



# KILPEST INDIA LIMITED

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CIN : L24211MP1972PLC001131

Ref. No.P-66/  
May 23, 2018

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



Farmers trusted Agro-input partner for 44 years



3B BlackBio Biotech India Ltd.



Reliable & affordable healthcare diagnostics solutions

INVESTOR PRESENTATION

MAY 2018

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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

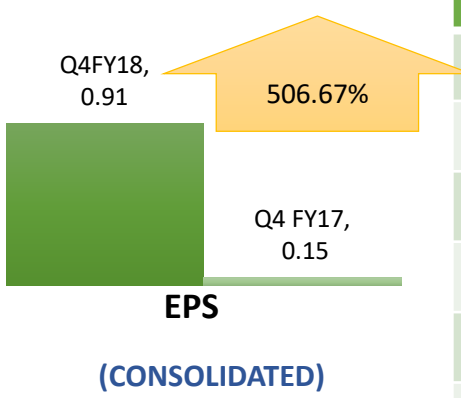
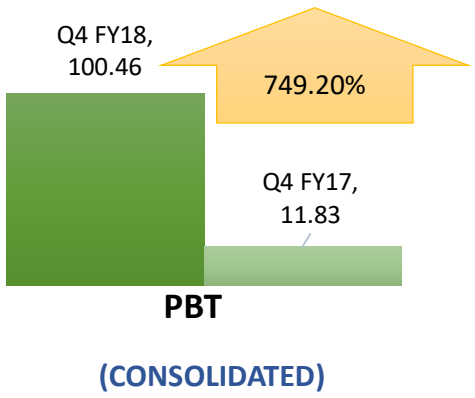
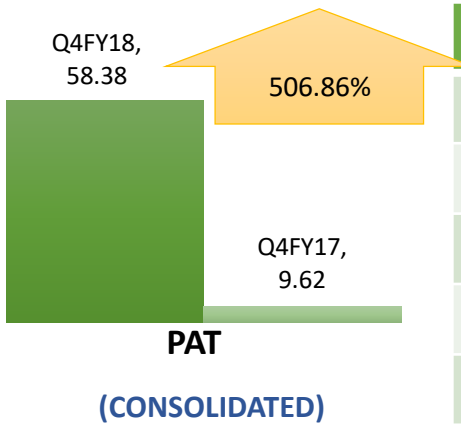
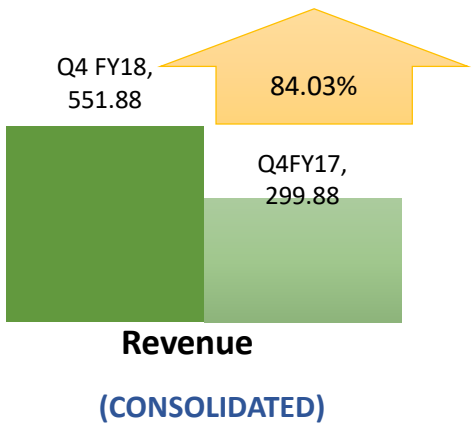
*Experienced team & state of art facility located in center of India- with GST implementation this should give a boost to the company*

- 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.
- 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.
- Company continuously developing Bio-Fertilizers and Bio-Pesticides. Bio-Fertilizers are expected to do well in market due to emphasis on organic farming.
- 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

