



KILPEST INDIA LIMITED

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November 11, 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,

NIKHIL KUBER DUBEY WHOLETIME DIRECTOR

Encl: a/a







Reliable & affordable healthcare diagnostic solutions

Farmers trusted Agro-input partner for 46 years

INVESTOR PRESENTATION November 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

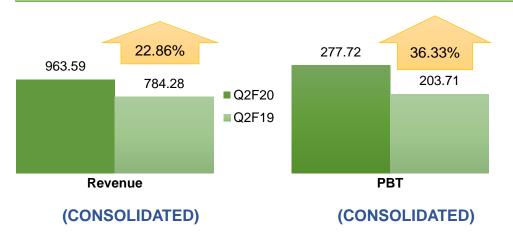
- 46yrs old Pesticide Formulation Company, well established in central India, strong brand equity in central India especially in Madhya Pradesh and Chhattisgarh.
- Strong distribution reach through depot and dealers in Central India.
- Company continuously developing Bio-Fertilizers and Bio-Pesticides. 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, Ministry of Health & Family Welfare and other State Government Departments and various Delhi Municipal Corporations.
- 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 has reduced its debt position substantially and now only working capital limit of Rs 1.67 Crores is being used which will also be reduced to Rs 1 Crore by end of next financial year.



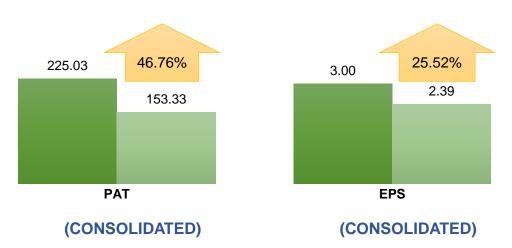




Financial Performance: Key Highlights



KILPEST (Consolidated)	Q2 F20	Q2 FY19	FY19
Net sales	963.59	784.28	2327.67
Profit before tax	277.72	203.71	695.14
Profit after tax	225.03	153.33	524.17
Paid up Equity share capital	750.81	640.81	640.81
Reserves	1133.76	727.64	1133.76
Earnings Per Share (Rs.)	3.00	2.39	8.18



KILPEST (Standalone)	Q2 F20	Q2 FY19	FY19
Net sales	587.43	511.58	1208.74
Profit before tax	47.15	24.70	44.15
Profit after tax	44.41	19.95	42.97
Paid up Equity share capital	750.81	640.81	640.81
Reserves	486.21	484.08	486.21
Earnings Per Share (Rs.)	0.59	0.31	0.67

Rs. In Lakhs



Present Market Overview/Outlook

- Kilpest the sales has an increase of 18% as compared to half year ended Sept 2018 which is mainly because the company has supplied to HLL Life Care Ltd for Delhi Municipal Corporation Public Health Supplies, Central Warehousing Corporation, U. P. State Warehousing Corporation.
- The borrowings are brought down to Rs 167.12 Lacs from 405.19 lacs as compared to year ended March 2019 which has resulted a decrease in cost of finance.
- The other income is on account of receipt of Rs 17.00 lacs in form of interest on delayed payment from Health Department, Govt. of M.P.. also the company received dividend from its investment in the subsidiary company all these factors combined has resulted and increase in the PAT, as compared to half year ended Sept 2018.
- This year the monsoon has been exceptionally good as such the management foresee a very good Rabi season for agribased industries and foresee a reasonable growth in revenue as well as in profitability.

