



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
Salem - 636 004.
Ph. : 0427 - 4219900, 4219999

E-mail : info@lotuseye.org

Website : www.lotuseye.org

09th February, 2021

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: Outcome of Board Meeting and disclosure(s) pursuant to Regulation 30

This is to inform you that the Board of Directors at their meeting held on 09th February, 2021 has inter-alia noted and approved the following:

1. Un-audited Financial Results
Pursuant to Regulation 33 of SEBI (LODR) Regulations, 2015, please find enclosed herewith the Un-audited Financial Results (Standalone) for the quarter ended 31st December, 2020 along with Limited Review Report.
2. Appointment of Dr. K.S. Ramalingam (DIN: 01016571) as Addittional (Executive) Director of the Company, subject to approval of the shareholders of the Company, for a period of Five(5) years w.e.f February 10, 2021.

Sr. No.	Disclosure Requirement	Details
1	Reason for change, viz. appointment, resignation, removal, death or otherwise	Appointment of K.S. Ramalingam as an Additional Director (Executive Director) of the Company, for a period of Five(5) years w.e.f February 10, 2021 subject to approval of the Shareholders.

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 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
Salem - 636 004.
Ph. : 0427 - 4219900, 4219999

E-mail : info@lotuseye.org

Website : www.lotuseye.org

2	Date of appointment/cessation (as applicable) & term of appointment	February 10, 2021 upto February 09, 2026
3	Brief profile	Dr. K.S. Ramalingam is one of the leading Nephrologists in the country and was the first Nephrologist to start practicing Nephrology in Coimbatore, wherein he started Coimbatore Kidney Centre in the year 1991. Doctor has an illustrious career and has larger management experience and won many accolades during the last 46 years of his profession
4	Disclosure of relationships between Directors (in case of appointment of a Director)	Dr. K.S. Ramalingam is not related to any of the Promoters, Members of the Promoter Group and Directors of the Company and is not debarred from holding the office of Director by virtue of any order of Securities and Exchange Board of India (SEBI) or any other such authority.

3. Recomposition of Nomination and Remuneration committee is as follows:

Mr. D.R. Kaarthiskeyan	Chairman, ID
Ms. Kavetha Sundaramoorthy	Member, NED
Dr. Yogesh Shah	Member, ID

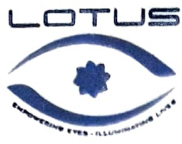
Kochi

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 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
Salem - 636 004.
Ph. : 0427 - 4219900, 4219999

E-mail : info@lotuseye.org

Website : www.lotuseye.org

CA R. Subramaniam	Member ID
Dr. S. Natesan	Member ID

Recomposition of Audit Committee is as follows:

CA R. Subramaniam	Chairman, ID
Mr. D.R. Kaarthikyeen	Member, ID
CA M. Alagiriswamy	Member, ID
Ms. Kavetha Sundaramoorthy	Member, NED
Dr. K.S. Ramalingam	Member, ED

- Pursuant to Regulation 30(2) of SEBI (LODR), kindly find enclosed herewith the Investor Presentation for the quarter ending 31.12.2020.
- Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, In compliance with the Securities and Exchange Board (SEBI), we are enclosing a copy of the letter dated 14, December – 2020 received from SEBI, which is self-explanatory.

The meeting of the Board of Directors commenced at 5.15 p.m. and concluded at 10.30 p.m.

