



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

Tiruppur : Near Santha Peltai Bus Stop,
Thennampalayam, Palladam Road,
Tiruppur - 641 604.
Tel : 0421 - 4346060, 4219999

SALEM

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

SARAVANAMPATTI

S.F. No. 86/1, Site No. 2, TRM Avenue,
Sathy Road, Saravanampatti,
Coimbatore - 641 035.
Ph : 0422 - 2210021

KARUR :

Door No.28,28/2,
Sengunthapuram
Main Road,
Karur - 639002.

E-mail : info@lotuseye.org

Website : www.lotuseye.org

13th August 2024

BSE Limited PhirozeJeejeebhoy Towers Dalal Street Mumbai- 400001 Scrip Code: 532998	National Stock Exchange of India Limited 5th Floor, Exchange Plaza Bandra (East) Mumbai – 400 051 Scrip Code: LOTUSEYE
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Dear Sir/Madam

Sub: Proceedings of 27th Annual General Meeting

Ms Kavetha Sundaramoorthy chairman of the company chaired the meeting

Address by Company Secretary

Mr M Achuth menon welcomed the chairman of the company and requested to preside the 27th Annual General Meeting of the company.

Chairman

Ms Kavetha Sundaramoorthy chairman of the company started by welcoming all the shareholders for the 27th Annual General Meeting. Chairman before calling the meeting to order briefed the shareholders of the instructions to be followed for smooth participation in Annual General Meeting through VC/OAVM.

After Ascertaining quorum chairman called the meeting to order. Number of members present 69

Chairman Introduced the Directors, Statutory Auditors, Internal Auditors and Secretarial Auditors and informed the meeting that all were present

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Tel : 0484 - 2322333, 2322444

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Mulanthuruty Post,
Kochi, Kerala - 682 314.
Tel : 0484 - 2743191, 2743121



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SARAYANAMPATTI

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Coimbatore - 641 035.

Ph : 0422 - 2210021

KARUR

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Chairman's Speech

Dear Shareholders

I welcome all to the 27th Annual General Meeting of Lotus Eye Hospital and Institute Limited. It is an immense pleasure for me to see the shareholders for the Annual General meeting once more. The financial year 2023-24 has been a promising year for entire country as a whole. The health care sector is witnessing dynamic changes with the advent of Artificial intelligence and its influence in delivering eye care services to the patient.

The new normal post covid-19 has been the rapid adoption of cutting edge technology in health sector to ensure that the best possible service is provided to the patients. I assure our shareholders we have never looked back when it comes to using the technology and all our centers have the best and latest equipment's for treating our patients.

Eye care is a more personalized service and we have ensured that we have enough staffs at all centers.

The India has been ranked number 1 as the most populous country in the world surpassing china in the month of June 2023. In the coming years health care sector shall play a pivotal role in the growth of the country as the foot fall of the number of patients shall increase tremendously. The eye care sector shall grow by leaps and bounds as the number of persons availing high class eye care services shall go up exponentially.

Brand Lotus has always strived to cater to the needs of our patients and ensure that all their eye related ailments are treated in the best possible way. Last but not the least the strength of brand lotus has always been the unstinted support from the shareholders. Our company will always drudge to enhance the wealth of shareholders every financial year and always

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Chairman to call the Managing Director and ask to deliver the speech

With Immense pleasure I welcome all shareholders to the 27th Annual General Meeting of Lotus Eye Hospital and Institute Limited. The Financial year 2023-24 has been a promising year for the brand Lotus with the Board undertaking the path of expansion after nearly a decade. Lotus has opened a new branch at Saravanampatti Coimbatore Tamil Nadu and in various parts of Kerala and Tamil Nadu.