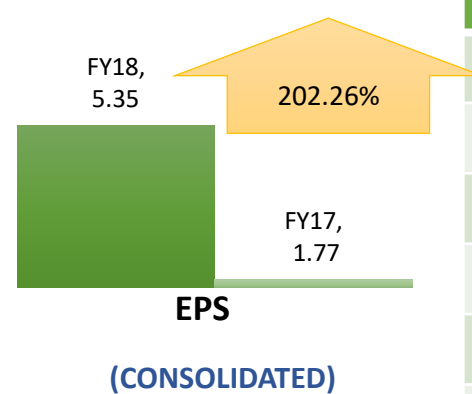
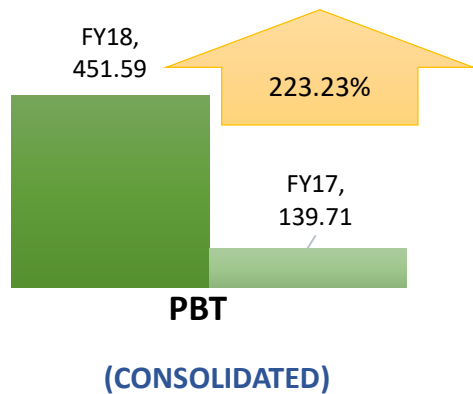
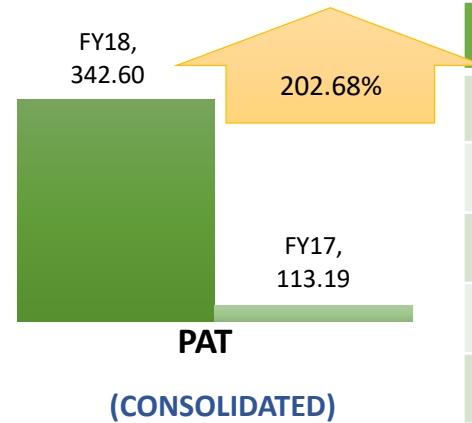
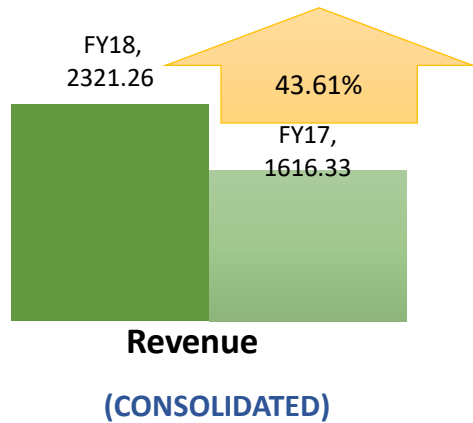


KILPEST (Consolidated)	Q4 FY18	Q4 FY17
Net sales (net of Excise duty)	551.88	299.88
Profit before tax	100.46	11.83
Profit after tax	58.38	9.62
Paid up Equity share capital	640.81	640.81
Reserves	727.64	403.98
Earnings Per Share (Rs.)	0.91	0.15

KILPEST (Standalone)	Q4 FY18	Q4 FY17
Net sales (net of excise duty)	348.59	206.26
Profit before tax	-2.39	-8.72
Profit after tax	4.02	-6.03
Paid up Equity share capital	640.81	640.81
Reserves	484.08	466.08
Earnings Per Share (Rs.)	0.06	0.00

Rs. In Lakhs

# Financial Performance : Key Highlights



Rs. In Lakhs

KILPEST (Consolidated)	FY18	FY17
Net sales (net of Excise duty)	2321.26	1616.33
Profit before tax	451.59	139.71
Profit after tax	342.60	113.19
Paid up Equity share capital	640.81	640.81
Reserves	727.64	482.88
Earnings Per Share (Rs.)	5.35	1.77

KILPEST (Standalone)	FY18	FY17
Net sales (net of excise duty)	1556.22	1300.65
Profit before tax	56.89	27.13
Profit after tax	52.00	22.99
Paid up Equity share capital	640.81	640.81
Reserves	484.08	466.08
Earnings Per Share (Rs.)	0.81	0.36



## Present Market Overview/Outlook

- The Company Sales Turnover is Rs 1556.22 lakhs which is marginally higher by 19.65% as compared to last year which was Rs 1300.65 and the PBT stands at Rs 56.89 lakhs which is higher by 109.69% as compared to last year which was Rs 27.13 Lakhs, despite very tough year for Agro-Chemicals due to less rainfall in Central India, which is Company's main area, also due to shortage and substantial increase in prices of raw material . Still with prudent management practices company was able to close the year well.
- Company will increase further focus on exports, public health Govt. supplies and bio/micro-fertilizer sales to ward off ill effect of monsoon.
- The Company will further increase focus on Brand- Building activities to increase its market share & price realization in existing market.
- 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.

