



Ref. No.P-66/2026-27/13  
May 29, 2026

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

May, 2026

# Disclaimer

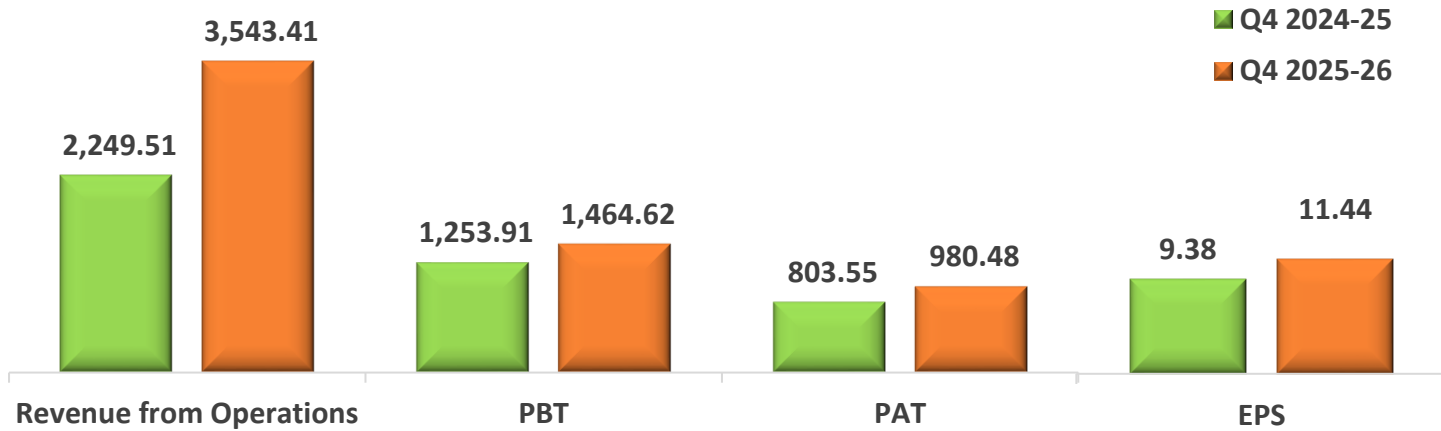
This presentation and the accompanying slides (the “Presentation”), which has been prepared by 3B BlackBio Dx Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall 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 – Consolidated – Q4 2025-26



Consolidated	2024-25	2025-26
Revenue from Operations	2,249.51	3,543.41*
Profit Before tax	1,253.91	1,464.62**
Profit After tax	803.55	980.48
Paid-Up Equity Share Capital	856.84	856.84
Reserves	21,690.58	26,243.65
Earnings Per Share (Rs.)	9.38	11.44

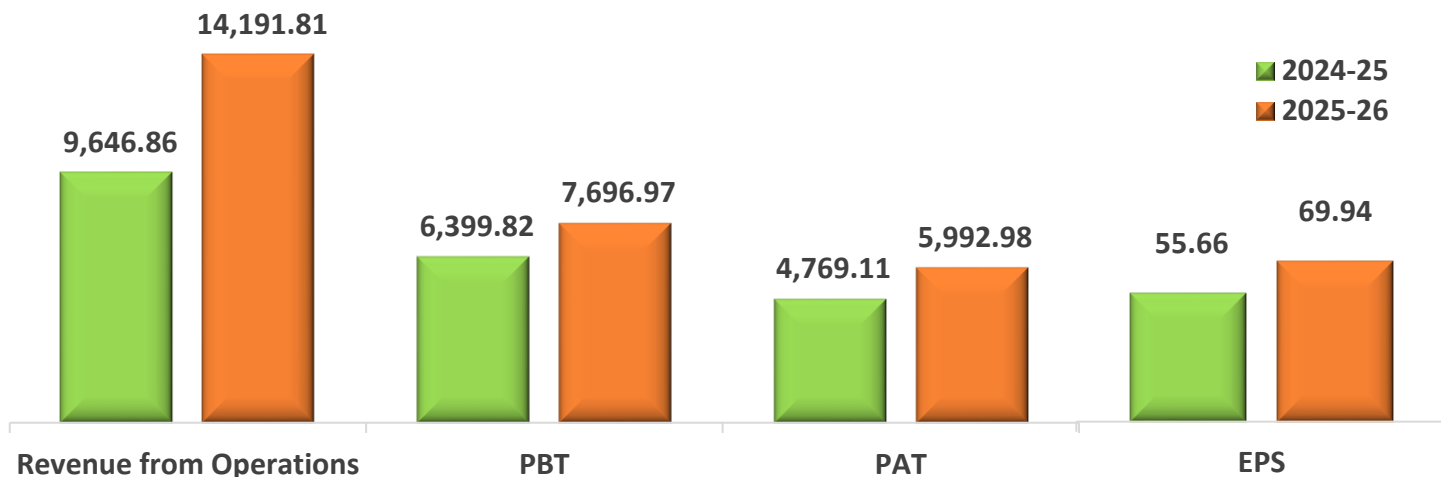
In ₹ Lakhs

\* In above numbers, CORIS sales of INR 779.57 Lakh is included

\*\* In above numbers, CORIS profit of INR 207.06 Lakh is included



# Financial Highlights – Consolidated – 2025-26



Consolidated	2024-25	2025-26
Revenue from Operations	9,646.86	14,191.81*
Profit Before tax	6,399.82	7,696.97**
Profit After tax	4,769.17	5,992.98
Paid-Up Equity Share Capital	856.84	856.84
Reserves	21,690.58	26,243.65
Earnings Per Share (Rs.)	55.66	69.94

In ₹ Lakhs

\* In above numbers, CORIS sales of INR 3,591.19 Lakh is included.

