



KILPEST INDIA LIMITED

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CIN : L24211MP1972PLC001131


Ref. No.P-66/
July 29, 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,


DHIRENDRA DUBEY
WHOLETIME DIRECTOR



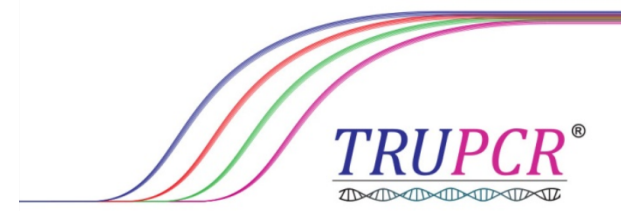
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Farmers trusted Agro-input partner for 46 years



3B BlackBio Biotech India Ltd.



Reliable & affordable healthcare diagnostics solutions

INVESTOR PRESENTATION

JULY 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 |

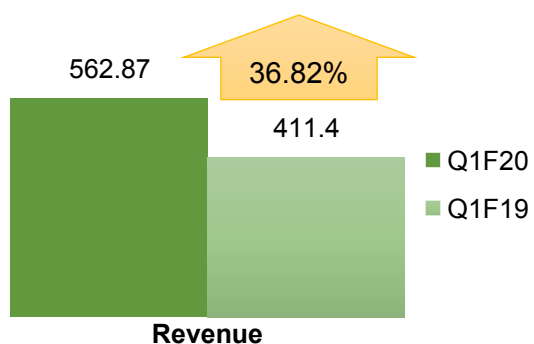
Company to increase its focus on brand building on Micro fertilizers / Bio fertilizers and Public Health Products.

Business Overview and Strengths

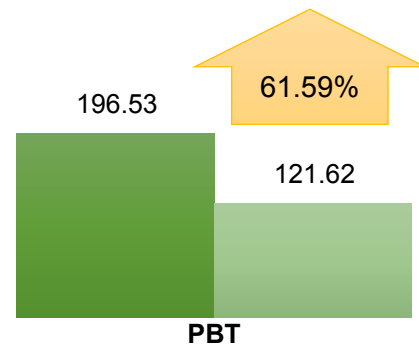
Experienced team & state of art facility located in center of India- with GST implementation this should give a boost to the company

- 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 1.90 Crores is being used which will also be reduced to Rs 1 Crore by end of next financial year.

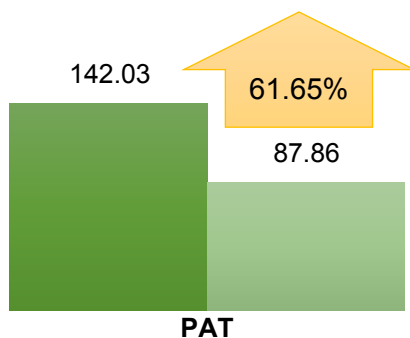
Financial Performance : Key Highlights



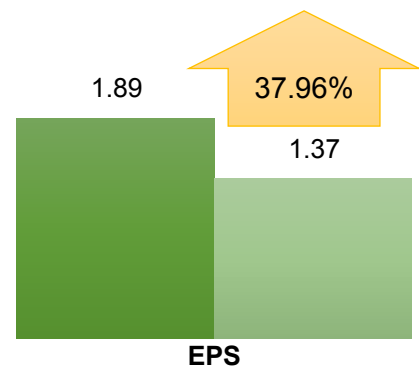
(CONSOLIDATED)



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(CONSOLIDATED)

Rs. In Lakhs

| KILPEST (Consolidated) | Q1 F20 | Q1 FY19 |
|-------------------------------------|---------|---------|
| Net sales (FY18 net of Excise Duty) | 562.87 | 411.40 |
| Profit before tax | 196.53 | 121.62 |
| Profit after tax | 142.03 | 87.86 |
| Paid up Equity share capital | 750.81 | 640.81 |
| Reserves | 1133.76 | 811.28 |
| Earnings Per Share (Rs.) | 1.89 | 1.37 |

| KILPEST (Standalone) | Q1 FY20 | Q1 FY19 |
|-------------------------------------|---------|---------|
| Net sales (FY18 net of Excise Duty) | 238.66 | 203.70 |
| Profit before tax | 1.99 | 0.84 |
| Profit after tax | 1.61 | 0.68 |
| Paid up Equity share capital | 750.81 | 640.81 |
| Reserves | 486.21 | 484.76 |
| Earnings Per Share (Rs.) | 0.02 | 0.01 |

Present Market Overview/Outlook

- This year monsoon has been delayed which will affect sales of the company.
- Company with its focus on public health and export business will be able to ward off ill effects of delayed monsoon.
- With reduced debt company this year will have substantial saving on interest cost.

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.