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



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

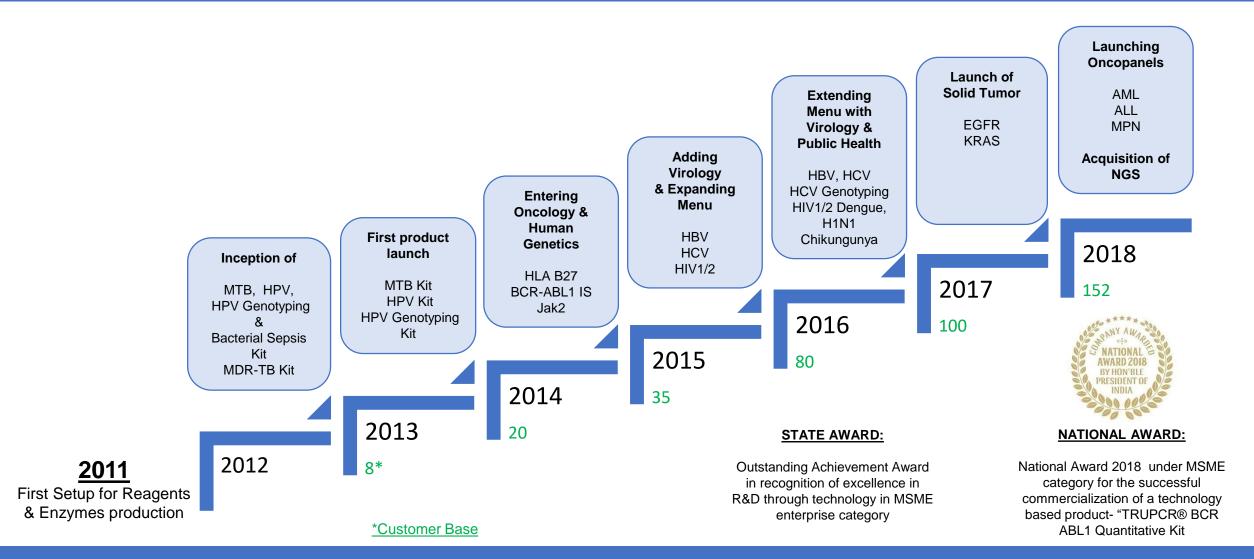
Mission

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







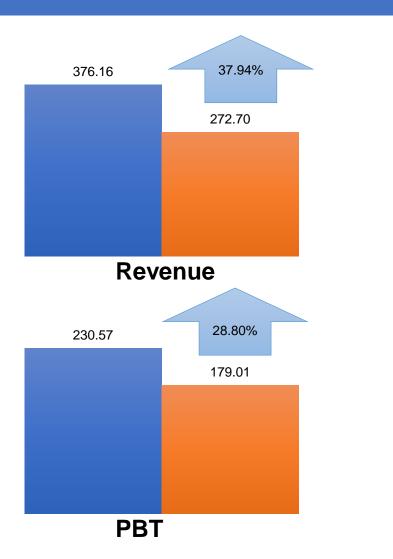
Growth Canvas

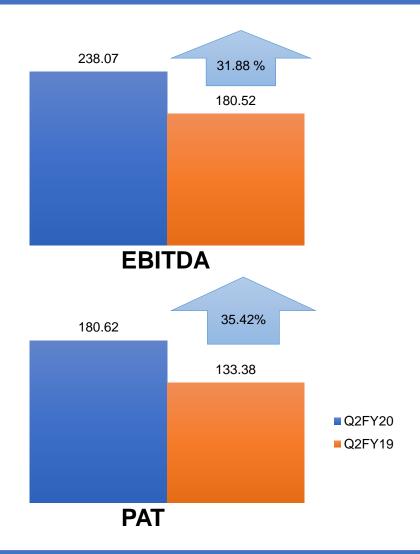






Financial Highlights Q2-FY20





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 & amp; analysis.

OPEN SYSTEM

No need for any special consumables like tubes or cartridges, compatible with most of the Real-time PCR Equipment.





