



KILPEST INDIA LIMITED

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CIN : L24211MP1972PLC001131

June 26, 2020

The Relationship Manager,
Department of Corporate Relations
Bombay Stock Exchange Ltd (BSE),
P.J. Towers, Dalal Street
Fort, MUMBAI – 400 001

Dear Sir/Madam,

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

Thanking you,
Yours faithfully,
For KILPEST INDIA LTD,


DHIRENDRA DUBEY
WHOLETIME DIRECTOR



Encl: a/a



Farmer's trusted Agro-input partner for 48 years



3B BlackBio Biotech India Ltd.



Reliable & affordable healthcare diagnostic solutions

INVESTOR PRESENTATION

June 2020

Safe Harbor

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Kilpest Existing Products

Chemicals

	No. of Products
• Insecticides	- 70
• Antibacterials	- 01
• Fungicides	- 15
• Herbicides	- 11
• Public Health	- 11
• Microfertilizers	- 02
• Chelated Zinc	- 01
• Plant Growth Regulators	- 02

Biologicals

	No. of Products
• Bio pesticide	- 07
• Bio fungicide	- 01
• Bio fertilizers	- 05
• Bio nematicides	- 01
• Public Health	- 02
• Health & Hygiene	- 06
• Repellents	- 03

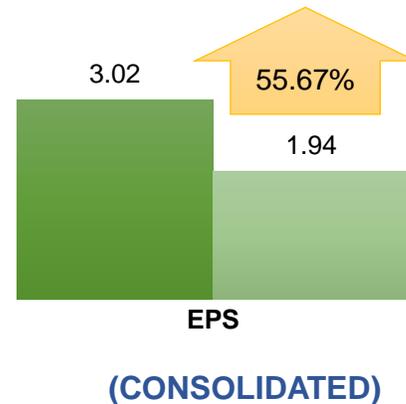
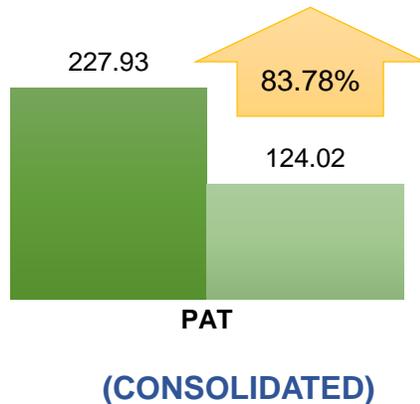
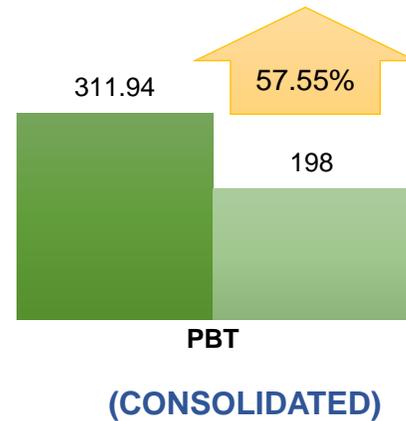
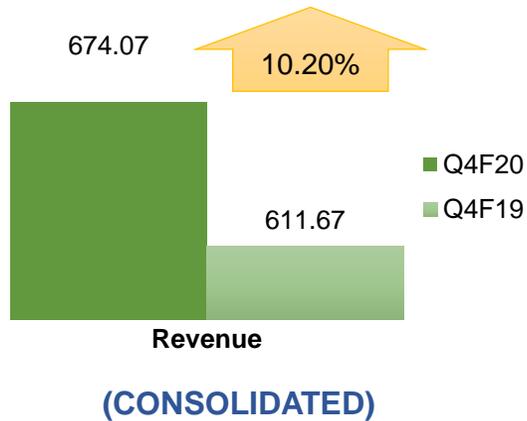
Company to increase its focus on brand building on Micro fertilizers / Bio fertilizers and Public Health Products.

Business Overview and Strengths

Experienced team & state of art facility located in center of India- with GST implementation this should give a boost to the company

- 48 yrs old Pesticide Formulation Company, well established in central India, strong brand equity in central India especially in Madhya Pradesh and Chhattisgarh.
- Strong distribution reach through depot and dealers in Central India.
- Company continuously developing Bio-Fertilizers and Bio-Pesticides. Bio-Fertilizers are expected to do well in market due to emphasis on organic farming.
- Company – one of the leading / trusted supplier in public health in various Government Departments like Ministry of Defense DGST New Delhi, MP State Warehousing & Logistic Corporation, Central Warehousing Corporation, Ministry of Health & Family Welfare and other State Government Departments and various Delhi Municipal Corporations.
- The Company's in-house R&D was granted recognition by Govt. of India, Ministry of Science & Technology, Department of Scientific and Industrial Research (DSIR), New Delhi in 2009.
- Company has over 8 products registered in Bangladesh and is exporting regularly to several Bangladesh manufacturers in bulk.
- Company has products approved in Afghanistan, Nepal, Jordan where company exports on demand.
- With proceeds of preferential issued company has reduced its debt position substantially. And the working capital limit further will be reduced to Rs 1.00 crore by the end of next financial year.

Financial Performance : Key Highlights



Rs. In Lakhs

KILPEST (Consolidated)	Q4 F20	Q4 FY19	FY20
Net sales	674.07	611.67	2887.46
Profit before tax	311.94	198.00	1005.16
Profit after tax	227.93	124.02	768.73
Paid up Equity share capital	750.81	640.81	750.81
Reserves	1636.39	1133.76	1636.39
Earnings Per Share (Rs.)	3.02	1.94	10.22

KILPEST (Standalone)	Q4 F20	Q4 FY19	FY20
Net sales	239.34	257.21	1351.17
Profit before tax	11.23	0.41	61.39
Profit after tax	11.23	-0.77	61.39
Paid up Equity share capital	750.81	640.81	750.81
Reserves	495.09	484.08	495.09
Earnings Per Share (Rs.)	0.15	-0.01	0.82

Present Market Overview/Outlook

- Sale has been slightly higher by 11%, due to supplies to various Municipal corporations of New Delhi and supplies to Warehousing Corporations. The Agriculture sector sale was flat due to less pest infestation.
- Company will continue to focus on Public Health/warehousing sector and exports. As due to COVID-19, Private agriculture market is uncertain.

