

August 7, 2024

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 ended June 30, 2024

Dear Sir/Madam,

Please find attached a copy of Company's Q1 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 ended June 30, 2024, as approved by the Board of Directors in their meeting held on August 7, 2024.

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)

Q1 FY25 Results Presentation

August 2024

WIDENING
HORIZONS
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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[#]

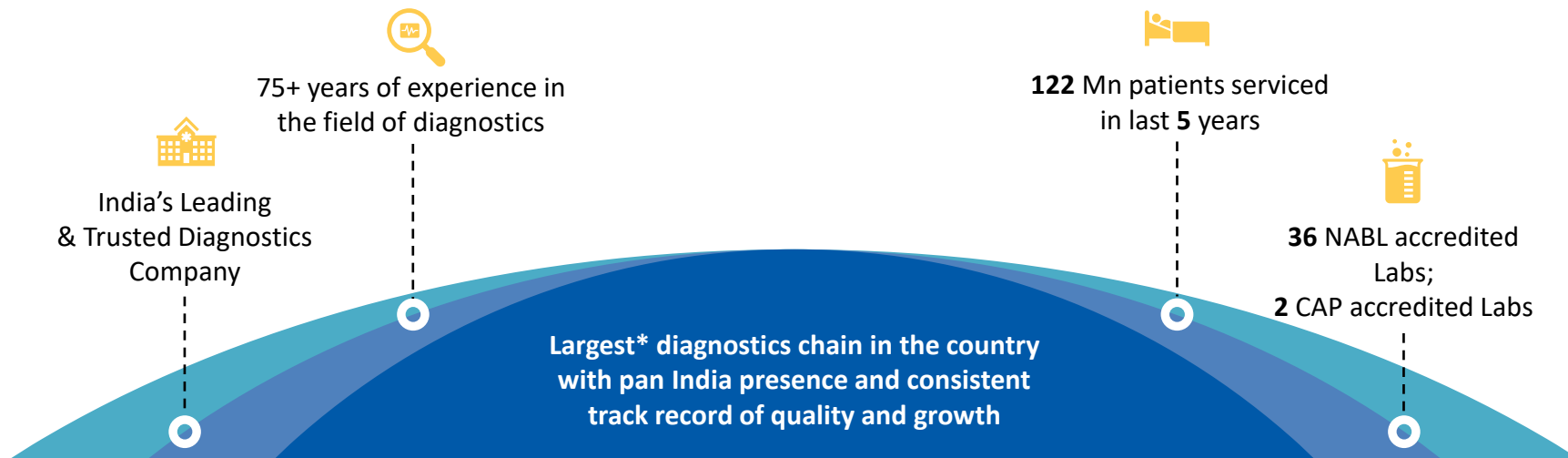
Pathology &
Radiology tests;
Comprehensive Test
menu

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

[#] Test count has been rationalized basis current practice

Q1 FY25 Performance Overview

	Q1 FY25		Q1 FY24
 11.3%	Rs. 602 crore	Revenue	Rs. 541 crore
 16.2%	Rs. 170 crore	EBITDA	Rs. 146 crore
 29.1%	Rs. 108 crore	PAT	Rs. 84 crore
 +3%	25%	SwasthFit Contribution	22%

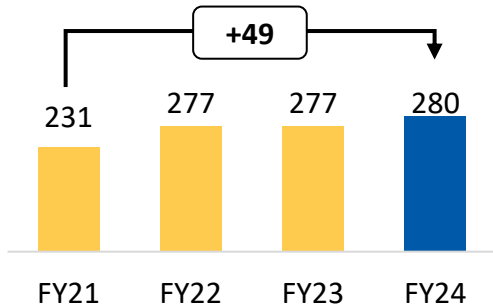
Financials

Particulars (Rs. Cr.)	Q1 FY25	Q1 FY24	Gr %	FY'24
Revenue	602	541	11.3%	2,227
Operating Expenditure	432	395		1,617
EBITDA	170	146	16.2%	609
<i>Margins</i>	28.2%	27.0%		27.4%
Other Income	21	14		69
Depreciation	35	35		144
EBIT	156	126	24.2%	535
<i>Margins</i>	25.9%	23.2%		24.0%
Finance Cost	6	8		29
PBT	150	117	27.6%	505
<i>Margins</i>	24.9%	21.7%		22.7%
PAT	108	84	29.1%	362
<i>Margins</i>	17.9%	15.4%		16.3%
EPS (Basic)	12.8	9.9		43.0

