

Retail Lab and Pharmacy Update for GHL Board Members

Global Health Limited
Board Meeting
November-8, 2023



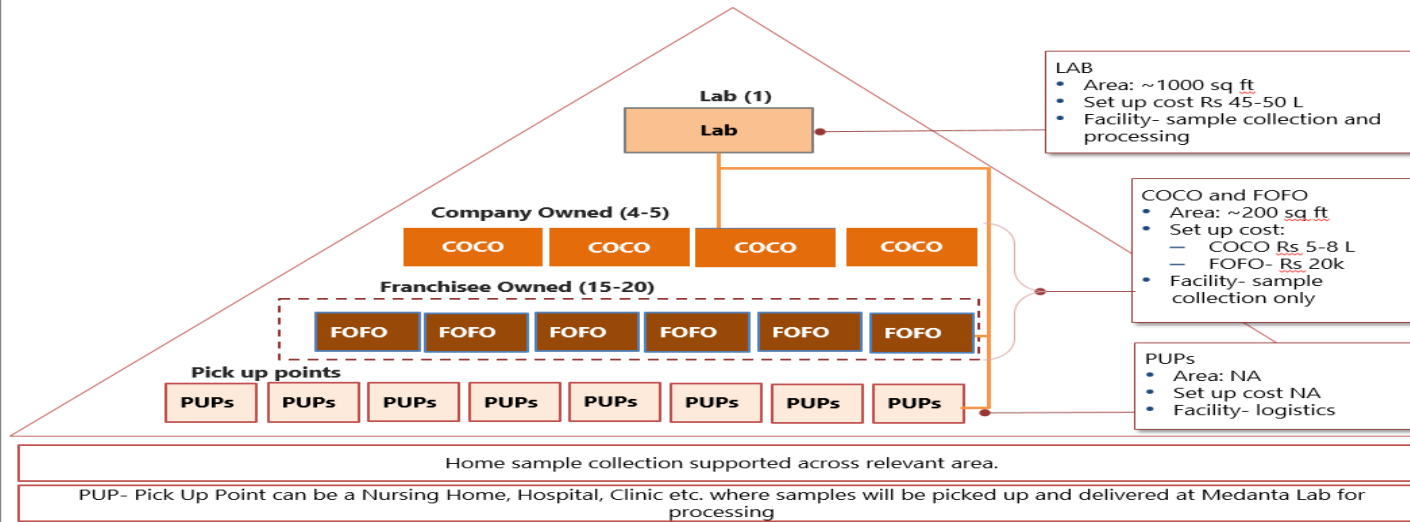
Medanta Labs Introduction

- Medanta Labs started on **7th Jan 2023** to enhance Group's "**Continuum of Care**" philosophy.
- We are reachable to **76 new locations** via Collection centre Model.
- Centres have standard layout for **Uniform Customer Experience**.
- **Quality and Service** as per NABL guidelines are key imperatives to drive Medanta Labs.
- **#4 in Network of centers in Gurugram** with 28 Active Locations.
- **#4 in Bihar and Lucknow** in Network with 15 and 14 centres.



Network-Q2 Updated

Each unit is a combination of lab and associated collection centers-
(Reference)



