

May 17, 2022

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

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

Subject: Corporate Presentation Q4 & FY22

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the Listing Regulations), please find attached herewith Corporate Presentation of the Company for Q4 & FY22, 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



Rajat Kalra

Company Secretary and Legal Head

Encl.: As above





Dr. Lal PathLabs Limited (DLPL)

ENABLING
HEALTHIER
LIVES

Q4 FY22 Results Presentation

May 17, 2022

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Dr. Lal PathLabs – At a Glance

India's Leading & Trusted
Diagnostics Company

70+ years of experience
in the field of diagnostics

100 Mn patients serviced
in last 5 years

31 NABL accredited Labs;
National Reference Lab
accredited by CAP

**Largest*
diagnostics
chain in the
country with
PAN India
presence and
consistent track
record of
quality and
growth**

20%

3 Year Revenue
CAGR

20%

3-Year PAT
CAGR

120%

Equity Dividend
for FY 21-22

~44%

ROCE
Excl. Cash &
Investments

Rs. 344 crore (Net)

Cash & Investments as on
31st Mar, 22

277

Labs;
Geographically
spread out
network

4,731

Patient Service
Centres (PSC's)

5,113

Pathology &
Radiology tests;
Comprehensive
Test menu

As on March 31, 2022

*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 lab at Kolkata), 4,731 Patient Service Centers (PSCs) and 10,599 Pick-up Points (PUPs)*



Varied Offerings

Catalogue of 491 test panels, 2,675 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



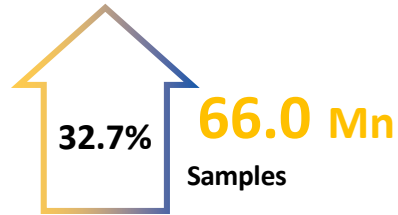
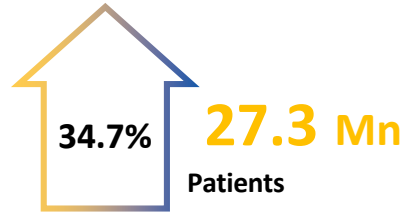
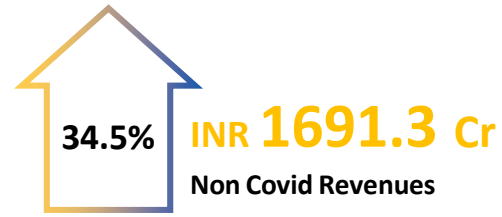
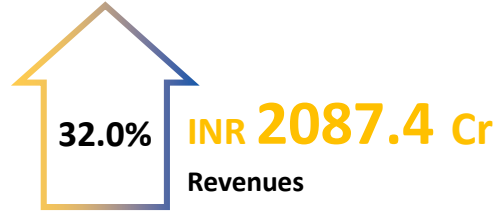
Well-positioned in one of the fastest-growing segments of the Indian healthcare industry

* Includes 38 Labs, 177 PSC's and 983 PUP's of Suburban Diagnostics

As on March 31, 2022

Classification: **Restricted**

FY22 Snapshot

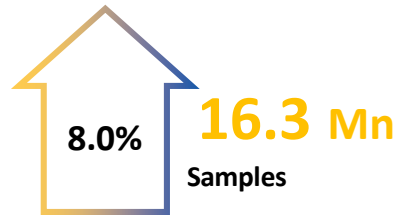
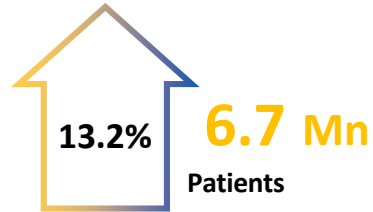
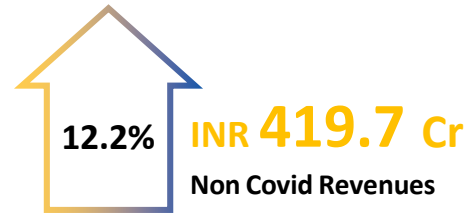
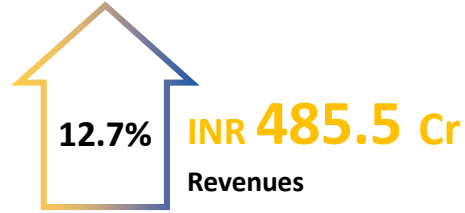


* Normalised EBITDA excl. RSU, CSR

**Normalised PAT excl. notional depreciation on consolidation of Suburban

Note: Results includes Suburban Diagnostics

Q4 FY22 Snapshot



* Normalised EBITDA excl. RSU, CSR

**Normalised PAT excl. notional depreciation on consolidation of Suburban

Note: Results includes Suburban Diagnostics

Key Performance Highlights

Q4 FY22 & FY22:

- Revenues up by 12.7% Y-o-Y to Rs. 485.5 crore in Q4 FY22. Revenue up by 32% to Rs 2087.4 crore in FY22
- Normalised EBITDA* is Rs. 130.7 crore, margin of 26.9% in Q4 FY22. In FY22, Normalised EBITDA* is Rs 600.4 crore, margin at 28.8%.
- Normalised Profit After Tax** at Rs. 72.9 crore, margin of 15.0% in Q4 FY22, Normalised PAT** in FY22 is at Rs 369.1 crore, margin of 17.7%

Net Cash and Cash Equivalents at Rs. 344 crore as on March 31, 2022

Witnessed strong trajectory in non-COVID business following ease of mobility restrictions across the country; growth in non-COVID business at 12.2% Y-o-Y

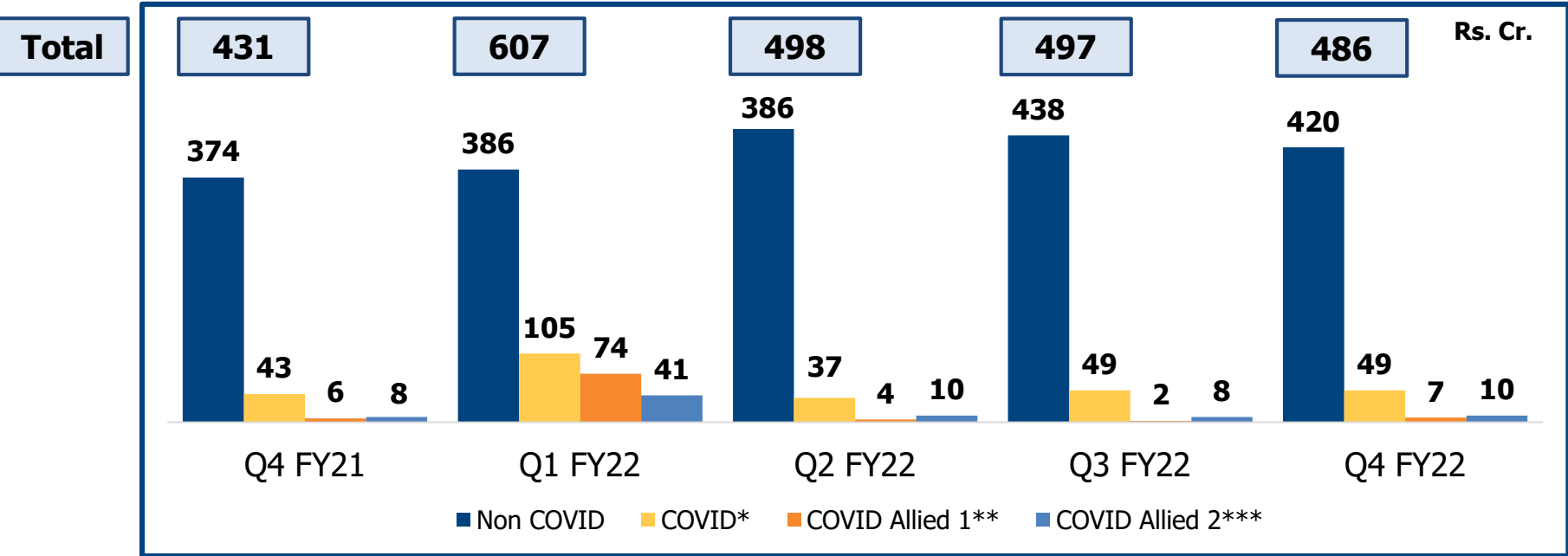
- Revenues from Non-COVID business at Rs 419.7 Cr with 'Swasthfit' contributing 18%
- Enhanced focus on driving volumes while maintaining prices; tactical penetration in West & South through modular cluster city approach playing out well. HUB lab program helping add revenue gains

* Normalised EBITDA excl. RSU, CSR

**Normalised PAT excl. notional depreciation on consolidation of Suburban

Note: Results includes Suburban Diagnostics

Non-COVID, COVID & Allied Revenue



*COVID includes RTPCR and Antibody tests; **COVID Allied 1 includes IL-6 & D-Dimer; ***COVID Allied 2 includes CRP, Ferritin & LDH

Total Covid and Covid allied contribution at 14% in Q4 FY22, 13% in Q4 FY21

Note: Revenue in Q4 22 includes Rs 46 Cr (Non Covid 29.4 Cr, Covid Rs 16.6 Cr) and Q3 22 includes Rs. 49.1 Cr (Non Covid 24.6 Cr, Covid Rs 24.5 Cr) of Suburban wef 12th Nov'21. On transition from IGAAP to IND AS, revenue adjusted as per IND AS 115.

