



KILPEST INDIA LIMITED

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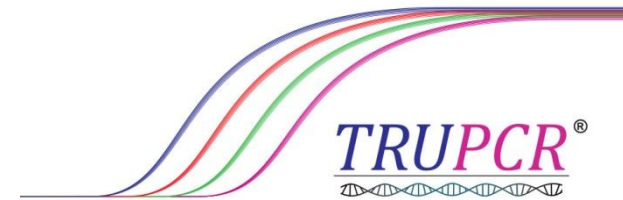




Farmers trusted Agro-input partner for 44 years



3B BlackBio Biotech India Ltd.



Reliable & affordable healthcare diagnostics solutions

INVESTOR PRESENTATION

JULY 2017

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

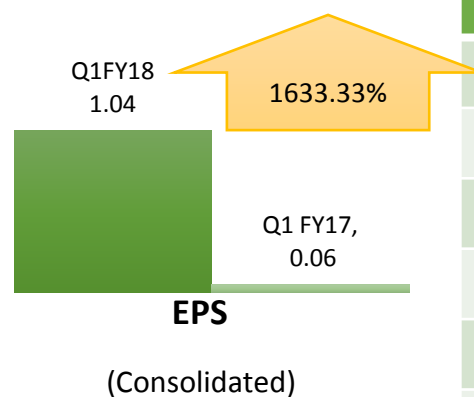
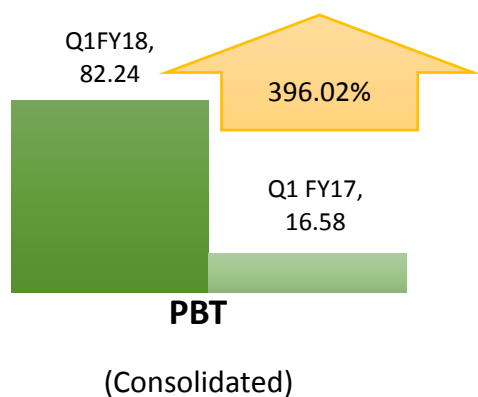
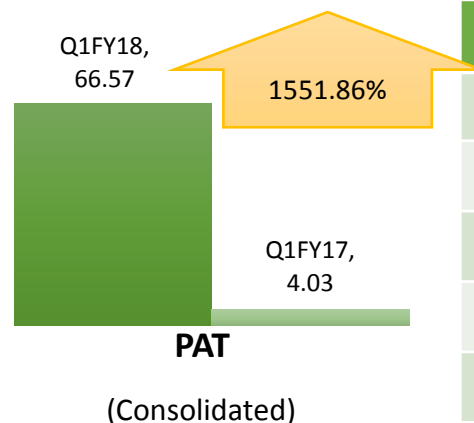
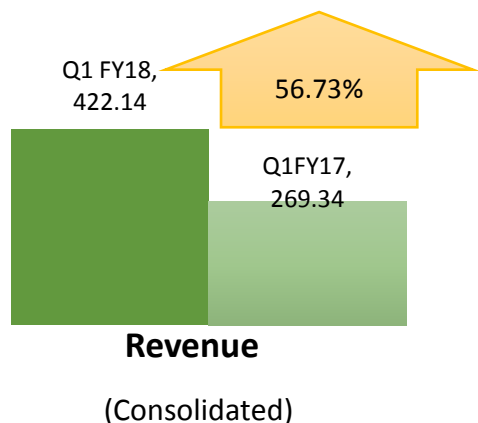
Company to increase its focus on brand building on Micro fertilizers / Bio fertilizers and Public Health Products.

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.

