



KILPEST INDIA LIMITED

REGD. OFFICE & FACTORY :

7-C, INDUSTRIAL AREA, GOVINDPURA, BHOPAL - 462 023 (INDIA)

Tel : (91-755) 2586536, 2586537, 2586439

FAX NO. : (91-755) 2580438

Email : kilpest@bsnl.in

kilpestbpl@yahoo.co.in

visit us at : www.kilpest.com

CIN : L24211MP1972PLC001131

November 10, 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

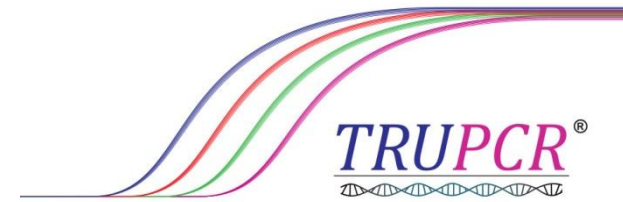
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Farmers trusted Agro-input partner for 44 years



3B BlackBio Biotech India Ltd.



Reliable & affordable healthcare diagnostics solutions

INVESTOR PRESENTATION

NOVEMBER 2018

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

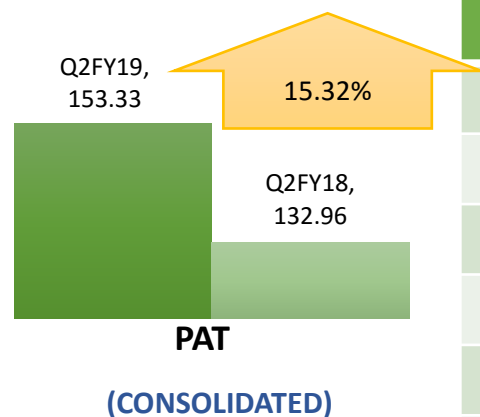
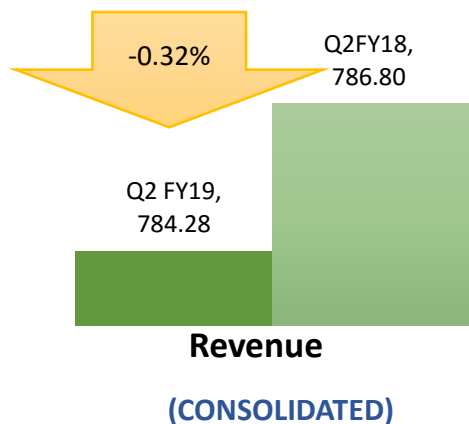
Company to increase its focus on brand building on Micro fertilizers / Bio fertilizers and Public Health Products.

Business Overview and Strengths

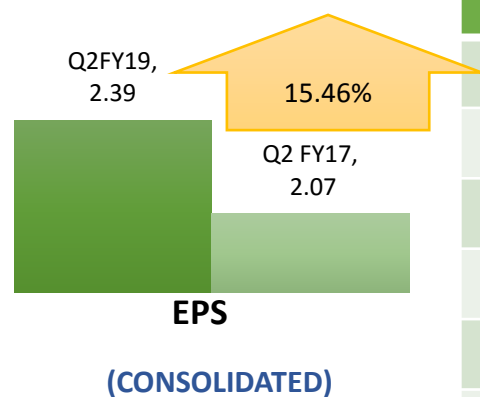
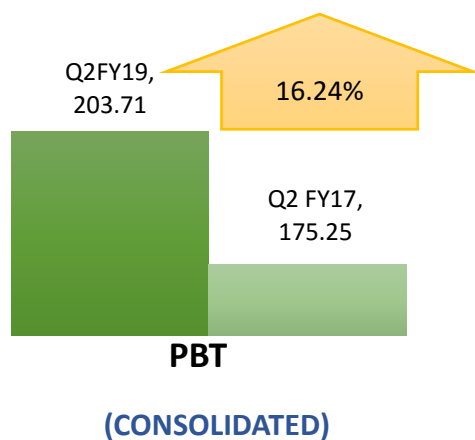
Experienced team & state of art facility located in center of India- with GST implementation this should give a boost to the company