During the financial year 2023-24 Our company has increased the turnover to 48.21 crores compared to 47.04 crores last financial year. The asset size of the company has increased to 66.83 crores compared to 63.19 crores last financial year. The net profits of the company has gone down due to the expansions of the company such as opening of new centre at Saravanampatti, construction of new centre at karur and renovation of centers at Cochin and Salem. The company has taken an expansion path due to the rising demand for quality eye care services which is nearly non-existent in the places we intend to expand. I further assert that all this expansion has been carried out with the cash flows of the company itself and

wish not to create risk for the shareholders of the company. I take this opportunity to remind our shareholders that investment in our company is 100% risk free as we are free from any kind of debt.

Our company has employed capable work force for catering to the needs of the patients at various centers. The number of employees has increased to 336 as compared to 331 in the last financial year. We strongly believe that an able work force can provide personalized care and advice to the patients. I wish to mention the team of doctors who plays a pivotal role in treating patients and ensure all problems related to eye is cured and provide complete satisfaction to the patients.

The adoption of cutting edge technology has always been the hall mark of our company this financial year also we have invested immensely in purchase of latest equipment's such as lasik and cataract equipment's. We intend to invest further in future and make available the most advanced technology in treating eye care ailments. We hold the view that the solution for all eye related problems are combination of technology and able skill force.

Last but not the least Iam highly grateful to the shareholders for reposing confidence and faith in the brand lotus and standing together with us in the this long journey of providing ultra-class eye care services at the best possible rates.

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Chairman to thank Managing Director for her speech and call upon CEO and ED KS Ramalingam to deliver the speech.

Dear shareholder,

I have great pleasure in writing to you,

During the last financial year we inaugurated our 8th branch, the branch in Saravanampatti, Coimbatore. Considering the fact that this is the area of the city that has developed recently housing software companies and a large new resident population, we set up this centre in Saravanampatti.

Till now the response has been very good.

This apart we undertook renovation work in Salem branch and Cochin branch. These made these branches modern and impressive with new facilities.

Our total number of patients has gone up in the last year.

The total revenue has also improved.

But the expenses incurred for the new centre & renovation expenses of Salem & Cochin branches have reduced our profits.

I am sure this will be made up in the months to come.

Our ophthalmologists have continued to provide excellent surgical & medical treatments. Our surgery results have been superior to all other eye hospitals' results. All these have contributed to patients preferring us.

I am confident, considering the excellent ophthalmologists, we have and the organized work we do, of doing better in the year to come.

Chairman shall thank the CEO

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Chairman shall call the Managing director to speak about the services provided by the company and other aspects of business

Your company right from its inception has always strived to provide world class services to its patients. Lotus has always stood apart from its peers in adaption of cutting edge technology in providing the eye care services. Our patients have benefitted immensely from our services due to precision in detection of the core issues relating to eyes. Some of the latest services in eye care services provided by our company are

- For Refractory- Smile and Touch free lasik
- For Cataract- LRCS
- For Retina- Vitreo Retinal Surgery

The above said are some of the advanced technologies used for rendering variety of services by your company. Your company has introduced touch-free lasik in salem and cochin centers and no other hospital has such services in the respective places. Lotus has never compromised in investing and introducing the latest machines in rendering quality services to our patients. Personalized care is the core of our eye care services and we believe such care is the medicine for all ills. Over the years company has achieved many milestones because of the faith reposed by our patients on our eye care services

With respect to the business side your company has achieved the following milestones during the fiscal year 2023-24

- Your Company maintained the turnover level with a small increase of Rs1.17 Cr
- On the total expenses part, there is an increase of Rs 2.96 Cr which is primarily on account of new branch opening apart from regular increase against manpower cost and administrative expenses.
- On the Net profit your company achieved Rs 291.45 lakhs resulting a NP in % of 5.89% .

