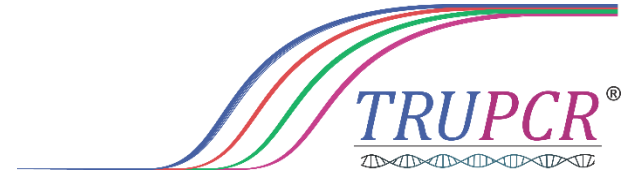


## Business Outlook – Molecular Diagnostics (MDx)

Our Q1 Sales have been INR 1694.44 Lakh (This includes COVID Sales of INR 4.81 Lakh against INR 36.63 Lakh of Q1 2023-24). Sales from TRUPCR Europe Limited, Manchester for INR 325.84 Lakh have also been consolidated in the Q1 sales figures. In Q1 2024-25, the Export Sale for molecular diagnostic kits was INR 346.93 Lakh against INR 163.50 Lakh in Q1 2023-24.

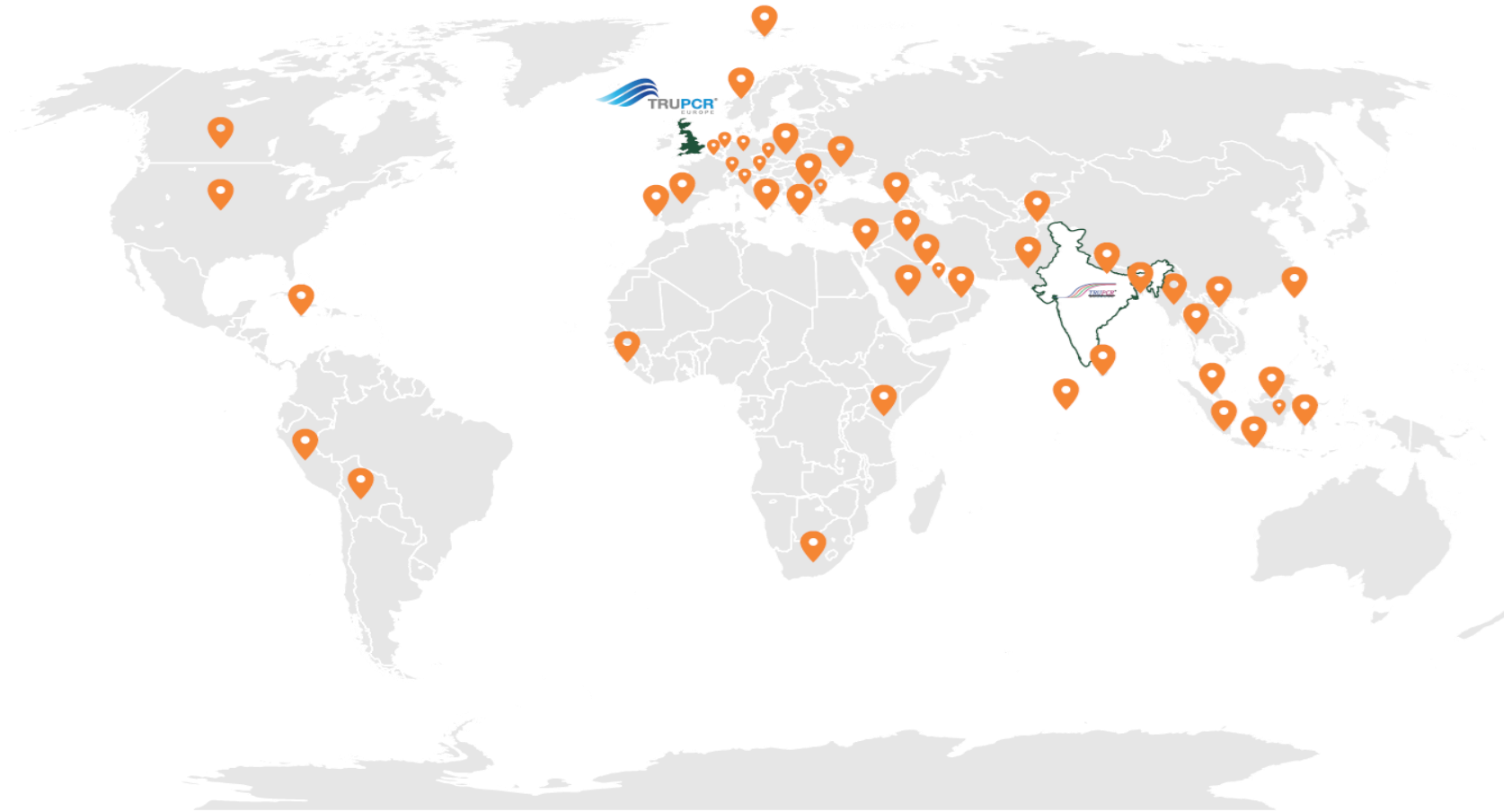


The effective growth in Non-COVID Sales for FY Q1 2024-25 is approx. 40% which is well in line with the expected growth rate of 20-25%.