Financials

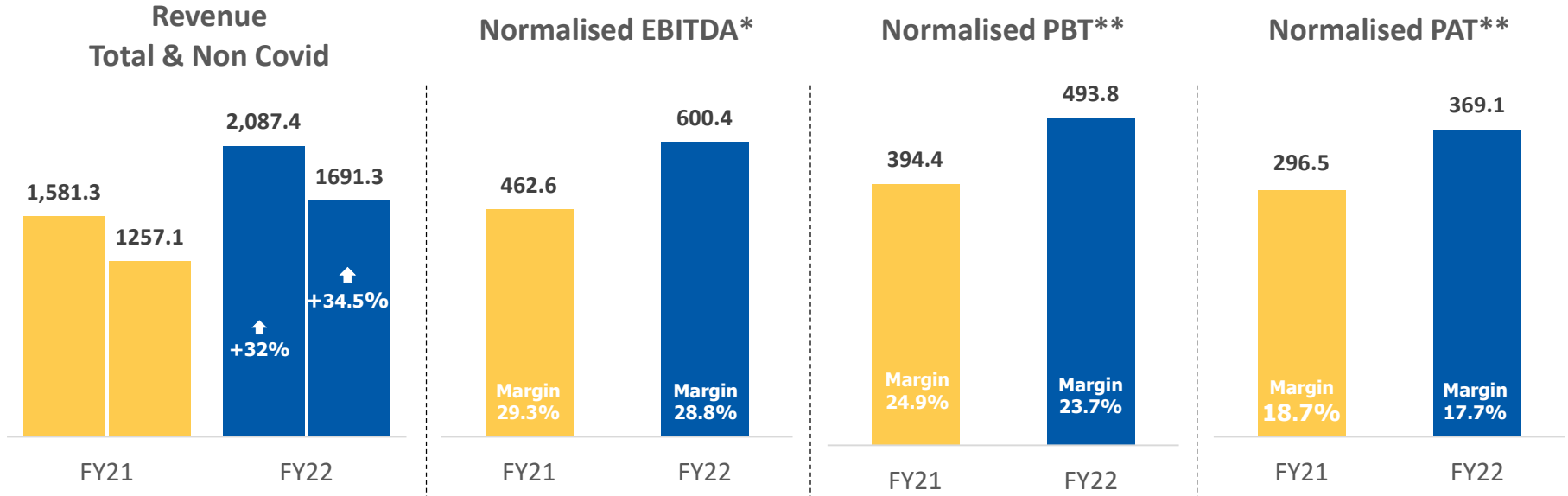
Particulars (Rs. Cr.)	Q4'22	Q4'21	Gr %	FY'22	FY'21	Gr %
Revenue	485.5	431.0	12.7%	2,087.4	1,581.3	32.0%
Expenditure	364.5	308.9		1,526.7	1145.0	
EBITDA	121.1	122.0		560.7	436.3	
Stock based comp., CSR cost	9.6	7.5		39.7	26.3	
Normalised EBITDA	130.7	129.5	0.9%	600.4	462.6	29.8%
<i>Normalised Margins</i>	<i>26.9%</i>	<i>30.1%</i>		<i>28.8%</i>	<i>29.3%</i>	
Net other Income/ (Interest)	0.2	9.1		22.4	35.3	
PBT	83.5	110.8	-24.6%	474.9	394.4	20.4%
<i>Margins</i>	<i>17.2%</i>	<i>25.7%</i>		<i>22.8%</i>	<i>24.9%</i>	
PAT	62.1	85.1	-27.1%	350.3	296.5	18.1%
<i>Margins</i>	<i>12.8%</i>	<i>19.7%</i>		<i>16.8%</i>	<i>18.7%</i>	
EPS (Basic)	7.41	10.10		41.70	35.33	
Normalised PBT*	94.4	110.8	-14.8%	493.8	394.4	25.2%
<i>Margins</i>	<i>19.4%</i>	<i>25.7%</i>		<i>23.7%</i>	<i>24.9%</i>	
Normalised PAT*	72.9	85.1	-14.3%	369.1	296.5	24.5%
<i>Margins</i>	<i>15.0%</i>	<i>19.7%</i>		<i>17.7%</i>	<i>18.7%</i>	

*Normalised PBT & PAT are excl. notional depreciation on consolidation of Suburban

