

July 27, 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: Earnings Presentation on Un-Audited Financial Results (Standalone and Consolidated) for the Quarter ended June 30, 2023

Dear Sir/ Madam,

Please find attached a copy of Company's Q1 FY24 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, 2023, as approved by the Board of Directors in their meeting held on July 27, 2023.

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 FY24 Results Presentation

July 27, 2023

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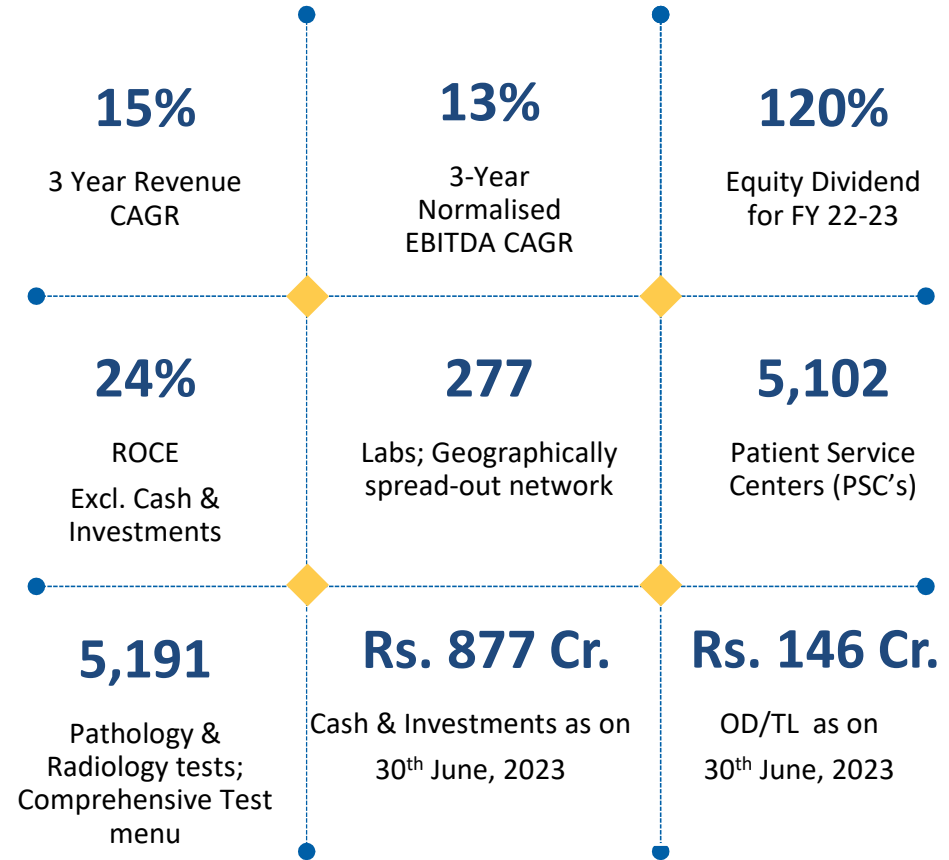
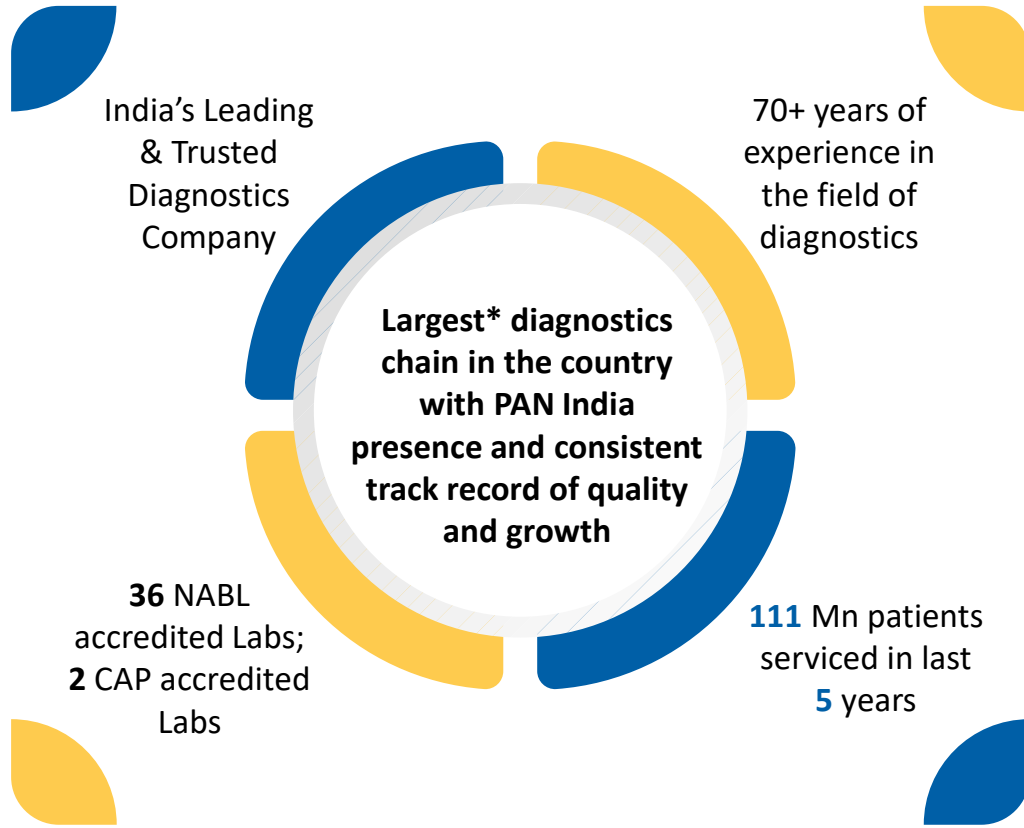
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Table of Contents