Detailed Presentation for the subsidiary follows:



Since 1972

From the house of
**KILPEST INDIA
LTD.**

Kilpest India Limited,
India's most trusted agro-chemical brand proudly brings



3B BlackBio Biotech India Ltd.

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



From the house of KILPEST India Ltd.

3B BlackBio Biotech India Limited; has become India's leading healthcare company specialized in the development of molecular biology fine-chemicals as tools for diagnostic/ pathology segment of healthcare.

The Company is **CDSCO Licensed, ISO 13485:2016 certified, GMP compliant biotech R&D organization** and engaged in "*design, development, manufacturing and commercialization of PCR & NGS based Molecular Diagnostic kits, PCR Enzymes & PCR Reagents*".

On 11th May 2018, 3B BlackBio Biotech was honored with prestigious **National Award** for technology innovation from honorable President of India.



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

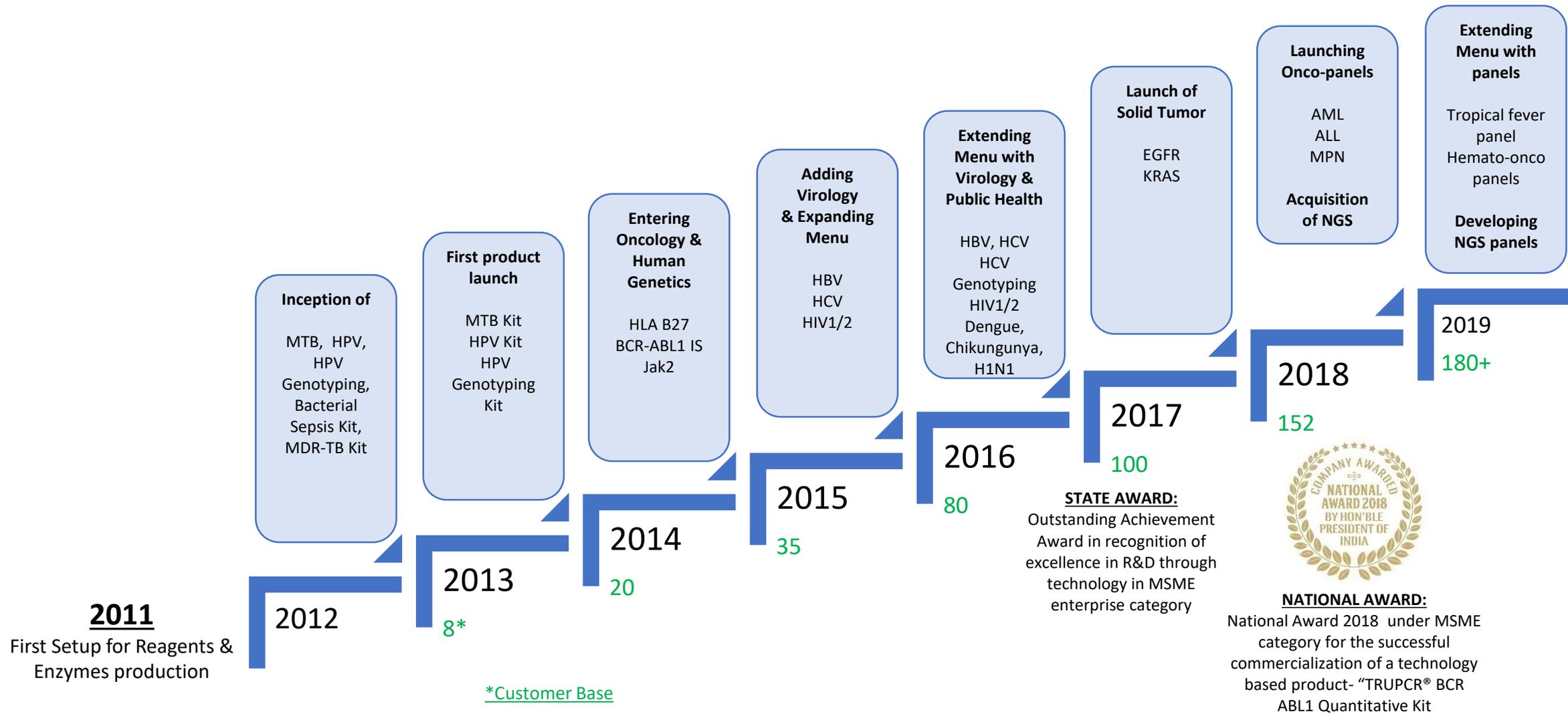
Vision

Reliable and affordable healthcare solutions for all

Mission

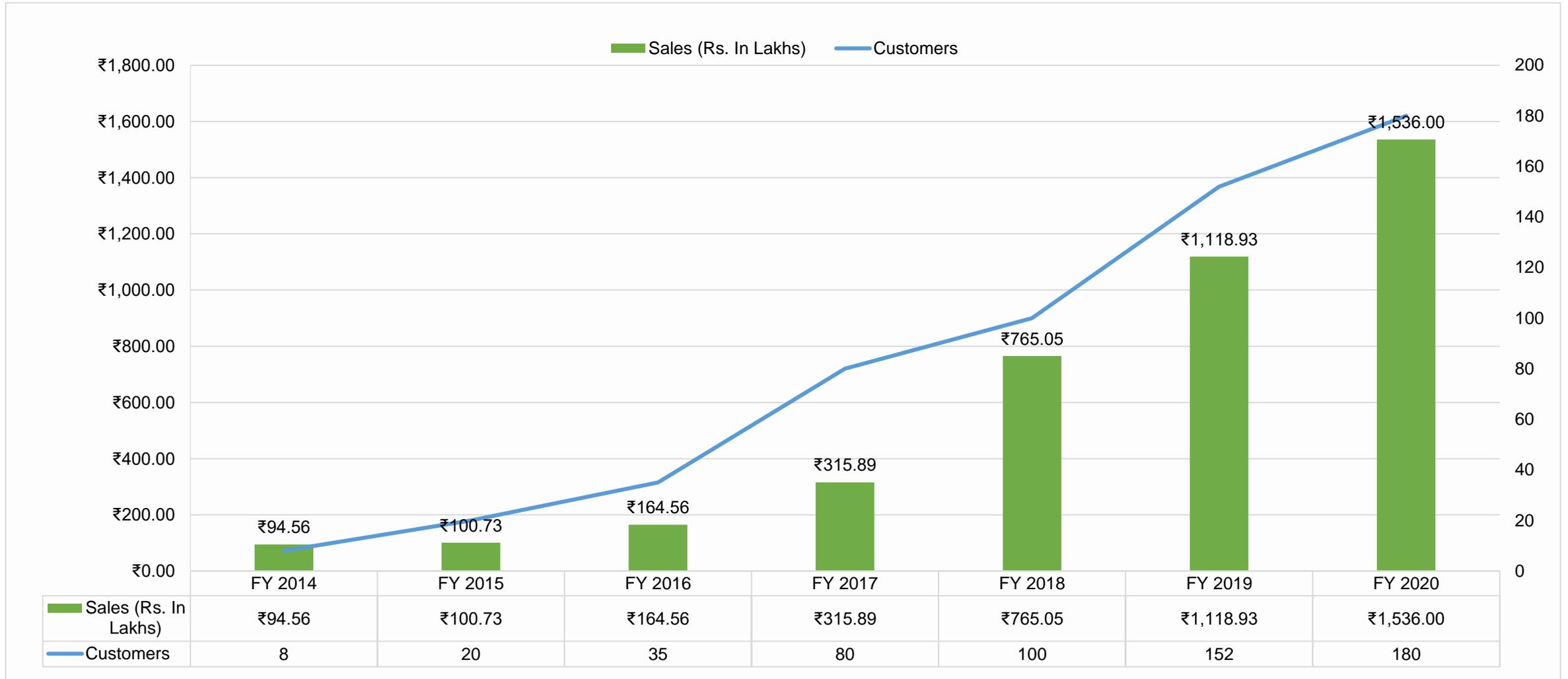
3B BlackBio Biotech (I) Ltd. with its **TRUPCR®** brand of products is committed to **design and develop molecular diagnostics products** of superior quality and value that continuously **improves the patient's life**. We focus on providing **growth opportunities** to our **customers, employees, associates, channel partners and all other stakeholders**. We strive to deliver leading technology, competitive pricing, best service and technical support to our **customers**.

