

August 08, 2023

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: Corporate Presentation for Q1 FY24

Dear Sir/ Madam,

Pursuant to SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Corporate Presentation of the Company for Q1 FY24, which the Company proposes to share with analysts/ investors.

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)

Corporate Presentation

July 2023

WIDENING
HORIZONS
SERVING
BETTER



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DLPL Strategy for Future Growth	32

DISCLAIMER: This presentation may contain 'forward-looking' statements at places. The Company's business operations remain subject to undetermined contingencies and risks. Dr. Lal PathLabs Limited would not be liable for any action undertaken based on such 'forward-looking' statements and does not commit to revising/updating them publicly.



Corporate Overview

Dr. Lal PathLabs at a glance

Our Evolution

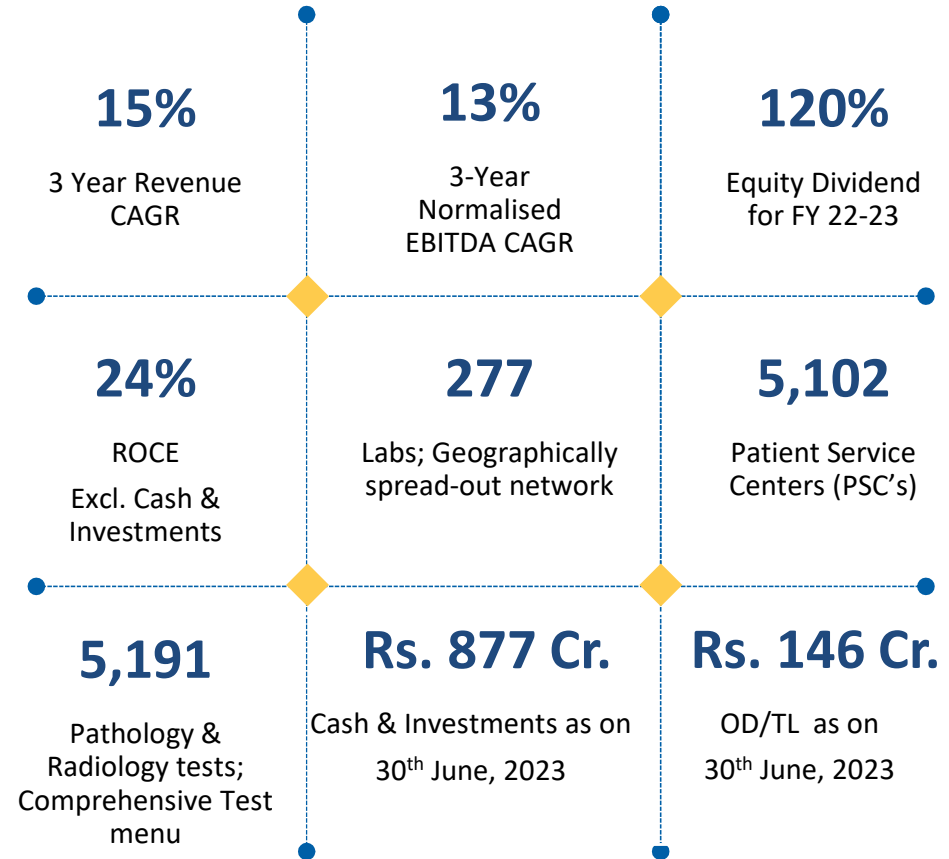
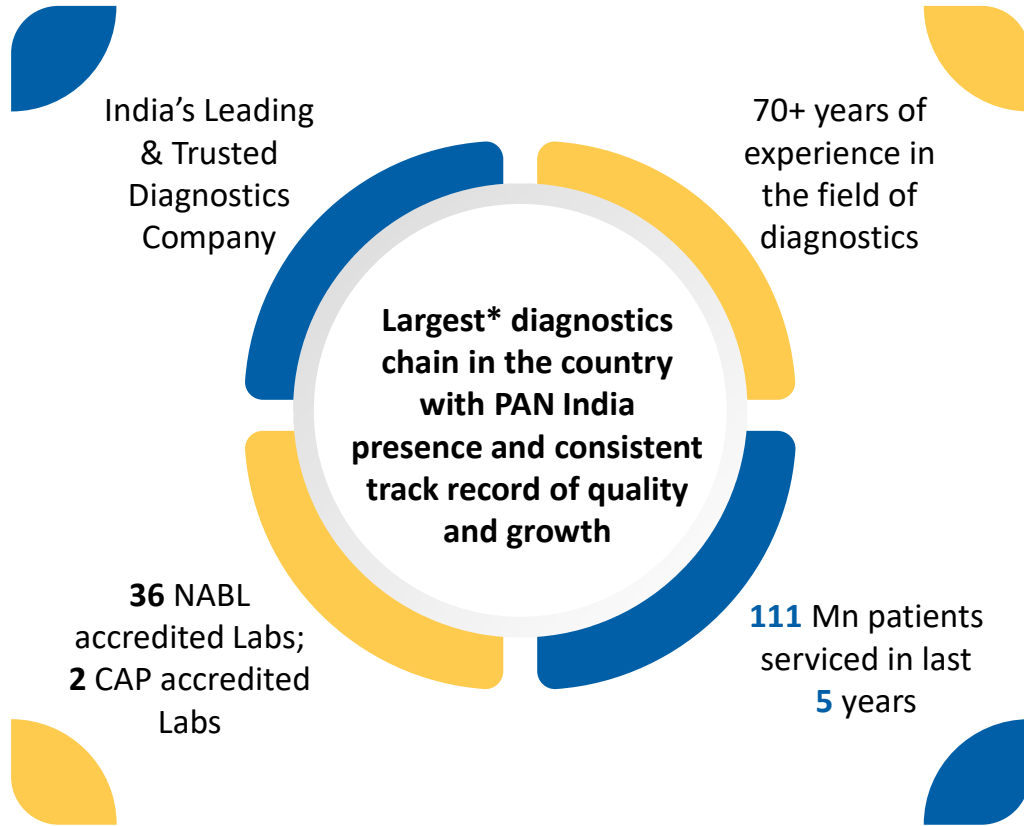
Dr. Lal PathLabs overview

Experienced Management team

WIDENING
HORIZONS
SERVING
BETTER



Dr Lal PathLabs – At a Glance



As on March 31, 2023

*Largest on the basis of revenue and presence

Note: Figures includes Suburban Diagnostics w.e.f. 12th November, 2021

Our Evolution

1949 – 2005

Foundation

- **1949:** Founded by Dr. Major S. K. Lal
- **1995:** Company incorporated as Dr. Lal PathLabs Private Ltd.
- **2000:** Three clinical labs receive NABL¹ accreditation
- **2001:** Received ISO 9001:2008 certification
- **2002:** Received 'International Accreditation' from CAP²

2005 – 2010

Building capabilities for scale up

- **2005:** onwards: Investment by WestBridge Capital
- **2008:** Acquisition of Paliwal Medicare Private Limited and Paliwal Diagnostics Private Limited
- **2010:** National Reference Lab set up in Delhi

2010 – 2015

Strong position in North India, building network in other geographies

- Investment by TA Associates
- Clinical laboratories expansion in North region
- Growing the business in East region
- Entry into the South and West regions
- Multiple acquisitions to scale network
- Successful IPO listing in Dec 2015

2015 -2020

Higher contribution from Rest of India, Commissioned state of the art Kolkata Reference Lab

- Higher contribution from Rest of India business & focus on bundled test program "Swasthfit"
- Successful commissioning of Regional Reference Lab at Kolkata in 2018
- Inorganic growth through acquisition of laboratories in Western & Southern India

2020 onwards

Pan India Player – Acquired Suburban, Building South Ecosystem

- First to set-up RT-PCR testing network in 2020
- Completed acquisition of Suburban Diagnostics in 2021
- Expanded South ecosystem through Bengaluru Reference Lab and network of Hub & Satellite labs
- Established hub labs in North region
- Spearheading investments in Digital and InfoSec
- Successful commissioning of Regional Reference Lab at Mumbai in 2023

1. NABL: National Accreditation Board for Calibration and Testing Laboratories.
2. CAP: College of American Pathologists.

Dr. Lal PathLabs overview

Established consumer healthcare brand in diagnostic services

Catalogue of 481 test panels, 2,763 pathology tests and 1,947 radiology and cardiology tests¹

Collected and processed ~72.3 mn samples from ~26.9 mn patients in Mar'23; ~65.9 mn samples from ~27.3 mn patients in FY22; ~49.7 mn samples from ~20.3 mn patients in FY21

Pan-India integrated coverage with 277 clinical labs (including National Reference Lab at Delhi and Regional Ref Lab at Kolkata, Bangalore & Mumbai), 5,102 Patient Service Centers (PSCs) and 10,938 Pick-up Points (PUPs)¹

Customers include individual patients, corporates and institutions, healthcare providers as well as hospital and clinical labs (lab management)

FY23: Revenue: INR 2,016.9 Cr.; EBITDA: INR 528.0 Cr² (Margin: 26.2%); PAT: INR 241.1 Cr (Margin: 12.0%);
FY22: Revenue: INR 2,087.4 Cr.; EBITDA: INR 600.4 Cr² (Margin: 28.8%); PAT: INR 350.3 Cr (Margin: 16.8%);

1. As on March 31, 2023.

2. Normalised EBITDA excl ESOP, CSR Cost & exceptional expenses

Test Menu

Routine testing

- Bio-chemistry
- Hematology
- Clinical pathology
- Microbiology
- Basic radiology



Specialized testing

- Molecular diagnostics
- Flowcytometry
- Genetics / Cytogenetics / Genomics
- Histopathology/Immunohistochemistry and Digital Pathology and AI



- Proteomics
- Next Generation Sequencing
- Renal Pathology and TEM (Transmission Electron Microscopy)
- Transplant Immunology



Accreditations



ISO15189:2007
ISO9001:2008
ISO27001:2013

Experienced Management team



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



Dr. Om Manchanda
Managing Director



Dr. Vandana Lal
Whole-time Director



Bharath Uppiliappan
Chief Executive Officer



Ved Prakash Goel
Group Chief Financial Officer



Shankha Banerjee
Chief Executive Officer
(Group Cos)



