



KILPEST INDIA LIMITED

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CIN : L24211MP1972PLC001131

May 23, 2019

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



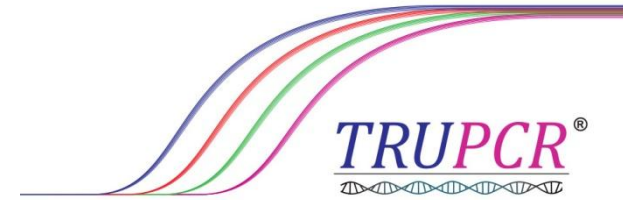
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Farmers trusted Agro-input partner for 46 years



3B BlackBio Biotech India Ltd.



Reliable & affordable healthcare diagnostics solutions

INVESTOR PRESENTATION

FY 2019

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

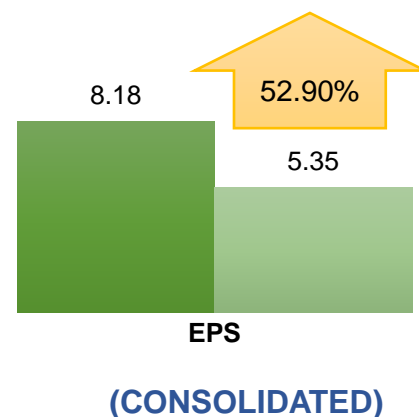
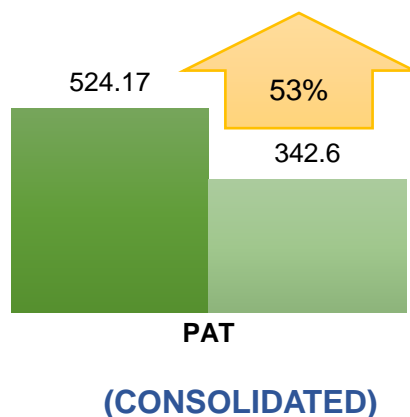
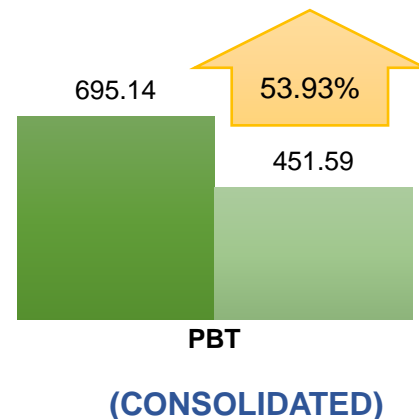
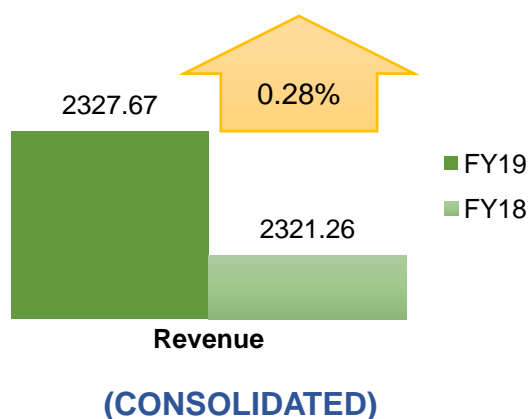
Company to increase its focus on brand building on Micro fertilizers / Bio fertilizers and Public Health Products.

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

- 46yrs 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 Defence DGST New Delhi, MP State Warehousing & Logistic Corporation, Central Warehousing Corporation, Directorate of Health Services Government of Maharashtra, and Ministry of Health & Family Welfare and other State Government Departments.
- 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 issue company 's debt has been partially reduced this year, however with receipt of remaining funds company will become ZERO DEBT in near future, thus saving on interest costs substantially.

Financial Performance : Key Highlights

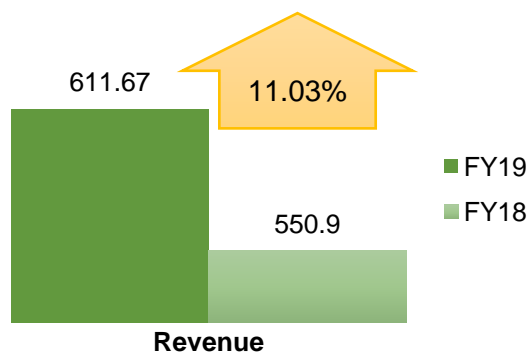


Rs. In Lakhs

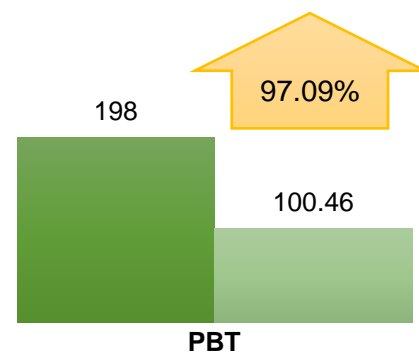
KILPEST (Consolidated)	FY19	FY18
Net sales (FY18 net of Excise Duty)	2327.67	2321.26
Profit before tax	695.14	451.59
Profit after tax	524.17	342.60
Paid up Equity share capital	640.81	640.81
Reserves	1133.76	727.64
Earnings Per Share (Rs.)	8.18	5.35

KILPEST (Standalone)	FY19	FY18
Net sales (FY18 net of Excise Duty)	1208.74	1556.22
Profit before tax	44.15	56.89
Profit after tax	42.97	52.00
Paid up Equity share capital	640.81	640.81
Reserves	486.21	484.08
Earnings Per Share (Rs.)	0.67	0.81

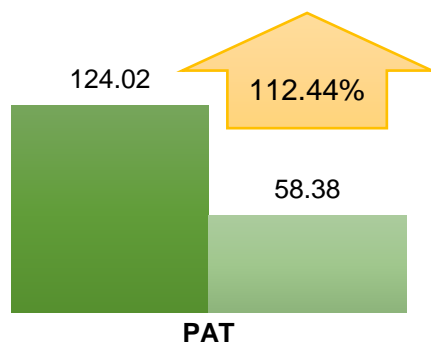
Financial Performance : Key Highlights



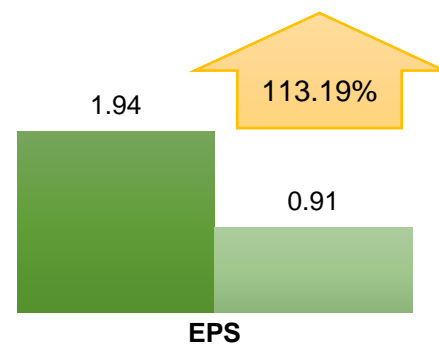
(CONSOLIDATED)



(CONSOLIDATED)



(CONSOLIDATED)



(CONSOLIDATED)