- 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.
- 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)	Q2 FY19	Q2FY18	FY18
Net sales (net of Excise duty)	784.28	786.80	2321.27
Profit before tax	203.71	175.25	451.6
Profit after tax	153.33	132.96	342.61
Paid up Equity share capital	640.81	640.81	640.81
Reserves	873.88	482.88	727.64
Earnings Per Share (Rs.)	2.39	2.07	5.35



KILPEST (Standalone)	Q2 FY19	Q2FY18	FY18
Net sales (net of excise duty)	511.58	579.88	1556.22
Profit before tax	24.70	54.90	56.89
Profit after tax	19.94	44.44	52.00
Paid up Equity share capital	640.81	640.81	640.81
Reserves	504.70	466.08	484.08
Earnings Per Share (Rs.)	0.31	0.69	0.81

Rs. In Lakhs

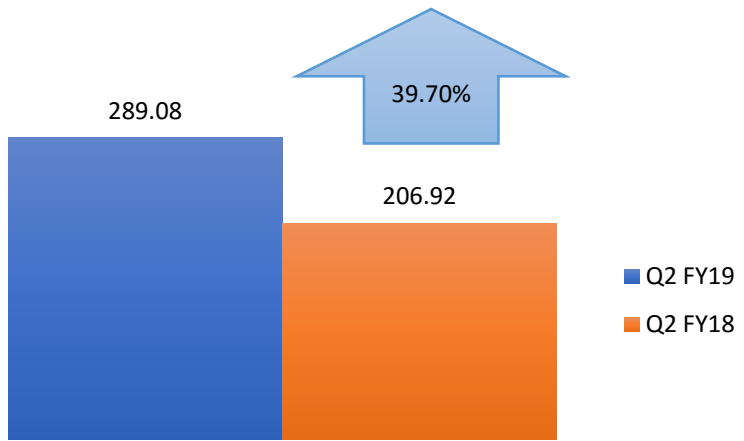
Present Market Overview/Outlook

- 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.
- Company has entered in Rate Contract with Central Warehousing Corporation, New Delhi, for supply of agrochemicals to Warehouses across India. Company expects business worth Rs.8-10 million from them, during the year.
- Due to less rains, area under chickpea (Chana) cultivation will increase hopefully with pest infestation will august well for company's sales in coming months.
- 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.

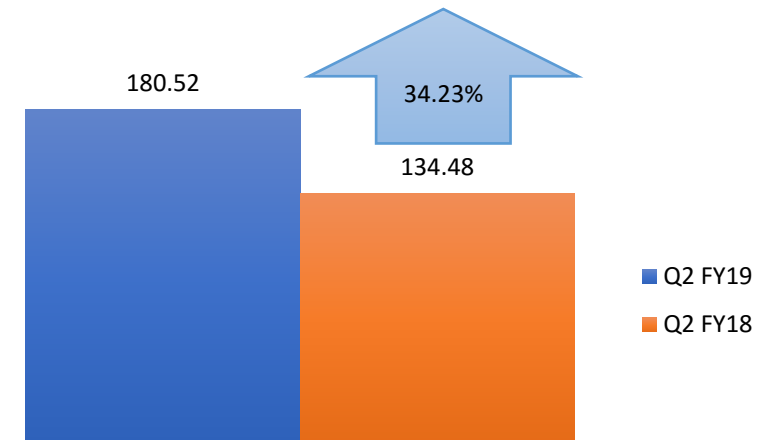
Detailed Presentation for the subsidiary follows:



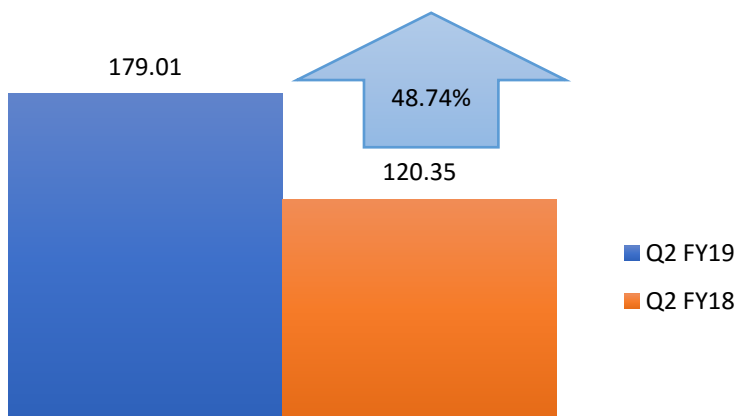
Financial Highlights- 3B BlackBio Biotech (Q2 FY19)



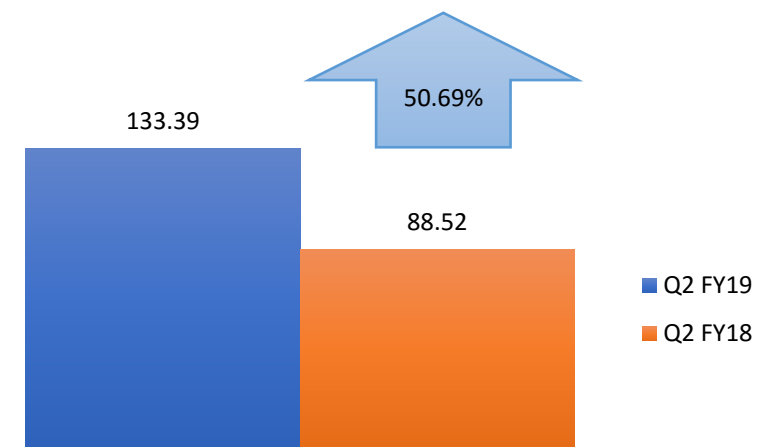
Revenue



EBITDA



PBT



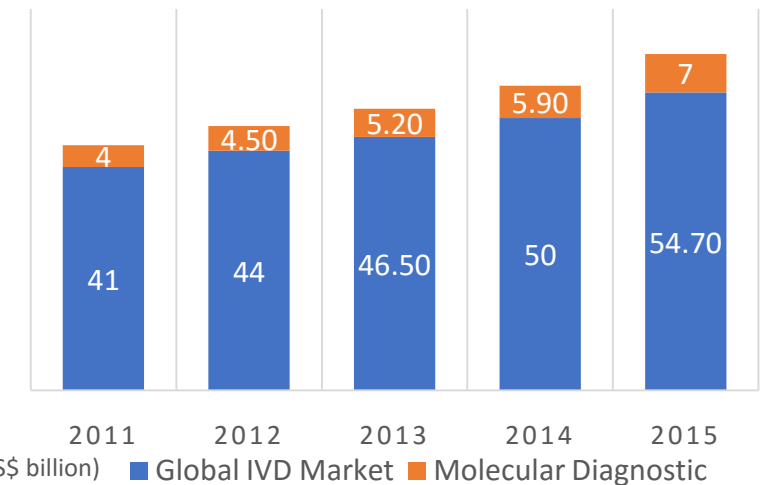
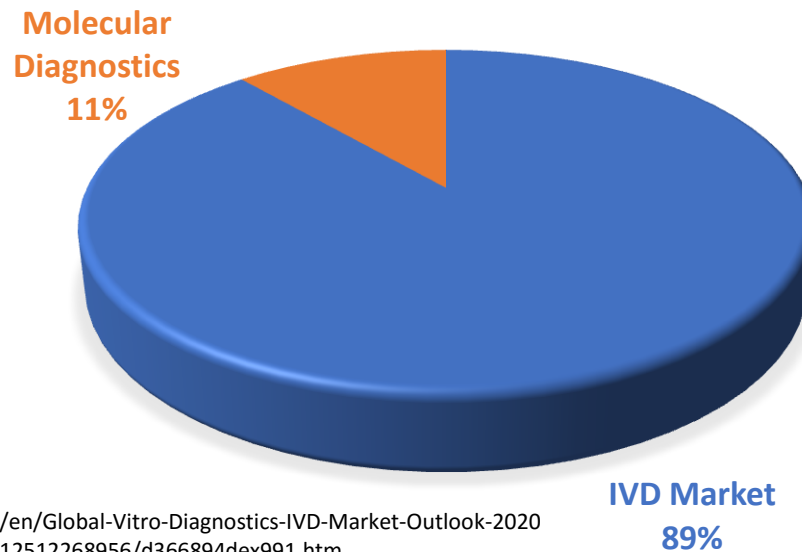
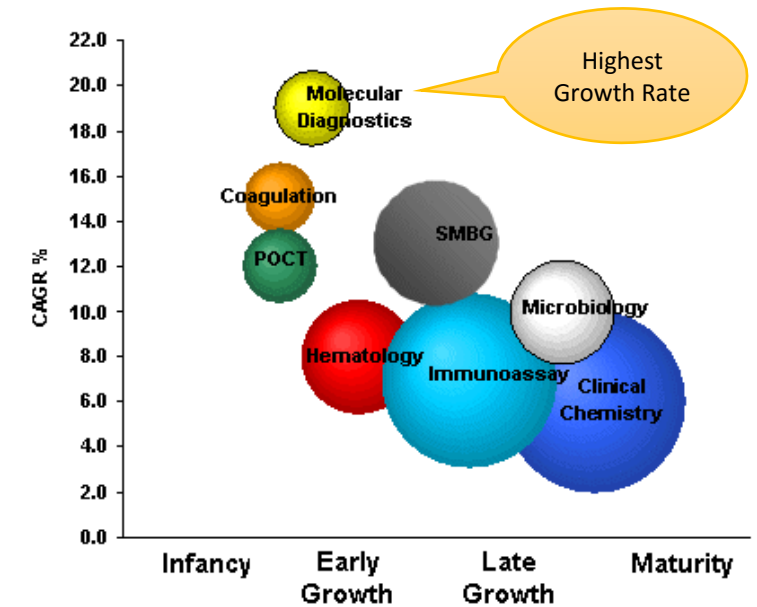
PAT



Rs. In Lakhs.

Industry Potential- Molecular Diagnostics