Munender Soperna
Chief Information Officer

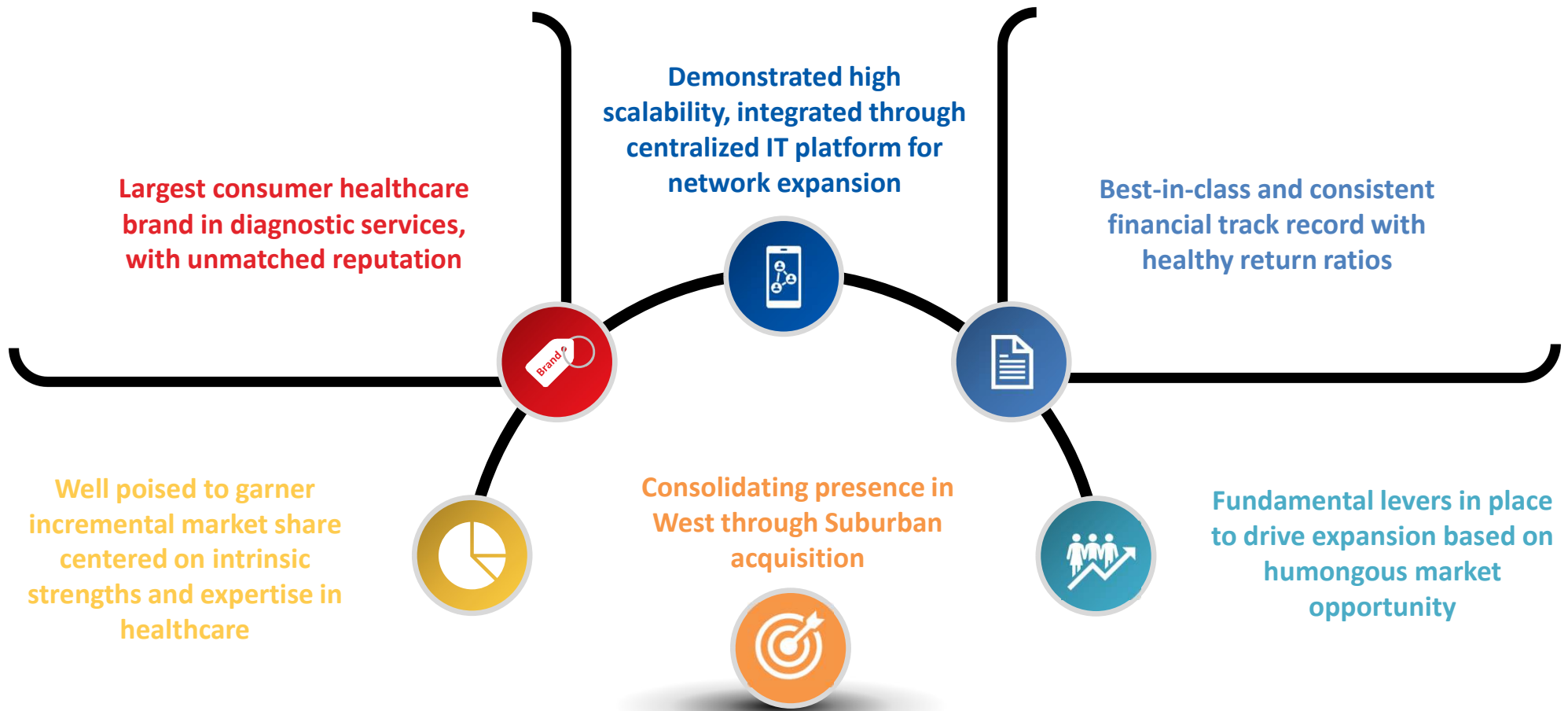


Jai Prakash Meena
Chief Operating Officer



Manoj Garg
Group Chief Human
Resources Officer

Investment Highlights



Indian Healthcare Services is a large and growing opportunity

~1.4 bn

India's expected population in 2025¹

2.5%

Government Expenditure on healthcare (as % of GDP) in FY25³

\$372 bn

Expected India's healthcare industry size in CY22²

~62%

Out of pocket expenses to overall healthcare spends³

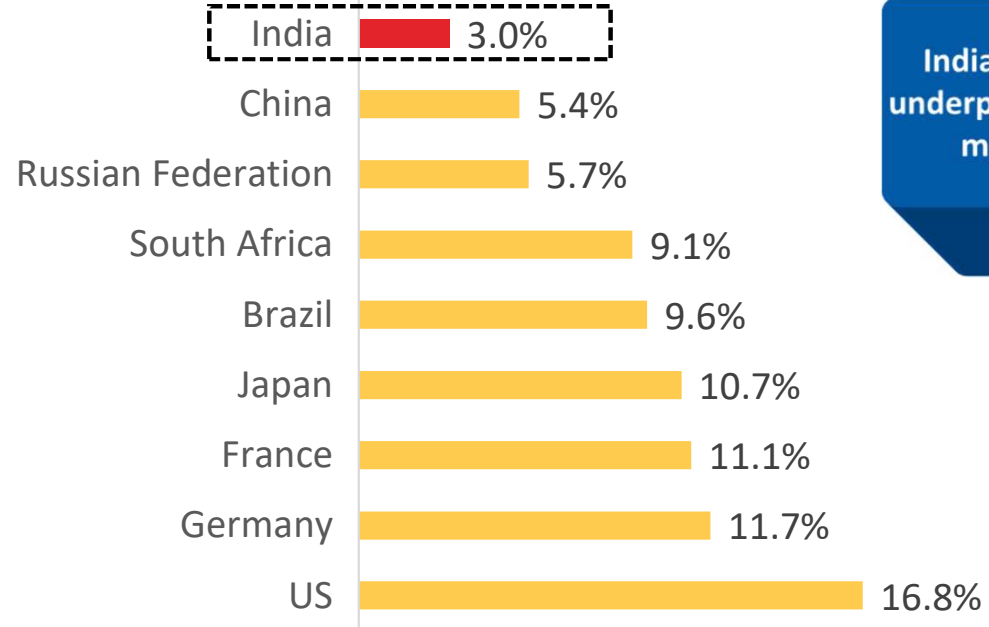
\$10.76 bn

Close to Rs. 89,155 crore was allocated to the Ministry of Health and Family Welfare, under Union Budget 2023-24²

\$6.8 bn

The amount that Indian Government is planning to introduce as a credit incentive program (Rs. 500 bn) to boost the country's healthcare infrastructure²

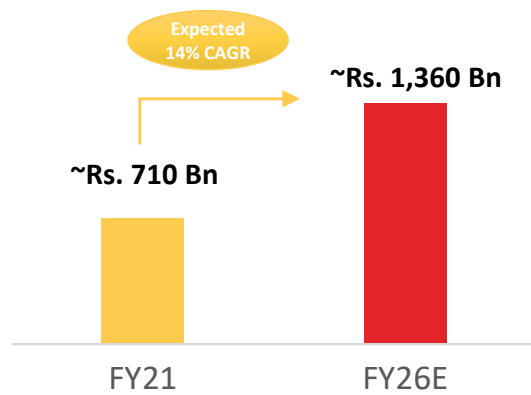
Total Healthcare Expenditure as % of GDP (2019)⁴



India, highly underpenetrated market

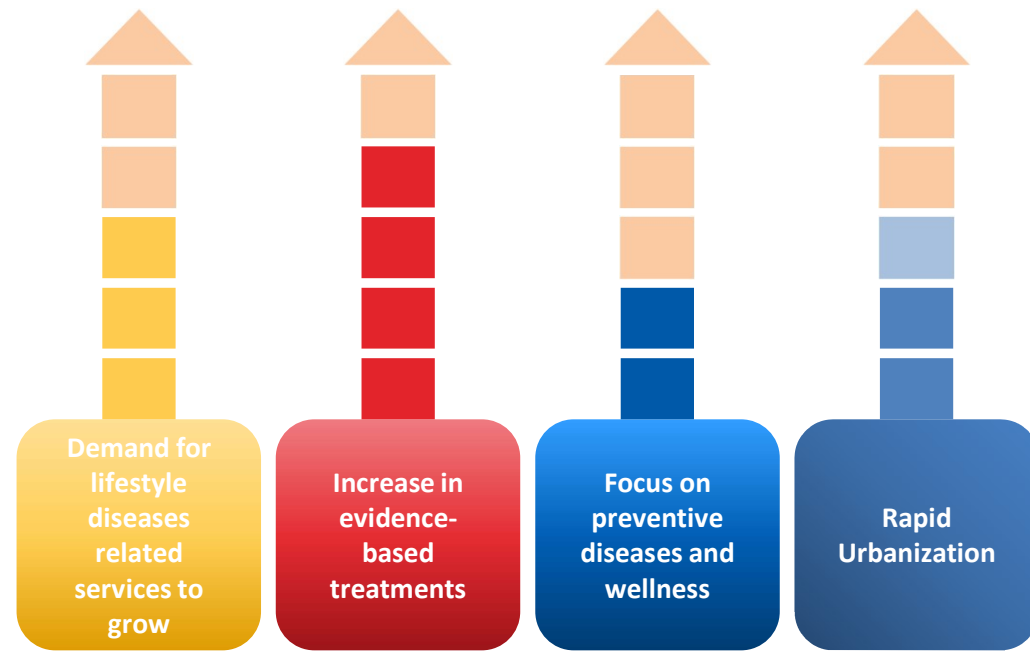
Drivers of India diagnostic services market