Rs. In Lakhs

KILPEST (Consolidated)	Q4 FY19	Q4 FY18
Net sales (FY18 net of Excise Duty)	611.67	550.90
Profit before tax	198.00	100.46
Profit after tax	124.02	58.38
Paid up Equity share capital	640.81	640.81
Reserves	1133.76	727.64
Earnings Per Share (Rs.)	1.94	0.91

KILPEST (Standalone)	Q4 FY19	Q4 FY18
Net sales (FY18 net of Excise Duty)	257.21	347.61
Profit before tax	0.41	-2.39
Profit after tax	-0.77	4.02
Paid up Equity share capital	640.81	640.81
Reserves	484.08	484.08
Earnings Per Share (Rs.)	0.00	0.06

Present Market Overview/Outlook

- This year monsoon has been below normal, affecting sales of company.
- This year has been bad in history of Agrochemicals, in terms of shortage and increase in raw material prices, which affected company's profitability.
- The company's agrochemical sales has come to a low point due to factors mentioned above, from where it should go up only. Hopefully with better Monsoon & increased business from Public Health tenders in pipeline.
- The Company has partly reduced its debt through proceeds of preferential warrants, and hopefully by financial year end should become "ZERO DEBT" which will save on interest cost substantial.

Detailed Presentation for the subsidiary follows:



Since 1972

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

KILPEST India Ltd., India's most trusted agro-chemical
brand proudly brings



3B BlackBio Biotech India Ltd.

***First licensed 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 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.

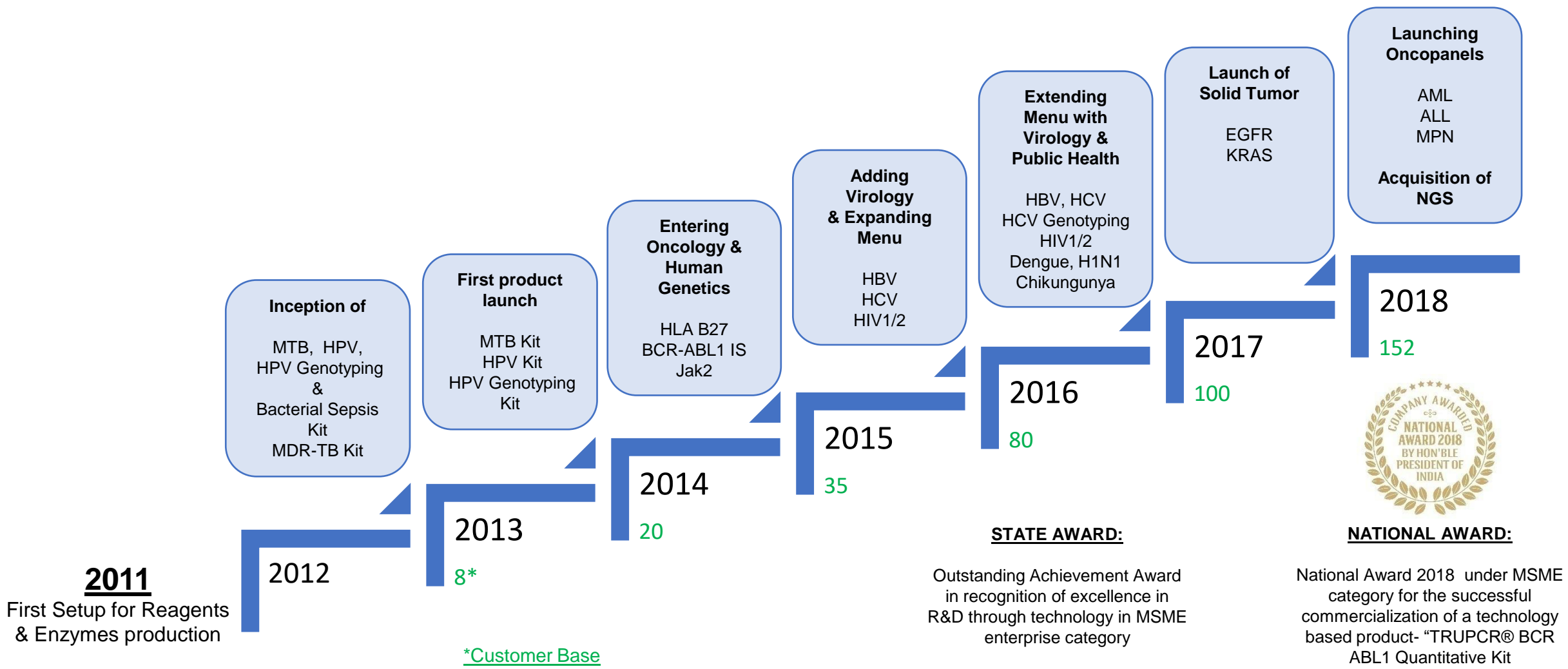
Vision

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**.

