

May 11, 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 Audited Financial Results (Standalone and Consolidated) for the Quarter and Financial Year ended March 31, 2023

Dear Sir/Madam,

Please find attached a copy of Company's Q4 & FY23 Earnings Presentation, which the Company proposes to share with Analysts / Investors with respect to its Audited Financial Results (Standalone and Consolidated) for the Quarter and Financial Year ended March 31, 2023, as approved by the Board of Directors in their meeting held on May 11, 2023.

We request you to please take the same on record.

Thanking You,
Yours Faithfully,

For Dr. Lal PathLabs Limited

Ved Prakash Goel
Group Chief Financial Officer

Encl.: As above



Dr Lal PathLabs Limited (DLPL)

Q4 & FY23 Results Presentation

May 2023

WIDENING
HORIZONS
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BETTER



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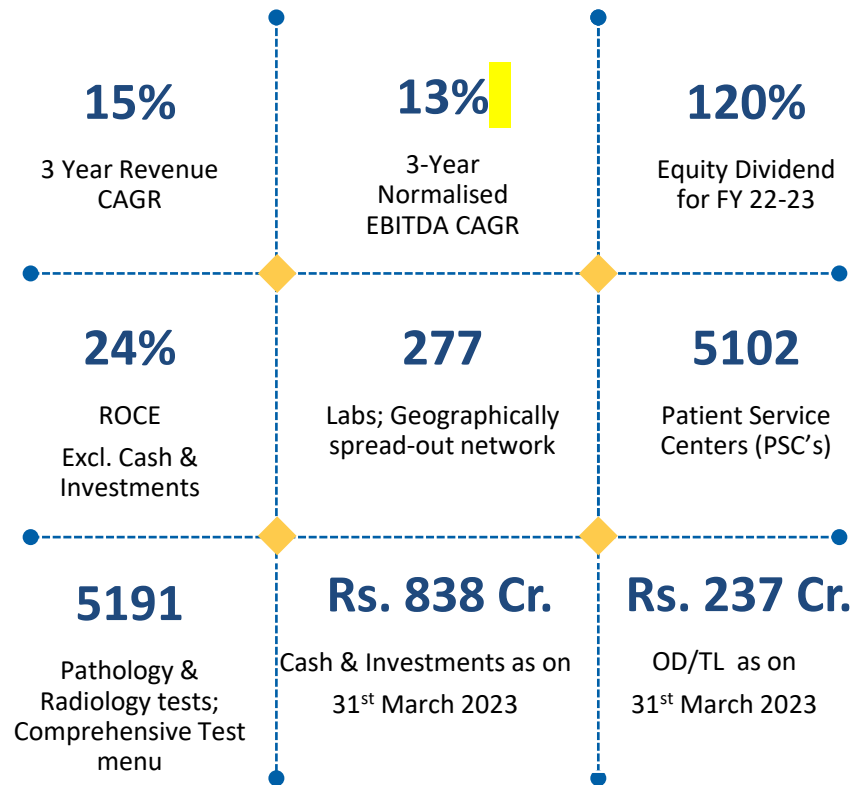
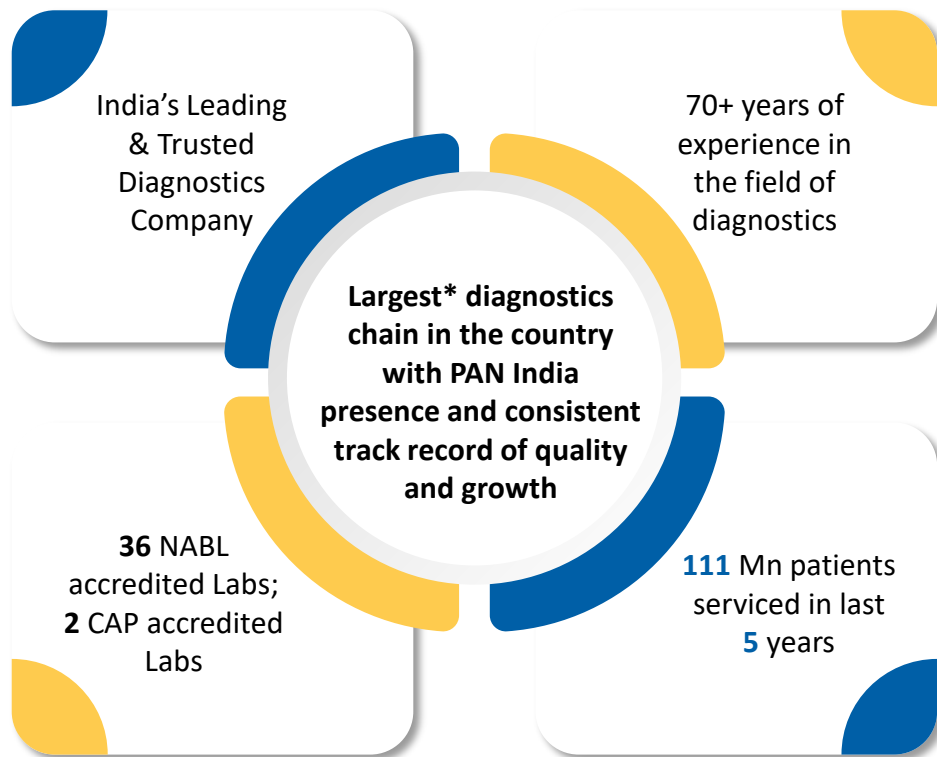
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Dr Lal PathLabs – At a Glance



