



Lotus Eye Hospital And Institute Limited

CIN No. : L85110TZ1997PLC007783

770/12, Avinashi Road, Civil Aerodrome Post, Coimbatore - 641 014.

Tel : 0422 - 4229900, 4229999 Fax : 0422 - 4229933



R.S. PURAM

155B, East Periasamy Road, Near Chinthamani,
North Coimbatore, R.S. Puram,
Coimbatore - 2. Phone : 0422 - 4239900, 4239999

METTUPPALAYAM

No. 28, Coimbatore Main Rd,
Opp. Bus Stand, MTP - 634 301.
Phone : 04254 - 223223, 224224

TIRUPUR

No. 5(2) Gajalakshmi Theatre Road (Backside)
Near Valarmathi Bus Stop, Tirupur - 641 601.
Phone : 0421 - 4346060, 4219999

SALEM

86, Brindhavan Road, Fairlands
Salom - 636 004.
Ph. : 0427 - 4219900, 4219999

E-mail : info@lotuseye.org

Website : www.lotuseye.org

03 July, 2020

National Stock Exchange of India Ltd. Listing Department, Exchange Plaza, 5 th Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (E), Mumbai - 400051	BSE Limited The Corporate Relationship Department 1 st Floor, New Trading Wing, Rotunda Building, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400001
Scrip Code: LOTUSEYE	Scrip Code: 532998

Dear Sir/Madam,

Sub: Pursuant to Regulation 30 (2) – Investor Presentaion

Pursuant to Regulation 30(2) of SEBI (LODR), kindly find enclosed herewith the Investor Presentation for the quarter & year ending 31.03.2021.

Thanking You,

Yours faithfully,

For Lotus Eye Hospital and Institute Limited

Aakanksha Parmar

CS Aakanksha Parmar
Company Secretary and Compliance officer



Kochi

533/33A-33F, Tejas Tower
SA Road, Kadavanthara,
Kochi, Kerala - 682 020.
Tel. : 0484 - 2322333, 2322444

Always for you

Kochi

229A, Kurisingal House
Mulanthuruty Post
Kochi, Kerala - 682 314.
Tel. : 0484 - 2743191, 2743121



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care

Investor Presentation

Q4 (FY 2020-2021)

Thanks to OUR FOUNDER



Late Dr. S. K. SUNDARAMOORTHY

(21.08.1944 - 22.01.2020)

“There are some who bring a light so great to the world that even after they have gone the light remains”

Our founder Dr. S.K. Sundaramoorthy was one of the acclaimed and famed eye surgeons of our country and worldwide. He obtained his MBBS degree from Stanley Medical College, Chennai in 1971, completed M S (Ophthal) in Madurai Medical College in 1980. Fellowship programme in Retinal surgery in Sankara Netralaya, Chennai (1980-1982). And obtained twin super specialty degrees namely FRCS (Edin) and FRCO (Lon). “LOTUS” is the Magnus opus of his legendary vision, determination and pure hard-work. We at LOTUS are relentless in carry forwarding his legacy forever through the quality and stakeholder satisfaction that we are known for.

Disclaimer



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Agenda



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care

Overview

Financial Performance

Q4 Key Highlights

2020-21 At a Glance

Strategy going forward

Company Overview

- **Founded in 1990** by renowned ophthalmic surgeon late **Dr. S.K. Sundaramoorthy**
- Lotus Eye Hospitals operates **7 Eye Care centers** in Tamil Nadu and Kerala
 - ✓ **5 Centres in Tamil Nadu:** Coimbatore (Peelamedu & RS puram), Salem , Tirupur and Mettupalayam
 - ✓ **2 Centres in Kerala:** Kochi and Mulanthuruthy
- Listed at NSE and BSE in 2008; current **market capitalization of INR 108 Crores***



Light Of The Universal Sight

500+	2 Lakh+	10 Lakh+	1 Crore+
Qualified Staff's	Surgeries	Procedures	Eyes Screened

31 years dedicated eye care service to the community

Vision



To become world's leading eye care provider with happy and satisfied patients and stake holders.

Lotus has a vision of "empowering eyes to illuminate lives". Lotus Eye Care group is marching towards its vision of becoming India's best Corporate Hospital with branches in strategic locations where quality eye care is in need, and render world class eye care service to the society.