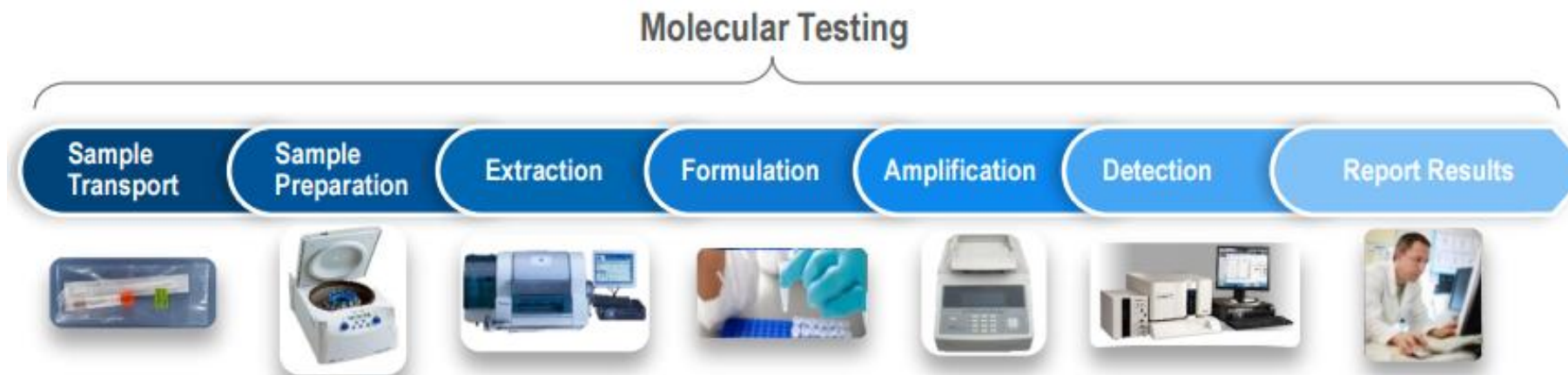
- The global IVD Market US\$ 54.7 billion in the year 2015 (CAGR of 5-6%)¹
- Molecular Diagnostic Market US\$ 7 billion (CAGR of 10-15%)²
- The current market size for next generation diagnostics (including molecular diagnostics) in India vary from Rs. 700 – Rs. 800 crores and is expected to grow by 15% to 20% annually.