Diagnostic Services Industry Size

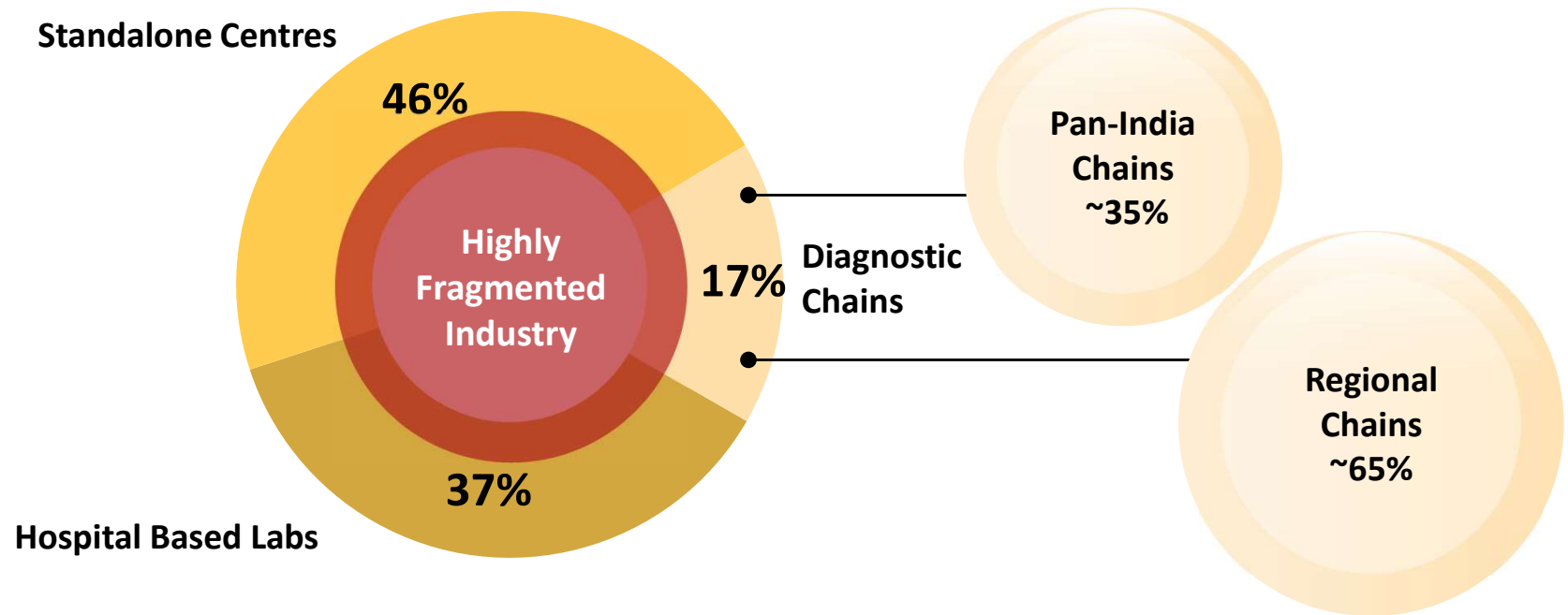


Screening, early detection, and monitoring reduce downstream costs

Growth Drivers



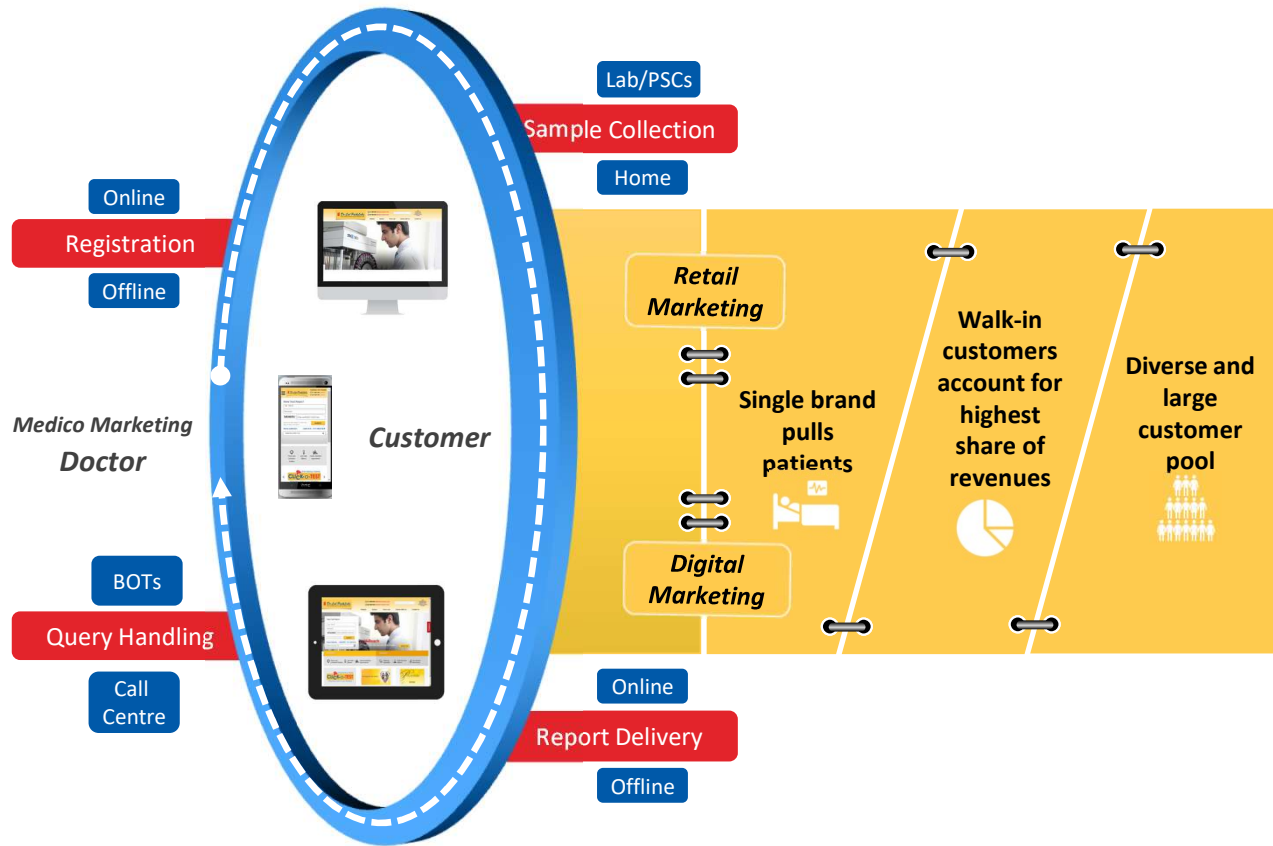
Diagnostic Services industry continues to remain highly fragmented



Largely fragmented and unorganized

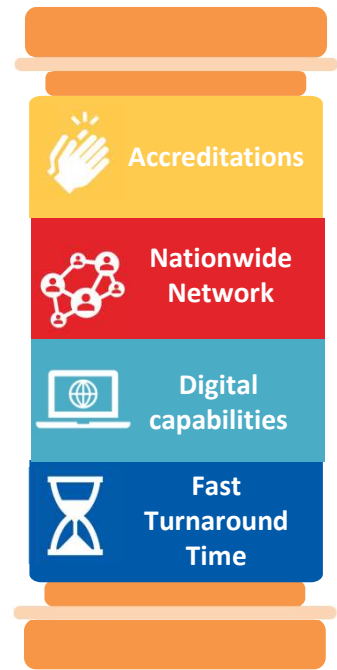
Source: Industry Data, Centrum Institutional Research Report

Established reputed consumer healthcare brand in Diagnostic Services



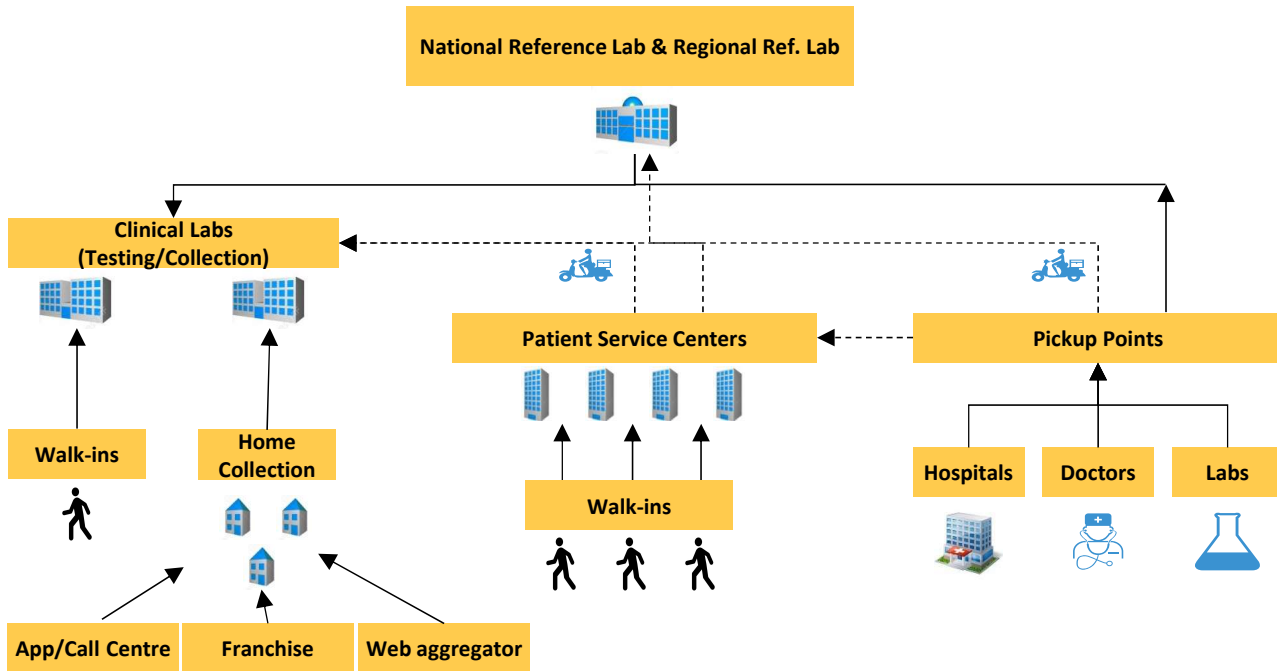
Pillar of a Strong Brand

- Accreditations from CAP, NABL and ISO
- Centrally administered surveillance programs
- Coverage in metros, Tier 1 and Tier 2 cities
- Wide reach through PSCs and PUPs
- 24x7 access including online access and home collection
- Dedicated logistics team



Collection network

LPL's scalable business model provides strategic advantage for expansion and consolidation

