

Ref. No.P-66/2025-26/30  
August 14, 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)

Nikhil Kuber Dubey  
Whole Time Director  
DIN: 00538049

Encl: As above



**3B BlackBio Dx Ltd.**

**Since 1972**

# **Investor Presentation**

**August, 2025**

# Disclaimer

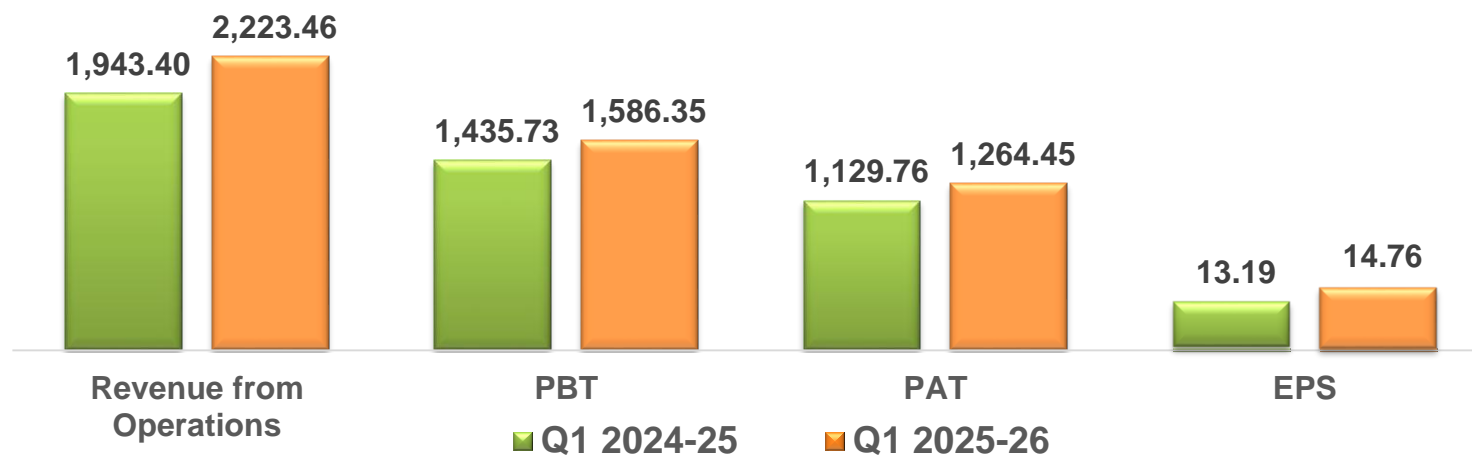
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# Financial Highlights – Q1 2025-26



Consolidated	Q1 2024-25	Q1 2025-26
Revenue from Operations	1,943.40	2,223.46
Profit Before tax	1,435.73	1,586.35
Profit After tax	1,129.76	1,264.45
Paid-Up Equity Share Capital	856.84	856.84
Reserves	21,690.58	26,243.65
Earnings Per Share (Rs.)	13.19	14.76

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 53.58 Lakh in the Q1 2025-26 compared to INR 85.74 Lakh in the Q1 2024-25.



# 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 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.**



**Highlights**

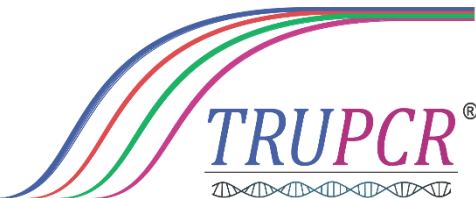
**Molecular Diagnostics  
(MDx) Division**

**Q1 2025-26**



# 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

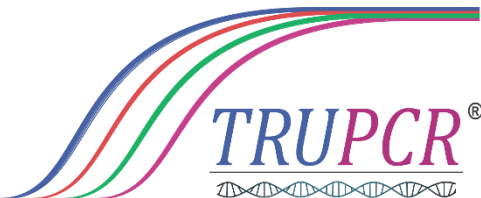


Product & customer support access available to over 600 labs / hospitals in India across 100+ cities in India and 70+ countries internationally

