



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care

Investor Presentation

Q3 (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.

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Agenda



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care

Overview

Financial Performance

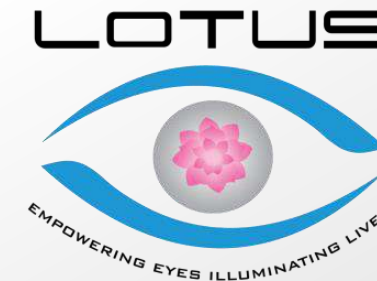
Q3 Key Highlights

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 79 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



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care



Refractive

- TOUCH -FREE LASIK
- SMILE
- 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">✓ LRCS✓ SICS✓ Phaco✓ MICS✓ LRCS✓ SF IOL▪ Corneal Patchgraft▪ Corneal Scleral Repair▪ Corneal Scrapping+AMG | <ul style="list-style-type: none">▪ Corneal Suture▪ Corneal Tatoeing▪ Corneal Tear Suturing▪ Cortical Drop Removal▪ Pertygium Exc. With AG▪ 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



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care

1992

Inauguration of Lotus Eye Hospital and Research Centre

1

1994

1st company to introduce Stitch-less Phaco-emulsification Cataract surgery in Coimbatore

3

2002

(1) New center: Sitra, Coimbatore
(2) Introduced Wave front based Eseris Custom Lasik for the 1st time in India

5

2

New center: R.S. Puram, Coimbatore

1993

4

Introduced MultiScan Lasik for the first time in India

1998

6

Inauguration of Diabetic Eye Unit and Life Time Vision Project

2003



Started

C1



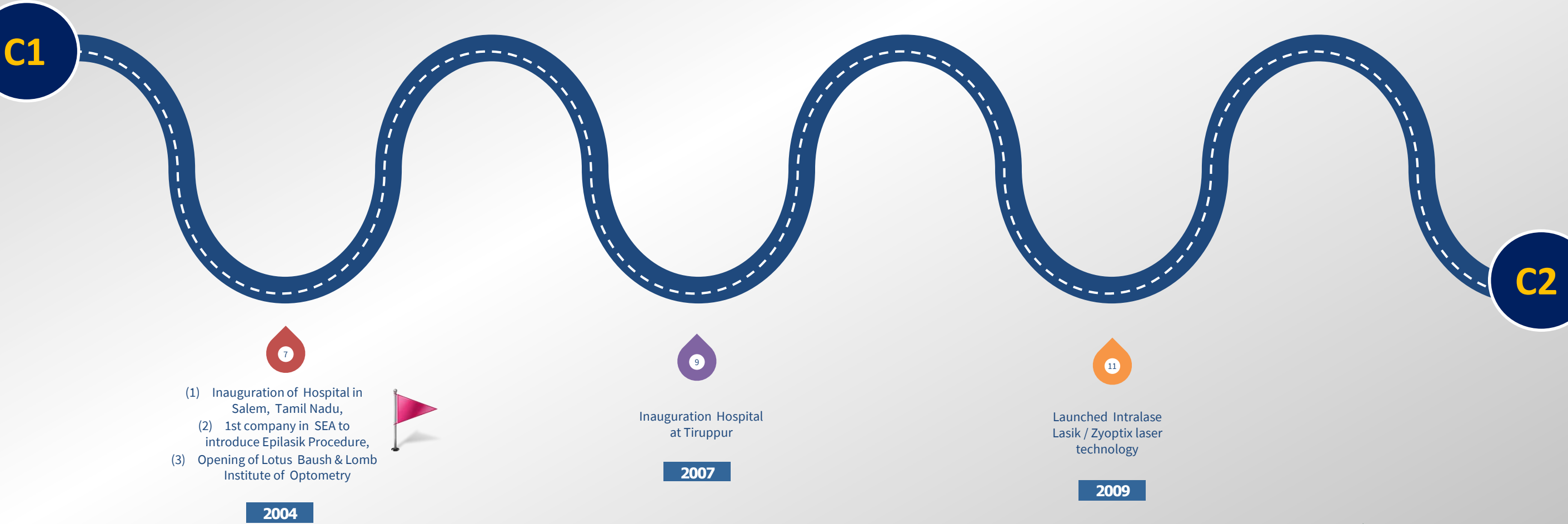
First To Introduce

Key Milestones



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care



First To Introduce

Key Milestones



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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
Chief Executive Officer