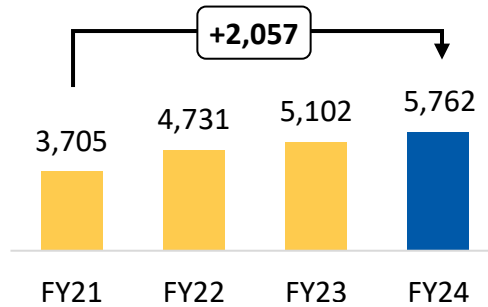
Financial results of the Company are best monitored on a year-to-date basis, as there is a certain level of seasonality in business and specific quarter performance may be influenced by certain occurrences in that quarter.

Operating Highlights

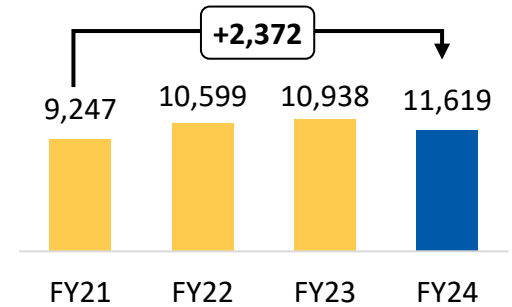
No. of Clinical Laboratories



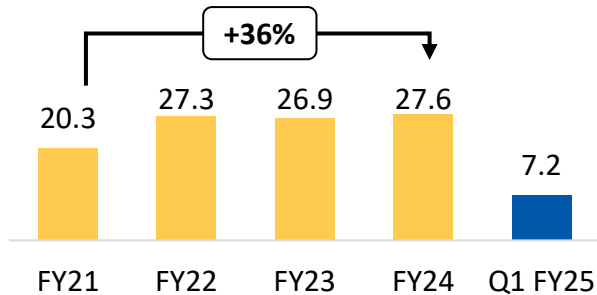
No. of PSCs



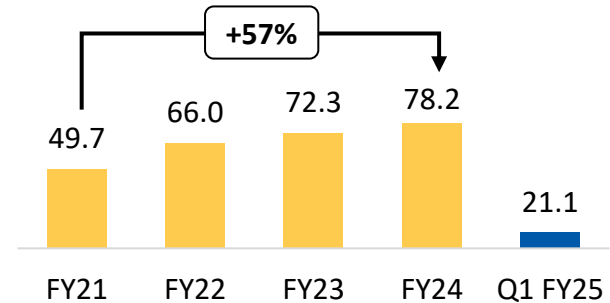
No. of PUPs



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	➤➤➤ 17% Tier 3+ 4 Yr. CAGR
Total DLPL Revenue	1330	1,581	2,087	2,017	2227	➤➤➤ 14% Total 4 Yr. CAGR
<i>% Revenue from Tier 3+</i>	32%	34%	33%	34%	35%	➤➤➤ +3% Contribution from Tier 3+
Infra Count in Tier 3+*						
Labs	60	64	69	70	84	➤➤➤ +24 Labs
CCs	1762	1,988	2,416	2,848	3,446	➤➤➤ +1,684 CCs
PUPs	4475	5,560	6,363	6,863	7,668	➤➤➤ +3,193 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:

“Our unwavering commitment to excellence in diagnostics has fostered sustainable performance and earned us the trust of both patients and physicians over the years. Dr. Lal PathLabs is building a high-performance network powered by technology to seamlessly handle rising sample volumes and prioritize patient experience, solidifying its leadership position.

The model is geared to leverage network synergies given our vast scale and reach and employ a phy-gital approach to build sampling momentum. The focus remains on geographical expansion, test-portfolio diversification, and digital transformation.

We are committed to growth through operational excellence and tech-driven innovation, expanding our reach and elevating service standards. Our future trajectory hinges on key trends: the rise of organized healthcare, the importance of accurate diagnosis, and the growing focus on well-being.”

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



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

“As a leading brand, we are driving growth and profitability through targeted initiatives led by an experienced team and our extensive, technology-enabled network. We are favorably positioned to expand our geographical footprint to achieve sustainable growth in volume and value.

