

ROCINANTE



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MYLAB DISCOVERY SOLUTIONS

PRESENTATION CONTENTS

- The Team
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- Market & Financials
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Team- Mylab

Mylab Discovery Solutions Pvt. Ltd., is a Young and Dynamic Biotechnology company, that develops and commercialises molecular diagnostic detection kits, to empower labs to obtain reliable, timely, and actionable answers.

The leaders



SHAILENDRA KAWADE

EXECUTIVE DIRECTOR

Mr. Kawade co-founded the company. He has more than 15 years of experience in the life science industry.



HASMUKH RAWAL

MANAGING DIRECTOR

Mr. Rawal is the Managing Director and Founder of the company. He is a scientist-turned-entrepreneur and holds a postgraduate degree in medical biotechnology.



MINAL DAKHAVE

GENERAL MANAGER

Mrs. Minal has a 7 years of experience in Molecular disease detection procedures and here at Mylab. She is responsible for product development

Honours



THE FIRST INDIAN COMPANY TO GET
COMMERCIAL APPROVAL FOR COVID
TESTING

The company came to the country's rescue during the dawn of the pandemic, by exponentially increasing its testing capacity since!



Department of
BioTechnology,
Government
of India

सत्यमेव जयते

THE ECONOMIC TIMES
**START-UP
AWARDS** 2020

The Problem

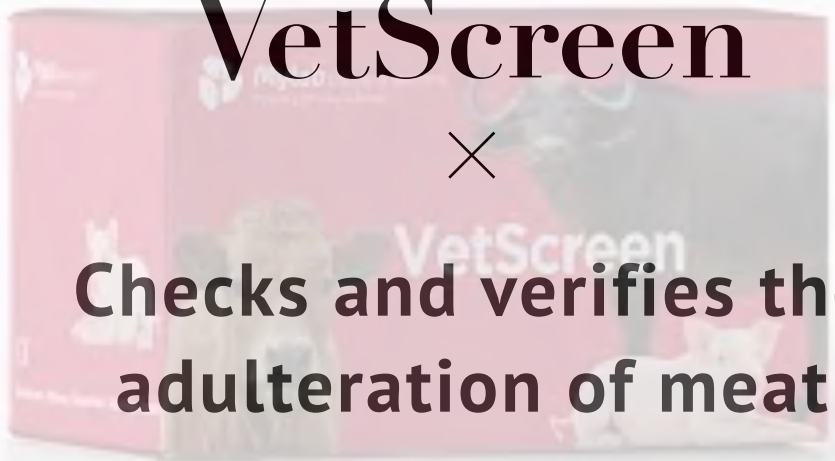
Kawade and Hasmukh Rawal after working together at Thermo Fisher , realised that India had unique problems that needed Indian solutions which could not be imported into the country.