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

Financial Highlights

All figures in Rs. Crore



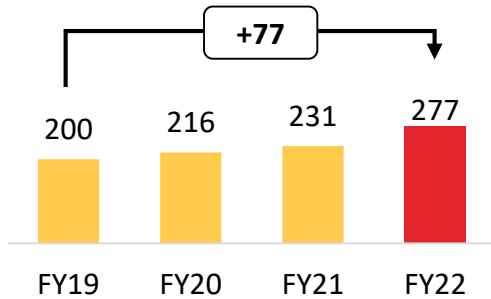
* Normalised EBITDA excl. RSU, CSR

**Normalised PBT & PAT excl. notional depreciation on consolidation of Suburban

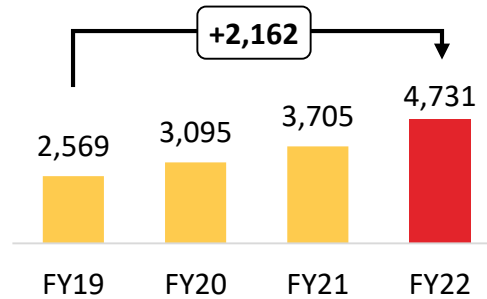
Note: Results includes Suburban financials wef 12th Nov'21 . On transition from IGAAP to IND AS, revenue adjusted as per IND AS 115.

Operating Highlights

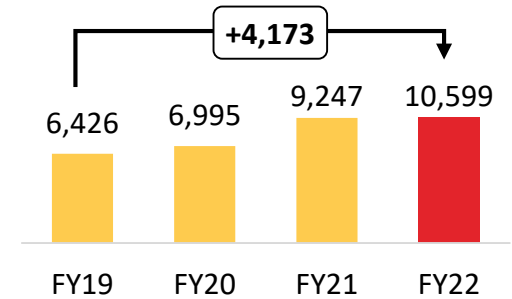
No. of Clinical Laboratories



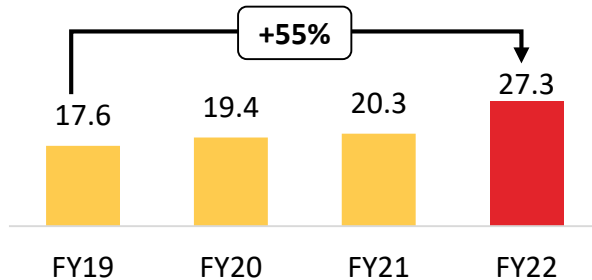
No. of PSCs



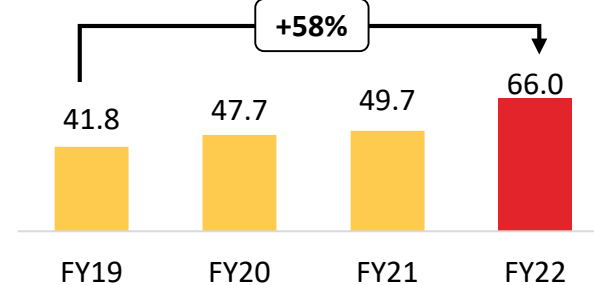
No. of PUPs



No. of Patients (Mn)



No. of Samples (Mn)



Note: Includes 38 Labs, 177 PSC's and 983 PUP's of Suburban Diagnostics

Management Commentary

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

“India remains a largely underserved market for diagnostics. The scope for growth for companies like ours is huge and we want to leverage our position as a leading player. At Dr. Lal PathLabs, we see ourselves as a progressive brand and have been at the forefront of integrating technology into our business model. This helps us reduce costs as well as provide a more seamless and cohesive experience to our patients. We continue to invest in latest technologies across medical science and patient service in line with our vision of being the most trusted healthcare partner”

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

“The acquisition of Suburban Diagnostics has brought Dr. Lal PathLabs brand to the heart of Western market i.e., Maharashtra. And we will work with the Suburban team to leverage the joint expertise and capabilities to create best-in-class proposition and deliver top notch patient experience.

We have demonstrated strong growth in this quarter, which is likely to continue as we realise our growth aspirations in various regions across the country. With one of the strongest digital presence in the Indian diagnostics and healthcare industry, we are well placed to reach more patients and offer them accurate diagnostics at affordable costs.”

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

“Q4 FY22 started off well, however, the onset of Omicron wave in early part of the quarter impacted Non Covid business which recovered only in second half of the quarter. Our strategic initiatives leveraging digital on patient service levels, geography/tests expansion and channel capability building continue to make good strides. This will enable us to maintain our leadership position for the times to come”