Initiatives are at work to drive patient volume momentum across collection centers and pick-up points, backed by a strong brand that is acknowledged by the medical fraternity and patient community alike. Additionally, we are developing medical centers of excellence to ensure accurate and timely diagnosis, thereby enhancing positive patient outcomes for identified underlying conditions.

The next leg of outreach is coming from our development efforts in Tier 3 and 4 towns, where we are creating infrastructure apace.

Dr. Om Manchanda,
Managing Director



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

“We are pleased to begin on a positive note, achieving an 11.3% growth in revenue and an 29.1% PAT growth during the quarter. SwasthFit, encompassing both routine and specialized tests, has sustained healthy contribution. We are expanding our reach and implementing initiatives to maintain the growth trajectory.

Tier 3 and Tier 4 towns continue to show higher growth CAGR within the network. At the same time, we are strengthening our presence in key clusters, especially in Western and Southern India. The entire accent is on realizing sustainable volume traction by complementing reach with visibility.

Digital infrastructure, including advanced AI and data analytics, is being harnessed to improve patient experience. This is also helping us target communications better at patients, in order to facilitate loyalty. At a broader level we are making concerted campaigns to take the brand message to consumers within key cities via traditional media to maintain salience within communities.”

Mr. Shankha Banerjee,
Chief Executive Officer





Corporate Overview

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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



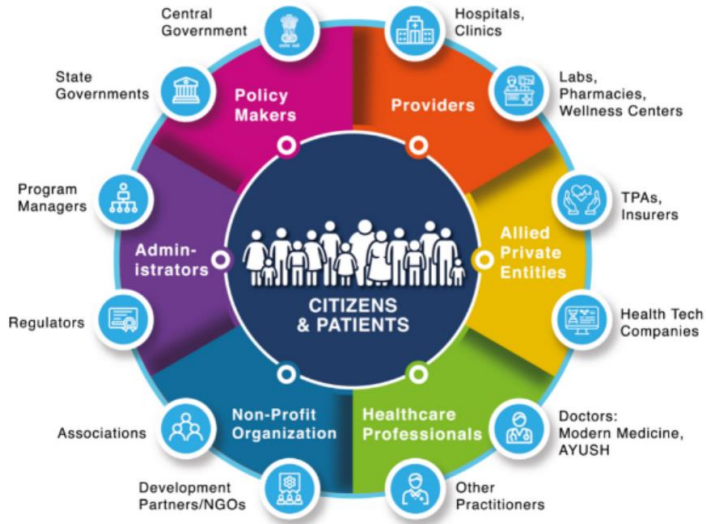
Unique and successful operating model

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)



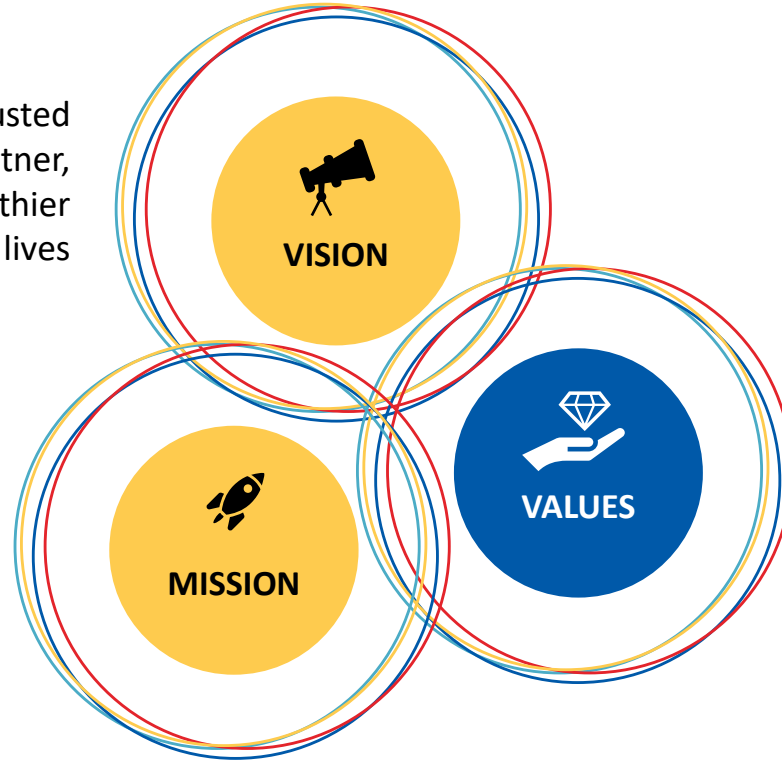
DLPL is among the few early adopters who have received all M1, M2 and M3 certification.

