

January 30, 2025

National Stock Exchange of India Limited  
Exchange Plaza,  
Plot No. C/1, G Block,  
Bandra Kurla Complex, Bandra (E)  
Mumbai – 400 051

Symbol: LALPATHLAB

BSE Limited  
Corporate Relationship Department  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai – 400 001

Scrip Code: 539524

**Sub: Earnings Presentation on Un-audited Financial Results (Standalone and Consolidated) for the Quarter and Nine Months ended December 31, 2024**

Dear Sir/Madam,

Please find attached a copy of Company's Q3 & 9M FY25 Earnings Presentation, which the Company proposes to share with Analysts / Investors with respect to its Un-audited Financial Results (Standalone and Consolidated) for the Quarter and nine months ended December 31, 2024, as approved by the Board of Directors in their meeting held on January 30, 2025.

We request you to please take the same on record.

Thanking You,  
Yours Faithfully,

**For Dr. Lal PathLabs Limited**

**Vinay Gujral**  
**Company Secretary & Compliance Officer**

*Encl.: As above*



# Dr. Lal PathLabs Limited (DLPL)

## Q3 & 9M FY25 Results Presentation

January 2025

WIDENING  
HORIZONS  
SERVING  
BETTER



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# Dr. Lal PathLabs – At a Glance

**12%**

3 Year Revenue  
CAGR

**35%**

ROCE  
Excl. Cash &  
Investments

**240%**

Dividend for  
FY23-24

**4,857<sup>#</sup>**

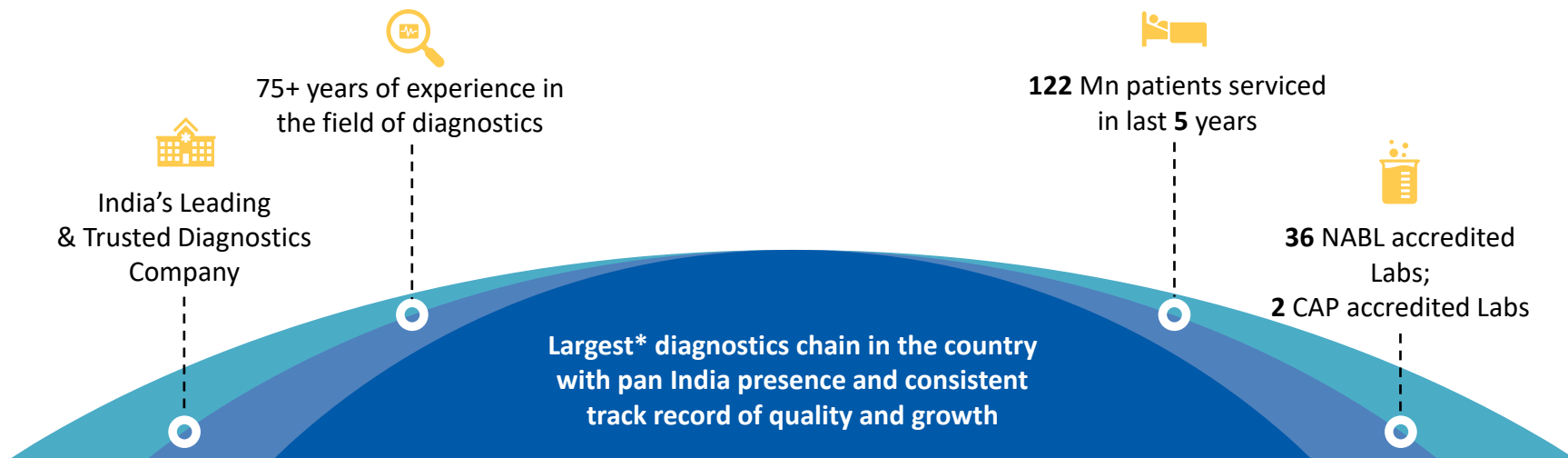
Pathology &  
Radiology tests;  
Comprehensive Test  
menu

**280**

Labs; Geographically  
spread-out network

**5,762**

Patient Service  
Centers (PSC's)









As on March 31, 2024

\*Largest on the basis of revenue and presence

<sup>#</sup> Test count has been rationalized basis current practice

# Q3 FY25 Performance Overview

	Q3 FY25		Q3 FY24
 10.7%	Rs. 597 crore	Revenue	Rs. 539 crore
 9.6%	Rs. 154 crore	EBITDA	Rs. 141 crore
 19.3%	Rs. 98 crore	PAT	Rs. 82 crore
 10.3%	20.6 Mn	Samples	18.6 Mn
 3.8%	6.9 Mn	Patients	6.7 Mn
 +3%	23%	SwasthFit Contribution	20%

