



# KILPEST INDIA LIMITED

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CIN : L24211MP1972PLC001131

Ref. No.P-66/  
November 11, 2017

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

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



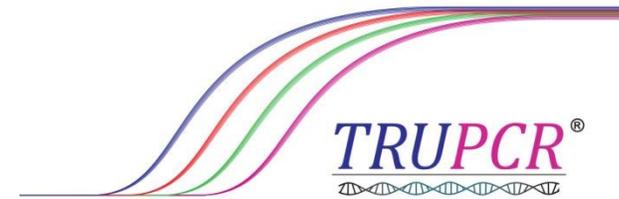
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Farmers trusted Agro-input partner for 44 years



3B BlackBio Biotech India Ltd.



Reliable & affordable healthcare diagnostics solutions

INVESTOR PRESENTATION

NOVEMBER 2017

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## Kilpest Existing Products

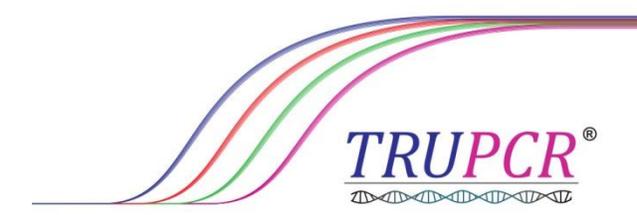
### Chemicals

	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.*





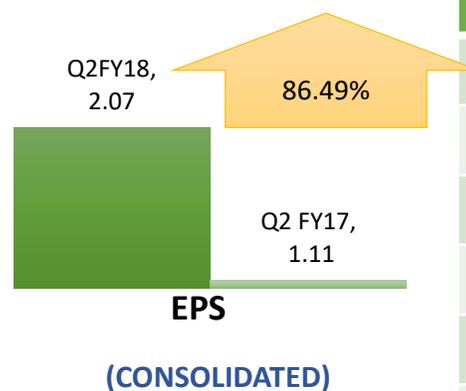
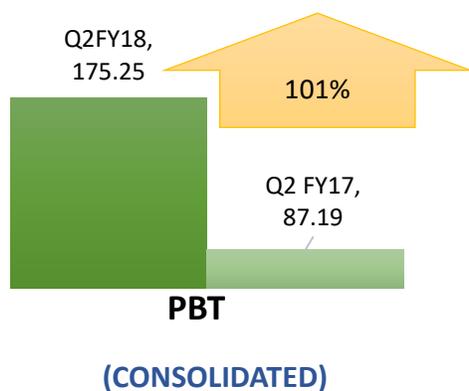
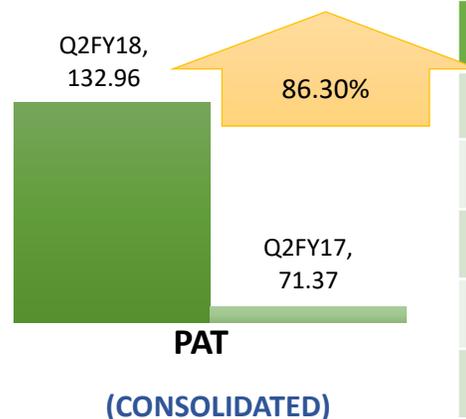
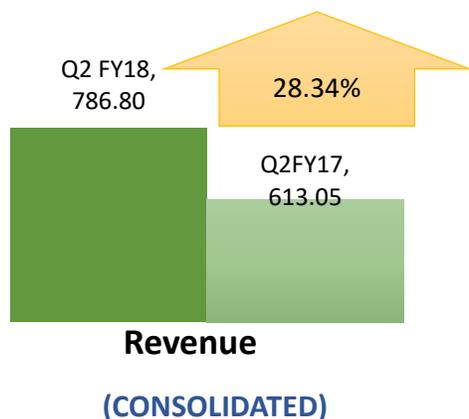
## Business Overview and Strengths

*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.



# Financial Performance : Key Highlights



KILPEST (Consolidated)	Q2 FY18	Q2FY17	FY17
Net sales (net of Excise duty)	786.80	613.05	1616.33
Profit before tax	175.25	87.19	139.69
Profit after tax	132.96	71.37	113.18
Paid up Equity share capital	640.81	640.81	640.81
Reserves	482.88	403.97	482.88
Earnings Per Share (Rs.)	2.07	1.11	1.77

KILPEST (Standalone)	Q2FY18	Q2FY17	FY17
Net sales (net of excise duty)	579.88	542.23	1300.65
Profit before tax	54.90	55.18	27.13
Profit after tax	44.44	49.25	22.99
Paid up Equity share capital	640.81	640.81	640.81
Reserves	466.08	466.03	466.08
Earnings Per Share (Rs.)	0.69	0.77	0.36

Rs. In Lakhs



## Present Market Overview

The half yearly sales has been better despite bad/unevenly spread monsoon, due to Government sales for Public Health for 25 million Rupees. As was mentioned in earlier update.