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

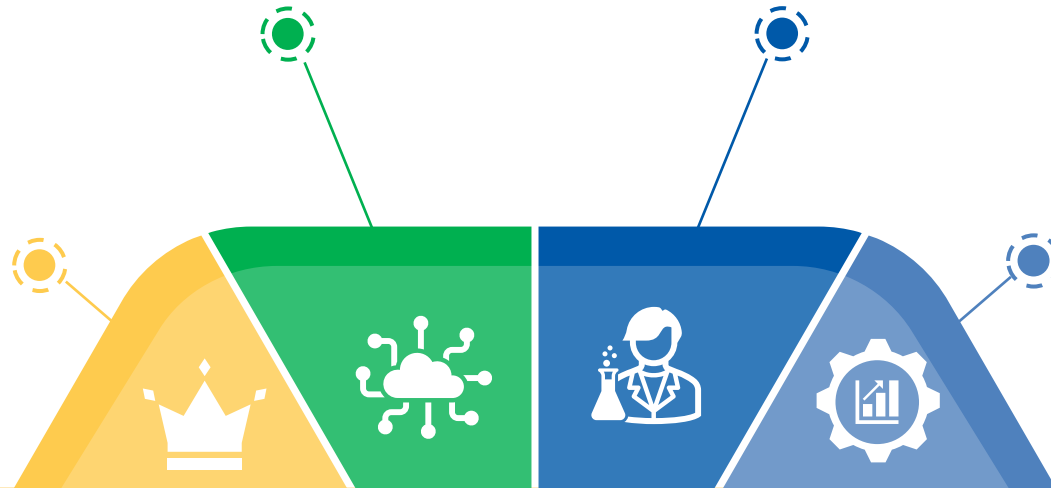
- Created specialty verticals like Genevolve to focus on genomics, L-CoRD to focus on reproductive diagnostics, and L-ACE to focus on auto-immune disorders.
- 'Swasthit' remains at the core, to offer comprehensive bundled solutions to patients

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

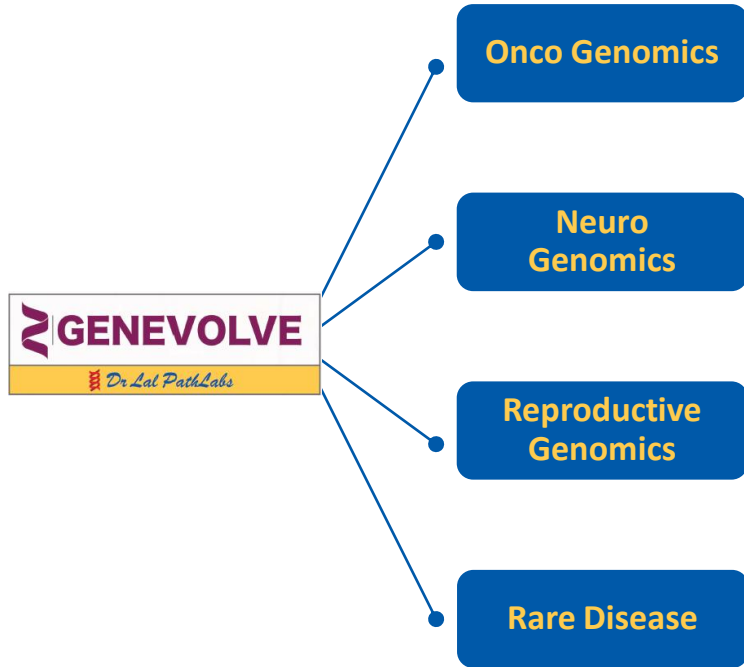


Only private lab to have **two electron microscopes – TEM** (Transmission Electron Microscopy) for clinical diagnostics.