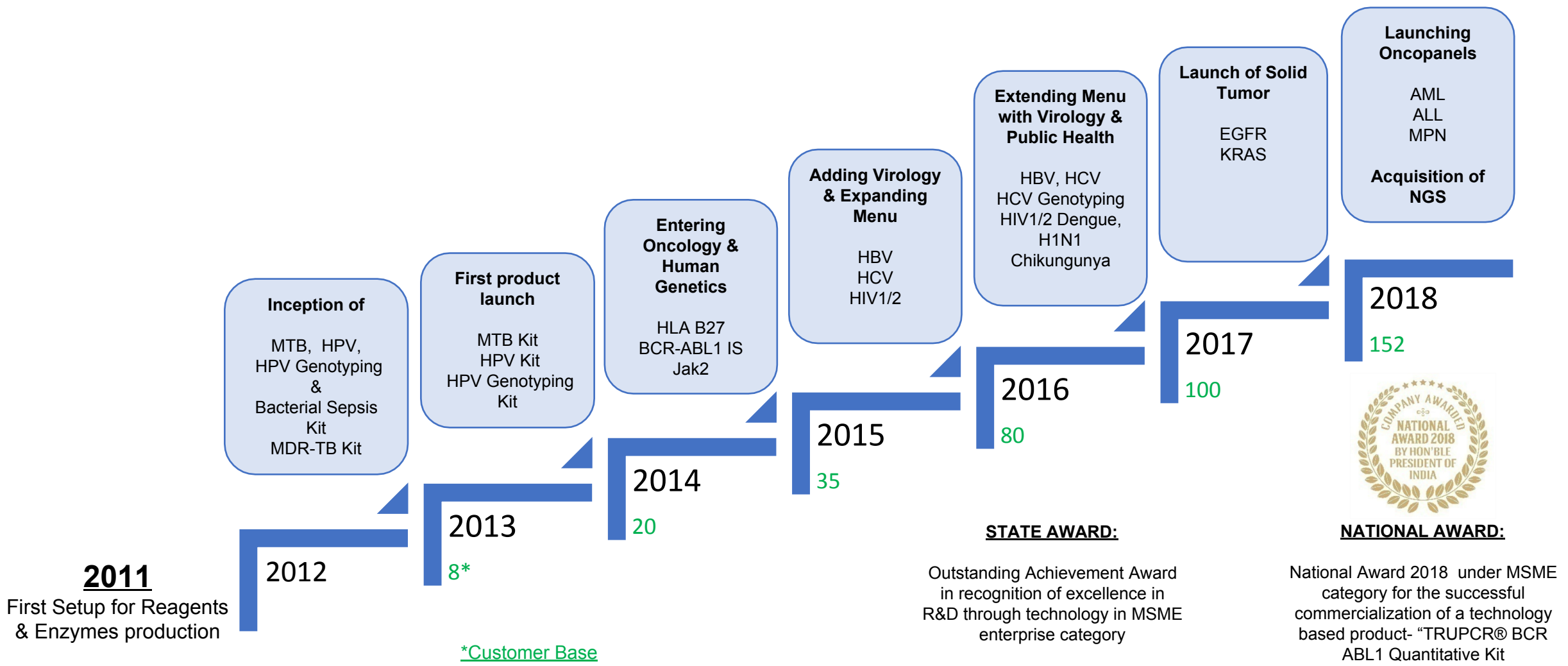
Vision

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**.