## 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

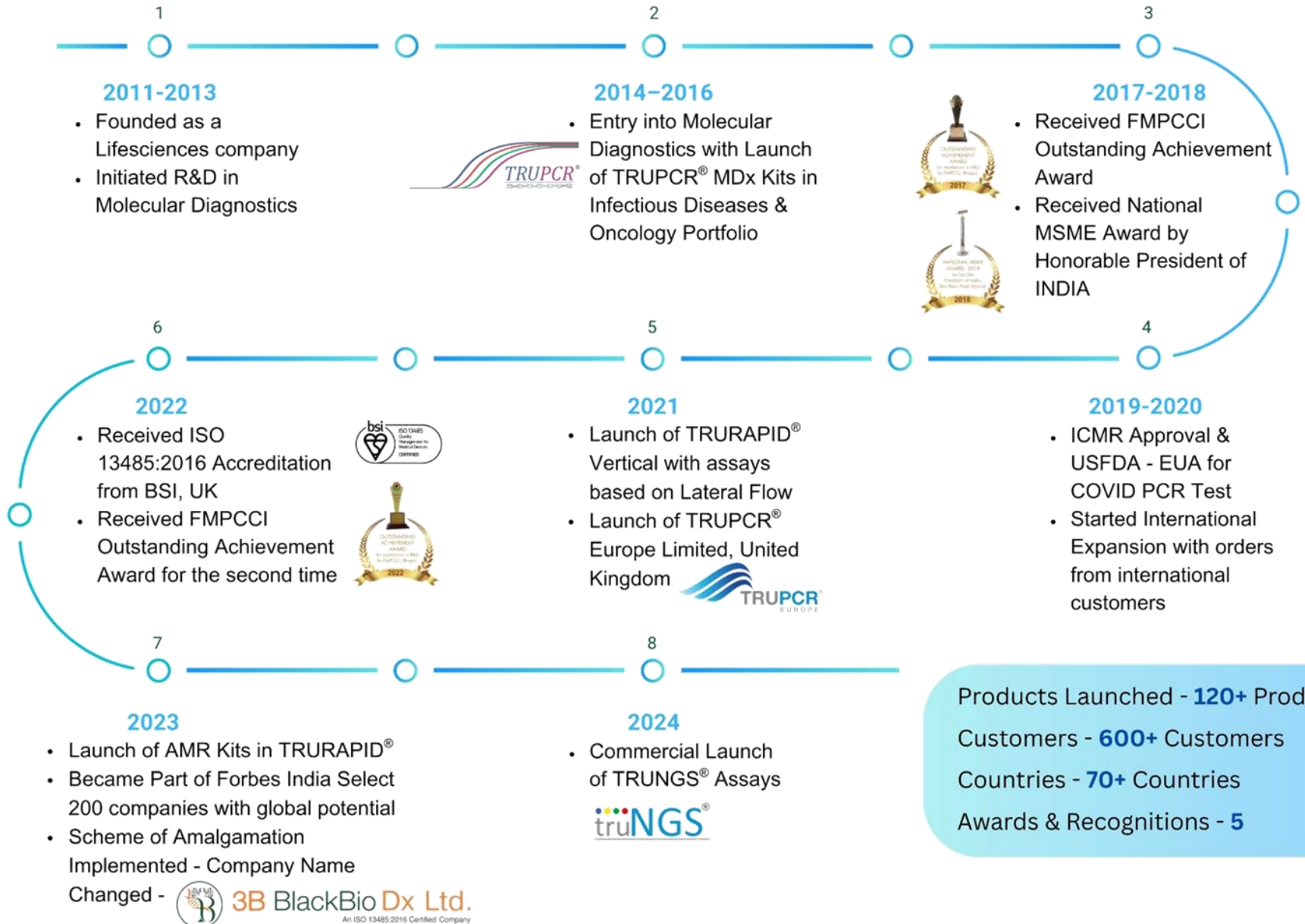
- To design and develop molecular diagnostics products of superior quality and value that continuously improves the patient's life. To become a global organization and to be recognized through quality; innovation and competence.

