

July 31, 2025

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: <u>Earnings Presentation on Un-audited Financial Results (Standalone and</u> Consolidated) for the Quarter ended June 30, 2025

Dear Sir/Madam,

Please find attached a copy of Company's Q1 FY26 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, 2025, as approved by the Board of Directors in their meeting held on July 31, 2025.

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





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Dr. Lal PathLabs - At a Glance





75+ years of experience in the field of diagnostics



India's Leading & Trusted Diagnostics Company



131 Mn patients serviced in last 5 years



40 NABL accredited Labs; 2 CAP accredited Labs

6,607

Patient Service Centers (PSC's)

5,012

Pathology & Radiology tests; Comprehensive Test menu 298

Labs; Geographically spread-out network



Q1 FY26 Performance Overview



	Q1 FY26	Q1 FY25	
Revenue	Rs. 670 crore	Rs. 602 crore	11.3%
EBITDA	Rs. 192 crore	Rs. 170 crore	13.1%
PAT	Rs. 134 crore	Rs. 108 crore	24.3%
Patients	7.6 MN	7.2 MN	5.3%
Samples	23.4 MN	21.1 MN	10.7%
SwasthFit [™] Contribution	27%	25%	2%

Financials



Particulars (Rs. Cr.)	Q1 FY26	Q1 FY25	Gr %	FY25
Revenue	670	602	11.3%	2,461
Material consumed	129	119		481
Employee benefit Expenses	132	117		482
Fees to collection centres	92	84		342
Other Expenses	124	112		460
EBITDA	192	170	13.1%	696
Margins	28.7%	28.2%		28.3%
Other Income	28	21		93
Depreciation Cost	35	35		142
Finance Cost	5	6		22
PBT	181	150	20.8%	625
Margins	27.0%	24.9%		25.4%
PAT	134	108	24.3%	492
Margins	20.0%	17.9%		20.0%
EPS (Basic)	15.9	12.8	24.4%	58.5

Key performance highlights

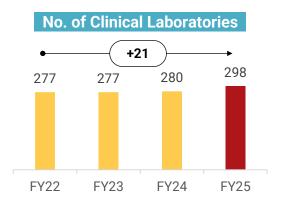
- Revenue reached Rs. 670 crore in Q1 FY26, marking a Y-o-Y increase of 11.3%
 - Mainly sample volume driven (+10.7% Y-o-Y); Led by calibrated network expansion in our core metro markets and deeper penetration in Tier 3 and Tier 4 cities/ towns.
 - Swasthfit contributed 27% in Q1 FY26
- EBITDA increased by 13.1% Y-o-Y in Q1 FY26

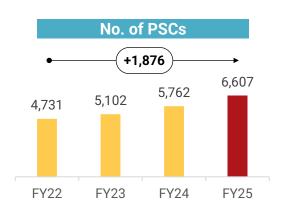
 Driven by sustained volume growth, network expansion and favorable mix combined with the efficient hub-and-spoke model and technology to achieve economies of scale and cost efficiencies

