



# KILPEST INDIA LIMITED

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CIN : L24211MP1972PLC001131

Ref. No.P-66/  
February 6, 2017

The Relationship Manager,  
Department of Corporate Relations  
Bombay Stock Exchange Ltd (BSE),  
P.J. Towers, Dalal Street  
Fort, MUMBAI – 400 001  
Email:[pooja.sanghvi@bseindia.com](mailto:pooja.sanghvi@bseindia.com)

Fax No.:22723121 / 2272 2037 / 2272-2041

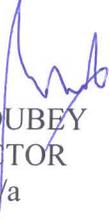
KIND ATTN: Ms. Pooja Sanghvi

Dear 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,

  
D.K. DUBEY  
DIRECTOR  
Encl: a/a

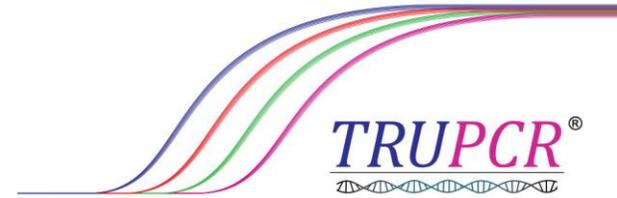




Farmers trusted Agro-input partner for 44 years



3B BlackBio Biotech India Ltd.



Reliable & affordable healthcare diagnostics solutions

## INVESTOR PRESENTATION January 2017



## Safe Harbor

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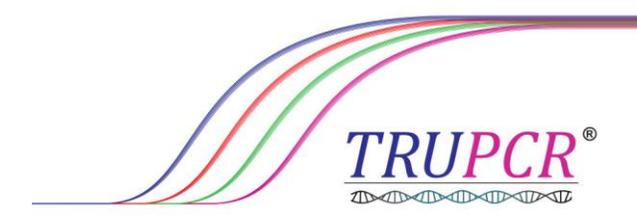
# Kilpest Existing Products

## 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





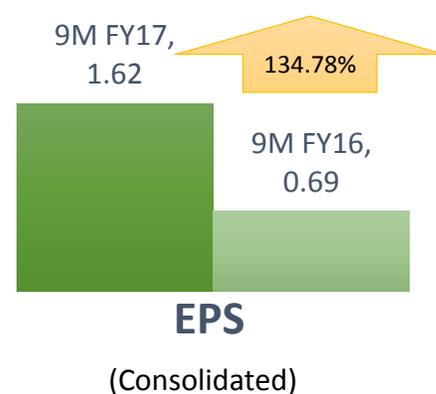
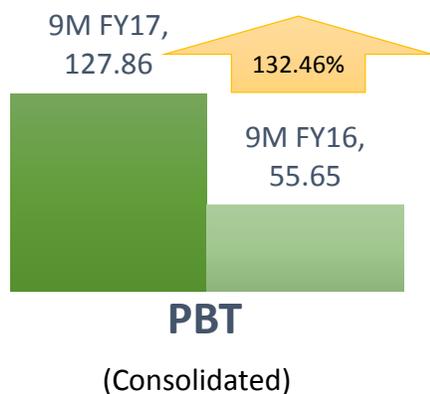
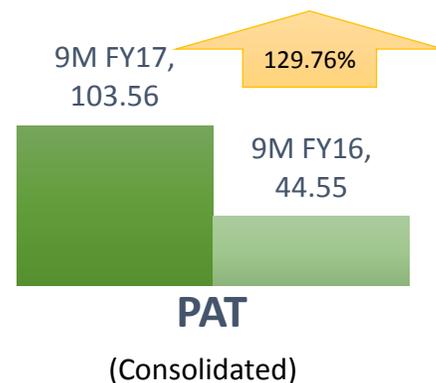
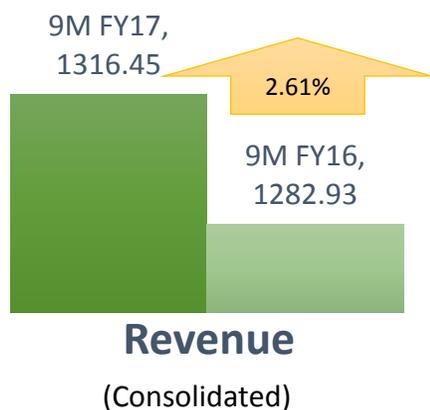
# Business Overview and Strengths

- 44yrs 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.