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 98.5% for National Reference Lab

Consistently high EQAS Performance Testing Score at 98% 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 CONTROL 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

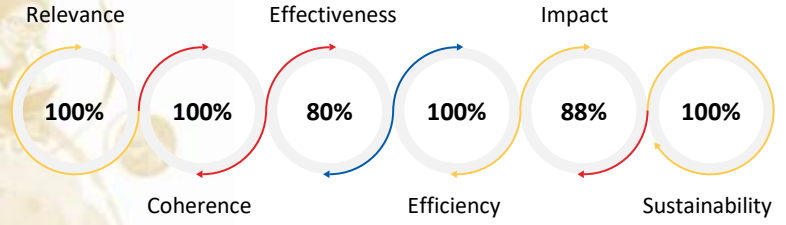
LPL Foundation's flagship program of vocational training focuses on Skilling and Comprehensive School Health Program

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.

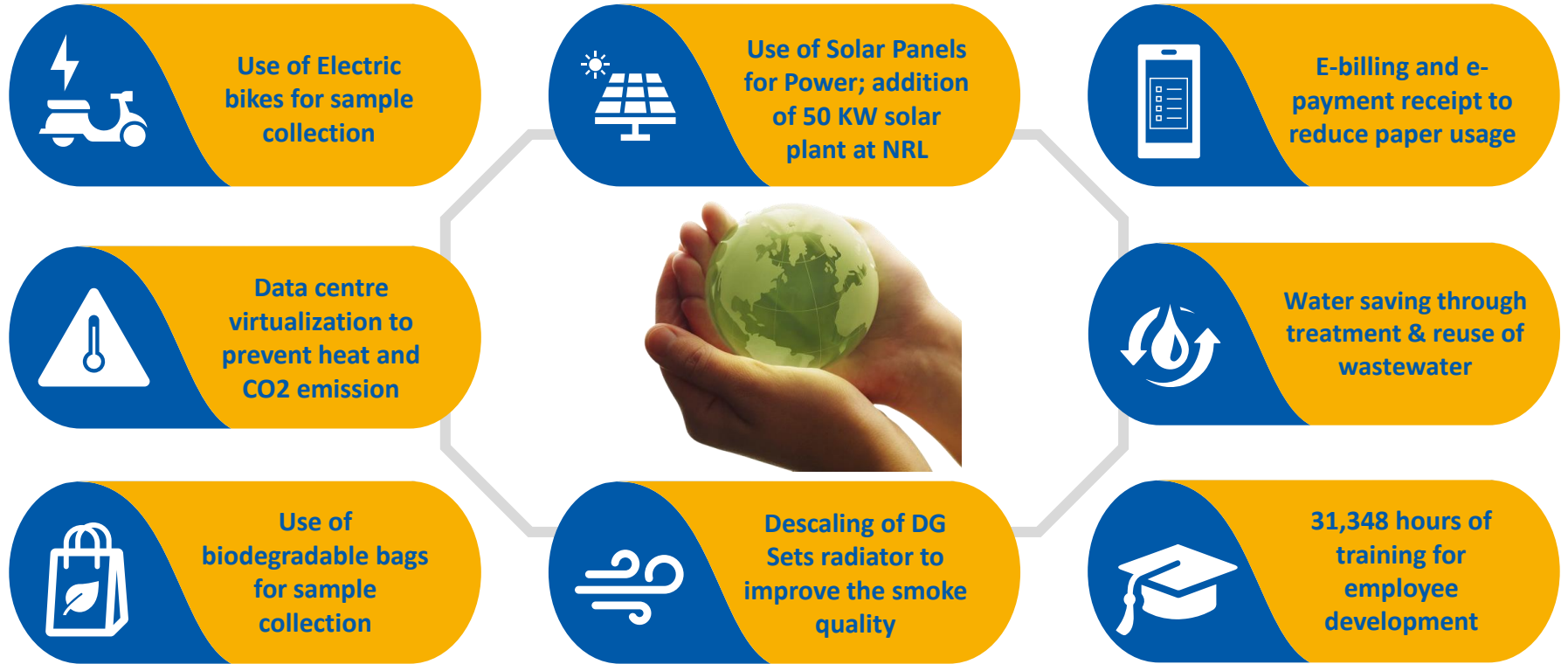
2. Public Health: Comprehensive School Health Program (CSHP)



Program strengths



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^{1,2} with new, innovative automation, analyzers, and IT solutions. Reduced use of plastic for aliquots optimizes **waste management** and **significantly reduces CO² emissions**.