VetScreen

Checks and verifies the adulteration of meat



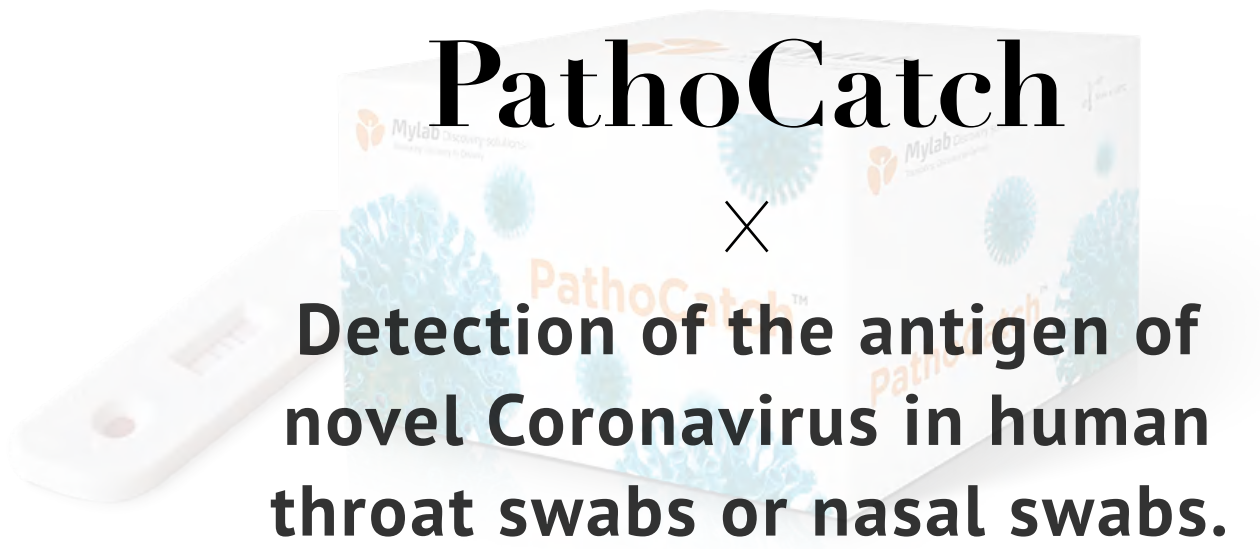
AgroDex

Ensuring integrity of raw food materials, ingredients, and products




