



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

February 9, 2018

The Relationship Manager,
Department of Corporate Relations
Bombay Stock Exchange Ltd (BSE),
P.J. Towers, Dalal Street
Fort, MUMBAI – 400 001
Email: pooja.sanghvi@bseindia.com

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,

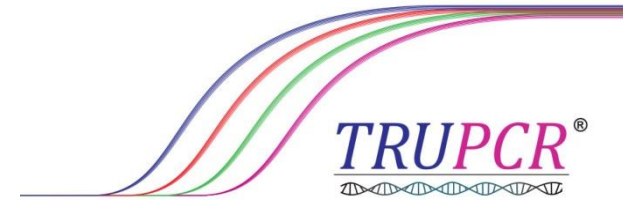

DHIRENDRA DUBEY
WHOLETIME DIRECTOR



Encl: a/a



Farmers trusted Agro-input partner for 44 years



Reliable & affordable healthcare diagnostics solutions

INVESTOR PRESENTATION

FEBRUARY 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.

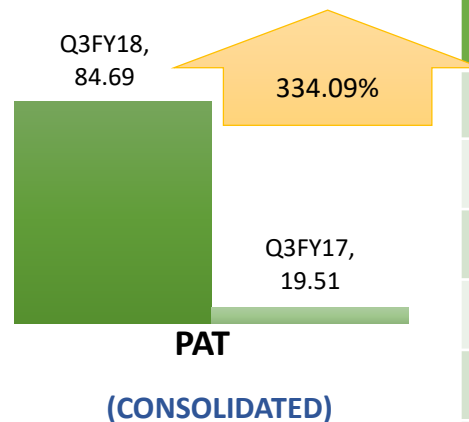
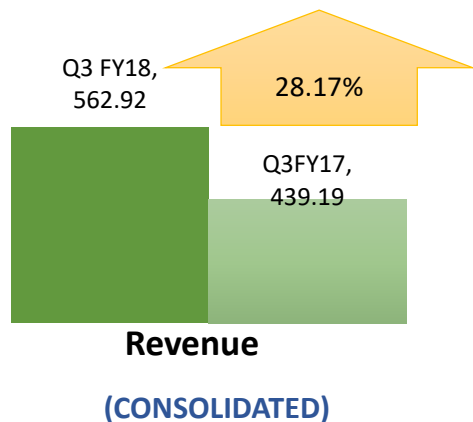


Business Overview and Strengths

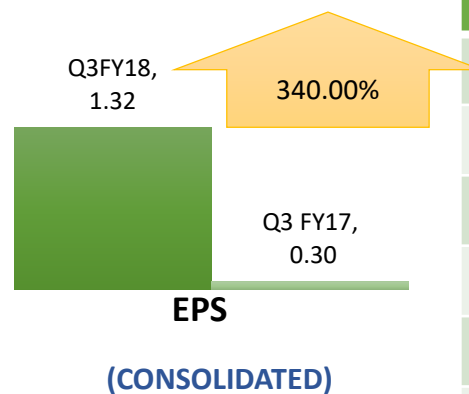
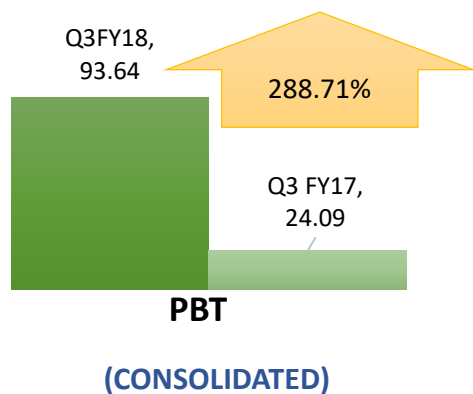
Experienced team & state of art facility located in center of India- with GST implementation this should give a boost to the company

- 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)	Q3 FY18	Q3 FY17	FY17
Net sales (net of Excise duty)	562.92	439.19	1616.33
Profit before tax	93.64	24.09	139.71
Profit after tax	84.69	19.51	113.19
Paid up Equity share capital	640.81	640.81	640.81
Reserves	482.88	403.97	482.88
Earnings Per Share (Rs.)	1.32	0.30	1.77



