



**HOYA**

**SURGICAL OPTICS**



**PANORAMA**

**HOYA Medical India Pvt. Ltd.**

**Edition  
Q3 2015-16**

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# FROM THE EDITOR'S DESK



Dear Colleagues,

It gives me immense pleasure to bring forth another issue of our official magazine PANORAMA. This issue has covered the happenings and celebrations of the festive season, along with the updates of different events and activities. It is an attempt to relive the precious moments and achievements in the last quarter of the year 2015- 16.

It is heartening to witness the growth of the members of the entire team in 2015. The challenges have made us more competent to overcome every situation together. I wish that we all keep up our spirits and continue to work with togetherness. Let's aim to establish a whole new set of benchmarks in this new year and make it another success.

Thanks,

**Baljeet Sharma**



# FROM THE MANAGING DIRECTOR'S DESK



Dear All,

Year 2015 has been very fulfilling & significant year for HMIN. Both top line & bottom line has been very consistent & are performing better than expected. Key highlights of Dec / YTD are:

- Highest ever IOLs sales have been reported in December. Both in Units, as well as in revenue.
- YTD YoY growth is approx. 120% .
- Publication on HOYA's IOL study in "Journal of Pediatric Ophthalmology & Strabismus" by Indian Doctors– Prof. Jagat Ram, Jaspreet & Savleen
- Media coverage on HMIN's rapid progress & contribution in Indian Ophthalmic Industry by NE TV.

Many activities have been planned in 4Q to further strengthen our business in India, including the 1st visit of HSO's CEO Mr John Goltermann, in month of February. We have also started working on 2 key findings of HSO's survey:

1. **Training:** We have discussed & agreed for e- learning course & are rolling out from February.
2. **Resource:** Identified the HQ/people & started putting them on 3rd party contracts.

We have also decided to conduct interdepartmental feedback sessions to further improve collaboration and accountability with HMIN team members. In sum total, the year 2015 had been good for HMIN and it seems that year 2016 is going to be even more promising & glorious. Last but not the least, I'd like to congratulate the **3Q award winner:**

1. **Sales:** Mr Nishant: 3Q tgt vs Ach :123%, YTD: 108% & Growth YoY is 148%
2. **Support:** Ms Kirandeep Saluja

Good luck & all the very best for 4Q/Annual closing!

Warm Wishes,

Mukesh

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## MARKET UPDATES

### HMIN PARTICIPATION IN MID DOS MEETING ON 5TH & 6TH DECEMBER, 2015

Hoya India participated in the mid Delhi Ophthalmologic Society on 5th and 6th December, 2015 which was held at the Zoravar Hall, New Delhi. HMIN team had set up premium informative stall about the iSert Intra Ocular Lens made with HOYA technology. The HMIN also rendered sponsorship for the session. The chairs of the entire hall were covered with HOYA back covers. The session was scheduled for two days, and commenced with the cordial welcome of the audience and participants.

The primary focus of the session revolved around the Intra Ocular Lens, eye procedures and the progressions in the solutions. The session enclosed a number of informative and scientific presentations from the reputed ophthalmologists, and consisted knowledge domain about the new ocular technology. The presentations demonstrated information about the new generation of Intra ocular lens and few of the eye procedures. Some of the key scientific presentations which were included in the event were from:

#### **Dr A.K. Grover**

Dr. Grover represented a presentation on the “New generation Aspheric IOL”. The presentation put the central focus on preloaded Intra Ocular Lens and also the Aspheric Balanced Curved Design of the lens.

#### **Dr Noshir Shroff**

Dr. Shroff represented a presentation on the “Customized Cataract Surgery”. The presentation highlighted the significance of selection of Intra Ocular Lens with respect to the Spherical aberration and higher order aberration which was based on Hoya iTrace Surgical workstation.

#### **Dr Samarsh Srivastava**

Dr. Srivastava acquainted the audience about the role of angle alpha on premium Intra Ocular Lens. Doctor also recommended HOYA ABC lenses for the angle alpha which is more than 0.4mm.

## MARKET UPDATES

HMIN Participated in **MOSCON** held from 23rd to 25th October. We participated through a stall and also had two talks on our lenses in the cataract hall. Dr. Siddharth Bokil spoke on iSert 251, through the topic of New Generation Aspheric IOL. Dr Suhas Haldipurkar presented a paper on iSert 351.



HMIN also participated in **IRRSI** on 3rd & 4th October. We participated with one stall and had a talk on Toric by Dr. Devesh Sharma. Further to this, HMIN took part in the **UVEA** conference held at Pondichery on 24th and 25th October and in **GOS** held at Anand on 24th 25th October. A Counsellor Training was conducted at Narang Eye Hospital by Nitin in October, 2015.