## 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



# 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:

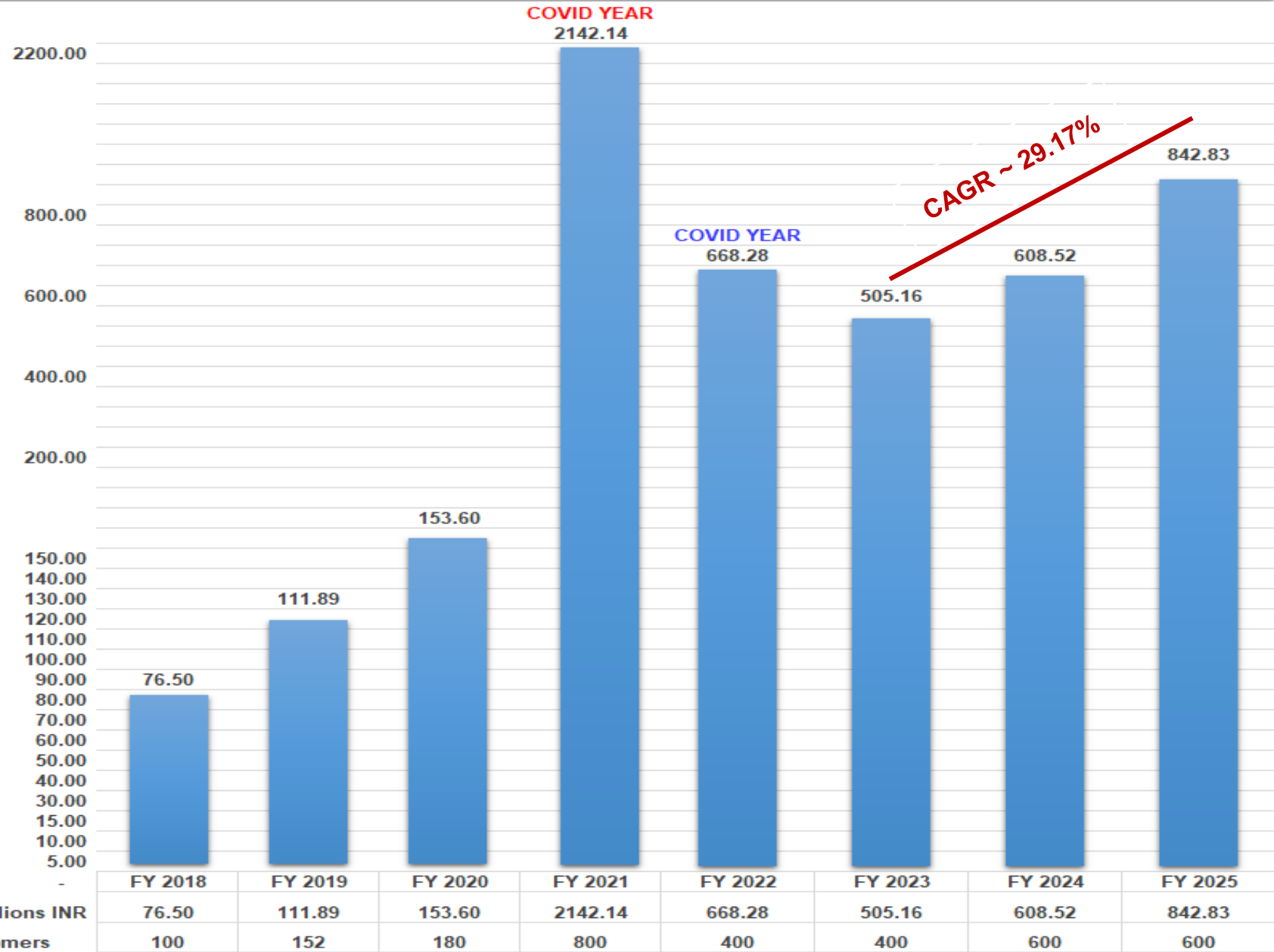
We are entering untapped regions through strategic partnerships with local distributors and direct engagement in emerging markets.

## Mergers & Acquisitions:

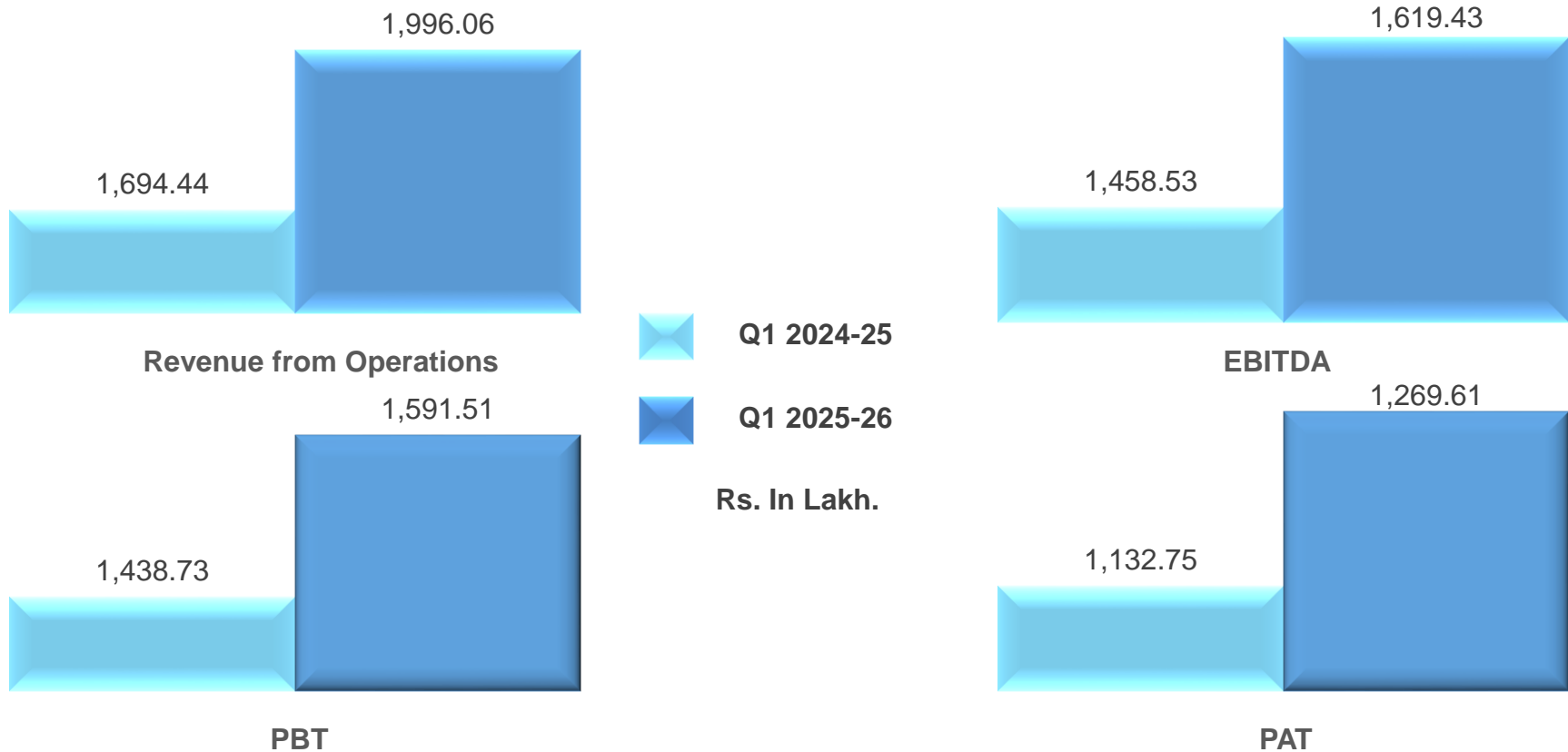
In view of our long-term growth strategy, we are pursuing strategic M&A opportunities. Our objective is to maximize value for our stakeholders.