Our Team



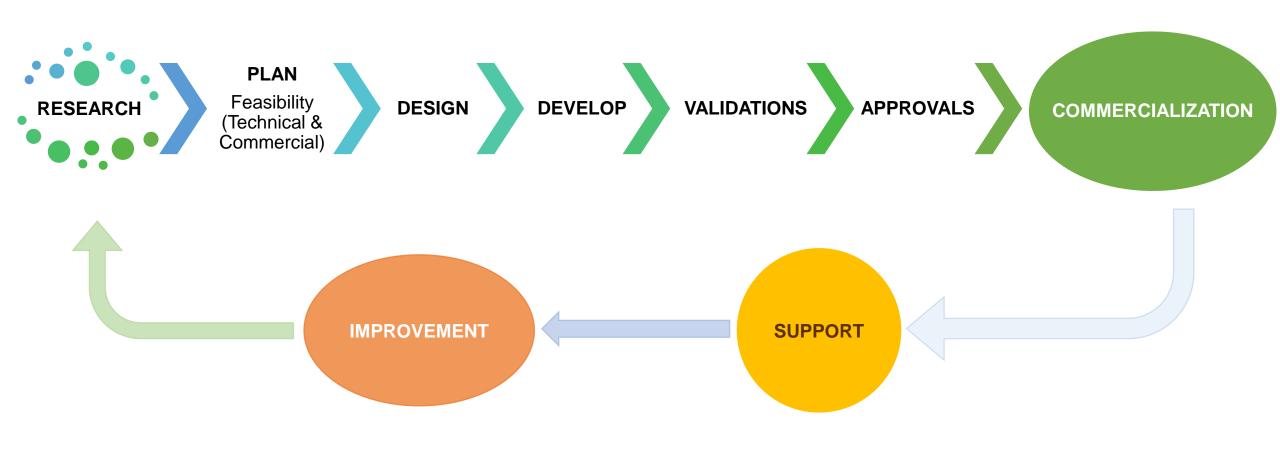


- A team of **highly motivated individuals** who seek to bring a positive change in the lives of people through their hard work and dedication.
- We are a **group of molecular biologists** working towards a common goal of **developing reliable molecular tools** which can help **healthcare practitioners** 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 realtime 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



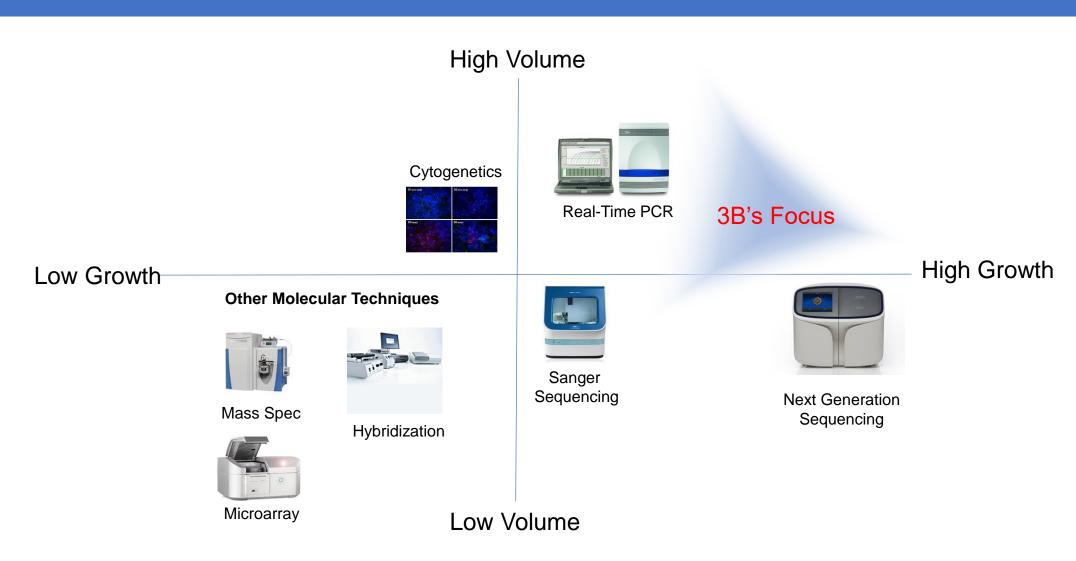








Technology Focus





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.