Dr Lal PathLabs – At a Glance	4
Overview of Dr Lal PathLabs	5
Key Performance Highlights	6
Financials	7
Operating Highlights	9
Management Commentary	10
Corporate Overview	11
Shareholding	27
Contact Us	28

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.

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

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

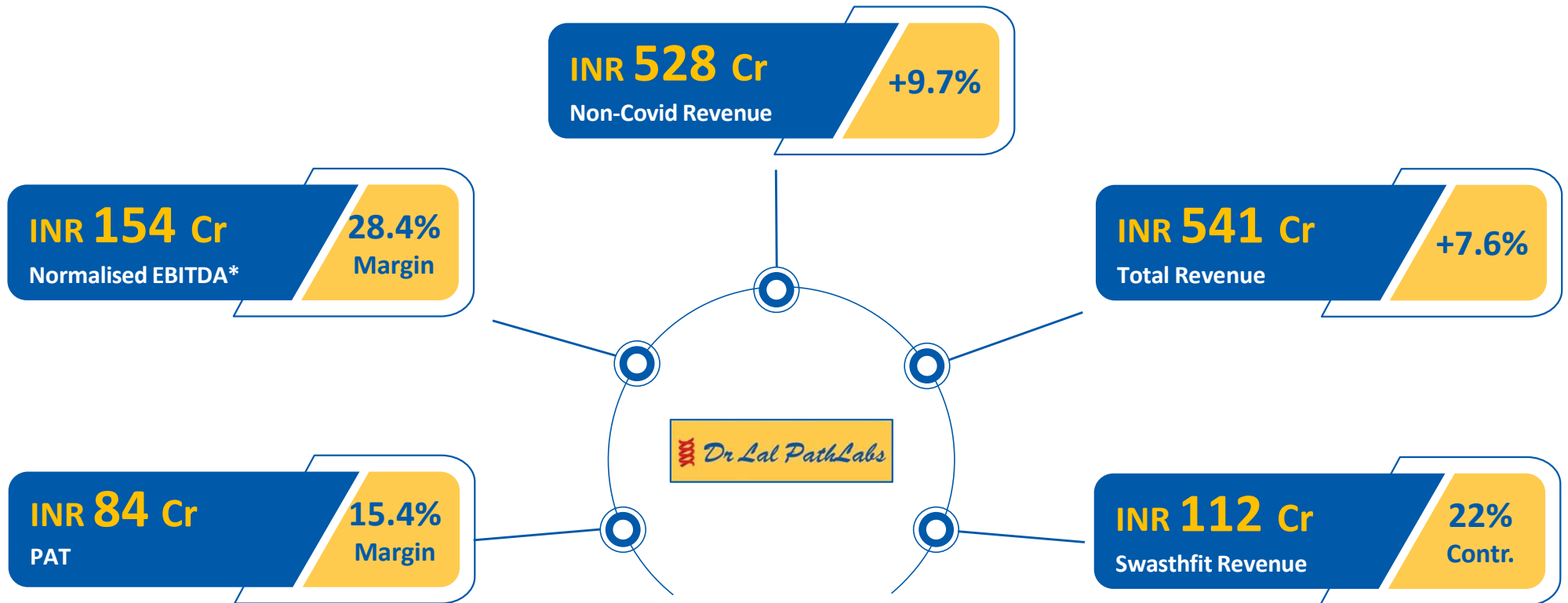
Scalable model integrated through centralised IT platform allows for network expansion