# Growth Canvas



# MDx Business – Financials Highlights – Q1 2025-26

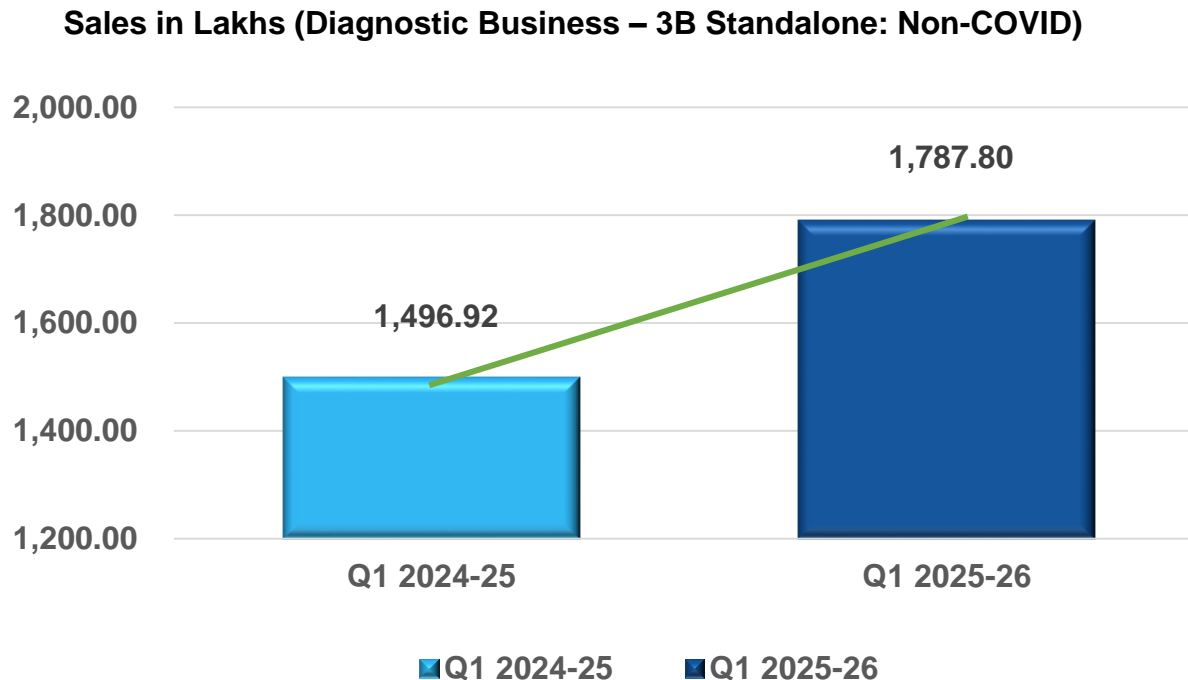


\*Other expenses for Qtr ending 30/6/25 includes one time expenses paid to consultants towards fees for M&A advisory and Due Diligence amounting to INR 84.06 Lakh, incurred for the acquisition of Coris Bioconcept SRL Belgium.