>1.3 millions



aliquots eliminated per year²

>5,210 tons

of plastic waste eliminated³

>INR 435 millions

saved in aliquot creation cost^{2,5}



>21,571 tons of CO₂ emissions

eliminated every year⁴

Equivalent to carbon sequestered by

3,231 tree seedlings

grown for 1 year⁴



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



Munender Soperna
Chief Information Officer

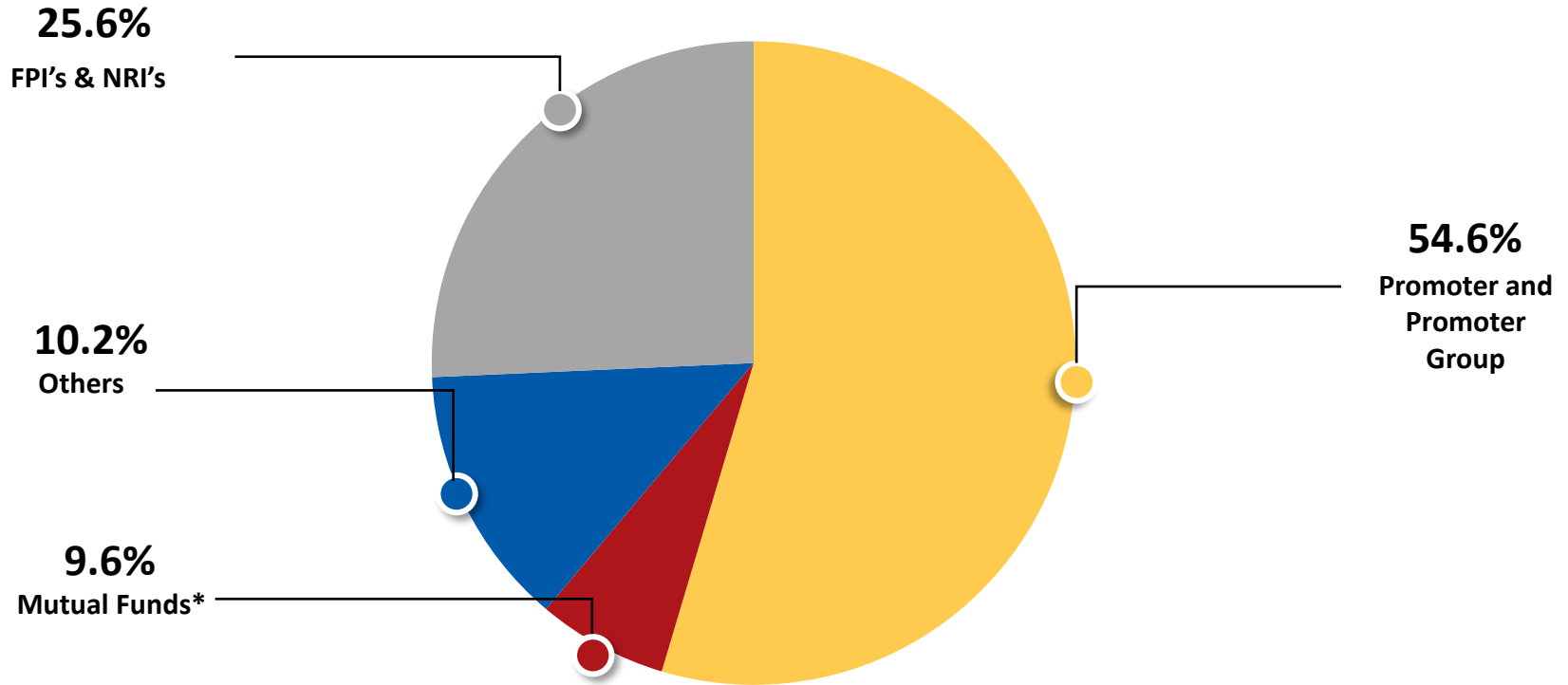


Jai Prakash Meena
Chief Operating Officer



Manoj Garg
Group Chief Human
Resources Officer

Shareholding as of 30th Jun, 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'

FRANCHISE INDIA
Ideas For Tomorrow®

Franchise India Excellence Award in Hall of Fame Category (2011, 2012)



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

Website: <https://www.lalpathlabs.com>

**For further
information
please contact:**

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