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

Q1 FY24 – Key Performance Highlights



* Normalised EBITDA excl. RSU and CSR cost

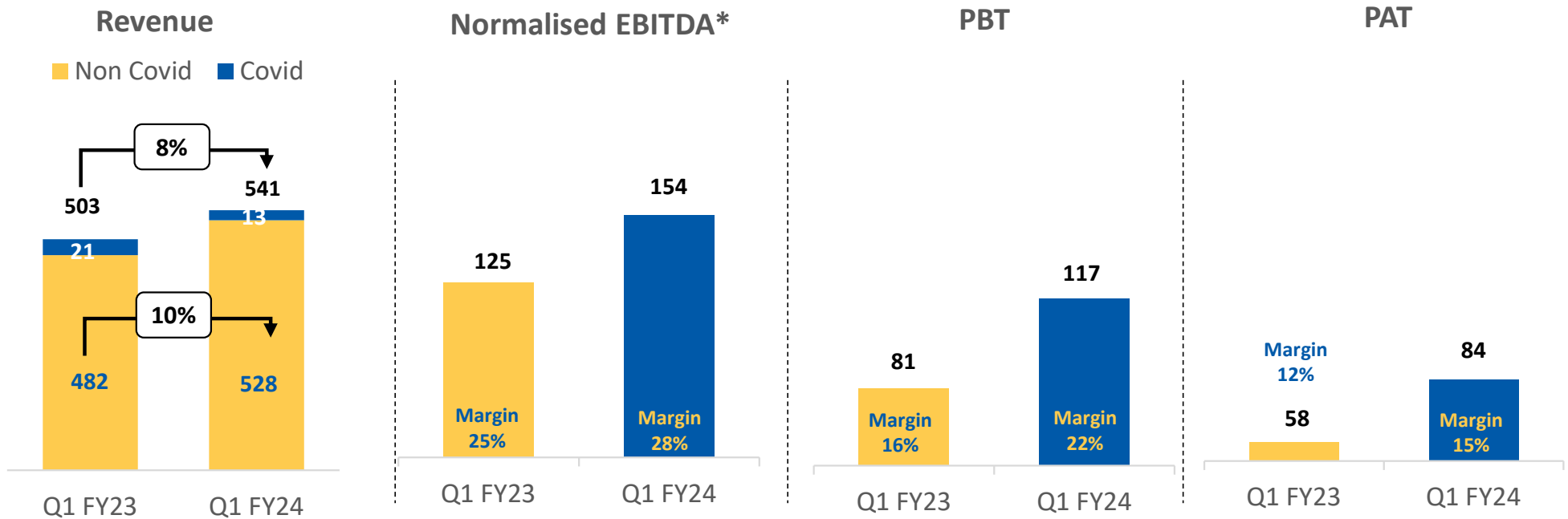
Financials

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. Crore

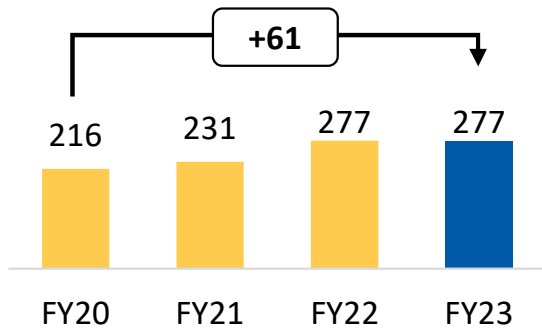


* Normalised EBITDA excl. RSU & CSR

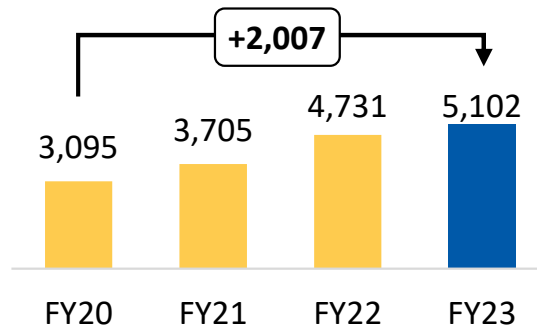
Financial results of the Company are best monitored on a year-to-date basis, as there is a certain level of seasonality in business and specific quarter performance may be influenced by certain occurrences in that quarter