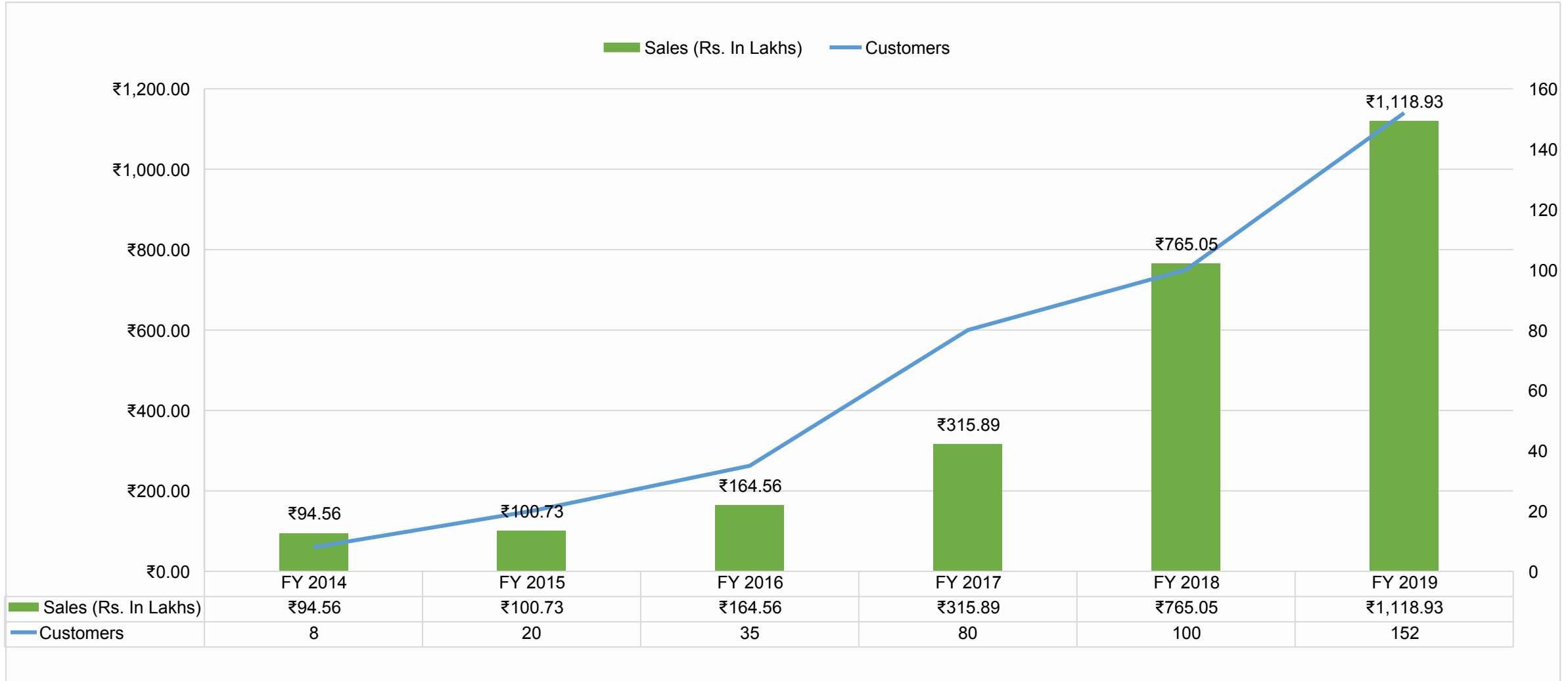
Timeline & Milestones



*Customer Base

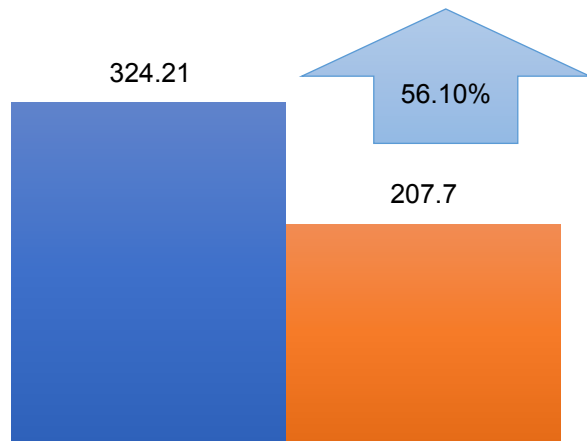


Growth Canvas

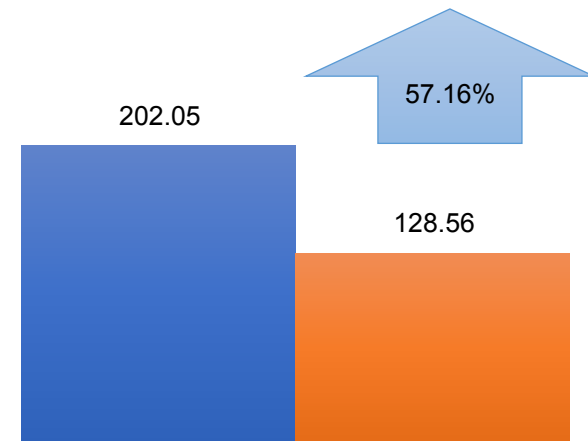




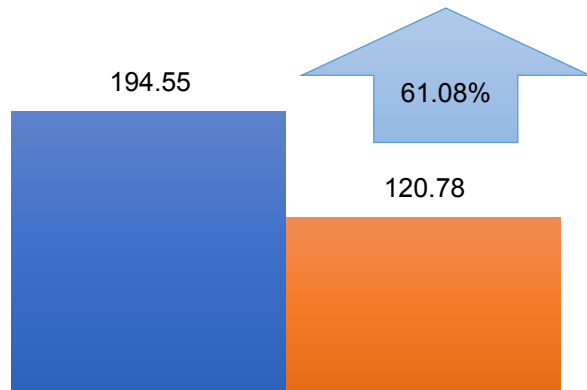
Financial Highlights Q1-FY20



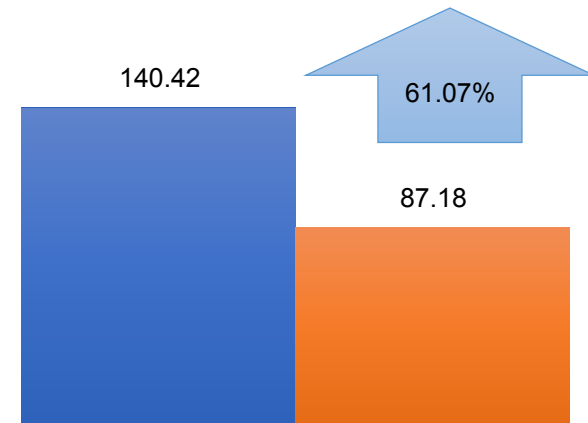
Revenue



EBITDA



PBT



PAT

■ Q1FY20
■ Q1FY19

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 & analysis.