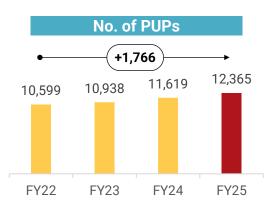


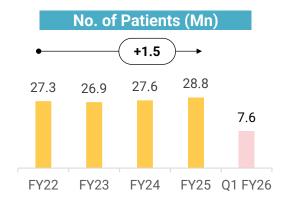
Operating highlights

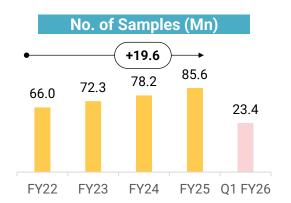








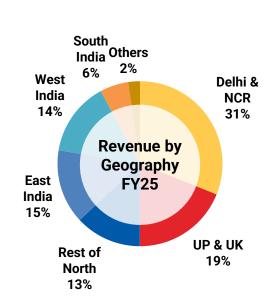




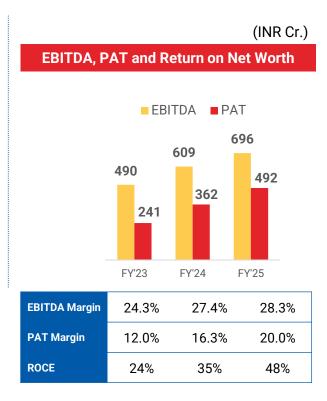
Robust financial performance





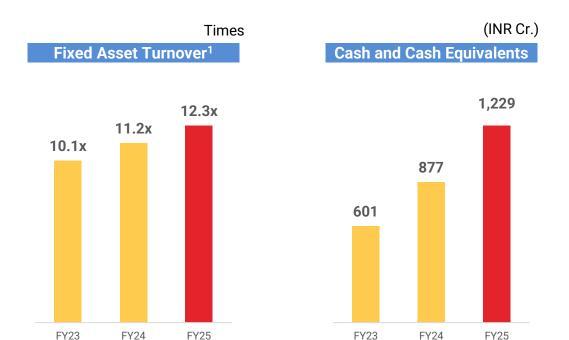


- Growth driven primarily by increasing patient volumes and realization
- Increase in operating margin due to economies of scale and cost efficiencies



Robust financial performance (Cont'd)





- 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





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



"India's healthcare landscape is transforming rapidly, driven by the twin engines of digital innovation and increasing healthcare infrastructure. However, significant gaps remain, whether it is the rising burden of chronic diseases and lifestyle disorders, or the challenge of timely diagnostics in underserved geographies. These structural realities underline the essential role of accessible, high-quality diagnostics in improving health outcomes nationwide.

At Dr. Lal PathLabs, we are scaling responsibly to meet this need by deepening our advanced test portfolio as well as expanding our presence in Tier-3 & below markets.

Technology continues to be a cornerstone of our strategy. From Al-integrated lab systems to user-centric digital platforms, our investments are focused on driving both operational efficiency and enhanced patient experience. With a scalable model and a clear sense of purpose, we are confident in our ability to serve the evolving needs of Indian healthcare with precision, trust, and care."



Mr. Shankha Banerjee, Chief Executive Officer

Commenting on the performance, Mr. Shankha Banerjee, Chief Executive Officer said:

"Our first-quarter performance reinforces the strength of our business model and disciplined execution. We are expanding access to high-quality diagnostics through a calibrated network rollout, deeper reach in core metro markets and increased presence in underpenetrated regions. The diagnostics landscape continues to evolve, and we are positioning ourselves to lead not just in scale, but also in trust and reliability.

We are steadily broadening our capabilities across advanced diagnostics, including genomics, auto-immunity and other high-complexity testing, to ensure that our offerings meet both emerging and unmet needs in healthcare. Our SwasthFit program continues to gain momentum, helping us deliver diagnostic solutions that support clinical decision-making and aid prevention. We continue to invest in Technology, which remains central to how we operate and grow.

Our outlook is shaped by a relentless focus on volume-led growth through market expansion, focus on operational excellence via digital transformation and sustaining our brand leadership through quality and accessibility."



Mr. Ved Prakash Goel, Group CFO & CEO – International Business

Commenting on the performance, Mr. Ved Prakash Goel, Group CFO & CEO – International Business said:

"We have commenced FY26 on a strong note, with steady growth in volumes and healthy improvement in business mix, yielding a robust financial outcome. By prioritizing execution excellence and cost discipline, we have successfully sustained profitability while maintaining strategic flexibility for future investments.

During the quarter, we further deepened our presence across underserved markets, bolstered by the new labs and PSCs rolled out last year. This tiered expansion strategy is helping us unlock new demand pockets while fortifying our leadership in core regions. The integration of Suburban Diagnostics with Dr Lal PathLabs is started contributing to our performance momentum in West India.

Looking to the future, we remain focused on investing in technology-led efficiencies and scaling our presence across key geographies. With a robust balance sheet and a clearly defined growth roadmap, we are confident of delivering sustainable long-term value."



Overview of Dr. Lal PathLabs





Established consumer healthcare brand in diagnostic services



Pan-India integrated coverage

298 clinical labs (including National Reference Lab at Delhi and Regional Reference labs at Kolkata, Bangalore & Mumbai), 6,607 Patient Service Centers (PSCs) and 12,365 Pick-up Points (PUPs)



Varied Offerings

Catalogue of 385 test panels, 3,172 pathology tests and 1,455 radiology and cardiology tests



Unique and successful operating model

13

Scalable model integrated through centralized IT platform allows for network expansion

