



# Dr. Lal PathLabs Limited (DLPL)

**ENABLING**  
**HEALTHIER**  
**LIVES**

## Q1 FY22 Results Presentation

July 30, 2021



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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

India's Leading & Trusted  
Diagnostics Company

70+ years of experience  
in the field of diagnostics

85.7 Mn patients  
serviced in last 5 years

30 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**

**15%**

3 Year Revenue  
CAGR

**22%**

3-Year PAT  
CAGR

**200%**

Equity Dividend  
for FY 20-21

**~86%**

ROCE  
Excl. Cash &  
Investments

**Rs 1,153 Cr.**

Cash & Investments as on  
30<sup>th</sup> Jun 21

**231**

Labs;  
Geographically  
spread out  
network

**5,008**

Pathology &  
Radiology tests;  
Comprehensive  
Test menu

**CRISIL AA-  
/Stable**

Long Term Rating;  
Strength of Balance  
Sheet

As on March 31, 2021

\*Largest on the basis of Revenue and presence

# Overview of Dr. Lal PathLabs

## Established brand

Established consumer healthcare brand in diagnostic services



## Pan-India integrated coverage

231 clinical labs (including National Reference Lab at Delhi and Regional Reference lab at Kolkata), 3,705 Patient Service Centers (PSCs) and 9,247 Pick-up Points (PUPs)\*



## Varied Offerings

Catalogue of 471 test panels, 2,590 pathology tests and 1,947 radiology and cardiology tests\*



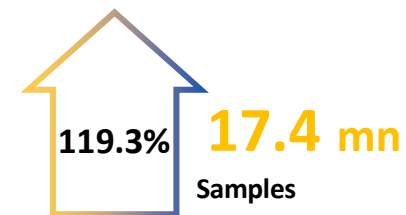
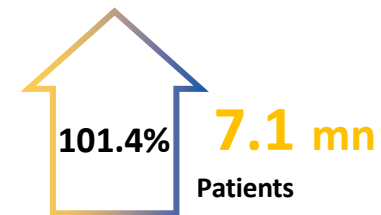
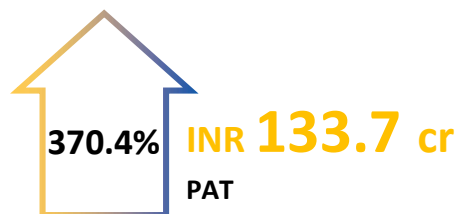
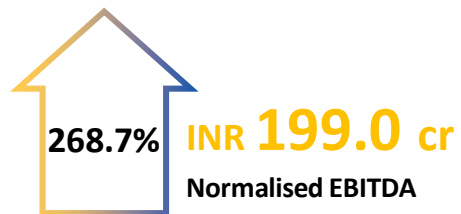
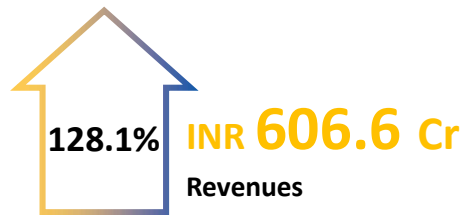
## Unique and successful operating model

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**

# Q1 FY22 Snapshot



Q1 FY22 is not strictly comparable to Q1 FY21 due to nationwide lock-down in April-May 2020 and resurgent COVID-19 wave in Q1 FY22

# Key Performance Highlights

## In Q1 FY22:

- Revenues increased by 128% Y-o-Y to Rs. 606.6 crore
- Normalised EBITDA (after eliminating the impact of stock-based compensation & CSR) stood at Rs. 199.0 crore
- Profit After Tax was higher by 370%, at Rs. 133.7 crore over same period of last year

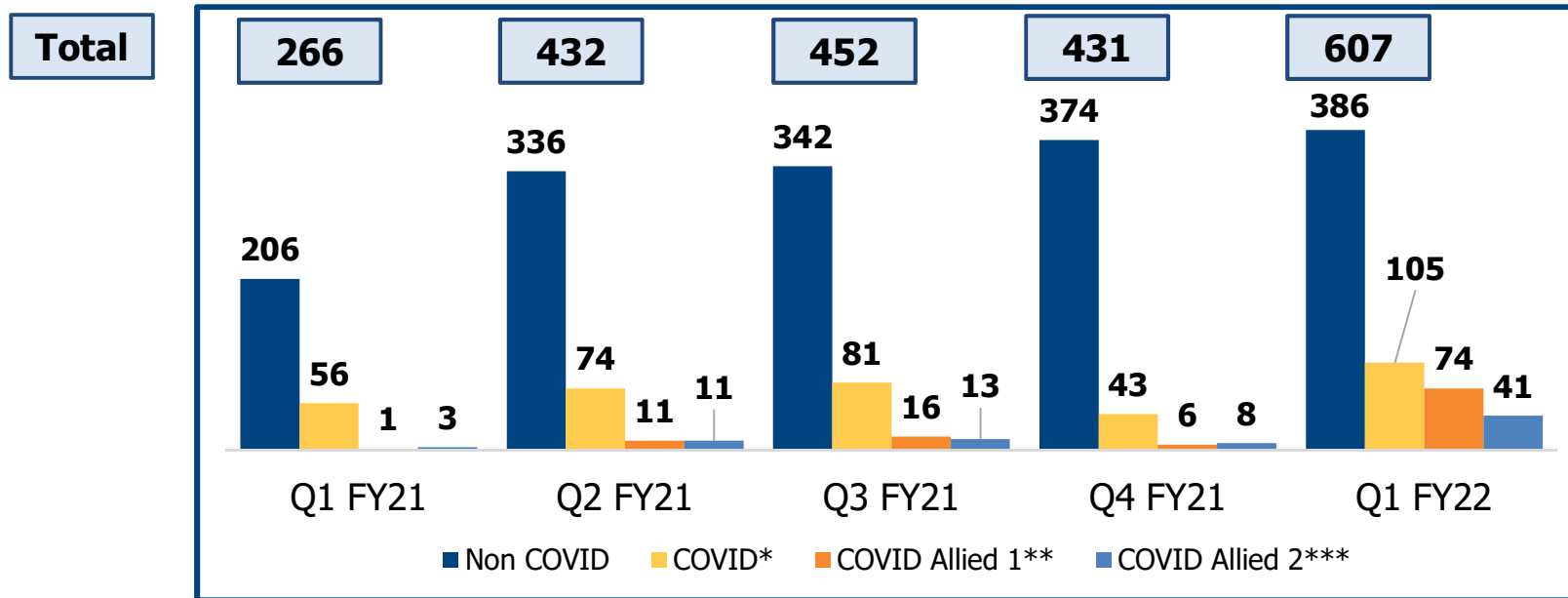
**Cash, FDs and Mutual Funds at Rs. 1,153 crore as on June 30, 2021, an increase of Rs. 167 crore over March 31, 2021**