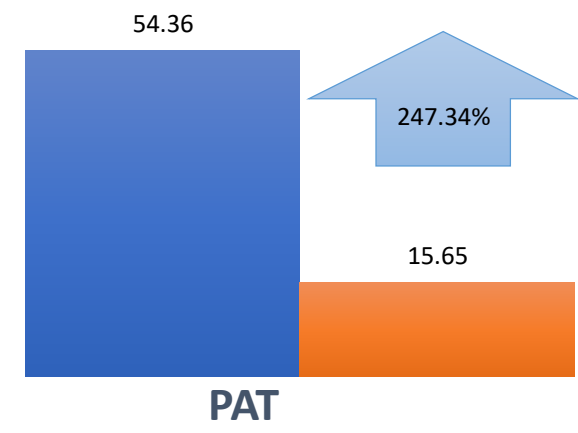
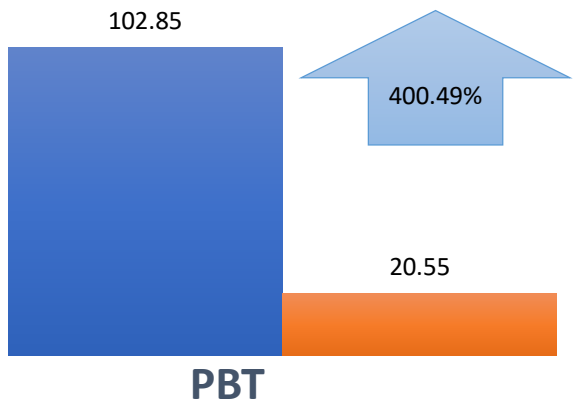
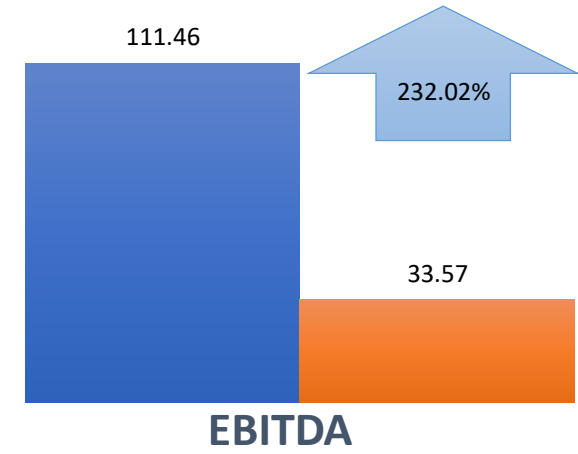
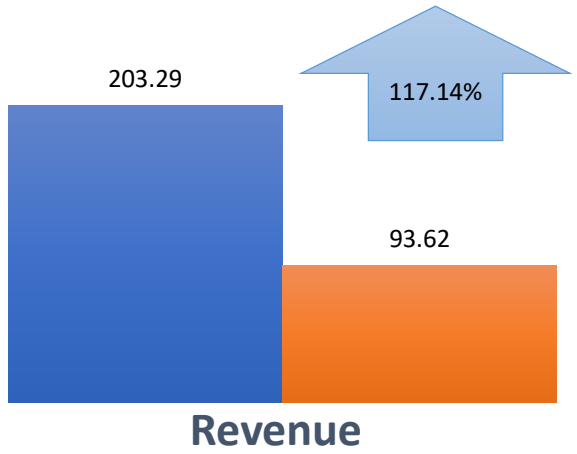
Detailed Presentation for the subsidiary follows:







# Financial Highlights- 3B BlackBio Biotech (Q4 FY18)



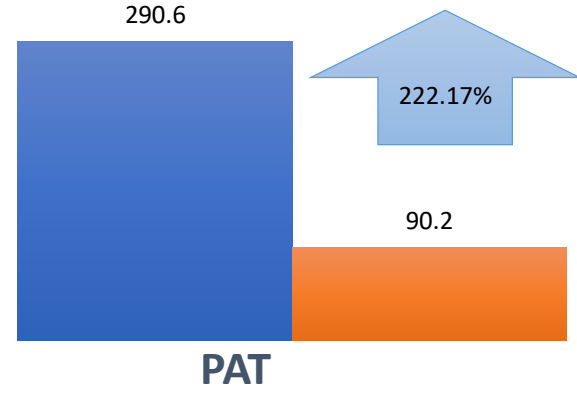
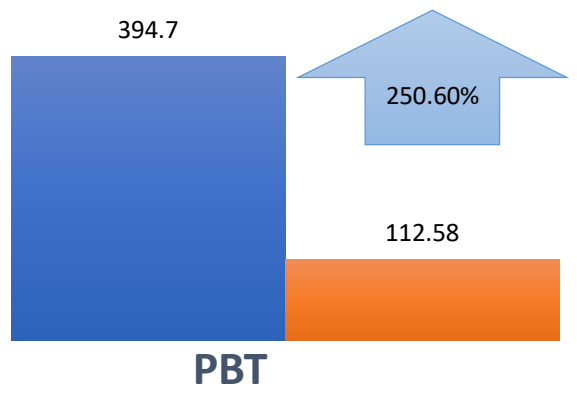
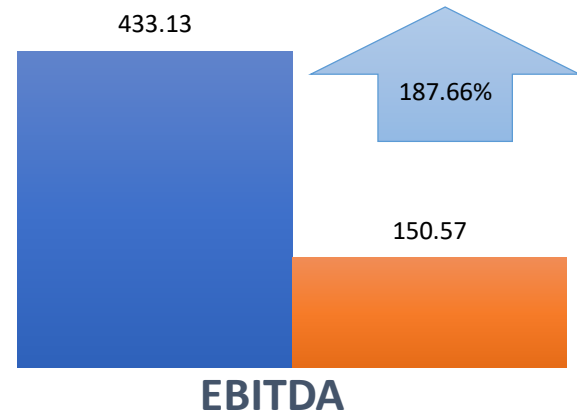
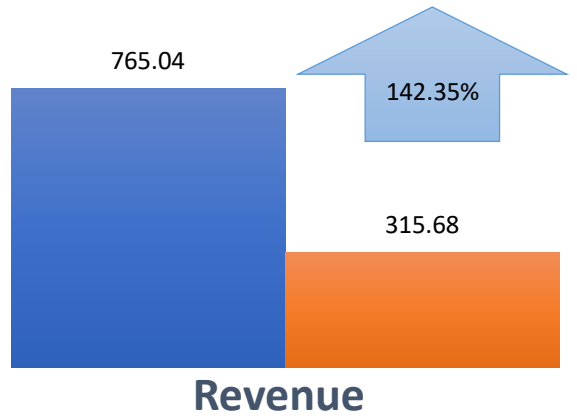
■ Q4 FY18  
■ Q4 FY17