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

As on March 31, 2025

Our Evolution



- 1949: Founded by Dr. Major SKIal
- **1995:** Company incorporated as Dr. Lal PathLabs Private Ltd.
- 2000: Three clinical labs receive NABI 1 accreditation
- 2001: Received ISO 9001:2008 certification
- 2002: Received 'International Accreditation' from CAP2

1949-2005

Foundation

- **Building** capabilities for scale up
- - 2005-2010
- 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

- 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

2010-2015

Strong position in North India. building network in other geographies

2015-2020

Higher contribution from Rest of India business & focus on bundled test program "Swasthfit"

Higher contribution

from Rest of India.

of the art Kolkata

Commissioned

Reference Lab

state

- Successful commissioning of Regional Reference Lab at Kolkata in 2018
- Inorganic growth through acquisition of laboratories in Western & Southern India

- 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

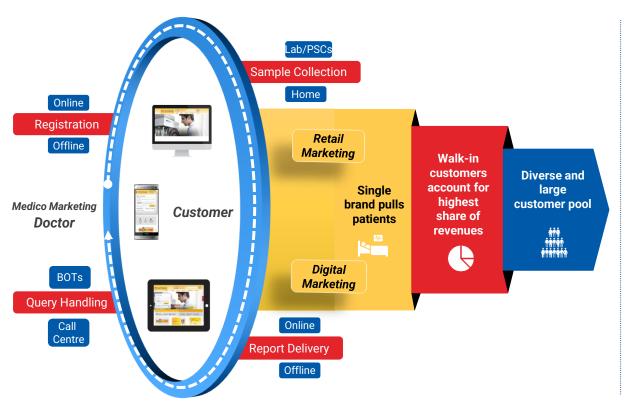
2020 onwards

Pan India Player -Acquired Suburban, Building **South Ecosystem**

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

Most trusted healthcare brand in Diagnostic Services





Pillar of a Strong Brand

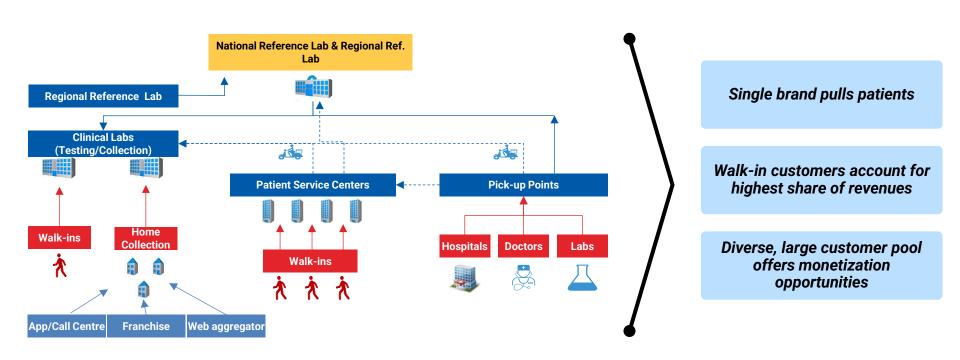
- Accreditations from CAP, NABL and ISO
- Centrally administered surveillance programs
- Coverage in metros, Tier 1, Tier 2 & Tier 3+ cities
- Wide reach through PSCs and PUPs
- 24x7 access including online access and home collection
- Dedicated logistics team



Collection network

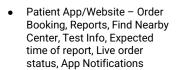


LPL's scalable business model provides strategic advantage for expansion and consolidation



Digital Touchpoints across patient journey





- Partner Portal Registration, Business snapshots, Report Download, AI enabled Recommendation engine
- Home Collection Portal -Customer Order Booking, Report status
- Seamless Omni channel Experience

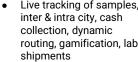
DIGITAL POINT OF SALE **APPLICATIONS**





SAMPLE COLLECTION

- Phlebo App Scan lab number, Documentation, Order Closures for home collection
- Phlebo Kiosk In lab application for Phlebo
- Customer Feedback/NPS Scoring



LOGISTICS



Live tracking of samples, routing, gamification, lab

Audit





LAB PROCESSING

- Reporting & Analysis
- Instruments integrations
- Quality & Compliance
- Workflow Management

- Historical Trends
- **Cumulative Reporting**
- Smart Report
- RPA For Govt. Reporting
- Live Report Status/ETR
- ABDM DLPL amongst the early adopters