\*\* In above numbers, CORIS profit of INR 876.17 Lakh is included which is due to a one-time event to the HAT Order as explained in Coris' Performance Review (Slide # 29)

\*\*Other expenses for FY 2025/26 includes one-time expenses for M&A Advisory and Due Diligence incurred during the acquisition of Coris Bioconcept SRL, Belgium amounting to Rs. 174.08 lakhs.



# 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 277.74 Lakh in 2025-26 compared to INR 356.75 Lakh in 2024-25. The de-growth of 22% is due to the major geopolitical tensions in Bangladesh which resulted in less demand in Q4 2025/26.



# 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.**



**3B BlackBio Dx Ltd.**  
**GROUP**



UNITED KINGDOM



INDIA



BELGIUM

**Financial Highlights:**  
**Molecular Diagnostics**  
**(MDx) Division**

**2025-26**

# Overview – MDx Division

- ❑ **Founded:** November 2010 | **15 years** in molecular diagnostics
- ❑ **Core Focus:** Design, Development & Manufacture of Molecular Diagnostic Kits:
  - qPCR Assays (TRUPCR®)
  - Lateral Flow Assays (TRURAPID®)
  - NGS Assays (TRUNGS®)
  - Digital PCR Assays (TRUdPCR®)
- ❑ **Product Portfolio:** 120+ Molecular Diagnostic Assays Developed
- ❑ **Certifications:**
  - ✓ ISO 13485:2016 (BSI, UK)
  - ✓ Licensed by CDSCO, Govt. of India
  - ✓ IVDR compliant (EU 2017/746)
- ❑ **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 1,000 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



# JOURNEY AT A GLANCE

1



**2011-2013**

- ★ Founded as a Lifesciences company
- ★ Initiated R&D in Molecular Diagnostics

2



**2014-2016**

- ★ Entry into Molecular Diagnostics with Launch of TRUPCR® MDx Kits in Infectious Diseases & Oncology Portfolio



3



**2017-2018**



- ★ Received FMPCCI Outstanding Achievement Award
- ★ Received National MSME Award by Honorable President of INDIA

6



**2022**

- ★ Received ISO 13485:2016 Accreditation from BSI, UK
- ★ Received FMPCCI Outstanding Achievement Award for the second time



5



**2021**

- ★ Launch of TRURAPID® Vertical with assays based on Lateral Flow
- ★ Launch of TRUPCR® Europe Limited, United Kingdom



4



**2019-2020**

- ★ ICMR Approval & USFDA - EUA for COVID PCR Test
- ★ Started International Expansion

7




**2023**

- ★ Launch of AMR Kits in TRURAPID®
- ★ Became Part of Forbes India Select 200 companies with global potential
- ★ Scheme of Amalgamation Implemented - Company Name Changed -  **3B BlackBio Dx Ltd.**

8



**2024**

- ★ Commercial Launch of TRUNGS® Assays 

9



**2025**

- ★ Acquisition of Coris BioConcept SRL, Belgium



# 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:

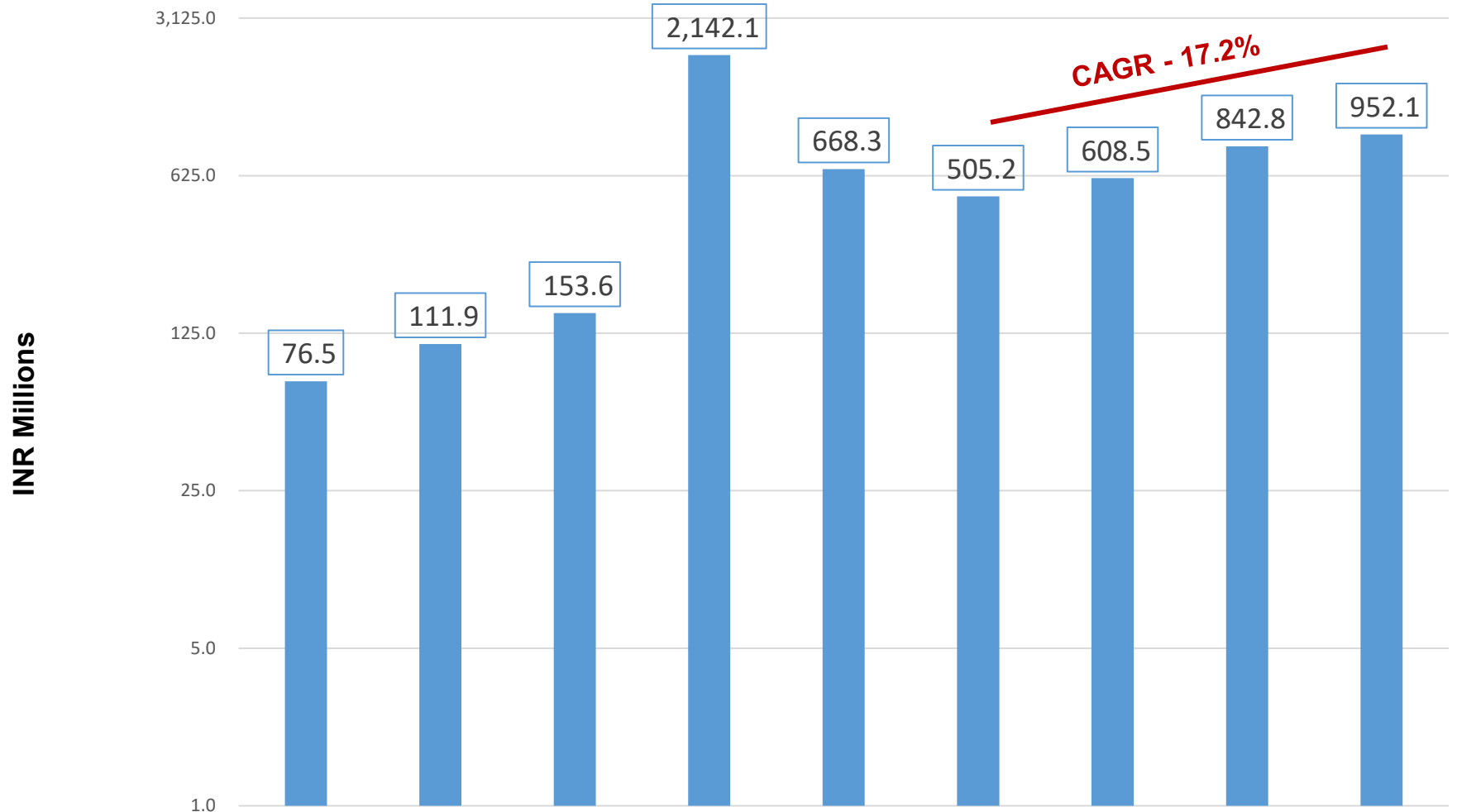
We are entering untapped regions through strategic partnerships with local distributors and direct engagement in emerging markets.