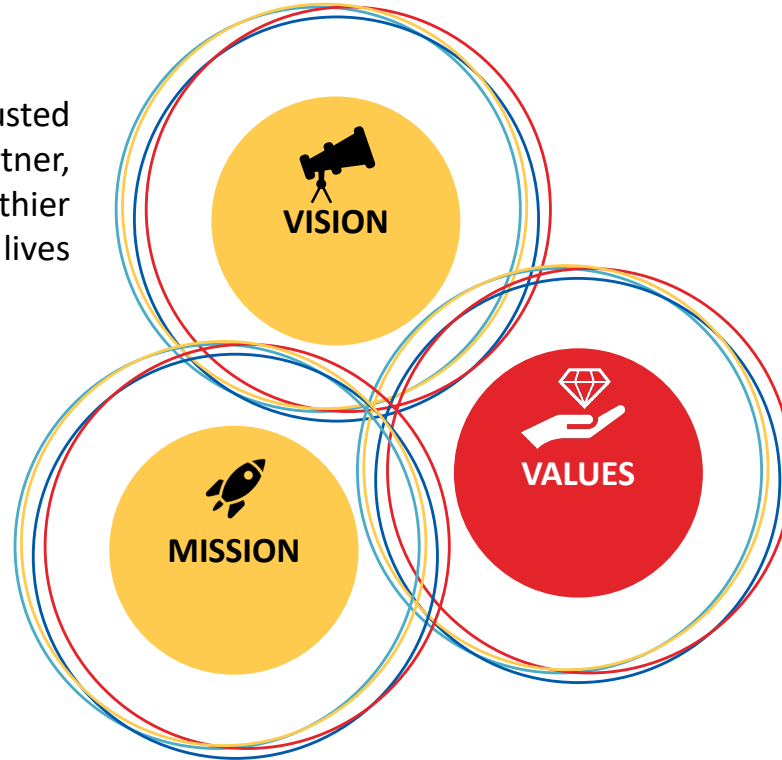
 *Dr Lal PathLabs*

Corporate Overview

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

Target to grow ahead of the industry

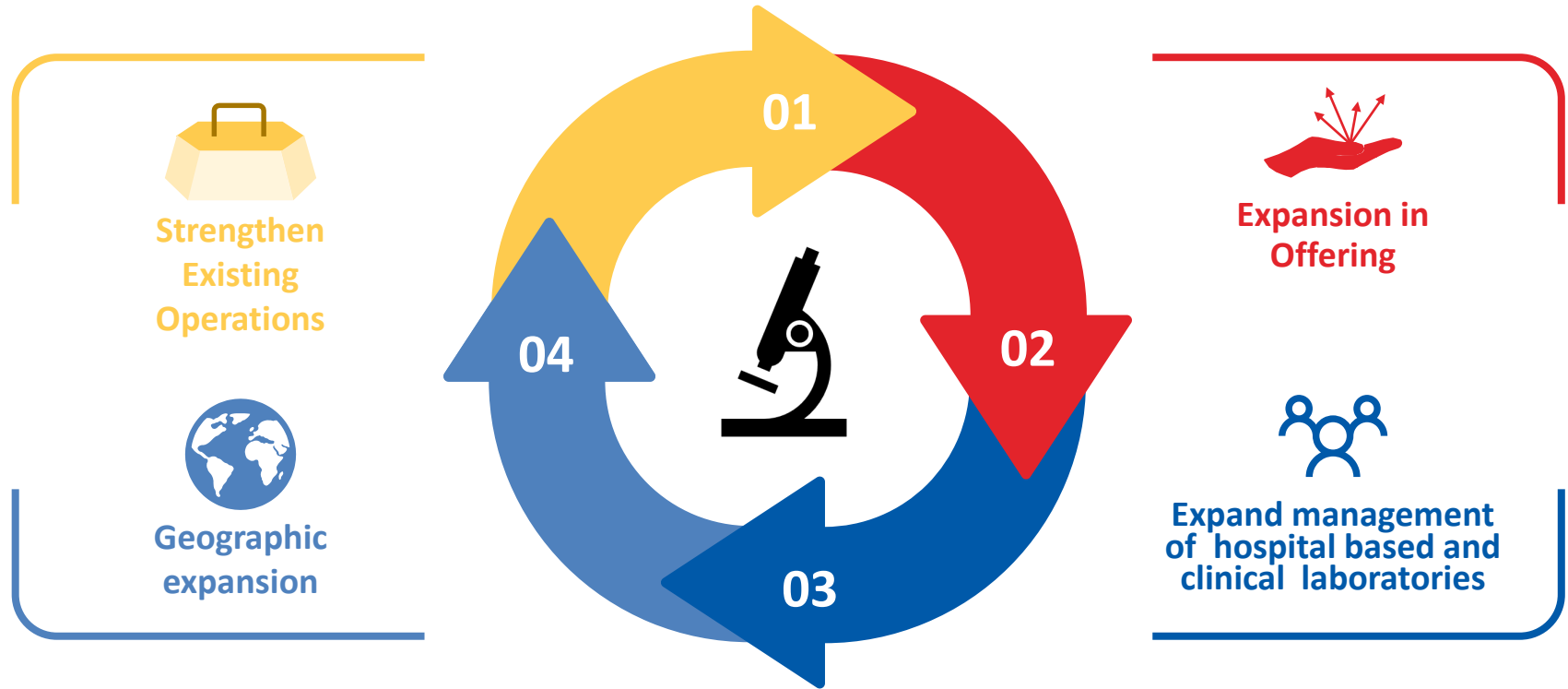
Strongly develop Rest of India geographies, through Regional Reference Labs and cluster city approach for attractive markets