SISTER CONCERN

Lotus Vision Research Trust

Vision

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 centre 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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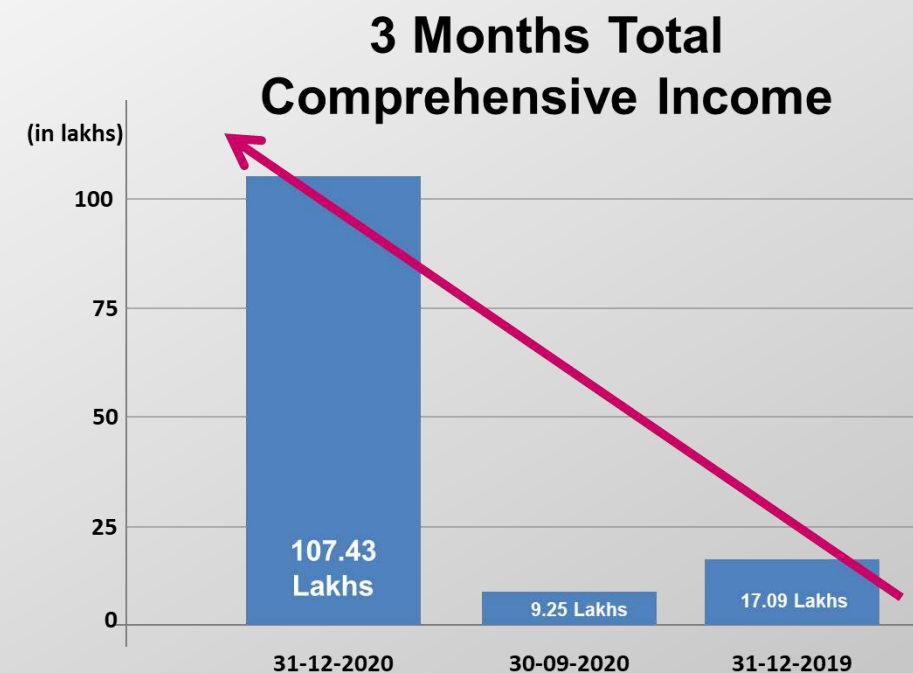
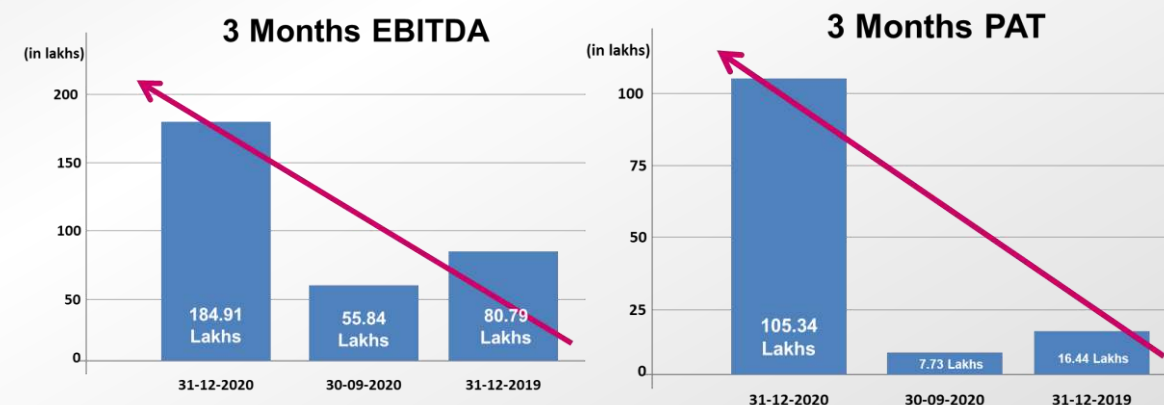
Q3 Key Highlights

Strategy going forward

Financial Performance (for Quarter ending 31.12.2020)

REVENUE (3 MONTHS)	(in lakhs)		
	31-12-20	30-09-20	31-12-19
Revenue from operations	987.34	717.3	1003.16
Other Income	19.96	21.98	24.54
Total Income	1007.29	839.28	1027.7

EXPENSES (3 MONTHS)	(in lakhs)		
	31-12-20	30-09-20	31-12-19
Cost of Material Consumed	158.37	107.51	187.86
Purchase of stock - in trade	147.74	113.37	151.67
Employee benefit expenses	183.52	157.73	229.46
Other expenses	391.72	362.34	440.45
Total Expenses	881.35	740.95	1009.44