## **Significant increase in COVID testing due to resurgent second wave; Momentum in Non-COVID business maintained, with growth of 87% Y-o-Y**

- Non-COVID business revenues stood at Rs. 386 crore in Q1 FY22; 'Swasthfit' portfolio contributed 10% to total revenue, 16% to Non COVID revenue
- Patient volumes showed 101% gains Y-o-Y
- Focus on leveraging entrenched technology infrastructure resulted in healthy growth in online channels

# Non-COVID, COVID & Allied Revenue

Rs. Cr.

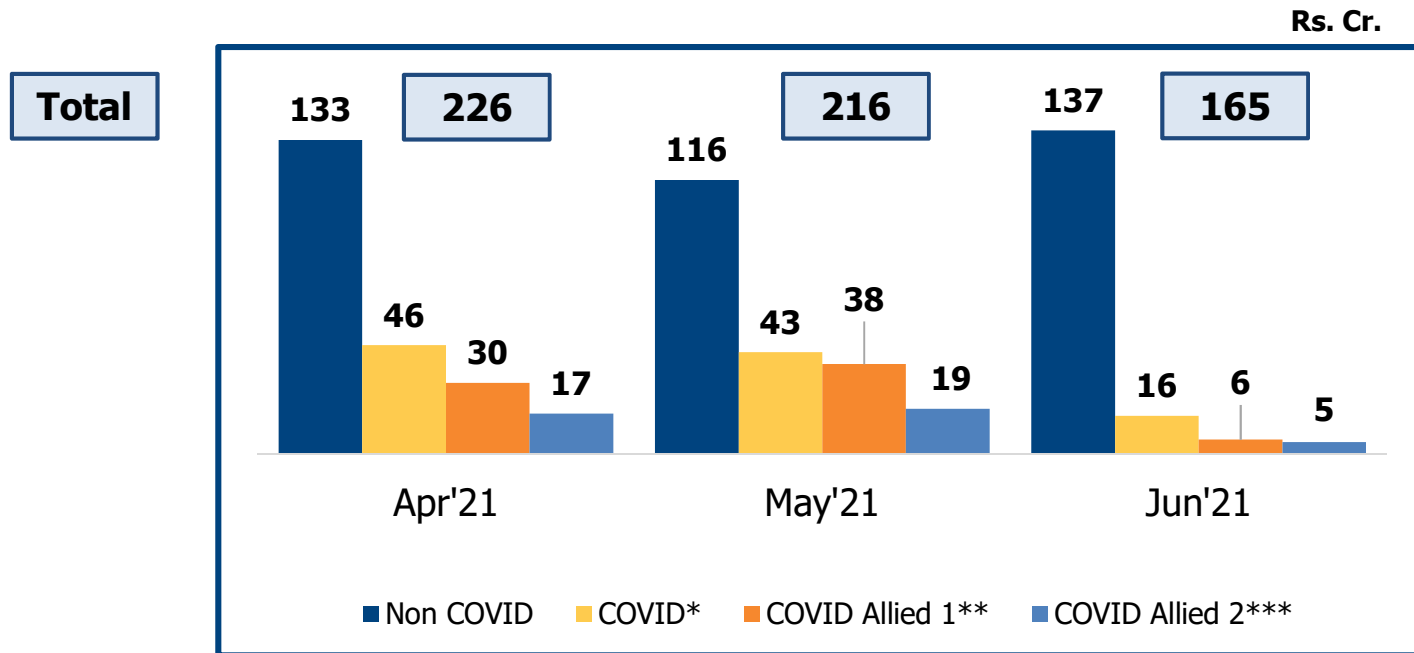


Total Covid and Covid allied contribution at 36% in Q1 FY22, 23% in Q1 FY21

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



# Q1 FY22 Non-COVID, COVID & Allied Revenue - Monthwise



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

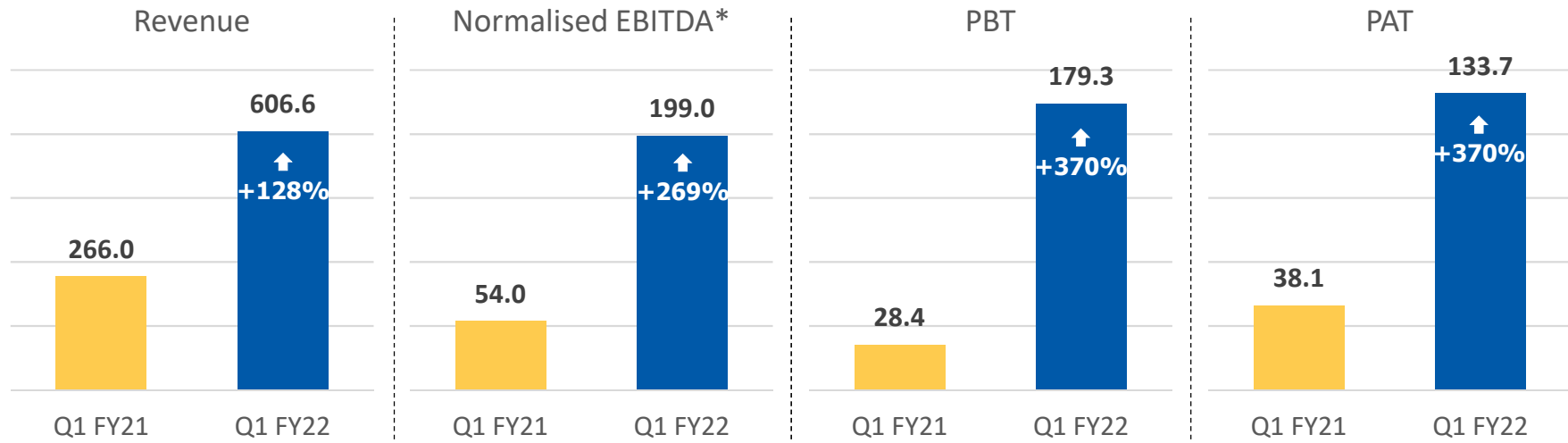
# Financials

Particulars (Rs. Cr.)	Q1 FY22	Q1 FY21	Gr %	FY21
<b>Revenue</b>	<b>606.6</b>	<b>266.0</b>	<b>128.1%</b>	<b>1,581.3</b>
Expenditure	417.6	217.6		1,145.0
<b>EBITDA</b>	<b>189.0</b>	<b>48.4</b>	<b>290.6%</b>	<b>436.3</b>
Stock based comp. & CSR cost	10.0	5.6		26.3