PathoCatch

Detection of the antigen of novel Coronavirus in human throat swabs or nasal swabs.



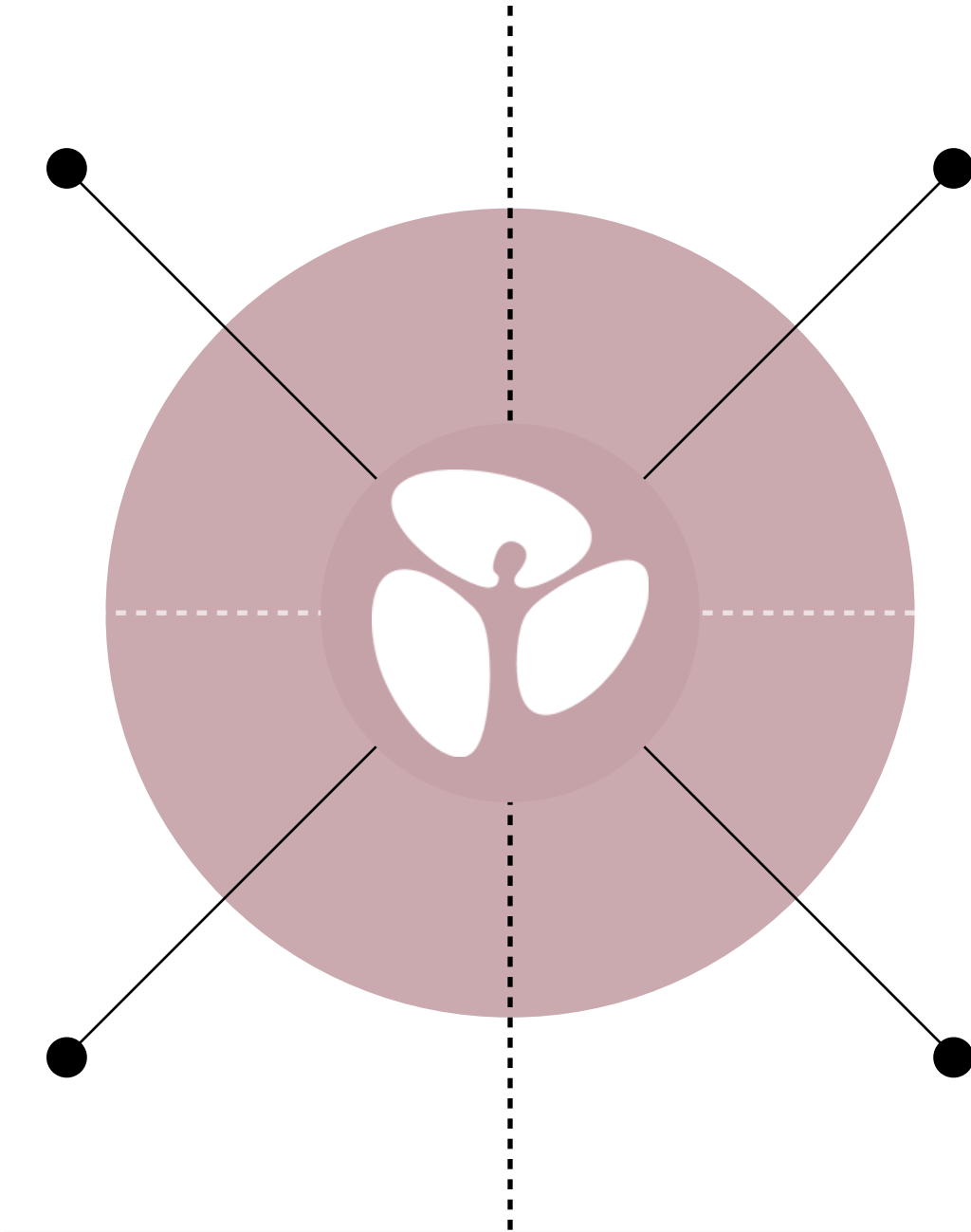
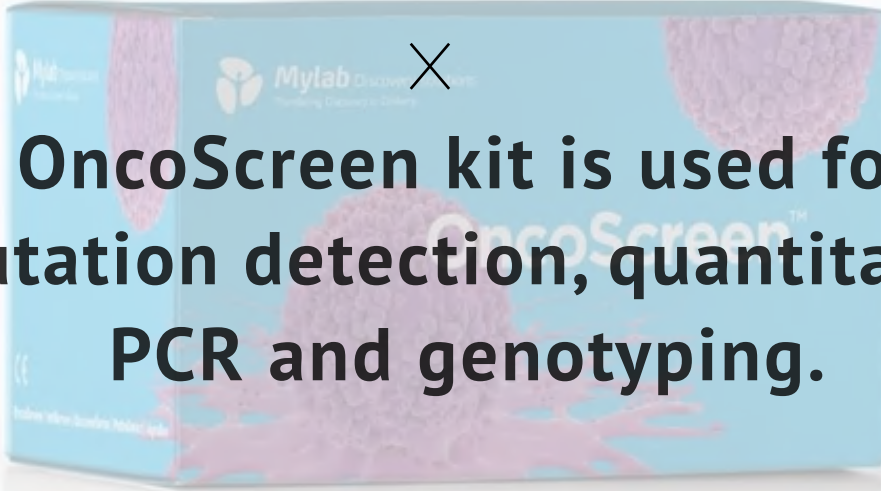
NATSpert