Corporate Office - Peelamedu, Coimbatore



RS Puram



Salem



Tirupur



Mettupalayam



Kochi



Mulanthuruthy

Wide Range of Services



Refractive

- LASIK/ BladelessLASIK
- Zyoptix & Zyoptix Ultimate
- Epizyoptix & Epizyoptix Ultimate
- SMILE
- Paediatric refraction and Special Kertometer
- Synaptophore
- Lasik for Anisometropia correction for different image size and Amblyopia



Ocuplasty

- Enucleation
- Evisceration
- DCR & DCT
- PTOSIS
- Lateral Tarsorrhaphy



Glaucoma

- Trabeculectomy



Cornea

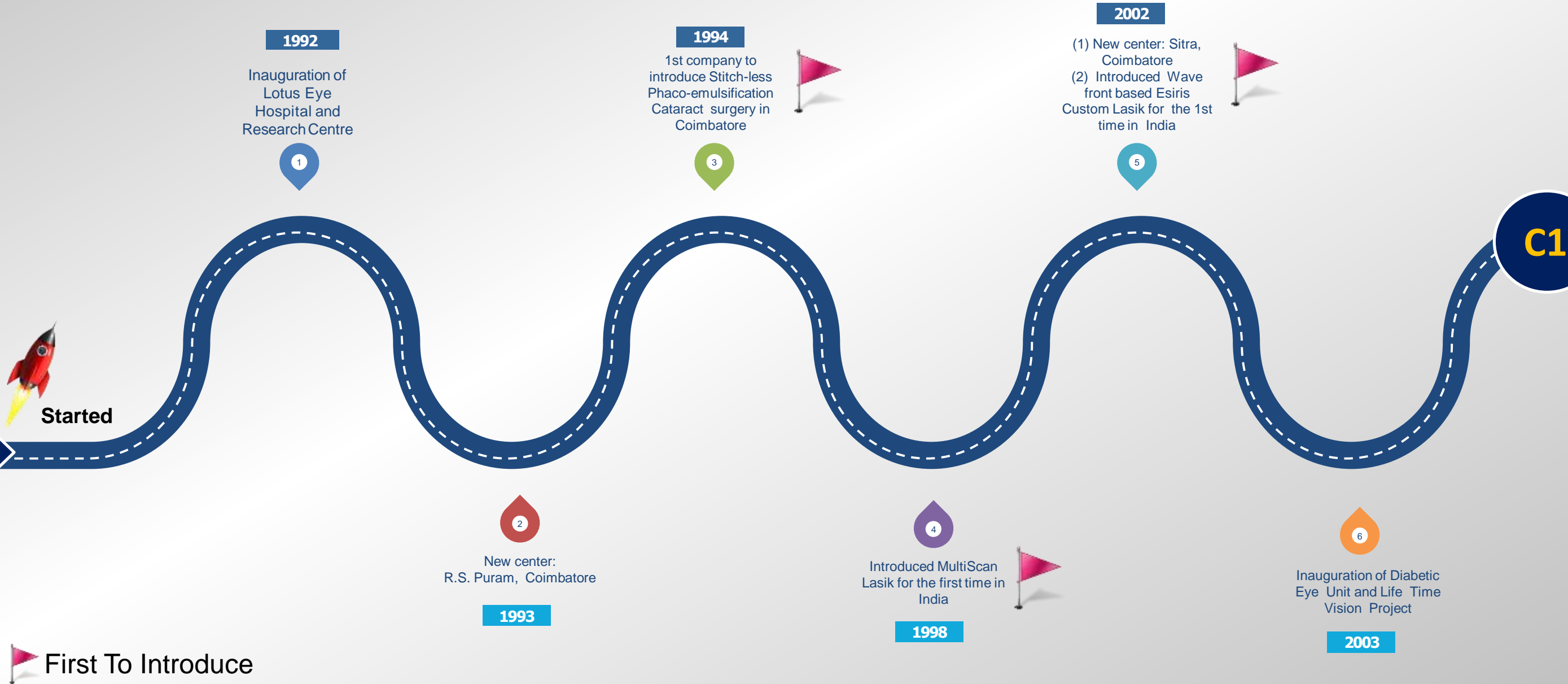
- | | |
|---|---|
| <ul style="list-style-type: none">▪ Cataract Surgery<ul style="list-style-type: none">✓ SICS✓ Phaco✓ MICS✓ LRCS✓ SF IOL▪ Corneal Patch graft▪ Corneal Scleral Repair▪ Corneal Scrapping +AMG | <ul style="list-style-type: none">▪ Corneal Suture▪ Corneal Tatoing▪ Corneal Tear Suturing▪ Cortical Drop Removal▪ Pertygium Exc. WithAG▪ C3R▪ Penetrating Keratoplasty (PKP)▪ TPK & DALK▪ DASE |
|---|---|