REPORT FNGINE





MICROSERVICS BASED ARCHITECTURE

SECURED APPLICATIONS

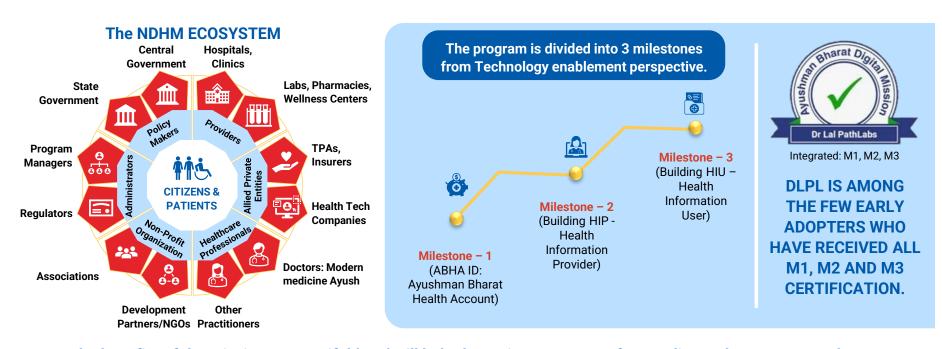
SCALABLE INFRA -LEVERAGING POWER OF CLOUD



ABDM - All Milestones acheived, DLPL among early adopters



Ayushman Bharat Digital Mission aims to create a National Digital Health Ecosystem to bridge the existing gap amongst different stakeholders of Healthcare ecosystem through digital highways. The mission also enables interoperability and portability of health records and support innovation and research in the health sector.



The benefits of the mission are manifold and will help the entire ecosystem, from Policy Makers to Researchers, and Health Care Professionals to Patients.

Vision, Mission & Values



VISION

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







DLPL Strategy for future growth



Drive increased volume in highpotential West & South India; Hub labs in North



- Follow cluster city approach
- Enhance presence in Maharashtra especially Mumbai
- Launched Reference labs in Bengaluru & Mumbai

Enhance high-end test portfolio of super-specialty & bundled test



- Established specialty verticals: Genevolve (genomics), L-CoRD (reproductive diagnostics), L-ACE (auto-immune disorders)
- Swasthfit: Core for comprehensive patient solutions.

Significantly leverage the strong digital infrastructure



- Al/ ML-powered data analytics for enhanced patient experience & personalized solutions.
- Dedicated digital team driving volume growth

Maintain leadership position in the existing core markets



- Leverage strong brand equity in core market of North India
- Offer value to patients by up-selling opportunities

Leveraging digital infrastructure to make life easier for patients





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

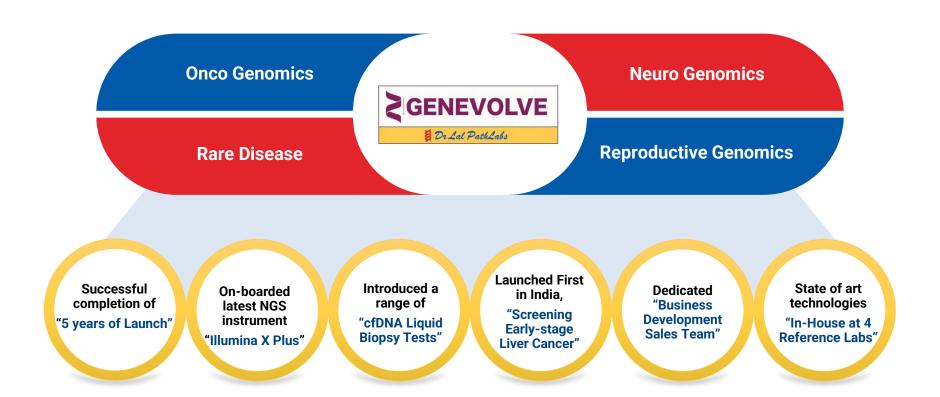


Chatbot 2.0

- New version of Chatbot.
- Book an appointment functionality.
- ETR and Report visibility of customer orders.
 Recommendation of Preventive Health Checkups