Timeline & Milestones



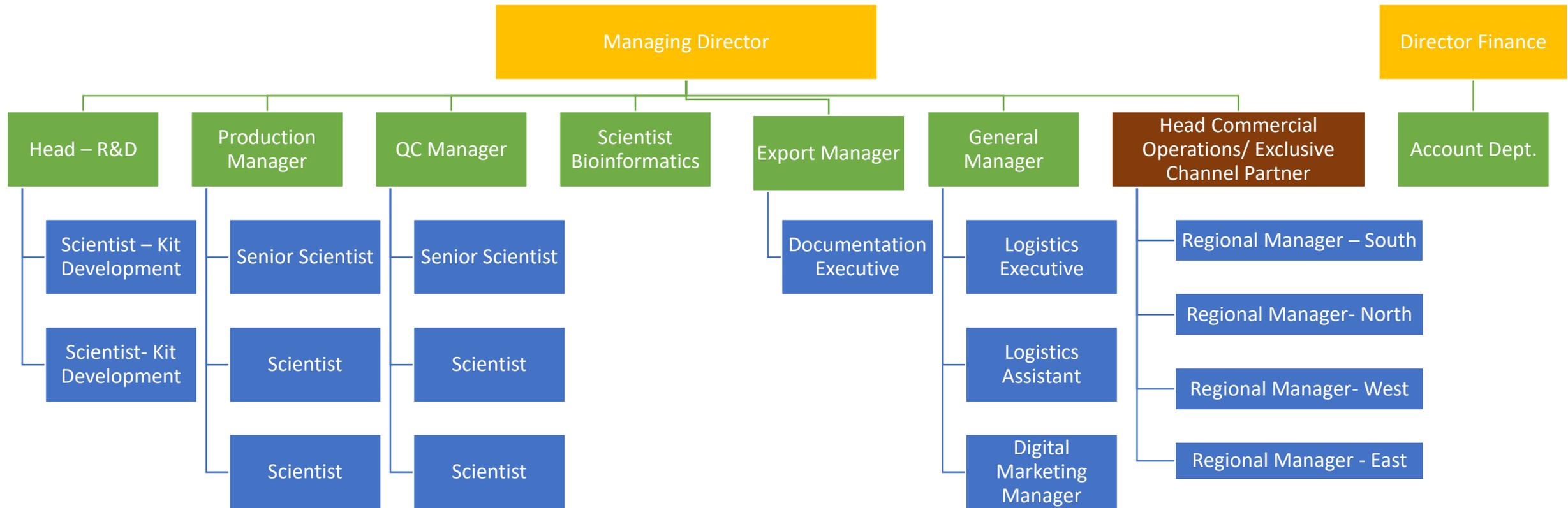


Growth Canvas



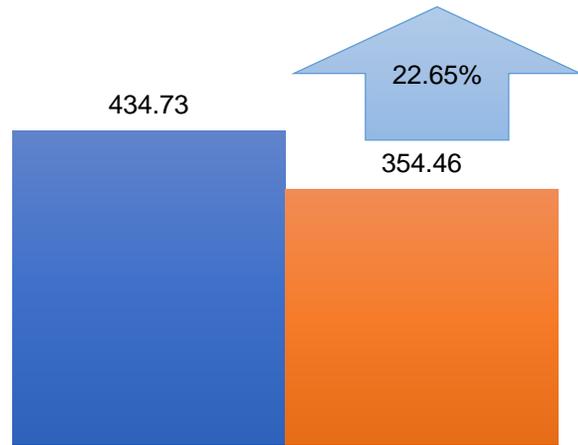


Organization Structure

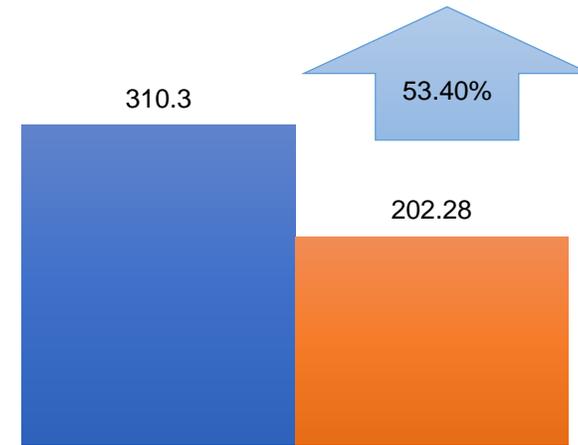




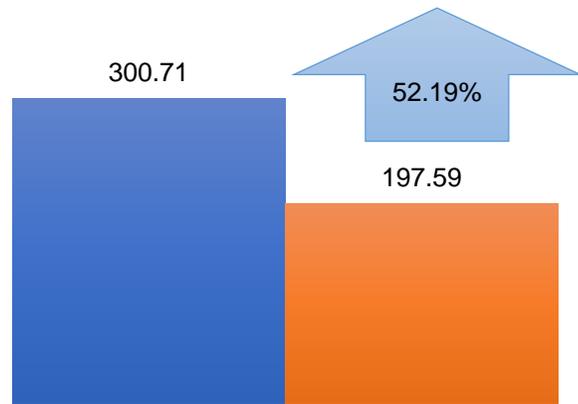
Financial Highlights Q4-FY20



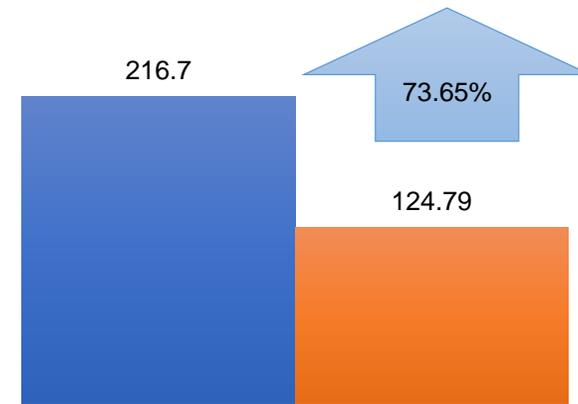
Revenue



EBITDA



PBT



PAT

■ Q4FY20
■ Q4FY19

Rs. In Lakhs.

Events related to COVID-19

1. The company got approval from ICMR on 2nd April, 2020 and license from CDSCO on 4th April, 2020 for selling RT-PCR Kit for COVID-19, under its brand name TRUPCR® SARS-CoV-2 RT qPCR Kit (Real-Time PCR based detection of SARS-CoV-2 virus) Version 2.0, This test comes with robust endogenous internal control in both testing tubes making it one of the most reliable tests currently available in the market.
2. Despite of the teething challenges in raw material procurement, production scale-up and tough logistics condition during lock down, the company had produced 1,05,000 tests of TRUPCR® SARS-CoV-2 RT qPCR Kit (Real-Time PCR based detection of SARS-CoV-2 virus) Version 2.0 and sold close to 90,000 tests to over 50 customers across nation in the first month. Subsequently in the month of May company sold 1,30,000 (One Lac Thirty Thousand tests) and increased customer base to over 85 customers. But the competition from foreign brands was getting tough and labs were demanding single tube format of assay.