Retina

- | | |
|--|--|
| <ul style="list-style-type: none">▪ Vitrectomy<ul style="list-style-type: none">▪ Membrane Peeling▪ Endolaser▪ ERM Removal▪ Silicon Oil & Removal▪ Vitrectomy Lavage▪ FGE & C3F8▪ LPFC & CYCLO CRYO▪ Scleral Buckling & Belt Buckle | <ul style="list-style-type: none">▪ Injections<ul style="list-style-type: none">✓ Inj. Ivta✓ Inj. Avastin✓ Inj. Razumab✓ Inj. Ozurdex✓ Inj. Zybev✓ Inj. Eyelea✓ Inj. Lucentis✓ Inj. Accentrix |
|--|--|

Key Milestones

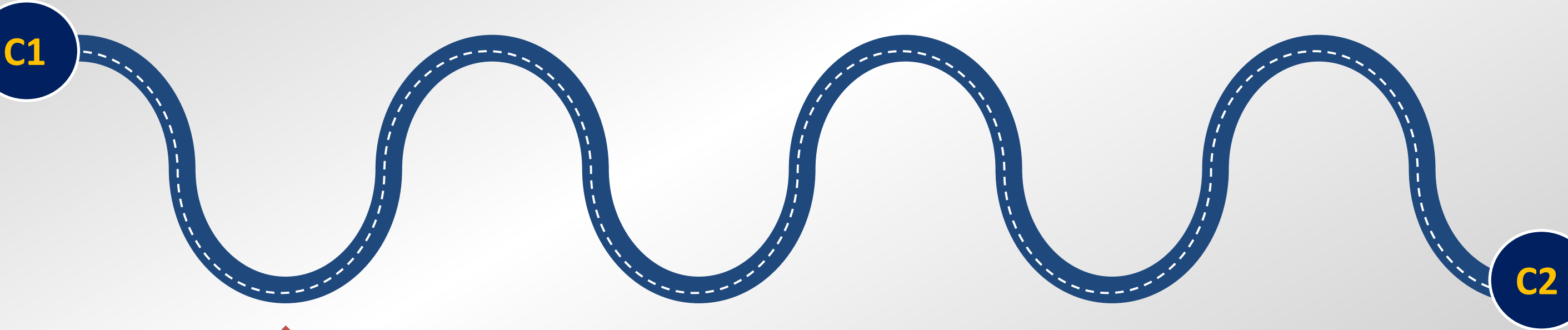


Key Milestones



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care



- (1) Inauguration of Hospital in Salem, Tamil Nadu,
- (2) 1st company in SEA to introduce Epilasik Procedure,
- (3) Opening of Lotus Baush & Lomb Institute of Optometry



2004



2005
Introduced Zyoptix Z100; combined 2 technologies (Epilasik and Zyoptix), known as Epizyoptix



Inauguration Hospital at Tiruppur

2007



2008
Launch of IPO



Launched Intralase Lasik / Zyoptix laser technology

2009



2010
New center: Mettupalayam



First To Introduce

Key Milestones



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care

2011

- (1) New center: Kochi, Kerala,
- (2) Introduced Zyoptix Supracor for the 1st time in Tamil Nadu,
- (3) Introduced Zyoptix Ultimate 217P technology



13

2014

New center:
Mulanthuruthy, Kerala

15

2019

Launched Schwind
Amaris 750Hz Touch
Free Lasik Technology
at RS Puram



17

C2

14

Introduced LenSx for Laser
Cataract & Laser Corneal
Surgery

2013

16

Launched
Kerala's 1st
ReLEx SMILE
at Kochi



2016



First To Introduce

Management



“The ambition and objectives is to actualize and institute an earnest, unrelenting and persisting organization.”