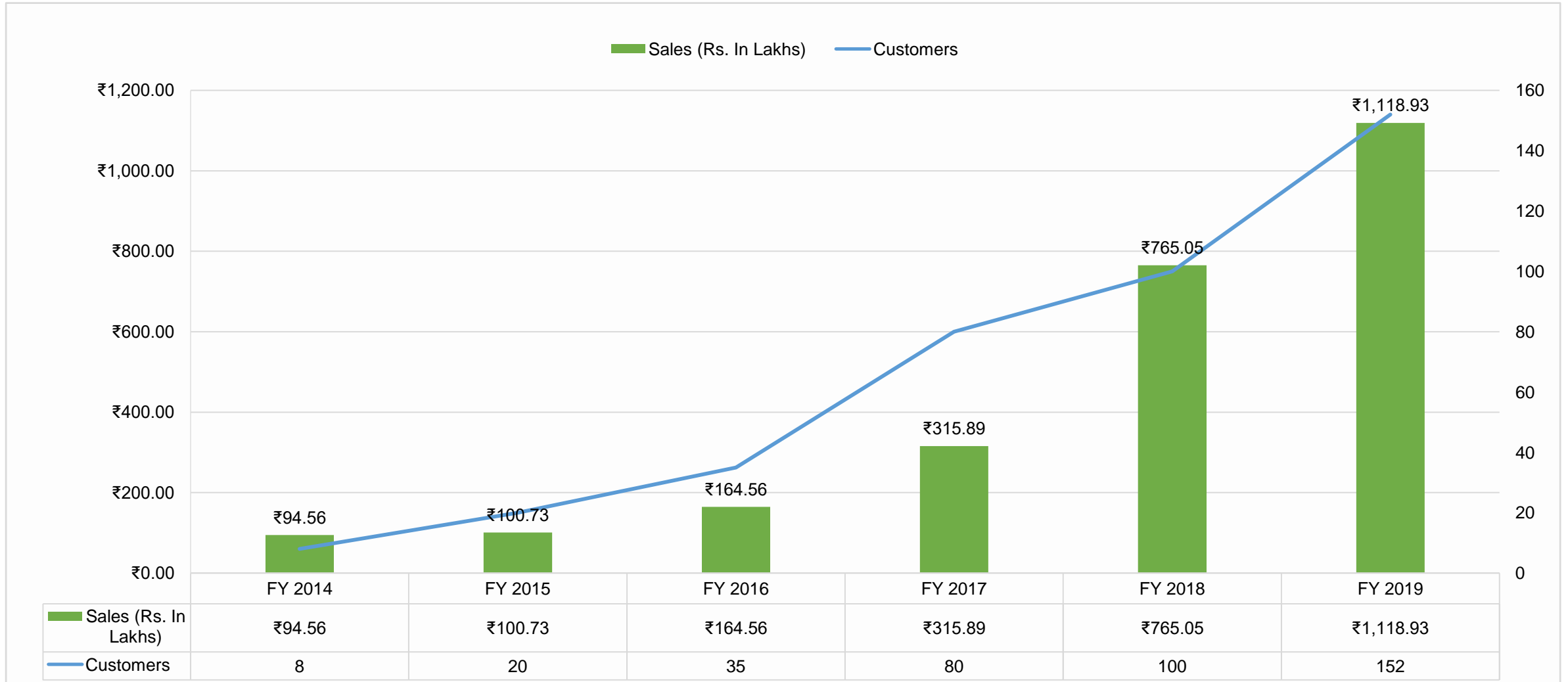
Timeline & Milestones



*Customer Base

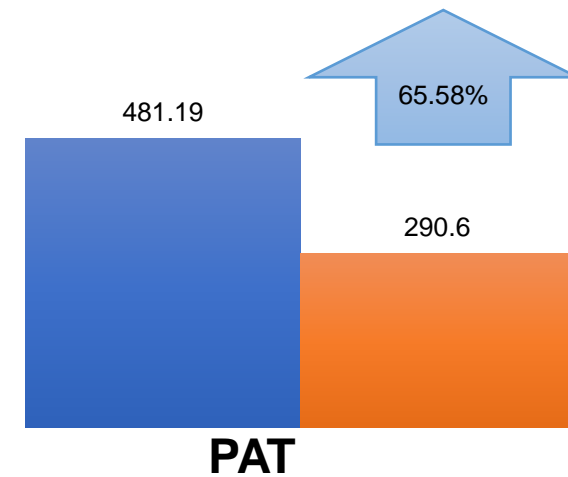
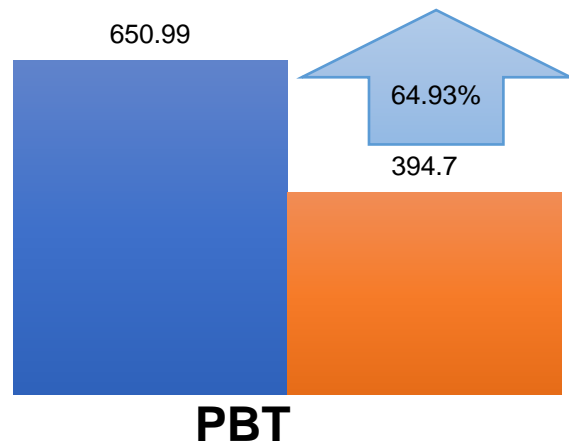
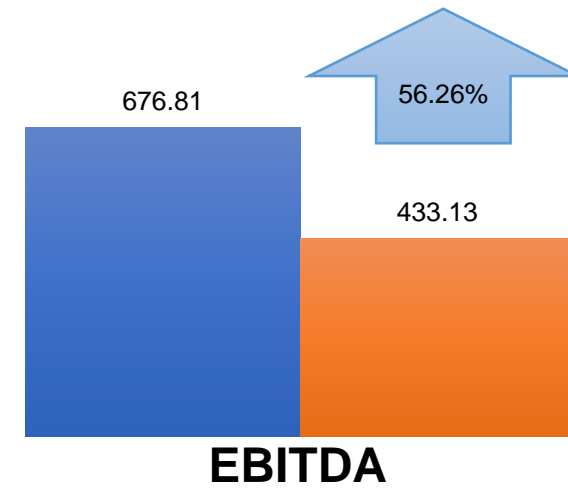
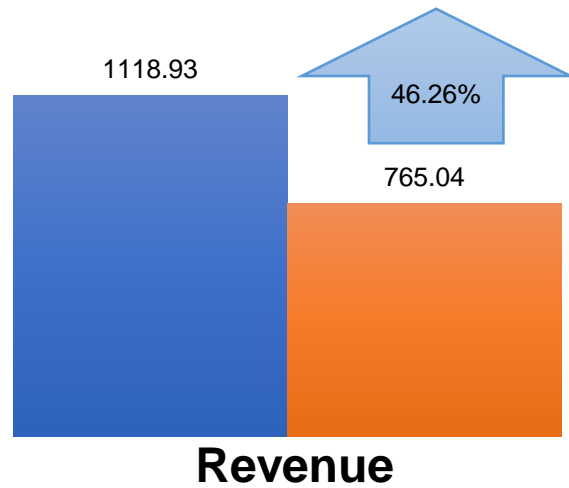


Growth Canvas





Financial Highlights FY'19

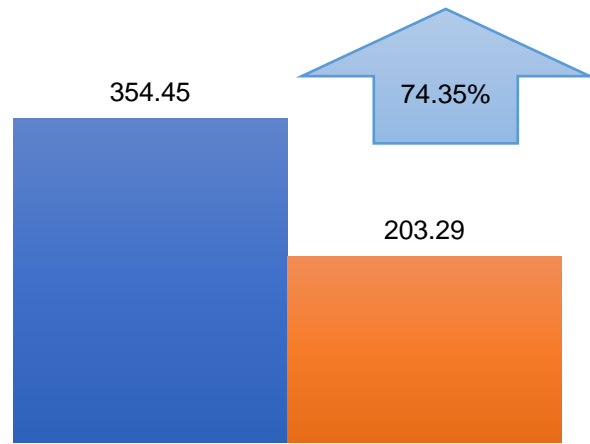


■ FY'19
■ FY'18

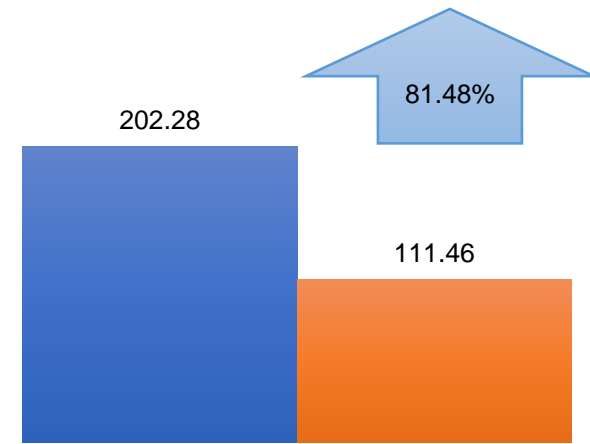
Rs. In Lakhs.