Operating Highlights

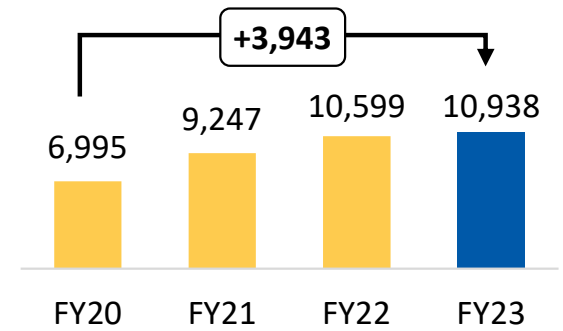
No. of Clinical Laboratories



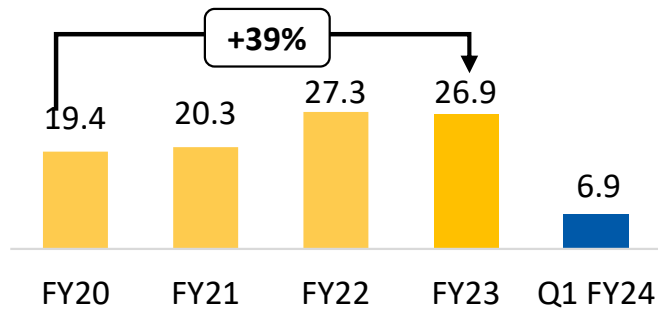
No. of PSCs



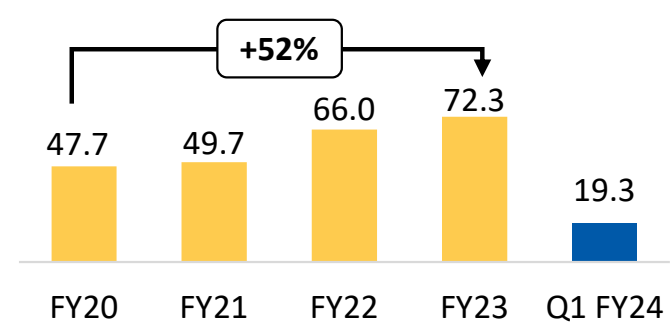
No. of PUPs



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.

Swasthit 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





Corporate Overview

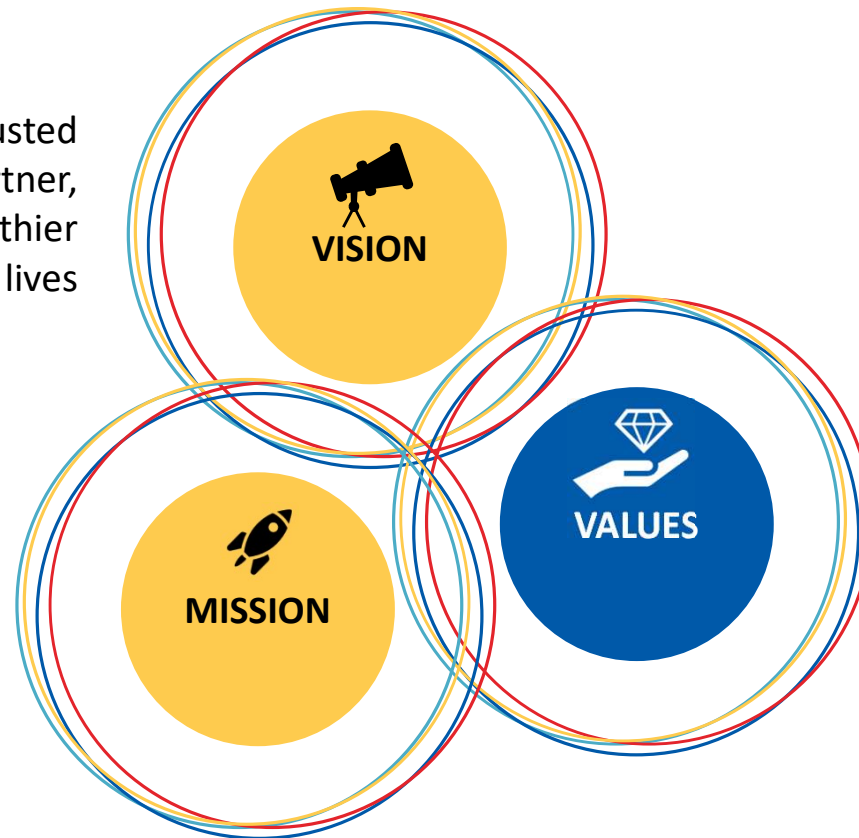
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Vision, Mission & Values