## 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.

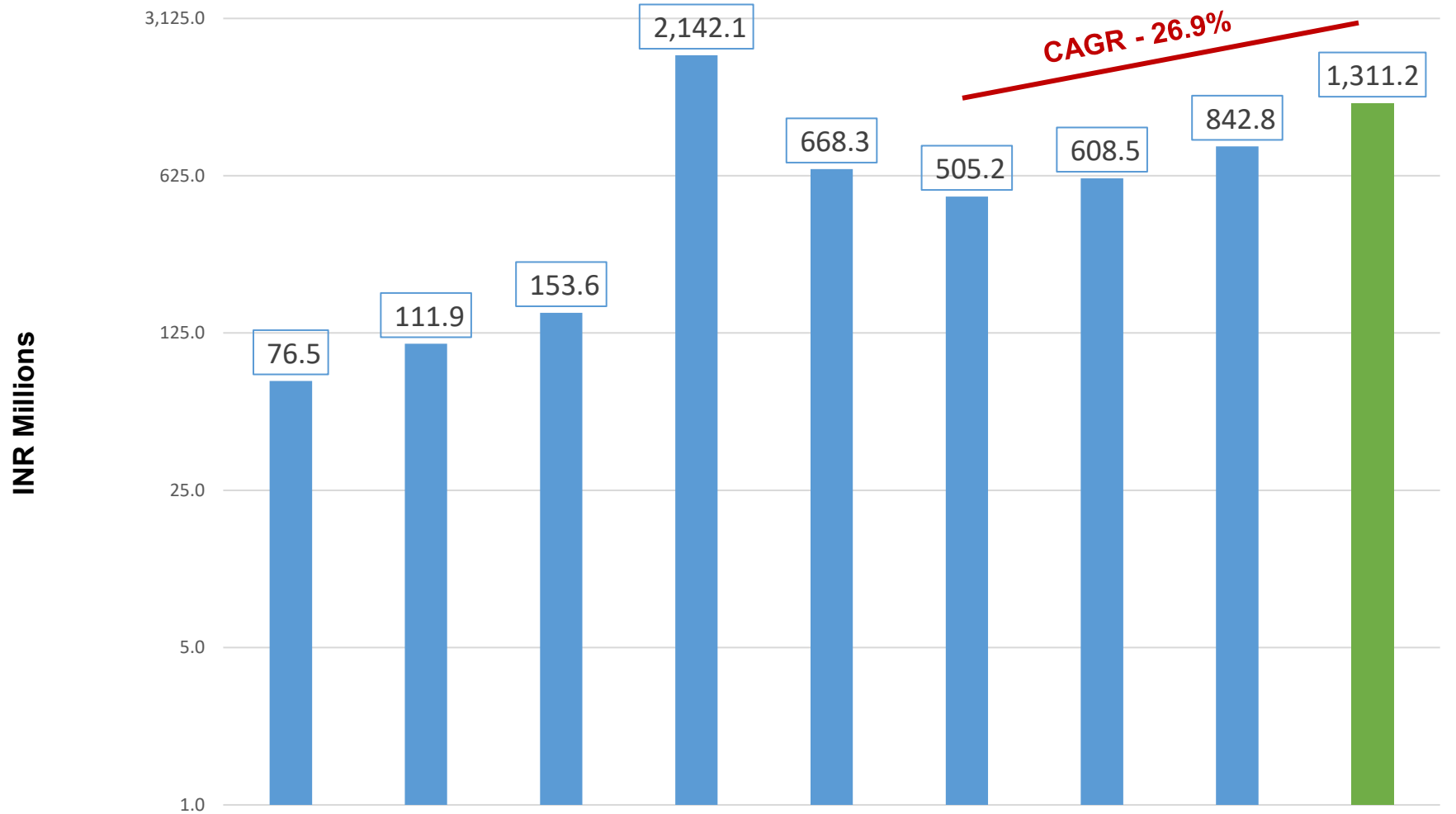


# MDx Growth Canvas excluding Coris



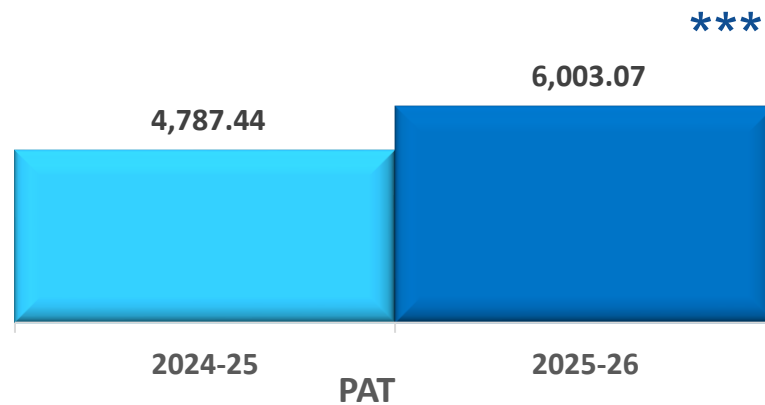
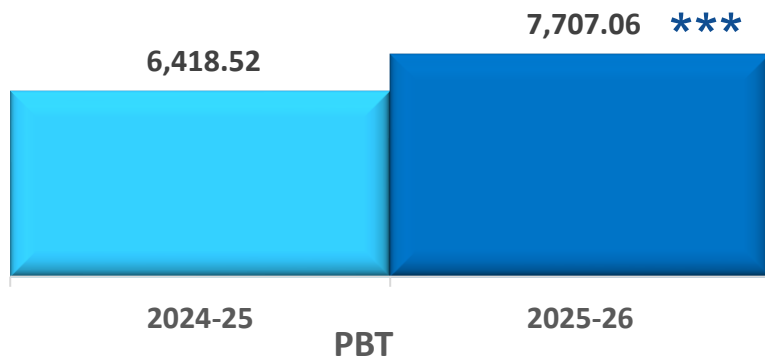
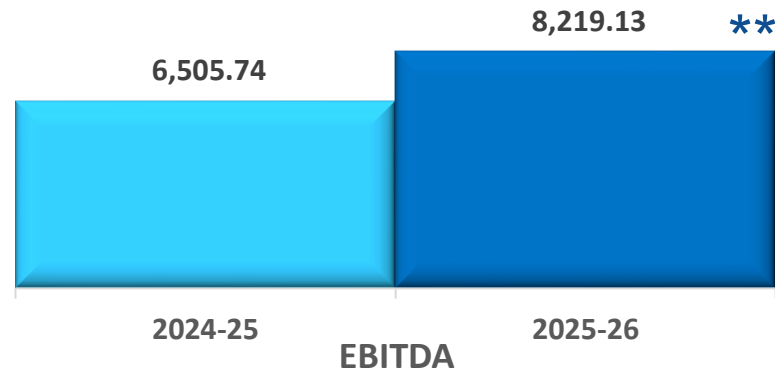
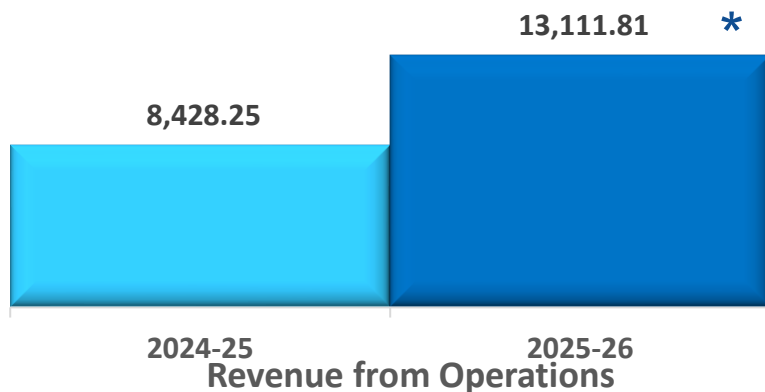
	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026
Sales in Millions INR	76.5	111.9	153.6	2,142.1	668.3	505.2	608.5	842.8	952.1
No. of customers	100	152	180	800	400	400	600	700	900+

# MDx Growth Canvas including Coris



	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026
Sales in Millions INR	76.5	111.9	153.6	2,142.1	668.3	505.2	608.5	842.8	1,311.2
No. of customers	100	152	180	800	400	400	600	700	1,000+

# MDx Business – Financials Highlights – 2025-26



In ₹ Lakhs

\* In above numbers, CORIS sales of INR 3,591.19 Lakh is included.

\*\* In above numbers, CORIS positive EBITDA of INR 1,297.59 Lakh is included.

\*\*\* In above numbers, CORIS profit of INR 876.17 Lakh is included

These numbers are a one-time event due to the HAT Order as explained in Coris' Performance Review (Slide # 30).