MOLECULAR DIAGNOSTICS MARKET

Global Market Insights

Insights to innovation



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%

Source-https://www.gminsights.com/pressrelease/molecular-diagnostics-market-size





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.
	TRUPCR® JAK2 Kit	Reporting of Major transcripts ratios on WHO IS. Detection of Jak2 V617F with 1% internationally validated (third party)
	TRUPCR* JAK 2 OT Kit	cut-off control Detection and avantitation 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, CBFB MYH11, BCR ABL1 and PML RARA) and prognostic markers (FLT3 ITD/TKD, CKIT 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 acut lymphoblastic leukaemia.
* All Markers are also available as	TRUPCR® Leukemia Panel Kit®	Detection of E2A-PBX1, TEL-AML1, MLL-AF4, BCR-ABL1, CBFB MYH11, AML1-ETO, PML-RARA & ABL1 in single panel kit on real- time PCR
individual test.	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
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
Women's Health	TRUPCR® HPV 16/18 Kit	Detection & differentiation of HPV 16 and HPV 18 genotypes on real-time PCR $$
	TRUPCR® HPV HR kit	Detection of 14 High risk HPV genotypes on real-time PCR
Tropical Diseases	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

Nucleic Acid Extraction Kit

Blood-borne viruses	TRUPCR® HBV QT Kit (Real-Time PCR) - RUO				
	TRUPCR® HCV QT Kit (Real-Time PCR) - RUO				
	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 rea 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			

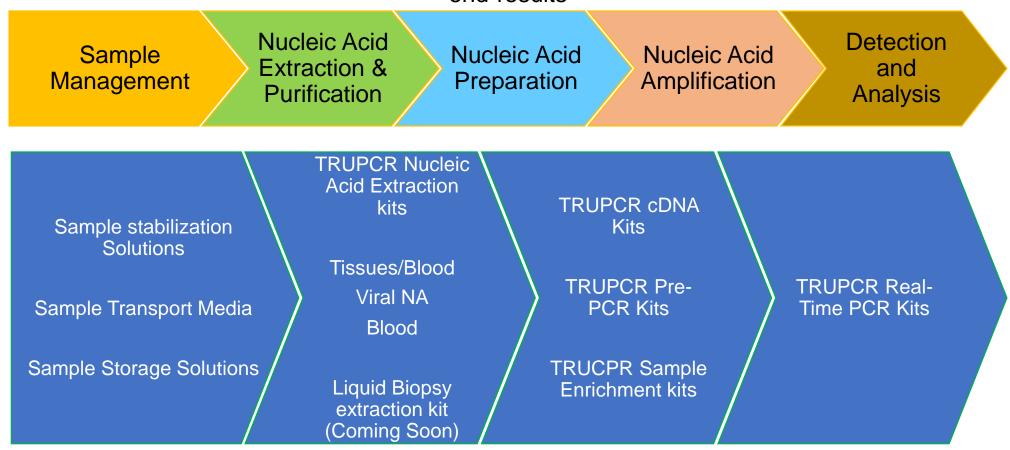
TRUPCR® MTB Extraction Kit	For MTB, MTB/NTM, MDR-TB, XDR-TB
TRUPCR® Tissue DNA Extraction Kit	For HPV16/18, HPV HR, CT/NG
TRUPCR® Blood DNA Extraction Kit	For JAK-2, CALR, MPL, AML Panel, ALL Panel, FLT-3, C-Kit, Malaria
TRUPCR® Blood RNA Extraction Kit	For BCR-ABL, PML-RARA, AML-ETO, Inv16, AML Panel, 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





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, Chlamydophila 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.

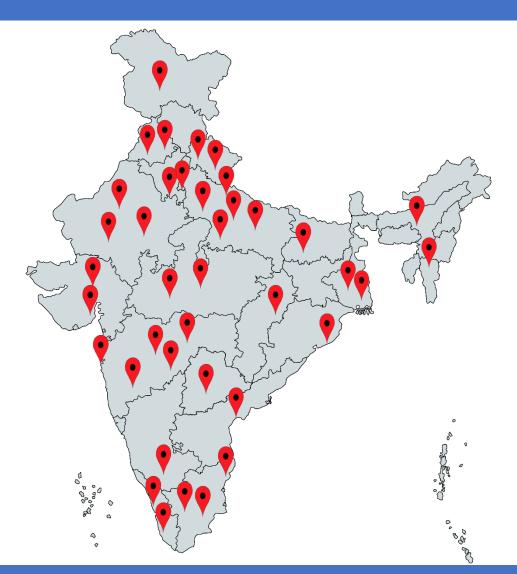
Company has started developing following 2 parameters / panel on NGS & hopefully in 2-3 quarters it can be launched-