KILPEST (Standalone)	Q3 FY18	Q3 FY17	FY17
Net sales (net of excise duty)	366.11	365.33	1300.65
Profit before tax	1.82	4.71	27.13
Profit after tax	1.47	3.81	22.99
Paid up Equity share capital	640.81	640.81	640.81
Reserves	466.08	466.03	466.08
Earnings Per Share (Rs.)	0.02	0.06	0.36

Rs. In Lakhs



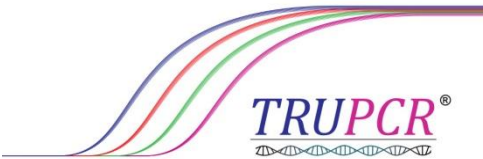
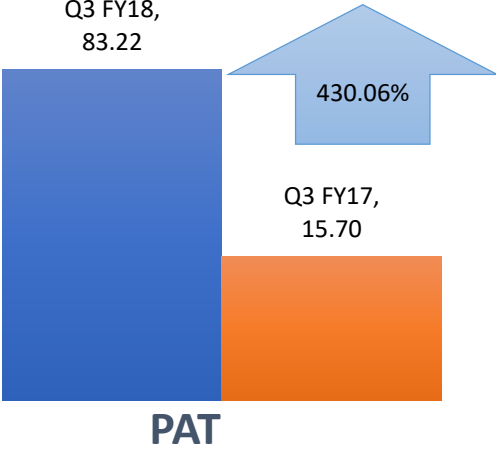
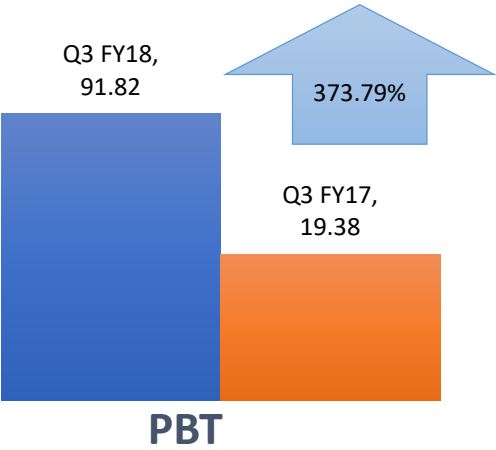
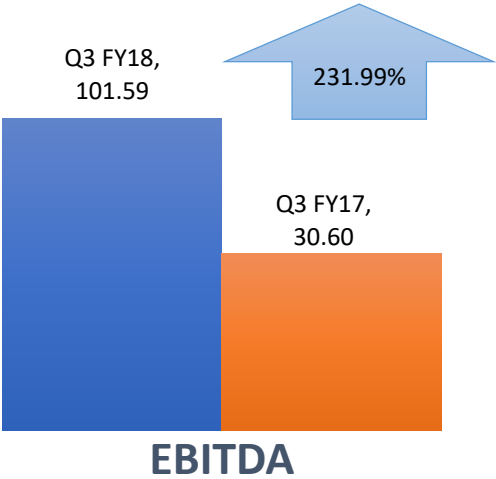
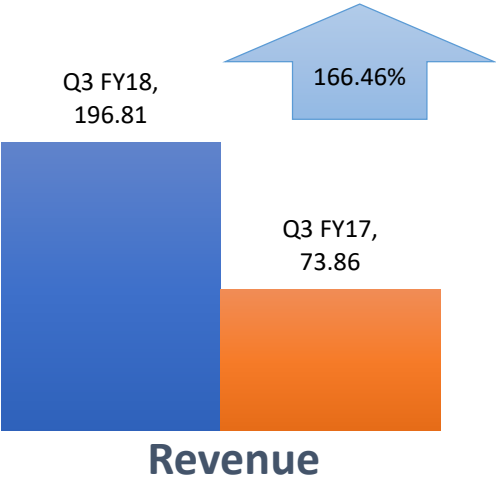
Present Market Overview