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

Vibrant Outlook

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

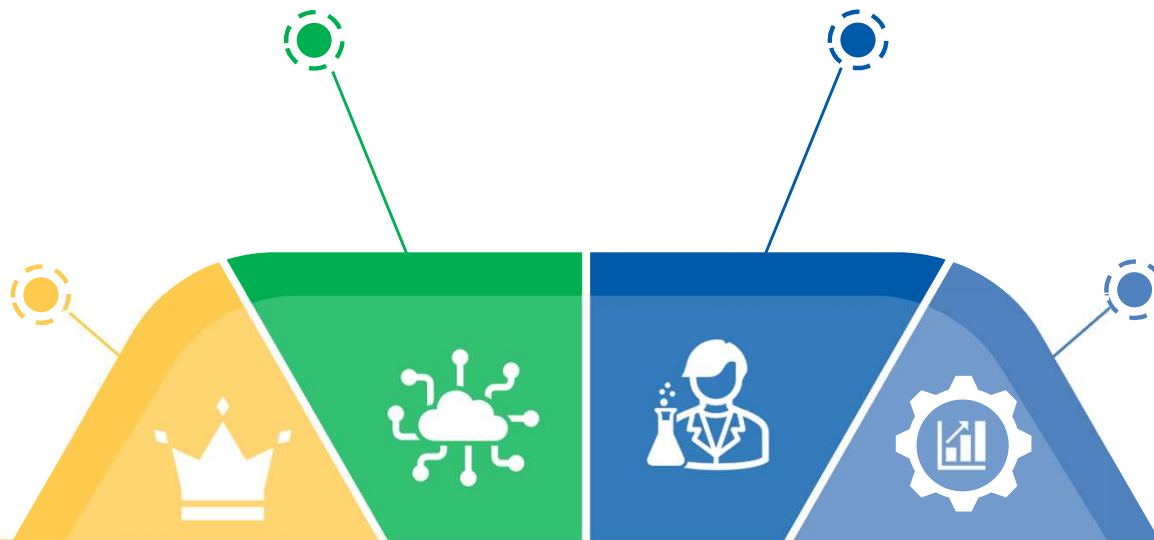
- Created specialty verticals like Genevolve to focus on genomics, L-CoRD to focus on reproductive diagnostics, and L-ACE to focus on auto-immune disorders.
- 'Swasthfit' remains at the core, to offer comprehensive bundled solutions to patients

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



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).