Financial Performance : Key Highlights



Rs. In Lakhs

KILPEST (Consolidated)	Q1 FY18	Q1FY17	FY17
Net sales	422.14	269.34	1643.20
Profit before tax	82.24	16.58	139.69
Profit after tax	66.57	4.03	113.18
Paid up Equity share capital	640.81	640.81	640.81
Reserves	482.87	403.98	466.08
Earnings Per Share (Rs.)	1.04	0.06	1.77

KILPEST (Standalone)	Q1 FY18	Q1FY17	FY17
Net sales	264.12	191.96	1327.31
Profit before tax	2.56	-24.04	27.13
Profit after tax	2.07	-24.04	22.99
Paid up Equity share capital	640.81	640.81	640.81
Reserves	466.08	466.03	466.08
Earnings Per Share (Rs.)	0.03	-0.38	0.36



Present Market Overview

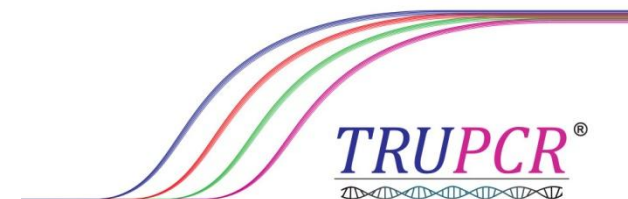
This year Revenues have started better, as it can be seen from this quarter (Q1 FY18) result.

Although the monsoon got delayed but now it is spread sufficiently in Central India and the crops are also in healthy state which will auger well for the upcoming sales, in 2nd quarter.

As mentioned earlier that your company is one of reputed supplier in Public Health Pesticides and Company continues to focus on public health sector. As a result, this year company has bagged orders from Government of Maharashtra and Delhi Municipal Corporation worth Rupees Twenty Five Million, which are under execution, sales of which will be reflected in 2nd quarter.

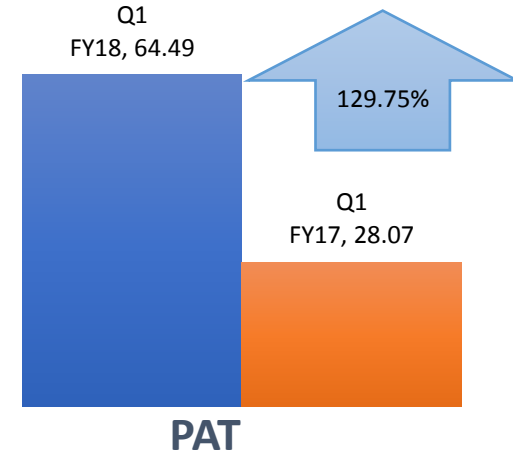
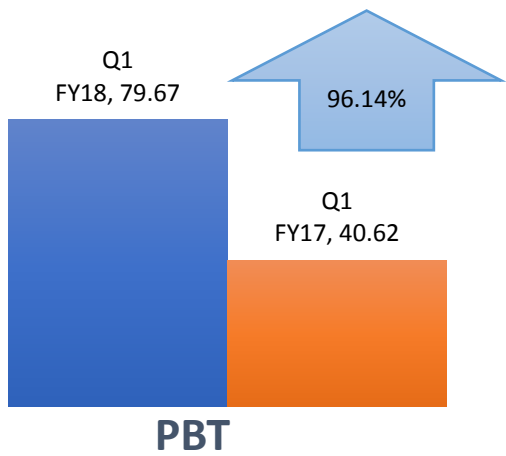
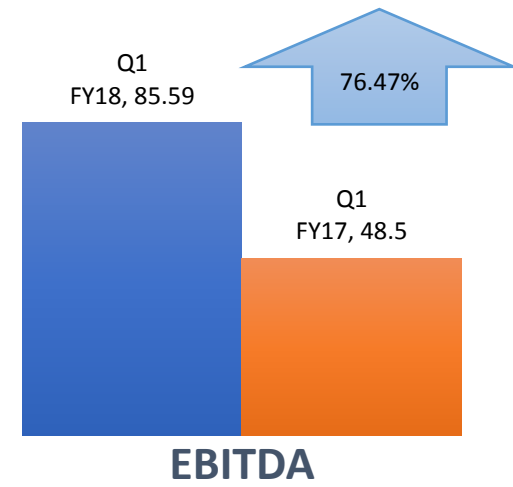
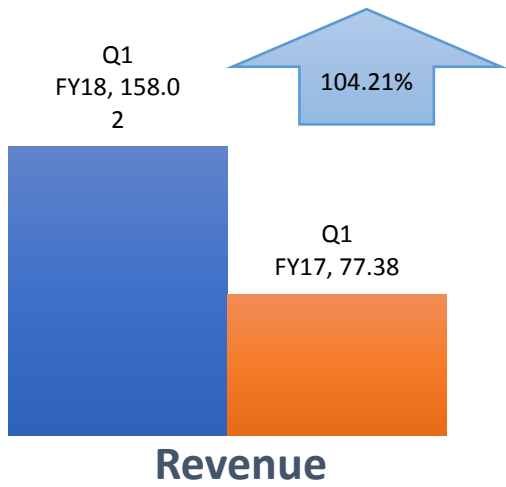
Apart from above our company is expecting few more Government orders, of tenders under consideration..