3. To face this challenge company launched its single tube assay TRUPCR® SARS-CoV-2 RT qPCR Kit (V 3.2), in June 1st week which was validated and approved by ICMR. The labs were demanding a single tube assay for ease of use and to be able to do more samples in one batch. With this new launch company was able to face the increasing competition from foreign companies in a better way, rather company gained back lot of customers after launch of this assay. Company also launched its TRUPCR® Viral RNA Extraction Kit was also validation by ICMR-NIV, the RNA Extraction Kit is basically supplied along with the PCR kit, to make it a complete solution, so it helps in promoting the PCR Kit.



Events related to COVID-19

Indian Council for Medical Research (ICMR) has given order through HLL Infratech Services Ltd, (HITES), Noida-

- TRUPCR® Viral RNA Extraction Kit- 5,00,000 (Five Lacs) tests to be used for testing of COVID-19 (Novel Corona Virus) from HLL Infratech Services Ltd. (HITES), the total value of order is Rs. 5.09 Crores, (Rupees Five Crores Nine Lacs Only), including GST.
- TRUPCR® SARS-CoV-2 RT qPCR Kit (Real-Time PCR based detection of SARS-CoV-2 virus)- 14,00,000 (Fourteen Lacs) tests of to be used for testing of COVID-19 (Novel Corona Virus), the total value of order is Rs.60.99 Crores (Rupees Sixty Crores Ninety Nine Lacs Only), including GST,

Supplies of both orders are under way, and company expects to finish these orders by 3rd week of July.