# Business Outlook – MDx (Q1/2025-26)

We closed Q1 2025-26 with INR 1,996.06 Lakh (Including COVID Sales of INR 20.51 Lakh) compared to INR 1,694.44 Lakh in Q1 2024-25. This includes consolidated sales from TRUPCR Europe Limited, Manchester for INR 434.14 Lakh. In Q1 2025-26, we did export of INR 430.90 Lakh against INR 346.93 Lakh in Q1 2024-25.





# Business Outlook – MDx (FY 2025-26 – 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.
- The launch of unique panels will expand our market reach, capture high-growth segments, and drive sustained growth.
- Increasing ageing population in India, life style changes, evidence based treatments and better access to healthcare, will play a major role in our growth.



# Business Outlook – MDx (FY 2025-26 – 3B India)

The company operates through three primary sales models in India:

- a) Tender Sales:** This accounts for approximately 5%-7% of the total sales and it depends on type of tender, etc.
- b) Contractual / Reagent Rental Model:** In this model, we provide molecular diagnostic equipment like Real-Time PCR Systems or Automated / Manual Extraction Systems to the labs / hospitals with a condition that only our assays are used, these are long-term contracts which are projected to contribute business of 20%-25% for this financial year and coming years.
- c) Other Supplies:** Apart from above, we sell products to hospitals and labs which comprises the remaining 65%-70% of the total sales.

## Liberal Credit Policy

To increase sales and to sustain competition, we are following a liberal credit policy so that the customer is not lost to the competitors due to rigid payment terms (as post COVID there are lot of new diagnostic companies which offer stiff competition). This results in higher debtor level currently which we will gradually bring down.



# 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.

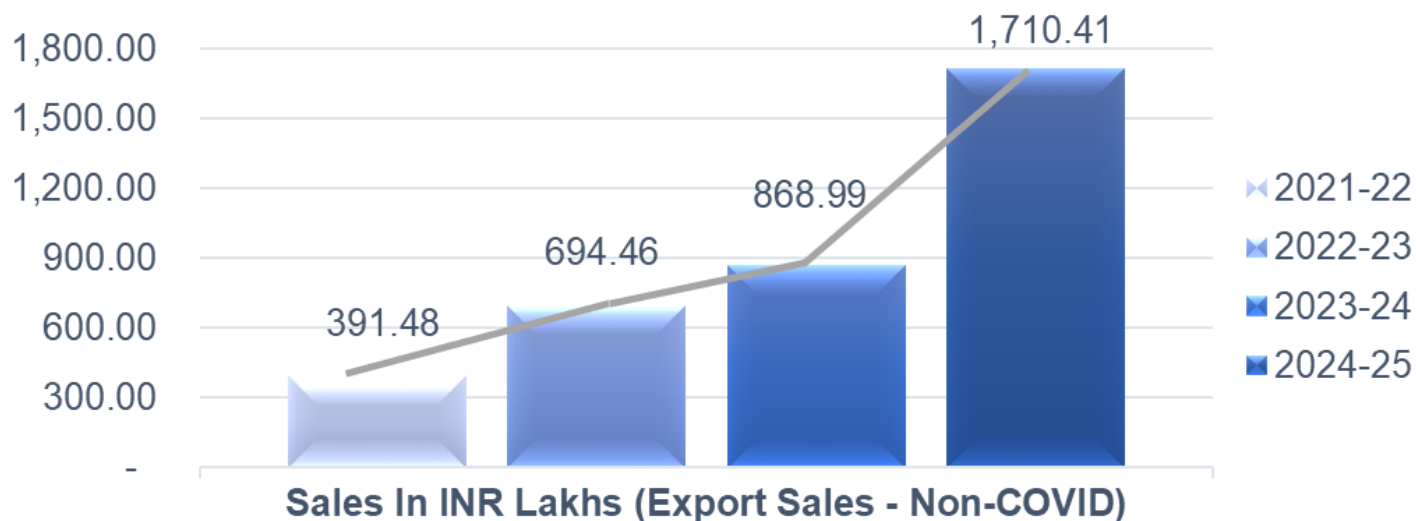


# Business Outlook – International

- ❑ **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 2025–26 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.



# Exports – Past Trend & Near Term Vision



Our exports have grown substantially, as shown by the yearly figures above. This year, we project export growth of 20–25%. We now have presence across 70+ countries & 200+ customers.

To drive growth, we are entering new territories; where registrations take time of approx. 10–15 months post initiation. Geopolitical issues in the Middle East and Ukraine may effect the sales. Also, competition is increasing which puts pressure on margins. Even with these factors, we expect 20–25% export growth, driven by our quality, wide product range, fast delivery—especially for European customers—and quick tech support. At present, about 45% of exports come from Europe (which also supplies to a few LATAM & African countries), ~25% from the Middle East, ~25% from APAC, and ~5% from RoW; this mix may shift with growth.