Detailed Presentation for the subsidiary follows:





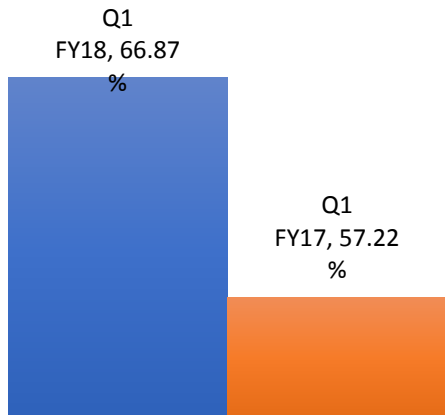
Financial Highlights- 3B BlackBio Biotech (Q1 FY18)



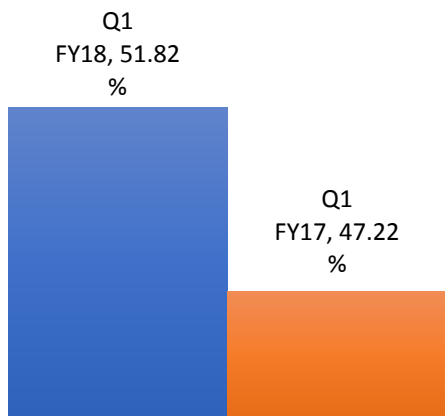
Rs. In Lakhs



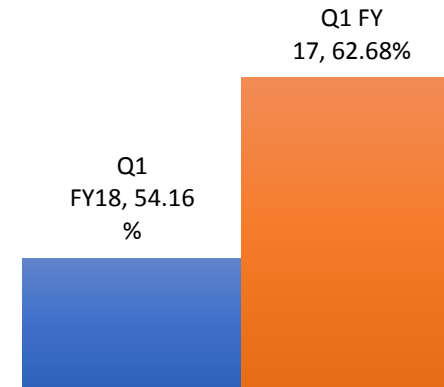
Margin Profile- 3B BlackBio Biotech (Q1 FY18)



