



KILPEST INDIA LIMITED

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Ref. No.P-66/
August 7, 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

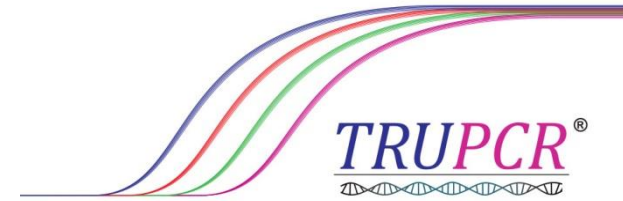
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Farmers trusted Agro-input partner for 44 years



3B BlackBio Biotech India Ltd.



Reliable & affordable healthcare diagnostics solutions

INVESTOR PRESENTATION

AUGUST 2018

Safe Harbor

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Kilpest Existing Products

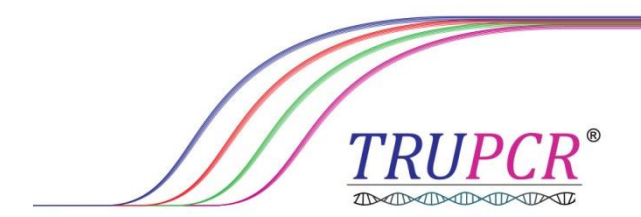
Chemicals

	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.





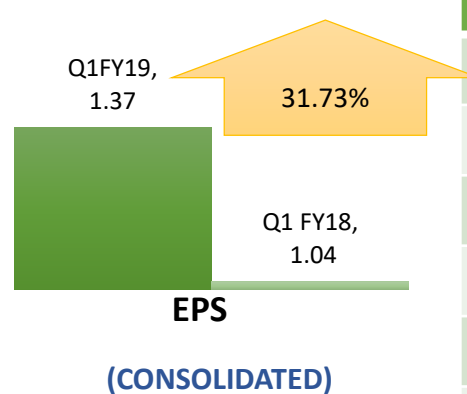
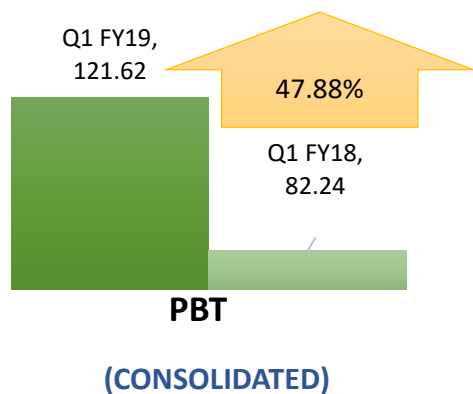
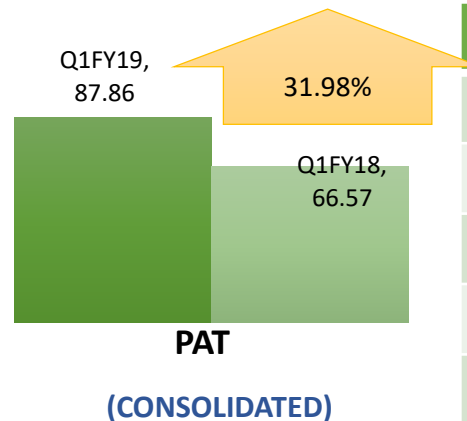
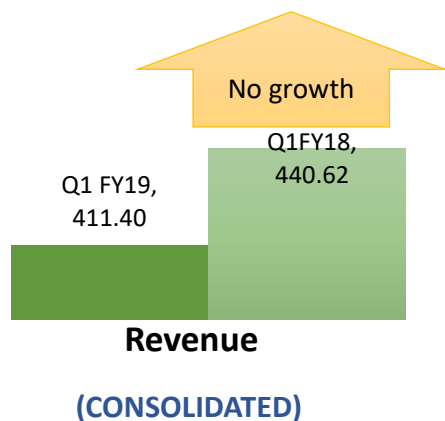
Business Overview and Strengths