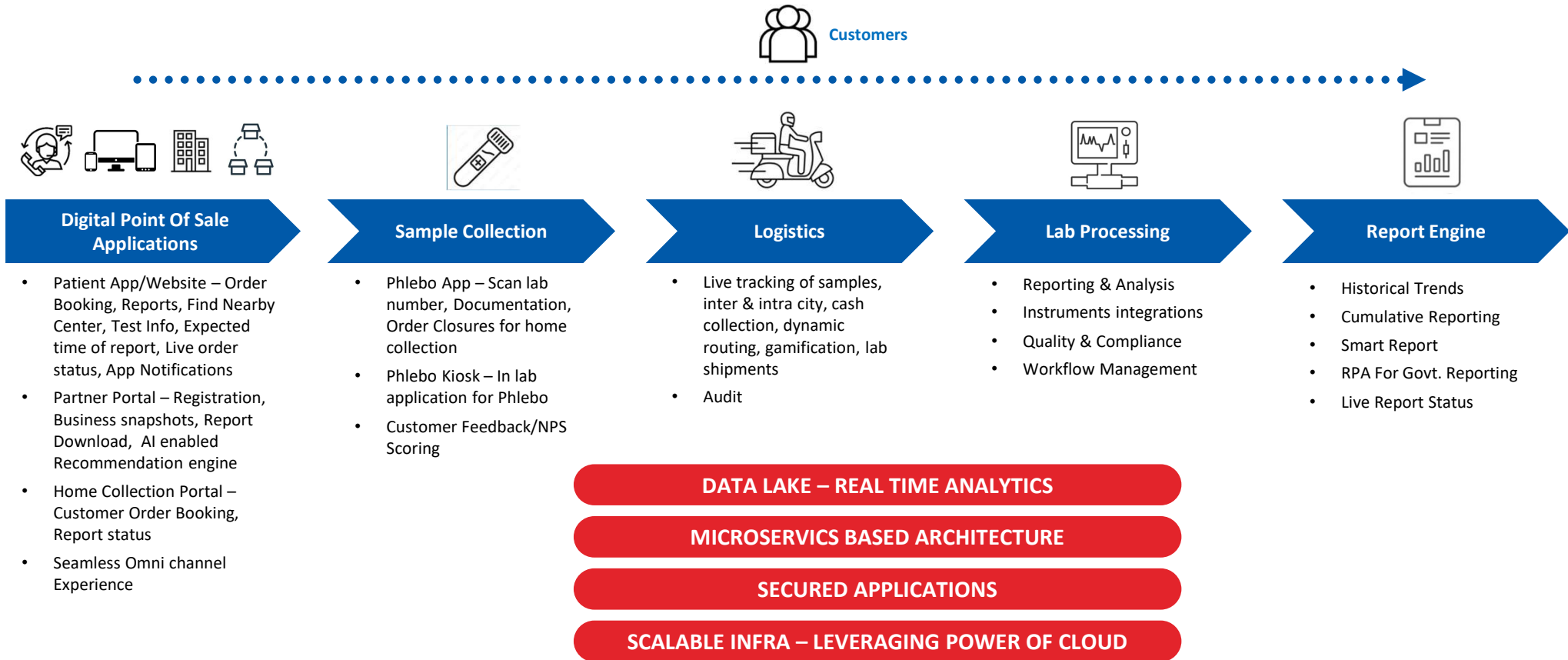


Single brand pulls patients

Walk-in customers account for highest share of revenues

Diverse, large customer pool offers monetization opportunities

Digital Touchpoints across patient journey



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

Control Tower Implementation

“Control Tower” implementation provides a complete visibility of Patient samples across the sample processing lifecycle. The insights will help the business users to reduce delay and improve processing leading to better customer service.

Control Tower Teams

Key Highlights

Cloud Data Lake



Front Desk

Failure Indicator Areas - Home Collection, Credit management & Sample/Registration Deficiency



Logistics

Failure Indicator Areas - Unregistered Samples, Bagging & Shipping of samples



Lab Operations

Failure Indicator Areas - samples scan-in & scan-out, Shipment creation, Report Validation



Digital

Failure Indicator Areas: Delay in report upload and payment

- Centralized Monitoring Team for “Control Tower” Operation
- Real-time information for the delays happening across sample processing lifecycle with actionable insights
- Quick decision making
- Drill-down level information available till last leaf i.e. Lab Number / Field Executive
- Information accessible based on Roles & Rights
- Overall design is based on “Mobile First” Approach

- Future ready Cloud architecture with easily scalable and upgradable
- Data for “Control Tower” is processed through “Data Lake” hosted on Cloud
- “Data Lake” helps in consolidating the data from multiple source systems and provides easy access information securely

Laboratory excellence



Capability building

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



D L Shah Gold Award for LPL Project
'Improving Laboratory Performance by developing an in-house automated process to monitor Quality control'



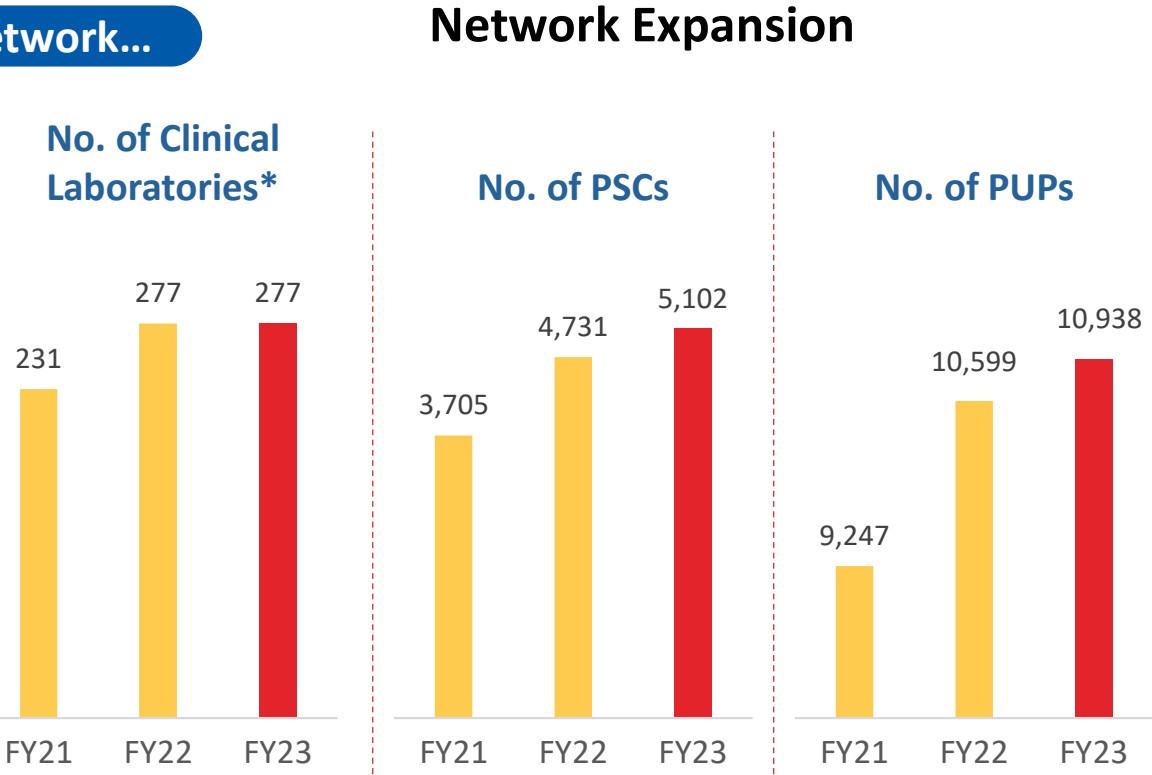
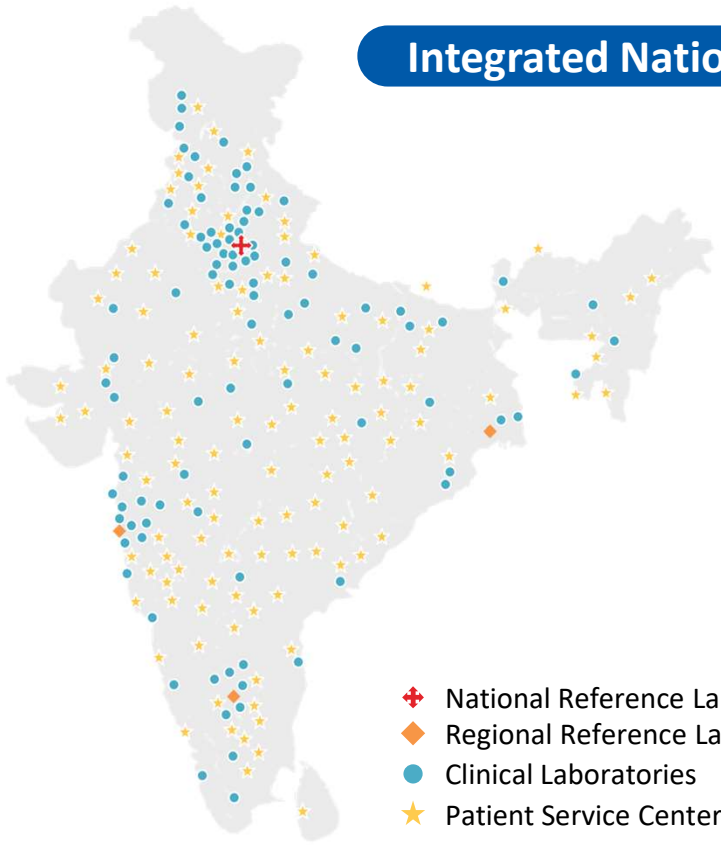
PROJECT NEEV- self learning initiative for phlebotomists



Quality education programs-- HUNAR for technicians and EDGE for Doctors



Scalable Model integrated through centralized IT & digital platforms allows for network expansion



* Notes

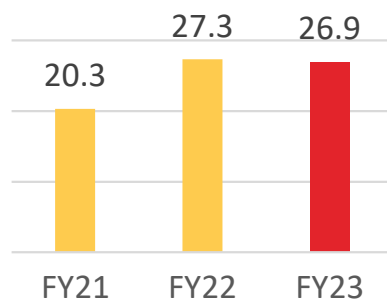
- Includes National Reference Laboratory and Regional Reference Labs in Kolkata, Bengaluru & Mumbai
- Includes 40 Labs, 207 PSC's and 1008 PUP's of Suburban Diagnostics

Attractive operating metrics

No. of patients

(Mn)

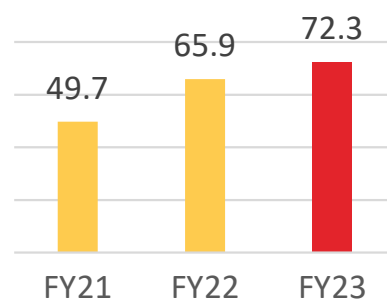
CAGR: 15%



No. of samples

(Mn)

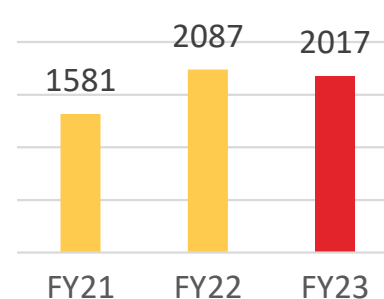
CAGR: 21%



Total Revenue

(INR Cr.)

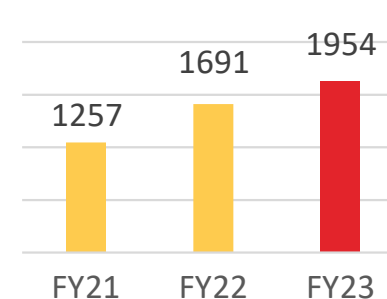
CAGR: 13%



Non-covid Revenue

(INR Cr.)