## Our Global Presence

TRUPCR® assays have garnered widespread acceptance in **more than 55 countries** spanning the **UK, Europe, the Middle East, APAC, LATAM, and North America (including the United States and Canada)**. Additionally, we have expanded into new territories across Europe, Africa, Southeast Asia, and the Middle East through strategic partnerships with channel partners.







## Exports / International Business

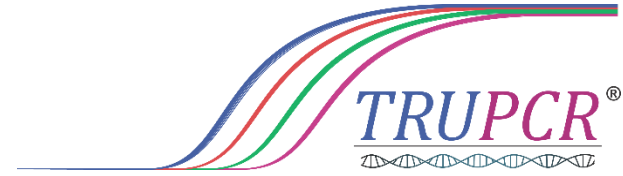
Efforts are underway to continuously enhance our global presence by appointing new channel partners in various countries, thereby augmenting our international reach.

Product registrations have been successfully completed in several countries, with ongoing processes in many others to comply with respective medical devices regulations. These registrations facilitate streamlined market access and preference in the identified regions.

Participation in the international tenders, both independently and through our distributors, has resulted in securing annual rate contracts for our assays in select markets across the Middle East, Southeast Asia, and Europe. These contracts fortify our market position and contribute to the overall value of our business on a global scale. Moreover, ongoing discussions with prominent international distributors for various projects are underway, with anticipated materialization in the fiscal year 2024-25.

Concurrently, efforts to expand our footprint into previously unexplored markets through targeted marketing initiatives are expected to yield tangible results in the upcoming financial year. Thanks to our persistent efforts, we are experiencing significant traction in the Middle East market, evidenced by a consistent influx of orders. This positive reception underscores the effectiveness of our strategies in penetrating and establishing a strong presence in this region.

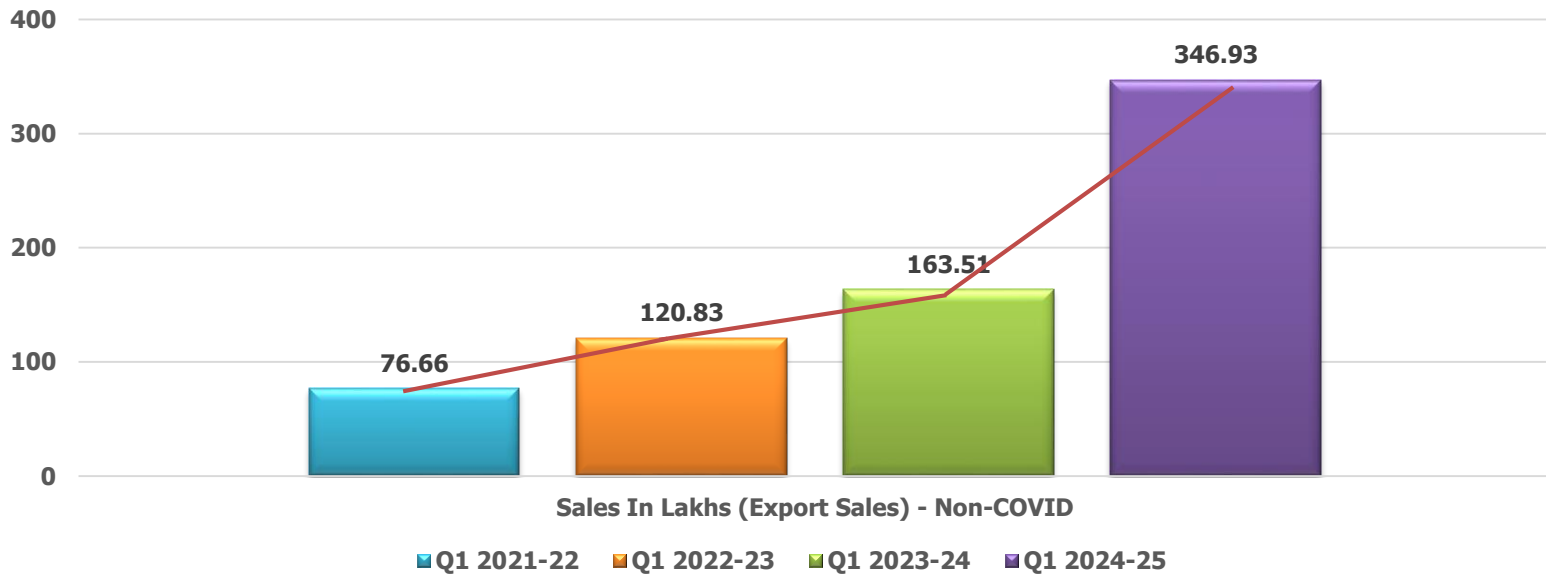
We are exploring partnerships in the yet untapped markets in Africa, LATAM, APAC and Middle-East which demonstrates a forward-thinking approach to expanding our footprint and capturing new opportunities. Overall, our efforts are well-planned and strategic that will help in positioning our company for continued success in the global market.