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

- 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)	Q1 FY19	Q1 FY18
Net sales (net of Excise duty)	411.40	440.62
Profit before tax	121.62	82.24
Profit after tax	87.86	66.57
Paid up Equity share capital	640.81	640.81
Reserves	811.28	482.87
Earnings Per Share (Rs.)	1.37	1.04

KILPEST (Standalone)	Q1 FY19	Q1 FY18
Net sales (net of excise duty)	203.70	282.60
Profit before tax	0.84	2.56
Profit after tax	0.68	2.07
Paid up Equity share capital	640.81	640.81
Reserves	484.76	466.08
Earnings Per Share (Rs.)	0.01	0.03

Rs. In Lakhs



Present Market Overview/Outlook

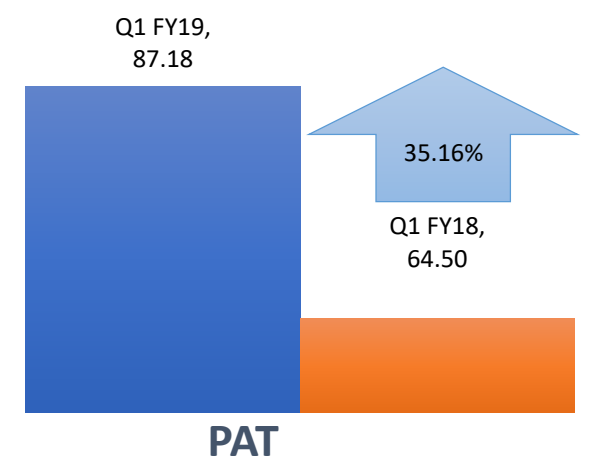
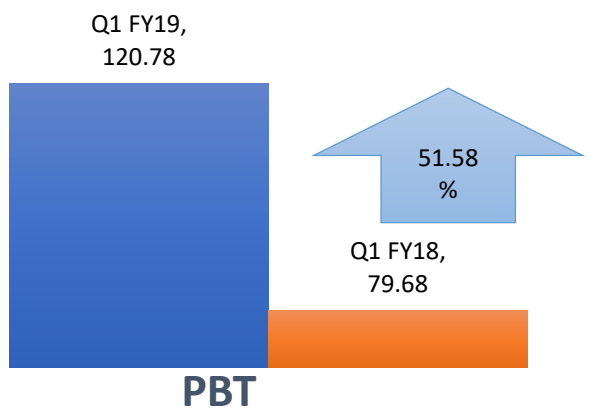
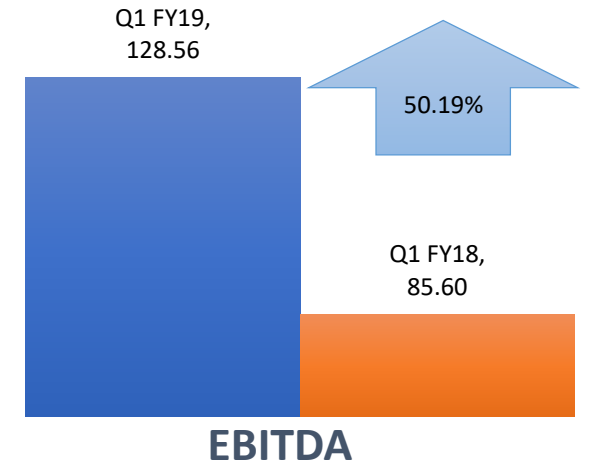
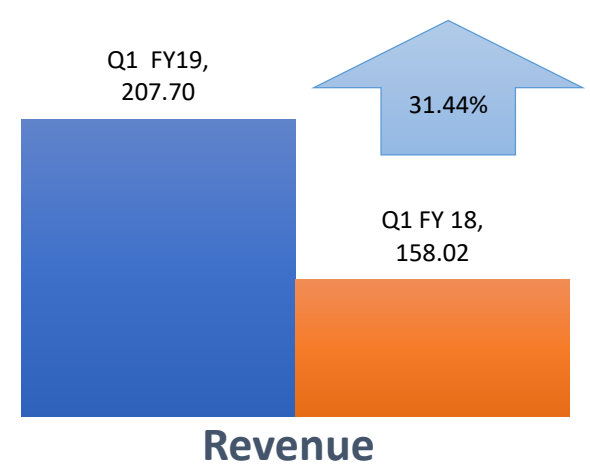
- The first quarter sales could have been higher by 72 lacs, had the material produced for Gujarat Government being dispatched in the first quarter, which is subsequently dispatched in second quarter, for want of inspection report, it was delayed.
- Company shall continue to increase further focus on 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:





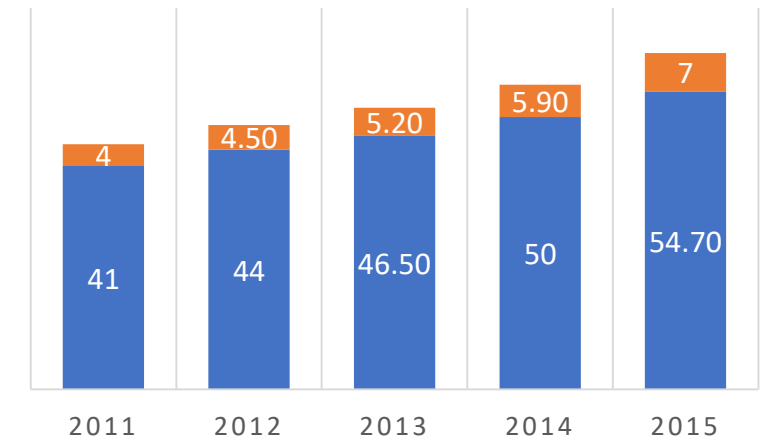
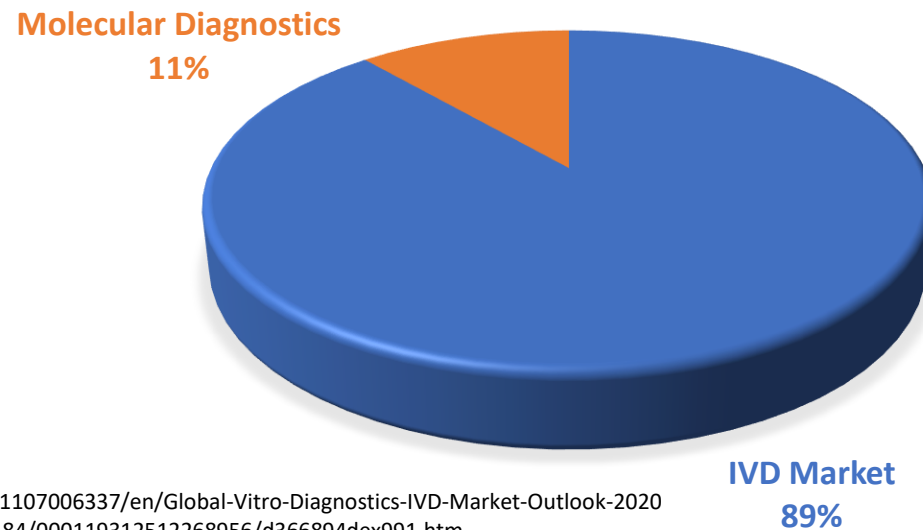
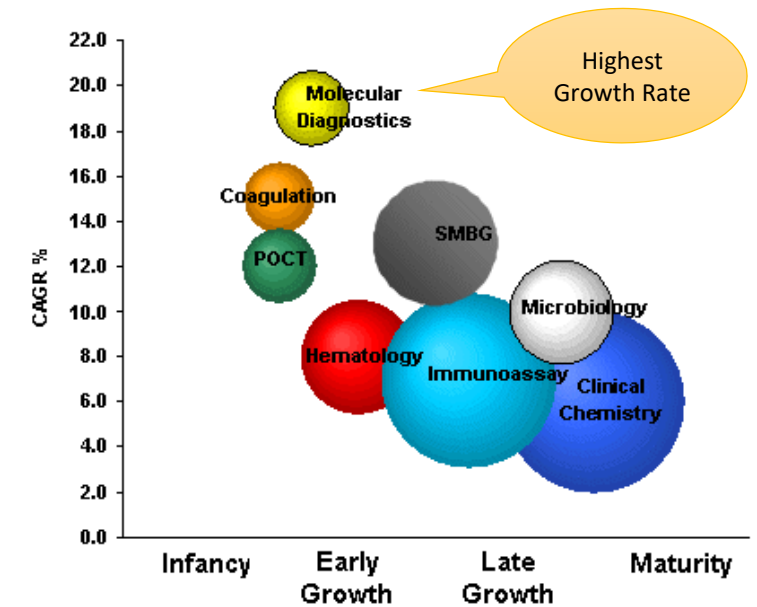
Financial Highlights- 3B BlackBio Biotech (Q1 FY19)