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

## Market Overview & Growth Outlook

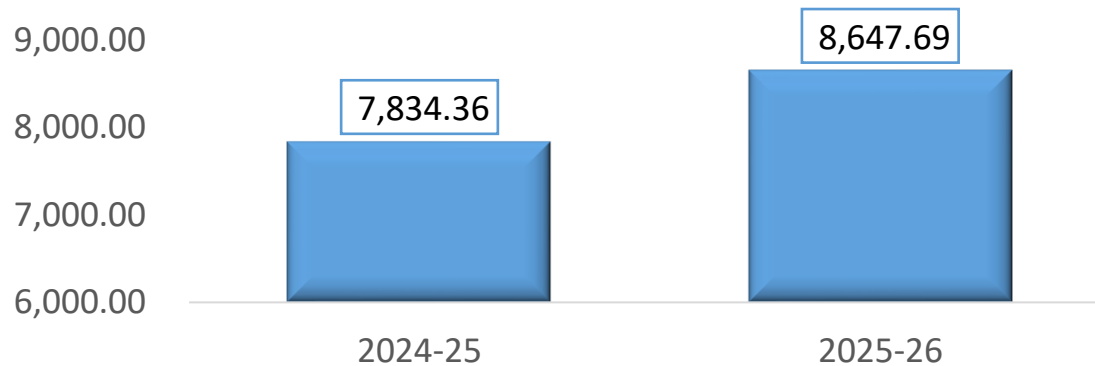
- The **Total Addressable Market (TAM)** for Molecular Diagnostics (MDx) in India is estimated at approx. **₹500–600 Cr.**
- We hold approximately **15% market share**, positioning us among the **market leaders**.
- The MDx industry is projected to grow at **8%–10% CAGR** over the next few years in India 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% overall taking both domestic and export sales for FY 2026–27**, 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 (2025-26)

We closed 2025-26 with revenue from operations of INR 13,111.81 Lakh compared to INR 8,428.25 Lakh in 2024-25. This includes consolidated sales from TRUPCR Europe Limited, Manchester of INR 2,067.19 Lakh and sales from Coris BioConcept SRL, Belgium of INR 3,591.19 Lakh. In 2025-26, we did export of INR 2,140.94 Lakh against INR 1,703.52 Lakh in 2024-25.

Sales in ₹ Lakhs (3B Standalone)



2025-26 has only grown by 10.4% which was largely due the flu, dengue/chikungunya sales spike in Q2 and Q3 of 2024-25 amounting to INR 420 lakhs which is not there in 2025-26 along with some export orders were cancelled due to the geopolitical tensions in the middle east. Had these two been more favorable, the sales for FY 2025-26 would have been higher by 5 – 6%.



# Future Growth Strategy

To continue our growth journey and to ward off seasonal spikes in coming years, we are putting following efforts:

- ❑ **Marketing:** Participating in multiple international events and upcoming events ADLM, USA (28<sup>th</sup> – 30<sup>th</sup> Jul'26) to capture more of the USA and LATAM markets. We are also actively exploring other such events in various markets.
- ❑ **Team:** We are strengthening our marketing team and expanding our distributor network across new markets to enhance our reach and customer engagement.
- ❑ **Regulatory:** As regulatory is the most important pillar of the IVD industry, we have been very compliant with largest CE-IVD and CDSCO range of products. In compliance with the new IVDR regulations, we are pleased to update that we have **passed the IVDR QMS audit** and all the necessary provisions are being complied to finally get the certification in due course of time.
- ❑ **Newer Product segment:** We are also trying to develop on OEM a “Sample to Answer” system which will help us in entering into a different market segment.
- ❑ **R&D:** As can be seen from our product range currently, that we have the largest product offering in the Industry, to continue this we are adding more products every year, however due to confidentiality reasons, we don't disclose our R&D pipeline.



# Sales Model – MDx (FY 2025-26 – 3B India)

The company operates through three primary sales models in India:

- ❑ **Tender Sales:** This accounts for approximately 5% - 7% of the total sales and it depends on type of tender, etc.
- ❑ **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.
- ❑ **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 in the coming years.



# Our Footprints in India



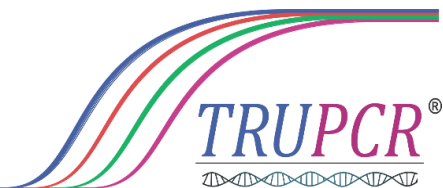
# Our Global Presence

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 new 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.
- ❑ **Marketing Initiatives:** Participating in global events showcasing TRUPCR® strength and increasing visibility to support demand generation in priority markets.