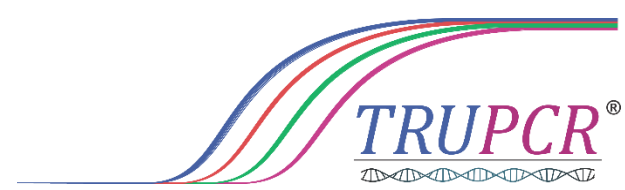
## Exports / International Business

Our export business, particularly in non-COVID sales, has increased by over substantially in Q1 2024-25 against Q1 2023-24. This increase was due to certain tender business from last year which was materialized in the Q1 this year and substantial increase in business of UK.

Maintaining this momentum, we are well-positioned to further expand our international business. With a targeted growth projection of 20-25%, it's evident that we are poised for continued success in the global market. By leveraging our existing strengths and exploring new opportunities, we are working towards capitalizing on our achievements and drive further growth in the upcoming fiscal year.



In the fiscal year 2023-24, our MDx export sales to Bangladesh were INR 64.26 lakh. Given the current political situation in Bangladesh, these export figures may be impacted; however, the precise extent of this impact remains uncertain at present.



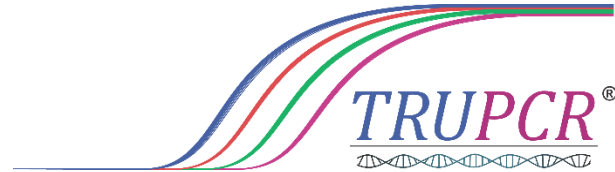
## Events & Conferences - International

Our robust international presence is underscored by our active participation in numerous conferences, where we showcase our product range and unveil new product verticals. These conferences serve as invaluable platforms to engage with key stakeholders, forge partnerships, and drive awareness and adoption of our offerings on a global scale.

During **16<sup>th</sup> August 2023-18<sup>th</sup> August 2023**, we exhibited at **Medlab Asia 2023** which was held at **Impact Convention Centre, Bangkok, Thailand.**

Medlab Asia has been the leading platform for ASEAN laboratory professionals for over 9 years, providing opportunities for industry experts to connect. This 3 days event is a worth of access to networking and business exchange. The event is expected to welcome a strong distributor audience making up 40% of overall attendees.

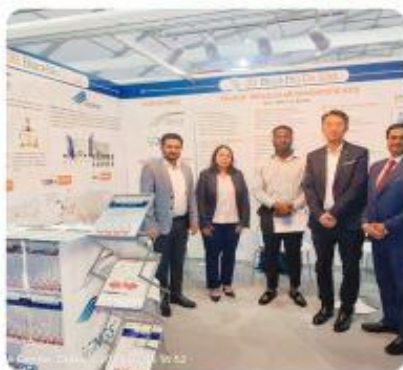




## Events & Conferences - International

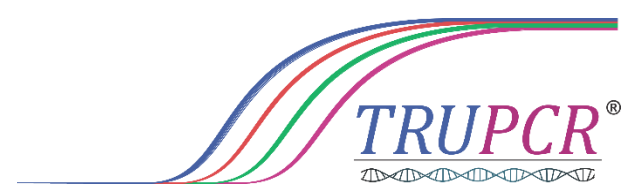
Our participation in the prestigious **MEDLAB MIDDLE EAST 2024** conference, held from February 5th to 8th, 2024, at the World Trade Centre in Dubai, United Arab Emirates, has proven to be highly successful. At this event, we engaged in fruitful discussions with prospective channel partners from new markets, laying the groundwork for potential collaborations. Furthermore, our presence at the conference bolstered the confidence of our existing distributors and channel partners.