- The nine months sale have been static, due to low pest infestation on account of severe winter , however due to Government sales of public health for Rs 25 million mainly the sales figure could match last year sales.
- In 3rd quarter company received order worth Rs 14 million from Gujarat Government . The material for the same is under production . The sales of the same will be reflected in the next quarter.
- Area under Chickpea(Chana) had increased , however due to extended winter, pest attack was not there. Hence, the planned sales in chickpea(Chana), could not be achieved. Cultivation area is increasing, which augurs well for company products sales in future.
- In 4th quarter, the focus on mango crop should augur well for pesticide sale.
- With all these efforts this year should end on a positive note compares to last year.

Detailed Presentation for the subsidiary follows:



Financial Highlights- 3B BlackBio Biotech (Q3 FY18)

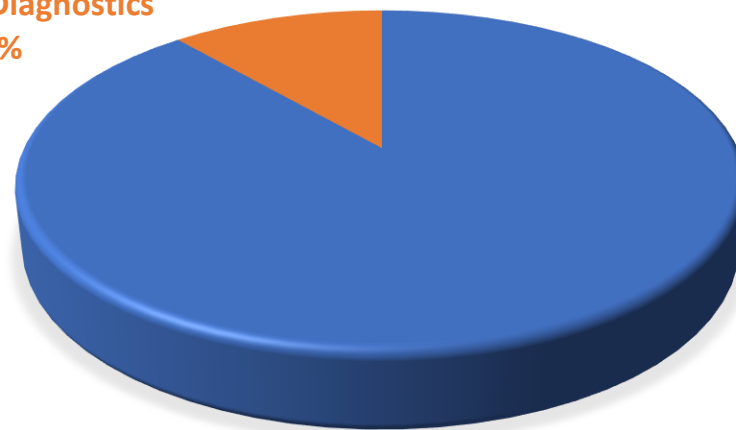


Rs. In Lakhs

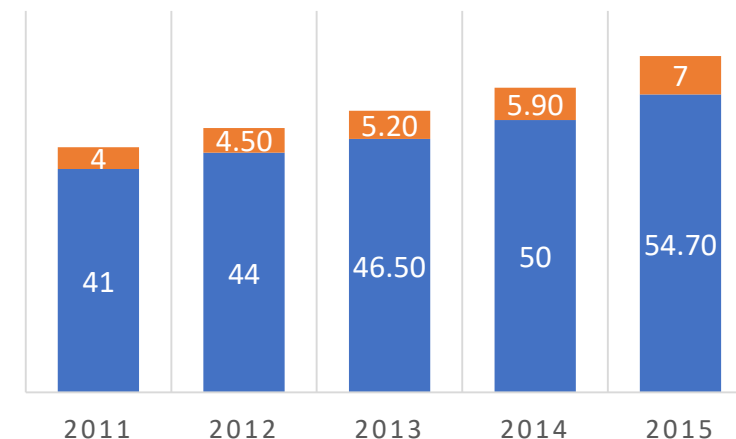
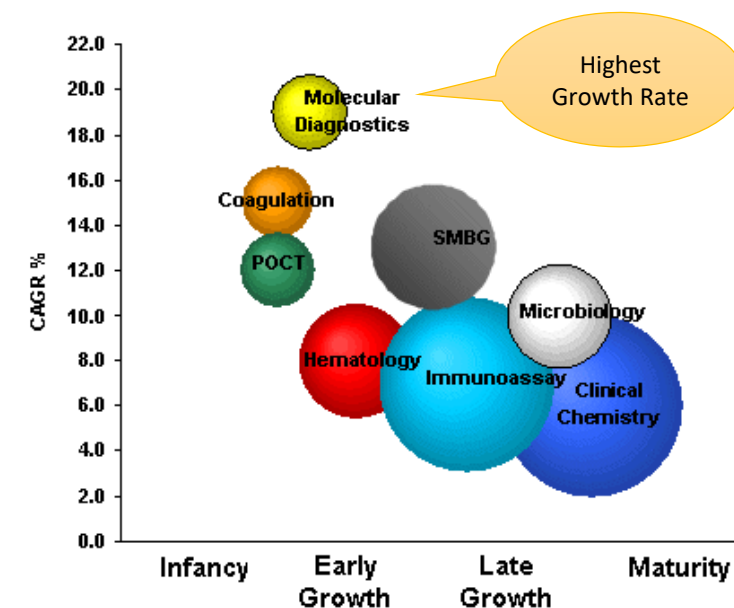
Industry Potential- Molecular Diagnostics

