

Sanjeev Vashishta
Managing Director & CEO
Pathkind Diagnostics (P) Ltd.

July 26, 2017

जांच सही तो इलाज सही

Dear Dr.

You are well aware that there is a massive gap between the supply and demand for Quality Diagnostic Services in our country, especially in tier 3/4 cities/towns. Out of about 100,000 Labs in the country, only 1% of the labs are accredited and follow the quality parameters. Needless to mention, there is a huge dearth of labs providing Accurate results consistently at an Affordable price.

PathKind's Mission is **"To Be A Trusted Brand Having Pan-india Footprint Making Superior Quality Diagnostics Services Accessible To The Masses At An Affordable Price Through Innovative Means."**

While the above may sound like an impossible feat, Pathkind is committed to "walking the talk."

Our objective is clearly to:

- Provide The Most Accurate Results Through Latest Technology And Highly Skilled Personnel
- Make Tests Affordable To The End Customers
- Make Dx Services Accessible To The Last Mile Steps & Ensure Quick TAT

To cater to the Dx needs of Doctors and Patients, PathKind has created a 5-layered approach to provide seamless and efficient diagnostics to the customers through; the Reference Lab carrying out all high-end/ esoteric tests, Large network Labs where 90% of the tests are performed, Rapid Response Labs in tier 3/4 towns where 70-75% tests are performed and the Collection Centres for the last mile connectivity; All supported by a robust Home/Clinic collect program to collect the samples from the comfort of your home/clinic.

The Lab/CC Network will be energised through a very efficient IT & Logistics system. Pathkind is investing massively into Systems, Technology, People and Infrastructure so that the consumer gets the most Accurate tests/services promptly. Pathkind Labs has the Mankind lineage which adds to the credibility of Pathkind's operations. Mankind has become the 4th largest pharmaceutical company in India in a very short span of time and is trusted by more than 4 lac doctors. Today, Mankind has over 50 products which are ranked No. 1 in the country.

We are very pleased to announce the launch of Pathkind Labs in your city on Thursday, 3rd August 2017 at Pathkind Labs, 8, 9 College Road, Bacha Park, Meerut City-250002.



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This launch is our beginning towards launching a Pan-India Network of Labs/Collection Centres. Our aim is to be present in every nook and corner of the country within 5 years with 250 Labs and over 3000 Collection Centres. Within this financial year, Pathkind will set up the largest network in U.P./Uttrakhand comprising of 50 Labs and 300 Collection Centres.

We have embarked upon this journey where we will give our best to cater to all your diagnostics needs and we hope to get your support and trust as you have reposed in Mankind. We look forward to having a mutually beneficial scientific and business collaboration.

With warm regards,

Sanjeev Vashishta

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