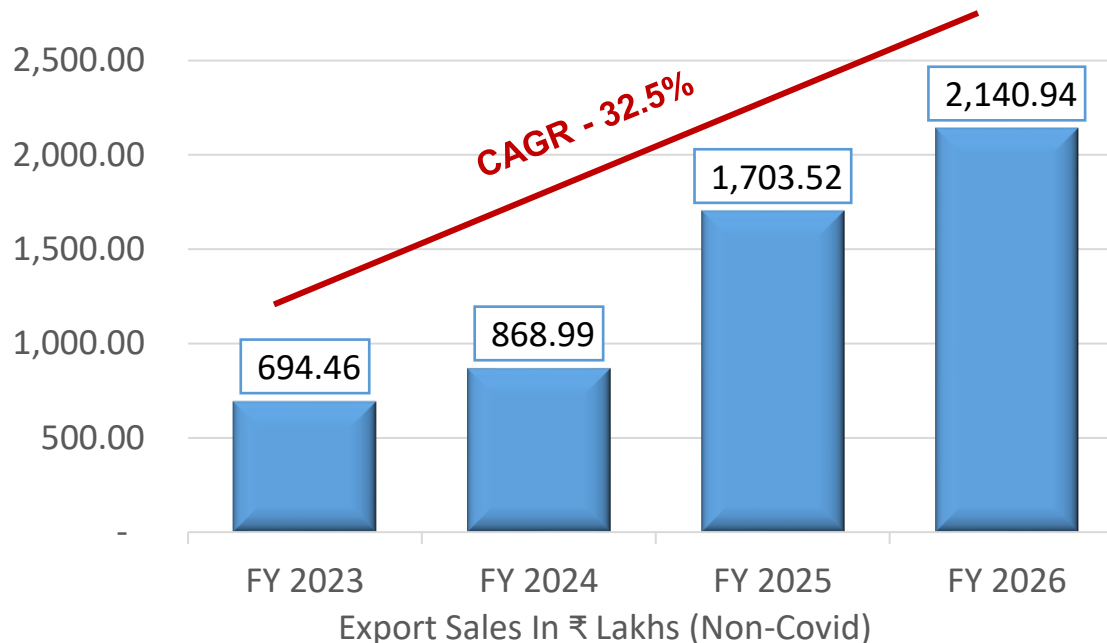


# Exports – Past Trend & Near-Term Vision

Our exports have grown substantially, as shown by the yearly figures below. This year, we achieved a year-on-year growth of 25% versus 2024-25. We now have presence across 70+ countries & 200+ customers. We have added a few countries in APAC and Africa post registration and tendering process.

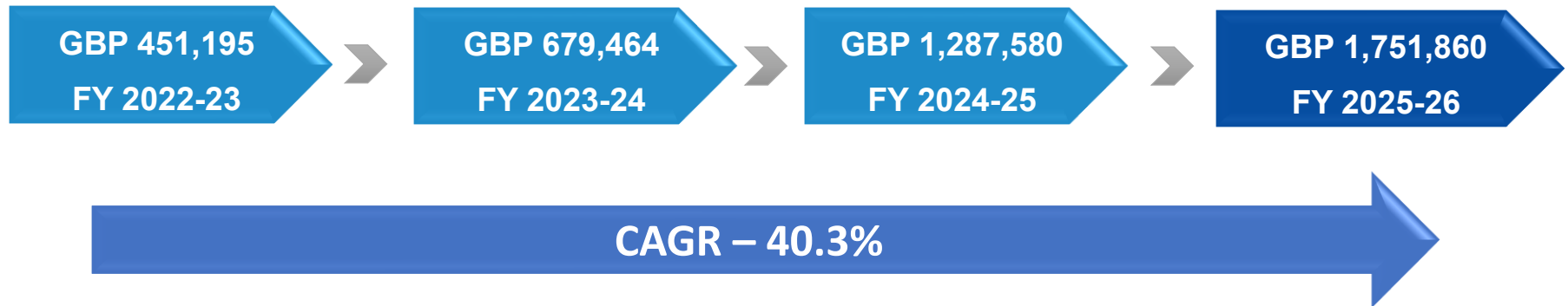
To increase growth, we are entering newer territories, where registrations take time of approximately 10–15 months post initiation. We have initiated registrations in a few countries in LATAM and Asia and we expect to start receiving commercial orders from these in the near future.

Competition is also increasing which puts pressure on margins. Even with factors like geopolitical tensions and competitor challenges, we expect export growth to be in similar lines of 20-25% for next year 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 FY 2025-26, TRUPCR® Europe Limited (TPE) have gained momentum with growth of 36% in Sales as shown below versus FY 2024-25. TRUPCR® Europe Limited continues to be a strong growth driver for the group with a 40.4% CAGR over a period of last four years, with its “Made in UK” portfolio gaining steady acceptance across Europe.



Backed by EU-aligned branding and smoother logistics, TPE is not only deepening its European footprint but also entering new geographies in LATAM, Africa and other priority markets. The site’s ISO 13485:2016 certification from BSI (UK) further underlines our commitment to quality and regulatory compliance, enabling faster market access and building customer confidence. Ongoing marketing initiatives such as participation in global exhibitions (including MEDICA 2025 in Düsseldorf), onboarding of new distributors, and expansion of the marketing team, will further accelerate the proposed growth.

# TRUPCR® Europe – Events & Conferences 2025-26

TPE participated at 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.

**MEDICA 2025** was an important platform for us to showcase the combined strength of 3B BlackBio Dx Limited and TRUPCR® Europe Limited. With our “Made in UK” and EU-compliant portfolio on display, we can position ourselves as a reliable, regulatory-ready partner for European labs, distributors and OEM customers. We have got a few favorable leads from this event and are hoping to get them materialized in the near future.



# Events & Conferences – MPAICON 2026

Our participation in **MPAICON 2026 13<sup>th</sup> Annual Conference of the Molecular Pathology Association of India (Feb 27–28, Kolkata)**. The visitors and our customers had engaging scientific discussions, knowledge exchange, and meaningful interactions with experts in molecular pathology and precision diagnostics.



# Events & Conferences – WHX Labs 2026

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 **WHX Labs Middle East 2026 (Feb 10–13, 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.



# Events & Conferences - International

We continue to strengthen our global outreach and brand visibility through participation in leading international diagnostic platforms, including WHX Labs 2026 in Dubai and ADLM 2026 USA. These strategic engagements provide opportunities to showcase the Company's expanding molecular diagnostics portfolio, strengthen relationships with global distributors and healthcare stakeholders, and explore new market expansion and collaboration opportunities, supporting the Company's long-term international growth strategy.