OPEN SYSTEM

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



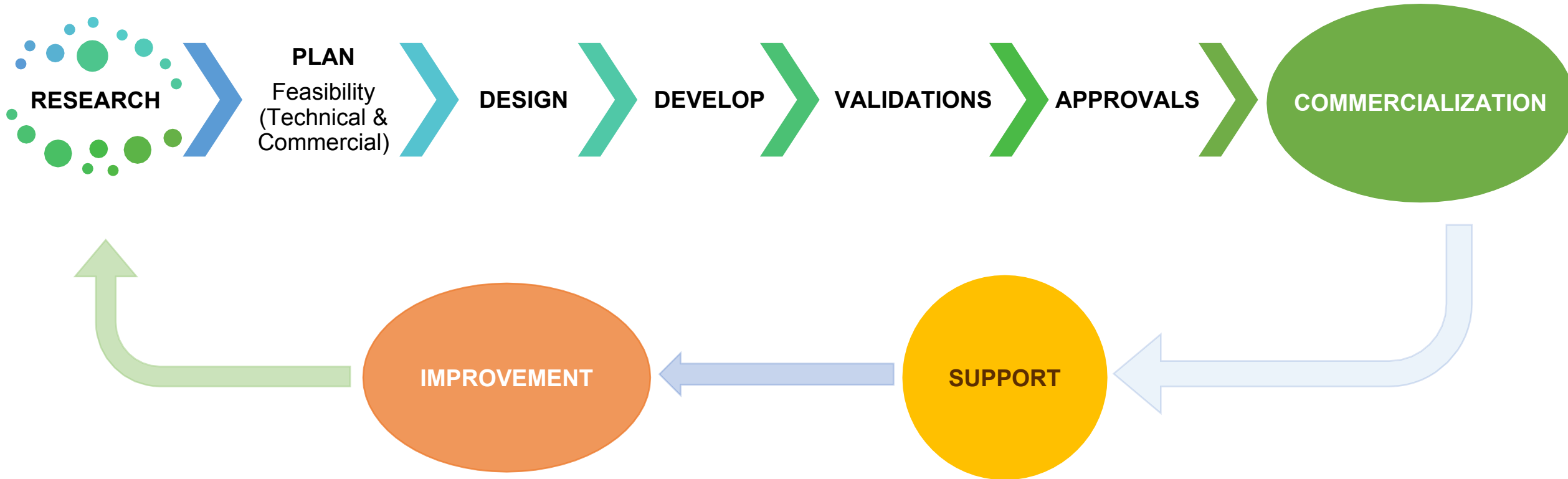
Our Team



- 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



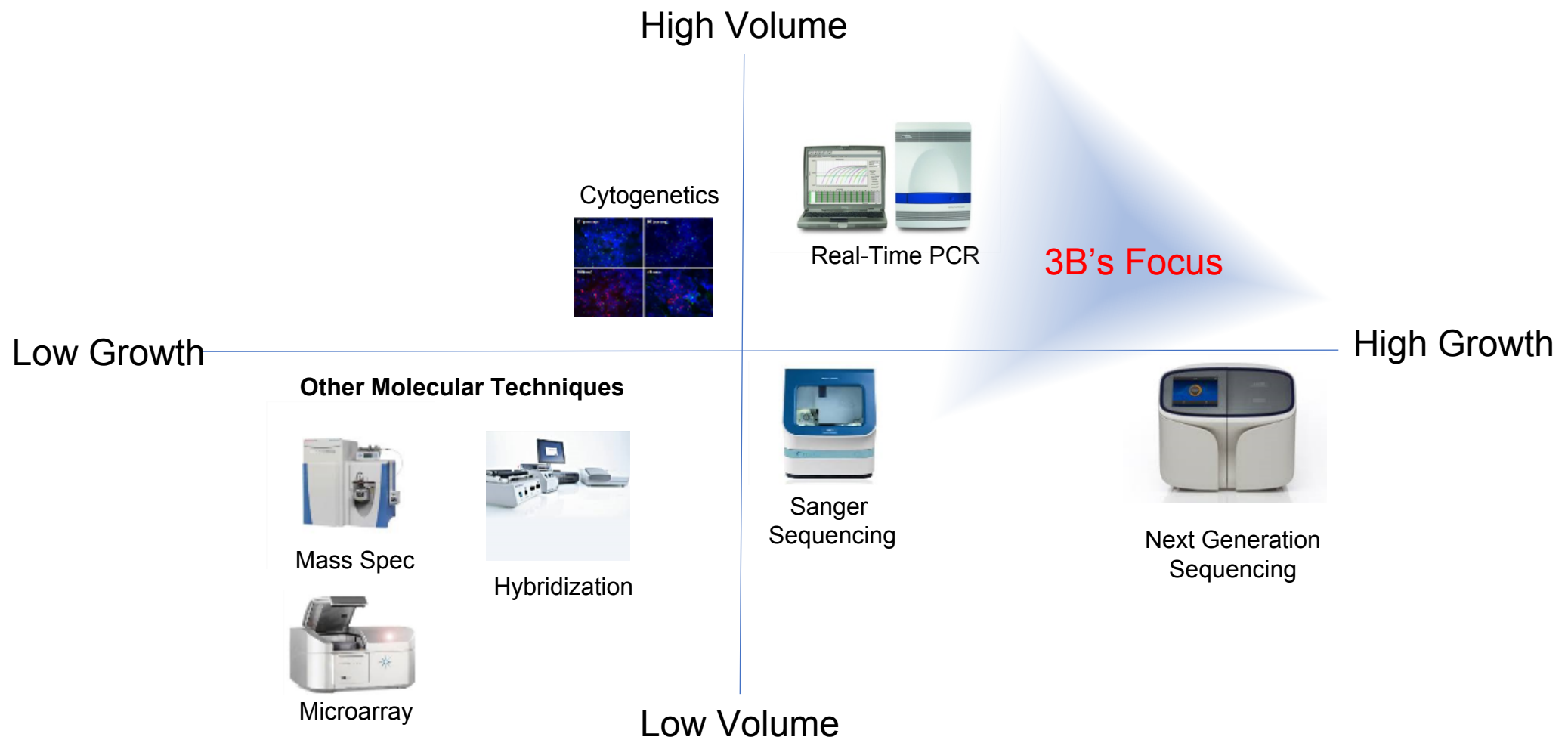
*We guarantee an unmatched performance of TRUPCR kits on any real-time PCR cyclers, which is the reason that the ordered product is QC check on the customer's real-time PCR brand and model



