

SightLife India Partner Program

A Retrospective Study
of Outcomes
2010-2013

22nd February, 2014



Dear Partners & Colleagues,

22nd February, 2014

As SightLife India enters its fifth year it seems appropriate to do a retrospective review of our collective accomplishments since 2010. The study reflects the drive, passion and discipline that you have put into growing your eye banks and achieving results. Overall your transplant growth rate is 19% annually and with your Hospital Cornea Retrieval Programs (HCRP) the growth is over 41% annually! Collectively, since 2010 your incremental growth has benefited over 9,792 Indian recipients.

The growth reflects many of you taking on additional responsibilities, hiring new managers and staff, moving into new facilities, learning new skills, becoming trainers, and challenging the status quo. Eye donation counselors have become more valued, with investments of training and incentive plans resulting in counselors increasing their approaches and consents. Hospital services is becoming a standard part of HCRP programs, maintaining and improving relationships with key hospitals. Your efforts are creating and building professional eye banks at a much faster rate than has been seen before, in any country.

Beyond your growth there are a number of other measurements of success. Many of you have become significantly more financially sustainable, as processing fees and higher volumes help cover the actual costs of eye banking. Eye banks using the EBAI-SightLife Corneal Distribution System are now able to meet the needs of patients around the country by sharing their extra corneas. Quality is becoming a key focus, with partners putting the Standard Operating Procedures and systems in place that will enable you to meet India Medical Standards and pass both Certification and future EBAI/NABH Accreditation.

One key area that is not easily measureable, but is very exciting to see is the building of collective focus on best practices. The success of the program is based, not just on SightLife knowledge, but the expertise and experience of all partners. The success from your eye bank will in turn inspire other eye banks across the country and region to grow and soon a difficult challenge will be overcome. I look forward to all of us not only being open to learn, but also willing to share, as we continue this journey together.