# Financials

Particulars (Rs. Cr.)	Q3 FY25	Q3 FY24	Gr %	YTD Dec'24	YTD Dec'23	Gr %
<b>Revenue</b>	<b>597</b>	<b>539</b>	<b>10.7%</b>	<b>1,859</b>	<b>1,681</b>	<b>10.6%</b>
Operating Expenditure	443	398		1,332	1,217	
<b>EBITDA</b>	<b>154</b>	<b>141</b>	<b>9.6%</b>	<b>527</b>	<b>465</b>	<b>13.3%</b>
<i>Margins</i>	<i>25.8%</i>	<i>26.1%</i>		<i>28.3%</i>	<i>27.6%</i>	
Other Income	25	18		68	51	
Depreciation	36	36		106	107	
<b>EBIT</b>	<b>144</b>	<b>123</b>	<b>16.8%</b>	<b>489</b>	<b>408</b>	<b>19.6%</b>
<i>Margins</i>	<i>24.1%</i>	<i>22.8%</i>		<i>26.3%</i>	<i>24.3%</i>	
Finance Cost	5	7		17	23	
<b>PBT</b>	<b>138</b>	<b>116</b>	<b>19.4%</b>	<b>471</b>	<b>386</b>	<b>22.2%</b>
<i>Margins</i>	<i>23.2%</i>	<i>21.5%</i>		<i>25.4%</i>	<i>22.9%</i>	
<b>PAT</b>	<b>98</b>	<b>82</b>	<b>19.3%</b>	<b>337</b>	<b>277</b>	<b>21.8%</b>
<i>Margins</i>	<i>16.4%</i>	<i>15.3%</i>		<i>18.1%</i>	<i>16.4%</i>	
<b>EPS (Basic)</b>	<b>11.6</b>	<b>9.8</b>		<b>39.9</b>	<b>32.9</b>	

Financial results of the Company are best monitored on a year-to-date basis, as there is a certain level of seasonality in business and specific quarter performance may be influenced by certain occurrences in that quarter.

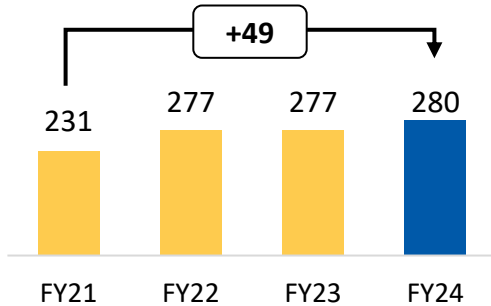
# Key performance highlights

- **Revenue of Rs. 597 crore in Q3 FY25**, a growth of 10.7% Y-o-Y; 9M FY25 revenue of Rs. 1859 crore, an increase of 10.6% Y-o-Y
  - **Volume-led growth achieved** through deeper penetration in core markets and calibrated expansion in newer regions of West & South
  - West region contributed 15% to the total revenue in Q3 FY25
- **Growing sample and patient volumes are driving increased operating leverage**, enabling the Company to **maintain competitive pricing** while **realising efficiency gains through optimized IT infrastructure**. **Active business mix management** further enhanced profitability this year
  - For 9M FY25, EBITDA growth by 13.3% Y-o-Y
- **Update on Suburban Diagnostics**
  - **Consistent near double-digit growth continues**. Revenue growth of 9.2% and 9.8% in Q3 FY25 & 9M FY25 respectively