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 Testing



\$7.2 BN



2017

2018



2019



2020



2021



2022



2023



\$12.5 BN



2024

CAGR (2018-24): 8.6%

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%**





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. Reporting of Major transcripts ratios on WHO IS. |
| | TRUPCR® JAK2 Kit | Detection of Jak2 V617F with 1% internationally validated (third party) cut-off control |
| | TRUPCR® JAK2 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. |
| * All Markers are also available as individual test. | 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 |
| Drug Resistance | TRUPCR® Toxoplasma Detection Kit | Detection of Toxoplasma on real-time PCR |
| | 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 |
| Women's Health | TRUPCR® Carbapenem resistance Detection Kit | Detection of organisms carrying integron and plasmid encoded carbapenemase enzymes on real-time PCR |
| | TRUPCR® HPV 16/18 Kit | Detection & differentiation of HPV 16 and HPV 18 genotypes on real-time PCR |
| Tropical Diseases | TRUPCR® HPV HR kit | Detection of 14 High risk HPV genotypes 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 |
| | 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

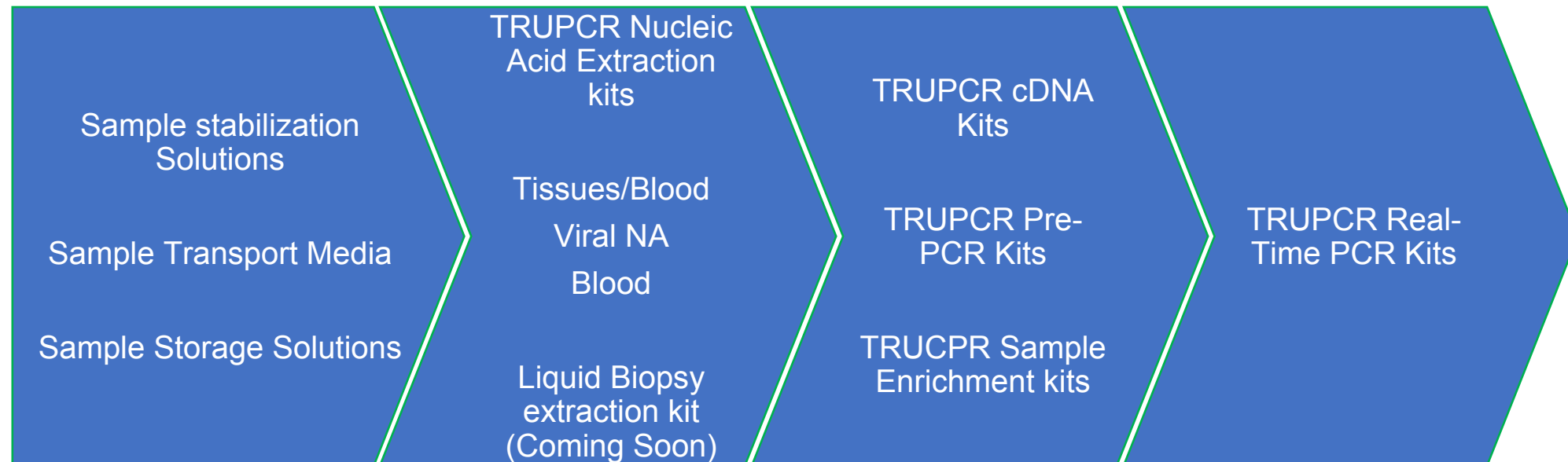
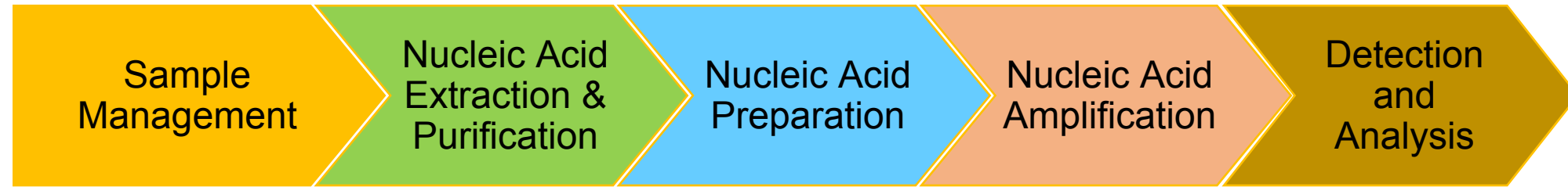
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| Blood-borne viruses | TRUPCR® HBV QT Kit (Real-Time PCR) - RUO | <i>Detection and quantitation of HBV on real-time PCR</i> |
| | TRUPCR® HCV QT Kit (Real-Time PCR) - RUO | <i>Detection and quantitation of HCV on real-time PCR</i> |
| | TRUPCR® HIV QT Kit (Real-Time PCR) - RUO | <i>Detection and quantitation of HIV on real-time PCR</i> |
| | TRUPCR® HCV Genotyping Kit - RUO | <i>Detection and differentiation of HCV genotypes 1, 1a, 2 (2a/2b), 3, 4, 5a & 6 on real-time PCR</i> |
| | TRUPCR® NAAT Kit | <i>Detection of HBV, HCV & HIV in single panel kit on real time PCR</i> |
| Coagulation Factor | TRUPCR® Factor II Kit | <i>Detection of Factor II mutation gene causing increased risk of thrombosis on real-time PCR</i> |
| | TRUPCR® Factor V Kit | <i>Detection of Leiden mutation in factor V gene causing increased risk of thrombosis on real-time PCR</i> |
| | TRUPCR® MTHFR Kit | <i>Detection of mutations or variations in the MTHFR gene on real-time PCR</i> |
| | TRUPCR® Thrombophilia Panel Kit | <i>Detection of 3 Markers: Factor V, Factor II, MTHFR in single panel kit on real-time PCR</i> |
| Virology | TRUPCR® BKV Kit | <i>Detection of BK virus specific DNA on real-time PCR</i> |
| | TRUPCR® BKV QT Kit | <i>Detection and quantification of BK virus specific DNA on real-time PCR</i> |
| | TRUPCR® EBV Kit | <i>Detection of primary EBV infections and EBV reactivation on real time PCR</i> |
| | TRUPCR® CMV QT Kit | <i>Detection and quantitation of Cytomegalovirus on real-time PCR</i> |
| | TRUPCR® HSV 1/2 Kit | <i>Detection of Herpes Simplex virus 1 & 2 on real-time PCR</i> |
| | TRUPCR® Zika virus Detection Kit | <i>Detection of Zika virus on real-time PCR</i> |
| | TRUPCR® Ebola virus Detection Kit | <i>Detection of Ebola virus on real-time PCR</i> |
| | TRUPCR® Parvo B19 virus Detection Kit | <i>Detection of Parvo B19 virus on real-time PCR</i> |