CAGR: 25%



- Consumer brand and network expansion driving patient volumes

- Increase in samples with patient volumes growth

- Revenue in FY23 decreased due to fall in covid revenue by 84%

- Non Covid Revenue growth CAGR at 25%

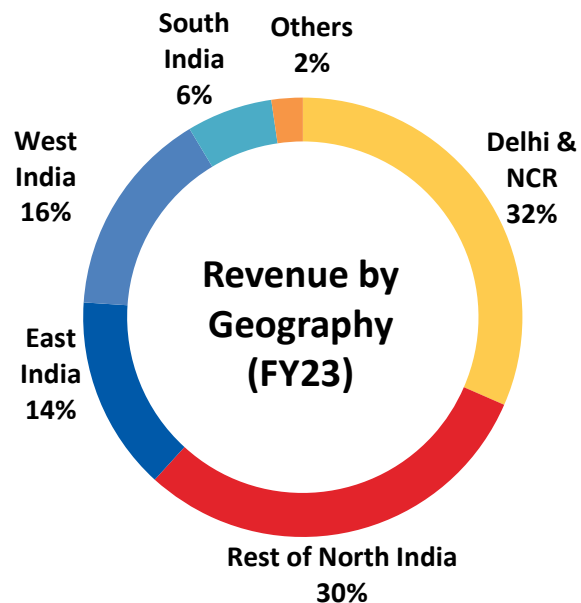
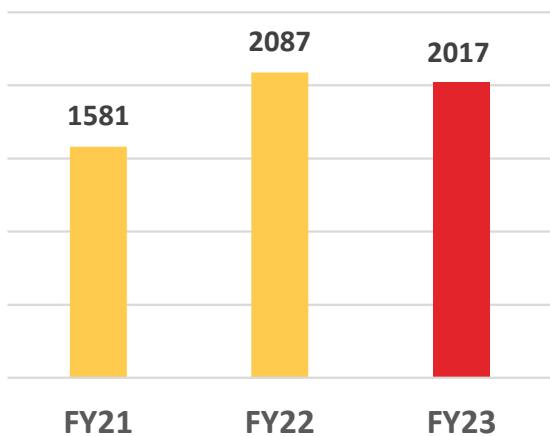
Note: Results includes Suburban financials wef 12th Nov/21 . On transition from IGAAP to IND AS, revenue adjusted as per IND AS 115.

Robust financial performance

Total Revenue

(INR Cr.)

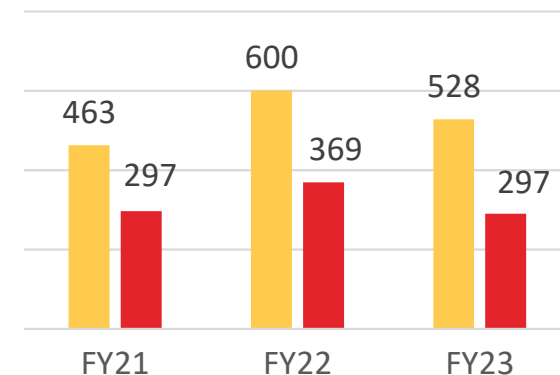
CAGR: 13%



EBITDA*, PAT and Return on Net Worth

(INR Cr./%)

Normalised EBITDA* (Yellow) Normalised PAT** (Red)



EBITDA* Margin Before ESOP & CSR	29.3%	28.8%	26.2%
Normalised PAT Margin	18.7%	17.7%	14.7%
RONW	25.4%	26.2%	18.4%

- Growth driven primarily by increasing patient volumes and realization
- Increase in operating margin due to economies of scale and cost efficiencies

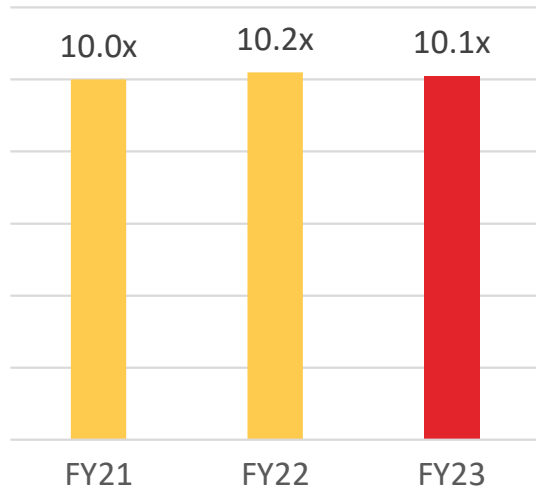
* Normalised EBITDA excl. RSU, CSR and exceptional expenses

**Normalised PAT excl. notional depreciation and exceptional expenses

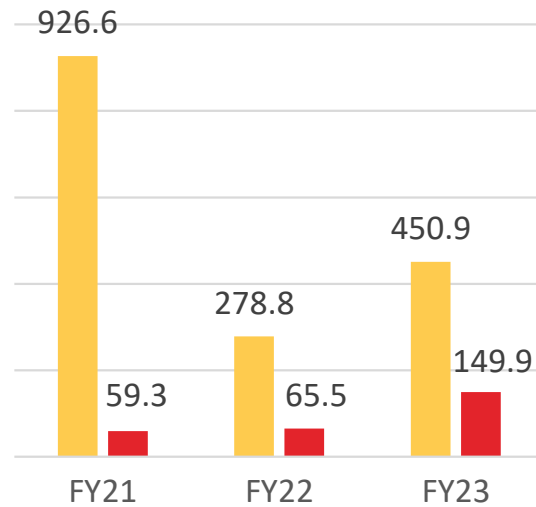
Note: Results includes Suburban financials wef 12th Nov'21 . On transition from IGAAP to IND AS, revenue adjusted as per IND AS 115.

Robust financial performance (Cont'd)

Fixed Asset Turnover¹ Times



Cash and Cash Equivalents (INR Cr.)

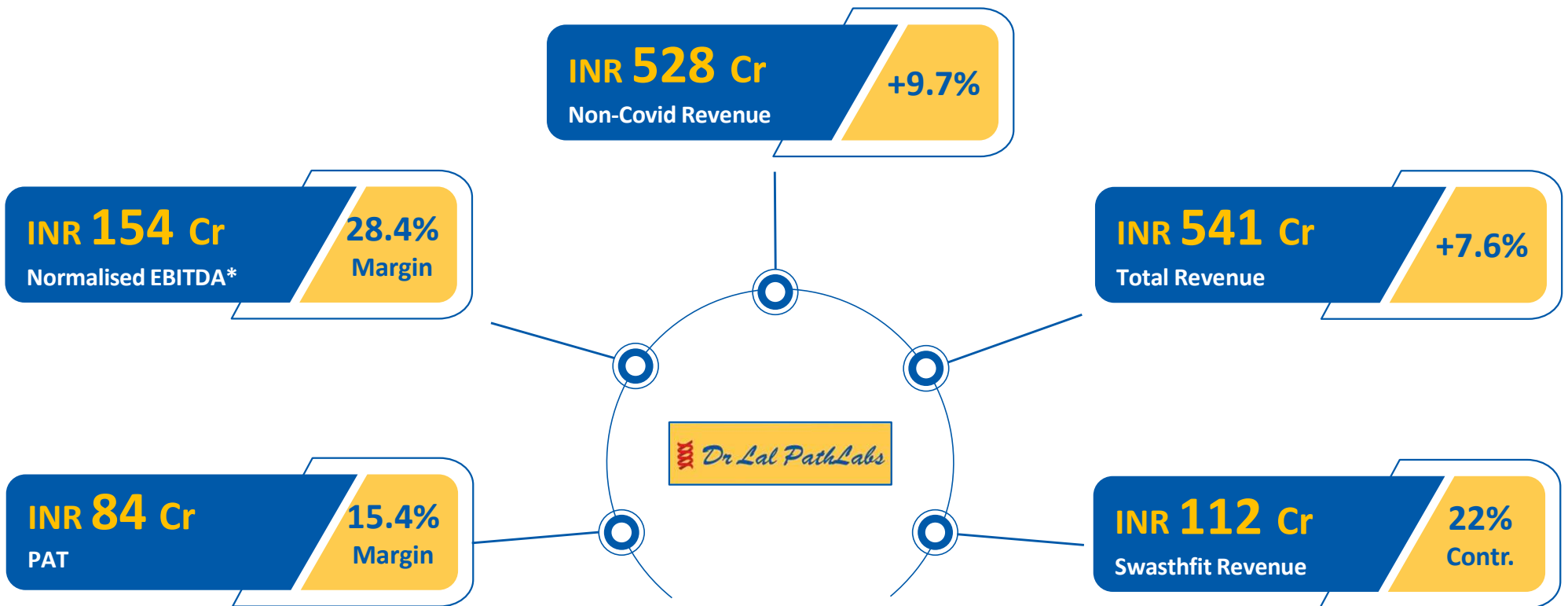


■ Cash and Bank Balance ■ Current Investments

- Self funded growth on account of strong cash flow generation
- Attractive fixed asset turnover ratio given asset-light model
- Current net cash position and internal accruals expected to fund next phase of growth





1. Fixed Asset Turnover = Total Revenue / Net PP&E as per Ind AS

Q1 FY24 – Key Performance Highlights



* Normalised EBITDA excl. RSU and CSR cost

Overview of Dr Lal PathLabs

-  **Established brand** | Established consumer healthcare brand in diagnostic services
-  **Pan-India integrated coverage** | **277** clinical labs (including National Reference Lab at Delhi and Regional Reference labs at Kolkata, Bangalore & Mumbai), **5,102** Patient Service Centers (PSCs) and **10,938** Pick-up Points (PUPs)*
-  **Varied Offerings** | Catalogue of **481** test panels, **2,763** pathology tests and **1,947** 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