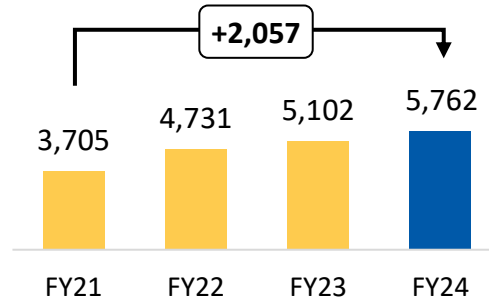


# Operating Highlights

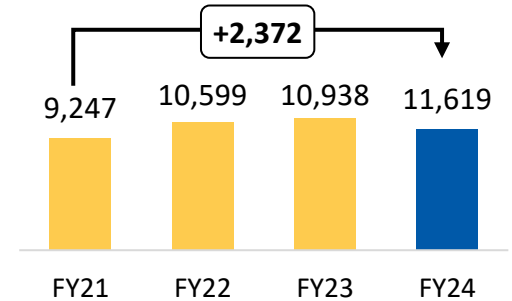
### No. of Clinical Laboratories



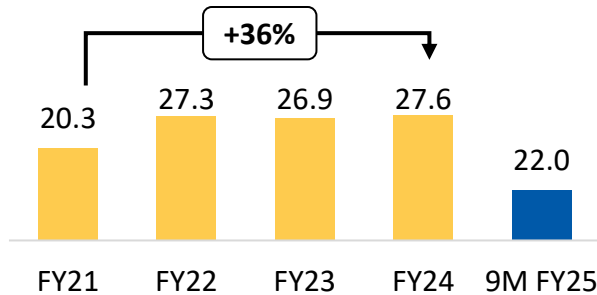
### No. of PSCs



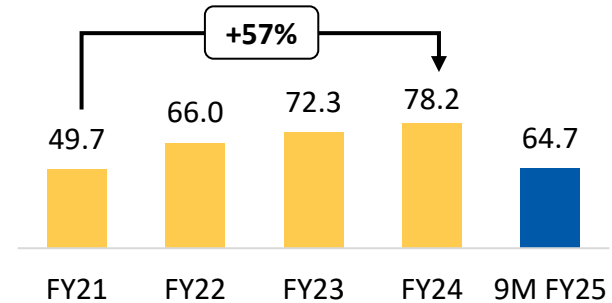
### No. of PUPs



### No. of Patients (Mn)



### No. of Samples (Mn)



# Increasing DLPL reach in Tier 3+

Particulars	FY20	FY21	FY22	FY23	FY 24	
Revenue Tier 3+	421	544	683	685	789	➤➤➤ <b>17%</b> Tier 3+ 4 Yr. CAGR
Total DLPL Revenue	1330	1,581	2,087	2,017	2227	➤➤➤ <b>14%</b> Total 4 Yr. CAGR
<i>% Revenue from Tier 3+</i>	<b>32%</b>	34%	33%	34%	35%	➤➤➤ <b>+3%</b> Contribution from Tier 3+
Infra Count in Tier 3+*						
Labs	60	64	69	70	84	➤➤➤ <b>+24</b> Labs
CCs	1762	1,988	2,416	2,848	3,446	➤➤➤ <b>+1,684</b> CCs
PUPs	4475	5,560	6,363	6,863	7,668	➤➤➤ <b>+3,193</b> PUPs
CC Per Lab	29	31	35	41	41	
PUP Per Lab	75	87	92	98	91	

\*Infra counts includes centers which have contributed to revenue anytime during the financial year

# Management Commentary

Commenting on the performance, (Hony) Brig. Dr. Arvind Lal, Executive Chairman said:

*"I am pleased that we continue to strengthen our leadership in the Indian diagnostics space, driven by our focus on accuracy, quality, and accessibility. The need to strengthen primary and secondary healthcare infrastructure, especially in rural areas and in cities classified as Tier 3, and beyond, has never been more pressing. With increasing prevalence of non-communicable diseases, the role of organized diagnostics in delivering timely and reliable testing is becoming critical.*

*Our national footprint, now at ~280 labs and ~5,700 collection centers, is expanding deeper into Tier III and beyond.*

*Investments in digital infrastructure, AI and genomics are enhancing efficiency and early diagnosis. This is also equipping us to meet evolving patient needs. Our operations continue to scale up according to our pre-defined strategy, backed by over 75 years of experience. As a leader in healthcare, it is our goal to provide quality care to everyone in the country.*

**(Hony) Brig. Dr. Arvind Lal,**  
Executive Chairman



Commenting on the performance, Dr. Om Manchanda, Managing Director said:

*"We continue to drive growth through strategic expansion and deeper market penetration. While we have not taken any price hikes in nearly 2 years, sample growth is fueled by higher testing per patient and the strong momentum of SwasthFit, particularly in underserved towns and cities.*

*Our franchise network is expanding, with each lab now servicing a larger number of collection centers. In North and East India, our cluster-based approach is accelerating growth in Tier 3 & 4 cities, while in the West, Suburban Diagnostics is gaining traction. In South and West India, we are also strengthening infrastructure and brand communication to boost sample volumes.*

*We are focusing investments in frontline capabilities to enhance B2B outcomes. With a strong brand, growing bundled offerings, and a commitment to accessibility, we are well-positioned for sustained growth and leadership in the industry."*

**Dr. Om Manchanda,**  
Managing Director



Commenting on the performance, Mr. Shankha Banerjee, Chief Executive Officer said:

*"We delivered strong financial results in the third quarter of fiscal year 2025, with 10.7% revenue growth and 19.3% increase in profit after tax. Our focus on operational excellence, coupled with proactive initiatives on visibility and brand, contributed significantly to enhanced profitability while maintaining competitive pricing. Sample volumes grew by 10.3% Y-o-Y, with a patient growth of 3.8%.*

*We are accelerating our reach with the planned opening of 15-20 new labs in this financial year. We are expanding our reach into Tier 3 and Tier 4 markets while strengthening our presence in the Core regions. We are making investments in new infrastructure in Metro / Tier 1 cities as well.*

*Our focus on innovation, including new bundled test packages and the expansion of high-end and super-specialty tests, will continue to drive growth and enhance patient experience. Our robust digital infrastructure will play a crucial role in supporting this growth by providing seamless access and personalized solutions."*

**Mr. Shankha Banerjee,**  
Chief Executive Officer





# Corporate Overview

WIDENING  
HORIZONS  
SERVING  
BETTER



# Overview of Dr. Lal PathLabs



## Established brand

Established consumer healthcare brand in diagnostic services



## Pan-India integrated coverage

**280** clinical labs (including National Reference Lab at Delhi and Regional Reference labs at Kolkata, Bangalore & Mumbai), **5,762** Patient Service Centers (PSCs) and **11,619** Pick-up Points (PUPs)



## Varied Offerings

Catalogue of **343** test panels, **3,075** pathology tests and **1,439** radiology and cardiology tests



## Unique and successful operating model

Scalable model integrated through centralised IT platform allows for network expansion

**Well-positioned in one of the fastest-growing segments of the Indian healthcare industry**

# ABDM - All Milestones achieved, DLPL among early adopters

**Ayushman Bharat Digital Mission** aims to create a National Digital Health Ecosystem to bridge the existing gap amongst different stakeholders of Healthcare ecosystem through digital highways. The mission also enables interoperability and portability of health records and support innovation and research in the health sector.



The program is divided into 3 milestones from Technology enablement perspective.