Events related to COVID-19

US FDA Emergency Use Authorization

On 19th June 2020, 3B Blackbio Biotech India Ltd. becomes first ever Indian molecular diagnostics company to receive US FDA (EUA).

Especially at times when more and more reliable testing is the need of the hour for India as well as other countries, TRUPCR® will be reliable options for labs across the globe to perform the molecular testing for COVID-19 suspected individuals. This is a big achievement and hopefully will help company gain its market share globally with this prestigious approval.



Our Beneficiaries

FOR PATIENTS

CLINICALLY VALIDATED

TRUPCR® kits are calibrated to WHO standards and clinically validated on wide variety and numbers of samples.

RELIABLE

TRUPCR® kits are developed, standardized and validated following international recommendations and guidelines.

FOR LABORATORIES

PRECISE

TRUPCR® offers highly sensitive and precise qPCR assays as indicated by minimum variability of replicates and multiple studies.

ACCURATE

TRUPCR® offers highly specific and robust qPCR assays as indicated by highly reproducible results with multiple studies.

ALL-INCLUSIVE KITS

Our assays include all the reagents required for the test for optimized results including DNA / RNA extraction kit.

EASY WORK FLOW & QUICK ANALYSIS

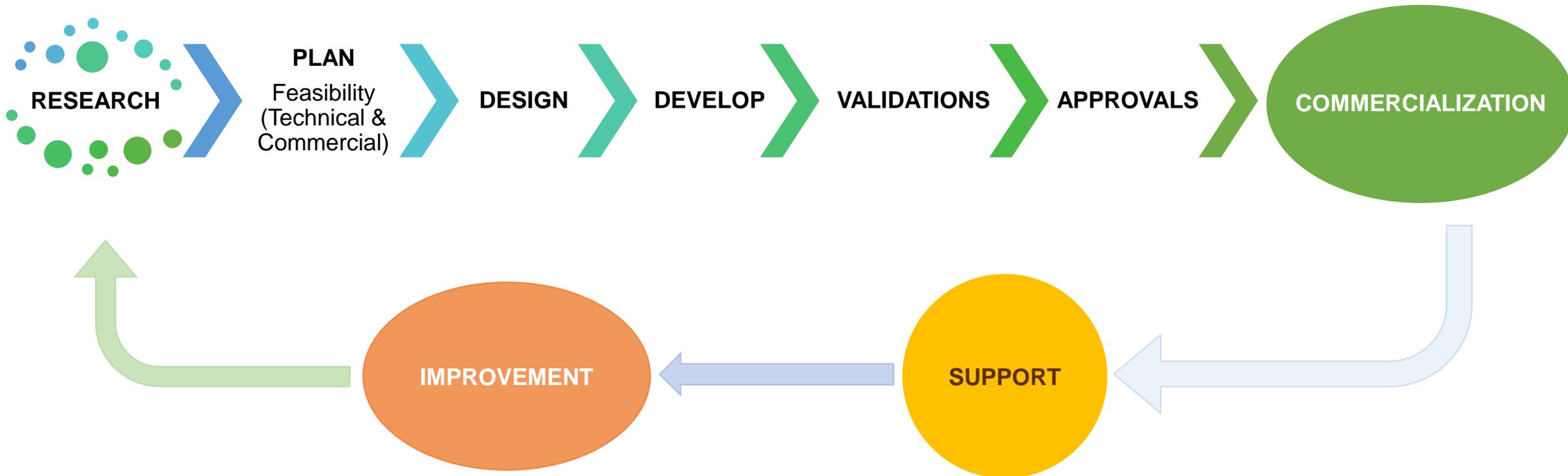
Our assays offer simplicity in reaction setup & analysis.

OPEN SYSTEM

No need for any special consumables like tubes or cartridges, compatible with most of the Real-time PCR Equipment.



Work Process





R&D

People

- Highly educated team of scientist from varied backgrounds
- Dedicated teams for respective segments
- Separate onco team headed by researchers (Ph.Ds.) from oncology background
- Separate team for infectious parameters headed by researchers (Ph.Ds.) from infectious diseases background

Laboratory Infrastructure

- Separate R&D section
- BSL 2 extraction rooms
- Clean Rooms (ISO-7 / Class 10,000 with double door entry) for assay preparations & downstream activities





Product QC – Our Strength



All TRUPCR® products are passed through stringent QC protocols to ensure optimal performance at customer site