* Includes 40 Labs, 207 PSC's and 1008 PUP's of Suburban Diagnostics

As on March 31, 2023

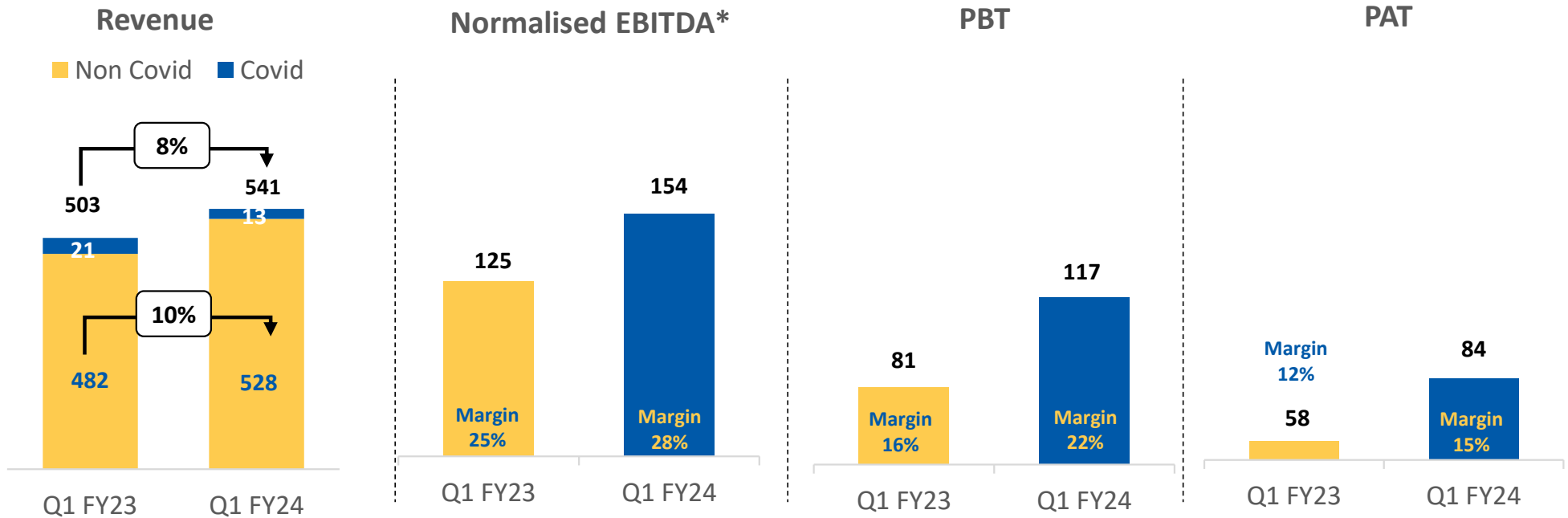
Financials

Particulars (Rs. Cr.)	Q1 FY24	Q1 FY23	Gr %	FY'23
Revenue	541	503	7.6%	2,017
Operating Expenditure	387	377		1,489
Normalised EBITDA	154	125	22.7%	528
<i>Normalised Margins</i>	<i>28.4%</i>	<i>25.0%</i>		<i>26.2%</i>
RSU & CSR cost	8	8		38
EBITDA	146	118	24.4%	490
<i>Margins</i>	<i>27.0%</i>	<i>23.4%</i>		<i>24.3%</i>
Other Income	14	8		42
Depreciation	35	36		150
EBIT	126	90	39.6%	381
<i>Margins</i>	<i>23.2%</i>	<i>17.9%</i>		<i>18.9%</i>
Finance Cost	8	8		38
PBT	117	81	44.3%	344
<i>Margins</i>	<i>21.7%</i>	<i>16.2%</i>		<i>17.0%</i>
PAT	84	58	43.6%	241
<i>Margins</i>	<i>15.4%</i>	<i>11.6%</i>		<i>12.0%</i>
EPS (Basic)	9.9	7.0		28.8

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

Financial Highlights – Consolidated

All figures in Rs. Core

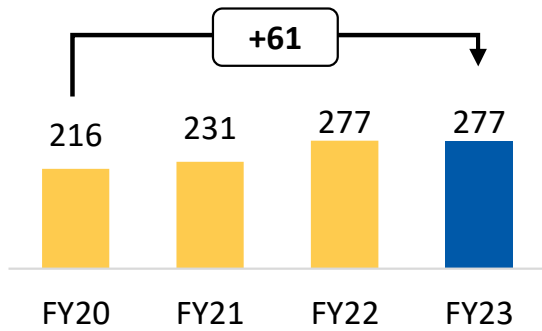


* Normalised EBITDA excl. RSU & CSR cost

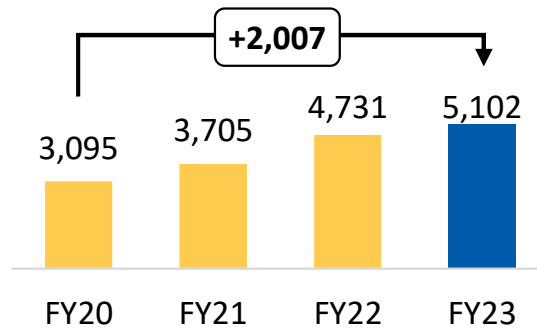
Financial results of the Company are best monitored on a year-to-date basis, as there is a certain level of seasonality in business and specific quarter performance may be influenced by certain occurrences in that quarter

Operating Highlights

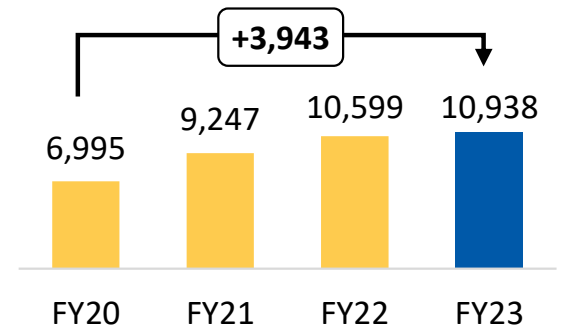
No. of Clinical Laboratories



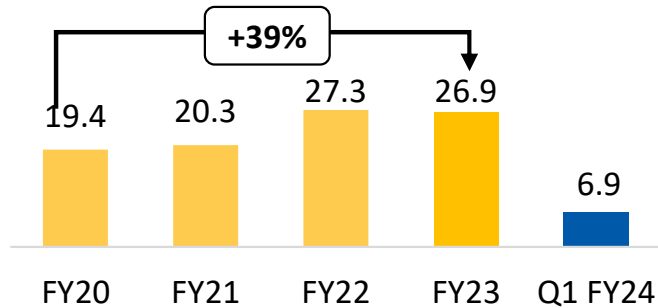
No. of PSCs



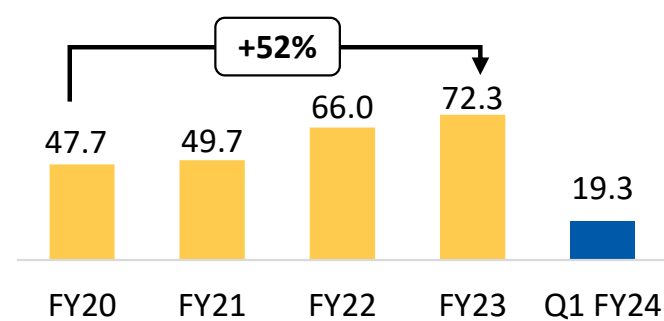
No. of PUPs



No. of Patients (Mn)



No. of Samples (Mn)



Note: Includes 40 Labs, 207 PSC's and 1008 PUP's of Suburban Diagnostics

Management Commentary

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

"As a frontrunner in organized diagnostics, we believe we have consistently met patient expectations on service parameters. We are focused single mindedly on driving volume growth and our methodical approach to network expansion will take lead. Given our strong operating model and brand affinity in both B2C and B2B segments, I see the Company gain share from the unorganized space.

There is synergy to be leveraged across both our brands and this will form the basis for business performance in the Western India as we fully tap the potential of our new RRL at Vidyavihar. We are constantly focused on expanding our presence to reach a larger number of customers, especially in the tier 3 and 4 cities.

Diagnostics industry in India remains dynamic, offering ample opportunities for future expansion. The industry is shifting gears from being an unorganized market largely to one that is organized. This encouraging shift is expected to gain traction in the coming period, helping large national players like us to further cement our leadership position in the country."

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



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

"Over the next few years, we expect a rapid shift of market share from unorganized to organized, driven by changing industry dynamics and certain intrinsic benefits available to large organised players. Our omnichannel focus is further accelerating this shift as we seamlessly transport samples and deliver reports conveniently with best-in-class patient experience.

Our digital investments have grown manifold in the past few years largely directed towards enhancing the IT infrastructure, including the implementation of advanced technologies to drive higher volumes. These efforts aim to elevate the patient experience and provide tailored solutions to meet customized needs.

We continue to focus on highly specialized segments of pathology testing. Our approach has been to focus on these segments through Centre of Excellence (CoE). Dr. Lal PathLabs has strengthened its reputation as a reliable and patient-centric company, and we are committed to leaving our imprint and continuing the growth trajectory."

Dr. Om Manchanda,
Managing Director



Commenting on the performance, Mr. Bharath Uppiliappan, Chief Executive Officer said:

"In Q1 FY24 we served 6.9 million patients generating a revenue of Rs. 541 crore with a growth of 8%, Non Covid growth of 10%. This was largely led by Sample growth of 6% and higher realization.

In this quarter we launched our new marketing campaign "Bharat ka Vishwas" with quantifiable reasons to believe why millions of patients and doctors trust Dr Lal Pathlabs. This combined with our digital led initiatives - CHIPs and Recommendation engine supported with on ground activation programs are driving growth in our stronghold markets of North & East. DNCR recorded a strong growth rate.

Swasthfit registered highest ever quarterly revenue of Rs 112 Cr with a contribution of 22% to topline. We are creating variants of common tests like Lipid profile & making it medically more relevant sub segments of patients like diabetics & heart related ailments.

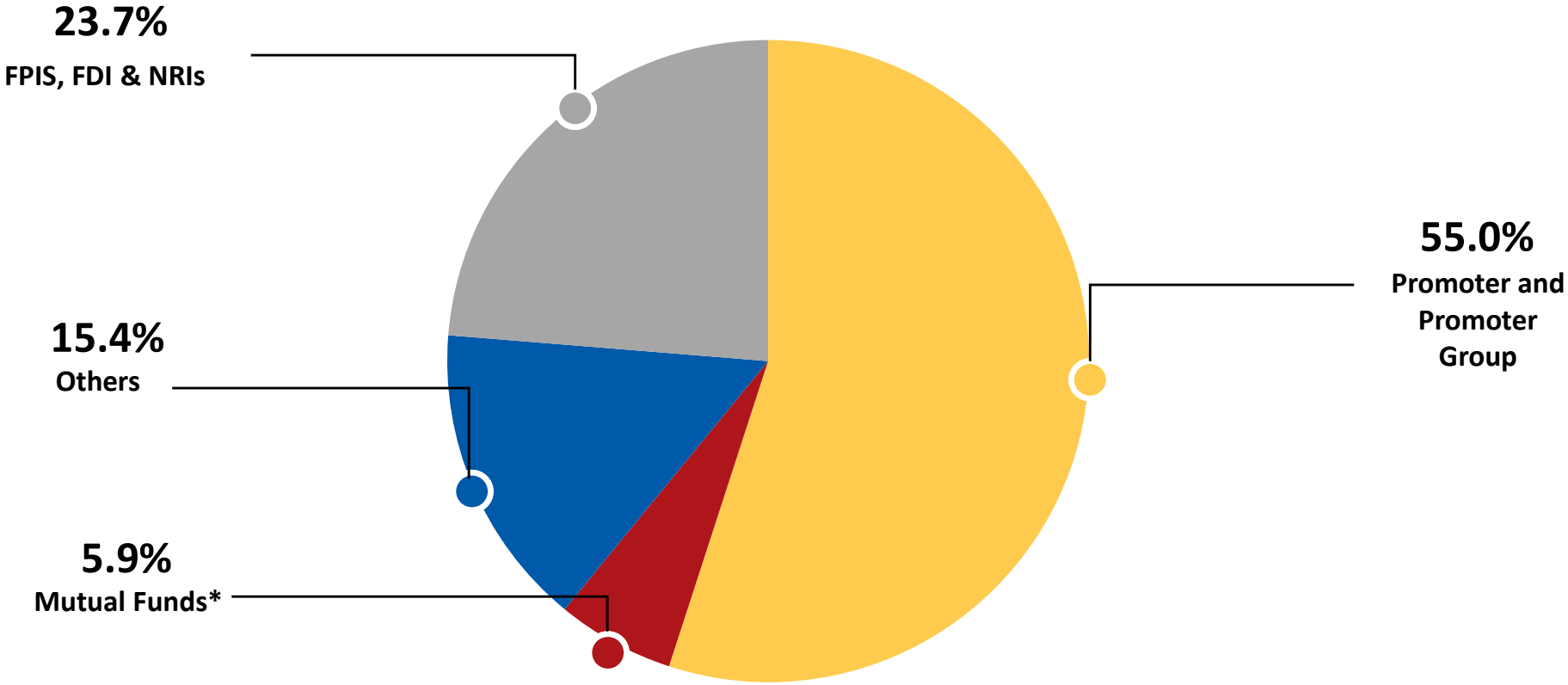
Our strategic expansion in Tier 3 & 4 cities of the country continues as per plan. In addition to the labs in Siwan, Sultanpur & Murshidabad in Q4 FY23, we have commenced operations at 4 of our greenfield labs in Jind in Haryana, Una in Himachal Pradesh & Tamluk & Hooghly in West Bengal.