<b>Normalised EBITDA</b>	<b>199.0</b>	<b>54.0</b>	<b>268.7%</b>	<b>462.6</b>
<i>Normalised Margins</i>	<i>32.8%</i>	<i>20.3%</i>		<i>29.3%</i>
Other Income	<b>14.1</b>	11.4		51.3
<b>PBT</b>	<b>179.3</b>	<b>38.1</b>	<b>370.0%</b>	<b>394.4</b>
<i>Margins</i>	<i>29.5%</i>	<i>14.3%</i>		<i>24.9%</i>
<b>PAT</b>	<b>133.7</b>	<b>28.4</b>	<b>370.4%</b>	<b>296.5</b>
<i>Margins</i>	<i>22.0%</i>	<i>10.7%</i>		<i>18.8%</i>
<b>EPS (Basic)</b>	<b>15.87</b>	<b>3.45</b>	<b>360.3%</b>	<b>35.33</b>
EPS (Diluted)	<b>15.84</b>	3.44	<b>360.0%</b>	35.25

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

All figures in Rs. Crore

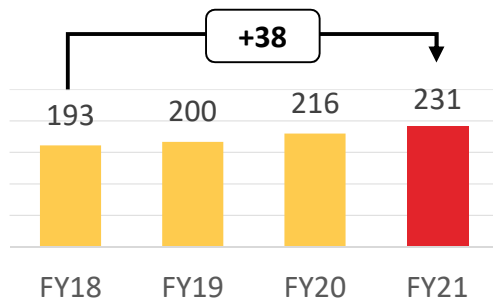


\*After eliminating the impact of stock based compensation, and CSR costs

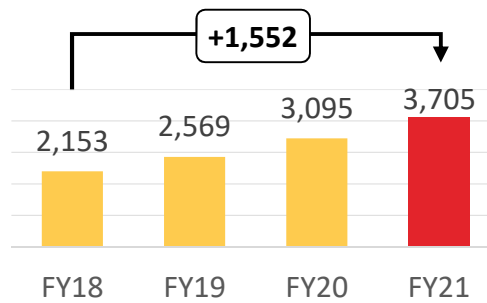
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# Operating Highlights

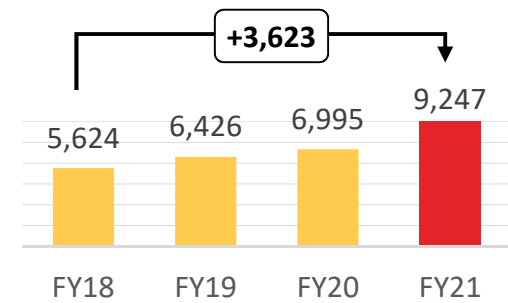
No. of Clinical Laboratories



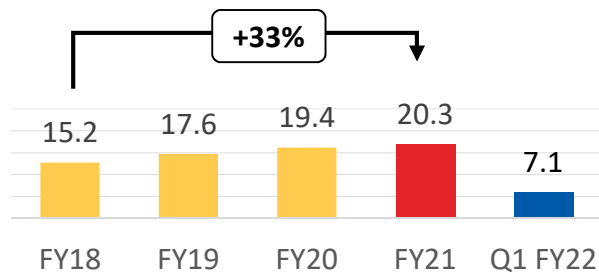
No. of PSCs



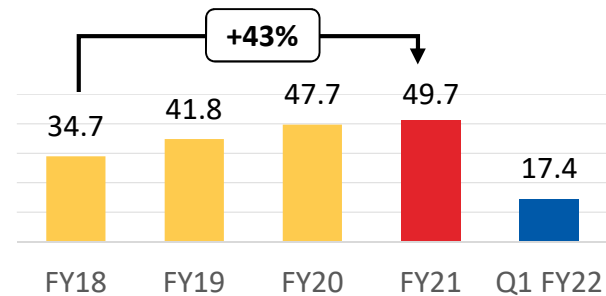
No. of PUPs



No. of Patients (Mn)