We anticipate realizing tangible financial benefits from our participation in this event within the current financial year.



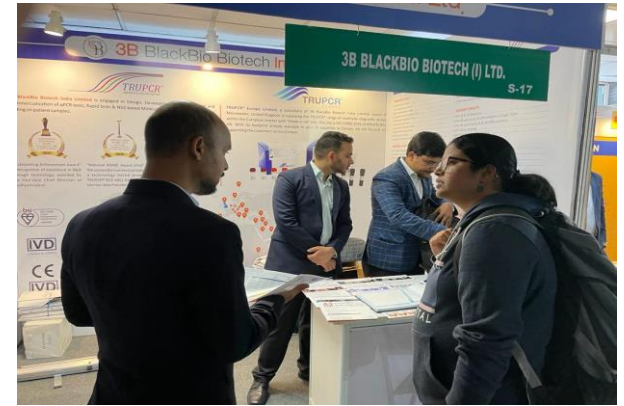
### Medlab Middle East

By Informa Markets



## Events & Conferences - INDIA

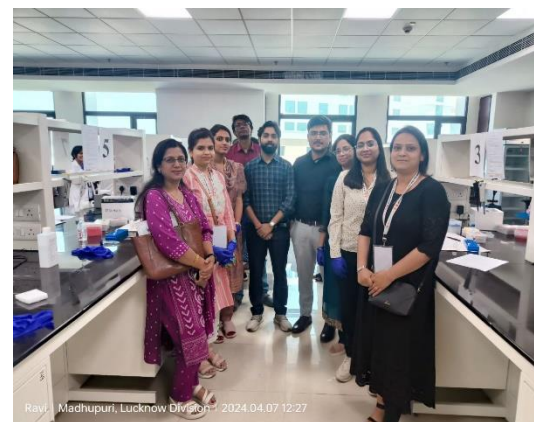
Our participation in the esteemed **APCON 2023** conference, held from **December 6<sup>th</sup>-10<sup>th</sup> 2023**, at the **JLN Stadium, All India Institute of Medical Sciences (AIIMS), New Delhi**, was highly impactful. Additionally, in **November 2023**, our team participated in **MICROCON 2023 – LUCKNOW Chapter**. At both events, we received exceptional feedback from our valued customers, affirming the quality and relevance of our offerings in the field of pathology and microbiology

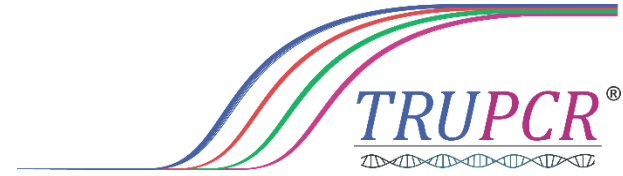




## Workshops - INDIA

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.





## TRUPCR® Europe Limited - Manchester Site

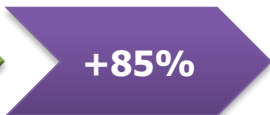
Our UK Subsidiary, TRUPCR® Europe Limited growth of over 85% of revenue is a significant milestone, especially when it's driven by successful expansion efforts in new markets. Our UK team has been proactive and strategic in their approach to European expansion.



With the comprehensive setup in Manchester, encompassing sales & marketing, technical support, and research & development, the Manchester Site is going to have a growth rate of 40% to 50% in this fiscal year as well.

Having all these functions under one roof can indeed streamline operations and enhance efficiency, especially when it comes to reducing turnaround times and providing timely technical support to customers. With the assays manufactured in the UK, it not only supports efficiency but also adds value by labeling products as "Made in UK," which is a significant selling point for EU customers, given factors like proximity and potential ease of regulatory compliance.

The revenue growth over the past year is a tangible validation of these efforts. It's evident that the strategic investments and focus on enhancing operations are yielding positive results. With this momentum, there's certainly potential for even greater success in the coming calendar year.



## TRUPCR® Europe Limited - Manchester Site

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.