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




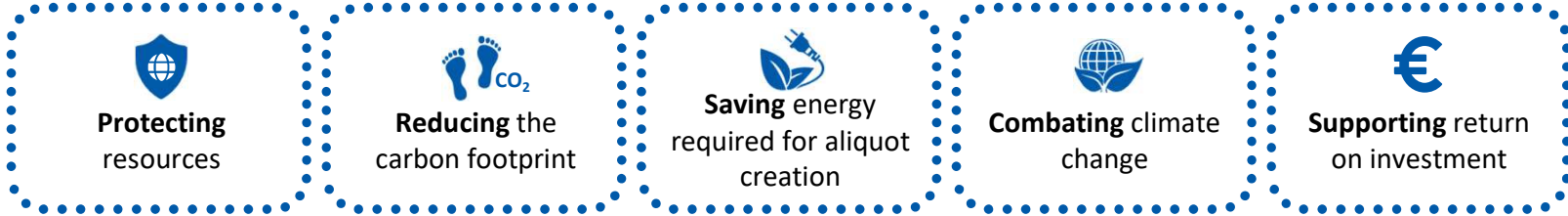
>5210 tons
of plastic waste eliminated³

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

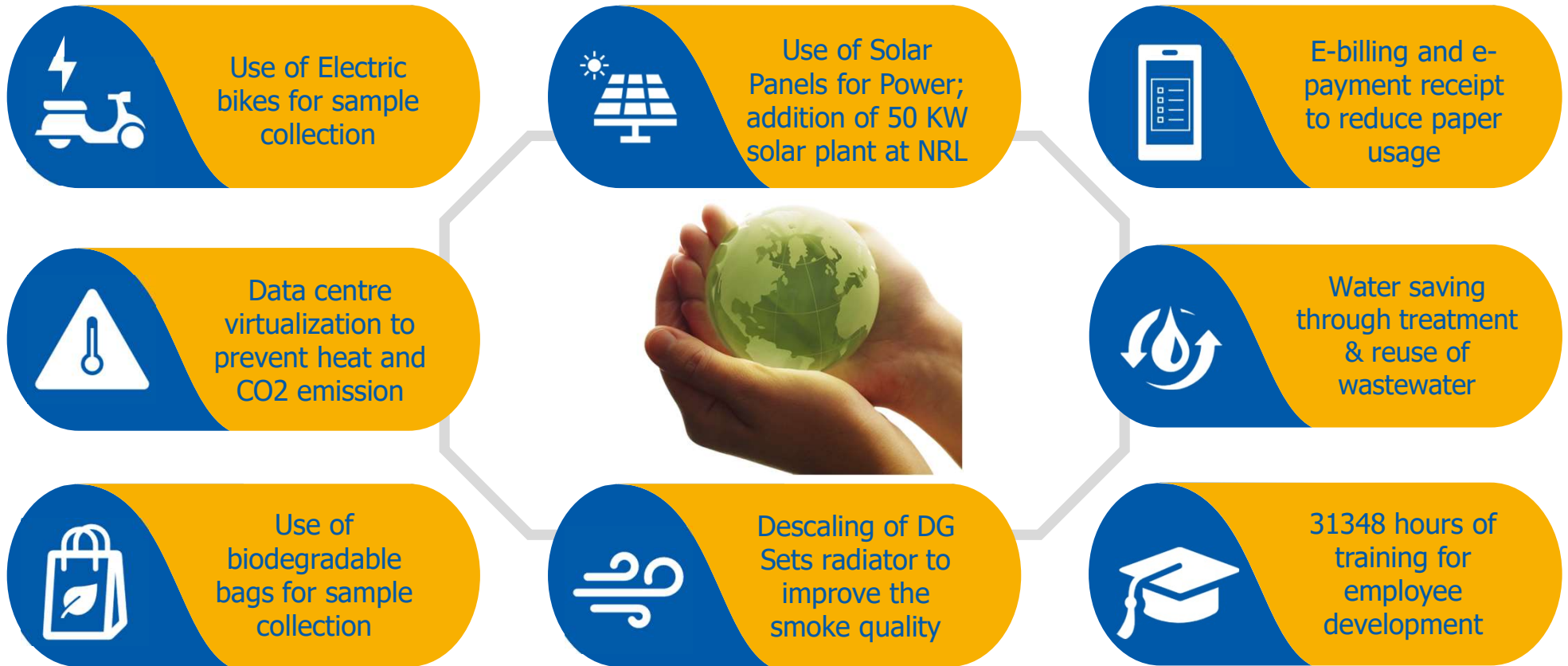
>21,571 tons
of CO₂ emissions
eliminated every year⁴