It provides viral nucleic acid extraction using Mylab's proprietary magnetic bead technology.



OncoScreen

OncoScreen kit is used for mutation detection, quantitative PCR and genotyping.



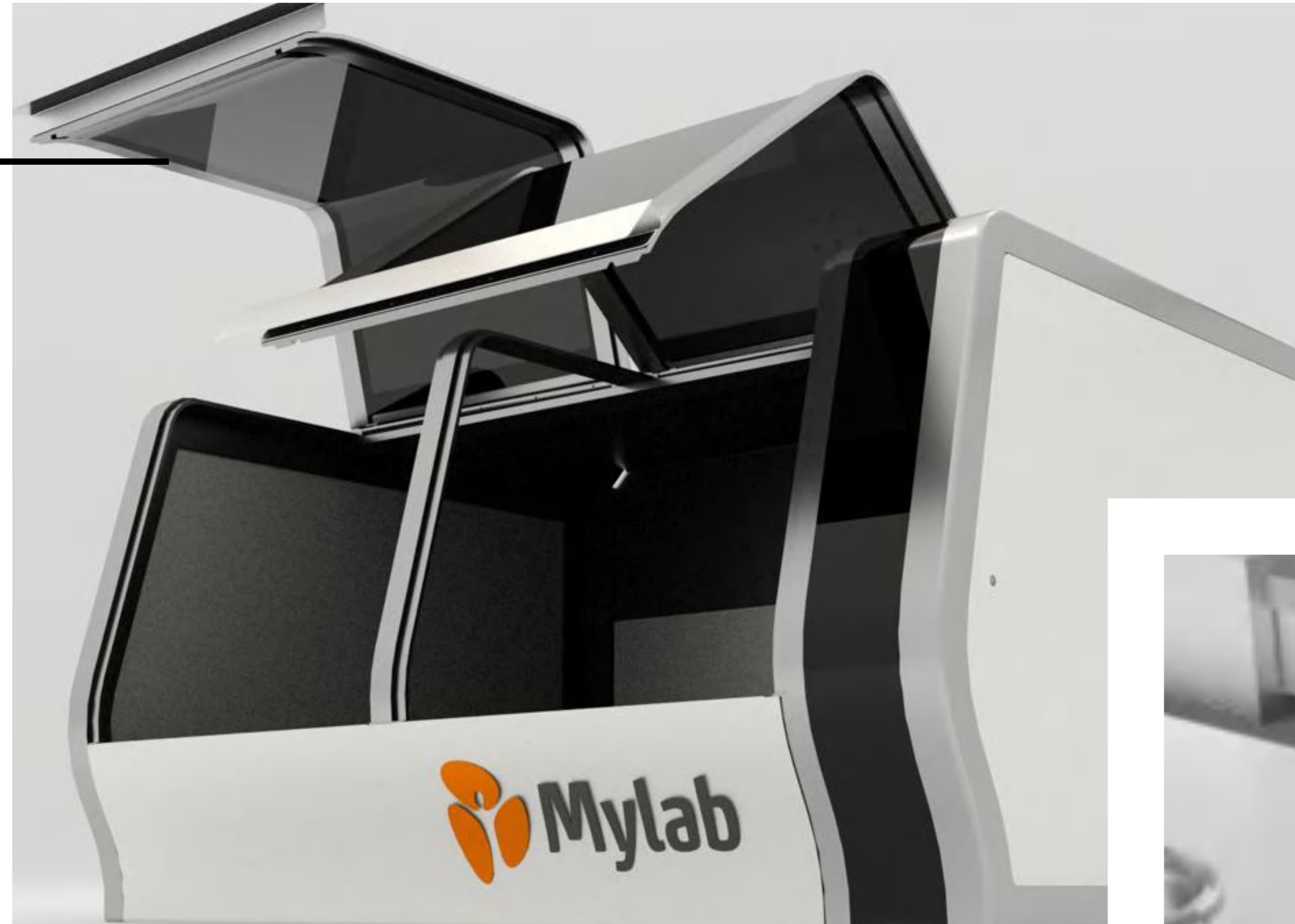
Discover Series

Provides products for prenatal testing as well as other genetic disorders.



Compact XL

revolutionary



sample-to-PCR



compact lab



TIMELINE

2016

*Birth of the
company, self
funded*



2018

*Developed, best
in class products
for hospitals and
labs*



2020

*Rapid Success-
The Covid-19
pandemic*



MYLAB DISCOVERY

Mylab Discovery

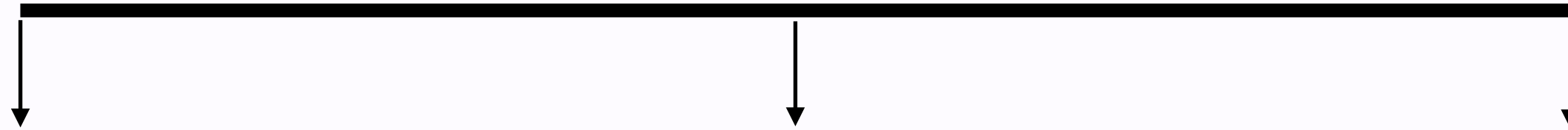
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We can't cure it
unless we detect it!



MARKET

Market Type: Re-segmented



Test kit costs one-fourth of the imported kits

Test kit can detect the virus in the early stage

Test kit tests faster

Market Size :

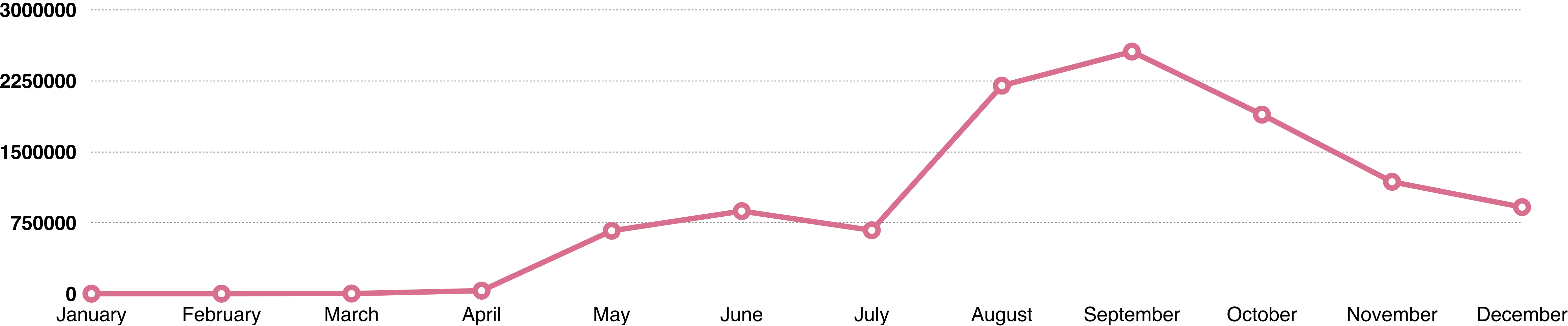
The global COVID-19 diagnostics market size

- USD 8.04 billion by 2027
- CAGR of 2.7%

Customer Transactions:

Mylab can produce 20 lakh test kits per week.