No. of Samples (Mn)



## Management Commentary

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

*“India is making sustained progress against the pandemic, through accelerated pace of vaccinations and augmented patient care infrastructure. As a vanguard to accurate prognosis, brands like Dr. Lal PathLabs are playing chief role in management of the pandemic. Leveraging its dedicated network driven infrastructure and tech-enabled processes, we have been able to seamlessly navigate through these disruptions, and fortify our operating model in diagnostics.”*

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

*“First quarter of FY2022 was a disruptive phase for businesses owing to sharp resurgence of the second wave. Our teams worked relentlessly to meet rising patient demand, while we offered all possible assistance to our employees and their families. In addition to the gold standard RT PCR and antibody tests employed for confirmatory diagnosis, we witnessed upsurge in Covid allied tests. Momentum in non-Covid testing continued, barring a few hotspot areas which registered high caseloads. Overall, we see a strong role for experienced and established chains like ours to take part in the evolution of the Indian healthcare services.”*

**Commenting on the results announcement, Bharath Uppiliappan, Chief Executive Officer**

*“With persistent focus on service parameters and timely turnarounds, Dr. Lal PathLabs was able to accommodate volume surge during the pandemic. Focus was to provide incessant support to all our customers, and our employees made every effort to maintain high service standards. As the commissioning of our new RRLs draws near, we are seeking an enhanced flow of samples from the West and South regions. Our leadership through introduction of next-gen testing and solutions for life-cycle management of select diseases are strengthening our overall brand play, as envisaged.”*



 *Dr Lal PathLabs*

# Corporate Overview

# Vision, Mission & Values

## VISION



Be the most trusted healthcare partner, enabling healthier lives



To be the undisputed market leader by providing accessible, affordable, timely and quality healthcare, diagnostics, applying insights and cutting edge technology to create value for all stakeholders