**Milestone – 1**  
(ABHA ID : Ayushman Bharat Health Account)



**Milestone – 2**  
(Building HIP - Health Information Provider)



**Milestone – 3**  
(Building HIU – Health Information User)



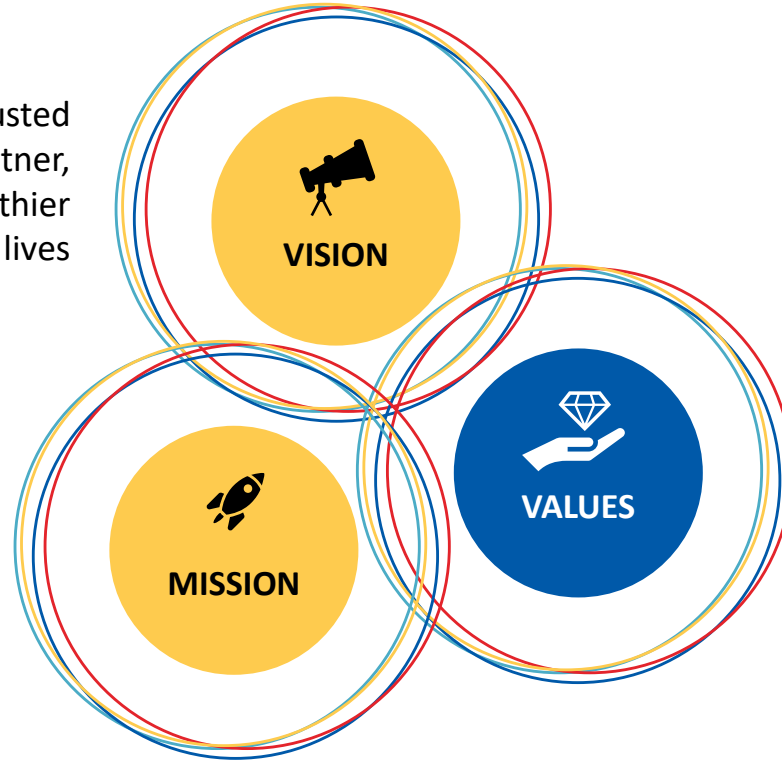
**DLPL is among the few early adopters who have received all M1, M2 and M3 certification.**

The benefits of the mission are manifold and will help the entire ecosystem, from Policy Makers to Researchers, and Health Care Professionals to Patients.

# Vision, Mission & Values

Be the most trusted  
healthcare partner,  
enabling healthier  
lives

To be an undisputed market  
leader by providing accessible,  
affordable, timely and quality  
healthcare, diagnostics, applying  
insights and cutting-edge  
technology to create value for  
all stakeholders



**Customer First**

**Ethics &  
Integrity**

**Quality**

**Accountability**

**Empathy &  
Compassion**

# DLPL Strategy for future growth

## Significantly leverage the strong digital infrastructure

- Deployed AI, data analytics, machine learning tools to elevate the patient experience & offer customized solutions
- Dedicated digital team in place to amplify the volume trajectory

## Enhance high-end test portfolio of super-specialty & bundled test

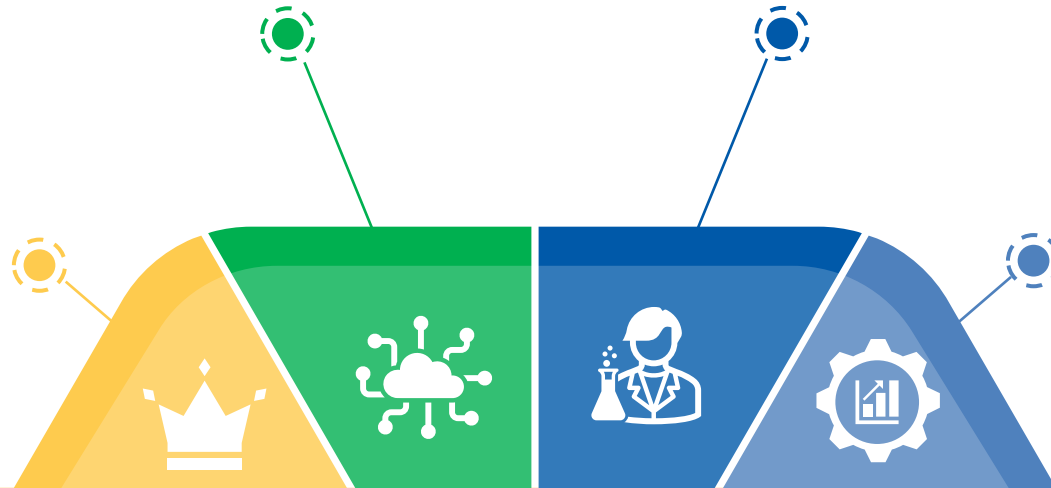
- Created specialty verticals like Genevolve to focus on genomics, L-CoRD to focus on reproductive diagnostics, and L-ACE to focus on auto-immune disorders.
- 'Swasthfit' remains at the core, to offer comprehensive bundled solutions to patients

## Maintain leadership position in the existing core markets

- Leverage strong brand equity in core markets of North India including Delhi NCR
- Offer value to patients by up-selling opportunities

## Drive higher volumes in high-potential markets of Western & Southern India and hub labs in rest of north

- Follow cluster city approach to steer growth in key pockets
- Enhance presence in Maharashtra especially Mumbai through Suburban Diagnostics
- Launched Reference labs in Bengaluru & Mumbai