Thanking You,

Yours faithfully,

For Lotus Eye Hospital and Institute Limited

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 And Institute Limited

CIN No. : L85110TZ1987PLC007783

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

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



R.S. PURAM

155B, East Periyasamy 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
Salem - 636 004.
Ph : 0427 4219900, 4219999

E-mail : info@lotuseye.org

Website : www.lotuseye.org

CEO & CFO Certificate

To

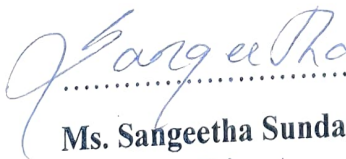
The Board of Directors

Lotus Eye Hospital and Institute Limited
770/12, Avinashi Road, Civil Aerodrome Post,
Coimbatore - 641 014

Sub: Certificate of correctness of financial results under Regulation 33

As per the Regulation 33 (2) (a) of SEBI (Listing obligations and disclosures requirements) Regulations, 2015, we hereby certify that the financial results of the Company for the quarter ended 31.12.2020 placed before the meeting do not contain any false or misleading statements or figures and do not omit any material fact which may make the statements or figures contained therein misleading.

For and on behalf of the Board


.....
Ms. Sangeetha Sundaramoorthy
Managing Director


.....
Dr. K.S. Ramalingam
Chief Executive Officer

Place: Coimbatore

Date: 09.02.2021



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 AND INSTITUTE LIMITED

CIN:185110T21997PLC007783

REGISTERED OFFICE: 770/12, AVINASHI ROAD, AERODROME POST, COIMBATORE 641 014

PHONE NO.: 0422-4229900, 4229999, FAX: 0422-2627193, E-MAIL: info@lotuseye.org, WEBSITE: www.lotuseye.org

STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR NINE MONTHS/QUARTER ENDED DECEMBER 31, 2020

S. No.	Particulars	Quarter Ended				Nine months ended		Year Ended
		31-12-20 (Un-audited)	30-09-20 (Un-audited)	31-12-19 (Un-audited)	31-12-20 (Un-audited)	31-12-19 (Un-audited)	31-03-2020 (Audited)	
I.	Revenue from operations	987.34	717.30	1,003.16	2,180.21	3,238.47	4,055.31	
II.	Other Income	19.96	21.98	24.54	55.58	74.01	90.02	
III.	Total Income (I+II)	1,007.29	739.28	1,027.70	2,235.79	3,312.48	4,145.33	
IV.	Expenses:							
	(a) Cost of materials consumed	158.37	107.51	187.86	338.75	482.51	568.07	
	(b) Purchase of Stock-in-Trade	147.74	113.37	151.67	326.25	474.62	610.56	
	(c) Service Expenses	159.39	120.53	160.41	376.92	505.54	657.77	
	(d) Changes in inventories of Finished Goods, W.I.P. & Stock-in-trade	(8.98)	0.33	5.62	(7.35)	3.59	7.63	
	(e) Employee Benefit Expense	183.52	157.73	229.46	491.21	677.76	893.99	
	(f) Finance Costs	1.63	1.65	2.58	5.12	4.74	7.05	
	(g) Depreciation and Amortization Expense	58.96	57.51	62.53	173.62	180.13	249.65	
	(h) Other Expenses	180.71	182.32	209.31	475.20	671.52	935.81	
V.	Total Expenses (IV)	881.35	740.95	1,009.44	2,179.72	3,000.41	3,930.54	
V.	Profit/(Loss) before exceptional items and tax (III-IV)	125.95	(1.67)	18.26	56.07	312.07	214.79	
VI.	Exceptional Items	(0.04)	8.29	2.42	8.13	(30.86)	(69.25)	
VII.	Profit/(Loss) before Tax (V+VI)	125.91	6.62	20.68	64.20	281.21	145.55	
VIII.	Tax Expenses							
	(a) Current tax	22.13	-	6.16	22.13	83.47	63.11	
	(b) Deferred tax	(1.57)	(1.11)	(1.92)	(4.03)	(3.63)	(24.02)	
IX.	Net Profit / (Loss) for the period (VII-VIII)	105.34	7.73	16.44	46.10	201.37	106.46	

(Rs. In Lakhs)