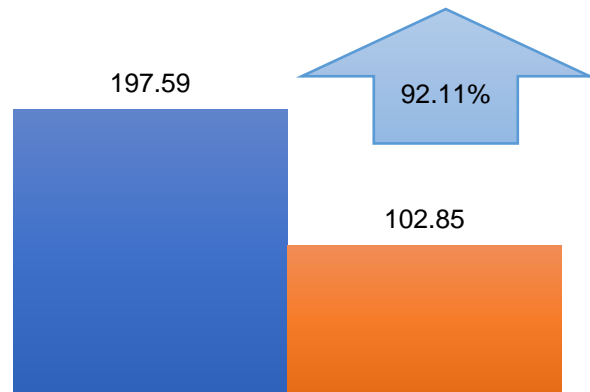
Financial Highlights Q4-FY'19



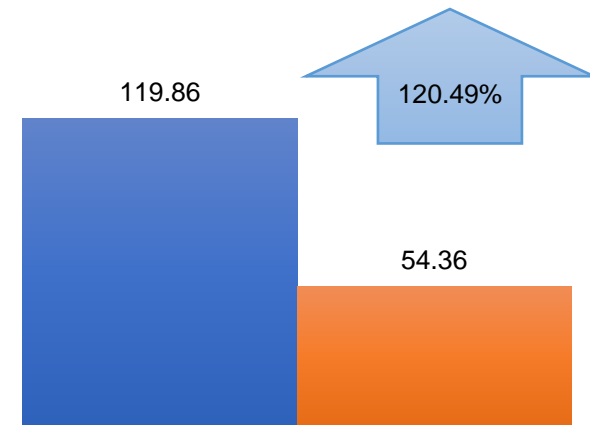
Revenue



EBITDA



PBT



PAT

■ Q4 FY'19
■ Q4 FY'18

Rs. In Lakhs.



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.



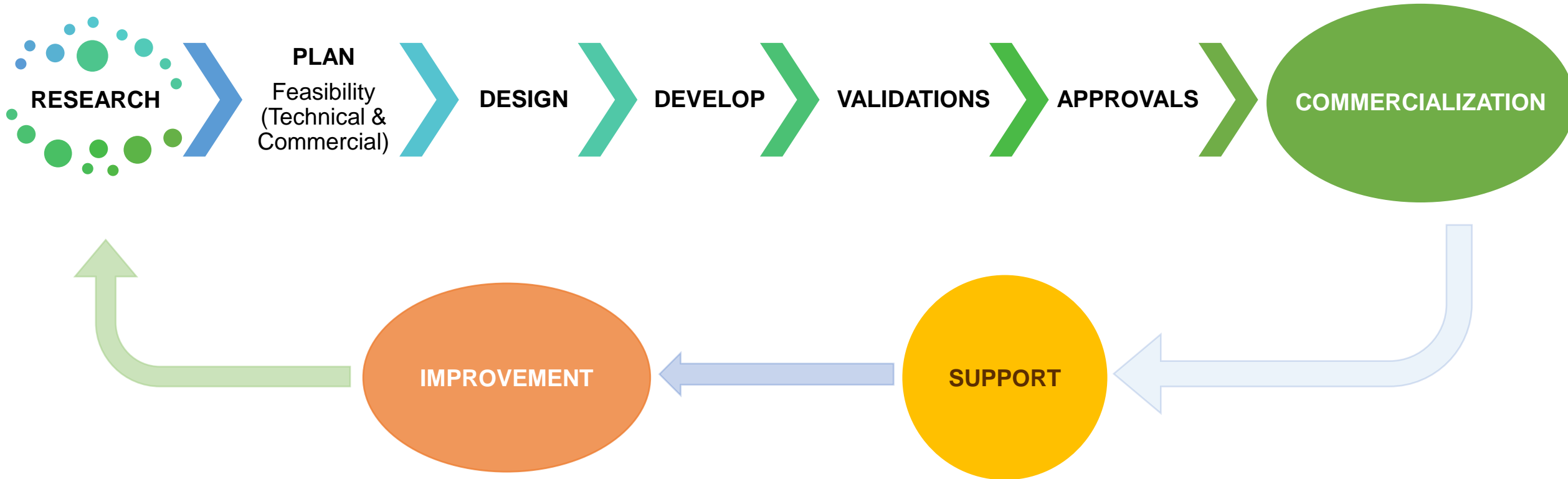
Our Team



- A team of **highly motivated individuals** who seek to bring a positive change in the lives of people through their hard work and dedication.
- We are a **group of molecular biologists** working towards a common goal of **developing reliable molecular tools** which can help **healthcare practitioners** to make more informed decisions for **patients**.
- Our team comprises of **scientists** and **entrepreneurs** and together we make a successful healthcare enterprise.