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.



(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>



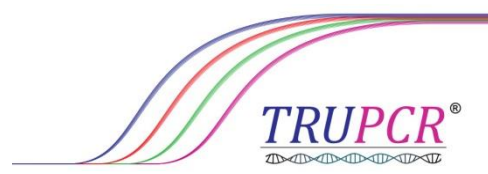
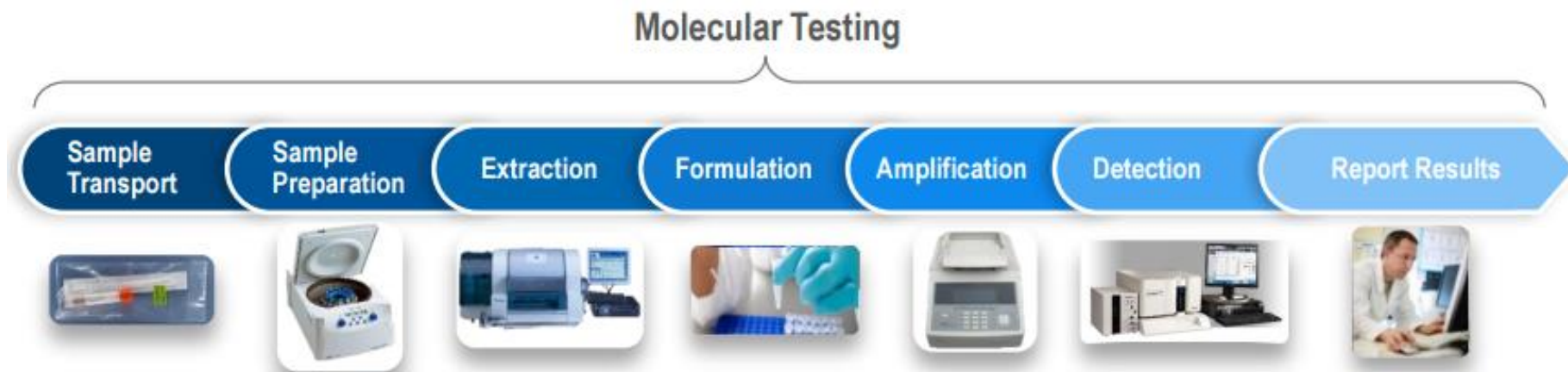
Demand drivers for the Indian Diagnostic Industry

- 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 Q1 2018-19

- Leading Regional Lab in Mumbai
- Leading National Lab in Mumbai
- Corporate Hospital Lab in Ahmadabad
- Corporate Hospital Lab in Madurai
- A Diagnostic Lab in Kolkata
- A Diagnostic Lab in Lucknow
- Several Parameters started with Existing Customers.