For Lotus Eye Hospital & Institute Limited

Managing Director - DIN : 01859252

Ms. S. SANGEETHA



							(Rs. In Lakhs)
S. No.	Particulars	Quarter Ended			Nine months ended		Year Ended
		31/12/2020 (Un-audited)	30/09/2020 (Un-audited)	31/12/2019 (Un-audited)	31/12/2020 (Un-audited)	31/12/2019 (Un-audited)	31-03-2020 (Audited)
X.	Other Comprehensive Income, net of income tax						
	A. Items that will not be reclassified to Profit or Loss						
	- Remeasurement of post -employment defined benefit plans	3.00	2.00	0.90	7.00	2.70	10.28
	- Income tax on the above item	(0.91)	(0.48)	(0.25)	(1.95)	(0.75)	(2.86)
	B. Items that will be reclassified to Profit or Loss						
	Total Other Comprehensive Income, net of income tax (X)	2.09	1.52	0.65	5.05	1.95	7.42
XI.	Total Comprehensive Income for the period (IX + X)	107.43	9.25	17.09	51.15	203.32	113.88
XII.	Paid-up equity share capital (Face value of Rs. 10/- each)	2,079.63	2,079.63	2,079.63	2,079.63	2,079.63	2,079.63
XIII.	Earning per equity share: (of Rs. 10/-) (Not annualised)						
	(1) Basic	0.51	0.04	0.08	0.22	0.97	0.51
	(2) Diluted	0.51	0.04	0.08	0.22	0.97	0.51

Notes:

- The above unaudited financial results have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on February 09, 2021. The above results has also been subjected to limited review by statutory auditors of the company.
- Exceptional items represents the profit / (loss) on sale of fixed assets
- Figures of the previous period have been regrouped and reclassified to confirm to the classification of current period, wherever necessary.
- The outbreak of COVID-19 pandemic is causing significant disturbance and slow down of economic activities. The Company has taken into account the internal and external sources of information and considered the possible effects that may result from the pandemic on various elements of its business operations including the recoverability/carrying value of the assets. The Company has used the principles of prudence in applying judgements, estimates and assumptions and based on the current estimates, the Company expects to recover the carrying amount of the assets and does not anticipate any impairment to these assets.

Coimbatore,
February 09, 2021



Ms. Sangeetha Sundaramoorthy
Managing Director



To
The Board of Directors,
Lotus Eye Hospital and Institute Limited,
Coimbatore.

LIMITED REVIEW REPORT FOR THE QUARTER ENDED DECEMBER 31, 2020

1. We have reviewed the accompanying statement of unaudited financial results of **LOTUS EYE HOSPITAL AND INSTITUTE LIMITED** ("the Company") for the quarter ended **December 31, 2020**, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended.
2. This statement which is the responsibility of the Company's management and approved by the Board of Directors at their meeting on February 09 2021, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on these financial statements based on our review.
3. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
4. Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with the aforesaid Indian Accounting Standards and other recognized accounting practices and policies, have not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Anbarasu & Jalapathi
Chartered Accountants
Firm Registration No.: 0107955

S. Anbarasu
Partner
Membership No.: 212299
UDIN: 21212299AAAAEB6225

Coimbatore,
February 09, 2021.



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.

Disclaimer



This presentation has been prepared by Lotus Eye Hospital and Institute Limited (the “Company”) solely for your information and for your use and may not be, distributed, reproduced, or redistributed or passed on, directly or indirectly, to any other person or published in whole or in part, for any purpose by recipients directly or indirectly to any other person.

This document is solely for information purpose and do not constitute any offer, invitation, recommendation, invitation to purchase or subscribe for any of the securities, and shall not form the basis of or be relied on in connection with any contract or binding commitment whatsoever.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements” based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and in their opinion reasonable, including those relating to the Company’s general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

The Company may, from time to time make additional written and oral forward-looking statements, including statements contained in the Company’s filings with SEBI and the Stock Exchanges and our reports to shareholders. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company, to reflect events or circumstances after the date thereof.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes. This presentation may not be copied or disseminated in any manner.