| | | |
|------------------------------------|--|---|
| 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> |



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...

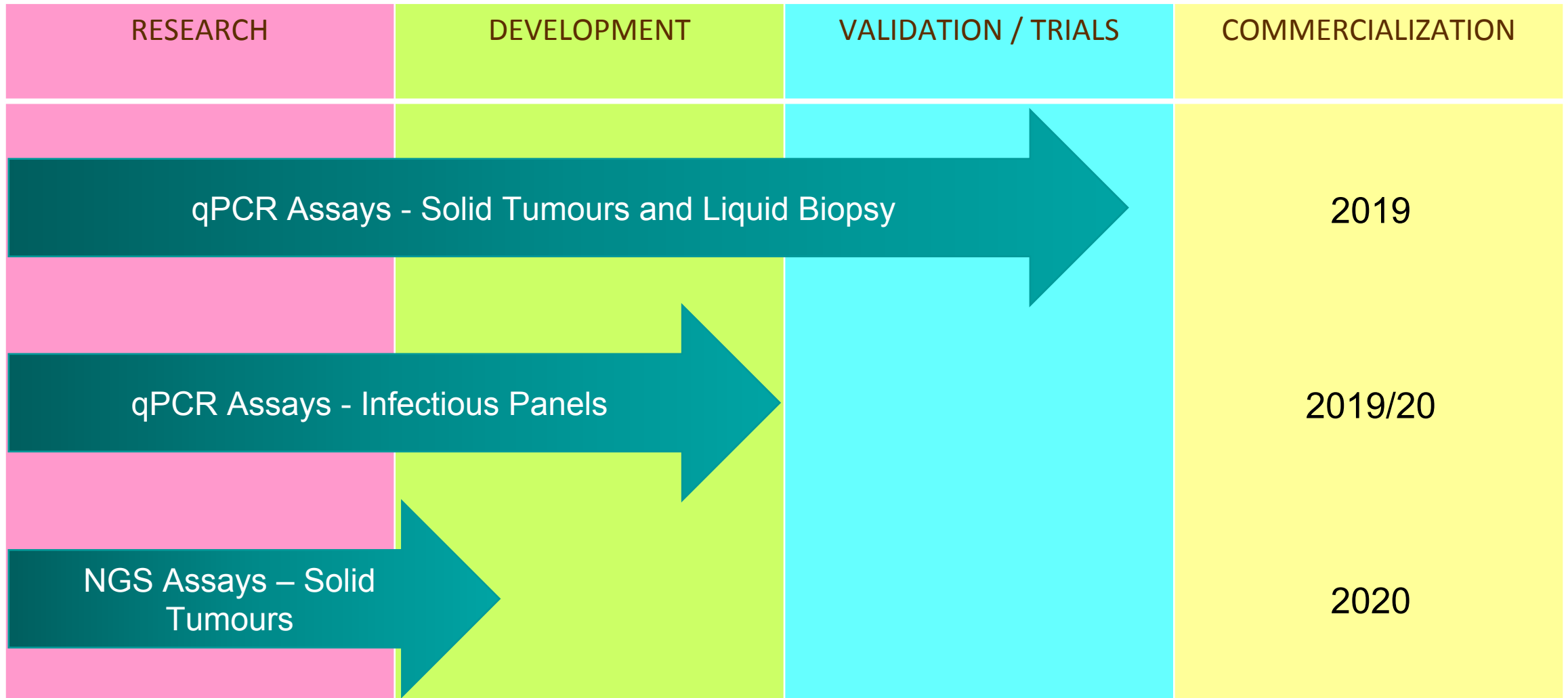
Next Generation Sequencing Assays



Real image of NGS facility at 3B BlackBio Biotech (I) Ltd. Bhopal, India



Product Pipeline





Our National Presence



TRUPCR® range of products are currently used by:

155+ customers

Across