Best Regards,
Manoj Gulati
Country Director

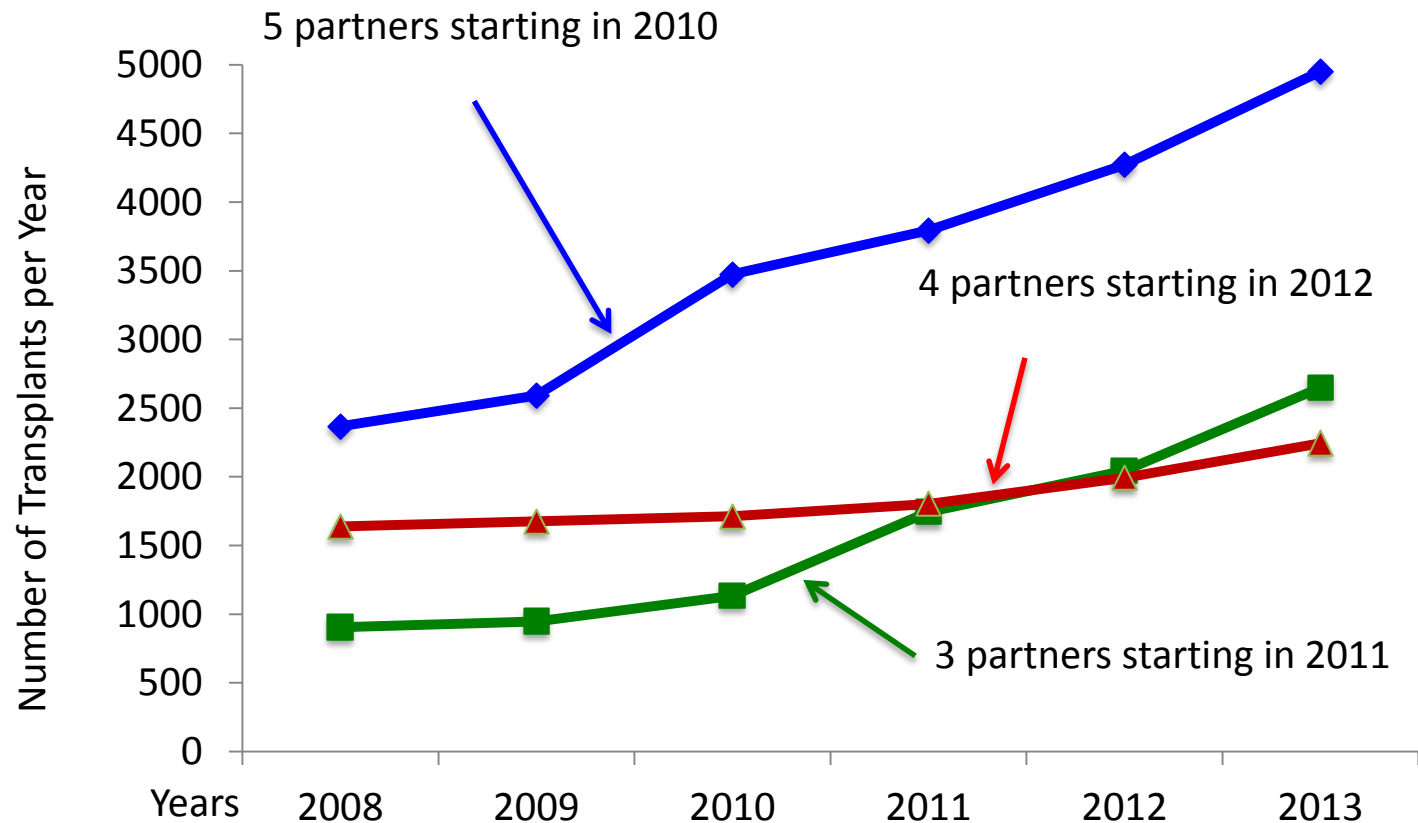
SightLife India

2010-2013 Partner Program Summary

- Partner transplants grew 7% annually prior to partnership, compared to 19% annually during partnership*
- SightLife program support focuses on HCRP, partners grew HCRP programs 41% annually since 2010
- Since 2010, partners have generated 9,792 additional transplants above their pre-partnership baseline
- SightLife partner focus is on eye banks with the capability and motivation to scale through HCRP, commitment to financial sustainability and commitment to exceeding India Medical Standards