Agenda



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care

Overview

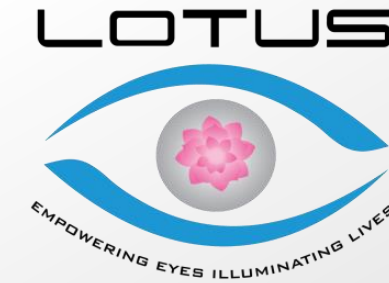
Financial Performance

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

- 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



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 Esiris 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



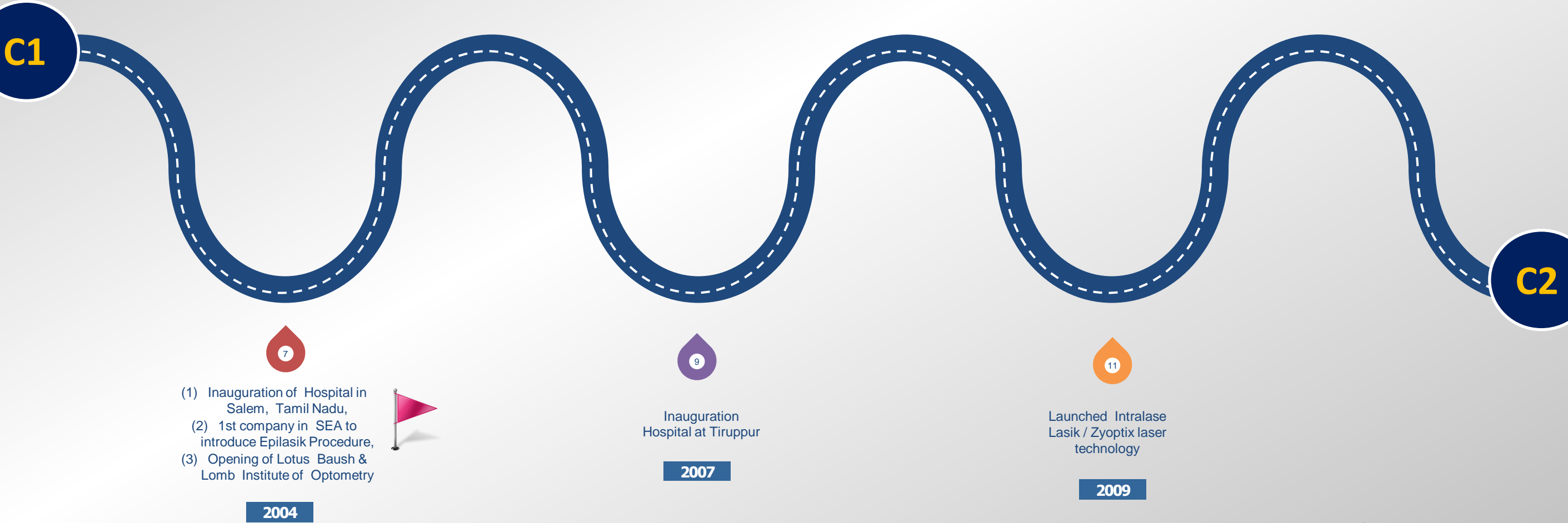
First To Introduce

Key Milestones



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care



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



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care



“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

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.