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

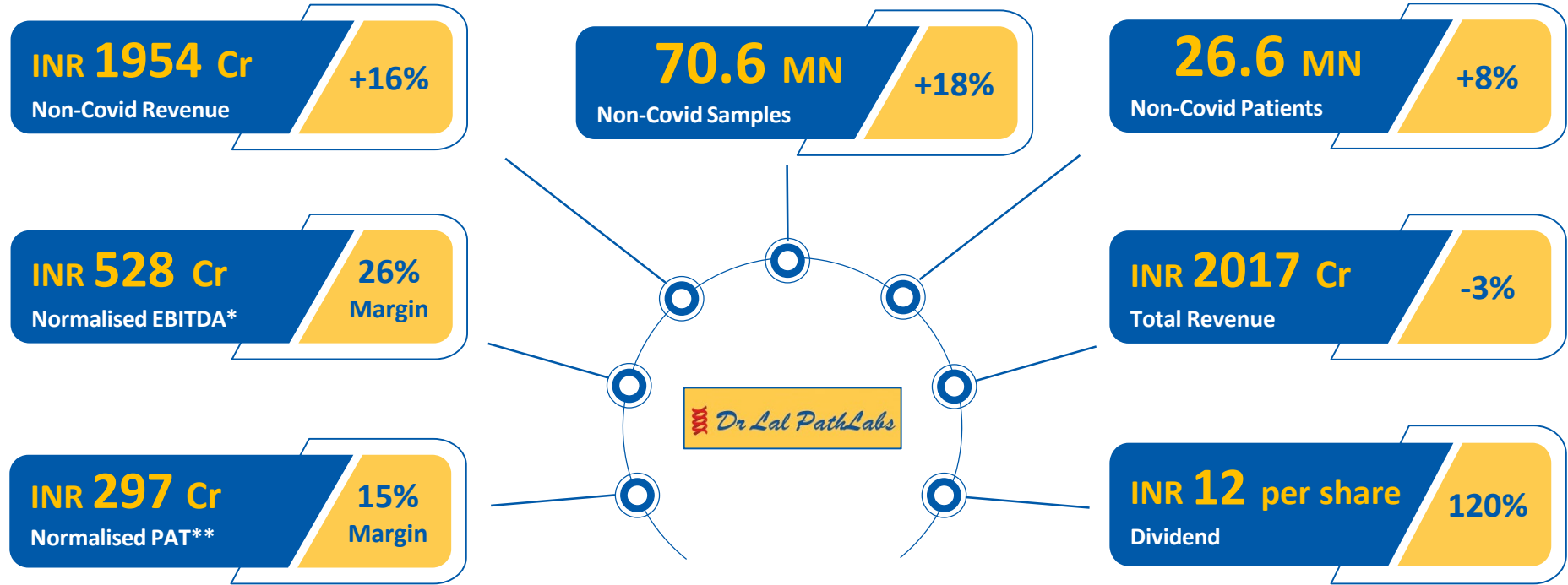
Scalable model integrated through centralised IT platform allows for network expansion