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





Our National Presence



TRUPCR® range of products are currently used by:

155+ customers

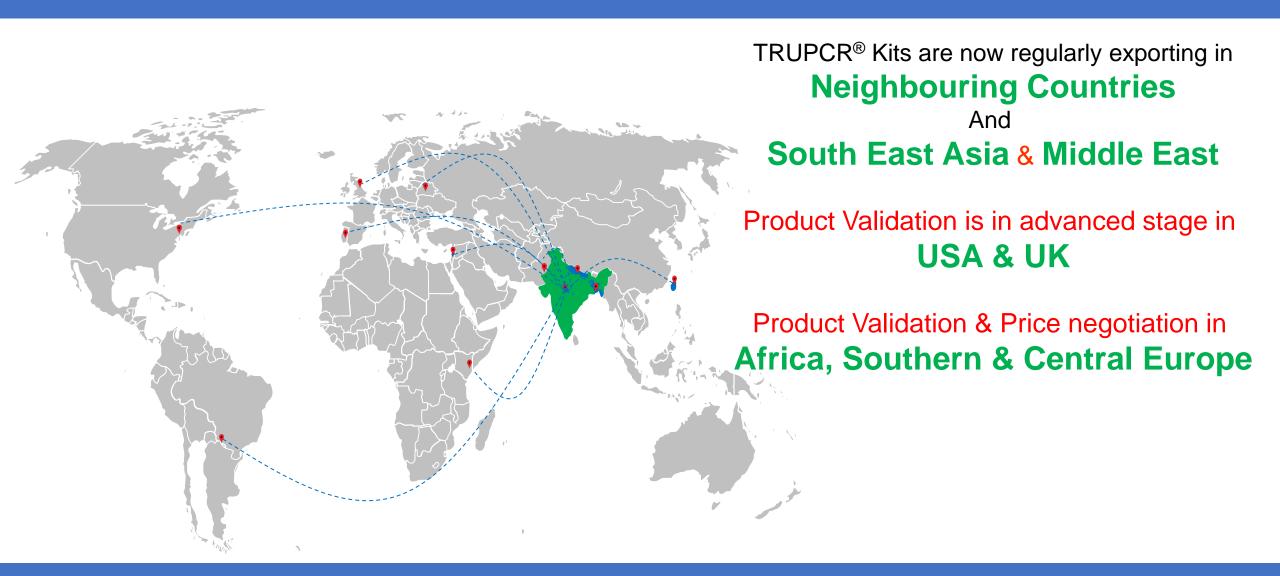
Across

40 Cities





Our Global Presence







New Customers added in Q2 2019-20

National Institute

Renowned Govt. Hospital

Govt. Hospital

Govt. Medical College

Standalone Diagnostic Laboratory

Reputed Cancer Hospital

Regional Diagnostic Laboratory

National Diagnostic Laboratory

Standalone Diagnostic Laboratory

National Institute of Medical Science

National Institute of Medical Science

Standalone Diagnostic Laboratory

Regional Diagnostic Laboratory

Several Parameters started with Existing Customers

Maharashtra

Delhi

Rajashthan (under Tender/ Rate contract)

Rajashthan (under Tender/ Rate contract)

Hyderabad

Kerala (under Tender/ Rate contract)