## MISSION

### VALUES

Customer First

Ethics & Integrity

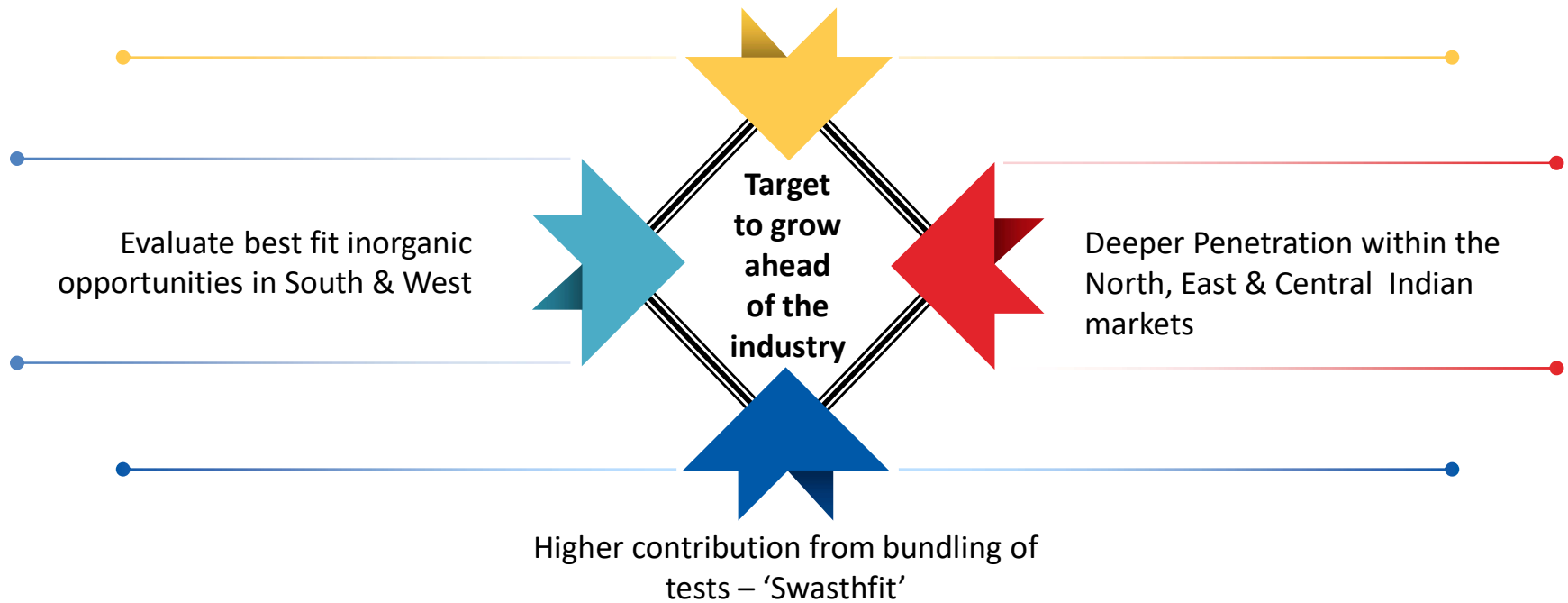
Quality

Accountability

Empathy & Compassion

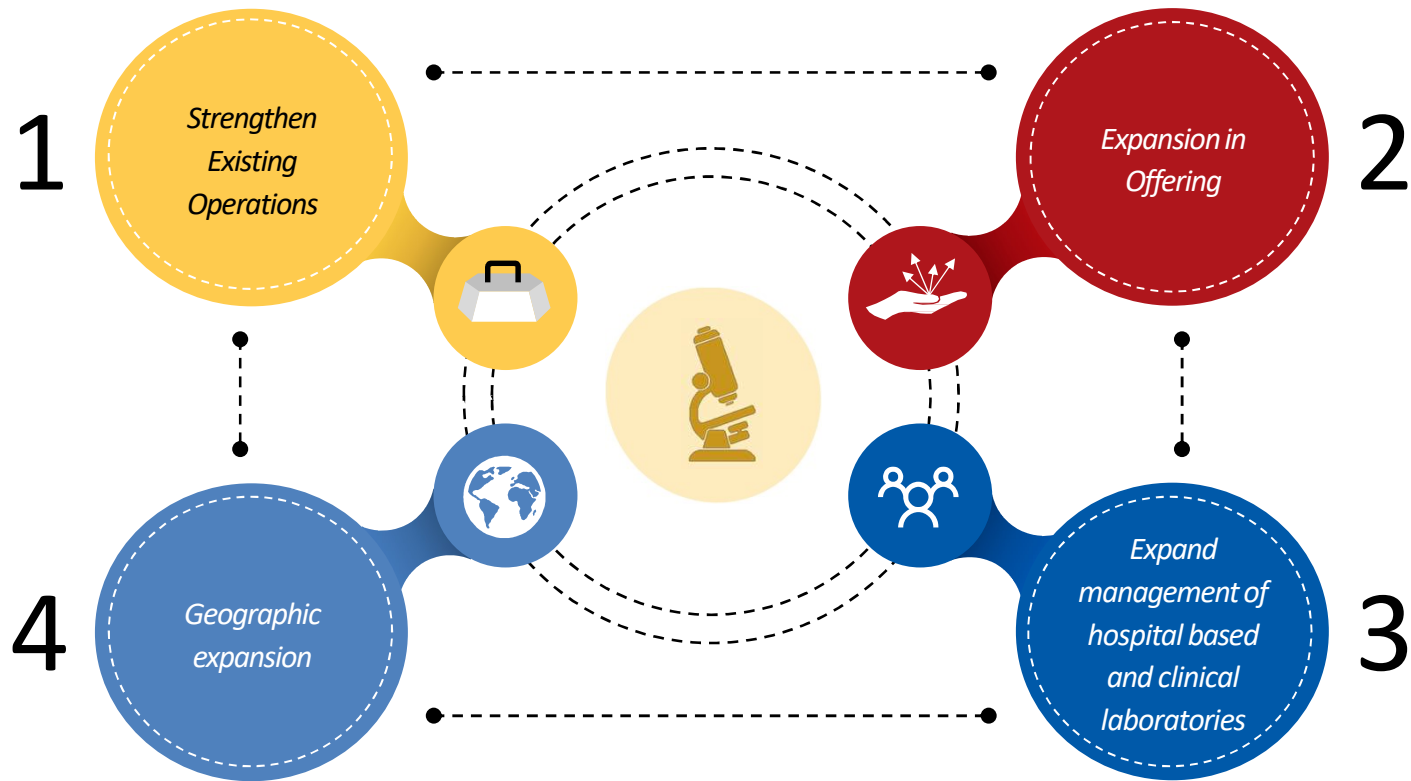
# Vibrant Outlook

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

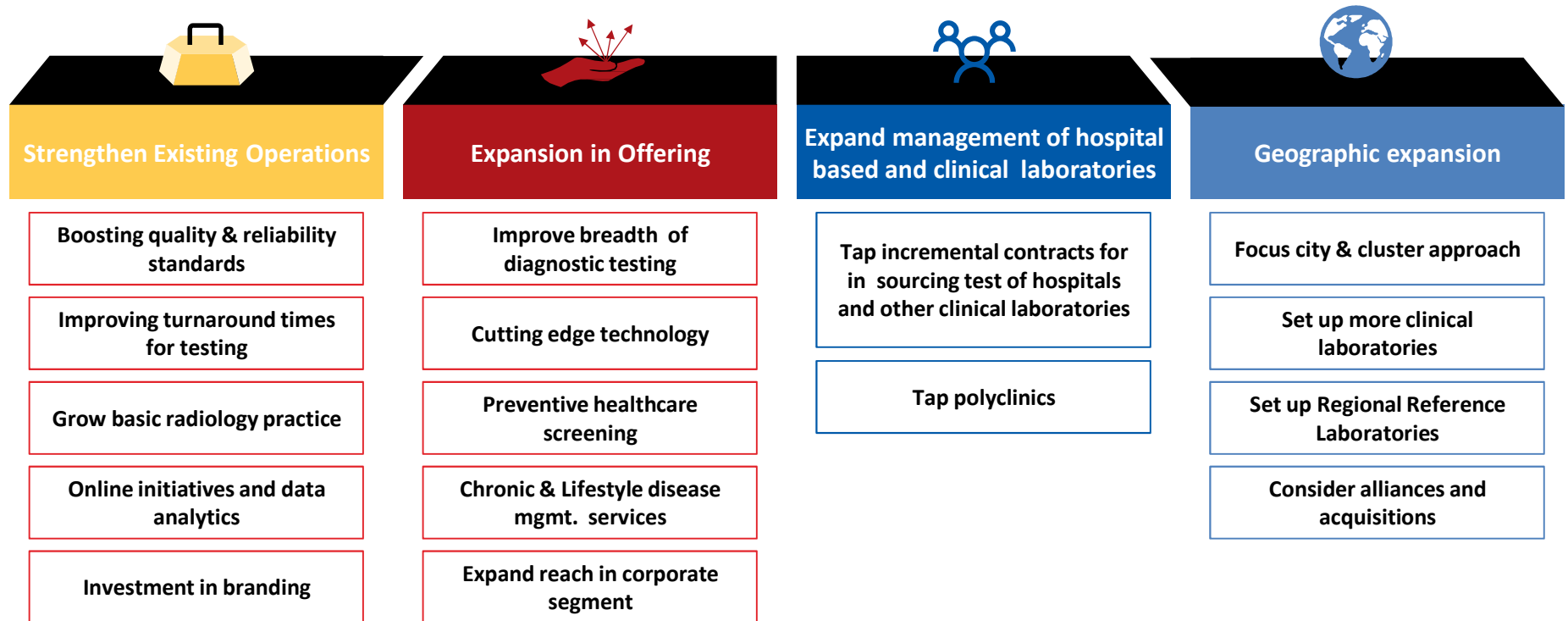




# DLPL Strategy for future growth



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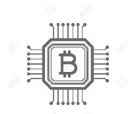