**WHX Labs**  
WORLD HEALTH EXPO  
Dubai · 10-13 February

**ADLM**

Association for  
Diagnostics &  
Laboratory Medicine™



JULY 26 - 30  
ANAHEIM, CA  
USA



## PERFORMANCE REVIEW

- ❑ As we had completed the acquisition of Coris on 29<sup>th</sup> August and according to the Ind AS rules, we can only consolidate from the date of acquisition, so this time, we have only consolidated the profitable quarters of Coris.
- ❑ The HAT sales was **EUR 1.35M** in 2025 vs **EUR 2.1 M** in 2024. This decrease in sales is mainly due to the disturbance in Congo. In 2026-27 we expect the HAT sales to be about **EUR 1.35M – 1.50M**.
- ❑ The HAT (Test for a parasite that causes African sleeping sickness) Contract is a Belgium Govt. Order of EUR 6.0M received in February 2024 to be supplied in 4 years.
- ❑ For the Year ending ended (2025-26), if we exclude the large government order of EUR 1.35M (EUR 510K in August & EUR 810K in December) then, the remaining sales mainly consists of three segments – AMR, Infectious and R&D. When comparing full year versus last year -
  - There is growth of 30% in AMR which consists of 69% of the sales.
  - There is a de-growth of 26% in Infectious which consists of 23% of the remaining sales because of Chinese competition.
  - Rest is from R&D projects and subsidies.
  - Total sales growth if we exclude HAT and R&D is 9%.

## FUTURE OUTLOOK

- ❑ We expect AMR products to grow at 15-20% for 2026-27 and the other products to slightly de-grow due to Chinese competition. Overall, in 2026-27, we expect the sales to grow at 10-15% with slight positive EBITDA.
- ❑ Coris has started working on getting US FDA registration for RESIST-5 AMR, which will take 1-2 years for completion. Once completed, this will be a key growth driver for Coris' sales.
- ❑ Coris has been granted the IVDR certification for its two main AMR products. This is a big milestone as IVDR certification will help in growing the market.
- ❑ They have a strong R&D team and have developed new products which will be launched in the coming years, this should help in increasing sales.
- ❑ The US FDA will open a big US market opportunity which should start sales in 2027-28, and will also help in tapping into other markets which recognize FDA.
- ❑ Coris is synonymous to AMR in the global market and a respected European brand with IVDR certification and FDA, it should be able to grow its product range in a positive way in the existing and newer markets.
- ❑ Now with increased marketing efforts in Middle East, APAC and US, this will also help in achieving better revenue.

# EU IVDR Certification

## On track towards IVDR certification of our product portfolio

- Regulation (EU) 2017/746 on *in vitro* diagnostic medical devices (IVDR) was published on 5 April 2017, repealing Directive 98/79/EC and introducing a strengthened regulatory framework applicable from 26 May 2026.
- 3B BlackBio Dx Limited is progressing steadily on its IVDR transition plan to ensure compliance of key TRUPCR® kits with Regulation (EU) 2017/746, and 3B can continue to sell its products till 31<sup>st</sup> December 2028 (transition period) as legacy devices and before this the IVDR certifications would have been received.
- BSI Group has been appointed as the Notified Body for conformity assessment under IVDR and agreement duly signed with them.
- Our regulatory team along with multiple departments is working on the implementation of the IVDR requirements.
- The Company has successfully passed its IVDR-aligned QMS audits conducted by BSI Group in November 2025 and further technical evaluation of product groups is underway.



# Our Certifications



By Royal Charter

## 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

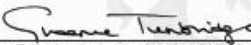
Holds Certificate Number:

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

Effective Date: 2025-02-02

Latest Revision Date: 2025-01-23

Expiry Date: 2028-02-01

Page: 1 of 2



...making excellence a habit.™



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 40 key assays are CE-IVD marked post new IVDR regulations

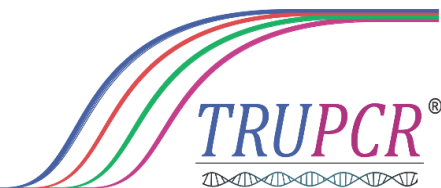
This certificate was issued electronically and remains the property of BSI and is bound by the conditions of contract. An electronic certificate can be authenticated [online](#). Printed copies can be validated at [www.bsigroup.com/ClientDirectory](http://www.bsigroup.com/ClientDirectory)

Information and Contact:  
BSI Group The Netherlands B.V., John M. Keynesplein 9, 3066 EP Amsterdam, The Netherlands | Tel: +31 20 3460 700  
BSI Group The Netherlands B.V. is registered in The Netherlands under number 33296294 | A Member of the BSI Group Holdings B.V.



# 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 US FDA (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 are not disclosing our exact R&D pipeline, however, there are several products in pipeline for the coming 2 years. We would like to reiterate that 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.