Deeper Penetration within the North, East & Central Indian markets

Higher contribution from bundling of tests – ‘Swasthfit’

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

DLPL Strategy for future growth



DLPL Strategy for future growth



Strengthen Existing Operations

- Improve breadth of diagnostic testing
- Cutting edge technology
- Preventive healthcare screening
- Chronic & Lifestyle disease mgmt. services
- Expand reach in corporate segment

- Boosting quality & reliability standards
- Improving turnaround times for testing
- Grow basic radiology practice
- Online initiatives and data analytics
- Investment in branding

Expansion in Offering



- Focus city & cluster approach
- Set up more clinical laboratories
- Set up Regional Reference Laboratories
- Consider alliances and acquisitions

- Tap incremental contracts for in-sourcing test of hospitals and other clinical laboratories
- Tap polyclinics



Expand management of hospital based and clinical laboratories

Geographic expansion



Leveraging digital infrastructure to make life easier for patient

Digital Lab

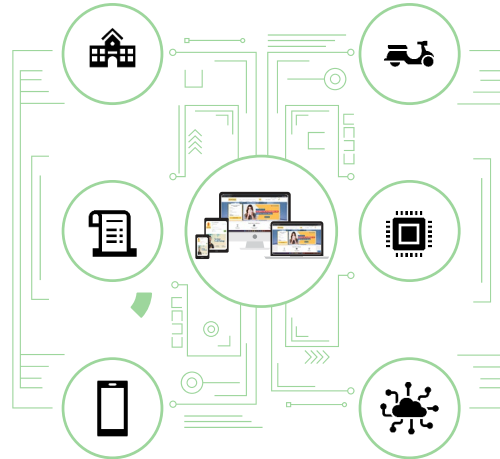
- Self Registration Kiosk for patients
- Integrated payment gateway for online payment
- Self Report printing Kiosks for 24 by 7 Report printing similar to a bank ATM

e-Commerce

- Online test / health package booking
- Online payment, order related notifications at various touch points
- Integrated Cross Channel communication with strong automated backend using cloud, predictive analytics & AI
- Phlebo Mobile App for home collection booking along with route plan.

Mobile app

- Test booking, view and download current and historical test reports
- Trend chart along with Cumulative Reporting
- Find a Lab near you
- Self Monitoring – My Wellness



Logistics Automation

- Field Executive Mobile App for Route Traceability & Field Executive Tracking
- Real Time visibility of patient samples

Lab Operations Automation

- Totally integrated Track with centralized LIMS for higher Output and faster processing, built in analytics and Business Intelligence capabilities


Business Continuity Plan

- 'Multi Site' model
- Quick recovery in case of disaster
 - Real time Data Replication between sites
 - Centrally Hosted and real time monitored

Consistent investments in R&D

DSIR recognized In House R&D unit with an experienced team of research scientists and doctors



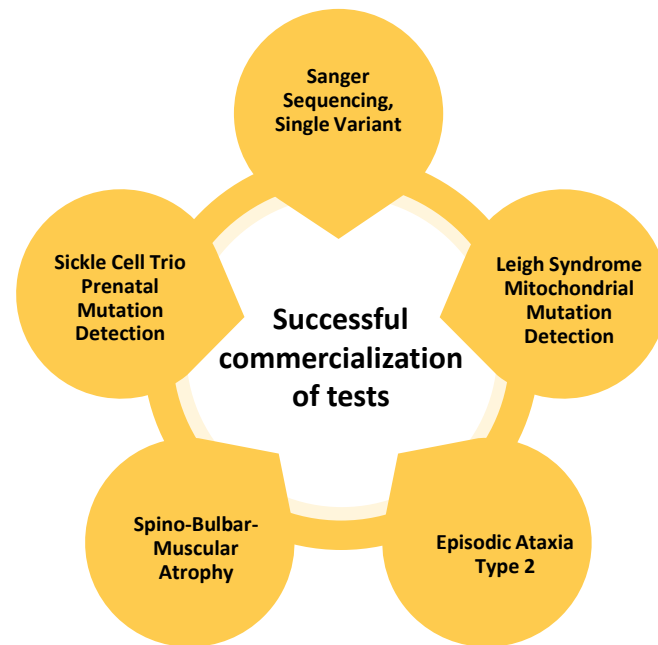
 जवाहरलाल नेहरू विश्वविद्यालय
Jawaharlal Nehru University

Jawaharlal Nehru University for development of diagnostics kit for detection of mycobacterium tuberculosis and mycobacterial species

CSIR-Institute of Genomics and Integrative Biology for acquisition of know-how for 27 diagnostic assays



R&D Collaboration with marquee institutions



Genevolve: The Genomics initiative

GENEVOLVE brings the dawn of a new era of Genomic testing!



