



Harnessing the advantages of TB-LAMP in India's private healthcare sector

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Dr. Lal PathLabs

Where Quality, Service, Innovation is a way of life

Undisputable Leaders in Diagnostics



- One of the largest and most respected diagnostic service provider in the country
- Backed by a proven track record of over six decades for strict adherence to international standards and benchmarks
- Over 200 state-of-the-art laboratories, over 2600 collection centers and over 6400+ pickup points across India
- Offering the widest test menu of 4600 + tests & Panels
- Over 18 million customers every year



Leveraging the advantages



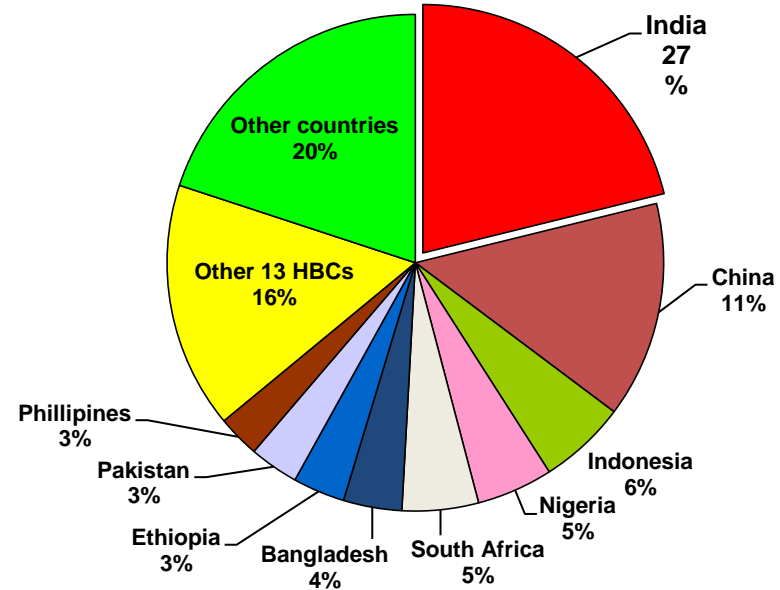
- World-class Quality
 - Accredited by College of American Pathologists (CAP), National Accreditation Board for Testing and Calibration Laboratories (NABL), ISO 9001: 2008 certification from British Standards Institution (BSI), Centre for Disease Control (CDC), Atlanta, Georgia, USA
- State-of-the-art technology and highly skilled personnel
- Quick Turnaround Time



India is the highest TB burden country accounting for more than one-fourth of the global incidence



- The estimated TB incidence in India is 2.7 million
- In 2018, RNTCP was able to achieve a notification of 2.1 million
- Of the total notification, 25% (0.54 Million) cases were from the private sector
- TB HIV co-infection rate of 3.4%

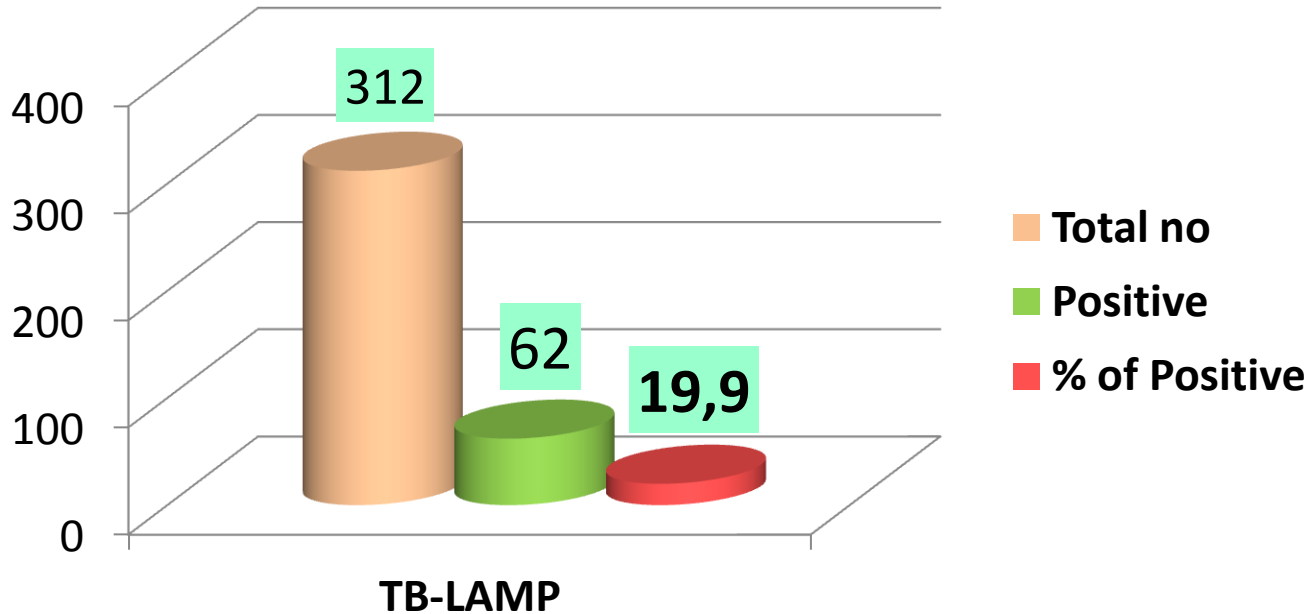


High Yielding Facts



- WHO FIND clinical trials were conducted by FIND across 22 countries
- Inclusion of TB-LAMP in WHO Essential Diagnostics List published in July 2018
- Inclusion of TB-LAMP in Global Drug Facility under the Stop TB Partnership program
- High sensitivity (94 - 100%) and specificity (99%)
- When used as an add-on test after microscopy, the increase in TB cases detected among those with smear-negative results is more than 60%

TB-LAMP test performed on pulmonary samples during March to September 2019



TB-LAMP detected additional 10% more positive cases than SSM

Experience at Dr. Lal PathLabs



- Test has been launched six months ago post 100% accuracy and precision testing
- Most economic and fastest molecular test
- Possible with minimum sample volume esp. in case of EPTB – 60-100 μ L
- Economical in terms of capex and consumables

Experience at Dr. Lal PathLabs



- No heavy infrastructure or biosafety requirements
- Amplified DNA in surplus to enable naked eye detection
- Have expanded it's horizon by combining it with multiplex in Biofire panels
- Fast adoption due to simplicity and low training requirement
- Efficient QC support from the company

Areas of improvement



- Does not cover the Govt. approach that all positive TB cases should be tested for their rifampicin status
- Difficulties of TB-LAMP to detect MTB in samples with very low MTB content (Ct value 30 to 35)
- Increasing awareness for the advantages of TB-LAMP and stronger penetration of peripheral health centers are needed
- For a broader expansion, automation, electronic result reporting and a better price per test would be desirable

New Test Panels



- Creating new Test panel to include TB-LAMP with Bio Fire
- More panels to follow soon





Thank you for your attention

thank you!