# Leveraging digital infrastructure to make life easier for patient

## New Website Launch

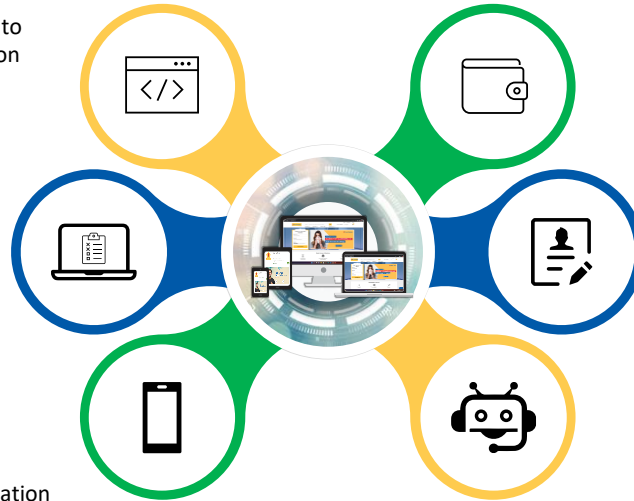
- New age user intuitive website.
- Responsive , mobile friendly web designs.
- SEO friendly for improved customer reach
- Strategic placement of Buttons and Web forms to generate more leads and better order conversion rates from website

## Reco.ai

- LPL's own AI based Recommendation Engine
- Recommends Patient relevant tests as per his current health condition, past report trends, demographic details, etc.

## Logistics App

- Machine Learning based FE Route Generation
- Machine Learning based Tube Scanning Bag creation process.
- Secure QR Code based handshake for every process.
- Geo-fencing and Precious sample recognition  
Intra and Intercity sample movement.



## Wallet

- Senior Citizen Wallet: Wallet points on every booking for Senior Citizen Patients.
- Phlebo Wallet: Wallet points on enhanced superior services to customers.

## One Registration

- One unified platform for all POS registrations
- Error Proofing

## Chatbot 2.0

- New version of Chatbot.
- Book an appointment functionality.
- ETR and Report visibility of customer orders.  
Recommendation of Preventive Health Checkups

# Summary highlights – Technical Lab Operations



Only lab in India to introduce the **Donor derived cell free DNA (LIQUID BIOPSY) technique** for monitoring in cardiac, lung and renal transplant patients.



First lab to introduce the **ONCOPRO TSO500 Comprehensive Genomic Profiling- 500 genes panel**



**LACE** and the centre of excellence in Reproductive medicine – **LCORD**



Relaunched the Lipid panels incorporating the latest guidelines and the SCVD risk profiling for patients



First lab in India to use **AI as an adjunct reporting for prostate cancer and breast cancer reporting** – enhancing the accuracy of pertinent parameters for reporting which affect the therapy guidelines for patients (Gleason grading and perineural invasion)



Launched **COE in Autoimmunity** – Unparalleled test menu in autoimmune diseases in India

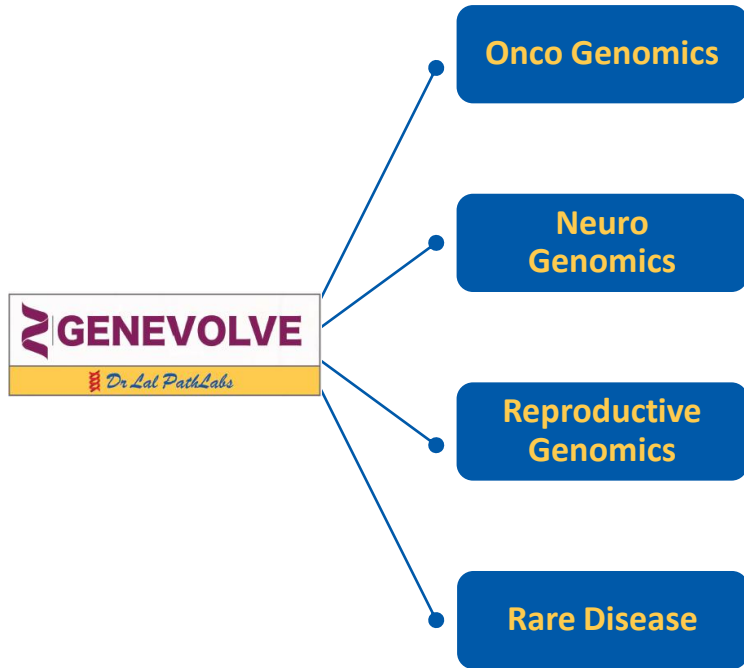


Only private lab to have **two electron microscopes – TEM** (Transmission Electron Microscopy ) for clinical diagnostics.



New Research paper published entitled **“Emergence of Multidrug Resistant Enterococcus Species Isolated from Clinical Samples in North India”** in international journal Global Journal of Microbiology Research(GJMR).