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



# Financial Performance : Key Highlights



*Rs. In Lakhs*

KILPEST (Consolidated)	Q3 FY17	9M FY17	FY16
Net sales	439.19	1316.45	1732.72
Profit before tax	24.09	127.86	43.69
Profit after tax	19.51	103.56	33.49
Paid up Equity share capital	640.81	640.81	640.81
Reserves	359.90	447.34	466.03
Earnings Per Share (Rs.)	0.30	1.62	0.52

KILPEST (Standalone)	Q3 FY17	9M FY17	FY16
Net sales	365.33	1094.39	1569.96
Profit before tax	4.71	35.85	25.23
Profit after tax	3.81	29.02	18.69
Paid up Equity share capital	640.81	640.81	640.81
Reserves	447.34	447.34	446.03
Earnings Per Share (Rs.)	0.06	0.45	0.29

## Pesticide Manufacturers Suffer Lower Sales, Profits

Cos forced to cut production as lower temperatures and humidity make crops resistant to pest attacks after several years



**Ashish.kulshrestha**  
@timesgroup.com

**Hyderabad:** Good monsoon may have helped farmers increase their acreages, but it certainly didn't help pesticide manufacturers grow their sales and profits. Low temperatures, coupled with ample humidity, are actually making crops resistant to pest attacks after several years, experts claimed.

In some instances, pesticide makers are compelled to cut production. This makes pesticide producers the only vertical among the agriculture input sector like seeds and fertilisers to suffer from falling sales and profits, said industry representatives and analysts.

India is the fourth largest global producer of agrochemicals after the United States, Japan and China, with approximately half the demand coming from domestic consumers and the rest from exports.

Companies like Hyderabad-based Nagarjuna Agrichem, and Insecticides India are among the ones suffering from an unexpected fall in pesticide sales in both the crop seasons, though rabi provided some relief.

"There was a decline of nearly 10% in pesticide sales across the country due to lower pest infestation this year. This was mainly due to high humidity in the air and soil caused by the continuous rains at the start of the monsoon this year," said Rahul Veera, assistant vice-president, Elara Capital.

India saw heavy pest attacks in the past two years in high pesticide consuming crops like soya bean, cotton, etc. Around 40% of the cotton crop was destroyed by whitefly and pink bollworm in the past two years reducing the cotton acreage by 20-15% this year.

For BSE-listed Insecticides India, the fall in sales was pegged at 20-25%. Rajesh Aggarwal, managing director, Insecticides India, said, "It is a rare phenomenon this year wherein we saw our sales dwindling by 20-25% despite good monsoon. This was mainly due to lower pest infestation in north India, our major market, which was aggravated by drought in some states. Hence, sensing the lower sales, we had reduced our production proportionally to curb

the pileup."

According to V. Vijay Shankar, managing director, Nagarjuna Agrichem, though there was fall in sales due to lower pest infestation but drought in the Southern states like Kerala, Tamil Nadu and Karnataka aggravated the fall.

However "sales are likely to normalise in the coming season with lower inventory level and effects of good monsoon this year likely to drive sales", said Rahul.

Interestingly, this fall was not seen in other agri inputs like seeds and fertilizers. Ajay Kakra, director, agri and natural resources at PWC India said that there has been hardly any impact on the sales of fertilizers and seeds due to a good monsoon as they are essential items.



## Company Overview

Although the financials for agrochemical alone have been affected due to reasons mentioned in above newspaper clipping (due to lower pest infestation) this year. However, the company hopes to do better in coming year with its thrust on plant growth products (which are not affected by pest attacks).

Public Health Sector- Company is successfully bidding in tenders & orders of some tenders would materialize soon, taking the pending order book to Rs. 15 million.

Further the company is continuously increasing its focus on exports which also will help in better performance in coming years.