We believe we have the right set of building blocks coupled with PAN India presence and the digital infrastructure that will help us to deliver industry leading growth rates for a long period of time."

Mr. Bharath Uppiliappan,
Chief Executive Officer



Shareholding as of 30 June, 2023

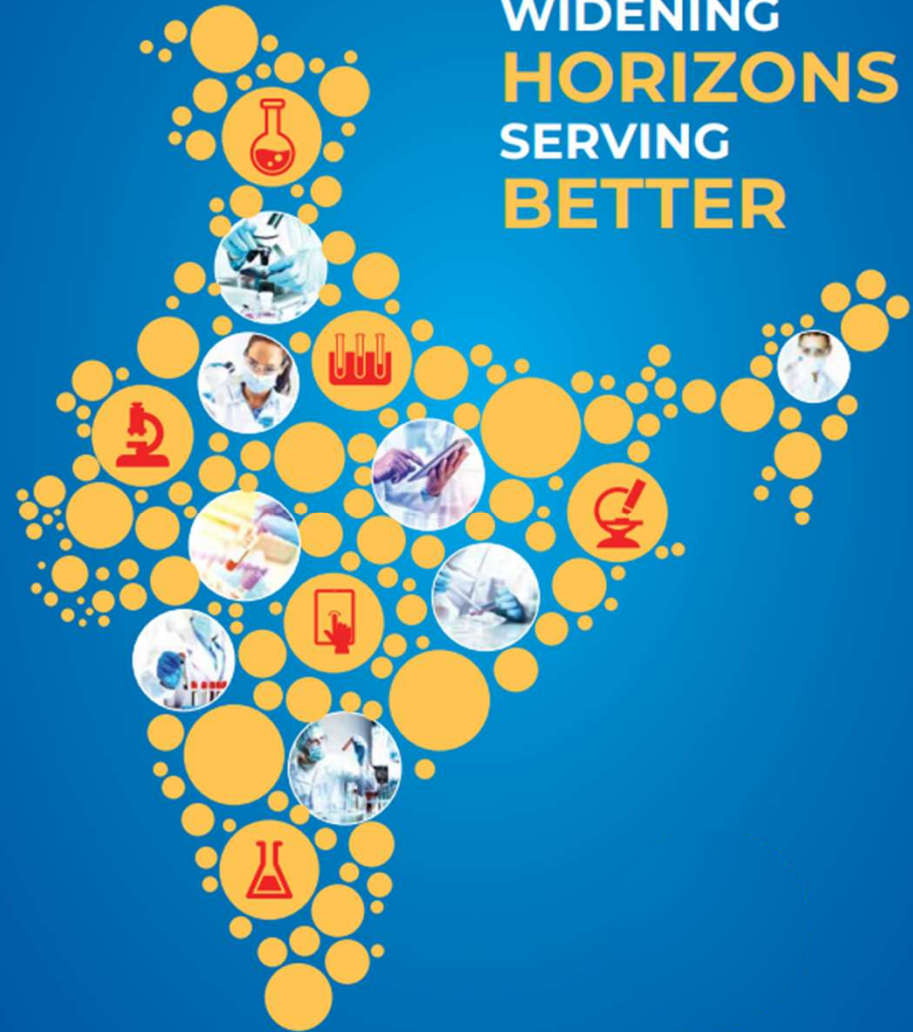


*Mutual Funds includes Alternate Investment Funds as well



DLPL Strategy for future growth

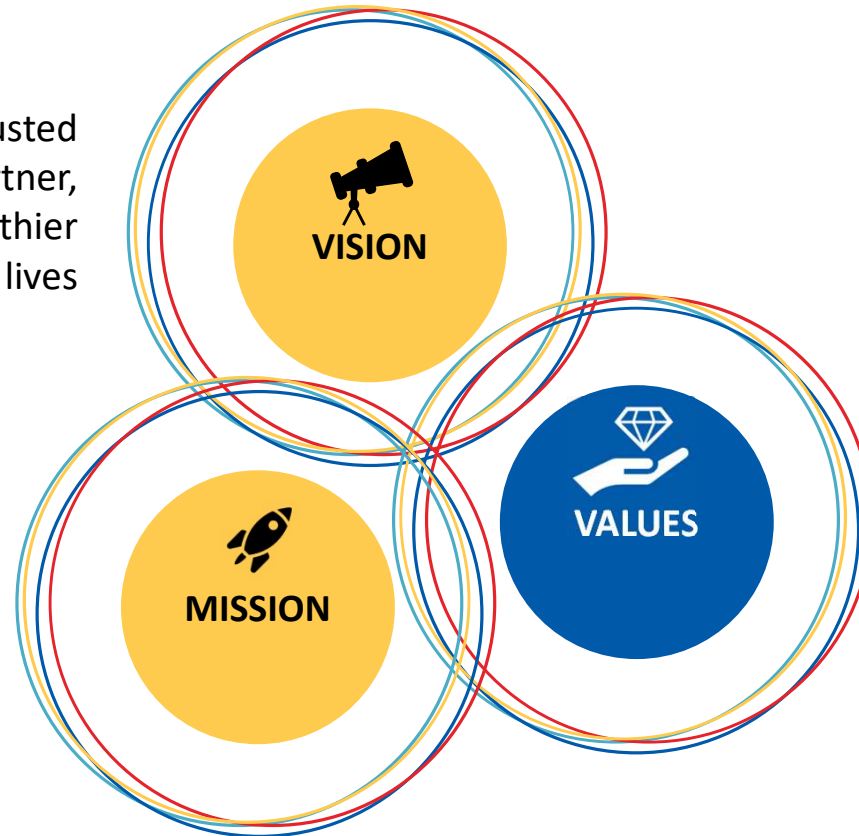
WIDENING
HORIZONS
SERVING
BETTER



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

Evaluate best fit inorganic opportunities in South, and leverage expertise of recently acquired Suburban brand in West

Strongly develop Rest of India geographies, through Regional Reference Labs and cluster city approach for attractive markets



Higher contribution from bundling of tests – ‘Swasthfit’

Deeper Penetration within the North, East & Central Indian markets

DLPL Strategy for future growth

Significantly leverage the strong digital infrastructure

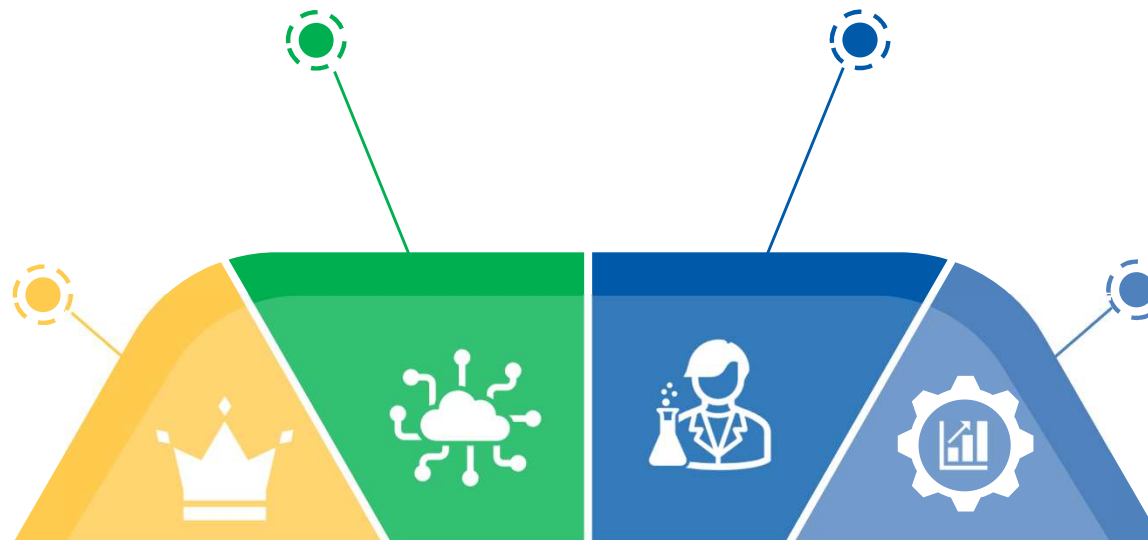
- Deployed AI, data analytics, machine learning tools to elevate the patient experience & offer customized solutions
- Dedicated digital team in place to amplify the volume trajectory

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

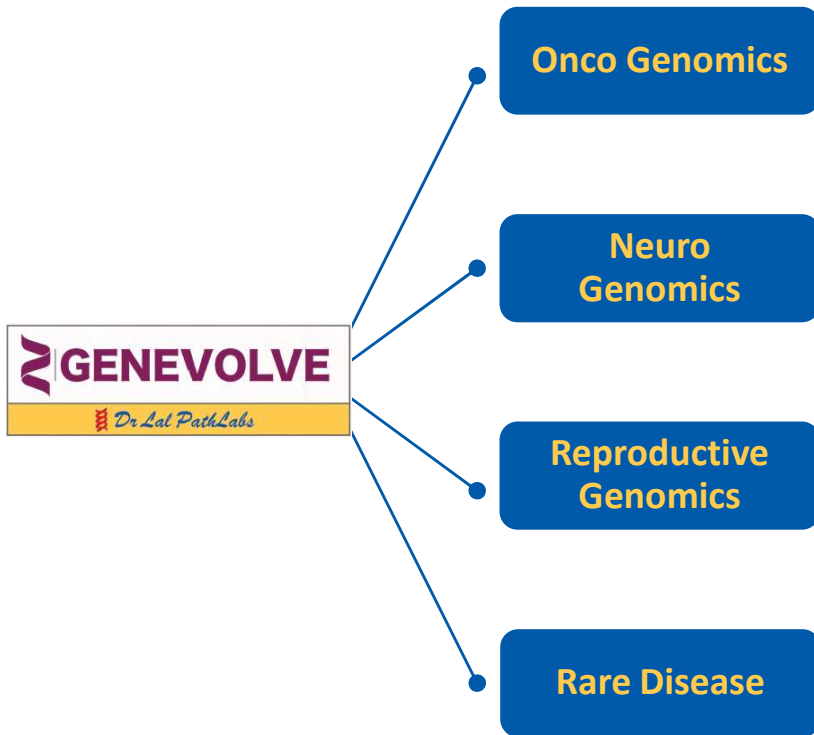
- Leverage strong brand equity in core markets of North India including Delhi NCR
- Offer value to patients by up-selling opportunities



Drive higher volumes in high-potential markets of Western & Southern India

- 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

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 3000+ Doctors
- Dedicated Business Development team for Genetic Tests
- State of art technologies In-House at 4 Reference Labs

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).