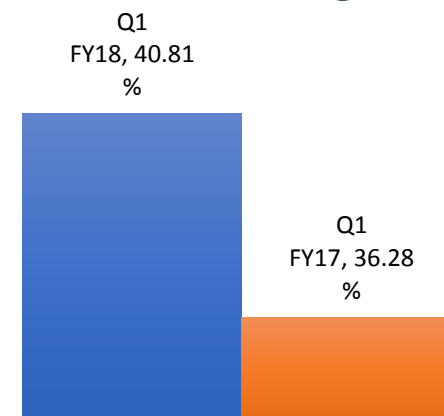
Value Addition*



EBIT Margin



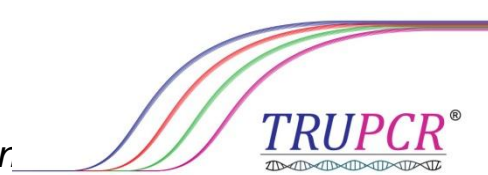
EBITDA Margin



PAT Margin

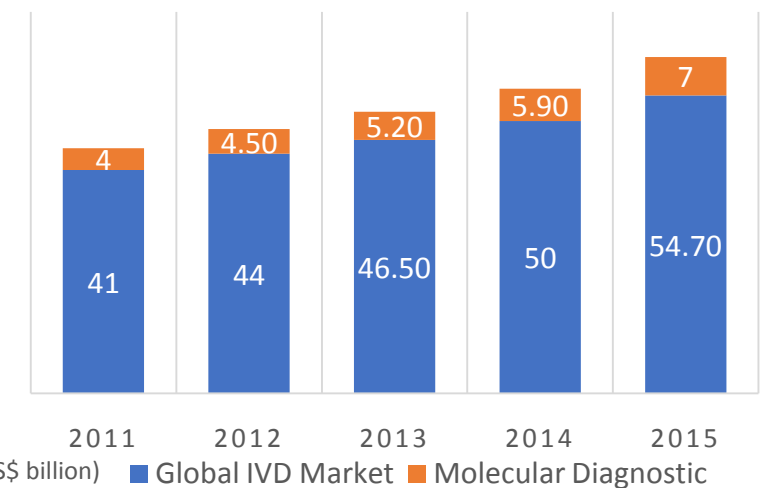
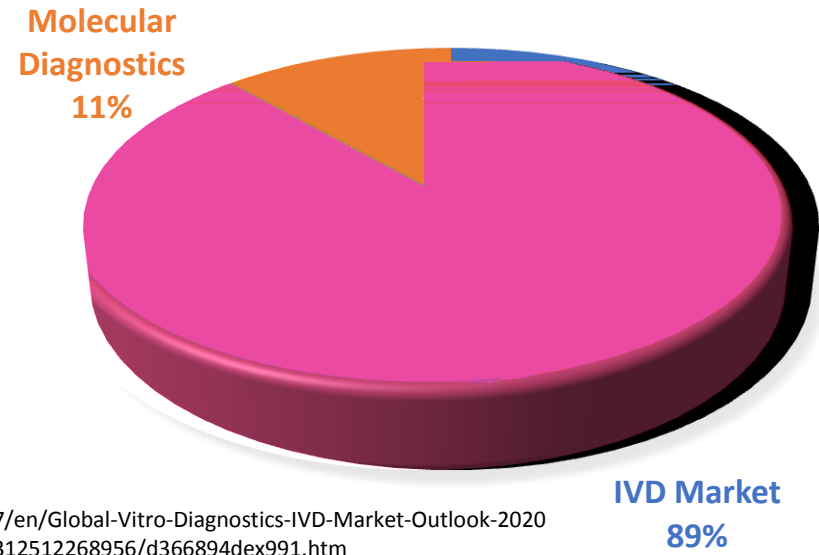
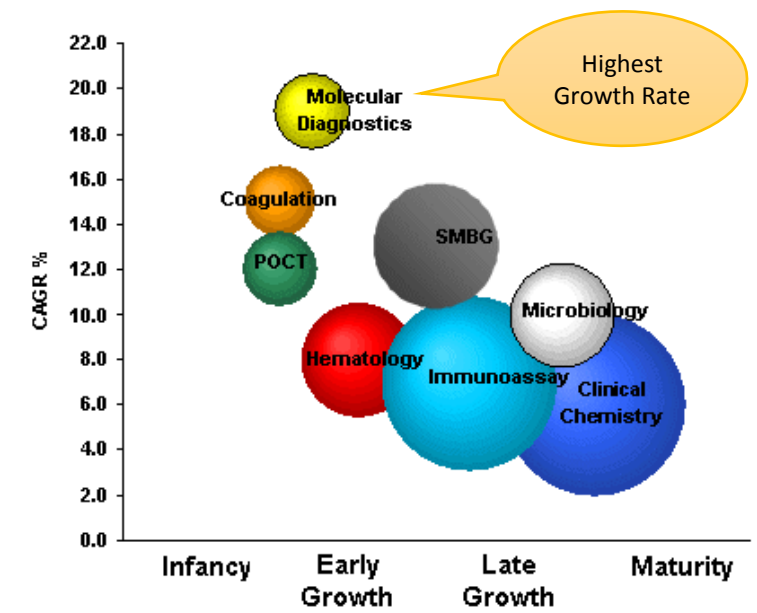
Rs. In Lakhs