Agenda



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care

Overview

Financial Performance

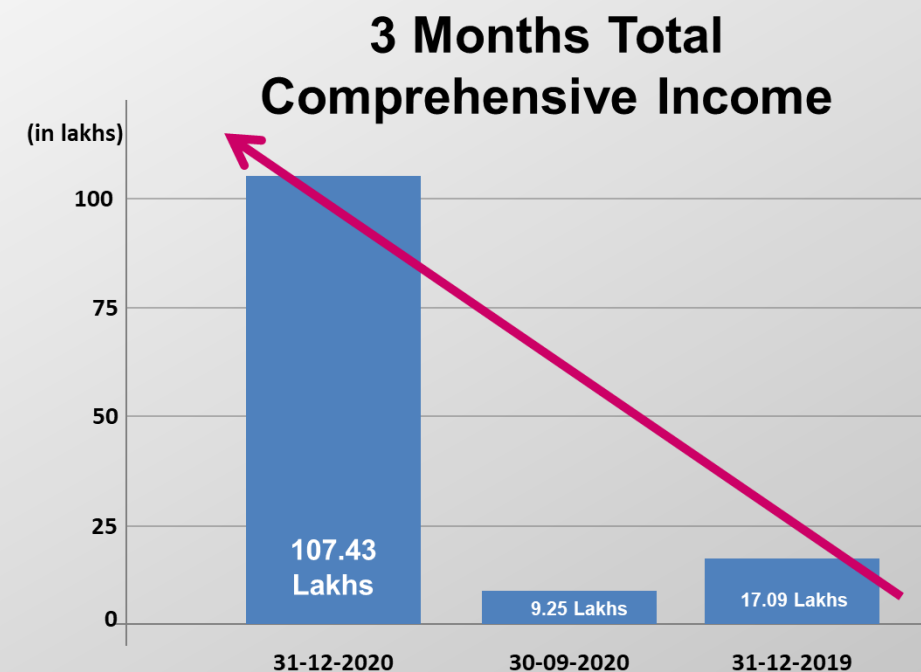
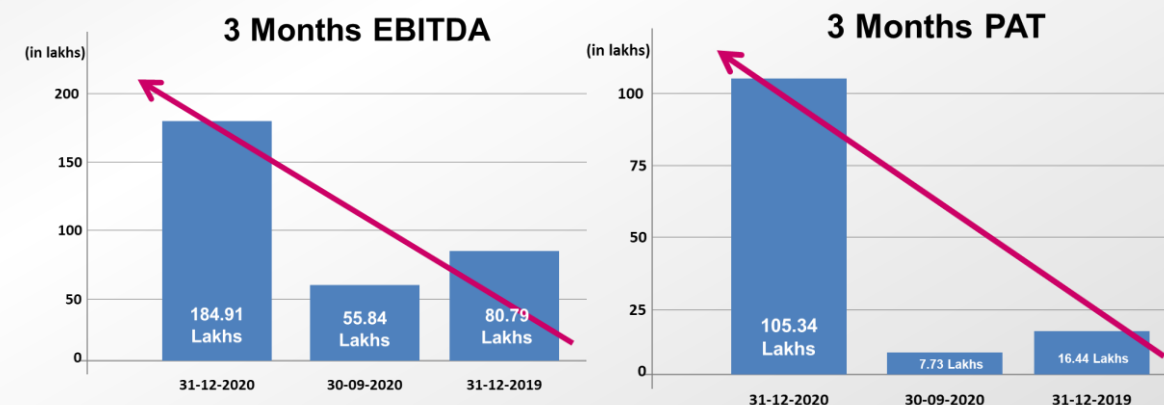
Q3 Key Highlights

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	

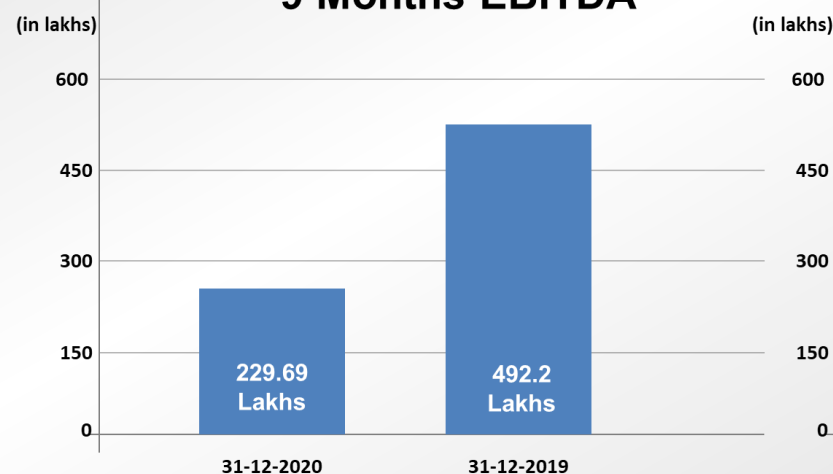


Financial Performance (for Quarter ending 31.12.2020)