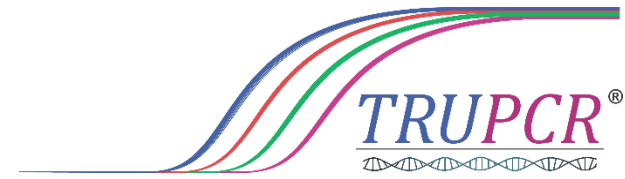


Participating in prominent industry events like the IBMS Congress and the Association for Clinical Genomic Science (ACGS) has not only increased visibility but has also positioned TRUPCR® Europe as a key player in the molecular diagnostics field. The interest generated from these conferences, including distributorship inquiries and requests for OEM solutions, reflects positively on the reputation and perceived value of the TRUPCR® brand.

The Trust of TRUPCR® brand has indeed multiplied, thanks to the efforts of the UK subsidiary, which has been instrumental in expanding into overseas markets and establishing credibility. Ongoing validation processes in new labs further validate the quality and reliability of TRUPCR® products, paving the way for future sales opportunities.

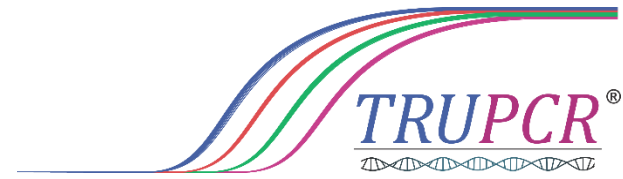
With an established marketing team and enhanced visibility from exhibitions, the Manchester Site is poised to reap significant benefits in the current financial year. The traction from EU customers and the conversion of leads generated from exhibitions indicate promising growth prospects. Exploring partnerships with EU distributors further underscores the commitment to expanding market reach across Europe.





## What Sets us Apart!

- Leading Molecular Diagnostics (MDx) company in India
- Largest Product Range across Infectious & Oncology Assays
- Largest CE-IVD and Indian IVD Product Range
- Large, expansive and highly loyal customer base spread across government & private hospitals and labs in over 55 countries
- Consistently growing since 11 years with strong and established track record
- 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