In 3<sup>rd</sup> quarter also Government order worth 10-15 million Rupees are expected from Government for Public Health.

This year due to less rains, area under Chickpea( Chana) cultivation is increasing, which augurs well for company products sales.

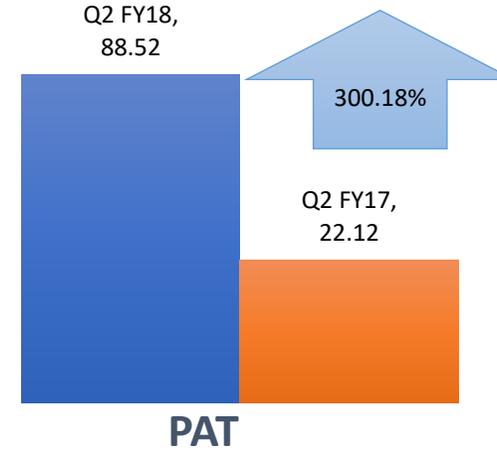
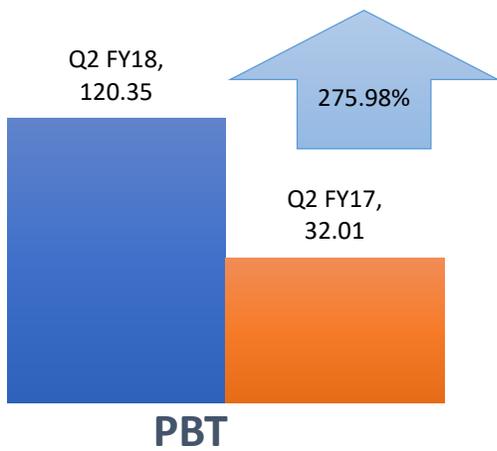
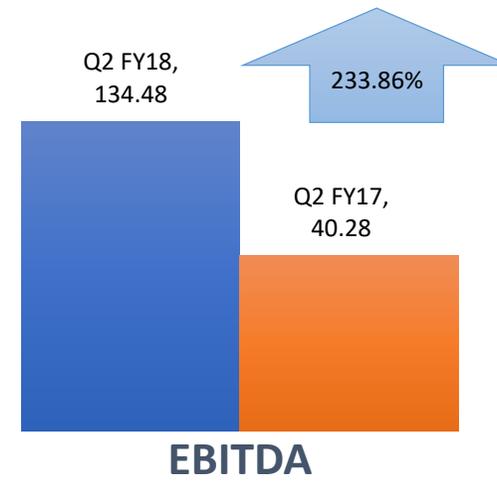
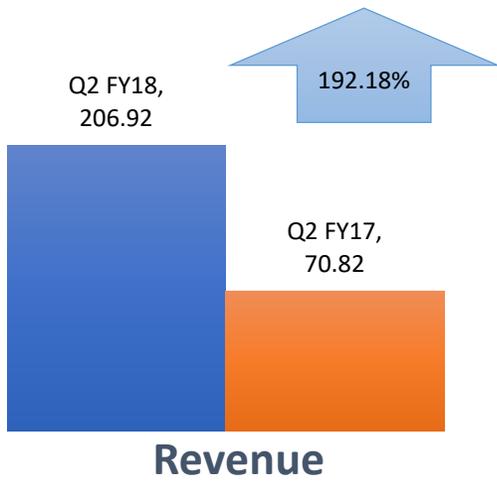
This year company will focus its sales more on Mango Crop in 3/4<sup>th</sup> quarter, with all above efforts the year should end well for the Agrochemical .