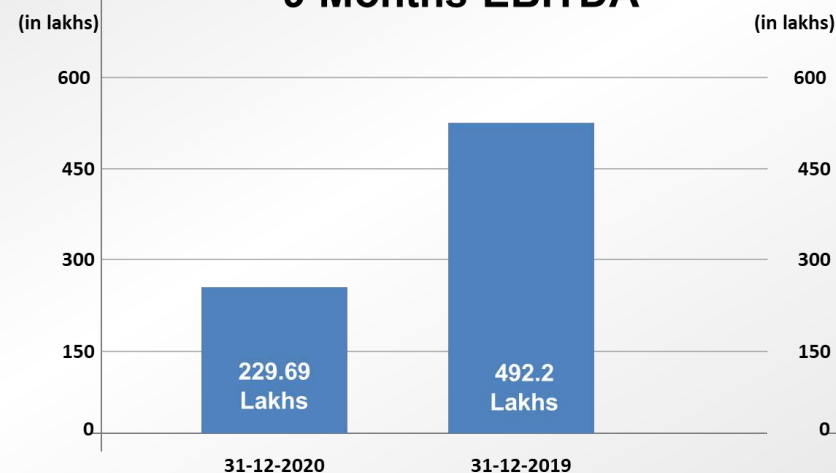


Financial Performance (for Quarter ending 31.12.2020)

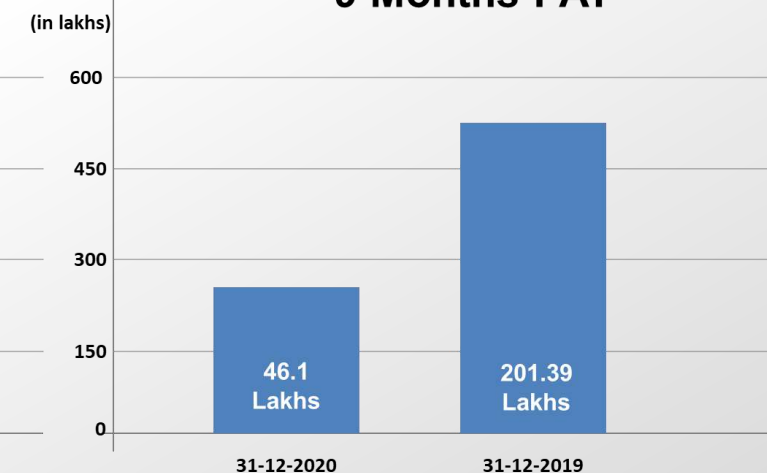
REVENUE (9 MONTHS)	(in lakhs)	
	31-12-20	31-12-19
Revenue from operations	2180.21	3238.47
Other Income	55.58	74.01
Total Income	2235.79	3312.48

EXPENSES (9 MONTHS)	(in lakhs)	
	31-12-20	30-09-20
Cost of Material Consumed	338.75	482.51
Purchase of stock - in trade	326.25	474.62
Employee benefit expenses	491.21	677.76
Other expenses	1023.51	1365.52
Total Expenses	2179.72	3000.41

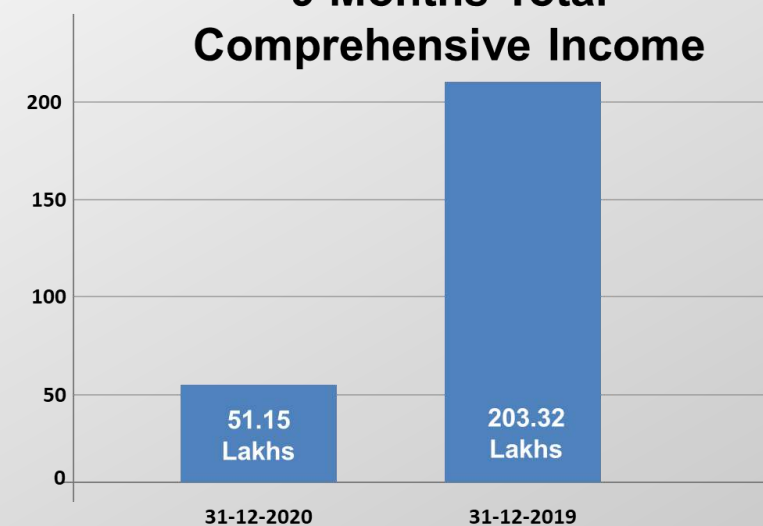
9 Months EBITDA



9 Months PAT



9 Months Total Comprehensive Income



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5:1

**TURN OUT
RATIO**

Mega Diabetic Eye
Checkup in
association with
Thulasi Pharmacy &
Rotary Clubs

31^{lac}

**THRESHOLD
CROSSED**

Promotional
campaigns in
Digital Media
Audience Reach

450+

**STUDENTS
TAKEN PART**

World Sight Day
Drawing
Competition in
association with
Camlin & Rotary
Club Coimbatore