New Tests

- Sperm DNA
- Y Chromosome



New Tie-ups

- Caris MI (USA)
- Caris Tumor Seek



ONCOPATH

- Niche Segmentation

Genevolve: Genomics division focuses on Genetic testing

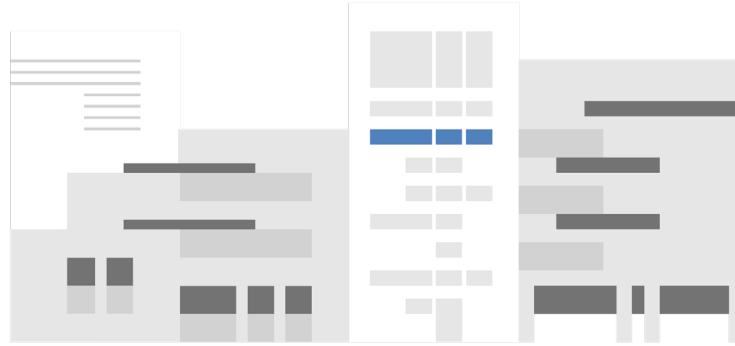
Offers wide range of key tests related to Oncogenomics, Neurogenomics, Rare disease & Pre-natal/ Post-natal

Tests are carried out using cutting edge technologies such as Next Generation Sequencing (NGS), MLPA, ddPCR, FISH & Sanger Sequencing among others

PAN India network of clinical laboratories, collection centers and pick- up points makes Dr. Lal PathLabs the most reliable genetic testing service provider in India

In-house adoption of Digital Histopathology

Reporting of Digital Breast cancer Panels using AI based algorithms



Digital Histopathology for remote routine reporting



Opportunities created by Digital Histopathology

- Enhanced access to second opinion, synchronous review of slides
- Enhanced quality of reporting
- Potential for insourcing services
- Leveraging Artificial Intelligence for Histopathology
- Potential for de-centralization of histopathology reporting

Highest Quality Standards in the Industry

Best in the Industry CAP Proficiency Testing Score at 97.9% for National Reference Lab

Consistently high EQAS Performance Testing Score at 98.6% for Satellite Labs

NABL Accreditation granted to 18 Labs for processing Covid-19 samples

**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**

Best in class Logistics and Supply Chain management



Real time
sample
tracking

Real time
Field
Executive
tracking

Automated
Cash collection
process with
clients

Productivity
and route
planning
visibility

Real time
service
monitoring
Control tower

Enhanced Customer Experience in Home Collection



Auto Routing engine to dynamically allocate the booking to nearest available phlebotomist

Real time phlebo visibility to the patient



Variable model which grows with business volume



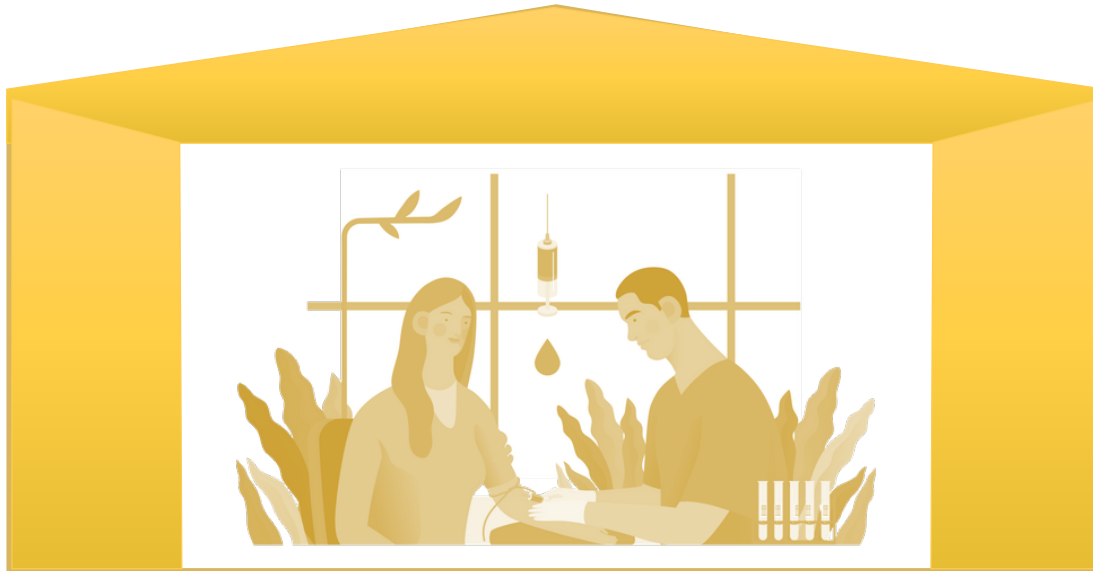
Automated and scalable system



Real time slot confirmation to patient



ECG at home service launched in select cities



Experienced Management team

(Hony.) Brig. Dr. Arvind Lal

Executive Chairman



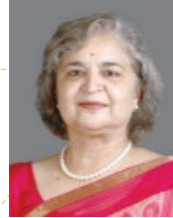
Dr. Om Manchanda

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



Rajat Kalra

Company Secretary and Compliance Officer



Manoj Garg

Group Chief Human Resources Officer



Key Awards & Recognition



CSR Award 2022



Business Standard Star SME of the year 2022



GAPIO Excellence in Diagnostics Award 2022



Financial Express CFO of the year 2022



CFO100 Roll of Honour 2022



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



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



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 & SULLIVAN

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)