# TRUPCR® Europe Limited - Manchester Site

In Q1 FY 2025-26, TRUPCR® Europe Limited (TPE) grew in line with our 20–25% plan as visible from the sales figures below.



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, TPE is steadily adding new territories and new customers—expanding its presence beyond Europe into LATAM, Africa, and other priority markets.

The site’s **ISO 13485:2016** certification from **BSI (UK)** reinforces our focus on quality and compliance, strengthening market access and customer trust. After delivering over 90% revenue growth in FY2024–25, the UK business shows that our investments are working. We expect TPE to maintain 20–25% growth this year and remain a central pillar of our international 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](http://www.medica.de)

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is going

DÜSSELDORF, GERMANY  
**11-14 NOVEMBER 2024**





# TRUPCR® Europe – Upcoming Events & Conferences

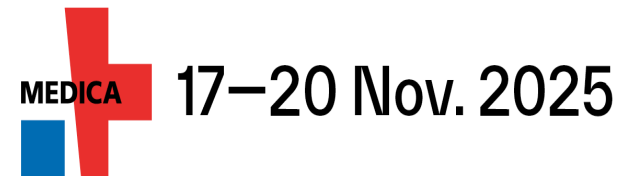
Like 2024-25, TPE will be participating in extensively in the events and conferences. During the events we will be presenting our product portfolio and introduce new assays, highlighting our commitment to innovation and advancing precision diagnostics on a global stage.



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



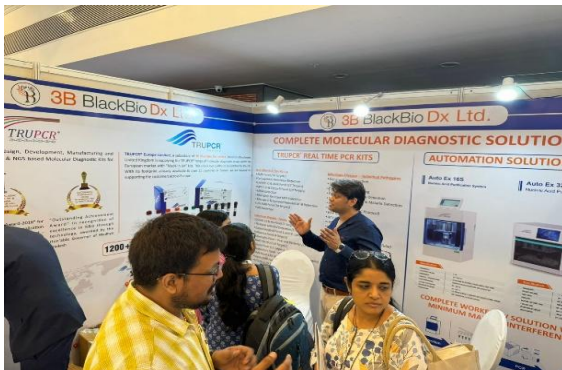


# Events & Conferences – Pune, INDIA

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!  
45<sup>TH</sup> ANNUAL CONGRESS OF INDIAN ASSOCIATION OF MEDICAL MICROBIOLOGISTS  
21<sup>ST</sup> TO 24<sup>TH</sup> NOVEMBER



# Events & Conferences – Meerut, INDIA

We participated in **UP-UK MICROCON 2024**, held at **LLRM Medical College, Meerut** during **February 14<sup>th</sup> & 15<sup>th</sup>** 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

20<sup>th</sup> 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.



# Acquisition of 100% Stake in Coris Holding SRL, Belgium

Your company—**3B** along with its UK subsidiary—**TPE** is pleased to announce that it has entered into a definitive agreement with **Avacta Group Plc, London** to **acquire all the shares of Coris Holding SRL, the parent company of Coris Bioconcept SRL (“Coris”), a 30 years old manufacturer of Rapid Diagnostic Solutions** for an upfront cash consideration of **£2.15 Million** (including net cash & customary working capital adjustments) with an earn-out based on future business performance of up to **£0.615 Million** payable (the “Acquisition”) totaling to **£2.765 Million**.

## Financials of Coris:

According to the latest unaudited financial results shared by Coris, the company reported unaudited revenue of €5.22 Million for the financial year ended 31<sup>st</sup> December 2024 (“FY24”), primarily driven by sales from non-COVID products. The company achieved a gross margin of approximately 58.7%. However, Coris recorded a negative EBITDA of €0.215 Million its net assets stood at €4.14 Million.

With efforts to launch new products, enter new territories and introduce better cost management, we expect to be EBITDA positive in FY 2026-27 as these efforts will take some time to materialize.





# Acquisition of 100% Stake in Coris Holding SRL, Belgium

## Product Portfolio:

Coris' product portfolio comprises in vitro diagnostic test kits for AntiMicrobial Resistance (AMR), respiratory, gastroenteric and blood-borne pathogens (bacteria, viruses and parasites), however, it is primarily focused on the antibiotic resistance markers. As part of this portfolio, the company offers a range of rapid lateral flow tests (LFT) designed to support early & accurate diagnosis at the point of care. Coris also offers an LFT - 'HAT Sero K-SeT' for detecting antibodies specific to *Trypanosoma brucei gambiense* (a parasite that causes Human African Trypanosomiasis (HAT), also known as African sleeping sickness), a product that holds global monopoly.

## Quality Certifications:

Coris is ISO 13485 certified, ensuring the highest standards of quality and regulatory compliance across its operations.