40 Cities



Our Global Presence

And NOW !!!

TRUPCR® is gaining its global footprints

With

High Sub-Continent presence with
Neighbouring Countries

And

Also started business with customers across

South East Asia & Middle East

Products undergoing Validation in

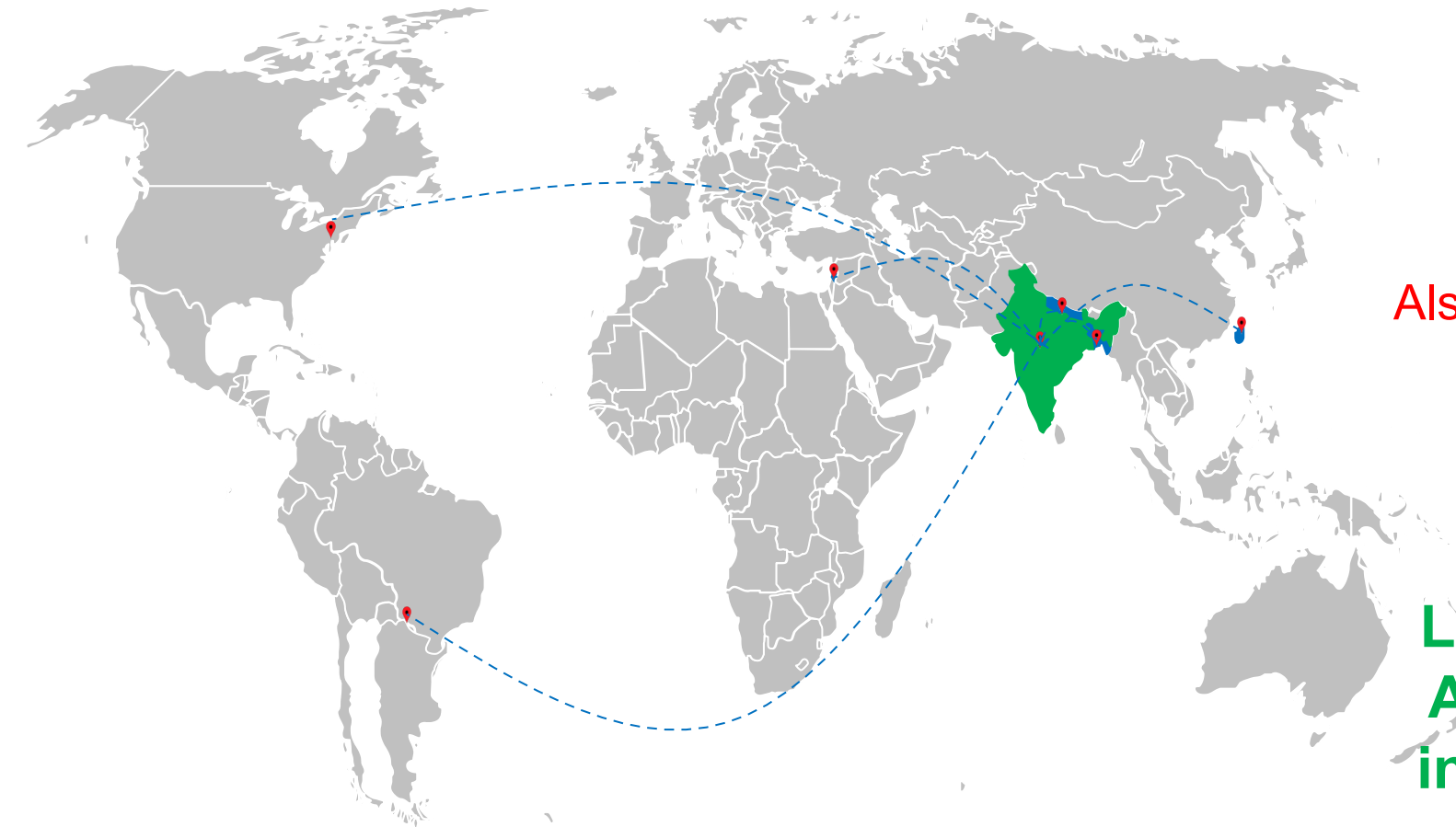
USA

Final stage price negotiation in

Latin America & South East Asia

Appointed Exclusive Distributor

in UK, Ireland and Central Africa.