**Dr. Kavetha
Sundaramoorthy**

**Chairman
(Non-Executive)**



“In this aeon for LOTUS, the importance, emphasis and priority, will always be in ensuring and securing the credence and credibility of our existing shareholders.”

Ms. Sangeetha Sundaramoorthy
Managing Director



“Steady improvement in business, topmost eye care, and excellent results will trickle down to all and bring benefit to the institution.”

Dr. K S Ramalingam
Executive Director & CEO

Lotus Vision Research

Trust

To prevent & eradicate blindness with dedication and humanitarian approach.

Objectives

- To provide affordable eye care to the under privileged.
- To establish efficient and accessible optometry institutions
- To build and provide counseling and guidance center for those in need.

Overview

- Established in 1993
- 200+ Eye Camps conducted in single year
- 120+ Free cataract surgery under DBCS Scheme
- Runs Optometry Educational Institutions – 5000+ graduated in the past 13 years from Institutions running at Coimbatore, Salem & Kerala
- Top students get staffed internally in Lotus. 25% of the students trained in LVRT college gets placed in International Hospitals
- LVRT – first Optometry College to conduct and organize cultural fest for the students.



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Q4 Key Highlights

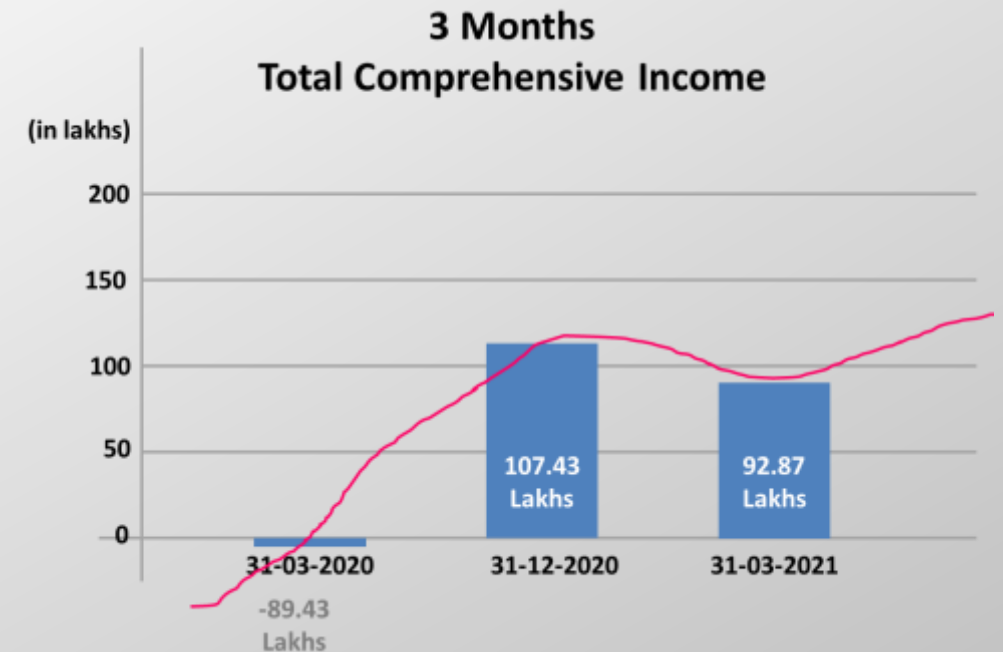
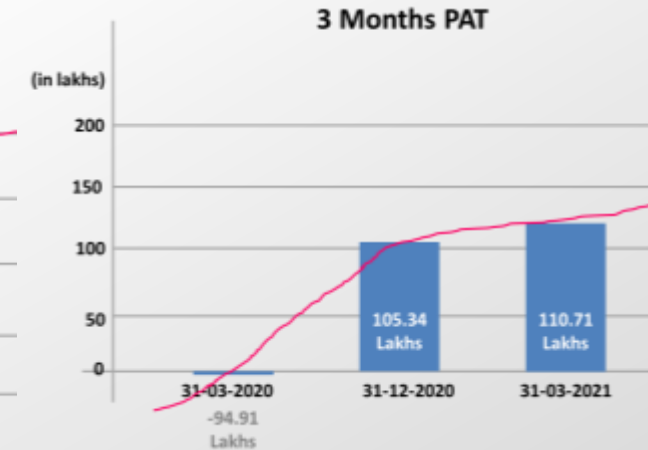
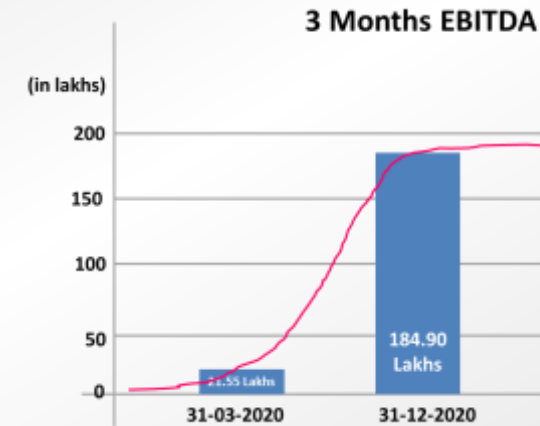
2020-21 At a Glance