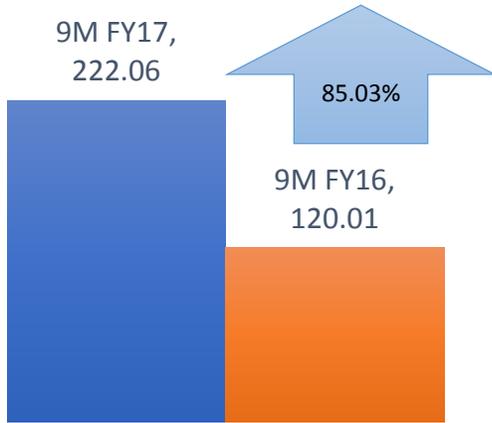
The Diagnostic subsidiary (3B BlackBio Biotech) continues to do well as can be seen from the consolidated numbers.

Detailed Presentation for the subsidiary follows:

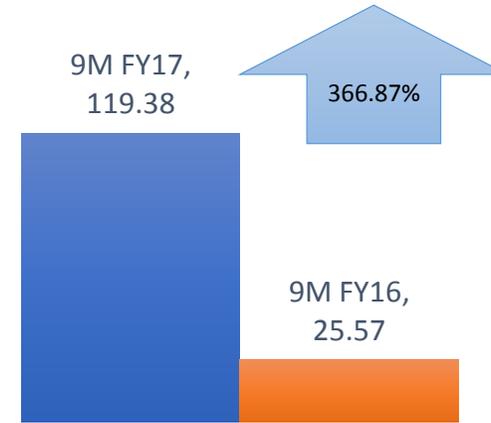




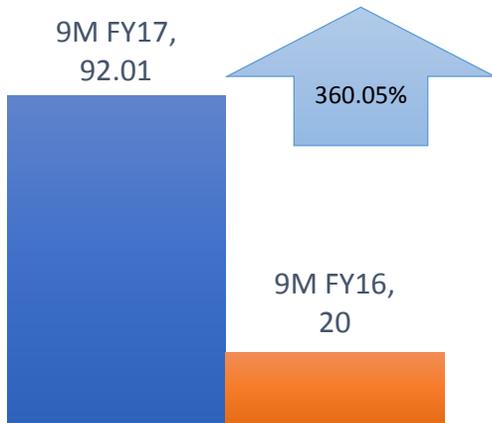
# Financial Highlights- 3B BlackBio Biotech (9M FY17)