# Leveraging digital to make life easier for patient



## 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

R&D Collaboration with marquee institutions

Successful commercialization of tests



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

- Spino-Bulbar-Muscular Atrophy
- Sickle Cell Trio Prenatal Mutation Detection
- Sanger Sequencing, Single Variant
- Leigh Syndrome Mitochondrial Mutation Detection
- Episodic Ataxia Type 2

# Genevolve: The Genomics initiative



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

Genevolve: Genomics division focuses on Genetic testing

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



### New Tests

- Sperm DNA
- Y Chromosome



### New Tie-ups

- Caris MI (USA)
- Caris Tumor Seek



### ONCOPATH

- Niche Segmentation

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

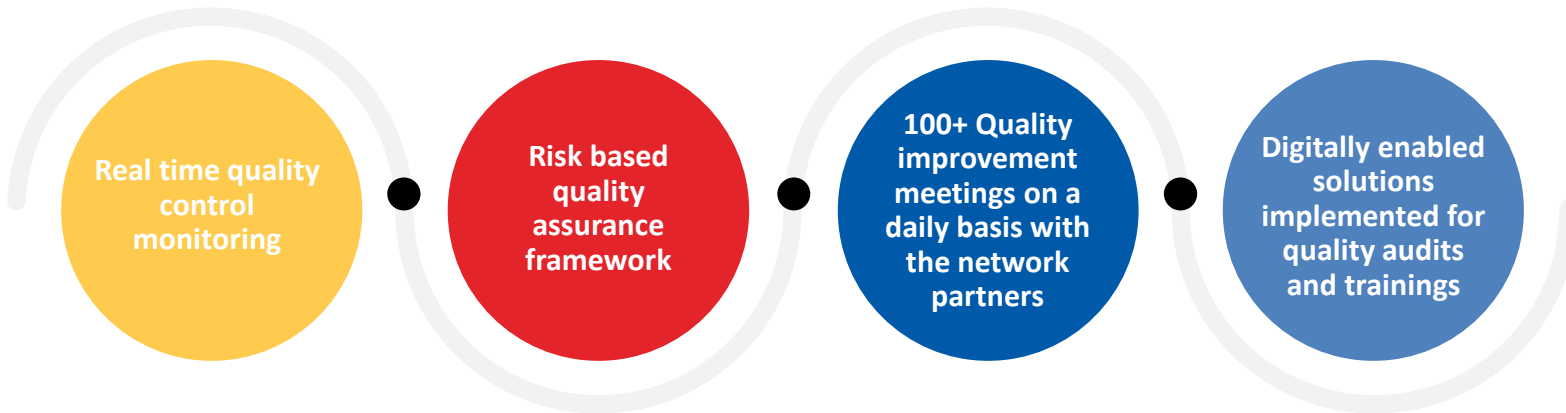
- ✓ Reporting of Digital Breast cancer Panels using AI based algorithms
- ✓ Digital Histopathology for remote routine reporting