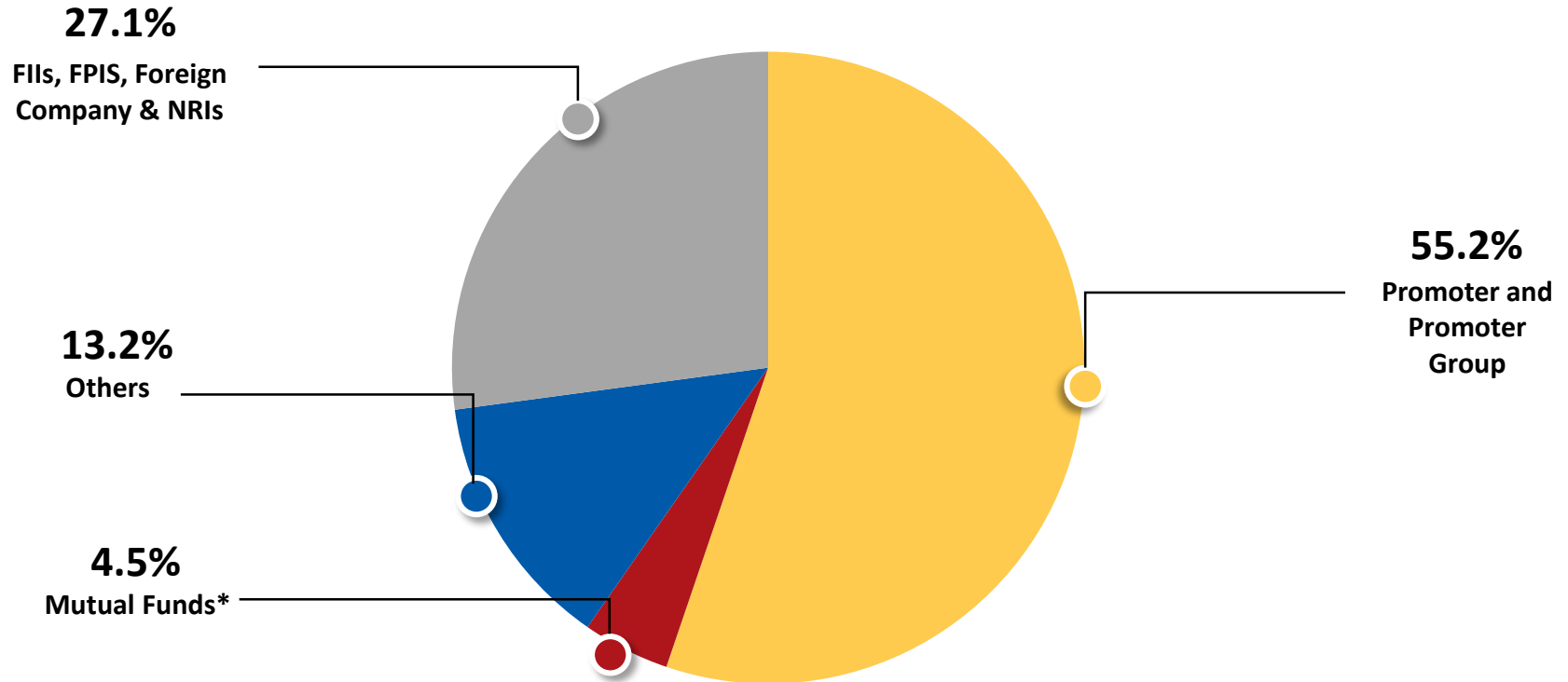


Franchisor of the Year (Healthcare) - Franchise Plus Awards 2010



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

Shareholding as of 31st March, 2022



*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 491 test panels, 2,675 pathology tests and 1,947 radiology and cardiology tests as on March 31, 2022.

As on March 31, 2022, DLPL's has 277 clinical labs (including National Reference Lab at Delhi & Regional Reference Lab at Kolkata), 4,731 Patient Service Centers (PSCs) and 10,599 Pick-up Points (PUPs). In FY21 & FY22, DLPL collected and processed approximately 49.7 million samples and 66 million samples from approximately 20.3 million and 27.3 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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