

PREVIEW

DON'T MISS...

Upcoming DORC-supported scientific symposia, live surgery and events to share current experiences and insights:

- **Phaco Forward Symposium**, XXXIII Congress of the ESCRS, Barcelona, Spain; 6 September 2015.
- **Rising to the Challenge Symposium**, 15th EURETINA Congress, Nice, France; 19 September 2015. Sharing vitreoretinal perspectives on technology advances for complex vitrectomy surgery.
- **DORC booth presentations at AAO 2015 annual meeting**, 14-17 November 2015, Las Vegas, USA.
- **First FLOREtina 2015**, Florence, Italy, 10-13 December 2015: live surgery session, participating surgeons include Dr Carlos Mateo (Spain), Dr Pierre-Olivier Barale (France) and Dr David Chow (USA), followed by a surgical symposium organized by DORC.
- **Frankfurt Retina Meeting 2016**, 19-20 March 2016, including live surgery, lectures and faculty panel discussions.



DORC app

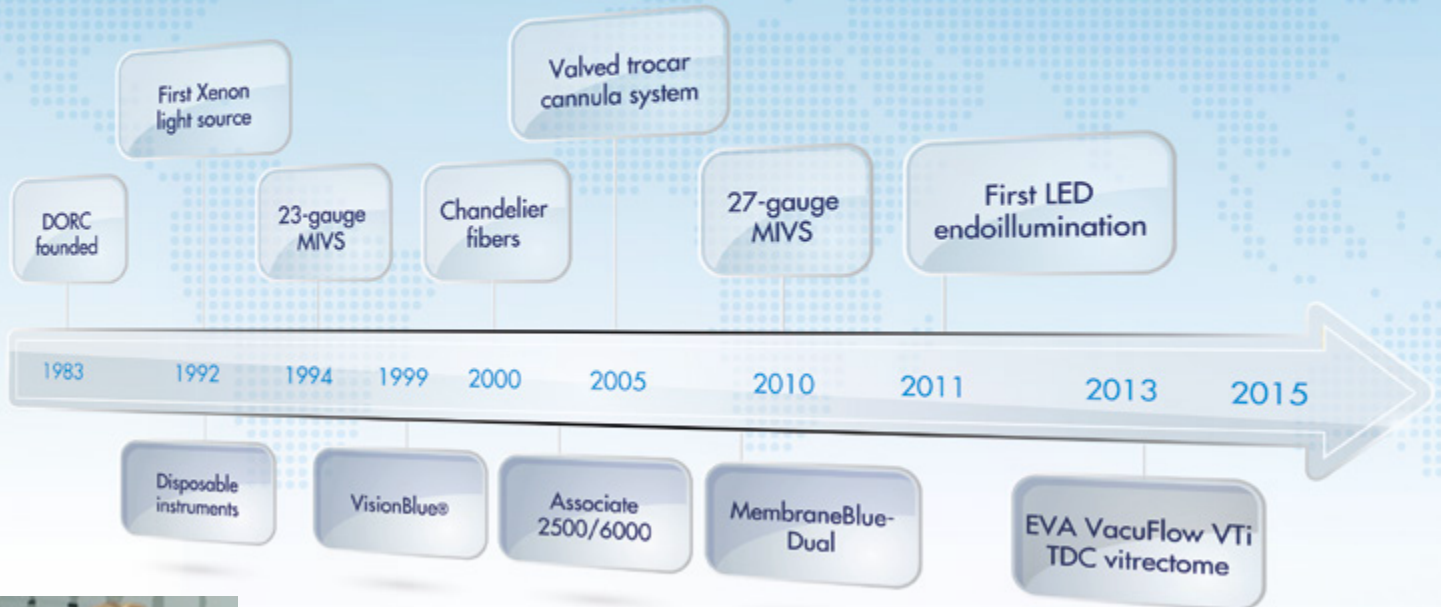
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inspiration by DORC



STRONG GROWTH PERFORMANCE WILL STRENGTHEN INNOVATION

explains Ilze Timmers, Chief Executive Officer, in a discussion about recent business performance and New Product Development strategy

Q. How has DORC's worldwide business performed over the past year?

The MBO and investment by Montagu Private Equity in early 2014 has strengthened the company's capabilities to accelerate implementation of our ambitious growth plans. Over the past 18 months, DORC has invested heavily in sales support to underpin rapid market expansion in Europe, Japan, the United States and Latin America, and we continue to build on an established R&D platform.