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>

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.





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).





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 Q2 2018-19

Genetic Laboratory

Medical College

Medical College

Standalone Diagnostic Laboratory

Standalone Diagnostic Laboratory

Standalone Diagnostic Laboratory

Standalone Diagnostic Laboratory

Standalone Diagnostic Laboratory

Pune

Ludhiana

Amritsar

Hyderabad

Delhi

Jaipur

Lucknow

Gorakhpur

Sample Kits approved in Bangladesh, soon order will follows

Several Parameters started with Existing Customers



New Products Launched in Q2 2018-19

- TRUPCR® Zika virus - Detection Kit Detection of Zika virus on real-time PCR
- TRUPCR® AML Panel Kit - Qualitative detection of diagnostic markers (AML1-ETO, CFBF-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. (also marketed as Individual tests)
- 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. (also marketed as Individual tests)
- TRUPCR® Leukemia Panel Kit - Detection of E2A-PBX1, TEL/AML1, MLL-AF4, BCR-ABL1, CFBF MYH11, AML1-ETO, PML-RARA & ABL1 in single panel kit on real-time PCR. (also marketed as Individual tests)
- TRUPCR® MPN Mutation Panel Kit - Detection of BCR-ABL1, JAK-2, CALR & MPL in single panel kit on real-time PCR . (also marketed as Individual tests)
- TRU PCR® Thrombophilia Panel Kit - Detection of 3 Markers - Factor V, Factor II, MTHFR in single panel kit on real-time PCR
- Tropical fever Panel - Includes Dengue, Chikungunya, Malaria, Leptospira, S.Typhi, Rickettsia spp., Westnile Virus. (in one combined panel)



Products in Pipeline

- **Respiratory Panel** - Detection of influenza A virus, influenza B virus, influenza C virus, influenza A(H1N1) swl virus, human parainfluenza viruses 1, 2, 3 and 4 ; human coronaviruses NL63, 229E, OC43 and HKU1; human metapneumoviruses A/B, human rhinovirus, human respiratory syncytial viruses A/B, human adenovirus, enterovirus, human parechovirus, human bocavirus, *Pneumocystis jirovecii*, *Mycoplasma pneumoniae*, *Chlamydomphila pneumoniae*, *Streptococcus pneumoniae*, *Haemophilus influenzae* type B, *Staphylococcus aureus*, *Moraxella catarrhalis*, *Bordetella* spp., *Klebsiella pneumoniae*, *Legionella pneumophila/ longbeachae*, *Salmonella* spp. & *Haemophilus influenzae*.

This panel can also marketed as Individual tests (~33) and separately Bacterial & Viral respiratory panels.

- Looking into the Drug resistance development in Tuberculosis company has started R&D on adding few more drugs resistance parameters to the existing Rifampicin resistance detection kit for TB.
- HPV 14 High Risk detection real-time PCR kit is in the final stage of R&D.