## Team & Facility:

Coris employs a dedicated team of 33 professionals across key functions including R&D, Production, Sales, Marketing, Quality Control, Regulatory Affairs, & Administration. The company operates from a new 2,000 m<sup>2</sup> facility in Gembloux, Belgium, which houses its R&D and production units, corporate offices, and warehouse.





# Strategic Relevance - Acquisition of Coris Bioconcept SRL

Acquisition of Coris BioConcept SRL is a strategically thought move that strengthens our position in the IVD segment and our fight against AMR. The product portfolio of Coris complements our existing molecular diagnostics product range.

By combining our expertise in the PCR-based solutions and with Coris' innovation in rapid testing, the company is accelerating its vision of faster, accessible, and more accurate diagnostics worldwide.

## **Product Market and Customer / Distributor Expansion:**

Since the customers / end-users are similar and overlapping, we will try to push each other's products in the markets where there are visible gaps. So PCR Kits will be pushed in the Coris's distributor / customer network and Rapid AMR will be pushed in the 3B / TPE's distributor / customer network.

## **Joint R&D Efforts:**

Since both the companies have got well established R&D, so we will try to do collaborative R&D efforts in both PCR and Rapid Diagnostics segments.



# 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

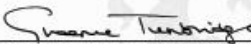
Holds Certificate Number:

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



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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 of scientific professionals including Ph.Ds. and M.Sc.** 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.

Due to competition, we try to restrict individual product disclosure in our R&D pipeline, however, 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.

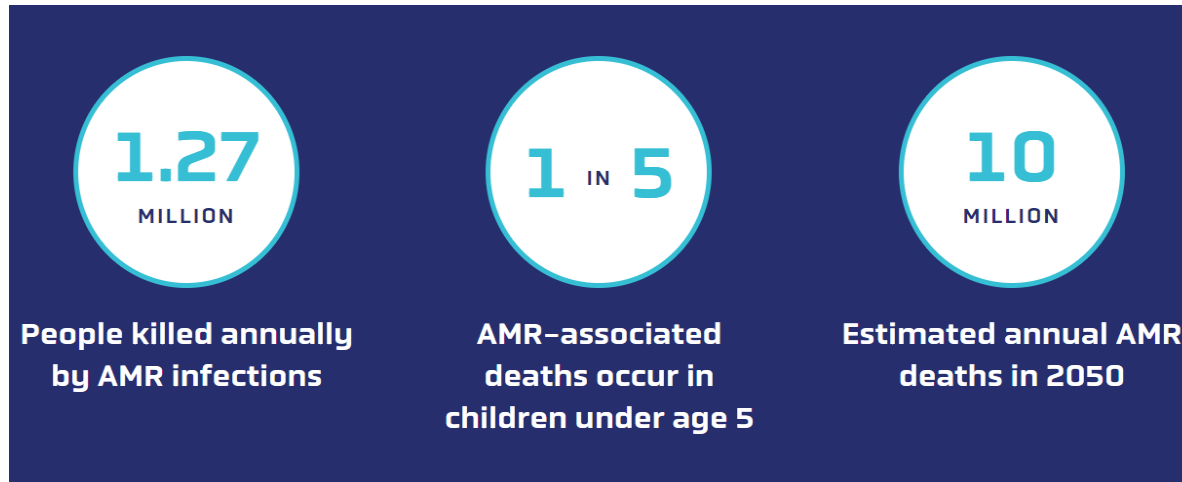


Image Source: AMR Action Fund

- 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.

With the TRUNGS® vertical, our main intent was to be technologically relevant so that we can offer all the molecular diagnostics solutions to our customers under one roof. Now we have a good grip of the NGS assays, however, commercialization is challenging as the field is highly competitive and labs try to make their own kits (homebrew) which is an old methodology and used in PCR as well. TRUNGS® is focussed on very niche products in this segment, hence, we do not expect major high growth / revenue from NGS immediately, however, it will be gradual.