Thank MD

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Chairman shall call CFO to talk about the financial highlights of the company for the FY 2023-24

Financial highlights of 2023-24

- We have done Operational revenue of Rs 48.21Cr reflecting a minute growth of Rs 1.17 Cr Vs Last financial year.
- New branch at Saravanampatti made a good beginning in achieving a turnover of Rs 90 lakhs.
- The Company achieved GP @52.43% vs 53.27% in last financial year reflecting a small reduction of 0.84%. This is primarily due to increase in Electricity cost due to tariff revision by Government and additional service expenses on account of New branch.
- Increase of manpower cost (Rs 93 Lakhs) is analysed as below :

Staff increment (appx @9%) Rs 42 lakhs

New branch (SVP) Rs32 Lakhs

Directors' remuneration Rs 19 lakhs

- Increase on depreciation is of Rs 75 lakhs which includes increase on account of new branch by Rs 46 lakhs.
- Against administrative expenses , there is an overall increase of Rs 35 lakhs vs last financial year.
- Profit analysis: We have achieved a net profit of Rs 291.50 lakhs VsRs407.75 Lakhs of last financial year. In % terms, we have achieved @5.89% as against 8.46% in the last financial year. Net profit reduction is on account increase in expenses as explained above and also due to new branch business which is below Break-even level since this is the first year of operations.
- The Company maintained a healthy cash flow and the cash generated out of operations during the year is of Rs 568.34 lakhs.

The Company is maintaining its debt free position which protects the shareholders' interest

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Notice convening the meeting.

Notice dated 27th May 2024 convening the 27th Annual General Meeting of the Company through video conferencing /other audio visual means was read at the meeting by the chairman.

ORDINARY BUSINESS:

Item No.1

To receive, consider and adopt the Audited Financial Statements of the Company for the financial year ended 31st March, 2024, including the Balance Sheet as at 31st March, 2024, the Statement of Profit and Loss Account and the Cash Flow Statement for the financial year ended on that date and the Reports of the Board of Directors and the Auditors thereon.

Item No.2

To appoint a director in the place of Dr.Kavetha Sundaramoorthy (DIN: 02050806) who retires by rotation and being eligible, offers herself for re-appointment.

Chairman called upon the registered speaker shareholders

There were two registered speaker shareholders but were absent. The questions received from shareholders by way of email was answered by the CFO

1) Of the 9 centres, how many are owned and how many on lease ? Which is the biggest of all and its revenue

Peelamedu and RSPuram branches have own building and rest are on leased properties. Peelamedu branch contributes highest in the range of 40%.

2) The management has mentioned that the Company is undertaking expansion plans after a decade. With reference to this can you please tell as to how many new centres would be opened in the next 5 years. Also would the centres be only opened in T Nadu and Kerala or other states also.

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It could be 4-5 centres and location depends on the outcome of the feasibility study results before opening each centre

3) What is the capex plan for next 5 years ?

It will be in line with expansion plan which we would be taking based on feasibility study results.

4) Does the company have any fund raising plans ?

Yes, most likely in the long run.

5) What is the breakeven time for each centre ? Are all the centres profitable currently?

18-24 months is the likely break even period of a new centre.

6) What is the vision of the management for the Company? Can the company achieve a topline of 200 crores in 5 years ?

Our primary objective is to provide best quality service for eye related diseases and the resultant numbers are not the only factor in the process.

7) What is the targetted EBITDA margins ? Currently it is 16% for FY 24 It was 19% for fy 23.

The slight dip is on account of the new branch operation in 2023-24 and the targeted EBTDA is in the range of 20-25%

E-Voting

CS Eswaramoorthy , FCS, Proprietor P.Eswaramoorthy and Company Company Secretaries was appointed by the Board of Directors as the Scrutinizer for conducting the electronic voting process in a fair and transparent manner. The chairman informed the meeting that venue voting shall be open for a period of 30 minutes after conclusion of Annual General Meeting.

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Vote of Thanks

Chairman thanked all the shareholders directors and the auditors for attending the Annual General Meeting through Video conferencing/ Audio visual means.

Yours Faithfully

For Lotus Eye Hospital and Institute Limited

M Achuth Menon

Company Secretary & Compliance Officer

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