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

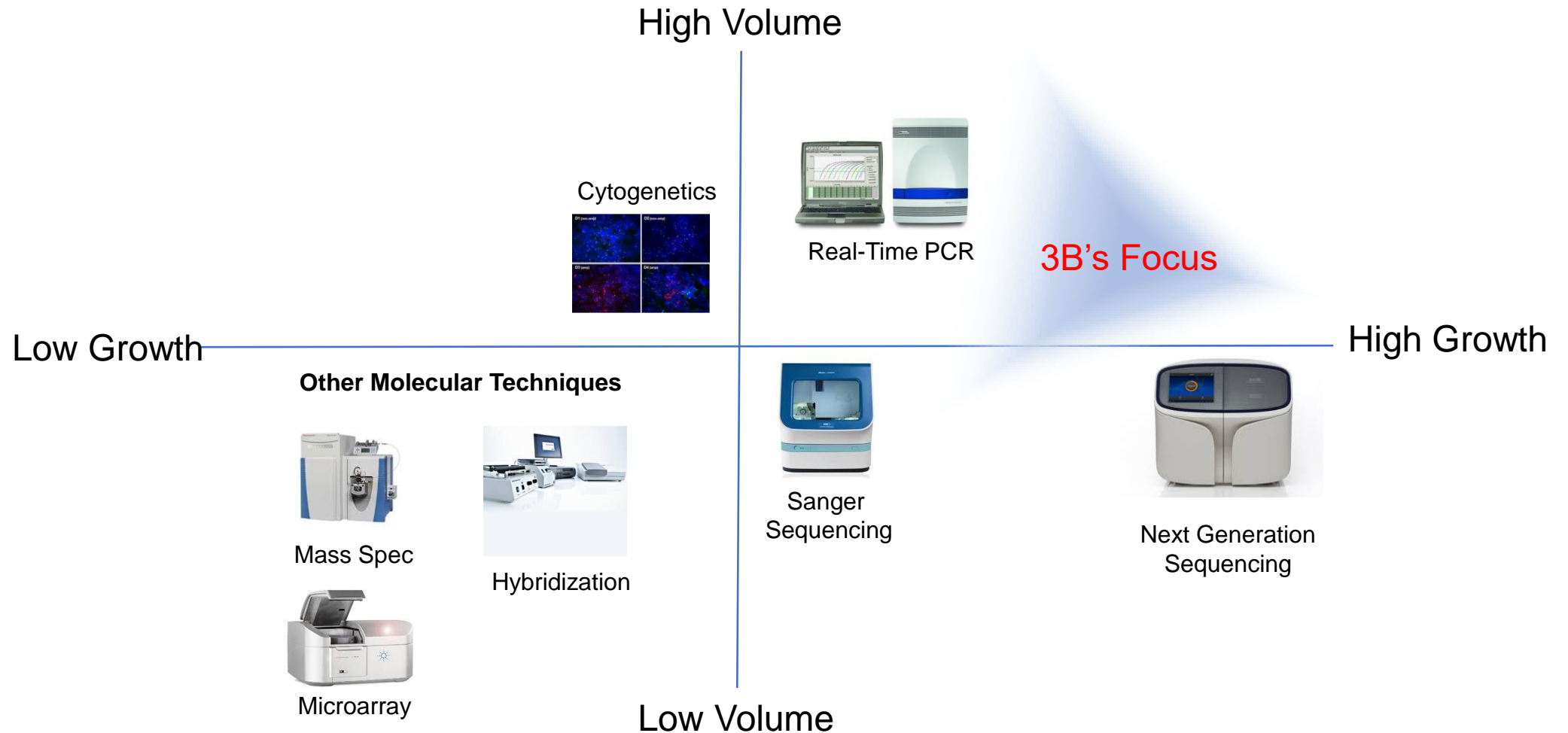


Our Certificates





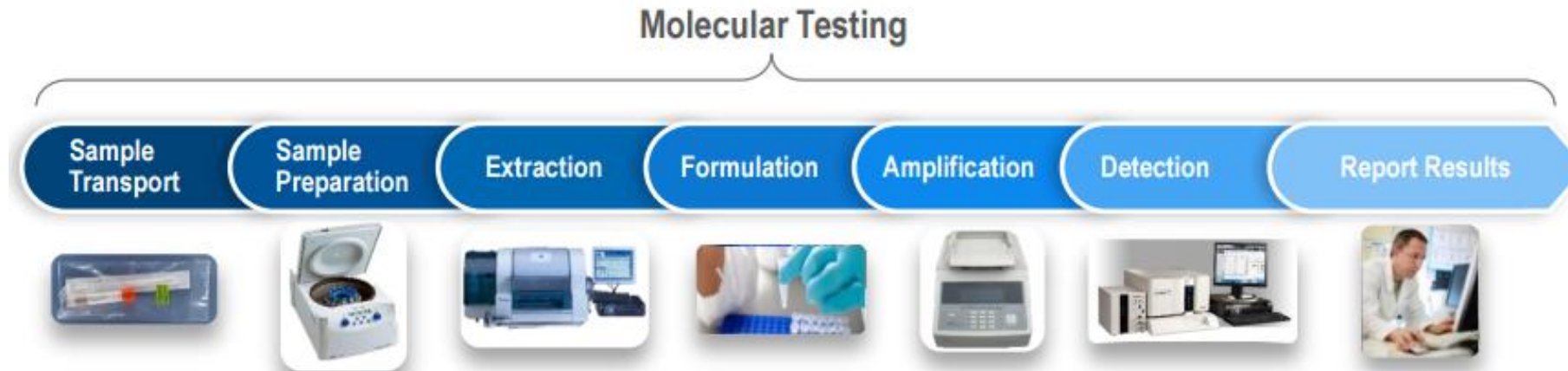
Technology Focus





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



Product Range

Oncology	TRUPCR® BCR-ABL Qualitative Kit - M m μ	Detection and differentiation of BCR-ABL major (M), minor (m) and micro (μ) transcripts
	TRUPCR® BCR-ABL Quantitative Kit - M m μ	Detection, differentiation and quantitation of BCR-ABL major (M), minor (m) and micro (μ) transcripts. Reporting of Major transcripts ratios on WHO IS.
	TRUPCR® JAK 2 Kit	Detection of Jak2 V617F with 1% internationally validated (third party) cut-off control
	TRUPCR® JAK 2 QT Kit	Detection and quantitation of Jak2 V617F allele burden on real-time PCR
	TRUPCR® PML/RARA Qualitative Kit	Detection and differentiation of BCR1, BCR2 and BCR3 transcripts
	TRUPCR® PML/RARA Quantitative Kit	Differentiation and quantitation of BCR1, BCR2 and BCR3 transcripts
	TRUPCR® KRAS Qualitative Kit	Detection of 22 mutations across codons 12, 13, 59, 61, 117 & 146 of exons 2, 3 & 4
	TRUPCR® EGFR Mutation Kit	Detection of 32 different mutations in a single run
	TRUPCR® AML Panel Kit*	Qualitative detection of diagnostic markers (AML1-ETO, CBFβ MYH11, BCR ABL1 and PML RARA) and prognostic markers (FLT3 ITD/TKD, C KIT and NPM1) of acute myelogenous leukaemia (AML) in peripheral blood samples using real time and conventional PCR system.
	TRUPCR® ALL Panel Kit*	Detection and differentiation of fusion genes (E2A/PBX1, TEL/AML1, MLL-AF4, MLL-ENL, MLL AF9 and BCR ABL1) associated with acute lymphoblastic leukaemia.
* All Markers are also available as individual test.	TRUPCR® Leukemia Panel Kit*	Detection of E2A-PBX1, TEL-AML1, MLL-AF4, BCR-ABL1, CBFβ MYH11, AML1-ETO, PML-RARA & ABL1 in single panel kit on real-time PCR
	TRUPCR® MPN Mutation Panel Kit*	Detection of BCR-ABL1, JAK-2, CALR & MPL in single panel kit on real-time PCR
Genetics	TRUPCR® HLA B27 Kit	Detection of highest number of HLA B27 allelic subtypes