# Genevolve: Genetic Testing Division



Successful completion of 3 years of Launch

Wide Test offering with 160+ New Tests

Wellness Genomics & Pharmacogenomics are upcoming segment

Direct reach of 3,000+ Doctors

Dedicated Business Development team for Genetic Tests

State of art technologies In-House at 4 Reference Labs

# Highest Quality Standards in the Industry

Best in the Industry CAP Proficiency Testing Score at 97.5% for National Reference Lab

Consistently high EQAS Performance Testing Score at 98.3% for Satellite Labs

CAP accreditation 2 labs, NABL accreditation 37 Labs

Real time quality control monitoring

Risk based quality assurance framework

100+ Quality improvement meetings on a daily basis with the network partners

Digitally enabled solutions implemented for quality audits and trainings



Patent has been granted to Dr. Lal PathLabs for an invention related to REAL TIME QUALITY MONITORING for the period of 20 years

# Quality Control

## Laboratory excellence

- Test Recommendation engine
- NABL 133 implementation
- Risk Based Internal Audits
- LPL proficiency testing program launch
- Analytical Quality Scoring & monitoring of Labs
- ESG Data Gathering process implementation



## Capability building



- D L Shah Gold Award for LPL Project  
'Improving Laboratory Performance by developing an in-house automated process to monitor Quality control'
- PROJECT NEEV- self learning initiative for phlebotomists
- Quality education programs-- HUNAR for technicians and EDGE for Doctors

# Enhanced Customer Experience in Home Collection



# CSR Projects

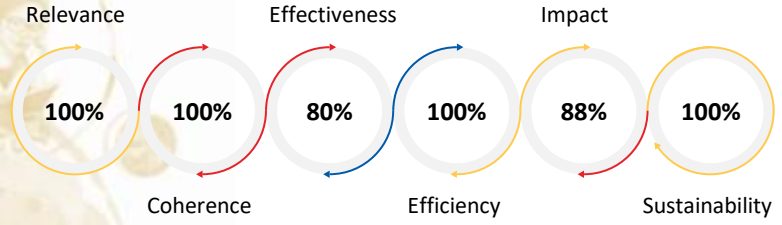
## LPL Foundation's flagship program of vocational training focuses on Skilling and Comprehensive School Health Program

### 1. Skilling: LPL Academy for Laboratory Medicine - Phlebotomist Training

#### Impact Assessment Metrics (Key findings from survey of sample size)

- 45% of respondents surveyed were BPL (below the poverty line) candidates.
- 51% joined the program due to high placement record and 49% due to program certification by authorized bodies and schemes like NSDC and Skill India.
- 59% of participants' salary expectations were met.
- 100% of participants completed OJT and found the program to be Good and Very Good.
- 99% of participants responded that they were guided enough during OJT through guidance, feedback, monitoring and follow-ups by the training centre Representatives.
- 92% of respondents were provided options from multiple employers indicating placement efficiency.
- 92-93% of respondents reported positive impact in personality, confidence and soft skills.
- 91-93% provided positive feedback on course content and training implementation.
- 92% were able to contribute to savings and household expenses indicating a positive impact on quality of life.

### 2. Public Health: Comprehensive School Health Program (CSHP)



#### Program strengths

Quality of trainers and relevance of the course.

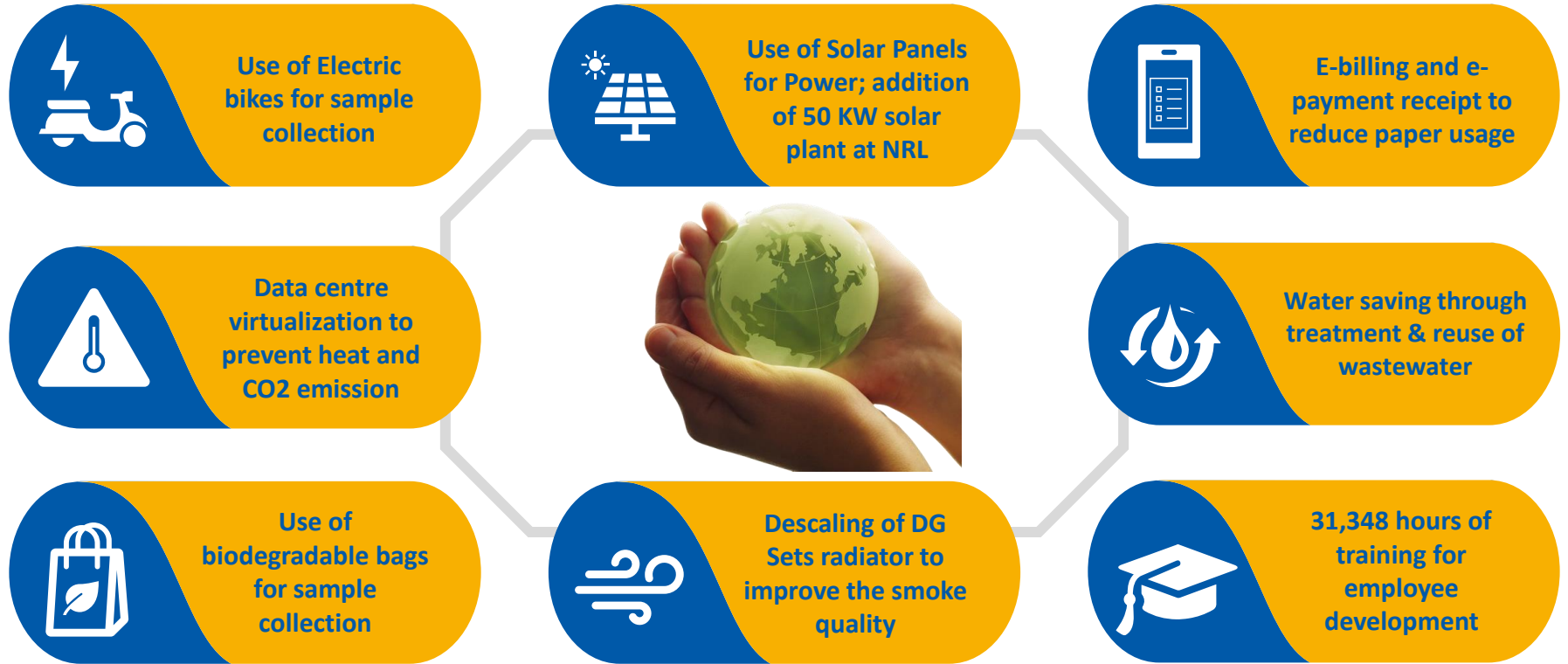
Effective candidate relationship management.