Product Segments

Molecular Microbiology

**INFECTIONS**

Individual Markers

Infectious Panels

Molecular Oncology

**CANCERS**

Individual Markers

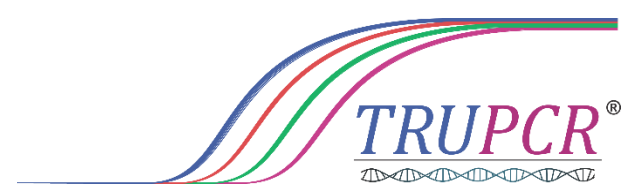
Oncology Panels

Human Genetics

**SYNDROMES &  
DISORDERS**

Individual Markers

Genetic Panels



## 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

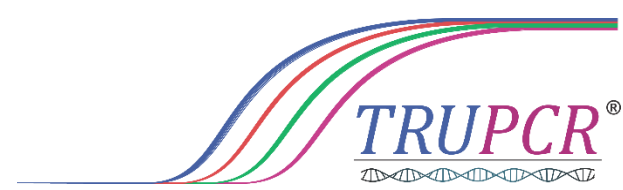


### TRUPCR® STD Panel Kit

### 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.

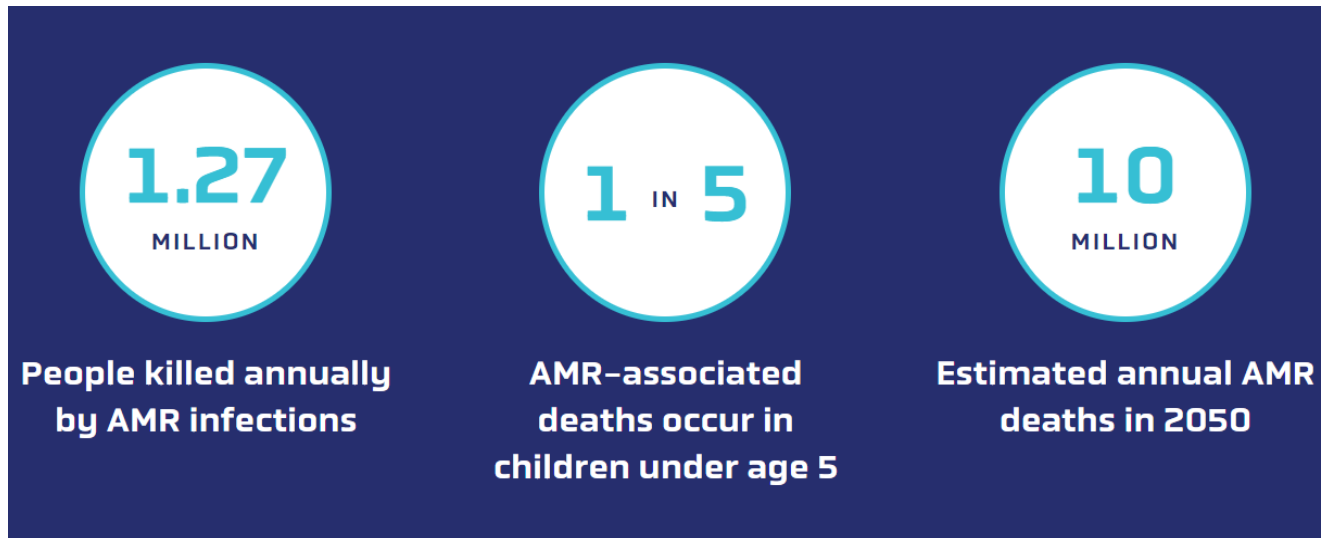
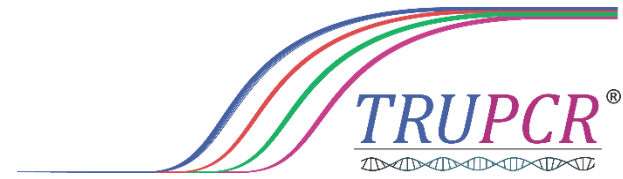


Image Source: AMR Action Fund

- 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 BlackBio 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**

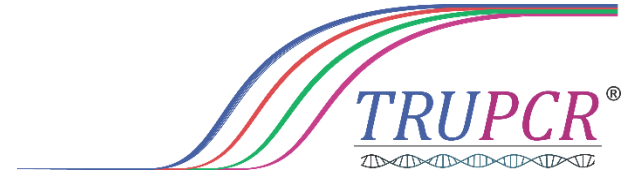
**TRUPCR® Carbapenem Resistance Detection Kit**



**TRUPCR® MRSA Detection Kit**

**TRUPCR® VRE Detection Kit**

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



## Solutions by 3B BlackBio 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.

■ The current results obtained are very good and its acceptability is also very good. We expect this product to scale up in the future.





## Next-Gen Sequencing (NGS) Vertical

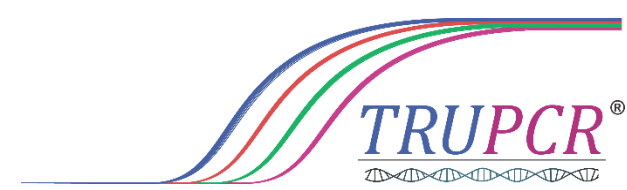
We started working on NGS Kit development in 2019, had developed few parameters, but then COVID came and all activities were suspended. Now we are again reviving the NGS kits revalidations and also development of few more parameters, keeping in mind the global markets.



We launched our NGS based “**TRUNGS® Solid Tumor Panel**” for detection of SNVs, Indels, CNVs and RNA fusions in 35 marker genes and hotspots in 6 pharmacogenomics genes associated with solid tumors such as lung, gastro-intestinal/colorectal, breast, liver and ovarian tumors.

Now, after extensive R&D efforts further in the Next-Gen Sequencing Vertical, we have added a few more products in the this portfolio which includes:

- 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.

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.

# TRU PCR





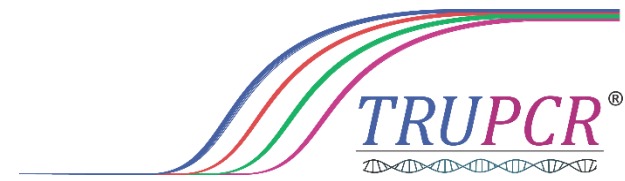
## Long Term Contracts

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 business of 20%-25% for this financial year and coming years.