New Customers added in Q1 2019-20

| | |
|---------------------------|----------------|
| One Diagnostic Laboratory | Assam |
| One Diagnostic Laboratory | Kolkata |
| Two Diagnostic Laboratory | Bangladesh |
| <hr/> | |
| One Diagnostic Laboratory | Mumbai |
| One Diagnostic Laboratory | Madhya Pradesh |

Several Parameters started with Existing Customers

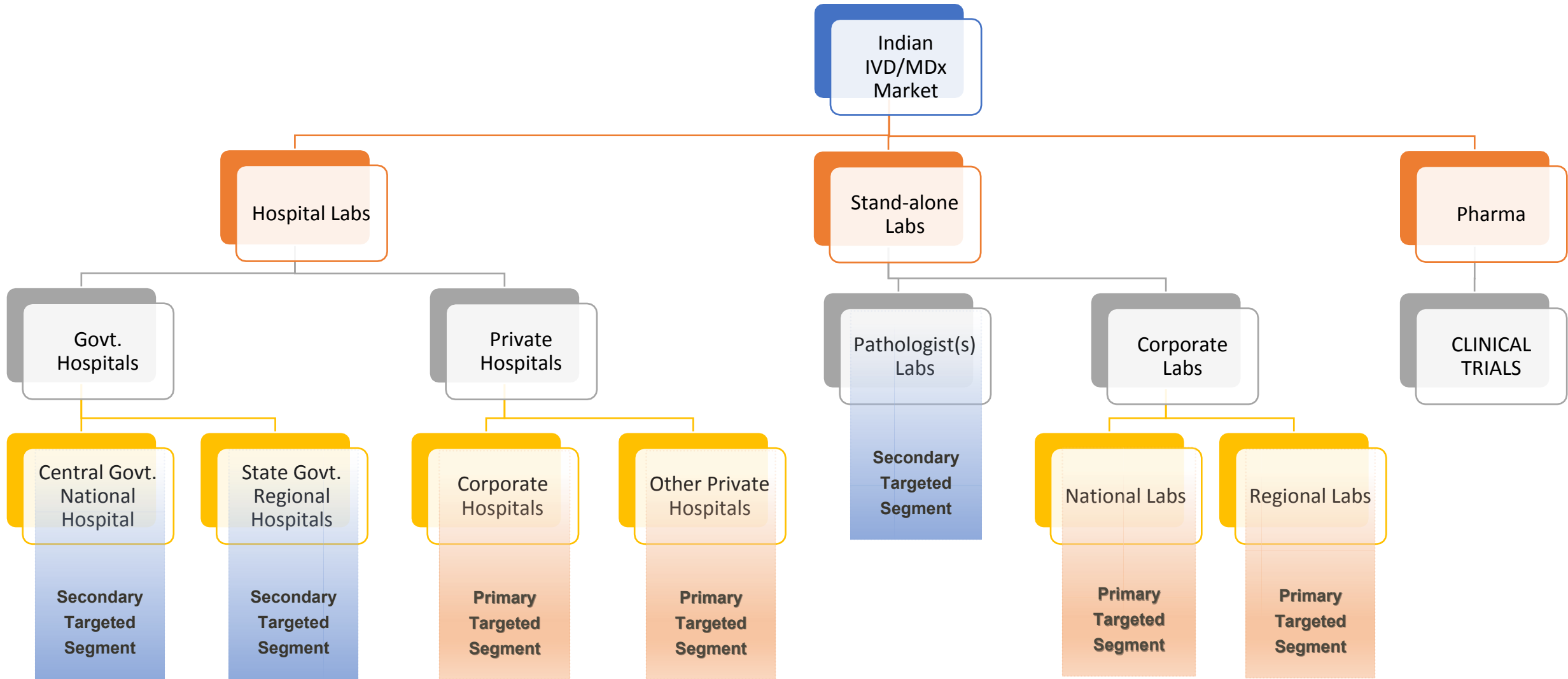


New Products Launched in 2019

- TRUPCR® Chikungunya/ Dengue & Zika virus Kit- Detection Kit Detection of Chikungunya/ Dengue & Zika virus on real-time PCR
- TRUPCR® Rif/ INH MTB Drug Resistance Detection Kit – Detection of MTBC and resistance to Rifampicin & Isoniazid using real-time PCR
- TRUPCR® ALK-1 Fusion Kit - Detection of ALK-1 fusion gene using real-time PCR
- TRUPCR® IDH- 1/2 Kit - Detection of mutations in the IDH1 and IDH2 genes using real-time PCR



Target Customer Segments



TRUPCR® Global Recognition

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

Only INDIAN company listed in global survey*

**Survey conducted by Diaceutics UK*



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.



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 being 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), Bhopal. The award was received by Mr. Dharendra 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