Program impact exceeded goals, serving as a transformative platform for trainees and exceeding expectations of participants.

Strong impact and effectiveness of alumni group

Strong placement success and efficiency.

# Key ESG Initiatives





# Savings of >1.3 million aliquots and >5,210 tons of plastic waste in our lab – a strong commitment to sustainability

Dr. Lal Pathlabs' leadership vision focuses on continuous improvement while maintaining best-in-class patient services. Furthermore, we are strongly committed to optimizing our laboratory's environmental footprint.

We **reduced the need for aliquots by 93%** by replacing our previous system configuration<sup>1,2</sup> with new, innovative automation, analyzers, and IT solutions. Reduced use of plastic for aliquots optimizes **waste management** and **significantly reduces CO<sup>2</sup> emissions**.

>1.3 millions



aliquots eliminated per year<sup>2</sup>

>5,210 tons

of plastic waste eliminated<sup>3</sup>

>INR 435 millions

saved in aliquot creation cost<sup>2,5</sup>



>21,571 tons of CO<sub>2</sub> emissions

eliminated every year<sup>4</sup>

Equivalent to carbon sequestered by

3,231 tree seedlings

grown for 1 year<sup>4</sup>



Protecting resources



Reducing the carbon footprint



Saving energy required for aliquot creation



Combating climate change



Supporting return on investment

1. Siemens Healthineers automation and IT solution vs. the previous system configuration from Roche Diagnostics, Abbott Diagnostics, and Beckman Coulter Diagnostics.

2. Case study: Dr. Lal Pathlabs harnesses the power of digitalization. Published by Siemens Healthcare Diagnostics Inc. · Order No. 30-22-DX-1342-76 · 08-2022 · © Siemens Healthcare Diagnostics Inc., 2022.

3. ZWE\_Policy-briefing\_The-impact-of-Waste-to-Energy-incineration-on-Climate.pdf

4. Theoretical worldwide average using the [epa.gov/energy/greenhouse-gases-equivalencies-calculator](https://www.epa.gov/energy/greenhouse-gases-equivalencies-calculator)

5. Expected financial savings for the contract duration, depending on test mix and market pricing during this time period.

# Cyber Security Capability

## Data Loss Prevention

- State-of-the-art data loss prevention technology to monitor and prevent the disclosure of information
- Data classification platform for information labeling and handling according to severity of data
- Rights management system to enable persistent data-centric protection



## Extended Detection and Response

- Deployed next generation cyber technologies such as CASB (Cloud Access Security Broker), EDR (Endpoint Detection & Response), ATP (Advance Threat Protection), File Sandboxing, Email Zero-Day Protection, Risk-Based Conditional access to prevent the new-age cyberattacks



## Software Security

- Vulnerability Assessment & Penetration Testing of IT apps and systems including cloud infra
- Periodic secure code and configuration reviews of mission-critical systems



## Security Operations Center

- Security operations center to monitor cyber threats 24x7
- Cyber Crisis Management Plan - Readiness, Response & Recovery to achieve the cyber resiliency



## Threat Intelligence

- Threat intel platform to monitor the surface, deep and dark web for credential disclosures, data leaks, frauds, scams, etc
- Proactive detection and mitigation of vulnerabilities of publically exposed systems