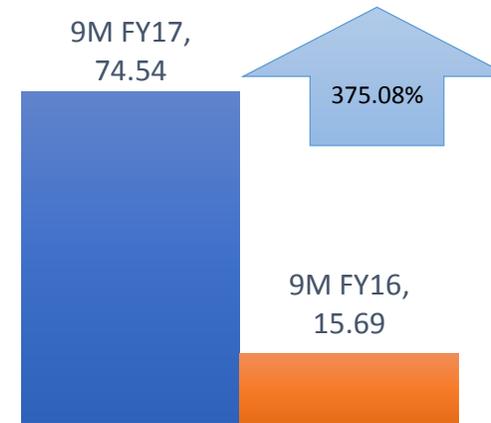
Revenue



EBITDA

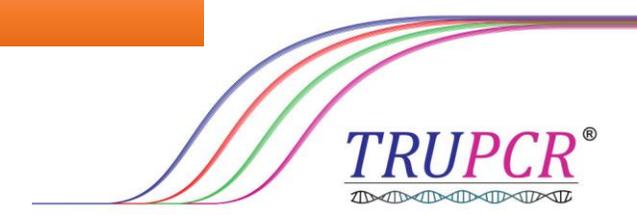


PBT



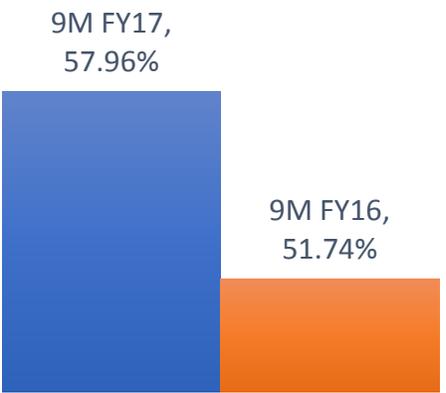
PAT

Rs. In Lakhs





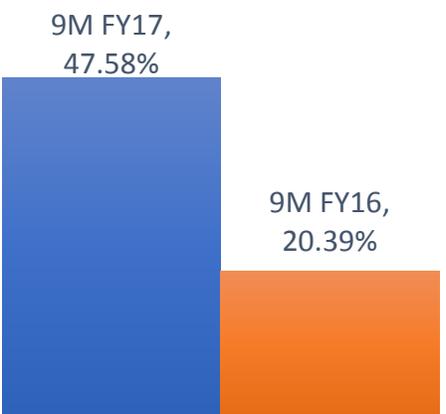
# Margin Profile- 3B BlackBio Biotech (9M FY17)



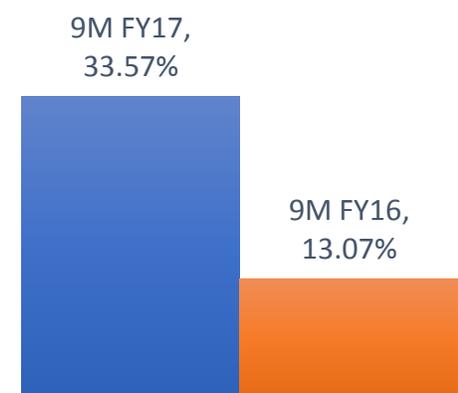
**Value Addition\***



**EBITDA Margin**



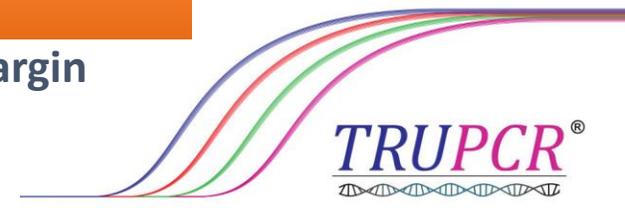
**EBIT Margin**



**PAT Margin**

Rs. In Lakhs

\*Revenue (-) cost of raw materials consumed (-) change in inventories

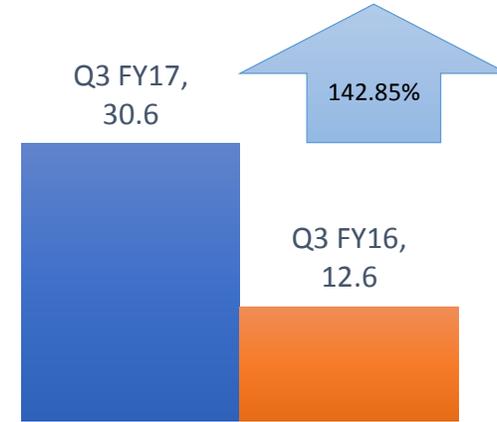




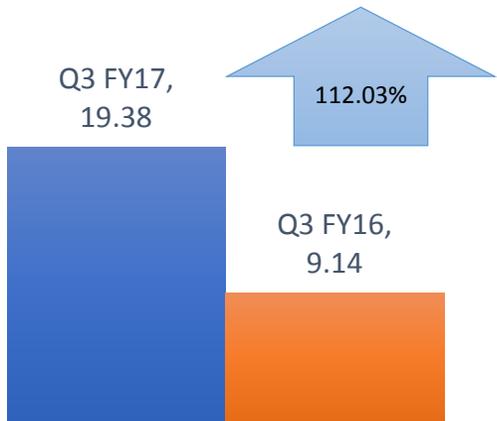
# Financial Highlights- 3B BlackBio Biotech (Q3 FY17)