Genevolve: Genetic Testing Division





First in South Asia - Amyloid Typing

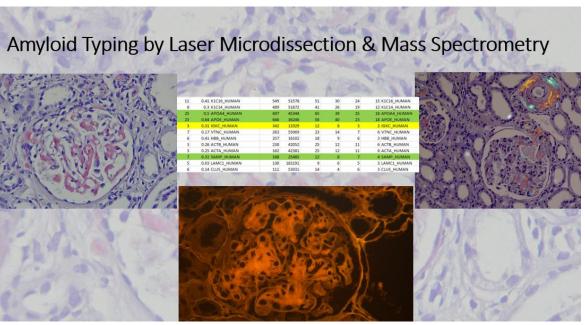
To Lal PathLabs

Amyloid Protein Typing Facility



Dr. Lal PathLabs becomes south Asia's first diagnostic chain to offer advance test for amyloidosis: a rare, life-threatening protein disorder

In a significant medical advancement, Dr. Lal
PathLabs has launched South Asia's first advanced
test for amyloidosis, a rare protein disorder. The test,
guided by the National Amyloidosis Centre, uses
cutting-edge technology to determine amyloid
subtypes, enabling precise and targeted treatment.



Under the Guidance of the National Amyloidosis Centre, London (UK)

Highest Quality Standards in the Industry



Best in the Industry CAP Proficiency Testing Score at 98.0% for National Reference Lab

Consistently high EQAS Performance Testing Score at 98.3% for Satellite Labs

CAP accreditation 2 labs, NABL accreditation 40 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



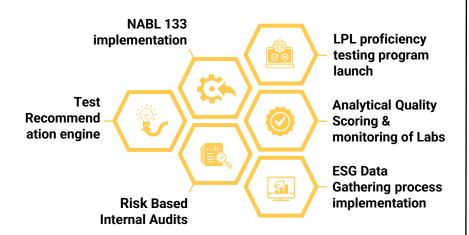
Patent has been granted to Dr. Lal PathLabs for an invention related to REAL TIME QUALITY CONTROL MONITORING for the period of 20 years

Quality Control





Laboratory excellence





Capability building

PROJECT NEEVself learning initiative for phlebotomists

D L Shah Gold Award for LPL Project

'Improving Laboratory Performance by developing an in-house automated process to monitor Quality control'



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

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



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

Key Highlights

- 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

D365 Cloud Data Lake

- Future ready Cloud architecture with easily scalable and upgradable
- Cloud ERP Microsoft Dynamics 365 for Finance & Operations
- 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

Enhanced Customer Experience in Home Collection





Key ESG Initiatives



Commissioned 3.18 MW Solar System for generating the green energy

Use of Electric bikes for sample collection

Saved 16,43,858 Kg of CO2 emissions by using Solar power

Use of biodegradable bags for sample collection



Installed R32 refrigerant operated Inverter AC for Conserving ozone layer

All labs are equipped with Effluent Treatment Plant for wastewater treatment

49,384 hours of training for employee development

Descaling of DG Sets radiator to improve the smoke quality

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, design and configuration reviews of mission-critical systems

Threat Intelligence

- Threat intel platform to monitor the surface, deep and dark web for credential disclosures, data leaks. frauds and scams
- Proactive detection and mitigation of vulnerabilities of publicly exposed systems

Security Operations Center

- Security operations center to monitor cyber threats 24x7
- Cyber Crisis Management Plan Readiness, Response & Recovery to achieve the cyber resiliency

Training on Information Security

 Periodic Information security trainings to keep the employee based aware of latest cyber threats.

Experienced Management team













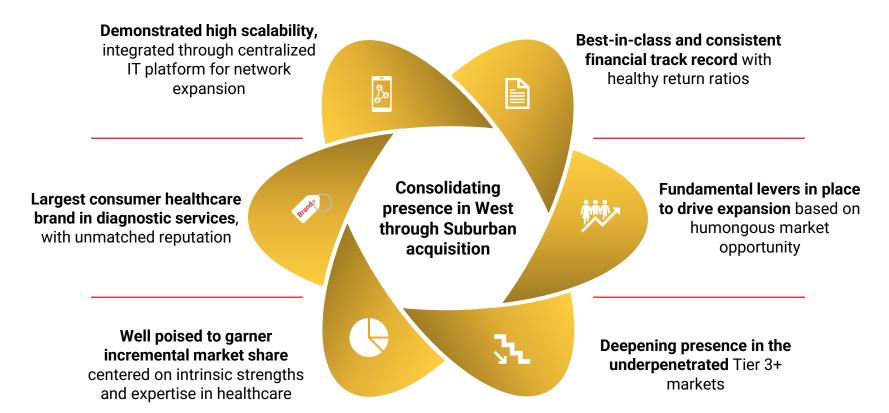






Investment Highlights





Indian Healthcare Services is a large and growing opportunity



~1.51 bn

India's expected population in 2030¹

Rs. 16.5-17.5 trillion

Expected India's healthcare industry size in FY 28²

\$10.76 bn

Close to Rs. 89,155 crore was allocated to the Ministry of Health and Family Welfare, under Union Budget 2023-24⁶ 2.5%