Equivalent to carbon sequestered by
3231 tree seedlings
grown for 1 year⁴

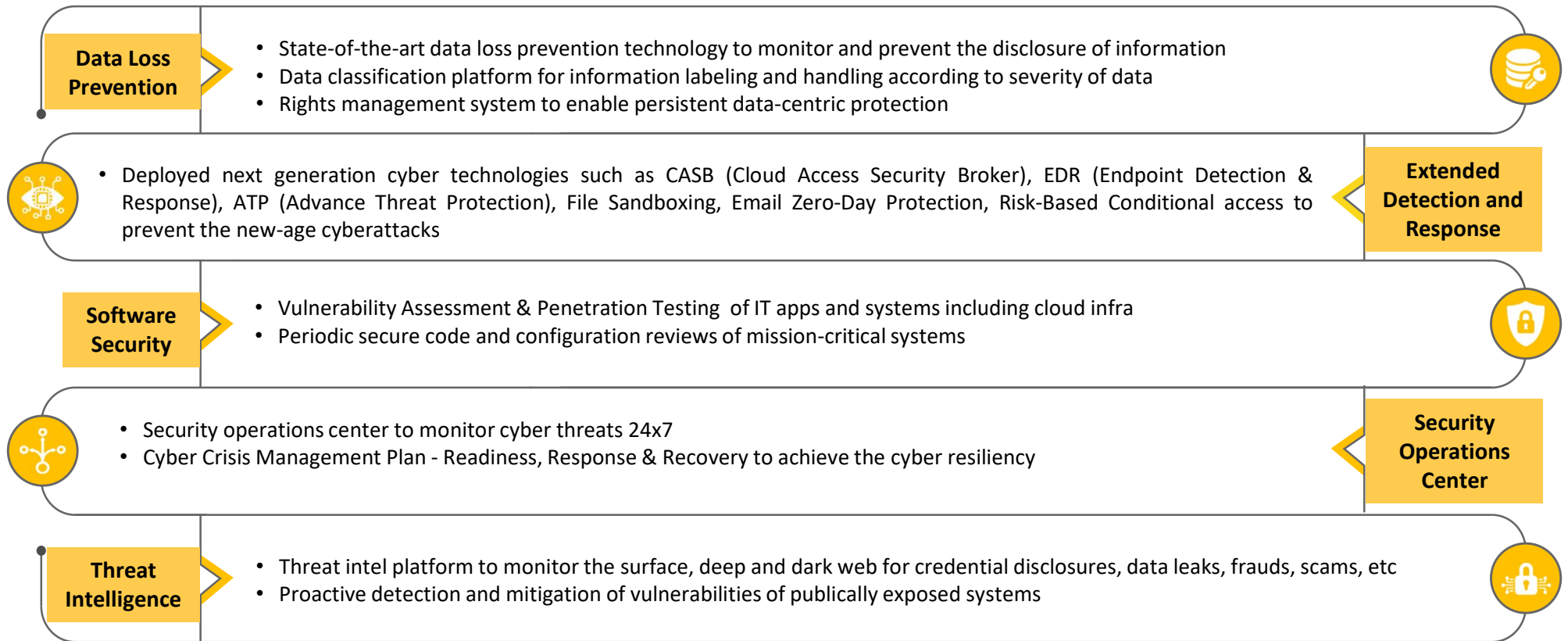



1. Siemens Healthineers automation and IT solution vs. the previous system configuration from Roche Diagnostics, Abbott Diagnostics, and Beckman Coulter Diagnostics.
 2. Case study: Dr. Lal Pathlabs harnesses the power of digitalization. Published by Siemens Healthcare Diagnostics Inc. · Order No. 30-22-DX-1342-76 · 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.

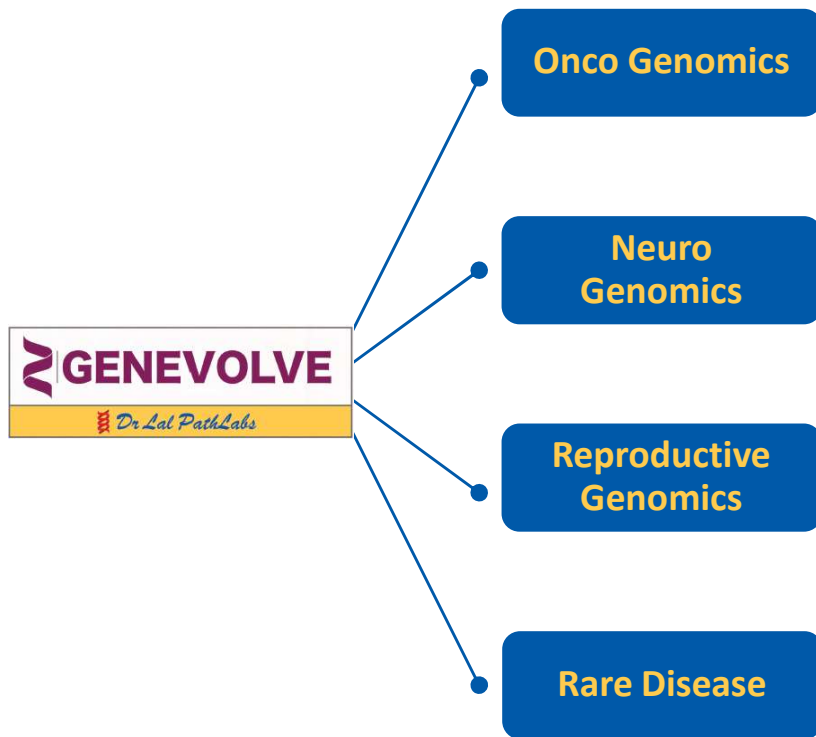
Key ESG Initiatives



Cyber Security Capability



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

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

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



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

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

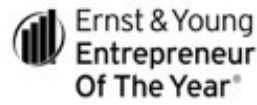


Financial Express CFO of
the year 2022

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)