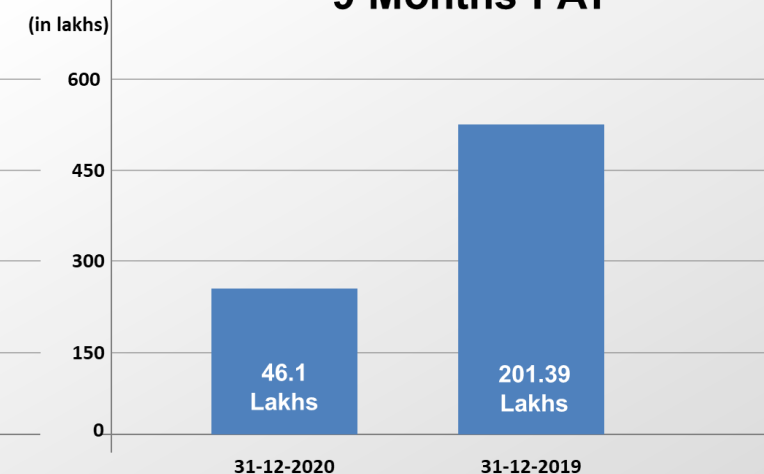
REVENUE (9 MONTHS)	(in lakhs)	
	31-12-20	31-12-19
Revenue from operations	2180.21	3238.47
Other Income	55.58	74.01
Total Income	2235.79	3312.48