Strategy going forward

Financial Performance (for Quarter ending 31.03.2021)

REVENUE (3 MONTHS) (in lakhs)			
	31-03-21	31-12-20	31-03-20
Revenue from operations	1056.70	987.34	816.84
Other Income	18.67	19.96	22.21
Total Income	1075.37	1007.29	839.05

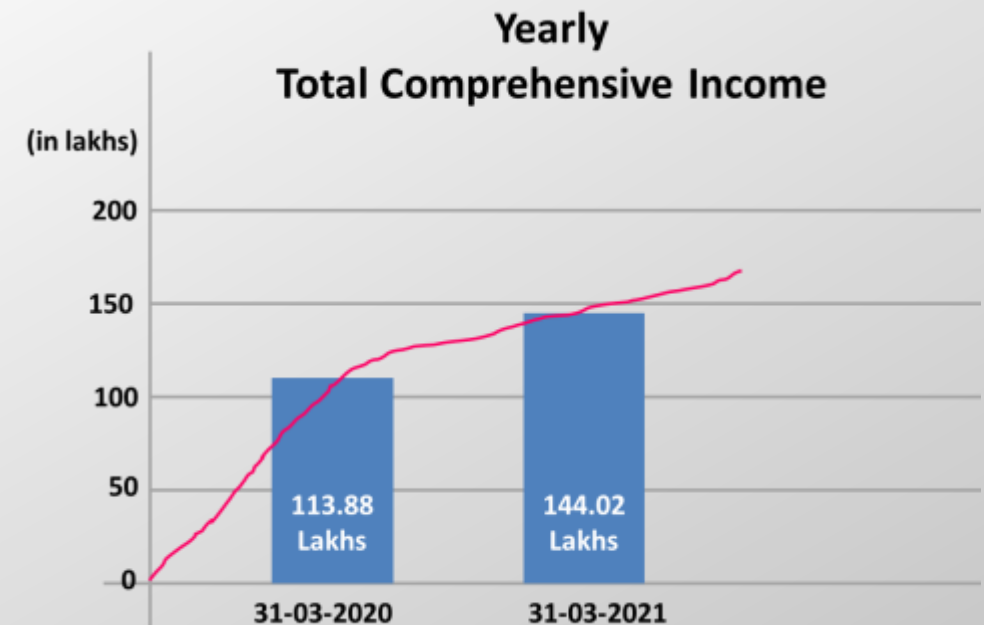
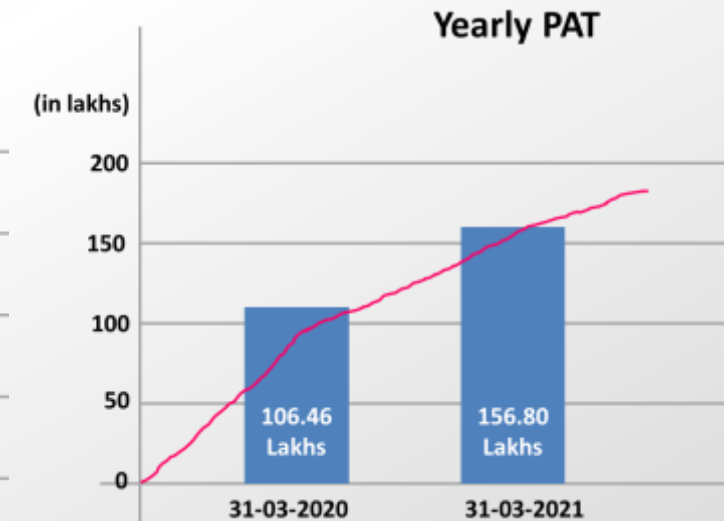
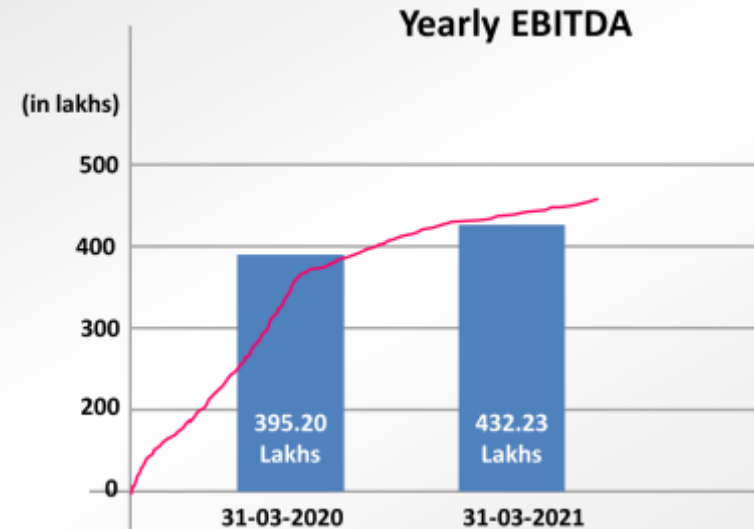
EXPENSES (3 MONTHS) (in lakhs)			
	31-03-21	31-12-20	31-03-20
Cost of Material Consumed	170.08	158.37	85.56
Purchase of stock - in trade	149.77	147.74	135.94
Employee benefit expenses	205.97	183.52	216.23
Other expenses	414.50	391.72	492.39
Total Expenses	940.32	881.35	930.12