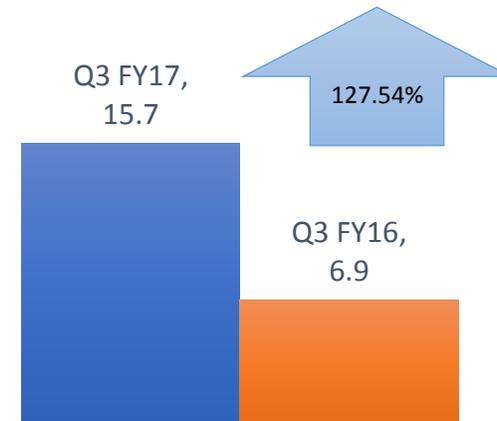
Revenue



EBITDA

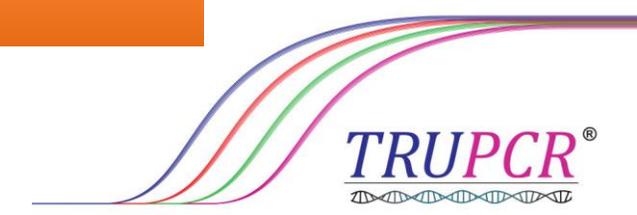


PBT



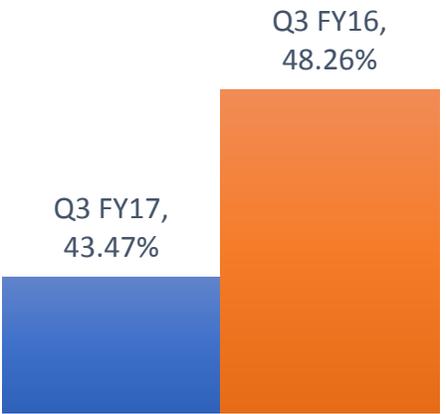
PAT

Rs. In Lakhs





# Margin Profile- 3B BlackBio Biotech (Q3 FY17)



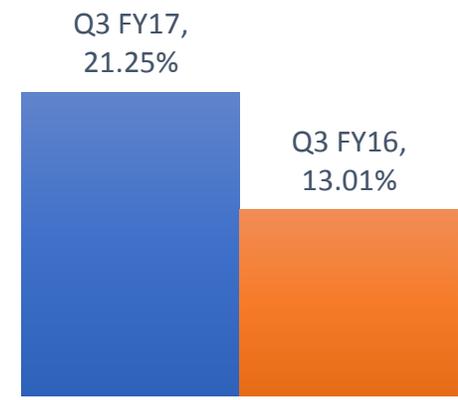
**Value Addition\***



**EBITDA Margin**



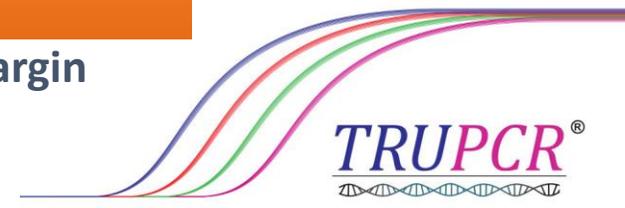
**EBIT Margin**



**PAT Margin**

Rs. In Lakhs

\*Revenue (-) cost of raw materials consumed (-) change in inventories





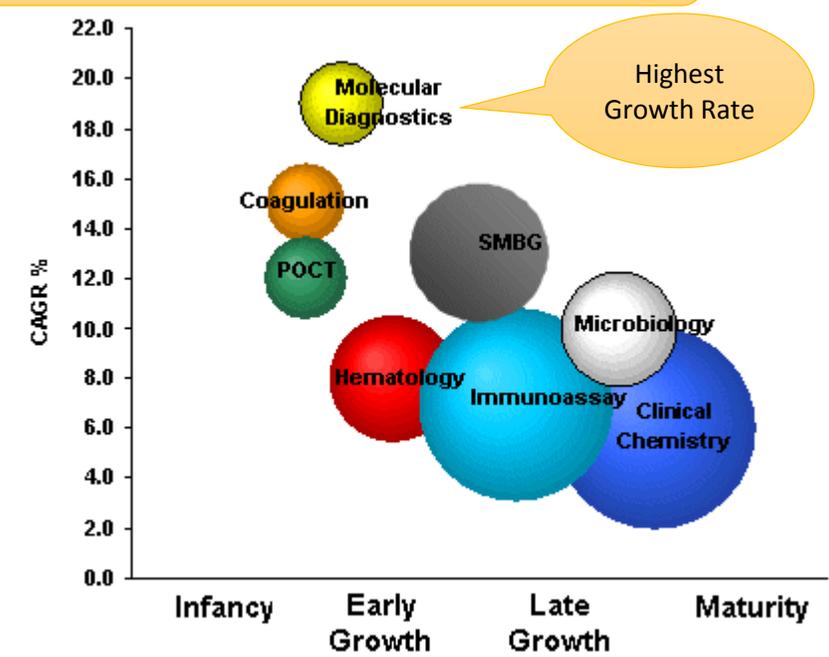
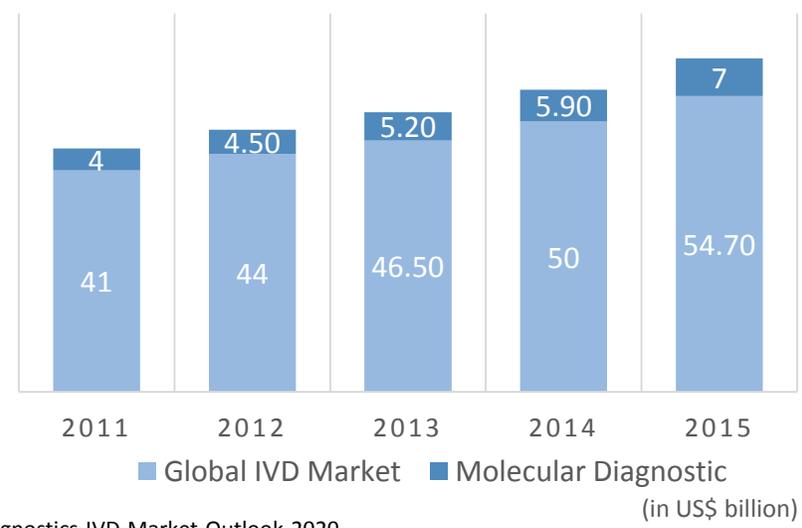
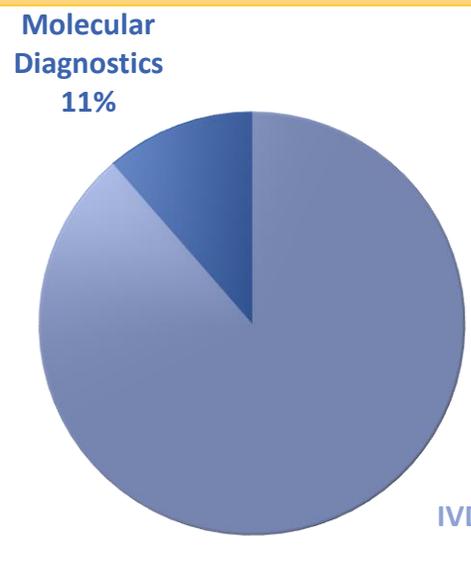