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

FY23 – Key Performance Highlights

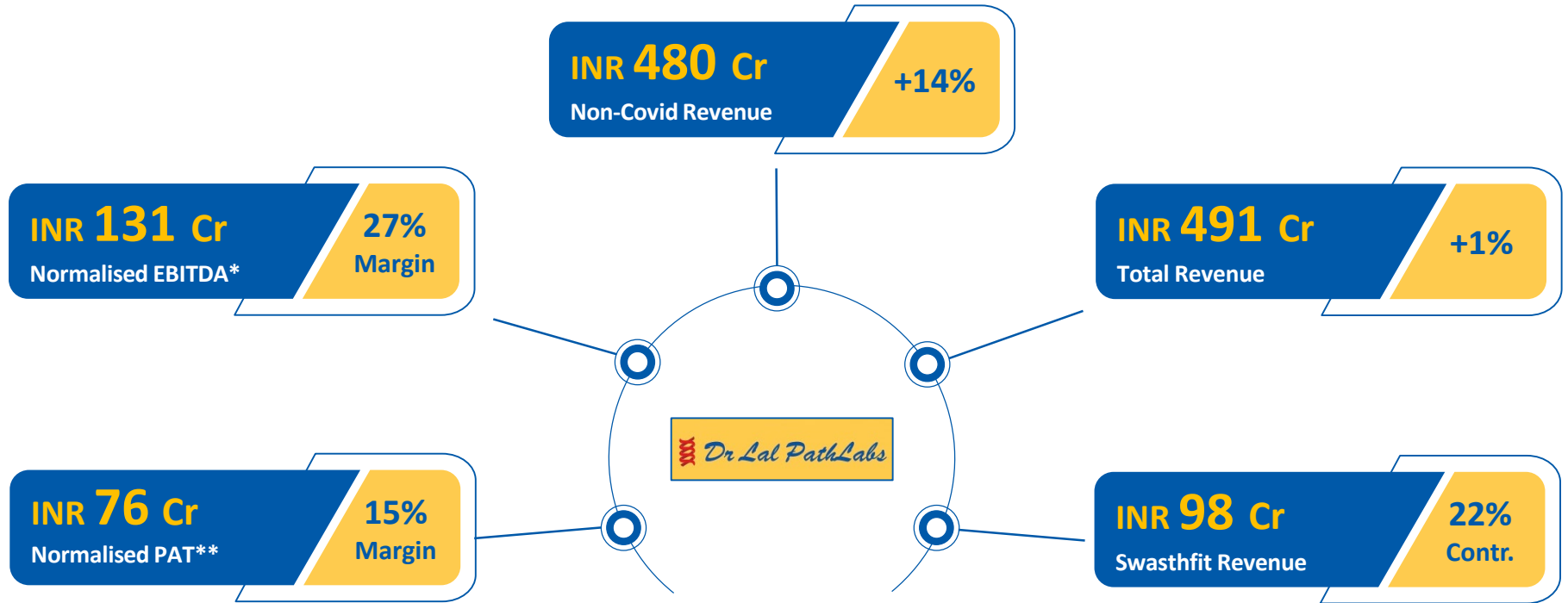


* Normalised EBITDA excl. RSU, CSR & exceptional expenses

**Normalised PAT excl. notional depreciation of Rs. 49 crore & exceptional expenses

Note: Results includes Suburban Diagnostics

Q4 FY23 – Key Performance Highlights

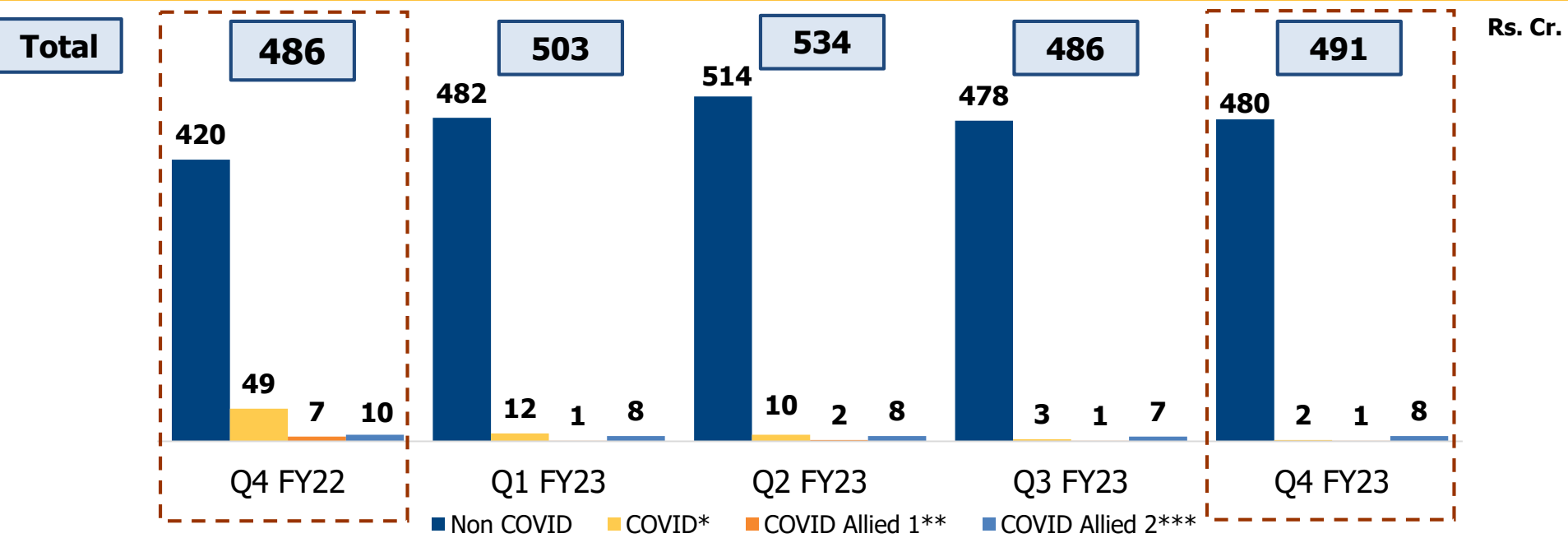


* Normalised EBITDA excl. RSU, CSR & exceptional expenses

**Normalised PAT excl. notional depreciation of Rs. 12 crore & exceptional expenses

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 2% in Q4 FY23, was 14% in Q4 FY22