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

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

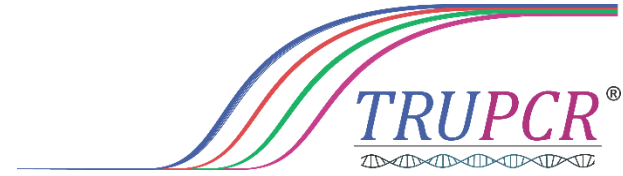
M&A valuations globally have gone high due to demand from molecular diagnostic companies which are flushed with cash from COVID. We will only go for the acquisition if it makes financial sense and meets our internal IRR criteria. We would be looking at share buyback at a later date, if we are unable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

## Proposed Listing on National Stock Exchange (NSE)

Now with amalgamation completed, the company shall look into the necessary eligibility criteria & formalities needed for NSE listing, and on reviewing the same shall decide on the time frame to execute it.

## 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.



## 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

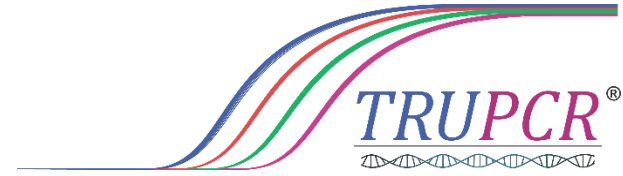


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...making excellence a habit.™

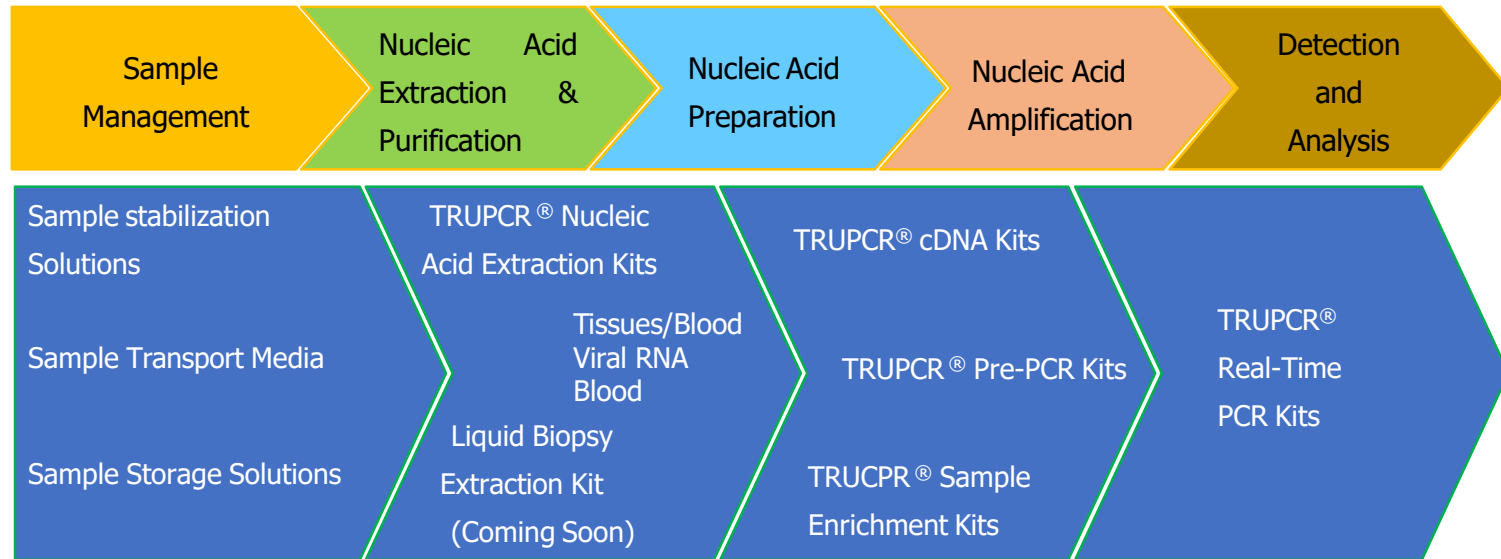
This certificate was issued electronically and remains the property of BSI and is bound by the conditions of contract. An electronic certificate can be authenticated [online](#). Printed copies can be validated at [www.bsigroup.com/ClientDirectory](http://www.bsigroup.com/ClientDirectory)

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## 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*



A Notable Pharma Project

TRUPCR<sup>®</sup> BCR-ABL IS Kit along with its user labs, is a proud partner of **NOVARTIS INDIA** for its **MAGIC BULLET**,  
**GLIVEC<sup>®</sup>** (imatinib mesylate)