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





Products in Pipeline

Company is in advanced stage of development of following kits:

- **Tropical fever Panel:** which includes Dengue, Chikungunia, Malaria, Leptospira, S.Typhi, Rickettsia spp, Westnile Virus.(In one combined panel)
- **Leptospira detection:** Leptospira detection helps in diagnosing Leptospirosis disease caused by this bacterium.
- **BRCA mutation detection kit on NGS:** BRCA mutation increases risk of breast cancer and its timely diagnosis can help in disease prognosis.



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 four contracts running out of which 2 have been executed in this quarter which ensures yearly business of up to Rs 2 Crore (Rupees Two Crore) total from these four accounts.
- Another two contracts are in progress and hopefully should be materialize in second quarter.



Facility Expansion

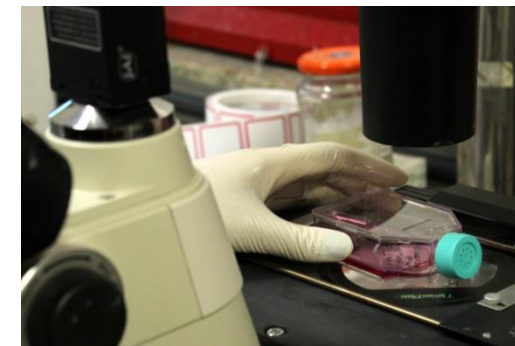
Next Gen Sequencing (NGS) Facility

- 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 Kit Range

Genetics & Oncology	TRUPCR® BCR-ABL Qualitative Kit – M m μ	<i>Detection and differentiation of BCR-ABL major (M), minor (m) and micro (μ) transcripts</i>
	TRUPCR® BCR-ABL Quantitative Kit – M m μ	<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>
	TRUPCR® EGFR MUTATION	<i>Detection of 30 different mutations in a single run.</i>
	TRUPCR® JAK 2 Kit	<i>Detection of Jak2 V617F with 1% internationally validated (third party) cut-off control</i>
	TRUPCR® JAK 2 QT Kit	<i>Detection and quantitation of Jak2 V617F allele burden on real-time PCR</i>
	TRUPCR® PML/RARA Qualitative Kit	<i>Detection and differentiation of BCR1 and BCR3 transcripts on real-time PCR</i>
	TRUPCR® PML/RARA Quantitative Kit	<i>Detection, differentiation and quantitation of BCR1 and BCR3 transcripts on real-time PCR</i>
	TRUPCR® KRAS Qualitative Kit	<i>Detection of 22 mutations across codons 12, 13, 59, 61, 117 & 146 of exons 2, 3 & 4</i>
	TRUPCR® HLA B27 Kit	<i>Detection of highest number of HLA B27 allelic subtypes on real-time PCR</i>
	Infectious Disease	TRUPCR® MTB Kit (Gel based)
TRUPCR® MTB/NTM Nested Kit		<i>Extraction of Mycobacterium DNA from any sample type & detection on real-time PCR</i>
TRUPCR® H1N1 Detection Kit		<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>
TRUPCR® CMV Kit		<i>Detection of Cytomegalovirus on real-time PCR</i>
	TRUPCR® HSV 1/2 Kit	<i>Detection and differentiation of Herpes Simplex virus 1 & 2 on real-time PCR</i>

Drug Resistance	TRUPCR® Rifampicin Resistant MTB Detection Kit	<i>Extraction of MTBC DNA from any sample type, detection of MTB & Rifampicin resistance mutations</i>
Coagulation Prognostic Panel	TRUPCR® Factor V Leiden mutation.	<i>Detection of Factor V Leiden mutation on real-time PCR</i>
Blood-borne viruses	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 & 6 on real-time PCR</i>
Tropical Diseases	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 & Chikungunya viruses on real-time PCR in One kit</i>
Women's Health	TRUPCR® HPV 16/18 QT Kit	<i>Detection & 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 & 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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