- QC of raw material
- QC of every final lot
- Cherrypicked QC of final batch



Besides above routine QC practices,

Kits are QC checked on respective* real-time cyclers

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

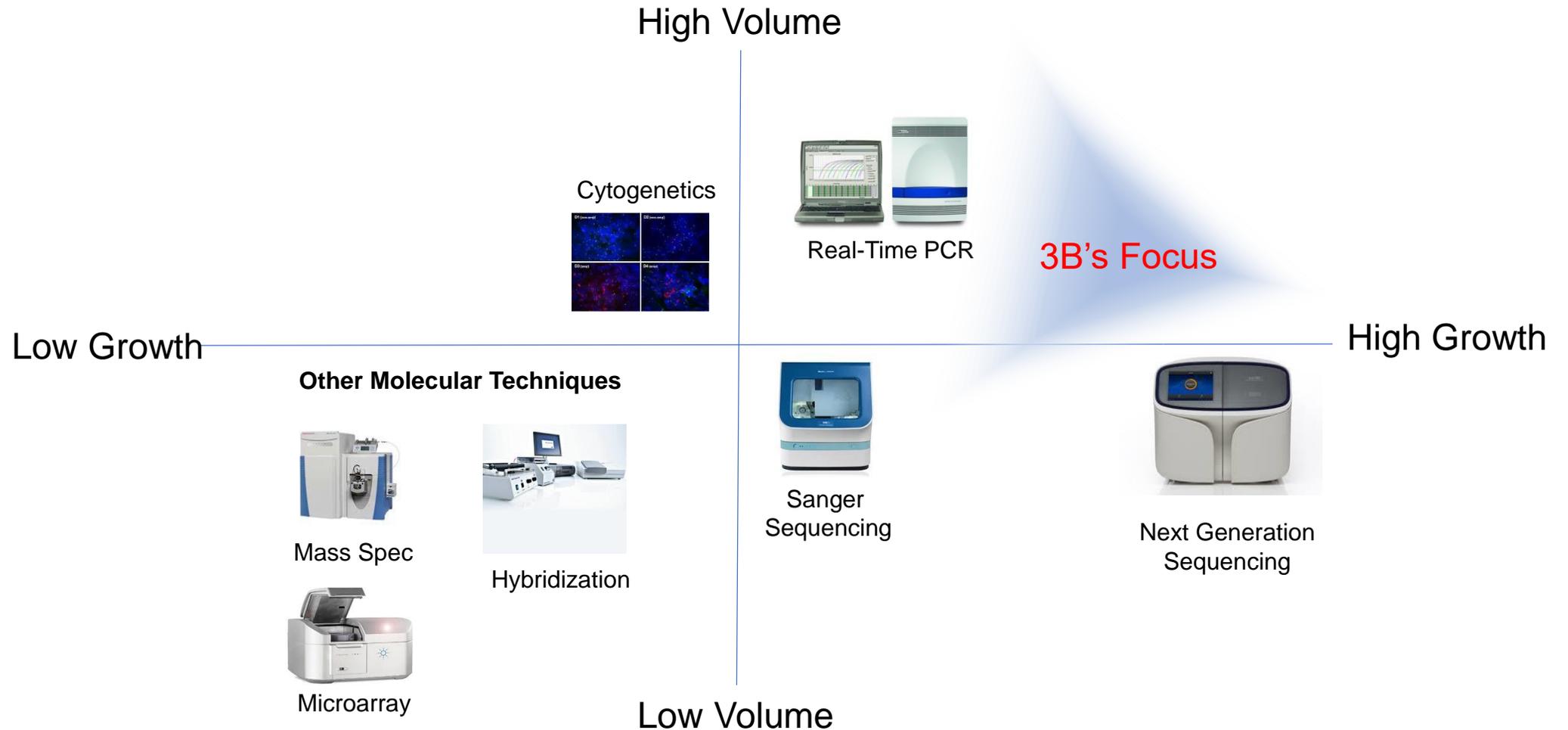


Our Certificates





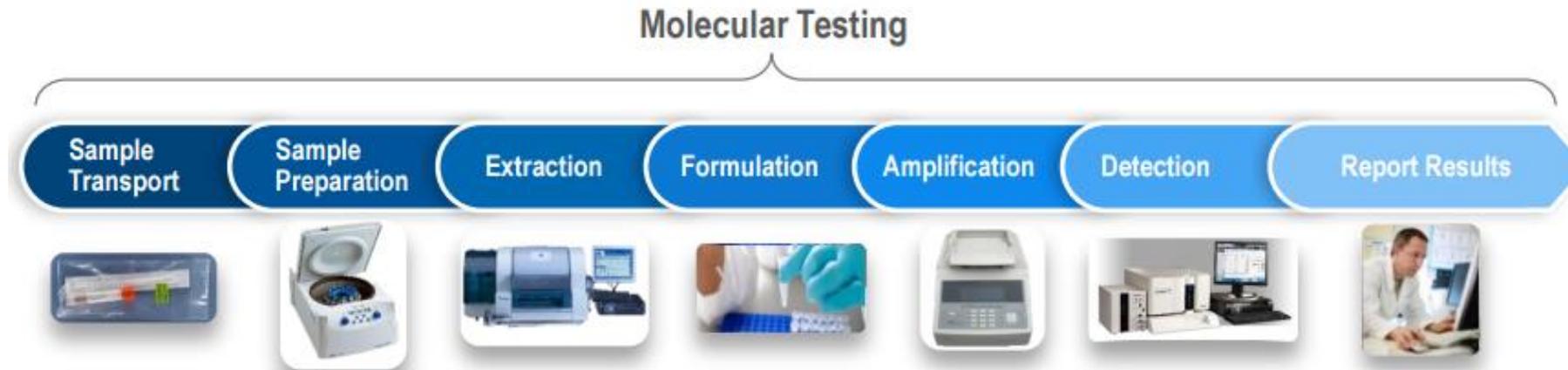
Technology Focus





Molecular Diagnostics

- The process of identifying a disease by studying molecules, such as proteins, DNA, and RNA, in a tissue or fluid.
- Molecular diagnostics is a technique used to analyze biological markers in the genome and proteome—the individual’s genetic code and how their cells express their genes as proteins—by applying molecular biology to medical testing. The technique is typically used to diagnose and monitor disease, detect risk, and decide which therapies will work best for the individual.