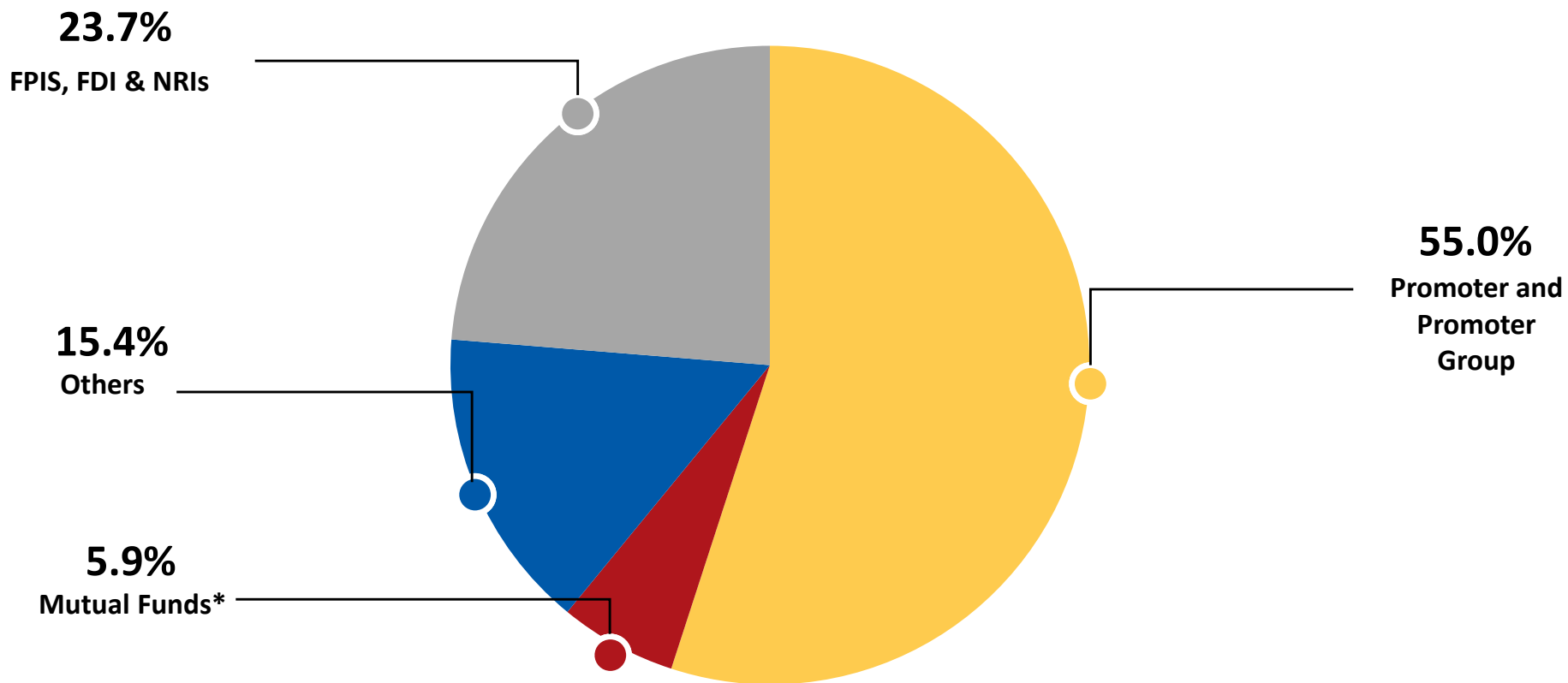


Franchisor of the Year (Healthcare) - Franchise Plus Awards 2010



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

Shareholding as of 30 June, 2023



*Mutual Funds includes Alternate Investment Funds as well

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 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
please contact:**

Ved Goel

Dr Lal PathLabs Limited

Tel: +91 124 301 6500

Fax: +91 124 423 4468

E-mail: ved.goel@lalpathlabs.com

Siddharth Rangnekar / Nishid Solanki

CDR India

Tel: +91 22 66451209 / 1221

Fax: +91 22 66451213

Email: siddharth@cdr-india.com / nishid@cdr-india.com



Thank you

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