# Experienced Management team



**(Hony.) Brig. Dr. Arvind Lal**  
**Executive Chairman**



**Dr. Om Manchanda**  
**Managing Director**



**Dr. Vandana Lal**  
**Whole-time Director**



**Shankha Banerjee**  
**Chief Executive Officer**



**Ved Prakash Goel**  
**Group Chief Financial Officer &  
CEO – International Business**



**Munender Soperna**  
**Chief Information Officer**

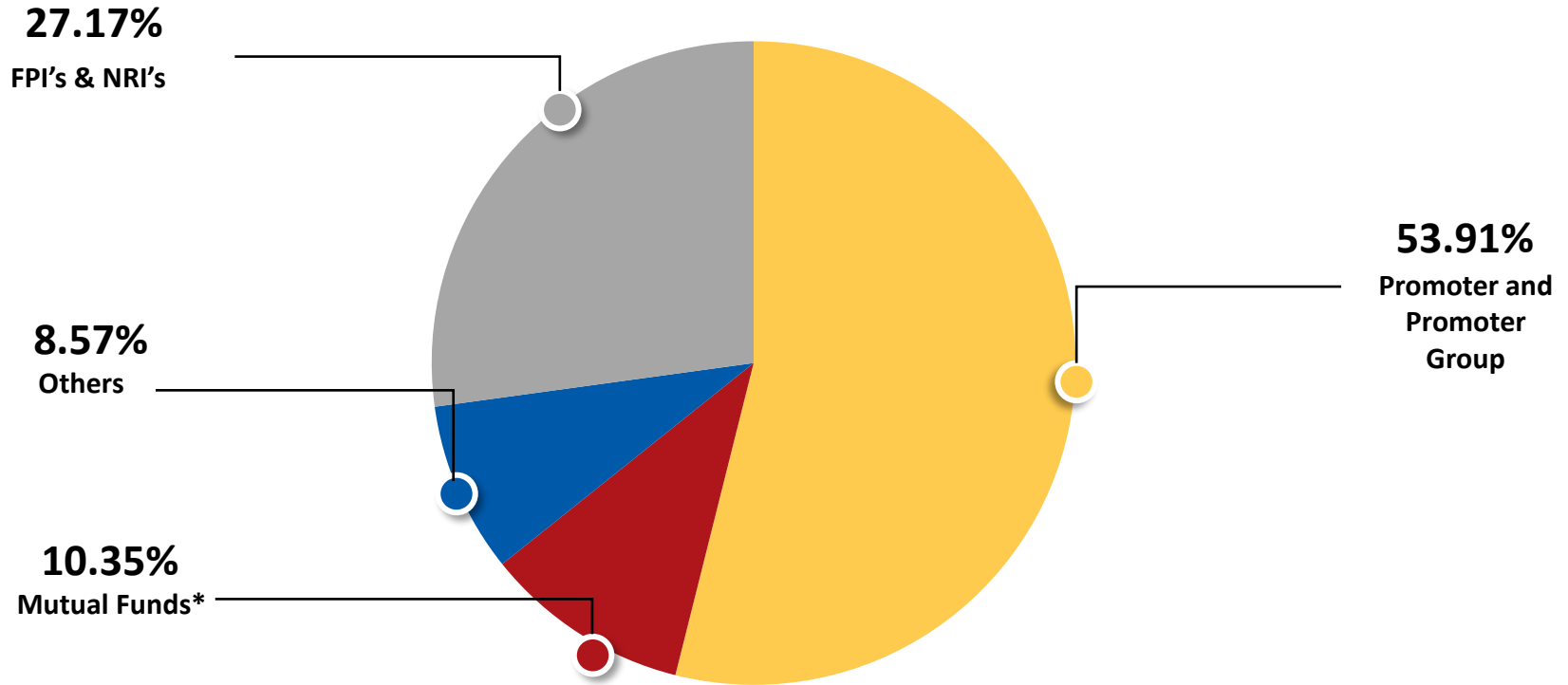


**Jai Prakash Meena**  
**Chief Operating Officer**



**Manoj Garg**  
**Group Chief Human  
Resources Officer**

# Shareholding as of 31<sup>st</sup> December, 2024



\*Mutual Funds includes Alternate Investment Funds as well

# Key Awards & Recognition



Top 100 Global Most Loved Workplace 2023



Gold Award  
QCI – D. L. Shah Quality Awards - 2022



Business Standard Star SME of the year 2022



Best Brands Healthcare 2022



GAPIO Excellence in Diagnostics Award 2022



Diagnostic Chain of the Year – West  
Awarded by the prestigious Healthcare Awards, from The Economic Times in 2022



CSR Award 2022



ICICI Lombard & CNBC TV18 India Risk Management Awards 2022 – Healthcare



CFO100 Roll of Honour 2022



Financial Express CFO of the year 2022



Dr. Om Manchanda honoured and awarded as 'Healthcare Personality of the Year, 2020' by FICCI



EY Entrepreneur of The Year 2019 – Life Sciences & Healthcare

**DATAQUEST**

Data Quest Technology Award 2015 – Excellence in Implementation of Technology

**VCCIRCLE**

VC Circle Healthcare Summit 2013 – Best Diagnostic Company

**COMPUTERWORLD**

Computerworld Honors Laureate Program, 2012



Frost and Sullivan 4th Annual India Healthcare Excellence Award, 'Diagnostic Service Provider Company of the Year 2012'

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Franchisor of the Year (Healthcare) - Franchise Plus Awards 2010



Padma Shri – (Hony) Brig. Dr. Arvind Lal (2009)

# Contact Us

## About Dr. Lal PathLabs Limited (DLPL)

Dr. Lal PathLabs Limited is one of India's leading consumer healthcare brand in diagnostic services.

It has an integrated nationwide network, where patients and healthcare providers are offered a broad range of diagnostic and related healthcare tests and services for use in core testing, patient diagnosis and the prevention, monitoring and treatment of disease and other health conditions. The services of DLPL are aimed at individual patients, hospitals and other healthcare providers and corporates. The catalogue of services includes 343 test panels, 3,075 pathology tests and 1,439 radiology and cardiology tests as on March 31, 2024.

As on March 31, 2024, DLPL's has 280 clinical labs (including National Reference Lab at Delhi & Regional Reference Lab at Kolkata, Bangalore & Mumbai), 5,762 Patient Service Centers (PSCs) and 11,619 Pick-up Points (PUPs). In FY23 & FY24, DLPL collected and processed approximately 72 million samples and 78 million samples from 26.9 million and 27.6 million patients, respectively.

**Additional information on Dr. Lal PathLabs Limited: Corporate Identification No: L74899DL1995PLC065388**

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