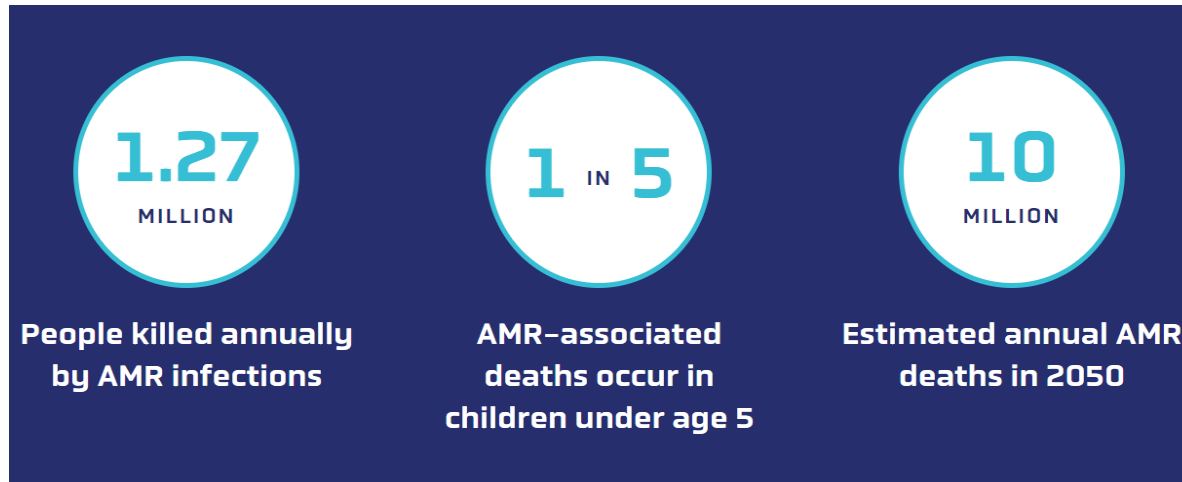


Image Source: AMR Action Fund

- ❑ 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)

❑ 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:

- ❑ **BRCA Plus Kit** – For detection of germline / somatic mutations associated with breast, ovarian and prostate cancers.
- ❑ **MTB - MDR NGS Kit** – Advanced Genomic Profiling of TB Drug Resistance Using Targeted Sequencing



# 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.

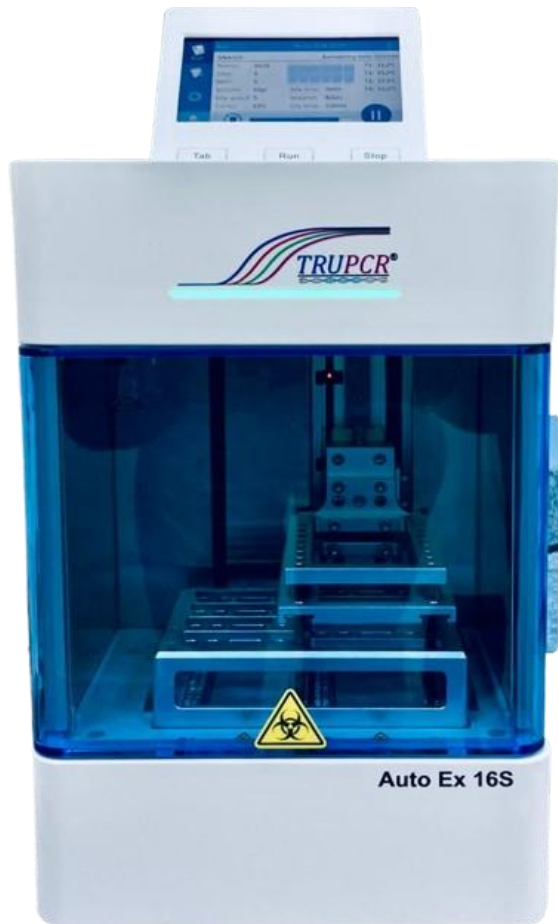
Through our relentless pursuit of excellence, we endeavor to bring to market new products that not only meet but exceed industry standards for quality, performance, and reliability.

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. The products under this segment have been commercially launched in Q3 of FY 2025-26, although it is in very initial stage and sale is nominal.

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.

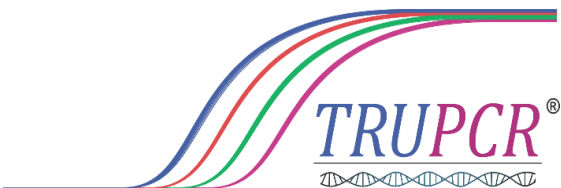
TRU  PCR

# 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 which will strengthen our credibility in the market as a genuine buyer.

We are actively looking for M&A opportunities across globe preferably in the EU and the USA. We are looking for manufacturers or distributors in the IVD segment which can include molecular, microbiology, immunology and similar segment.

We will also be deploying some funds in the joint venture created in Manchester, UK depending on the need.

# 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.**

---



make the world one bit better!

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, Bareli and Betul districts of Madhya Pradesh.**



## 3B for CSR



Purna 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.



Sahara Saksharta is a social initiative dedicated to promoting education and literacy among underprivileged communities in Bhopal, Madhya Pradesh. The organisation works towards empowering individuals through educational support, skill development, and awareness programmes that help build self-reliance and social inclusion. As part of our CSR commitment, we are pleased to support their efforts in fostering education, creating opportunities for learning, and contributing to sustainable community development.



# 3B for CSR



Cachar Cancer Hospital & Research Centre is committed to providing affordable and accessible cancer care to patients across Northeast India, particularly serving economically disadvantaged communities. The centre has received national and international recognition for its impactful work, driven by the dedicated leadership of Dr. Ravi Kannan, whose patient-centric approach, emphasis on community outreach, and focus on holistic cancer care have significantly strengthened oncology services in the region. Through early detection programmes, treatment support, and patient welfare initiatives, the institution continues to transform lives. As part of our CSR commitment, we are proud to support the hospital in its mission to expand access to quality cancer care and bring hope to patients and their families.

## 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.**