Kerala

Karnataka

Gujrat

Rajasthan

Uttarakhand

Karnataka

Karnataka





New Products Launched in Q2 2019-20

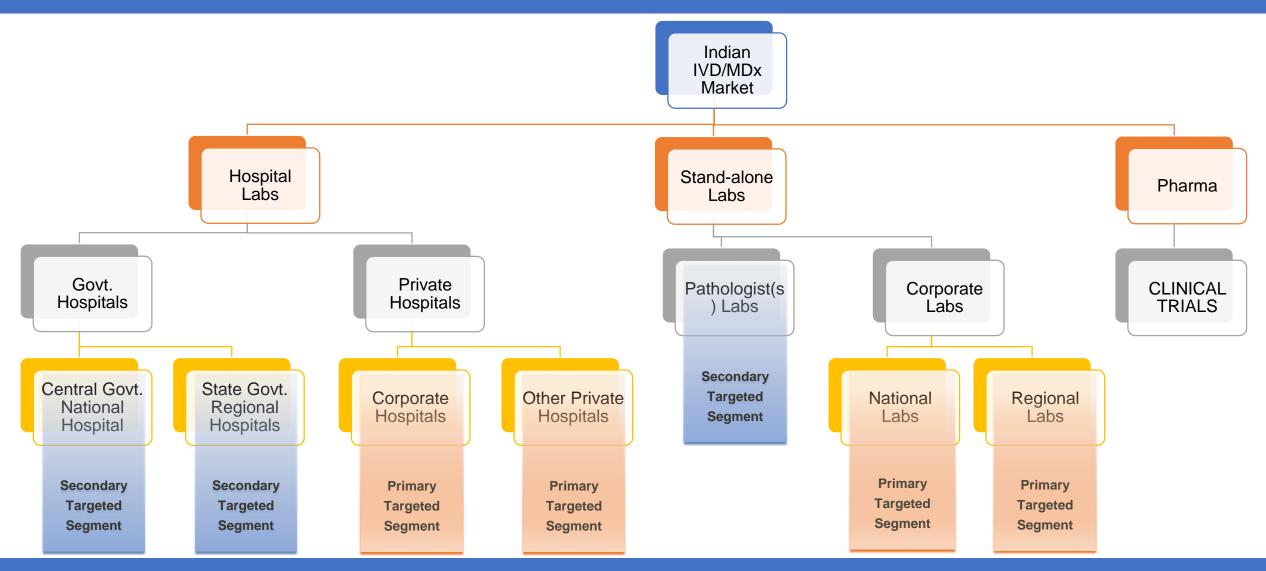
- TRUPCR® HPV 14 High Risk PCR kit
- TRUPCR® STD Panel Chlamydia TrachDetection Real-time omatis, Neisseria Gonorrhoeae, Mycoplasma Genitalium, Herpes Simplex Viruses 1, Herpes Simplex Viruses 2, Gardnerella Vaginalis, Ureaplasma Urealyticum/Parvum, Trichomonas Vaginalis
- TRUPCR® Bacterial Respiratory Panel Includes Staphylococcus Aureus, Streptococcus Pneumoniae, Klebsiella Pneumoniae, Mycoplasma, Salmonella Enterica, Streptococcus Pyogens, Bordetella 1/2/3, Chlamydia, Streptococcus Agalactiae, Acenetobacter Baumanii, Pseudomonas Aerugenosa, Legionella, Haemophillus Influenzae, Moraxella

Several other assays are in the advanced R&D stage





Target Customer Segments





TRUPCR® Global Recognition

Only INDIAN
company listed
in global survey*

*Survey conducted by Diaceutics UK

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	Х	Х	WHO	Х
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	Х
Turkey	Onkotest – Detection BCR-ABL (p210) Real Time Quant PCR	MR3.0	Х	Х	WHO	Х
USA	Cepheid Gene Xpert	MR4.0	√	✓	v1 –sample exchange v2- WHO	Х
USA	Cepheid Ultra	MR4.5	√	✓	WHO	X
USA	EntroGen BCR-ABL p210 (Mbcr) One-Step Detection Kit	MR5.0	Х	✓	WHO	Х
USA	Asuragen QuantideX BCR-ABL IS CMR	MR4.7	✓	Х	WHO	Х
USA	MolecularMD BCR- ABL1IS MR3 AssayTM	MR3.0	Х	Х	WHO	Х





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 six contracts running, which ensures yearly business of up to Rs. 40-45 Million total from these six accounts.
- Company is looking for doing more such contracts.

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.
- Company has got 2 Rate Contract approval for Molecular Diagnostic Kit supplies upto Mar'20 in a renowned Hospital in Rajasthan and successfully completed 3 orders.
- Company has got Rate Contract approval for Molecular Diagnostic Kit supplies upto Mar'21 in a State Cancer Hospital in Kerala and successfully completed 1 order.





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 been 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), BhopalThe award was received by Mr. Dhirendra 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