COVID-19 Cases in 2020



No of kits produced every day
till may 2020:

20,000

No of kits produced every day
after may 2020:

2,00,000

INVESTMENT

The company has invested Rs 16 - 20 crore in the last two and a half years

REVENUE

Totally self-funded, with revenues of around Rs 44 crore.

FINANCIALS

CUSTOMERS

Laboratories are able to do twice the number of reactions in the same time on one machine.

SHARE CAPITAL

Authorised Capital

Rs 1000000.00

Paid-up Capital

Rs 500000.00

Source: ClearTax

I n v e s t m e n t s & P r o s p e c t s

Mylab discovery solutions is funded by two investors

-Adar Poonawalla

-Abhijit Pawar

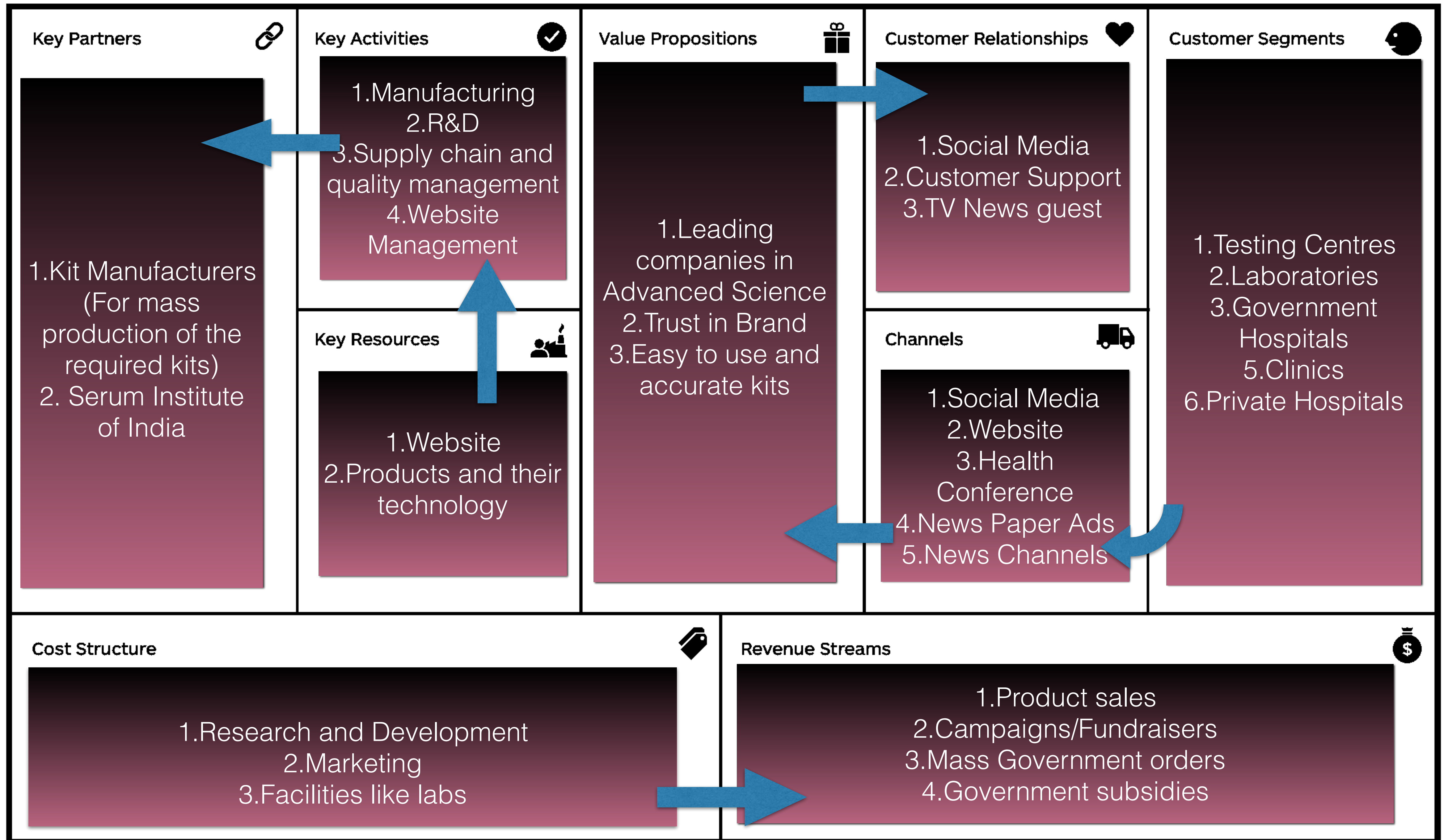
Funding Round - Seed Round on April 2nd, 2020

The company started with the founders Hasmukh Rawal, Shailendra Kawade, investing their own money.