# Industry Potential- Molecular Diagnostics

The global IVD Market US\$ 54.7 billion in the year 2015 (CAGR of 5-6%)<sup>1</sup>

Molecular Diagnostic Market US\$ 7 billion (CAGR of 10-15%)<sup>2</sup>

Indian diagnostics industry was around Rs. 377 billion in 2014-2015 and will continue to grow by a CAGR of 16%-17% over the next three years to over Rs. 600 billion by 2017-2018.<sup>3</sup>

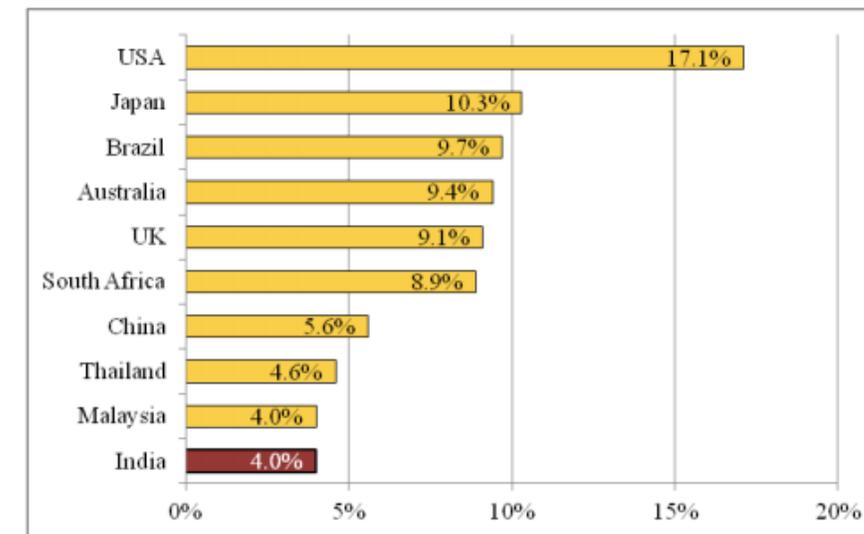
The current market size for next generation diagnostics (including molecular diagnostics) in India vary from Rs. 150 – Rs. 200 crores and is expected to reach between Rs. 700 – Rs. 800 crores by 2018.