Government Expenditure on healthcare (as % of GDP) in FY25⁵

~50.6%

Out of pocket expenses to overall healthcare spends³

\$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 infrastructure⁶

Per capita current expenditure on health in \$ terms (2020)4

Globally: Total Healthcare Expenditure is 10.9% of GDP

(India | 56.6) 3% China | 111 | 583.4 Brazil | 111 | 700.7

Korea | | | | | | | | 2,642.4

Singapore |||||||||||||| 3,537.0

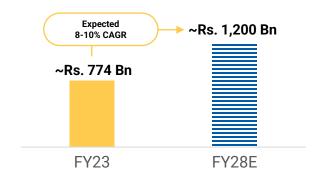
France ||||||||||||||||||||||||||||||||| 4,768.7

India, highly underpenetra ted market

Drivers of India diagnostic services market

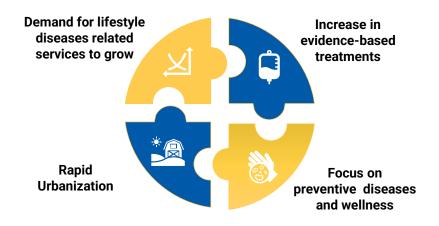


Diagnostic Services Industry Size



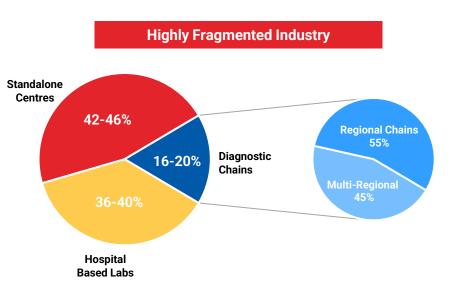
Screening, early detection, and monitoring reduce downstream costs

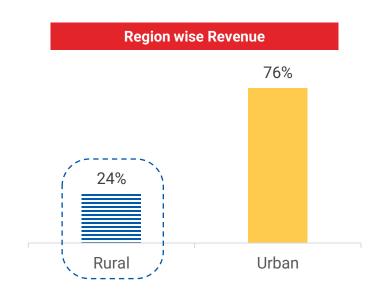
Growth Drivers



Diagnostic Services industry continues to remain highly fragmented





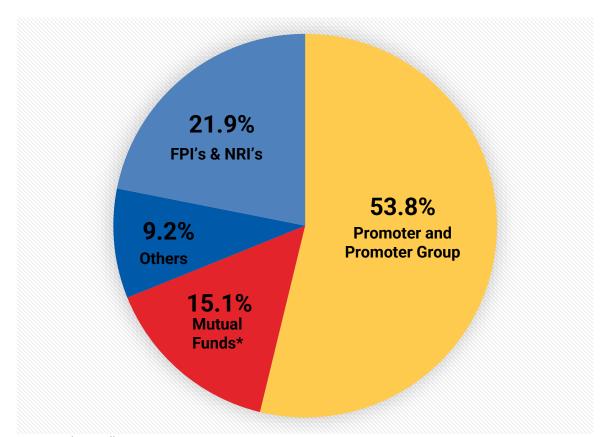


Largely fragmented and unorganized

Diagnostic penetration in rural market is lower, while the opportunity size remains big

Shareholding as of 30th June, 2025





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



FICCI

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



EY Entrepreneur of The Year 2019 - Life Sciences & Healthcare



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 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)

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 385 test panels, 3,172 pathology tests and 1,455 radiology and cardiology tests as on March 31, 2025.

As on March 31, 2025, DLPL's has 298 clinical labs (including National Reference Lab at Delhi & Regional Reference Lab at Kolkata, Bangalore & Mumbai), 6,607 Patient Service Centers (PSCs) and 12,365 Pick-up Points (PUPs). In FY25 & FY24, DLPL collected and processed approximately 86 million samples and 78 million samples from 28.8 million and 27.6 million patients, respectively.

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

For further information please contact:

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