Infectious Disease	TRUPCR® MTB Kit (Gel based)	Detection & analysis of MTBC DNA from any sample type on gel
	TRUPCR® MTB/NTM Nested Kit	Detection of Mycobacterium DNA from any sample type on real-time PCR
	TRUPCR® H1N1 Detection Kit	Based on CDC certified primers and probes for the detection of type A influenza virus, pandemic influenza A virus and pandemic H1N1 influenza virus
	TRUPCR® CT/NG Kit	Simultaneous detection of Chlamydia trachomatis & Neisseria gonorrhoeae on real-time PCR
	TRUPCR® Leptospira Detection Kit	Detection of Leptospira on real-time PCR
Drug Resistance	TRUPCR® Toxoplasma Detection Kit	Detection of Toxoplasma on real-time PCR
	TRUPCR® Rifampicin Resistant MTB Detection Kit	Detection of MTBC & Rifampicin resistance from any sample type
	TRUPCR® XDR MTB Detection Kit	Detection of extensively Drug Resistant MTB from any sample type on real-time PCR
Women's Health	TRUPCR® Carbapenem resistance Detection Kit	Detection of organisms carrying integron and plasmid encoded carbapenemase enzymes on real-time PCR
	TRUPCR® HPV 16/18 Kit	Detection & differentiation of HPV 16 and HPV 18 genotypes on real-time PCR
Tropical Diseases	TRUPCR® HPV HR kit	Detection of 14 High risk HPV genotypes on real-time PCR
	TRUPCR® Dengue Detection Kit	Detection of Dengue virus on real-time PCR
	TRUPCR® Chikungunya Detection Kit	Detection of chikungunya virus on real-time PCR
	TRUPCR® Dengue/Chikungunya Combo Kit	Simultaneous detection of Dengue & Chikungunya on real-time PCR
	TRUPCR® Malaria Kit	Detection of P.falciparum, P.Vivax & Mixed infection on real-time PCR



Product Range

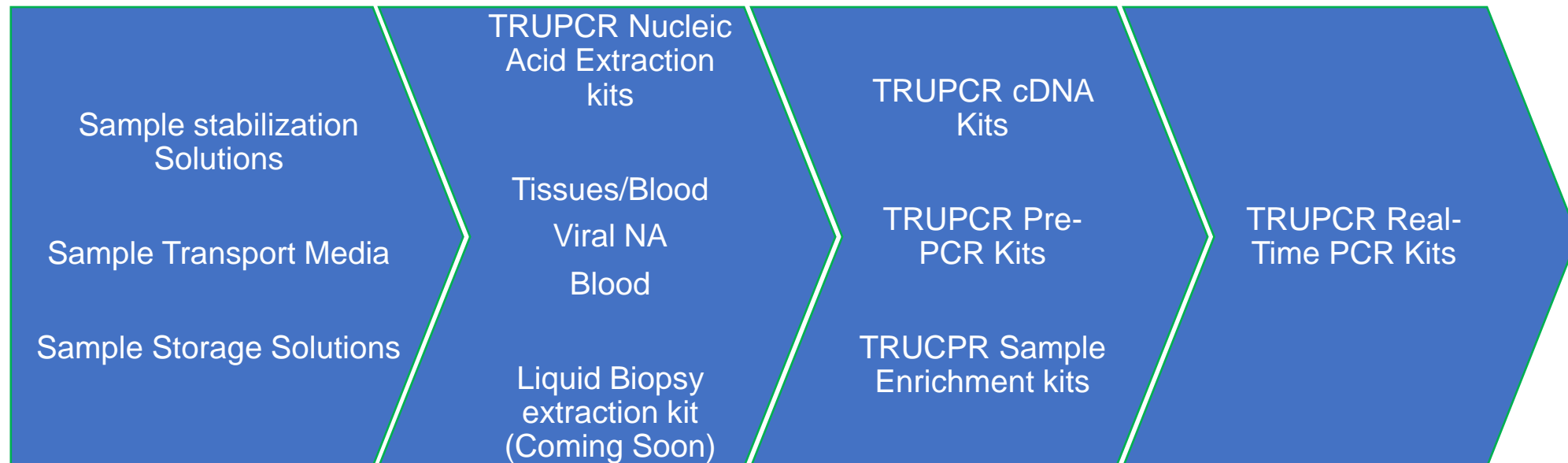
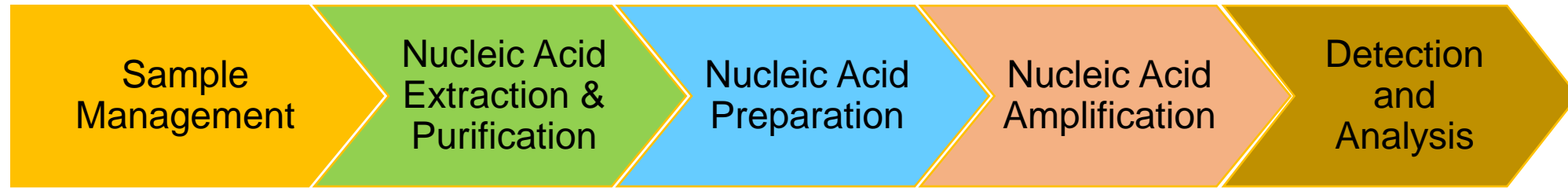
Blood-borne viruses	TRUPCR® HBV QT Kit (Real-Time PCR) - RUO	Detection and quantitation of HBV on real-time PCR
	TRUPCR® HCV QT Kit (Real-Time PCR) - RUO	Detection and quantitation of HCV on real-time PCR
	TRUPCR® HIV QT Kit (Real-Time PCR) - RUO	Detection and quantitation of HIV on real-time PCR
	TRUPCR® HCV Genotyping Kit - RUO	Detection and differentiation of HCV genotypes 1, 1a, 2 (2a/2b), 3, 4, 5a & 6 on real-time PCR
	TRUPCR® NAAT Kit	Detection of HBV, HCV & HIV in single panel kit on real time PCR
Coagulation Factor	TRUPCR® Factor II Kit	Detection of Factor II mutation gene causing increased risk of thrombosis on real-time PCR
	TRUPCR® Factor V Kit	Detection of Leiden mutation in factor V gene causing increased risk of thrombosis on real-time PCR
	TRUPCR® MTHFR Kit	Detection of mutations or variations in the MTHFR gene on real-time PCR
	TRUPCR® Thrombophilia Panel Kit	Detection of 3 Markers: Factor V, Factor II, MTHFR in single panel kit on real-time PCR
Virology	TRUPCR® BKV Kit	Detection of BK virus specific DNA on real-time PCR
	TRUPCR® BKV QT Kit	Detection and quantification of BK virus specific DNA on real-time PCR
	TRUPCR® EBV Kit	Detection of primary EBV infections and EBV reactivation on real time PCR
	TRUPCR® CMV QT Kit	Detection and quantitation of Cytomegalovirus on real-time PCR
	TRUPCR® HSV 1/2 Kit	Detection of Herpes Simplex virus 1 & 2 on real-time PCR
	TRUPCR® Zika virus Detection Kit	Detection of Zika virus on real-time PCR
	TRUPCR® Ebola virus Detection Kit	Detection of Ebola virus on real-time PCR
TRUPCR® Parvo B19 virus Detection Kit	Detection of Parvo B19 virus on real-time PCR	

Nucleic Acid Extraction Kit	TRUPCR® MTB Extraction Kit	For MTB, MTB/NTM, MDR-TB, XDR-TB
	TRUPCR® Tissue DNA Extraction Kit	For HPV16/18, HPV HR, CT/NG
	TRUPCR® Blood DNA Extraction Kit	For JAK-2, CALR, MPL, AML Panel, ALL Panel, FLT-3, C-Kit, Malaria
	TRUPCR® Blood RNA Extraction Kit	For BCR-ABL, PML-RARA, AML-ETO, inv16, AML Panel, ALL Panel
	TRUPCR® Viral RNA Extraction Kit	For H1N1, Dengue, Chikungunya
	TRUPCR® Total Viral Nucleic Acid Extraction Kit	For HBV, HCV, HIV1, HIV1/2, HCV Genotyping, CMV, HSV1/2, EBV, BKV, Dengue, ChikV, NAAT
	TRUPCR® FFPE Nucleic Acid Extraction Kit	For EGFR, KRAS, BRAF, NRAS
TRUPCR® Panel Extraction Kit	AML, ALL, MPN, Leukemia Panel	



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...