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

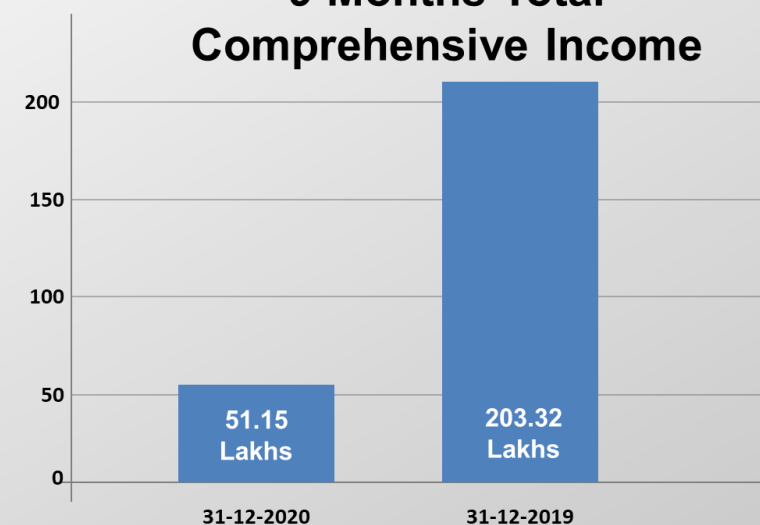
9 Months EBITDA



9 Months PAT



9 Months Total Comprehensive Income



Agenda



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care

Overview

Financial Performance

Q3 Key Highlights

Strategy going forward

Q3 Key Highlights



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care

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

WEAKNESSES

- Single Specialty
- Presence only in South-India

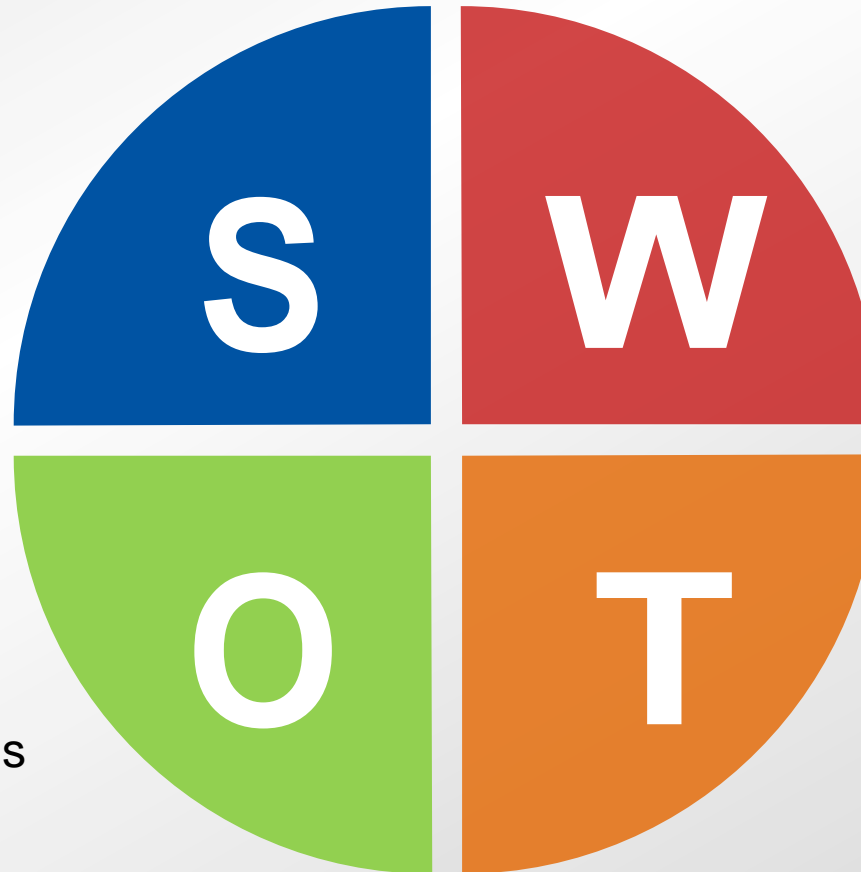
EXTERNAL

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



Agenda



LOTUS EYE HOSPITAL & INSTITUTE

Over 3 Decades of Excellence in Eye Care

Overview

Financial Performance

Q3 Key Highlights

Strategy going forward

Strategy Going Forward >>



Limelight
on centre excellence



Output-outlay
efficiency



To 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

Over 3 Decades of Excellence in Eye Care

Thanks!

Any questions?

You can reach us at:

companysecretary@lotuseye.org





भारतीय प्रतिभूति
और विनिमय बोर्ड
Securities and Exchange
Board of India

Deputy General Manager
Compliance and Monitoring Division-1
Corporation Finance Department

SEBI/HO/CFD/CMD1/OW/P/2020/21776/1

December 14, 2020

To,

Lotus Eye Hospital and Institute Limited
770/12, Avinashi Road,
Civil Aerodrome Post,
Coimbatore – 641 014

Madam/sir,

Sub: Warning in relation to non-compliance with the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('LODR Regulations')

1. This has reference to the outcome of board meeting held on September 24, 2020 and disclosure(s) pursuant to regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (LODR Regulations).
2. It is noted that educational qualification of Ms. Sangeetha has not been accurately stated in the public domain. Although she has attended the entire 5-year M.Sc. course, the fact that she has not obtained her final degree has not been disclosed explicitly in the aforementioned announcement.
3. You are hereby advised to be cautious in future and ensure that accurate and proper disclosures are made by the Company.
4. Further, it is advised to place this letter before the board of directors of the Company and to disseminate the same to the stock exchanges.

Yours faithfully,

Amy Durga Menon