- 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
- 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.

Molecular Diagnostics
11%



IVD Market
89%



(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>

3. an industry report titled "Assessment of Diagnostics Industry in India", prepared by CRISIL Research

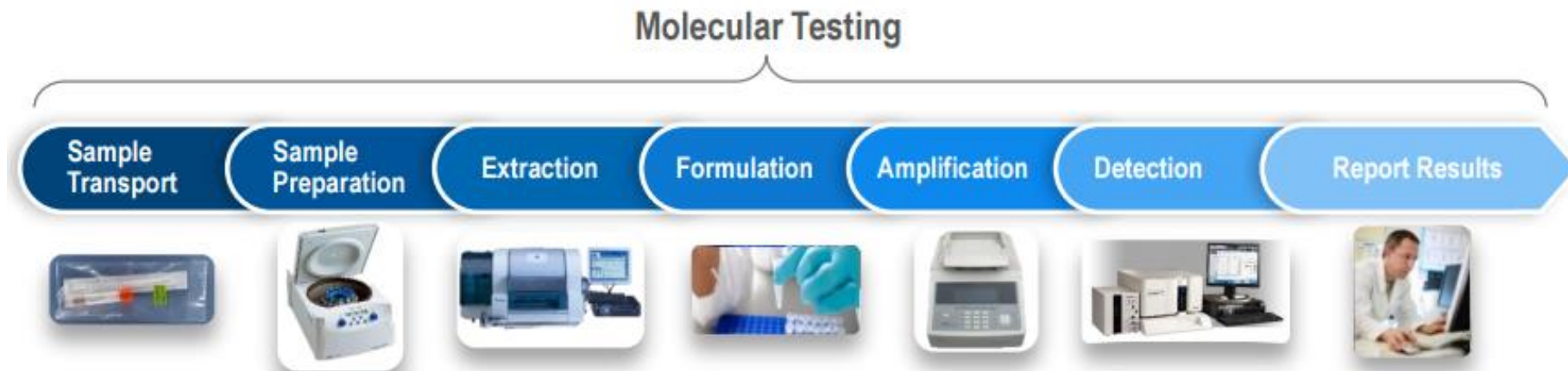
Demand drivers for the Indian Diagnostic Industry

- 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
- 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 next financial year.



New Customers added in Q3 2017-18

- A Super-Speciality Hospital added in Delhi
- A Leading National Super-Speciality Lab in Delhi
- A Leading Super-Speciality Lab added in Mumbai
- Diagnostic lab added in Kolkata, Ghaziabad and Udaipur
- A Leading National Super-Speciality Lab in Bangalore
- Few other tests started by existing customers.

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



Products in Pipeline

- **Two assays in Oncology finally launched**
 - EGFR Mutation Analysis(A major cause of lung cancer)
 - HPV 14 high risk Genotypes Multi Screening Kit (A major cause of cervical cancer)
- **The below parameters are under final stage of development and shall be launched in 4th quarter**
- **Four parameters in Infectious area developed as below:**
 - **BK Virus Detection Kit(For detection of BK Virus in post renal transplant mainly)**
 - **EBV Detection Kit (For detection of EB virus detection in infections caused by it)**
 - **CT/NG Detection Kit (For detection of CT/NG infections in STD cases)**
- **The below parameter is very imp to diagnose and treat TB patient, is under R&D hopefully will be launched in next year.**
 - *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® 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>
Infectious Disease	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>
	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>
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:

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