*Revenue (-) cost of raw materials consumed (-) change in inven.



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
- 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 2017-2018.³
- 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



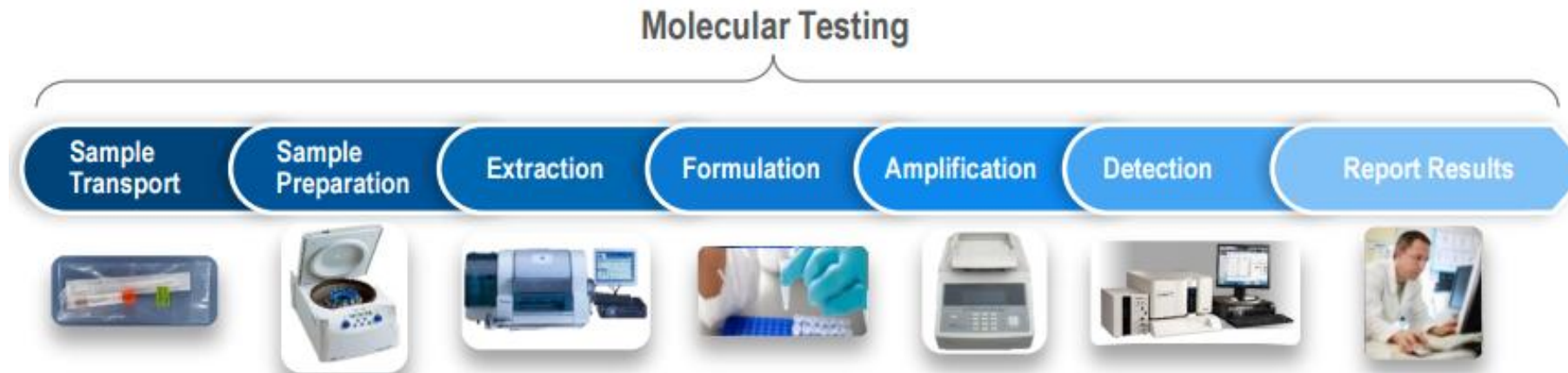
Demand drivers for the Indian Diagnostic Industry

- 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 Q1 2017-18

- Leading Multi-speciality Hospital in Bangalore
- 1 Leading Hospital Lab in Kolkata
- 1 Diagnostic Lab in Durgapur (West Bengal)
- 1 Diagnostic Lab in Lucknow
- 1 Diagnostic Lab in Bhubaneswar.
- TRUPCR[®] MTBC Kit introduced in a leading Central Referral lab (existing customer) in Mumbai.
- Regional renowned lab in Kolkata (existing customer) ordered BCR ABL Quantitative Kit & JAK-2 Qualitative Kit.

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



Products in Pipeline

- 2 assays are ready to be launched in Q2 FY18-
 - EGFR Mutation Analysis
 - AML Panel
- 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.*
 - 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.*
- 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

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[®] 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)	<i>Extraction of MTBC DNA from any sample type, detection & analysis on gel</i>
	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>
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 cyclers 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>

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