\$7.2 BN



2017

2018



2019



2020



2021



2022



2023



\$12.5 BN



2024

CAGR (2018-24): 8.6%

Application Landscape:

Infectious disease sector share (2017): **\$3.3 BN**

Oncology segment CAGR (2018-24): **8%**

Technology Landscape:

Sequencing segment CAGR (2018-24): **14.7%**

PCR application sector share (2017): **\$3.1 BN**



REGIONAL OUTLOOK

U.S industry share (2017): **\$3.1 BN**



Germany industry share (2017): **\$426.1 MN**

APAC market CAGR (2018-24): **11.4%**



Product Segments

Molecular Microbiology

INFECTIONS

Individual Markers

Infectious Panels

Molecular Oncology

CANCERS

Individual Markers

Oncology Panels

Human Genetics

**SYNDROMES &
DISORDERS**

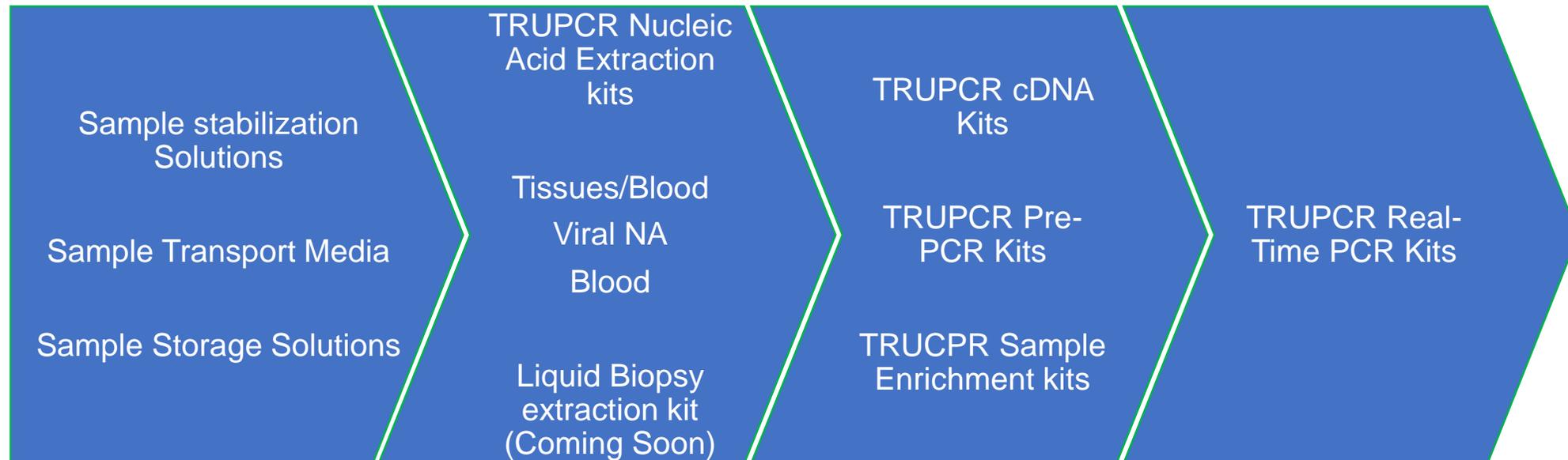
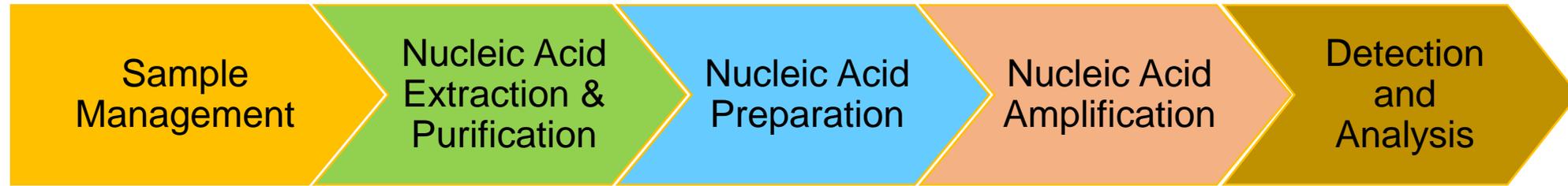
Individual Markers

Genetic Panels



All-Inclusive TRUPCR® products

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





Next Generation Sequencing

Launching soon...

Next Generation Sequencing Assays



Real image of NGS facility at 3B BlackBio Biotech (I) Ltd. Bhopal, India



Our National Presence



TRUPCR® range of products are currently used by:

180+ customers

Across

50 Cities



Our Global Presence

TRUPCR® Kits are now regularly exporting in
**Neighbouring Countries,
UK, South East Asia, Middle East and
East Africa**