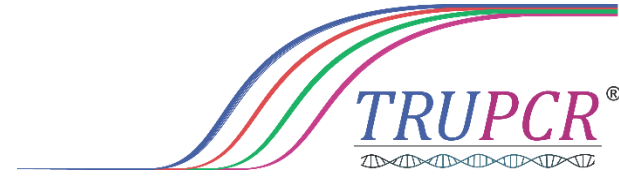


150,000  
Tests

have been performed  
on



TRUPCR<sup>®</sup> BCR-ABL IS Kit for the **NOVARTIS** Patient Sponsorship / Trials



3B – In Publications

Isolation of Mycobacterium monacense from chemoport: A rare case report and review of literature

Dandamudi et al Mycobacterium monacense infection of chemoport

Radharani Dandamudi, Lavanva Nambaru, Senthil J Raiaona

www.oncotarget.com Oncotarget, 2018, Vol. 9, (No. 54), pp: 30385-30418

Research Paper

Differential genomics and transcriptomics between tyrosine kinase inhibitor-sensitive and -resistant BCR-ABL-dependent chronic myeloid leukemia

The Chromone Alkaloid, Rohitukine, Affords Anti-Cancer Activity via Modulating Apoptosis Pathways in A549 Cell Line and Yeast Mitogen Activated Protein Kinase (MAPK) Pathway

Safia<sup>1</sup>, Mohd Kamil<sup>1</sup>, Pooja Jadia<sup>2</sup>, Saba Sheikh<sup>1</sup>, Ejazul Haque<sup>1</sup>, Aamir Nazir<sup>2</sup>, Vijai Lakshmi<sup>3</sup>, Snober S. Mir<sup>1</sup>\*

Proteinaceous Secretory Metabolites of Probiotic Human Commensal Enterococcus hirae 20c, E. faecium 12a and L12b as Antiproliferative Agents Against Cancer Cell Lines

Many more studies are under publication

Preeti Sharma<sup>1</sup>, Sumanpreet Kaur<sup>1</sup>, Raminderjit Kaur<sup>2</sup>, Manpreet Kaur<sup>3</sup> and Sukhraj Kaur<sup>1\*</sup>

Performance evaluation of TRUPCR<sup>®</sup> HBV Real-time PCR assay for Hepatitis B virus DNA quantification in clinical samples: report from a tertiary care liver centre

Sujata Lall<sup>1</sup> · Manish C. Choudhary<sup>1</sup> · Supriya Mahajan<sup>1</sup> · Guresh Kumar<sup>2</sup> · Ekta Gupta<sup>1</sup>

Genetic association of -1562C>T polymorphism in the MMP9 gene with primary glaucoma in a north Indian population

Nanamika Thakur<sup>1</sup>, Manu Kupani<sup>1</sup>, Rajeev Kumar Pandey<sup>2</sup>, Rashim Mannan<sup>3</sup>, Archana Pruthi<sup>3</sup>, Sanjana Mehrotra<sup>1\*</sup>

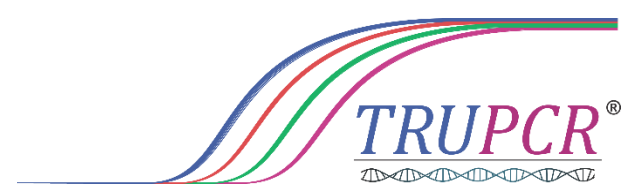
Comparison of TRUPCR<sup>®</sup> HCV Genotyping Kit and the Abbott Realtime HCV Genotype II Assay for Detecting Hepatitis C Virus Genotype

Dr. Neha Sharma<sup>1</sup> Dr. Reshu Agarwal<sup>1</sup>, Dr. Ekta Gupta<sup>1</sup>

<sup>1</sup>Department of clinical virology, Institute Of Liver And Biliary Sciences, New Delhi, India

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## 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.



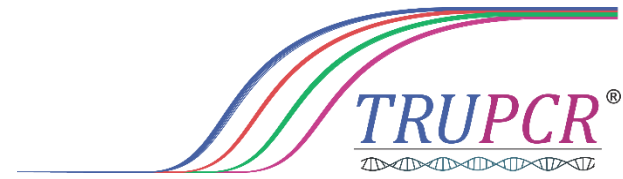
National MSME Award- 2018 by Hon'ble President of India, Shri Ram Nath Kovind.



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.



**3B** BlackBio Dx Ltd.



**JAI HIND**