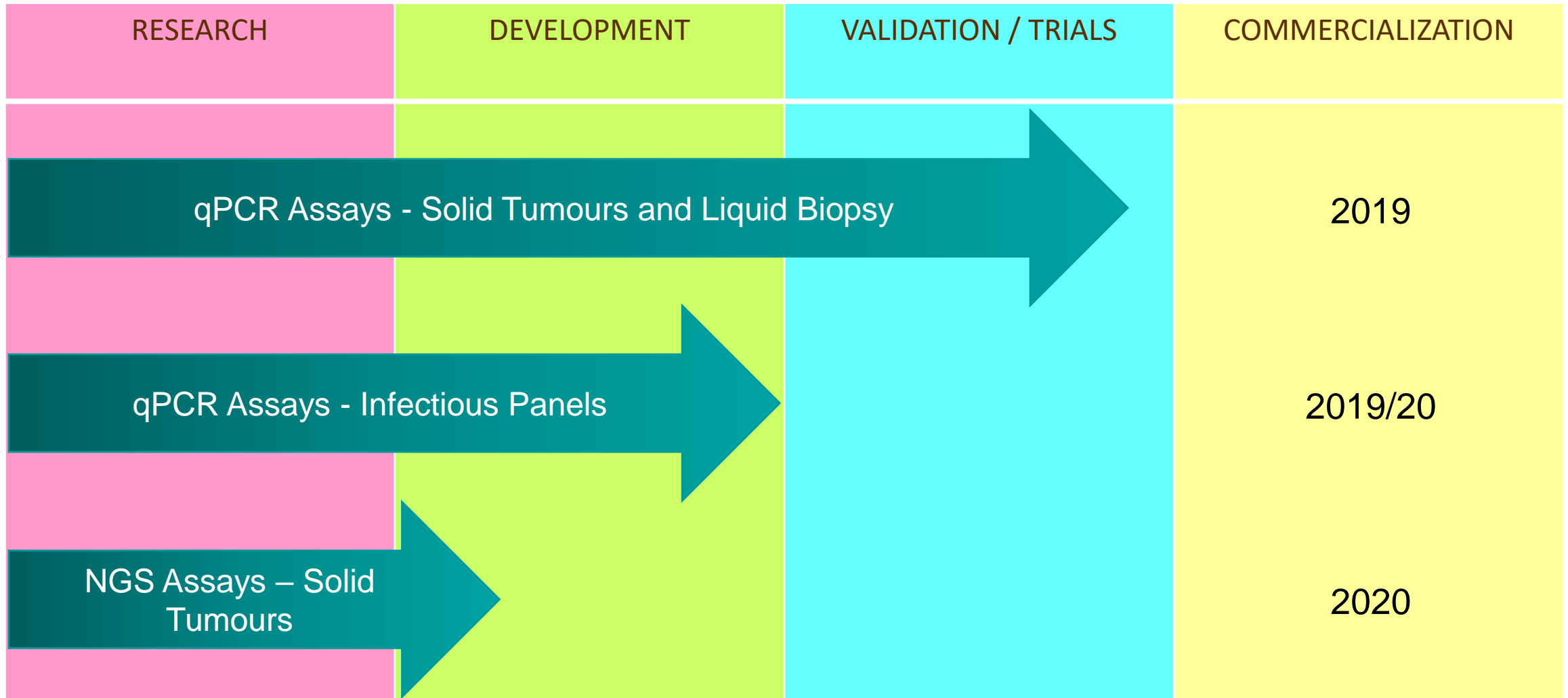
Next Generation Sequencing Assays



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



Product Pipeline





Our National Presence



TRUPCR® range of products are currently used by:

150+ customers

Across

37 Cities



Our Global Presence

And NOW !!!