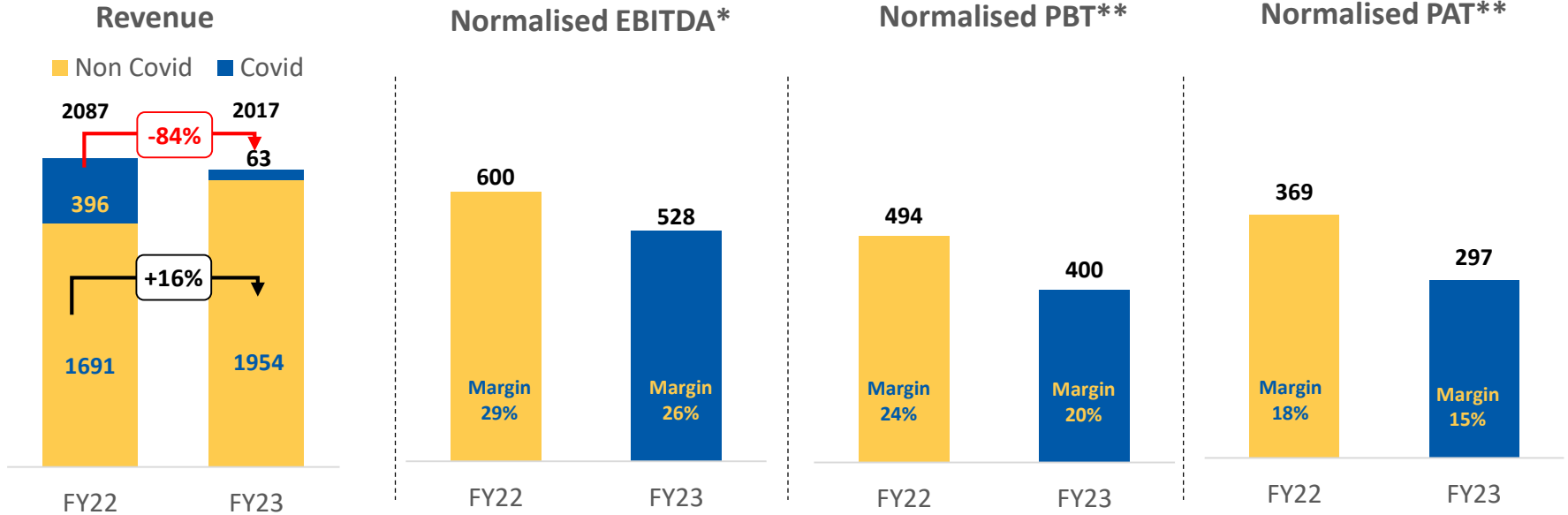
Financials

Particulars (Rs. Cr.)	Q4 FY23	Q4 FY22	Gr %	FY'23	FY'22	Gr %
Revenue	491	486	1.1%	2,017	2,087	-3.4%
Operating Expenditure	360	355		1,489	1,487	
Normalised EBITDA	131	131	-	528	600	-12.1%
<i>Normalised Margins</i>	<i>26.6%</i>	<i>26.9%</i>		<i>26.2%</i>	<i>28.8%</i>	
RSU, CSR, Exceptional expenses	15	10		38	40	
EBITDA	116	121	-4.4%	490	561	-12.6%
<i>Normalised Margins</i>	<i>23.6%</i>	<i>24.9%</i>		<i>24.3%</i>	<i>26.9%</i>	
Other Income	14	12		42	53	
Depreciation	38	38		150	108	
EBIT	92	95	-3.2%	381	505	-24.5%
<i>Normalised Margins</i>	<i>18.8%</i>	<i>19.6%</i>		<i>18.9%</i>	<i>24.2%</i>	
Finance Cost	9	12		38	30	
PBT	83	84	-0.3%	344	475	-27.6%
<i>Margins</i>	<i>17.0%</i>	<i>17.2%</i>		<i>17.0%</i>	<i>22.8%</i>	
PAT	57	62	-8.2%	241	350	-31.2%
<i>Margins</i>	<i>11.6%</i>	<i>12.8%</i>		<i>12.0%</i>	<i>16.8%</i>	
EPS (Basic)	6.8	7.4		28.8	41.7	
Normalised PBT	102	94	8.2%	400	494	-19.0%
<i>Margins</i>	<i>20.8%</i>	<i>19.4%</i>		<i>19.8%</i>	<i>23.7%</i>	
Normalised PAT	76	73	4.1%	297	369	-19.5%
<i>Margins</i>	<i>15.5%</i>	<i>15.0%</i>		<i>14.7%</i>	<i>17.7%</i>	
Normalised EPS	9.1	8.7		35.5	44.0	

*Normalised PBT, PAT and EPS are excluding notional depreciation & exceptional expenses