Savings of >1.3 million aliquots and >5210 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

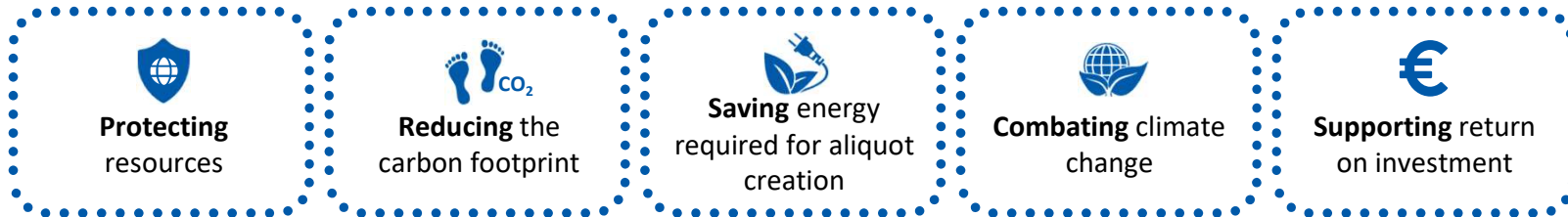
>5210 tons
of plastic waste eliminated³

>INR 435 millions
saved in aliquot creation cost^{2,5}

>21,571 tons
of CO₂ emissions
eliminated every year⁴

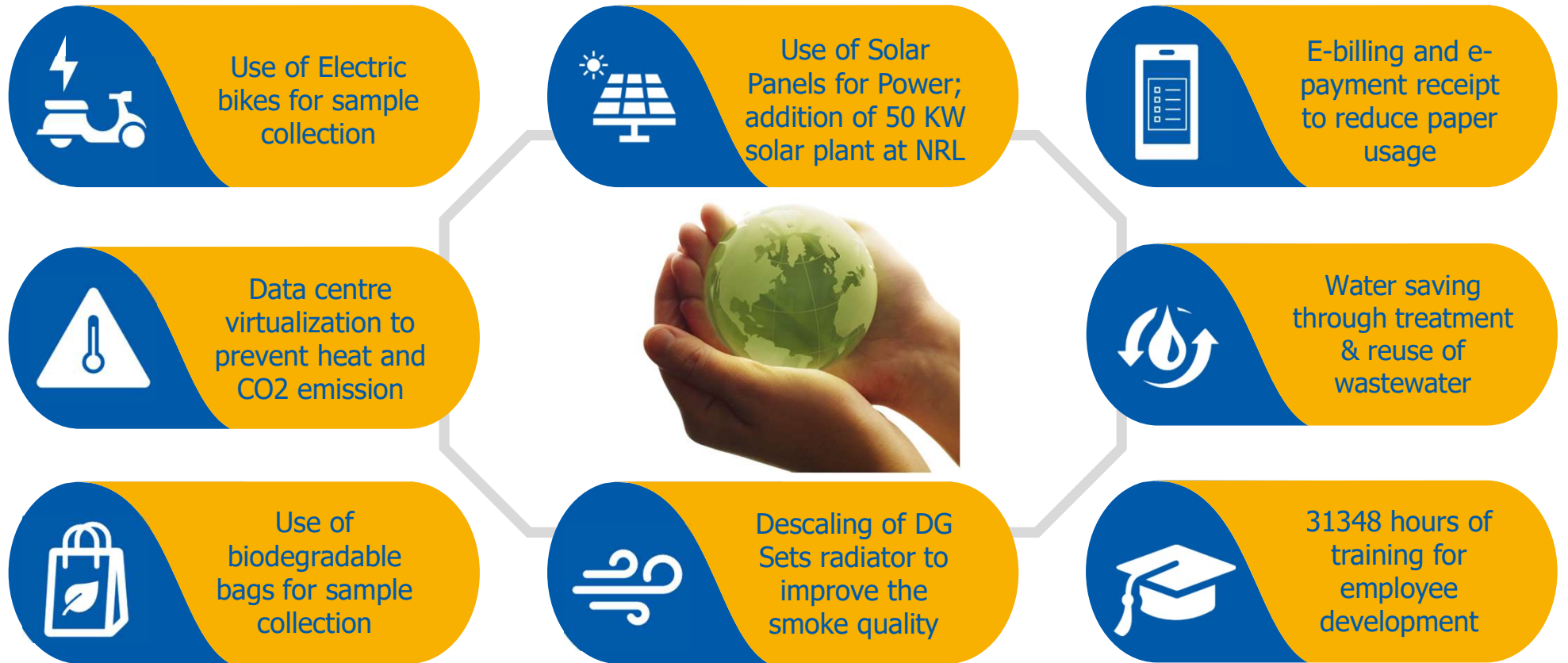
Equivalent to carbon sequestered by

3231 tree seedlings
grown for 1 year⁴

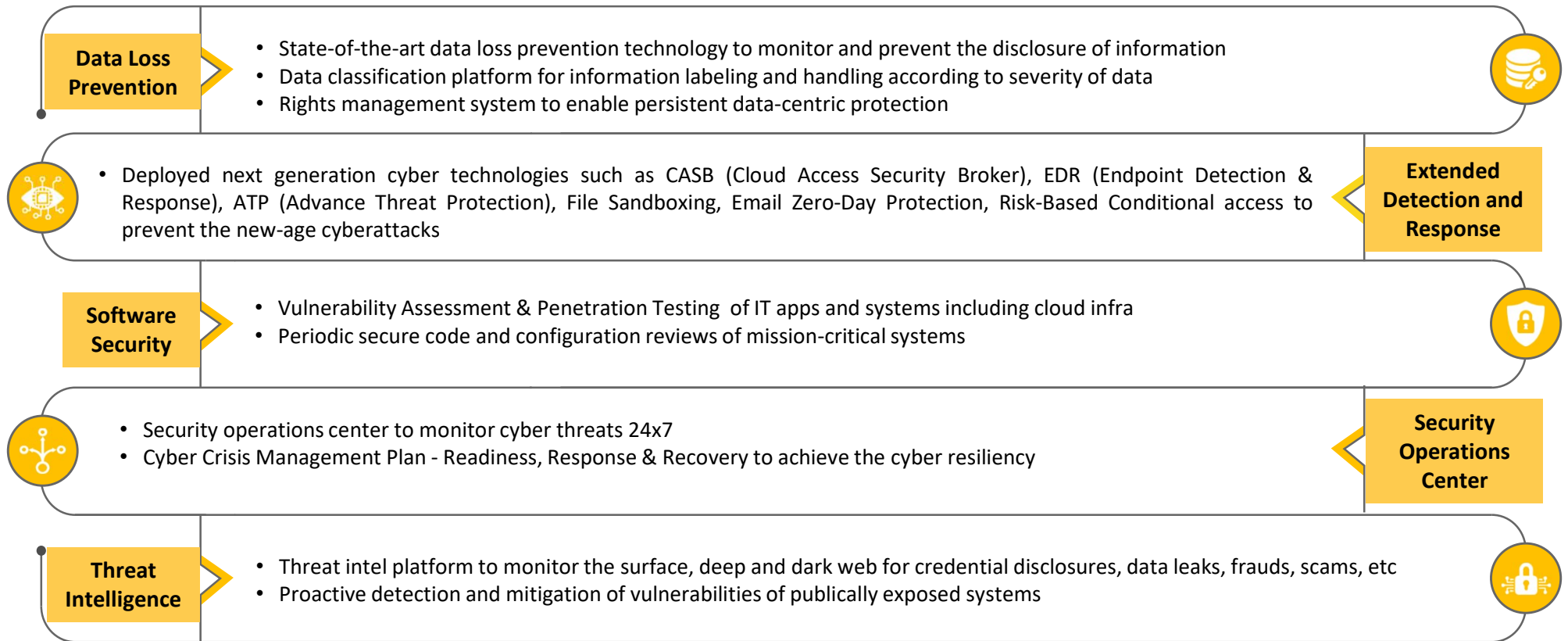


1. Siemens Healthineers automation and IT solution vs. the previous system configuration from Roche Diagnostics, Abbott Diagnostics, and Beckman Coulter Diagnostics.
 2. Case study: Dr. Lal Pathlabs harnesses the power of digitalization. Published by Siemens Healthcare Diagnostics Inc. · Order No. 30-22-DX-1342-76 · 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
 5. Expected financial savings for the contract duration, depending on test mix and market pricing during this time period.

Key ESG Initiatives



Cyber Security Capability



Highest Quality Standards in the Industry

Best in the Industry CAP Proficiency Testing Score at 99.5% for National Reference Lab

Consistently high EQAS Performance Testing Score at 98.5% for Satellite Labs

CAP accreditation 2 labs, NABL accreditation 36 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

As on March 31, 2023

Enhanced Customer Experience in Home Collection



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**

Key Awards & Recognition



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)

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 481 test panels, 2,763 pathology tests and 1,947 radiology and cardiology tests as on March 31, 2023.

As on March 31, 2023, DLPL's has 277 clinical labs (including National Reference Lab at Delhi & Regional Reference Lab at Kolkata, Bangalore & Mumbai), 5,102 Patient Service Centers (PSCs) and 10,938 Pick-up Points (PUPs). In FY22 & FY23, DLPL collected and processed approximately 66 million samples and 72 million samples from 27.3 million and 26.9 million patients, respectively.

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

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

**For further
information
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