As a market-leading provider of innovative instruments, equipment and surgical liquids for ophthalmic surgery, DORC has consistently outperformed over the past 5 years, with annual turnover growth of 15% or higher. We expect to generate over €100 million of sales in 2015, which is a terrific achievement, driven by our teams, but also by leading technology, pioneering product development and high design quality.

The EVA ophthalmic surgery system, in combination with our ultrahigh-speed high flow TDC vitrectome, provides a unique solution that offers surgeons a high-efficiency alternative to established surgical machines.

Q. What characterizes DORC's approach to new product development?

DORC has a 32-year heritage of innovation and excellence, built on strong enduring personal relationships with leading ophthalmic surgeons dedicated to enhancing surgical performance. Our company was founded on the belief of improving eye surgery, and we are passionate in our pursuit of this goal.

Approachable and responsive OR support remains a distinctive hallmark of our research and development culture. We collaborate with top surgeons to originate novel or better surgical techniques or approaches. We believe this is the best way to advance surgical technology for improved outcomes.

Our in-house R&D team is set to grow further, which will help speed up execution competencies in priority surgical technologies and emerging techniques. Instrumentation and materials development is an ongoing priority, with a focus also on opportunities in under-served niche markets, such as corneal transplantation and surgical management of retinopathy of prematurity, and to further develop our existing platforms such as EVA.

“ **Multiple refinements in ophthalmic surgery lie ahead.** ”

Ilze Timmers CEO, DORC International

Productive R&D is about listening attentively, being curious about future next steps in surgical ophthalmology, and turning promising ideas quickly into effective solutions that will make a difference. Advances in microincisional surgery systems now give ophthalmic specialists the technology to perform faster surgeries with improved safety performance, and in a cost-effective manner. Multiple refinements in ophthalmic surgery lie ahead, and we are committed to what we do best - continuing to deliver to ophthalmology. ■



WE'RE PURSUING WORLD-CLASS PERFORMANCE

says Dirk Lijnzaad, Chief Operating Officer, speaking in an interview exploring R&D investments and emerging opportunities

Q. What investments are planned in the R&D space?

World-class medical device companies typically invest close to 6% of net revenue on R&D each year. But what you do invest should be spent prudently and efficiently. We aim to increase overall investment levels in new product development, to improve speed to market performance and outcomes achieved. We are strengthening our R&D team with the addition of highly qualified engineers, representing a significant 35% increase in overall capacity.

The challenge initially is to create smart solutions that surgeons want, the next challenge is to make sure those solutions are available in the right quantity for the right customer and third, to prepare and plan successor technologies that match or exceed user requirements in future years.

Q. As DORC expands, how will the company bolster global supply and technical service capabilities?

We have completed a comprehensive management review of all internal projects and have targeted completion of identified priority programs, across regulatory affairs, logistics and manufacturing supply, and growth products. Implementation of lean-manufacturing techniques has helped streamline internal processing controls, and assembly times for equipment and instruments have fallen. We are determined that the organization is well placed to support future new market launches and geographic expansion with assured continuity of supply and the maintenance of excellent service standards.

As a small to mid-sized company facing strong early demand for an innovative surgical machine and vitreous cutter technology, we have faced short-term inventory supply challenges. Frankly, we underestimated the recent rapid surge in demand for the company's new products. Improved supply planning and dedicated capacity increases are put in place to ensure we can meet and exceed our customers' expectations.

Q. Can you comment on emerging opportunities?

Our technical customer service strategy will continue to evolve to match surgeons' needs as we expand and consolidate within multiple national healthcare systems. DORC is dedicated to delivering superior service support.

“ **DORC is dedicated to delivering superior service support.** ”
Dirk Lijnzaad COO, DORC International

Next year our customers should see a slightly different DORC when it comes to responsiveness to emerging innovations. Our market integration remains strong, as we continue to look to modify and improve on existing technologies or solutions, and to react fast always to emerging surgeon preferences. ■

FACTS AT A GLANCE (As of August 2015)

<p>>€100^m DORC's projected revenue for 2015</p>	<p>~15% Average revenue growth for the past 5 years</p>	<p>80+ Number of countries where DORC products are sold. Direct organization in Austria, Belgium, Brazil, China, Finland, France, Germany, India, Italy, the Netherlands, Norway, Spain, Sweden, UK, USA</p>
<p>35% Committed increase in R&D team for 2015</p>	<p>~4% Amount of annual net revenue invested in R&D</p>	<p>SIX Additional EVA registrations obtained since January 2015: Japan, USA, Argentina, Mexico, Brazil, and Belarus</p>
<p>NINETY Dedicated DORC service engineers</p>	<p>1.4^m Additional investment in service since July 2014</p>	<p>250k Number of procedures performed using EVA since launch</p>

ADVANCING SCIENCE AND TECHNIQUES IN VITREOUS SURGERY

LEUVEN RETINA MEETING 2015

During live surgery broadcast from Amsterdam, Leuven, Paris and Verona in the opening session of the Leuven Retina Meeting (LRM) 2015 Congress, Belgium, 23-25 April 2015, surgeons discussed surgical plans and techniques for a range of complex vitreoretinal cases and combined phacoemulsification and vitrectomy procedures.