Mylab has partnered up with The Serum Institute, Syngene to cater the rising demands of the covid-19 testing kits.

Source: [crunchbase.com](https://www.crunchbase.com)





CONCLUSION

Positioning statement

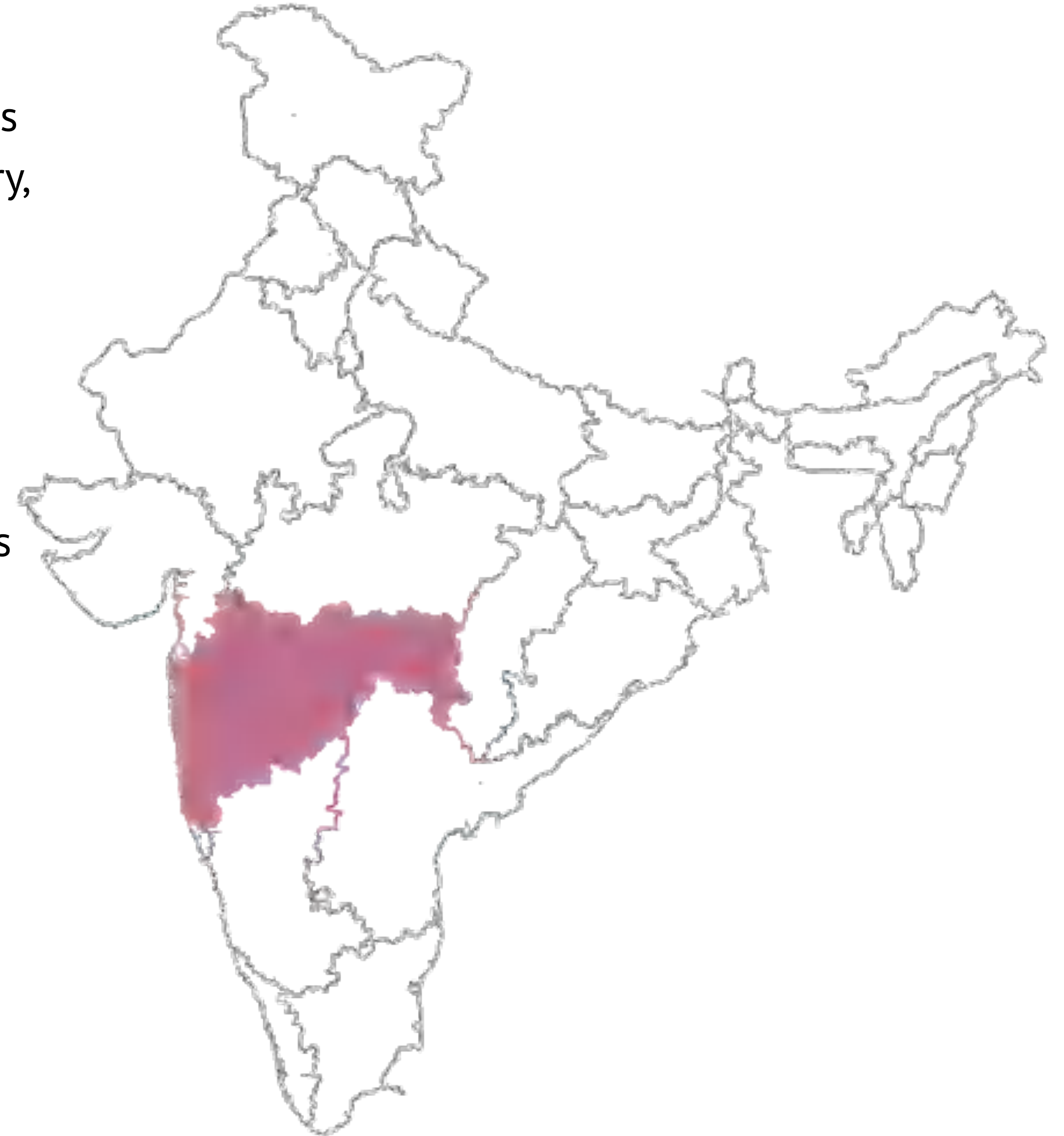
Mylab Discovery Solutions Pvt Ltd is an Indian biotechnology company that produces molecular diagnostic detection kits in the field of medical diagnostics, drug discovery, biomedical research and agricultural genomics. It was founded in 2016 and is based in Pune.