Financial Performance (for Year ending 31.03.2021)

REVENUE (in lakhs)		
	31-03-21	31-03-20
Revenue from operations	3236.90	4055.31
Other Income	74.25	90.02
Total Income	3311.15	4145.33

EXPENSES (in lakhs)		
	31-03-21	31-03-20
Cost of Material Consumed	508.83	568.07
Purchase of stock - in trade	476.02	610.56
Employee benefit expenses	697.18	893.99
Other expenses	1437.97	1857.92
Total Expenses	3120.04	3930.54



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Strategy going forward

Q4 Key Highlights

5000+

NEW PATIENTS

Mar'21 - All time Best Business – Post COVID

2800+

EYE SCREENED

Through Corporate & Public Eye Camps in TN & KL

2

ADDITIONS TO BOARD

Dr. K. S Ramalingam & Dr. S. Natesan joined Lotus Board

Our Managing Director Ms. Sangeetha Sundaramoorthy has been awarded as **Budding Entrepreneur Healthcare** by Times Group



Women's Day Celebration on March 8, 2021 at Lotus Peelamedu



World Glaucoma Week (March 7-14, 2021) Human Chain Rally at Lotus Eye Hospital Salem

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2020-21 At a Glance

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2020-21 Year at Glance

New Management takes center stage



Chairman
Dr. Kavetha
Sundaramoorthy

Apptd. as Chairman w.e.f 11-11-2020



MD
Ms. Sangeetha
Sundaramoorthy

Apptd. as MD w.e.f 24-09-2020



CEO
Dr. K.S. Ramalingam

Apptd. as CEO w.e.f 05-08-2020
Apptd. as Ex.Dir w.e.f 09-02-2021



2020-21 Year at Glance



Share price of Lotus reached All-Time-High



5% Dividend approved by Board*

*Subject to approval of Shareholders at ensured A.G.M



Market Capitalization crosses 100Cr. for the first time.