Financial Highlights

All figures in Rs. Crore



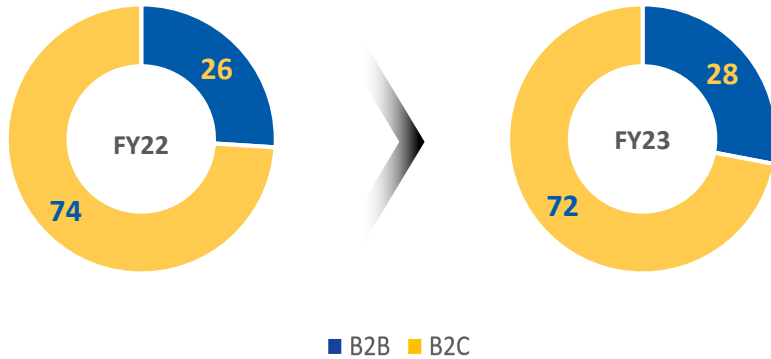
* Normalised EBITDA excl. RSU, CSR & exceptional expenses

**Normalised PBT & PAT are excluding notional depreciation & exceptional expenses

Note: On transition from IGAAP to IND AS, revenue adjusted as per IND AS 115.

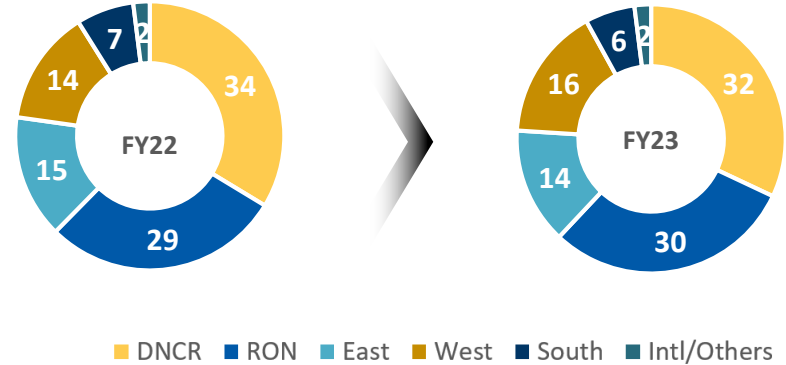
Operating Highlights

% Revenue break-up between B2B and B2C



B2C revenue share remains at more than 70% continuously even after sharp decline in Covid revenue which was largely B2C

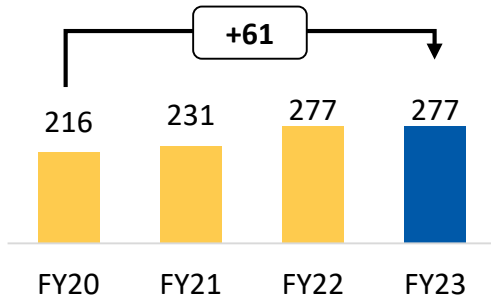
% Revenue break-up region-wise



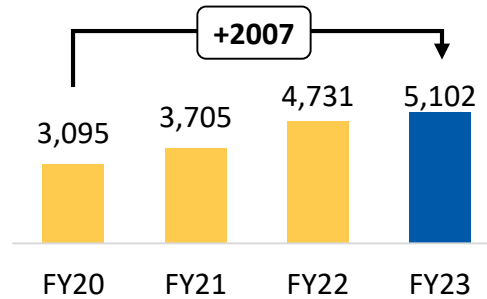
Witnessed fastest growth in the Western region led by focused efforts of expanding presence; contribution stood at 16%

Operating Highlights

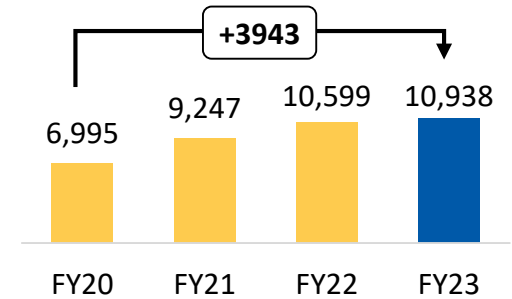
No. of Clinical Laboratories



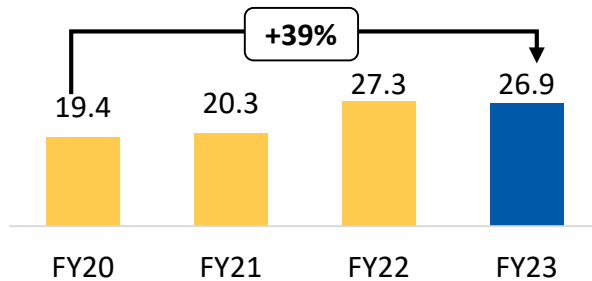
No. of PSCs



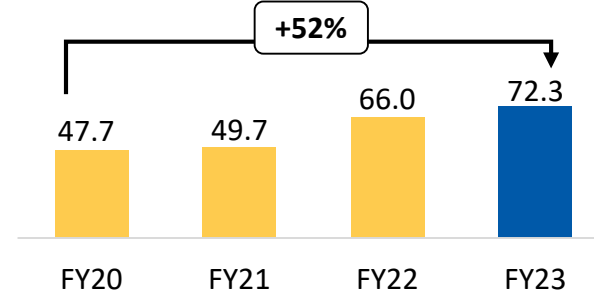
No. of PUPs



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:

"Today, Dr Lal PathLabs is in a unique position to both facilitate and reap the advantages of rapid progress in the utilization of diagnostic services. Reliable diagnostic tools are now increasingly vital in various stages of treatment, from health monitoring, disease detection, prognosis, diagnosis, and treatment planning, to post-treatment monitoring. As a result, we are committed to investing in an efficient, technology-enabled network that can handle the growing number of samples."