Detailed Presentation for the subsidiary follows:





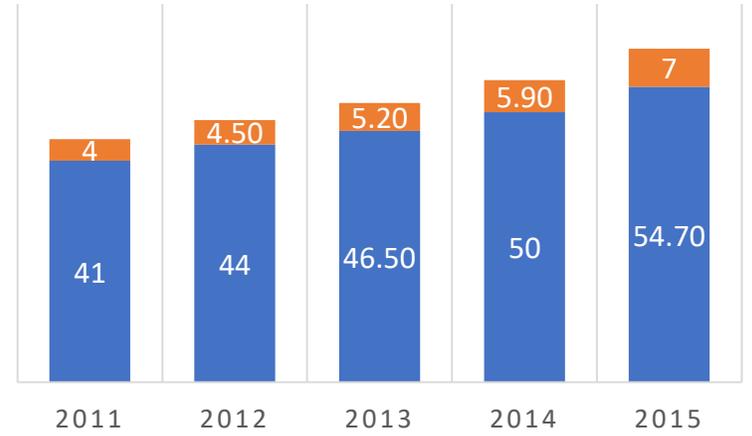
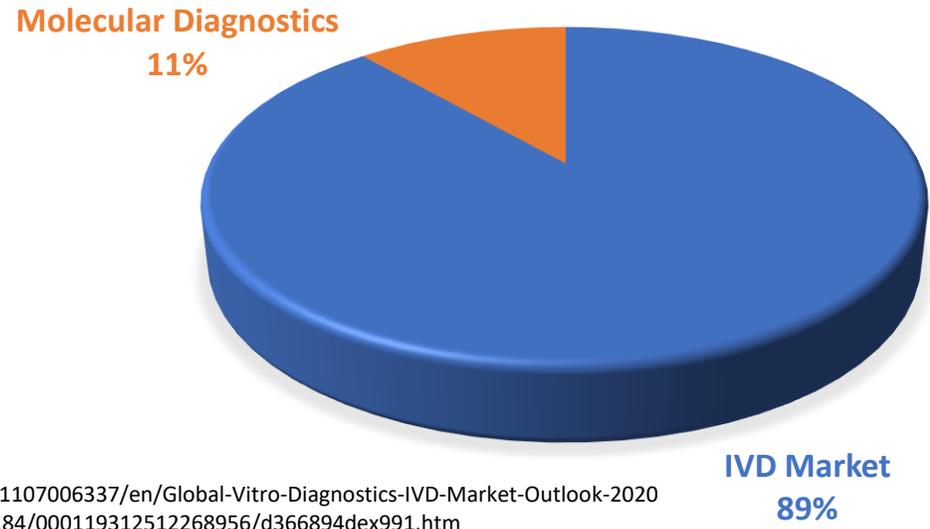
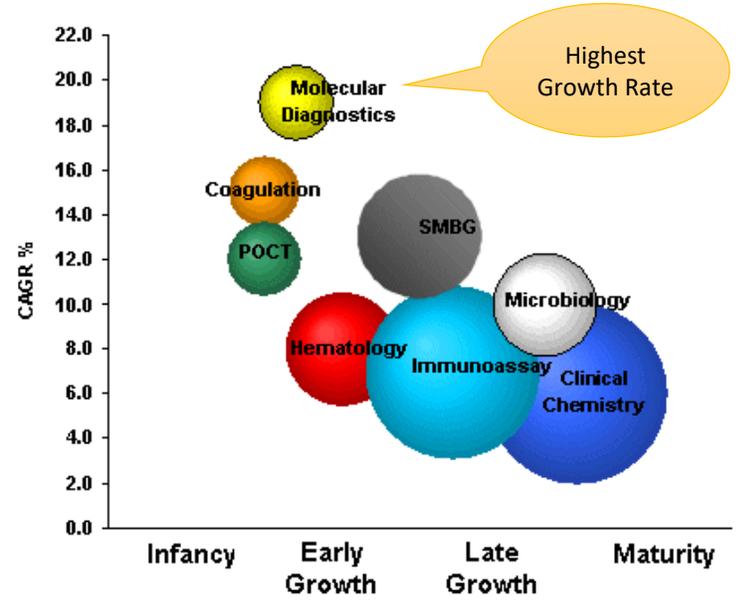
# Financial Highlights- 3B BlackBio Biotech (Q2 FY18)



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.