Prof Peter Stalmans from Leuven explained that by using smaller, more flexible 27-gauge instrumentation, less force tends to be exerted on the eye, which probably contributes to quiet postoperative eyes.

Seven takeaways from LRM15 vitreoretinal surgery presentations:

- There is a sound rationale for ILM peeling in eyes undergoing retinal detachment repair, helping prevent development of macular pucker, noted Dr Gaurav Shah (St. Louis, USA).
- Dr Andreas Mohr (Bremen, Germany) said his preferred vital staining approach for effective macular surgery is to use a combination dye containing trypan blue, brilliant blue G and 4% polyethylene glycol (PEG), for best contrast and best intensity staining of multiple membranes.
- Using a soft-body two dimensional cutting (TDC) vitrectome and the EVA surgical system, aspiration flow remains constant and high irrespective of the cut rate used, with a high cutting speed helping reduce unwanted traction, explained Prof Stalmans.
- Postoperative complications following surgical biopsy for ocular tumor are rare, explained Dr Heinrich Heimann (UK)
- Smaller gauge vitrectomy provides faster surgeries and quieter postoperative eyes, said Dr Fanis Pavlidis (Cologne, Germany).
- Technological advancements such as perfluorocarbon liquids, safer and more powerful light sources, and refined fluidics control using modern vitrectomy machines have all helped to improve the surgical management of proliferative vitreoretinopathy, highlighted Dr J. Michael Jumper (San Francisco, USA).
- New silicone oils have been shown to be more resistant to emulsification, explained Prof David Wong (Liverpool, UK).

“Using a soft-body TDC vitrectome and EVA surgical system, aspiration flow remains constant and high irrespective of the cut rate used.”

Peter W. Stalmans, MD, Leuven, Belgium

DORC AT ASRS 2015 ANNUAL MEETING, VIENNA

More than 250 congress delegates attended DORC’s 4th annual live surgery symposium July 10 2015, held ahead of this year’s annual meeting of the American Society of Retina Specialists (ASRS) in Vienna, Austria. Dr Asheesh Tewari in Detroit (USA), Dr Luigi Caretti in Rovigo (Italy), Dr Joachim van Calster in Leuven (Belgium), and Dr Colin McCannel in Los Angeles (USA) performed live vitreous surgery during broadcast presentations. ■



EXPERT PERSPECTIVES ON DORC-INSPIRED TECHNOLOGY MILESTONES

VISIONBLUE®

“Since it was commercially introduced, trypan blue ophthalmic solution (VIsionBlue®) has gained widespread use and has had a huge impact on improving the overall safety of cataract surgery. Ophthalmic uses of VisionBlue® as a vital stain have progressively extended to other anterior segment surgeries beyond cataract extraction.”

Minas Coroneo, MD, Sydney, Australia

27G 27-GAUGE MIVS

“One potential advantage of 27-gauge technology is the improved precision of the smaller instruments. The instruments allow for precise delamination of taut epiretinal membranes and internal limiting membrane. In practice, this can simplify the approach to complex preretinal membrane removal and increase surgical efficiency.”

Gaurav K. Shah, MD, St. Louis, USA

“...constant high aspiration flow, when used in combination with the EVA phaco/vitrectomy surgical system, helps ensure excellent fluidic stability throughout the procedure.”

Fanis Pavlidis, MD, Cologne, Germany

EVA

“Ophthalmic surgeons are now working with equipment and instruments that outperform by far what was available 5 or 10 years ago. Further improvements with respect to surgical control, choice or safety are welcome steps forward, both for physicians and patients. Using the EVA VacuFlow VTi system, vacuum flow can be useful during core vitrectomy for high speed vitreous removal, while flow control provides greater safety when working close to a detached retina.”

Peter W. Stalmans, MD, Leuven, Belgium

TWO DIMENSIONAL CUTTING VITRECTOME

“The TDC vitrectome provides high efficiency core vitrectomy removal and the constant high aspiration flow, when used in combination with the EVA phaco/vitrectomy surgical system, helps ensure excellent fluidic stability throughout the procedure.”

Fanis Pavlidis, MD, Cologne, Germany ■