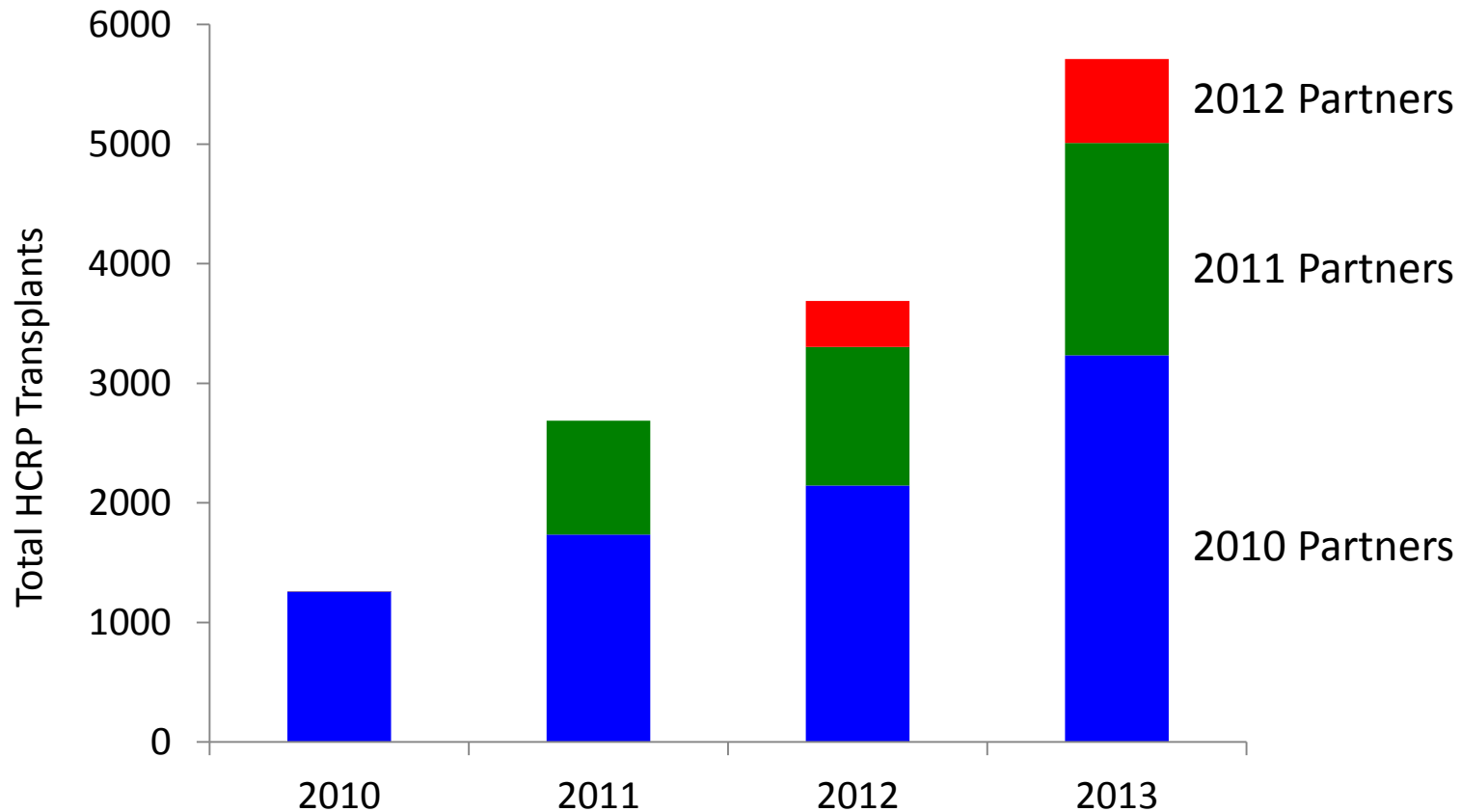
** Data is based on Eye Bank Association India data, except where direct eye bank data is available*

SightLife partner eye banks grew at 7% annually pre-partnership and at 19% during partnership*



*Data on this slides represents EBAI data unless direct eye bank data was available

SL Partners have grown their Hospital Cornea Retrieval Programs (HCRP) 41% annually*



Other Program Highlights

- ✓ EBAI-SightLife-Sightsavers-ORBIS project to establish Accreditation program
 - SightLife provides accreditation documentation and trains assessors
- ✓ EBAI-SightLife Corneal Distribution System (CDS) – Pilot project to provide excess tissues to surgeon across country, based on medical priority
 - 955 tissues distributed in 2013
- ✓ SightLife supports shift to intermediate term media
 - Sources and subsidizes Optisol to preserve excess tissues for distribution
 - Provided formulation and testing to AuroLab for Cornisol development
 - Supporting final testing for latest version
- ✓ Facilitated NPCB-EBAI-Vision2020-IAPB meetings to propose a joint recommendation for updates to the 2009 NPCB Eye Banking Guidelines
- ✓ Taught tissue evaluation workshops in Kolkata, Hyderabad and Delhi
- ✓ Established India's first technician led pre-cutting centre at RIEB
- ✓ Initiated QA program to prepare all partners for EBAI/NABH Accreditation program
- ✓ Initiated Delhi Centralized HCRP, a joint project to reduce Delhi/NCR waiting lists
 - ✓ 973 transplants for 2013 (107% growth)
 - ✓ 639 optical transplants for 2013 (113% growth)
 - ✓ Consent rate growth from 12% to 32%