**Dr Jagat Ram & Dr Kapil Vohra** conducted a **live surgery** and also delivered a scientific talk on Preloaded IOLs in Chandigarh Ophthalmic Society. Under the Andhra Pradesh Ophthalmic Society, CME and **Counsellor Training** was organised at ASG Eye Hospital.

## QUARTERLY AWARDS FY 2015- 16

*There are no secrets to success. it is the result of preparation, hard work and learning from failure. -Colin Powell*

The entire HMIN team heartily congratulates Mr. Nishant Roy and Ms. Kirandeep Saluja for excelling in their respective domains and securing the quarterly award!

### SALES



### BACK OFFICE



# HAPPENINGS

## DIWALI CELEBRATION

HMIN has been following the culture to celebrate every festival and birthday occasion of its team members, together under one roof. We at HMIN believe in building a team which not only works together but also respects, trust and cares for fellow team members.



The festival of Diwali is a medium to illuminate the lives of the people and Diwali Celebrations at HMIN was an attempt to enhance the bond among the team. The festival of light brings along much happiness and sparkles the positive vibes around us. The light we ignite on Diwali shows the way to peace and harmony. It lightened the spirit of love and prosperity among the employees.





# HAPPENINGS

Diwali, the festival of lights, is an ancient Hindu festival celebrated each year with full spirit and devotion. Hindus across the world celebrate Diwali in honor of the return of Lord Rama, his wife Sita and his brother Lakshmana from exile of 14 years after Rama defeated Ravana. Team HMIN celebrated this festival whole heartedly and also spread its wishes through this card:



## Shubh Deepawali

Dear


On behalf of the entire team of HOYA Medical India Private Ltd we would like to wish you and your family a Happy Diwali that shall bring rejoice, prosperity and positivity to your home. May every aspect of your life become as luminous as the lights that gleam in the diyas and exciting as the marvellous night sky on the Festival of Lights.

HMIN is fortunate to have you as a part to the team and takes pride in your contributions on each step. It is an old say that home is where the anchor drops and family is the anchor during the tough times. We honour the time that you and your family has given us. It has helped us to come this far and as you are aware that in H1 HMIN performance is 109% of the budget and we are sure that it shall continue throughout our journey.

Wishing this Diwali brings prosperity and opportunities to you, your family and your HMIN family to work together, prosper and conquer the tough times.

Please accept the token of appreciation for you and your family on this auspicious occasion of Diwali.

Warm Regards,



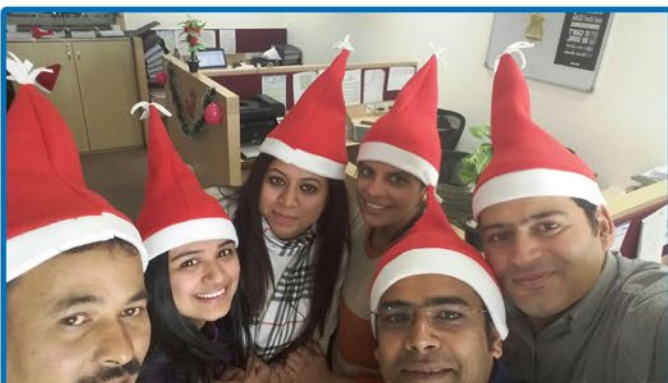
**Managing Director**                      **H.R. Department**                      **Finance Department**

# HAPPENINGS

## CHRISTMAS CELEBRATION

The good times are a treasure of the present and are the golden memories of the future. We at HMIN attempt to provide our team with thousand memories of joy and togetherness. Christmas is the festival, which becomes more merrier when celebrated together.

Christmas celebrations at HMIN are put up to boost the spirit of employees. The festival celebrations are the times where one gets a chance to strengthen the bond with each other and share the joys of life. This year, the celebrations acted as a medium, which brought out the holiday spirit that the employees kept inside jars. They were all opened upon on the arrival of this occasion.



# HAPPENINGS AT HMIN

## BIRTHDAYS

Neha Sharma	25th October
Baljeet Sharma	30th October
Dominic Joss	9th November
Vikash Chaturvedi	18th November
Vinay Kumar	22nd November
JR Rajkumar	29th December
Purvash Trivedi	30th December



*Birthday celebrations at HMIN*



*Unity is strength...  
when there is teamwork  
and collaboration, wonderful  
things can be achieved.*