The first FDA approved company in India for HIV HBV HCV for viral load.

Compact XL is one of the most revolutionary sample-to-PCR systems, that eliminates huge infrastructure and capital requirement of a molecular lab.

Differentiating factors:

- a. Affordable kits
- b. Lesser manpower
- c. Wide range of products
- d. Faster results



Our views

Mylab Solutions didn't exactly have its reputation when it started out. The company only has 52 employees each of them playing a crucial role in the company's development.

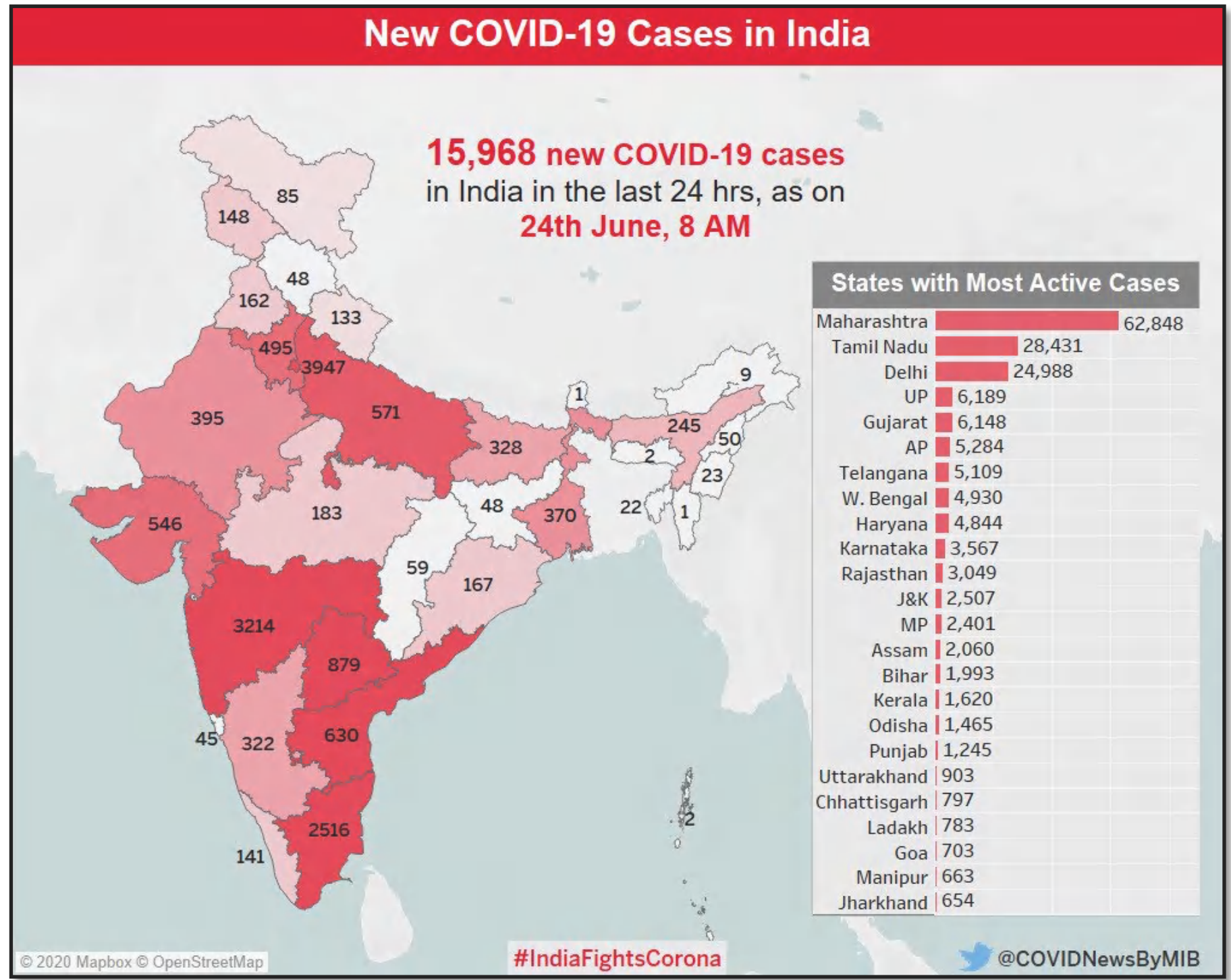
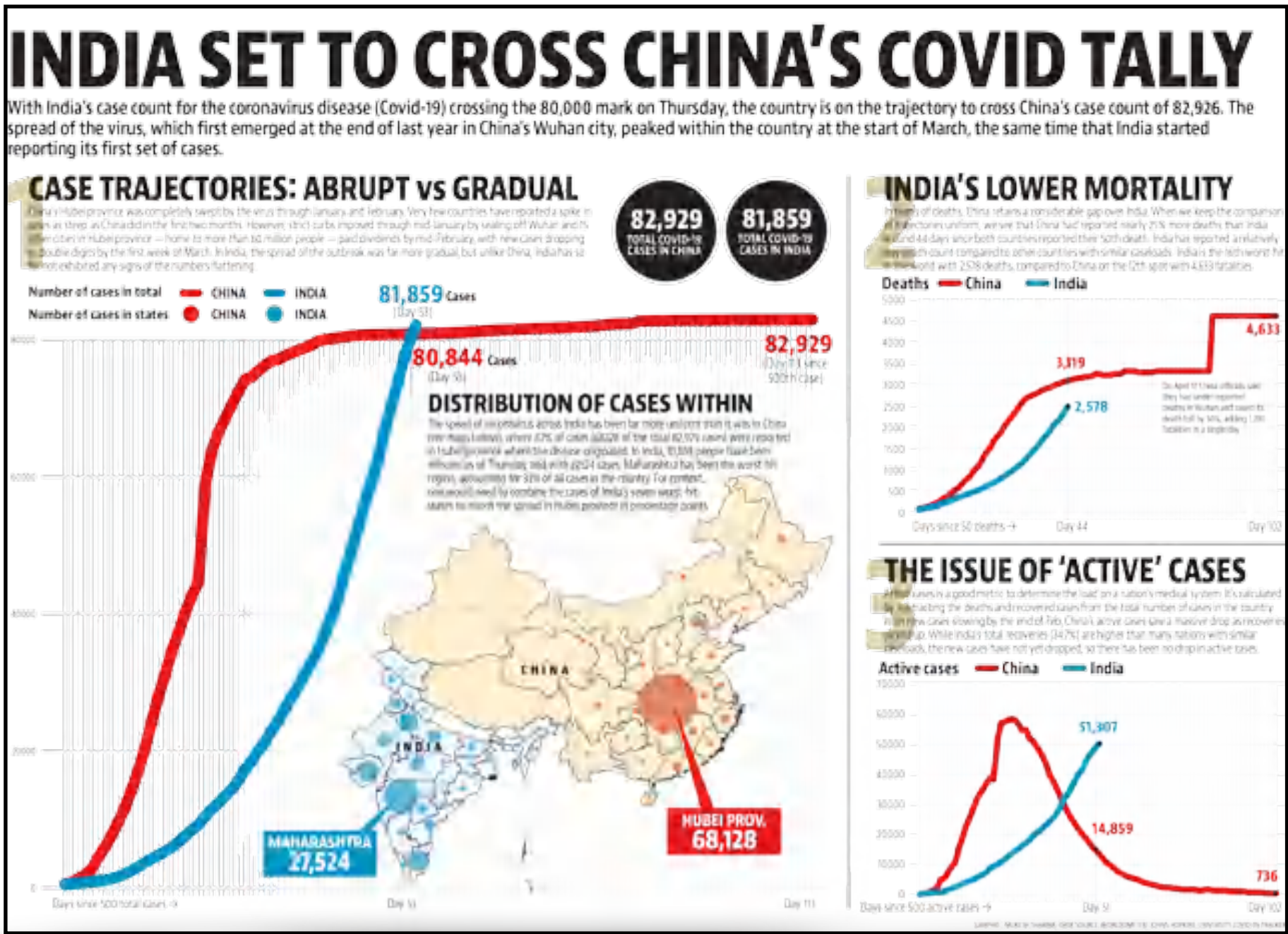
The company already had good relations with the government, being the first Indian company to get FDA approval for its category 'D' test kits.

The Pandemic: The company early on in December 2019 realised the scale of the incoming pandemic. They began working swiftly, and due to the previously established relations with the government, could get quick approval for their covid 19 kits.

We believe investing in the company early on would be a very risky proposition considering the low perception of the field in a country like India.

Now the company has shown its true potential during the Covid 19 pandemic and has turned into an investors paradise.

Source: FortuneIndia



THANK
You