Product Validation successfully completed &
order received in
UK

Product Validation is in advanced stage in
USA

Product Validation & Price negotiation in
Africa, Southern & Central Europe



New Products Launched in Q4 2019-20

TRUPCR® PIK3CA Mutation Kit

Qualitative Detection of PIK3CA Mutations on real-time PCR

TRUPCR® IDH1/2 Detection Kit

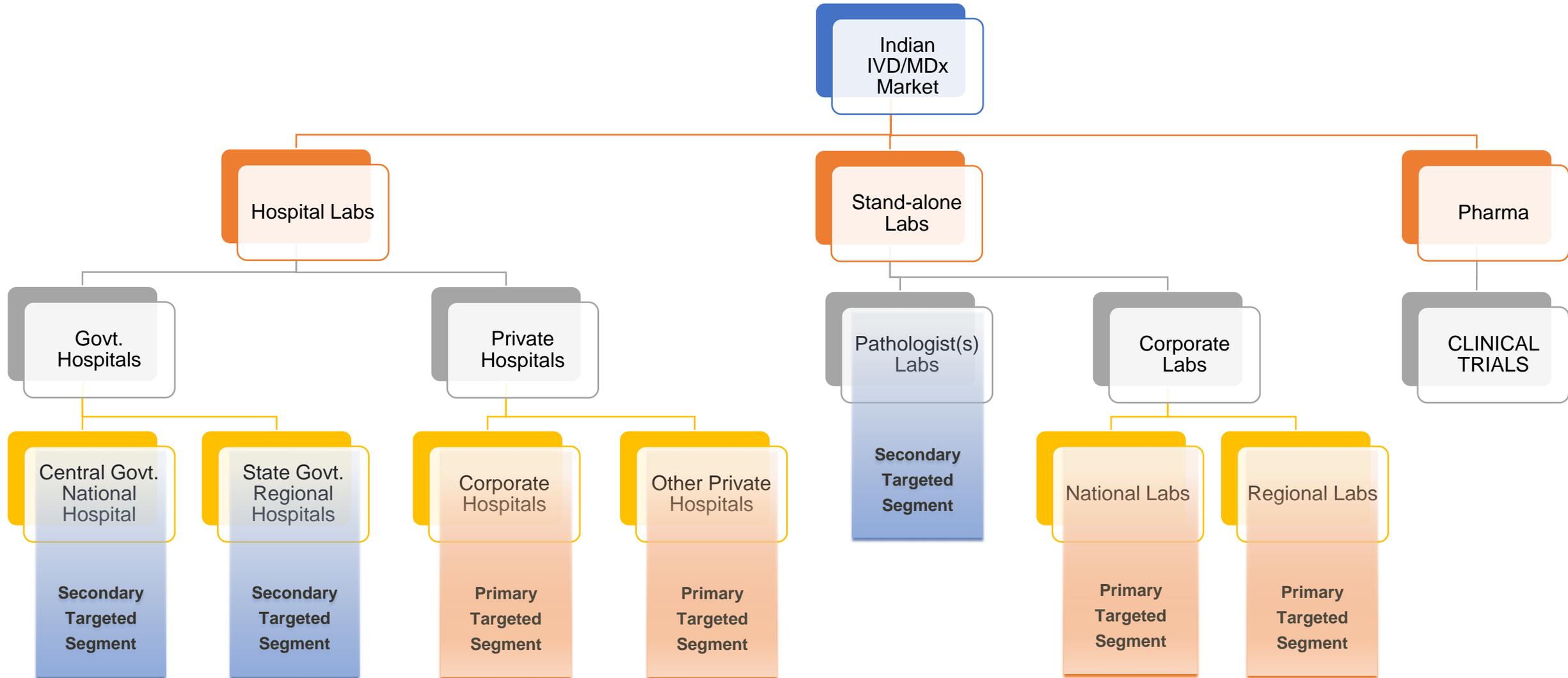
Detection of IDH1 and IDH2 mutations using real-time PCR

TRUPCR® Gastro Panel Kit

Detection of mutations in the IDH1 and IDH2 genes using real-time PCR



Target Customer Segments





TRUPCR® Global Recognition

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
INDIA	3B BlackBio - TRUPCR® BCR-ABL1 Kit	MR4.5	✓	✓	WHO	✓
Italy, Europe	AB Analitica Real quality-RS-BCR- ABL p210	MR4.5-5.0	X	X	WHO	X
Netherlands, Europe	QiagenIS MMR kit	MR4.0	✓	X	WHO	X
Netherlands, Europe	Qiagen BCR-ABL1 MbcR RGQ RT-PCR Kit	MR4.5	✓	✓	WHO	X
Singapore	VelaDx Sentosa® SA BCR-ABL Major Quantitative RT-PCR Test	MR4.5	✓	✓	WHO	X
Turkey	Onkotest – Detection BCR-ABL (p210) Real Time Quant PCR	MR3.0	X	X	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 AssayTM	MR3.0	X	X	WHO	X

Only INDIAN company listed in global survey*

**Survey conducted by Diaceutics UK*



Contractual Business

- We are happy to inform that the Company to ensure long term assured business, has started signing long term (2-3 yr) contract with large customers.
- As on date the company has six contracts running out of which 1 has been executed in this quarter which ensures yearly business of up to Rs. 50 - 60 Million total from these six accounts.

Tender Business

- Company's TRUPCR® H1N1 Kit has been approved by NIV, Pune which has opened doors for Government Business in this segment of H1N1 testing carried out in Government Hospitals.
- Company's TRUPCR® SARS-CoV-2 RT PCR Kit has been approved by ICMR & licensed by CDSCO for COVID-19 testing.
- This year company is participating in various Government tenders which should generate business.



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



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



Hon'ble President of India, Shri Ram Nath Kovind on Friday on the occasion of 20th National Technology Day presented the national award for successful commercialization of indigenous technology at Vigyan Bhavan, New Delhi. 3B BlackBio Biotech India Limited, Bhopal (M.P.) (A subsidiary of Kilpest India Limited) have been declared as the winner of National Award 2018 under MSME category for the successful commercialization of a technology based product- "TRUPCR® BCR ABL1 Quantitative Kit" for detection of BCR-ABL1 fusion gene in patients suffering with chronic myeloid leukemia (CML) & monitor response to drug therapy, on WHO international standards.



Outstanding Achievement Award for Excellence in R&D by FMPCCI, Bhopal.



3B BLACKBIO BIOTECH (I) LTD. Bhopal is awarded with the 'Outstanding Achievement Award in recognition of excellence in R&D through technology in MSME enterprise category', during the 4th Outstanding Achievement Award 2016, held on 12th Aug. 2017 (Saturday), organized by Federation of Madhya Pradesh Chambers of Commerce and Industry (FMPCCI), Bhopal. The award was received by Mr. Dharendra Dubey (Managing Director), Mr. Nikhil Dubey (Director) & Dr. Akhilesh Rawat (Head R&D), from Hon'ble Chief Minister of M.P. Shri. Shivraj Singh Chouhan



Thank You