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



# 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.

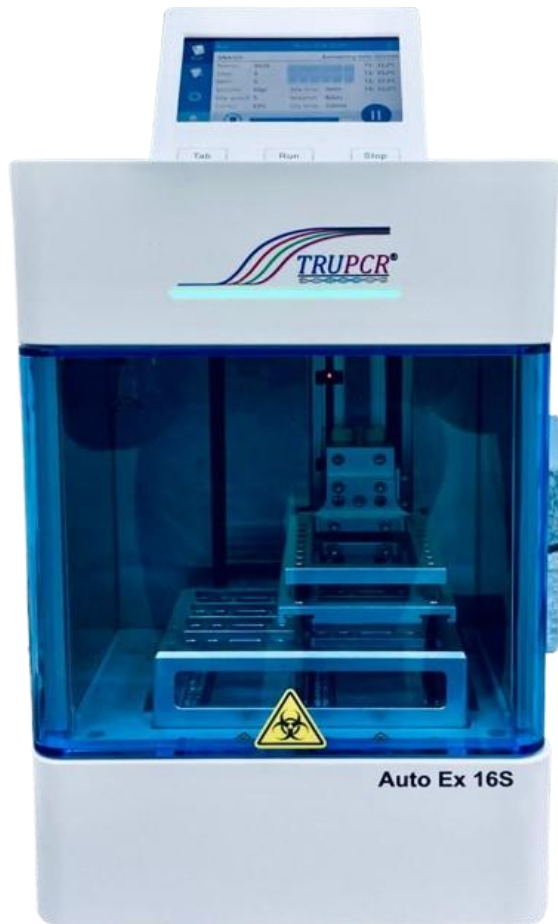
Through our relentless pursuit of excellence, we endeavor to bring to market new products that not only meet but exceed industry standards for quality, performance, and reliability.

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



We are trying to offer automated extraction systems to our customers. Our team alongwith VGT's team has invested considerable time and effort into identifying an automated extraction system that meets the growing needs of our customers. 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. To support this, we will provide end-to-end onboarding—installation, application training, and responsive after-sales service—so labs can adopt the platform quickly and run it reliably.

We are planning to supply these instruments to our customers who have long-term contracts on a reagent – rental basis with us so these customers can be retained for a longer duration. This approach keeps upfront costs low, offers predictable operating expenses, and secures priority access to reagents and consumables.



# 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.

However, now with acquisition of Coris BioConcept SRL, Belgium, we have been able to do the first acquisition after a long search & negotiation. We will continue to do more acquisitions to best utilize the available funds.

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.

## Existing & Utilized Capacity

The company is currently operating at ~65% of its installed capacity, with full potential achievable during seasonal demand spikes such as vector-borne disease outbreaks and flu season. During lean season periods, capacity utilization remains around ~50%, ensuring flexibility to scale production rapidly in response to market needs.

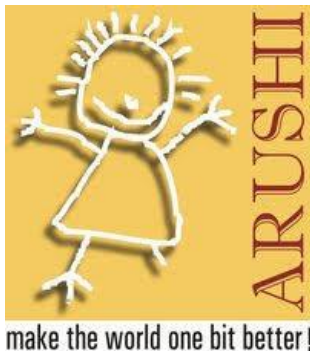


## 3B for CSR

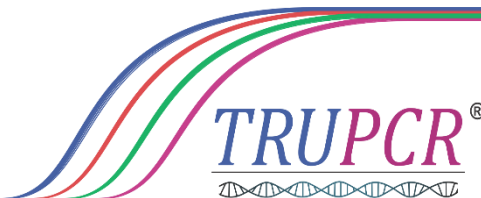


Army Wives Welfare Association or AWWA for short is an association that works for the welfare of the spouses, children and dependents of Army personnel. The aim of AWWA therefore is to support and augment the official welfare efforts within the Indian Army, focusing primarily on the welfare of families, 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.**

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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



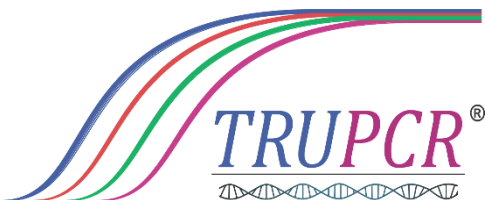
Sightsavers is an international organisation that works in more than 30 countries to eliminate avoidable blindness, and fight for the rights & needs of people with disability. Sightsavers' work in India has enabled thousands of people to lead lives of independence and dignity.

"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.**





# 3B for CSR



Prerna Sewa Trust, Bhopal, has been serving poor patients at Hamidia Hospital, Bhopal for decades through daily meals, free medicines, medical equipment, and support for treatment of serious ailments. In line with our CSR commitment, 3B has been supporting the Trust by funding medical aid, medical equipment such as stretchers and wheelchairs, and food packets for the underprivileged alongwith any necessary items needed by the trust to support the patients and their families at the hospital.

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## 3B's CSR Policy

- ❖ **Health** – We believe that healthcare shouldn't be a privilege but the right of every individual.
- ❖ **Education & Employment** – We follow the saying “Give a man a fish and you feed him for a day, but teach a man to fish and you feed him for a lifetime.”
- ❖ **Community Responsibility** – We believe every community has work to be done, and it begins with those closest to us.





# Recognitions & Awards



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



Received the **“National MSME Award – 2018”** by Hon’ble President of India on 11<sup>th</sup> 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 6<sup>th</sup> Outstanding Achievement Award 2022 by Hon’ble Governor of Madhya Pradesh, held on 10<sup>th</sup> April 2022

JAI HIND



3B BlackBio Dx Ltd.