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

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



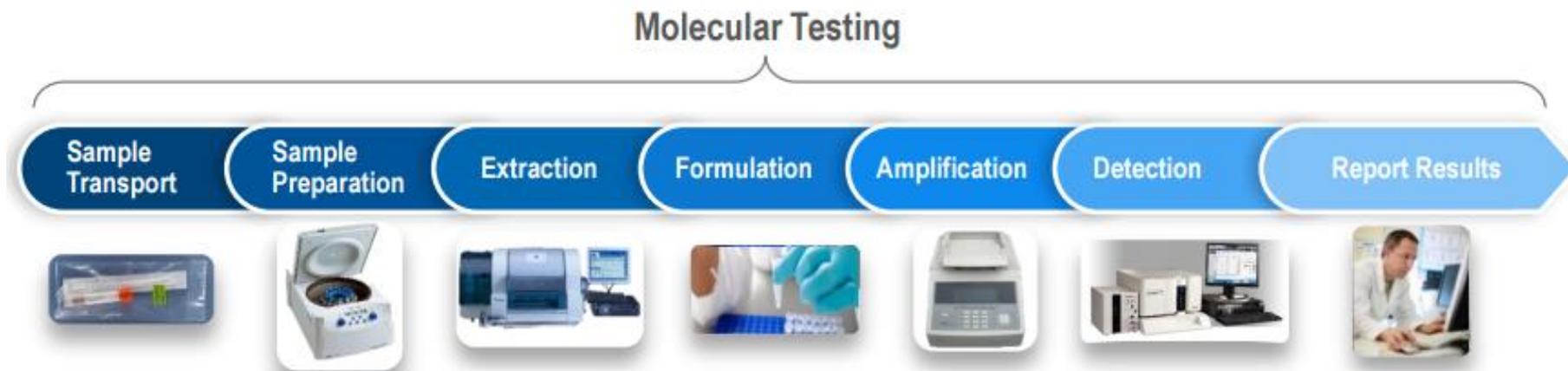
## Demand drivers for the Indian Diagnostic Industry

- 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).



# 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





## New Customers added in Q2 2017-18

- Leading Diagnostic lab added as customer in Pune.
- Multi-Speciality hospital added in Kolkata
- Leading Muti-Speciality hospital added in Hyderabad
- Multi-Speciality hospital added in Dehradun.
- Diagnostic lab added in Kanpur, Patna and Coimabatore
- Leading diagnostic lab started in Hyderabad.
- Few other tests started by existing customers.

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





# Products in Pipeline

- **Below 3 assays are ready, requiring final validation will be launched in Q3 FY18-**
  - EGFR Mutation Analysis(A major cause of lung cancer)
  - AML/ALL Panel ( Leukemia causing mutations)
- **Coagulation Prognostic Panel**
  - Factor V Mutation Detection- *specific gene mutation that results in an increased tendency to form abnormal blood clots that can block blood vessels hence diagnosis required by clinician/ surgeons.*  
**HAS BEEN LAUNCHED IN 2<sup>ND</sup> QUARTER**
- **The below two parameters are under final stages of development shall be launched in 3<sup>rd</sup> quarter**
  - Factor II Mutation Detection- *human gene mutation that increases the risk of blood clots hence diagnosis required by clinicians/ surgeons.*
  - MTHFR Mutation Detection- *MTHFR gene mutation can change the drug response in patients hence diagnosis required by clinicians.*
- **The below parameter is very imp to diagnose and treat TB patient, is under R&D hopefully will be launched in next year.**
  - 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.*



## 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> 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>	TRUPCR® Rifampicin Resistant MTB Detection Kit	<i>Extraction of MTBC DNA from any sample type, detection of MTB &amp; Rifampicin resistance mutations</i>
<b>Coagulation Prognostic Panel</b>	TRUPCR® Factor V Leiden mutation.	<i>Detection of Factor V Leiden mutation on real-time PCR</i>
<b>Blood-borne viruses</b>	TRUPCR® HBV QT kit (Real-Time PCR)	<i>Detection and quantitation of HBV on real-time PCR</i>
	TRUPCR® HCV QT kit (Real-Time PCR)	<i>Detection and quantitation of HCV on real-time PCR</i>
	TRUPCR® HIV QT kit (Real-Time PCR)	<i>Detection and quantitation of HIV on real-time PCR</i>
	TRUPCR® HCV Genotyping kit	<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>	TRUPCR® Dengue Detection kit	<i>Detection of Dengue viruses on real-time PCR</i>
	TRUPCR® Chikungunya Detection kit	<i>Detection of chikungunya viruses on real-time PCR</i>
	TRUPCR® Malaria Detection kit	<i>Detection of Malaria parasites on real-time PCR</i>
	TRUPCR® Dengue / Chikungunya RT PCR Kit	<i>Simultaneous detection of Dengue &amp; Chikungunya viruses on real-time PCR in One kit</i>
<b>Women's Health</b>	TRUPCR® HPV 16/18 QT Kit	<i>Detection &amp; differentiation of HPV 16 and HPV 18 serotypes on real-time PCR</i>
	TRUPCR® HPV Kit	<i>Detection of HPV DNA on thermal cycler and detection &amp; analysis on gel</i>
	TRUPCR® HPV Genotyping Kit	<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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