## 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

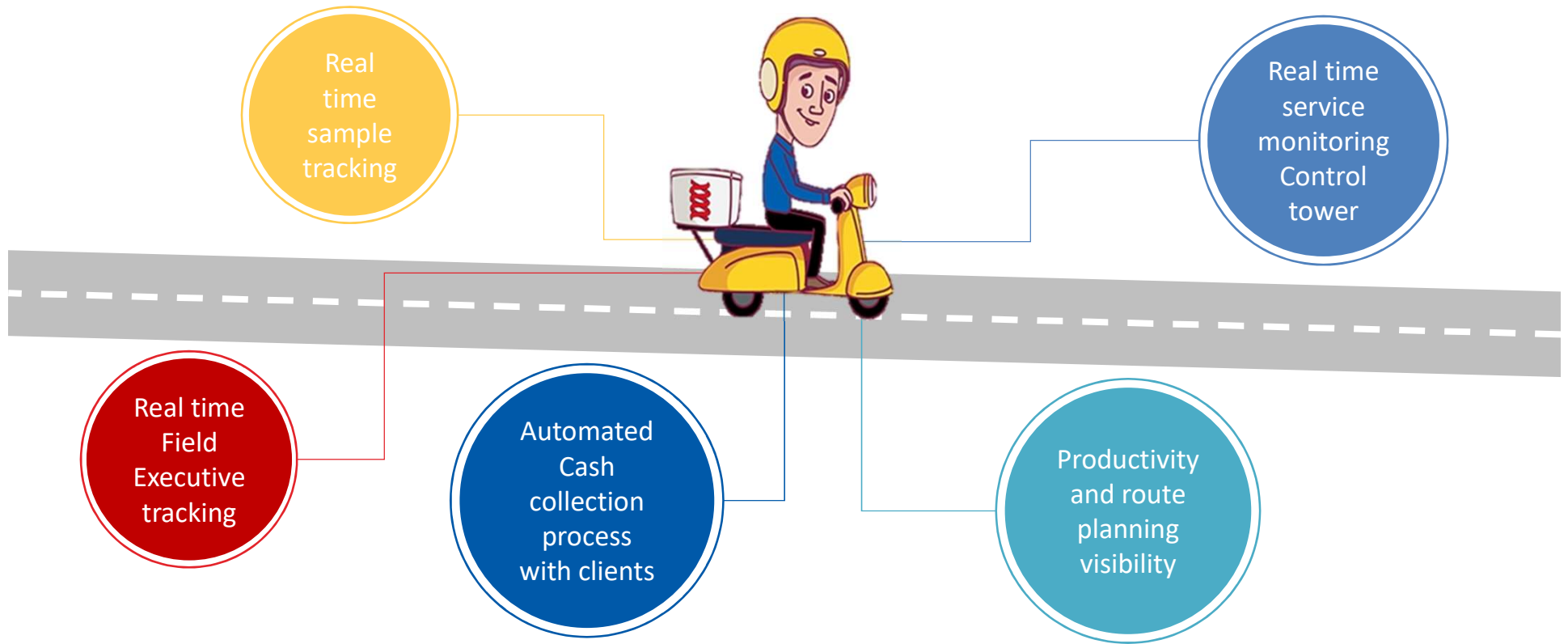


**Best in the Industry CAP Proficiency Testing Score at 98.3% for National Reference Lab**

**Consistently high EQAS Performance Testing Score at 98.7% for Satellite Labs**

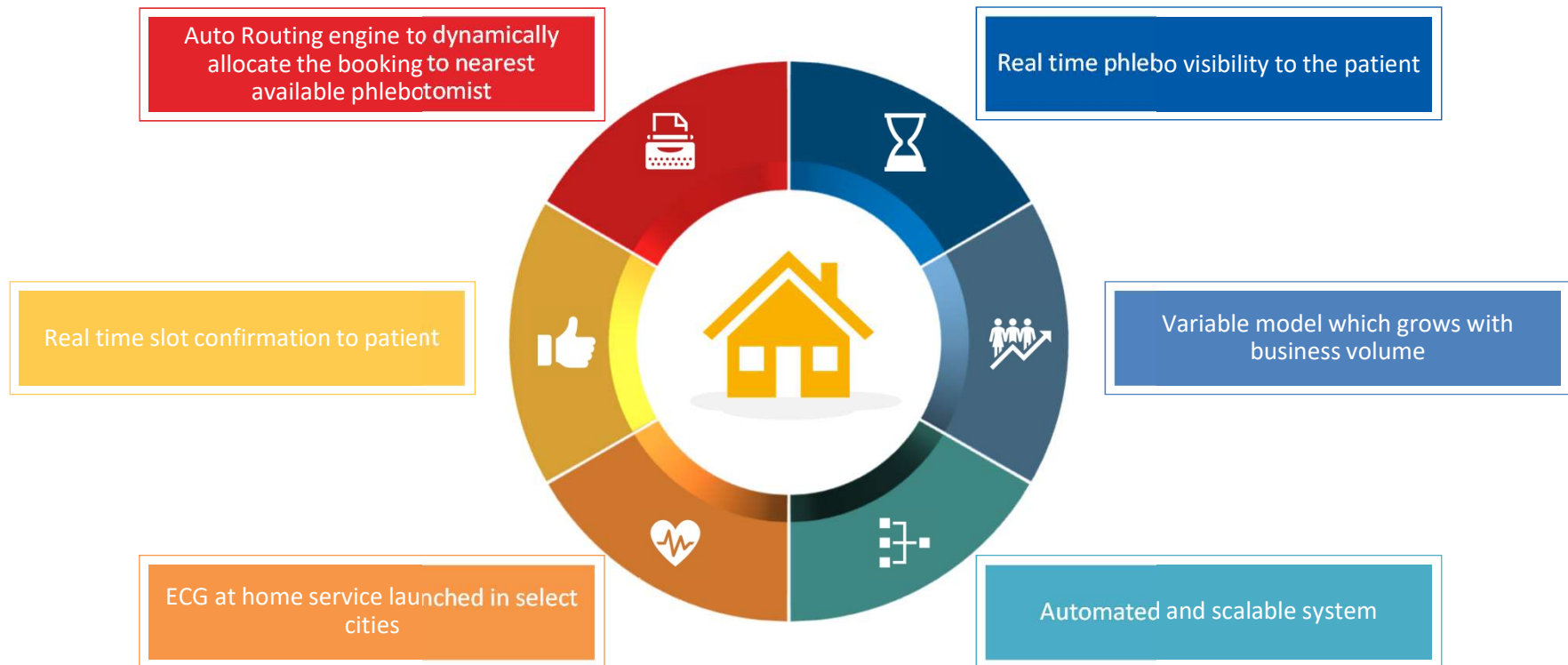
**NABL Accreditation granted to 14 Labs for processing Covid-19 samples**