Dr Lal PathLabs has continued to make advancement across strategic focus areas of geographical extension, expanding the portfolio, and strengthening the digital infrastructure. I am confident that these pillars will not only drive growth for us in the future, but also ensure better accessibility and affordability for our patient customers."

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



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

"Our belief is that the brands that have made comprehensive investments in network creation, infrastructure scale up, and patient services will be the frontrunners of growth. Within healthcare, patients are increasingly aligning themselves with trustworthy brands, and therefore, it is crucial that we improve our on-the-ground presence and experience. In order to enhance our performance trajectory, we will continue to extend our network into tier 2 and 3 regions of India."

Furthermore, our expansion in the West, mainly Mumbai and other large cities, will emanate from increasing the density of our collection centers. To achieve this, we are deploying hub labs as a means to amplify our capabilities. These labs will provide support to a cluster of collection centers in the surrounding areas, resulting in improved cost efficiency and faster turnaround times."

Dr. Om Manchanda,
Managing Director



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

"In the quarter being evaluated, we provided diagnostics services to 6.3 million patients, generating a total revenue of Rs. 491 crore. We actively utilized mix-management methods to increase the composition of high-value tests to our portfolio and revenue."

Our flagship programme 'SwasthFit' achieved newer heights this year with contribution increasing to 20% in FY23, against 17% last year. Our Super Specialty portfolio led by Genevolve, L-CORD and LACE is achieving the growth rates similar to SwasthFit. This is a result of our efforts and focus of building a high-quality bundled package that is affordable and competitively priced, to meet the requirements of patients and clinicians."

We are very well poised and are taking appropriate measures to establish sustainable industry leading growth rates."

Mr. Bharath Uppiliappan,
Chief Executive Officer





Corporate Overview

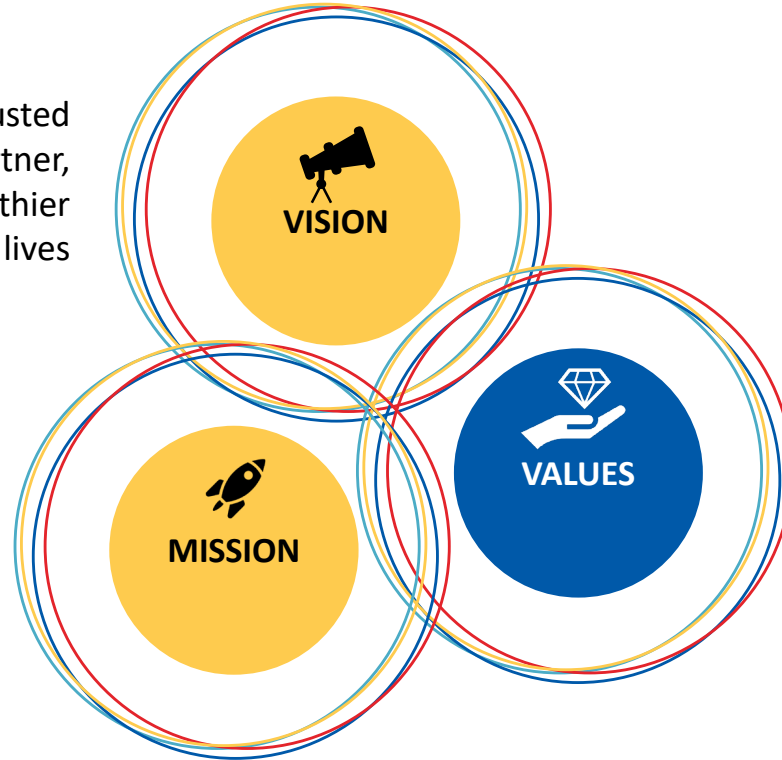
WIDENING
HORIZONS
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Vision, Mission & Values