First time Brand promotions done via National Television (Star Vijay)



Lotus Salem ranked as 1st Runnerup in Rotary Club Salem Green Business Awards 2020



Digital Brand Promotions have reached over 46L targeted audience & has 1.76 Cr Ad impressions

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2020-21 At a Glance

Strategy going forward

SWOT Analysis

INTERNAL

STRENGTHS

- Prominent Technology
- Leading Doctors
- Staunch and Robust Management
- Steady Financials

WEAKNESSES

- Single Specialty
- Presence only in South-India

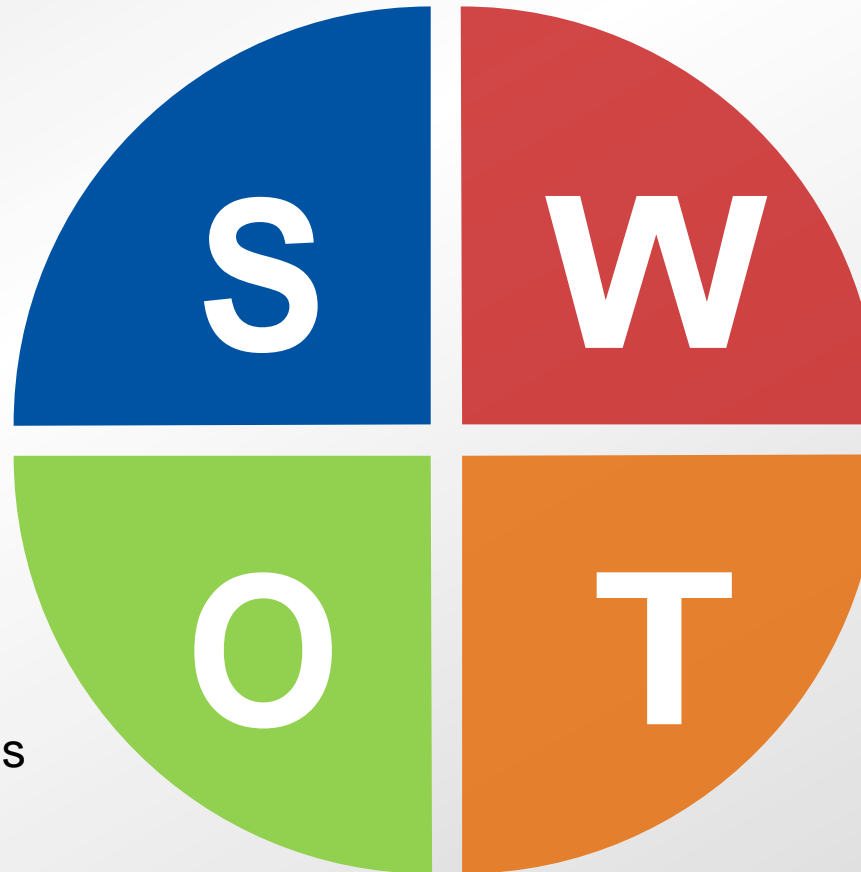
EXTERNAL

OPPORTUNITIES

- Opportunities in Adjacent Markets
- Medical technological Developments
- Change in Lifestyles & Living Standards
- E-Commerce & Social Media Oriented Models

THREATS

- Current Pandemic Situation
- Growing Competition
- Culture of Sticky Prices



Strategy Going Forward >>



To magnify and propel existing strengths



To be conservative of contingencies & yet be outward looking at the same time



To have a wider & augmented digital presence



To build on expanded technical know-how



To shape the workforce for the future



Lotus has gone from strength to strength, since its inception and the results impersonate the same intension and emotions. The year was marked with challenges and hardships in more than one ways, but it was the sheer determination and resolve of the management to successfully overcome the same.

The socio- economic environment is ambivalent and precarious at the moment, as the Nation and world at large still reels with the on-going pandemic COVID-19. The prevailing situation requires one to be put effective rationale behind their next action –plan.

Even though the first quarter of the new financial year is marked with second wave of Covid – 19, management is looking forward to the year with prospects and possibilities of achieving new heights and horizons.

Lotus Eye Care Hospital is a hi-tech super specialty eye care hospital catering its value added service to the society since inception. Lotus is known for its excellence in Ophthalmic service with personalized care. This organization is committedly pioneering in the technological revolution in eye care and rendering service to thousands of patients from across the globe to see the world better than ever before.

Acumen of LOTUS

Chase
ultivate
onquer **PERFECTION**



Mary Catherine Arnold
USA

WATCH THE
VIDEO



Jason Michael Bundrage
USA

WATCH THE
VIDEO



Thanks!

Any questions?

You can reach us at:

companysecretary@lotuseye.org