# Best in class Logistics and Supply Chain management

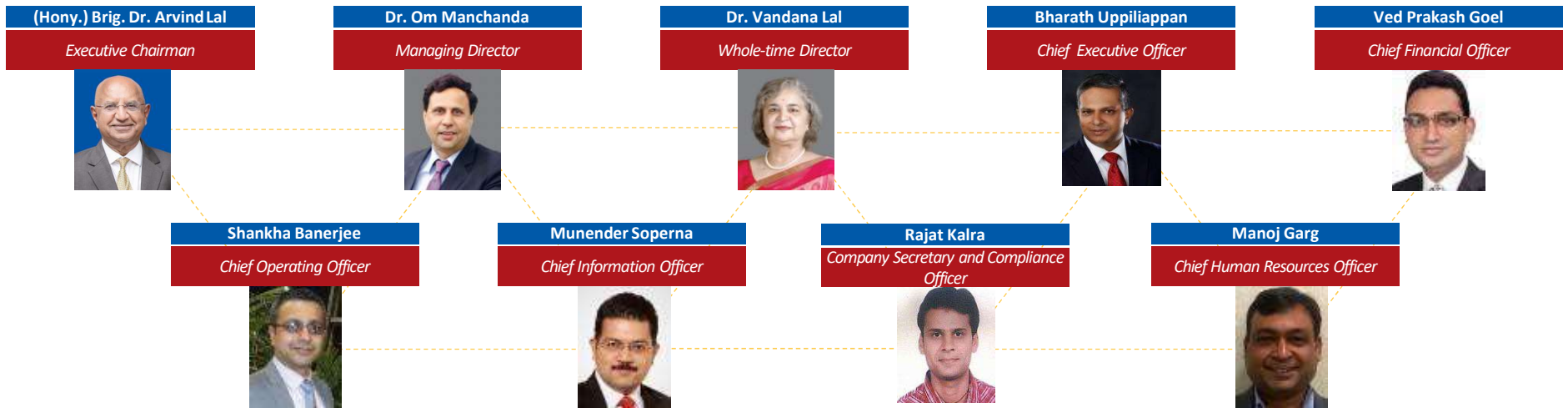




# Enhanced Customer Experience in Home Collection



# Experienced Management team



# Key Awards & Recognition



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



ICICI Lombard & CNBC TV18 India Risk Management Awards 2020 – Emerging Corporates



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)

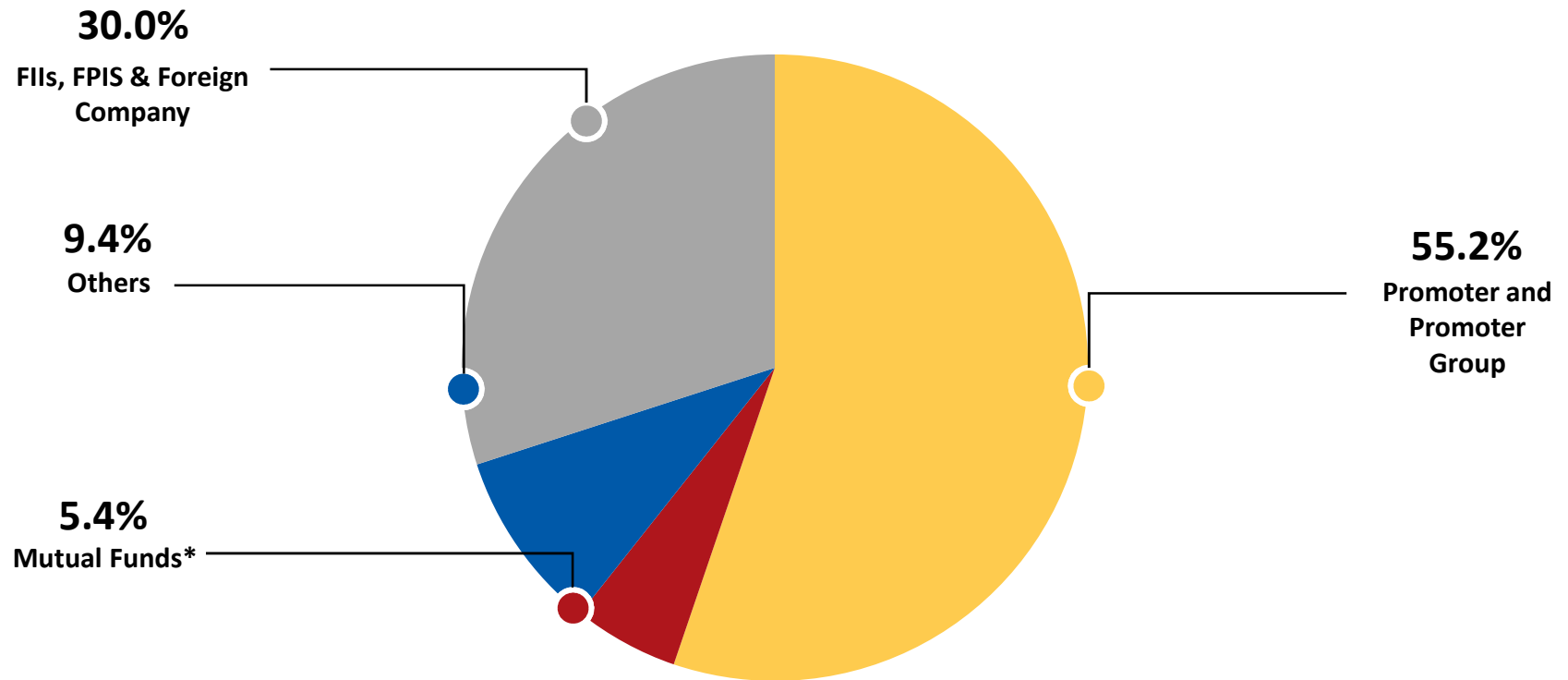


Franchisor of the Year (Healthcare) - Franchise Plus Awards 2010



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

# Shareholding as of 30th June, 2021



\*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 471 test panels, 2,590 pathology tests and 1,947 radiology and cardiology tests as on March 31, 2021.

As on March 31, 2021, DLPL's has 231 clinical labs (including National Reference Lab at Delhi & Regional Reference Lab at Kolkata), 3,705 Patient Service Centers (PSCs) and 9,247 Pick-up Points (PUPs). In FY20 & FY21, DLPL collected and processed approximately 47.7 million samples and 49.7 million samples from approximately 19.4 million and 20.3 million patients, respectively.

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

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

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