5212

**NEW
PATIENTS**

Dec'20 - All
time Best
Business –
Post COVID

1st

**RUNNER UP
AWARD**

Salem Branch Best
ranked in Business
Awards 2020 by
Rotary Club Salem
Green

2500+

**EYE
SCREENED**

Through
Corporate &
Public Eye
Camps in TN &
KL

Q3 Key Highlights

Dr.SKS

Clinical Grand Rounds

Bi-Weekly Doctor Knowledge Transfer Sessions

Virtual Mode

Annual General Meeting

First Time Ever, all the Board Meetings & AGM was conducted through VC & OAVM

Review

Annual General Meeting



AGM Address by Chairman, MD & CEO

[VIEW](#)



Addressing Shareholder's Queries

[VIEW](#)

SWOT Analysis

INTERNAL

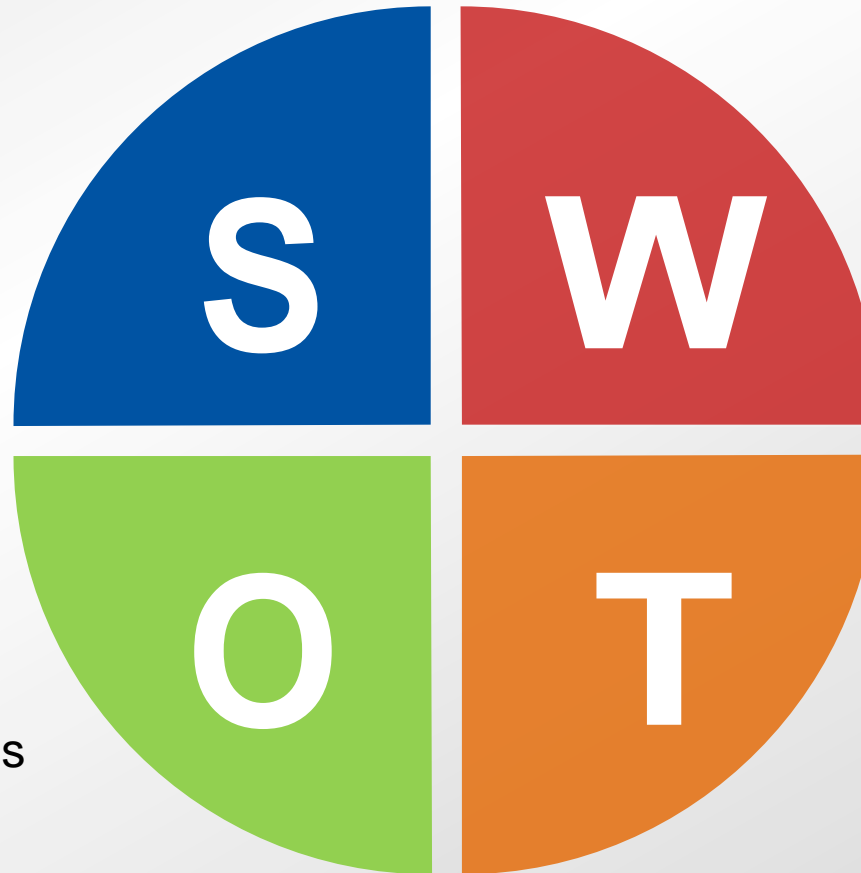
STRENGTHS

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

EXTERNAL

OPPORTUNITIES

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



WEAKNESSES

- Single Specialty
- Presence only in South-India

THREATS

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

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Strategy Going Forward >>



Limelight
on centre excellence



Output-outlay
efficiency



Io build
on existing strengths



Urgency towards
digital resilience



Shaping workforce
for the future



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.

“Lotus” as an organization, is at the cusp of greatness like never before. There is an added urgency amongst the new management, to not only carry forwards the Founder’s Vision. But also, to make their own impression and expressions be felt on the business operations.

There is a palpable synergy creation in process that takes in all the related factors impacting and revolutionizing the organization as a whole. We are deliberate in our intension to manifest a solid business entity, recapitalizing the interest and benefit for all.

Acumen of LOTUS

Chase
ultivate
onquer

PERFECTION



Mary Catherine Arnold
USA

WATCH THE
VIDEO



Jason Michael Bundrage
USA

WATCH THE
VIDEO





LOTUS EYE HOSPITAL & INSTITUTE

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Thanks!

Any questions?

You can reach us at:

companysecretary@lotuseye.org