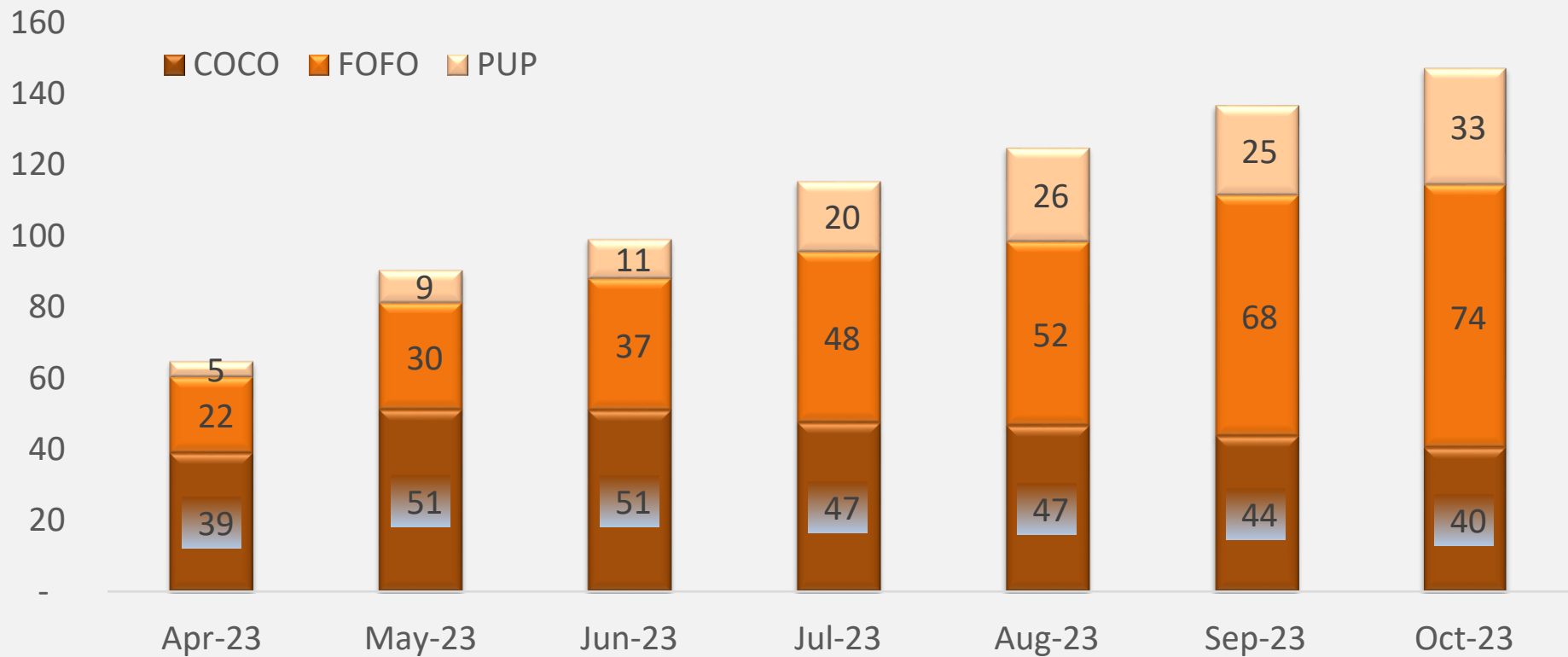
-Overall Network of 228 Touch points

-Labs- 08, COCO-08, FOFO-68, PUP-152

-Standard Layout of COCO/FOFO as per NABL standards

Labs	GGN	Def. Col	Paschim V	Noida	LKO	PTN	INDORE	RANCHI	TOTAL
COCO	02	01	01	0	01	02	01	0	08
FOFO	26	03	03	06	14	12	02	02	68
PUPs	30	12	05	10	28	38	27	02	152

Revenue Trend FY'24



Format(in Lacs)	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23
COCO	39	51	51	47	47	44	40
FOFO	22	30	37	48	52	68	74
PUP	5	9	11	20	26	25	33
Grand Total	65	91	99	115	125	137	147

Lab Unit Update on Category

Category A Core catchment zone – existing hospitals

1. Gurgaon-Active
2. Lucknow-Active
3. Patna-Active
4. Indore-Active
5. Ranchi-Active

Category B Extended catchment zone

- Delhi NCR**
6. Noida-Active
 7. East Delhi- On Hold
 8. West Delhi-Active
 9. South Delhi (Defense Col)- Active
- Uttar Pradesh**
10. Varanasi- (Lab Recce on Going)
 11. Gorakhpur- (Lab Recce on Going)
- Madhya Pradesh**
12. Gwalior – on hold
 13. Muzaffarpur-Bihar Planned

Category C Other States with Strong Medanta Brand Awareness

- Rajasthan**
14. Jaipur- on Hold
- Punjab**
15. Amritsar- on Hold
 16. Chandigarh- on Hold

-In Addition to above plan we are also planning Lab in upcoming clinic locations- Kanpur, Guwahati, Ranchi and Jammu.

-RWA Clinics are covered for Lab services.

-First Joint outlet with Pharmacy Launched in Cyberspace Gurugram.

-Joint outlets with pharmacy are also planned in Lucknow.

Major Achievements



66,912 New Patients Registrations

3,18,953 Tests Performed

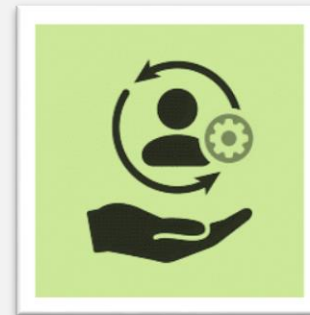


1,500 KMS Logistics Coverage

228 + Customer Touch Point



600+ Prescriber



600+ Serviceable Pin Code

25 + No of City Covered

Quality Differentiator



- One Time Use
- Sealed

Disposable Sample Collection Kit



- Real Time temperature monitoring
- Temperature data log of samples

Logistics Bag



Collection centers Audit by Hospital Team



Phlebotomist training

Exceptional Clinical Talent



Dr. Renu Saxena | NRL
Haematology and Molecular
Director Path & Lab Medicine



Dr. Anuj Prakash
Biochemistry
National Regional Lab



Dr. Hemanti Sareen
Cytopathology
National Regional Lab



Dr. Dheeraj Gautam
Histopathology
National Regional Lab



Dr. Smita Sarma
Microbiology
National Regional Lab



Dr. Aseem Kumar Tiwari
Blood Bank
National Regional Lab



Dr. Bhavna Bais
Biochemistry HOD
Lucknow Lab



Dr. Bhawana Jain
HOD Microbiology
Lucknow Lab



Dr. Niti Singhal
HOD Histopathology
Lucknow Lab



Dr. Madhu Mati Goel
Lab Director
Lucknow Lab



Dr. Manish Kumar | Biochemistry
Consultant Biochemistry
Patna Lab



Dr. Imranul Haque
Lab Director
Patna Lab



Dr. Atul Upadhyay
Pathologist
Defence Colony Lab



Dr. Surbhi Solanki
Pathologist
Noida Lab



Dr. Abha Singla
Pathologist
Paschim Vihar



Dr. Mallika Kawatra
Lab Head, Pathology
Indore Lab



Dr. Kamlesh Patel
Microbiologist
Indore Lab



Dr. Bikas Kumar
Pathologist
Ranchi Lab