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

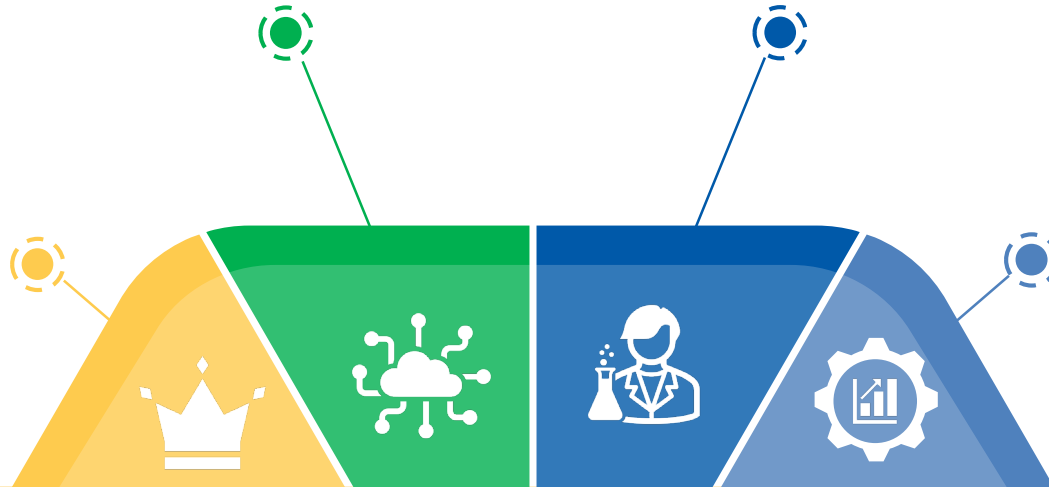
- Created specialty verticals like Genevolve to focus on genomics, L-CoRD to focus on reproductive diagnostics, and L-ACE to focus on auto-immune disorders.
- 'Swasthfit' remains at the core, to offer comprehensive bundled solutions to patients

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

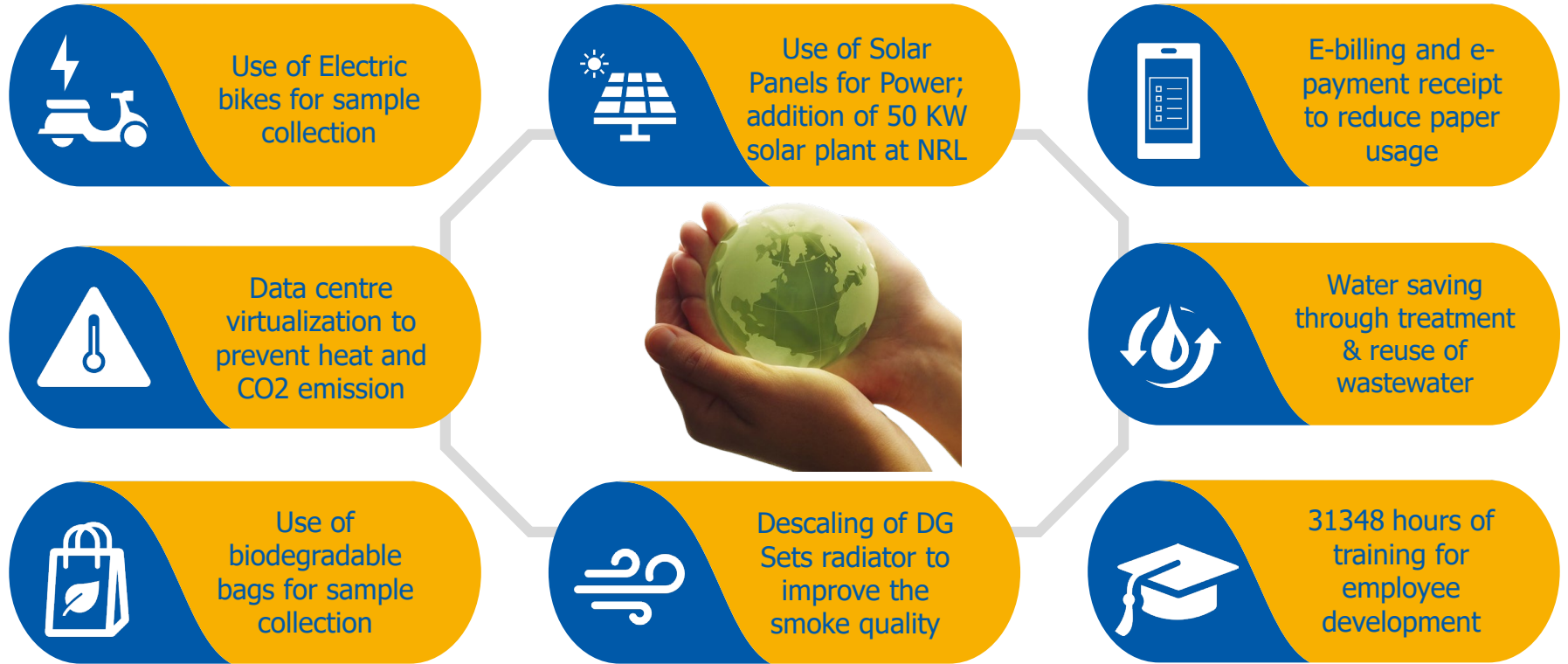


Only private lab to have **two electron microscopes – TEM** (Transmission Electron Microscopy) for clinical diagnostics.



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).