1. <http://www.businesswire.com/news/home/20161107006337/en/Global-Vitro-Diagnostics-IVD-Market-Outlook-2020>  
 2. <https://www.sec.gov/Archives/edgar/data/1105184/000119312512268956/d366894dex991.htm>  
 3. an industry report titled "Assessment of Diagnostics Industry in India", prepared by CRISIL Research

## Demand drivers for the Indian Diagnostic Industry

- Increased focus on advanced diagnostics
- changing costs and quality of healthcare,
- rising medical tourism,
- evolution of disease profiles,
- technology as a driving force,
- increase in evidence-based treatments / Drug response monitoring
- changing disease profiles
- increase in health insurance coverage
- need for greater health coverage as population and life expectancy increase
- demand for lifestyle diseases-related healthcare services to grow
- companion diagnostic assays, which aid in determining whether a given patient qualifies for a particular drug (pharmacogenomics).



Healthcare spends in India stand at a low 4% of GDP- India's per capita total expenditure on healthcare was US\$215 in 2013, versus US\$9,146 for the United States, US\$3,311 for the United Kingdom and US\$1,454 for Brazil.\*

## 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.



## Our Positioning and Value Creation



- As per research, the Indian diagnostic market is expected to grow at CAGR 20 per cent to \$32 billion between 2012-2022, from \$5 billion in 2012.<sup>1</sup>
  - Rapid, accurate and actionable molecular diagnostics are needed for effective management of diseases
  - Fast-growing economies around the world tend to increase the percentage of their resources they devote to healthcare.
  - Molecular diagnostic industry is mainly dominated by Foreign players- Huge scope for Import substitution
- 
- 3B BlackBio's wide range of MDx Kits including most demanding assays
  - Customer friendly formats & technologies (End point / Real Time / Nested / Multiplex PCR assays)
  - Easy workflow & quick analysis
  - All inclusive kits- All the reagents required for the test are included in the kit
  - Open system assays- Compatible with most of the real-time PCR equipment
- 
- Experienced team establish foundation for rapid growth
  - 3B BlackBio has a strong pipeline of PCR assays & related technologies
  - R&D team is giving 24x7 end-user support
  - State-of-art infrastructure well spread over a wide area enough to take care of future demand of increased production
  - Assays are developed and validated to International standards & Reference material
- 
- 3B BlackBio's proprietary MDx kits will drive adoption of economical and reliable PCR solutions in diagnostic setups
  - All kits extensively validated at different labs
  - Indigenous enzyme production & reliable supplier network gives control over production cost & order processing time
  - Renowned & reputed customer base

1. an industry report titled "Assessment of Diagnostics Industry in India", prepared by CRISIL Research



## Winning Strategy

Proprietary kits designed, developed & validated in-house

Well accepted assays across wide customer base PAN India

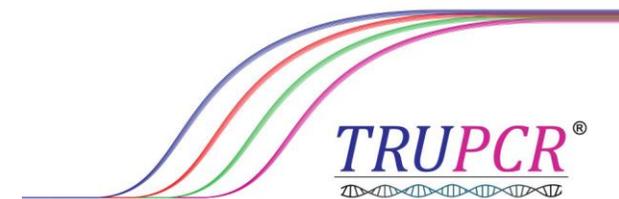
Continuous R&D initiatives for International quality product