Rs. In Lakhs



# Financial Highlights- 3B BlackBio Biotech (FY18)



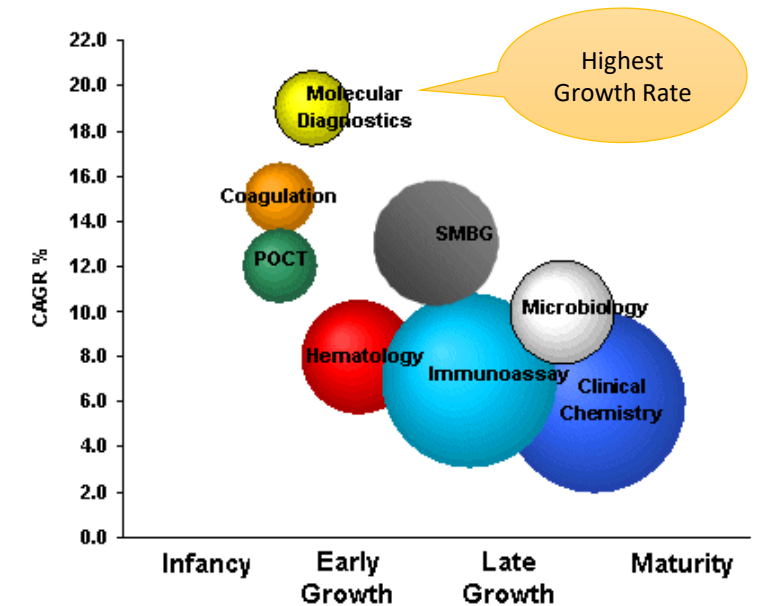
FY18  
FY17



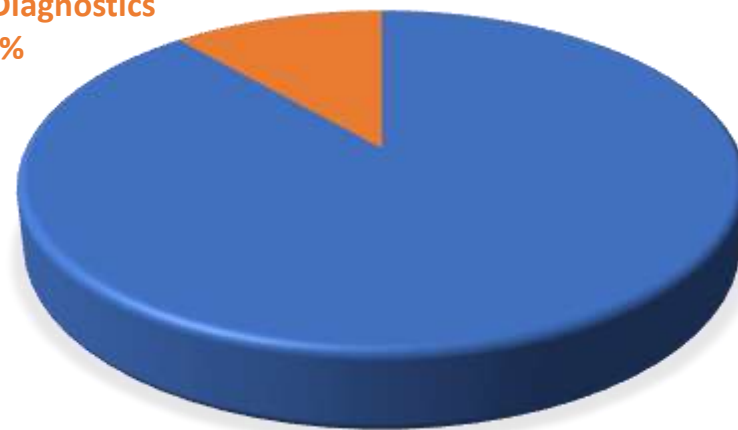
Rs. In Lakhs

# Industry Potential- Molecular Diagnostics

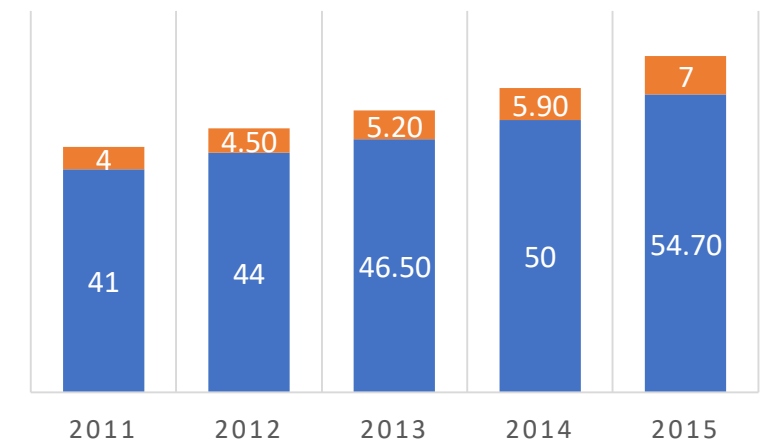
- The global IVD Market US\$ 54.7 billion in the year 2015 (CAGR of 5-6%)<sup>1</sup>
- Molecular Diagnostic Market US\$ 7 billion (CAGR of 10-15%)<sup>2</sup>
- Indian diagnostics industry was around Rs. 377 billion in 2014-2015 and will continue to grow by a CAGR of 16%-17% over the next three years 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.



**Molecular Diagnostics**  
11%



**IVD Market**  
89%



(in US\$ billion) ■ Global IVD Market ■ Molecular Diagnostic

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
- Government of India in budget 2018 has increased substantially health insurance coverage for a large population
- 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).



# 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.





## 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
- Continuously strengthening the Human Resources in Research & marketing
- Company has started efforts for export marketing which will bear fruits in this financial year.





## New Customers added in Q4 2017-18

- Two Regional Labs in Kolkata
- A Leading Diagnostic Lab in Pune
- A Diagnostic Lab in Mumbai
- A National Diagnostic Lab in Mumbai
- A Leading Medical Hospital in Chennai
- Few other tests started by existing customers.

\* Names withheld due to reason of customer consent need and competitiveness





## Products in Pipeline

- **MRSA Detection-** *Methicillin-resistant Staphylococcus aureus* may cause life-threatening infections in some people as it is resistant to commonly used antibiotics including Methicillin, it can be harder to treat or become worse if the right treatment is delayed. MRSA is one of the bacteria listed by the U.S. Centers for Disease Control and Prevention (CDC) as a "superbug" resistant to multiple antibiotics.
- **Toxoplasma Detection-** Toxoplasmosis mimics several other infectious diseases. During pregnancy, toxoplasma testing is recommended at three week intervals.
- **Scrub typhus Detection-** Scrub typhus is transmitted in areas of heavy scrub vegetation, causes haemorrhaging and intravascular coagulation. Scrub typhus appears to improve viral loads in patients with HIV.
- **CALR mutation Detection-** CALR is expressed in many cancer cells and promotes macrophages to engulf hazardous cancerous cells. In myeloid leukemia and non-Hodgkin's lymphoma, anti-CD47 were effective in clearing cancer cells while normal cells were unaffected.
- **c-Kit mutation Detection-** Mast/ stem cell growth factor receptor (SCFR), also known as proto-oncogene c-Kit or tyrosine-protein kinase Kit or CD117, is a receptor tyrosine kinase protein that in humans is encoded by the KIT gene. Altered forms of this receptor may be associated with some types of cancer.
- **AML Panel-** Includes diagnostics (AML1-ETO, CBFβ/MYH11 Inv16 , BCR ABL1, PML RARA) and prognostic markers (FLT3-ITD, C-Kit, NPM1) for Acute Myeloid Leukemia.
- **NRAS mutation Detection-** The NRAS gene belongs to a class of genes known as oncogenes. When mutated, oncogenes have the potential to cause normal cells to become cancerous. NRAS mutation has been reported in Colorectal Cancer.
- **XDR TB Identification-** Extensively drug-resistant TB (XDR TB) is a rare type of multidrug-resistant tuberculosis (MDR TB) hence this test is needed by clinicians before starting drug regime in TB patients.
- **TORCH Panel-** Most demanding test by Gynecologists during Pregnancy.