Key ESG Initiatives



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

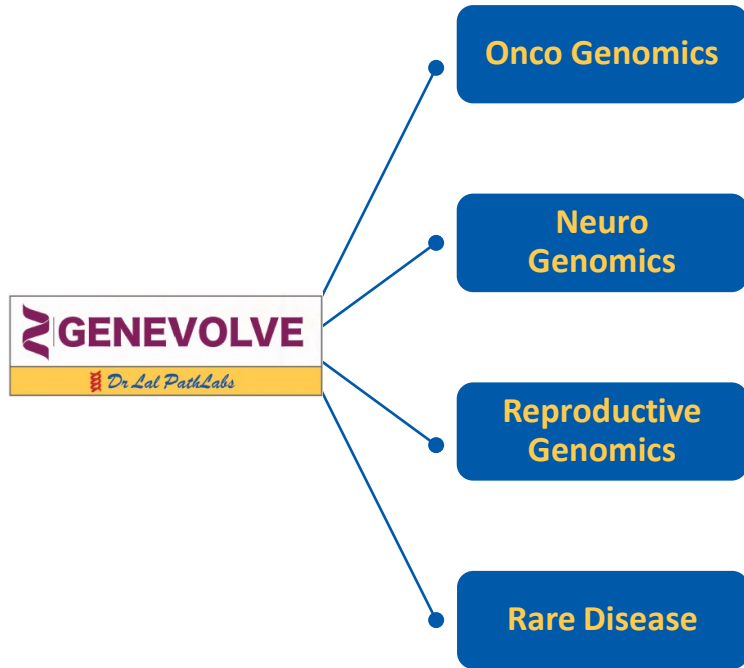


Threat Intelligence

- 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



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



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



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



Business Standard Star
SME of the year 2022



Best Brands
Healthcare 2022



GAPIO Excellence in
Diagnostics Award
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)

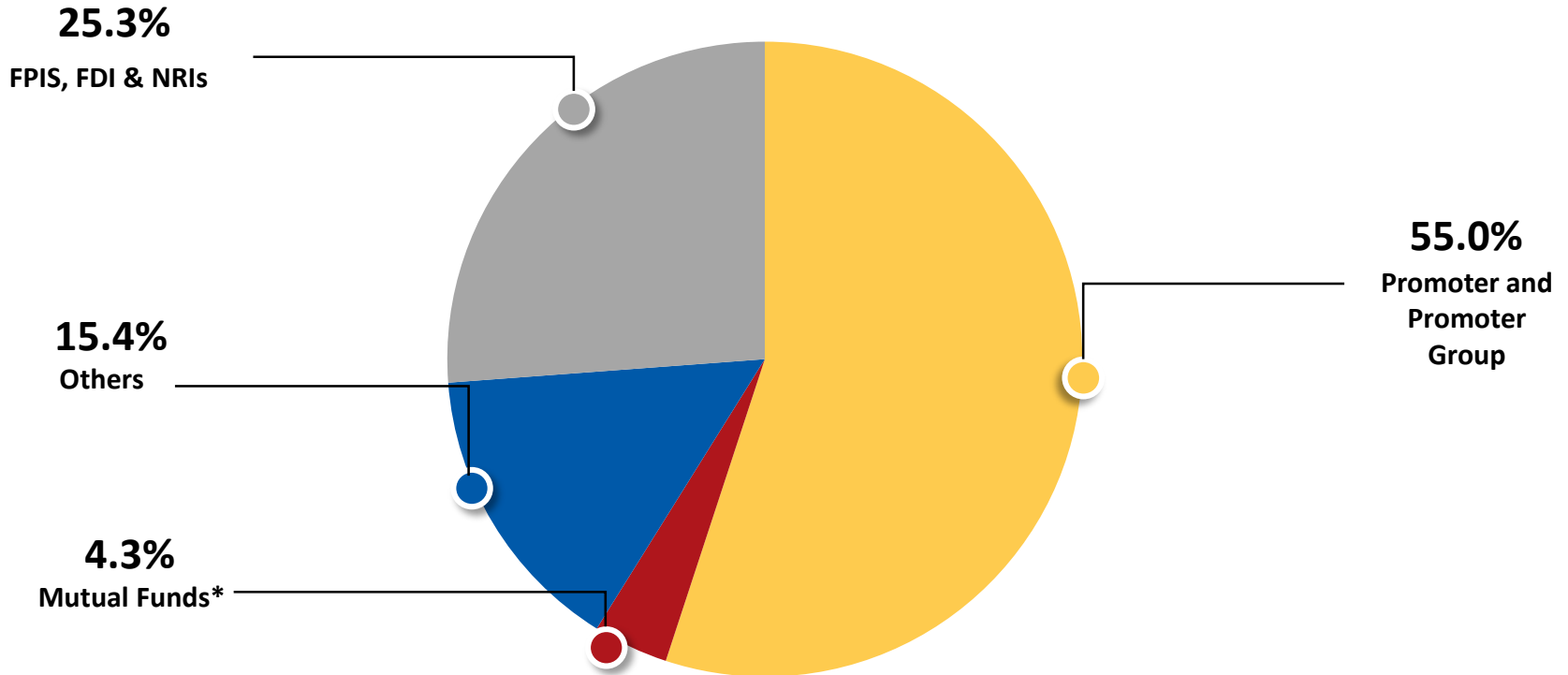


Franchisor of the Year (Healthcare) - Franchise Plus Awards 2010



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

Shareholding as of 31st March, 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:**

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