TRUPCR® is gaining its global footprints

With

High Sub-Continent presence with
Neighbouring Countries

And

Also started business with customers across

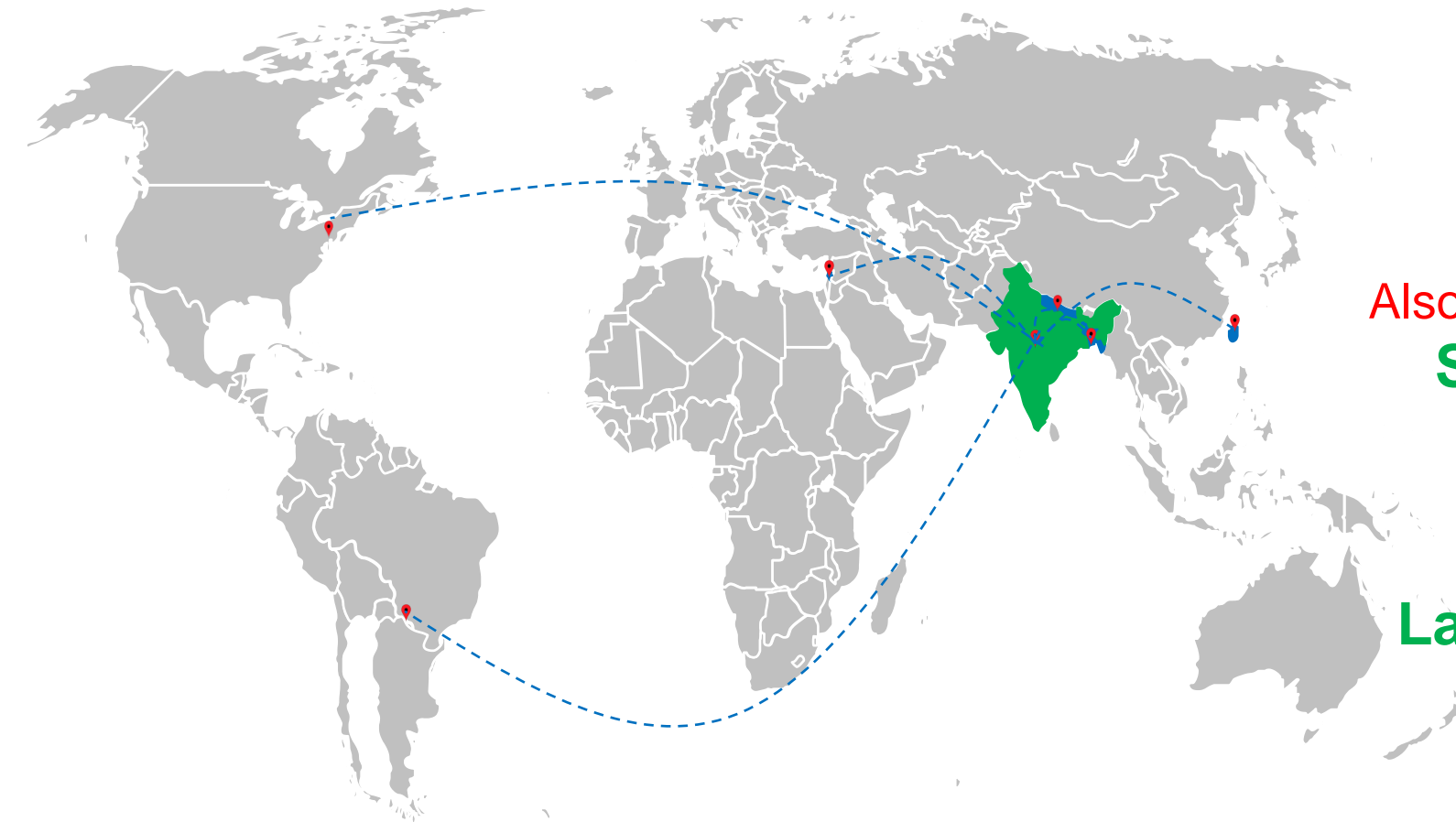
South East Asia & Middle East

Products undergoing Validation in

USA

Final stage price negotiation in

Latin America & South East Asia





New Customers added in Q4 2018-19

Diagnostic Laboratory	Nepal
Diagnostic Laboratory	Taiwan
Diagnostic Laboratory in 2 Hospitals	Bangladesh
2 Standalone Diagnostic Laboratory	Hyderabad
Standalone Diagnostic Laboratory	Delhi
Standalone Diagnostic Laboratory	Kerala
Cancer Hospital	Assam
Standalone Diagnostic Laboratory	Maharashtra

Several Parameters started with Existing Customers

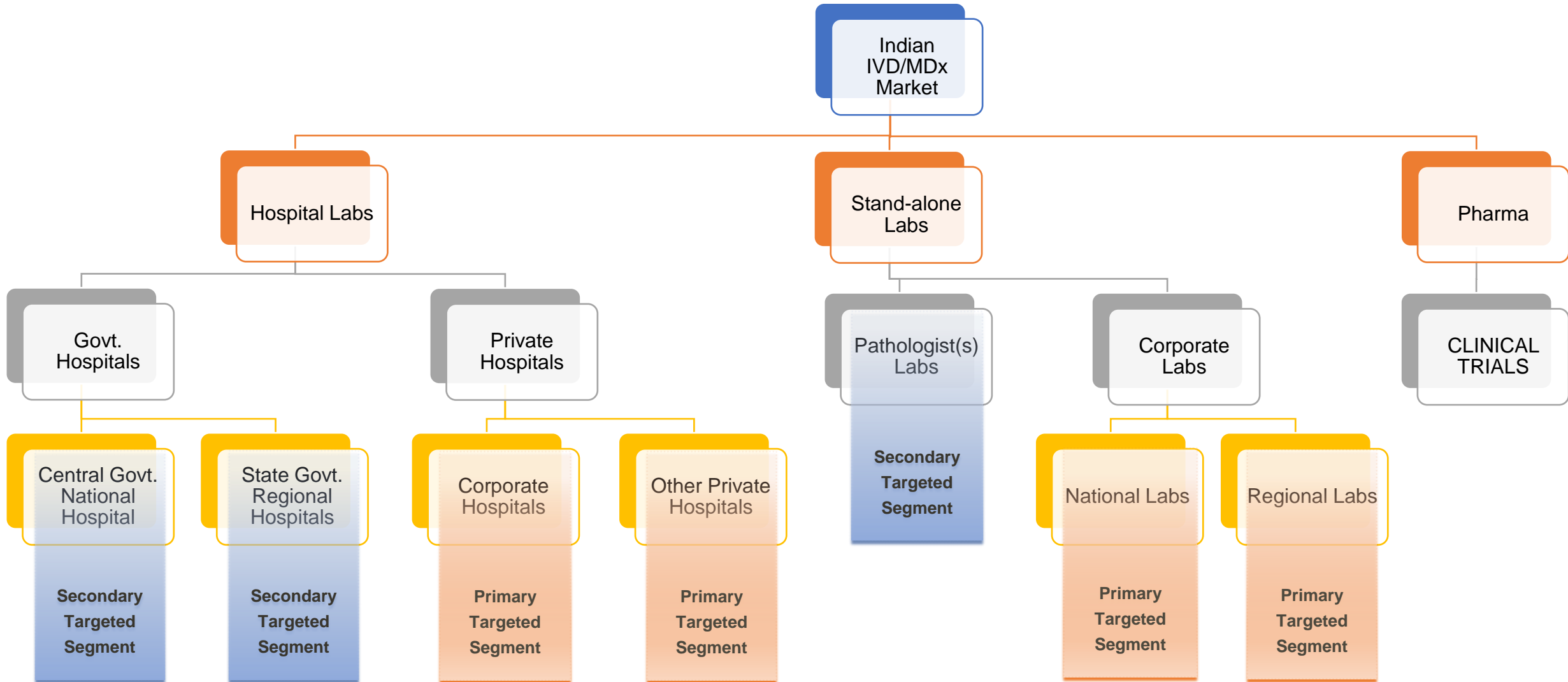


New Products Launched in Q4 2018-19

- TRUPCR® Chikungunya/ Dengue & Zika virus Kit- Detection Kit Detection of Chikungunya/ Dengue & Zika virus on real-time PCR
- TRUPCR® Rif/ INH MTB Drug Resistance Detection Kit – Detection of MTBC and resistance to Rifampicin & Isoniazid using real-time PCR
- TRUPCR® ALK-1 Fusion Kit - Detection of ALK-1 fusion gene using real-time PCR
- TRUPCR® IDH- 1/2 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 five contracts running out of which 1 have been executed in this quarter which ensures yearly business of up to Rs. 35 - 40 Million total from these five accounts.
- Another one contract is in progress and hopefully should be materialized in first quarter FY 19-20.

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.
- This year company is entering into Government tenders with which business of Rs.10 – 20 Million is expected.



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