## Facility Expansion

### Next Gen Sequencing (NGS) Facility

- Company is exploring opportunities into Clinical Genetics and has acquired a Next-Generation Sequencing System (NGS) (Make-Ion GeneStudio S5 System- Thermo Fisher Scientific)
- Next-generation sequencing (NGS) has revolutionized the biological sciences and enables researchers to perform a wide variety of applications and study biological systems at a level never before possible especially in development of infectious panel, Drug resistance panel, Oncology panel, Non-invasive Prenatal testing (NIPT), HLA typing.



### Cell Culture Facility

- Availability of specific Cell lines is very crucial, costly & limited in Molecular Diagnostic research
- Company has developed its own cell culture facility with advanced equipments where Cells of interest have been isolated from living tissue and subsequently be maintained under carefully controlled conditions
- Our Cell Culture facility will synergize the development of Genetic & oncology assays as company's BSL-II facility for Bacterial & viral cultures help us in development of Infectious assays.



## PCR based Molecular Diagnostic Kit Range

<b>Genetics &amp; Oncology</b>	<b>TRUPCR<sup>®</sup> BCR-ABL Qualitative Kit – M m μ</b>	<i>Detection and differentiation of BCR-ABL major (M), minor (m) and micro (μ) transcripts</i>
	<b>TRUPCR<sup>®</sup> BCR-ABL Quantitative Kit – M m μ</b>	<i>Detection, differentiation and quantitation of BCR-ABL major (M), minor (m) and micro (μ) transcripts. Reporting of Major transcripts ratios on WHO IS.</i>
	<b>TRUPCR<sup>®</sup> EGFR MUTATION</b>	<i>Detection of 30 different mutations in a single run.</i>
	<b>TRUPCR<sup>®</sup> JAK 2 Kit</b>	<i>Detection of Jak2 V617F with 1% internationally validated (third party) cut-off control</i>
	<b>TRUPCR<sup>®</sup> JAK 2 QT Kit</b>	<i>Detection and quantitation of Jak2 V617F allele burden on real-time PCR</i>
	<b>TRUPCR<sup>®</sup> PML/RARA Qualitative Kit</b>	<i>Detection and differentiation of BCR1 and BCR3 transcripts on real-time PCR</i>
	<b>TRUPCR<sup>®</sup> PML/RARA Quantitative Kit</b>	<i>Detection, differentiation and quantitation of BCR1 and BCR3 transcripts on real-time PCR</i>
	<b>TRUPCR<sup>®</sup> 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<sup>®</sup> 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<sup>®</sup> MTB Kit (Gel based)</b>	<i>Extraction of MTBC DNA from any sample type, detection &amp; analysis on gel</i>
	<b>TRUPCR<sup>®</sup> MTB/NTM Nested Kit</b>	<i>Extraction of Mycobacterium DNA from any sample type &amp; detection on real-time PCR</i>
	<b>TRUPCR<sup>®</sup> 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>TRUPCR<sup>®</sup> CMV Kit</b>	<i>Detection of Cytomegalovirus on real-time PCR</i>
	<b>TRUPCR<sup>®</sup> HSV 1/2 Kit</b>	<i>Detection and differentiation of Herpes Simplex virus 1 &amp; 2 on real-time PCR</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>Coagulation Prognostic Panel</b>	<b>TRUPCR® Factor V Leiden mutation.</b>	<i>Detection of Factor V Leiden mutation on real-time PCR</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>TRUPCR® Dengue / Chikungunya RT PCR Kit</b>	<i>Simultaneous detection of Dengue &amp; Chikungunya viruses on real-time PCR in One kit</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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