Company has started developing following 2 parameters / panel on NGS & hopefully in 2-3 quarters it can be launched-

- BRCA 1 & 2 Mutation Detection kit alongwith few more genes relevant to Breast cancer
- Panel for Lung Cancer with 10 genes



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 2.5 Crore (Rupees Two Crore Fifty Lakh) total from these five accounts.
- Another one contract is in progress and hopefully should be materialize in third quarter.



Facility Expansion

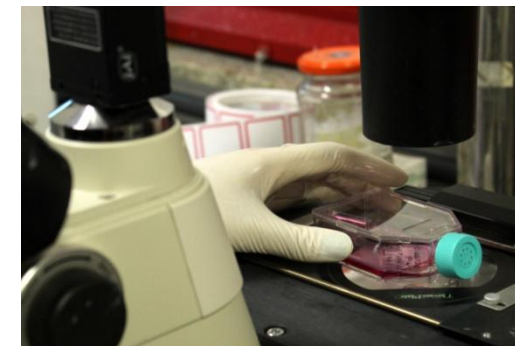
Next Gen Sequencing (NGS) Facility

- 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 Kits

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.
	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
	TRUPCR® Toxoplasma Detection Kit	Detection of Toxoplasma on real-time PCR

* All Markers are also available as individual test.

Drug Resistance	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
	TRUPCR® Carbapenem resistance Detection Kit	Detection of organisms carrying integron and plasmid encoded carbapenemase enzymes on real-time PCR
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
Tropical Diseases	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
	TRUPCR® Dengue Detection Kit	Detection of Dengue virus on real-time PCR
	TRUPCR® Chikungunya Detection Kit	Detection of chikungunya virus on real-time PCR



Other Molecular Biology Products

Nucleic Acid Extraction Kit

TRUPCR® MTB Extraction Kit	<i>For MTB, MTB/NTM, MDR-TB, XDR-TB</i>
TRUPCR® Tissue DNA Extraction Kit	<i>For HPV16/18, HPV HR, CT/NG</i>
TRUPCR® Blood DNA Extraction Kit	<i>For JAK-2, CALR, MPL, AML Panel, ALL Panel, FLT-3, C-Kit, Malaria</i>
TRUPCR® Blood RNA Extraction Kit	<i>For BCR-ABL, PML-RARA, AML-ETO, Inv16, AML Panel, ALL Panel</i>
TRUPCR® Viral RNA Extraction Kit	<i>For H1N1, Dengue, Chikungunya</i>
TRUPCR® Total Viral Nucleic Acid Extraction Kit	<i>For HBV, HCV, HIV1, HIV1/2, HCV Genotyping, CMV, HSV1/2, EBV, BKV, Dengue, ChikV, NAAT</i>
TRUPCR® FFPE Nucleic Acid Extraction Kit	<i>For EGFR, KRAS, BRAF, NRAS</i>
TRUPCR® Panel Extraction Kit	<i>AML, ALL, MPN, Leukemia Panel</i>

Our Life science Product Range-

- PCR Enzymes
- PCR Master Mixes
- Real time PCR Master Mixes
- Reverse Transcription PCR Enzymes
- Reverse Transcription PCR Master Mixes
- dNTPs
- Molecular Biology Reagents
- Reagents for Electrophoresis
- DNA Markers
- Nucleic Acid Extraction Kits
- AG Food Kits
- Teaching Kits
- Equipment

For further information, please contact:

KILPEST INDIA LIMITED

7-C Industrial Area , Govindpura, Bhopal- 462023[M.P.] INDIA

Phone :: +91-755-2586536

Fax :: +91-755-2580438

Website :: www.kilpest.com

Email :: kilpest@bsnl.in

kilpestbpl@yahoo.co.in

3B BLACKBIO BIOTECH INDIA LIMITED

7-C Industrial Area , Govindpura, Bhopal- 462023 [M.P.] INDIA

Phone :: +91-755-4077847

Fax :: +91-755-2580438

Website :: www.3bblackbio.com

Email :: info@3bblackbio.com