Wide range of Diagnostic kits- Infectious, Oncology & Genetics

Import substitution with price advantage and timely supplies

Continuous development of new assays for rapid growth achievement

Focus on Companion diagnostic assays



## PCR based Molecular Diagnostic Kit Range

<b>Genetics &amp; Oncology</b>	<b>TRUPCR® BCR-ABL Qualitative Kit – M m <math>\mu</math></b>	<i>Detection and differentiation of BCR-ABL major (M), minor (m) and micro (<math>\mu</math>) transcripts</i>
	<b>TRUPCR® BCR-ABL Quantitative Kit – M m <math>\mu</math></b>	<i>Detection, differentiation and quantitation of BCR-ABL major (M), minor (m) and micro (<math>\mu</math>) transcripts. Reporting of Major transcripts ratios on WHO IS.</i>
	<b>TRUPCR® JAK 2 Kit</b>	<i>Detection of Jak2 V617F with 1% internationally validated (third party) cut-off control</i>
	<b>TRUPCR® JAK 2 QT Kit</b>	<i>Detection and quantitation of Jak2 V617F allele burden on real-time PCR</i>
	<b>TRUPCR® PML/RARA Qualitative Kit</b>	<i>Detection and differentiation of BCR1 and BCR3 transcripts on real-time PCR</i>
	<b>TRUPCR® PML/RARA Quantitative Kit</b>	<i>Detection, differentiation and quantitation of BCR1 and BCR3 transcripts on real-time PCR</i>
	<b>TRUPCR® KRAS Qualitative Kit</b>	<i>Detection of 22 mutations across codons 12, 13, 59, 61, 117 &amp; 146 of exons 2, 3 &amp; 4</i>
	<b>TRUPCR® HLA B27 Kit</b>	<i>Detection of highest number of HLA B27 allelic subtypes on real-time PCR</i>
<b>Infectious Disease</b>	<b>TRUPCR® MTB Kit (Gel based)</b>	<i>Extraction of MTBC DNA from any sample type, detection &amp; analysis on gel</i>
	<b>TRUPCR® MTB/NTM Nested Kit</b>	<i>Extraction of Mycobacterium DNA from any sample type &amp; detection on real-time PCR</i>
	<b>TRUPCR® H1N1 Detection Kit</b>	<i>Based on CDC certified primers and probes for the detection of type A influenza viruses, all swine influenza A and swine H1 influenza</i>
<b>Drug Resistance</b>	<b>TRUPCR® Rifampicin Resistant MTB Detection Kit</b>	<i>Extraction of MTBC DNA from any sample type, detection of MTB &amp; Rifampicin resistance mutations</i>
<b>Blood-borne viruses</b>	<b>TRUPCR® HBV QT kit (Real-Time PCR)</b>	<i>Detection and quantitation of HBV on real-time PCR</i>
	<b>TRUPCR® HCV QT kit (Real-Time PCR)</b>	<i>Detection and quantitation of HCV on real-time PCR</i>
	<b>TRUPCR® HIV QT kit (Real-Time PCR)</b>	<i>Detection and quantitation of HIV on real-time PCR</i>
	<b>TRUPCR® HCV Genotyping kit</b>	<i>Detection and differentiation of HCV genotypes 1a, 1b, 2, 3a, 3b, 4, 5 &amp; 6 on real-time PCR</i>
<b>Tropical Diseases</b>	<b>TRUPCR® Dengue Detection kit</b>	<i>Detection of Dengue viruses on real-time PCR</i>
	<b>TRUPCR® Chikungunya Detection kit</b>	<i>Detection of chikungunya viruses on real-time PCR</i>
	<b>TRUPCR® Malaria Detection kit</b>	<i>Detection of Malaria parasites on real-time PCR</i>
<b>Women's Health</b>	<b>TRUPCR® HPV 16/18 QT Kit</b>	<i>Detection &amp; differentiation of HPV 16 and HPV 18 serotypes on real-time PCR</i>
	<b>TRUPCR® HPV Kit</b>	<i>Detection of HPV DNA on thermal cycler and detection &amp; analysis on gel</i>
	<b>TRUPCR® HPV Genotyping Kit</b>	<i>Detection of HPV DNA, RFLP analysis of various high risk and low risk serotypes on gel</i>

**For further information, please contact:**

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