

“The surface that the bone was waiting for”

Interview with Klockner Implant System

Klockner Implant System recently launched their new implants surface Contacti in Barcelona/Spain, a city renowned for its spectacular architecture and timeless design. On the occasion of this product launch, Klockner Implant System discussed their products, scientific standards and a company philosophy which likewise strives for a unique design and consistent scientific properties in their products. In their interview with implants: international magazine of oral implantology, they also gave an outlook on future developments of the international implant market.

How would you describe Klockner Implant System's current situation?

Klockner Implant System is experiencing a key moment: We are about to complete 30 years of history, consolidating our position in the market as a company whose mission is to help doctors achieve excellence and offering the best products for each of the phases of implantological treatment. Moreover, this year has been packed with novelties: We have recently signed our 5th university chair and we have reached an agreement with the company Integration Diagnostics Sweden to sell their product PenguinRFA. Internationally, we have initiated activities in Italy through

Klockner Italy and we have signed numerous distribution agreements in the Middle East. Moreover, we have launched our new titanium Optimum that improves mechanical properties of the implants. To end a great year, we have just introduced our new surface Contacti after 15 years of research. With all these developments, we manage to face the future of the company with optimism and look forward to completing our biggest challenge of being present in 25 markets by the year 2019.

Elaborating on the new surface Contacti. What is expected from this launch?

Contacti places Klockner Implant System at the forefront of worldwide implantology. It has taken 15 years of research to develop a surface that greatly accelerates biological stability, allowing implant loading within four weeks. In addition to working on treatment time by shortening the period of instability that exists between the mechanical and biological stability, Contacti makes the surface ideal for immediate and early loading. Contacti also ensures bone formation, providing safety in risky patients. Klockner is very proud to finally be able to offer a product of such

Figs. 1 & 2: Inspired by nature and the harmonious architecture of Barcelona, where the company's new implant surface Contacti was launched, Klockner Implant System strives for modern, biocompatible products which accelerate implant stability.

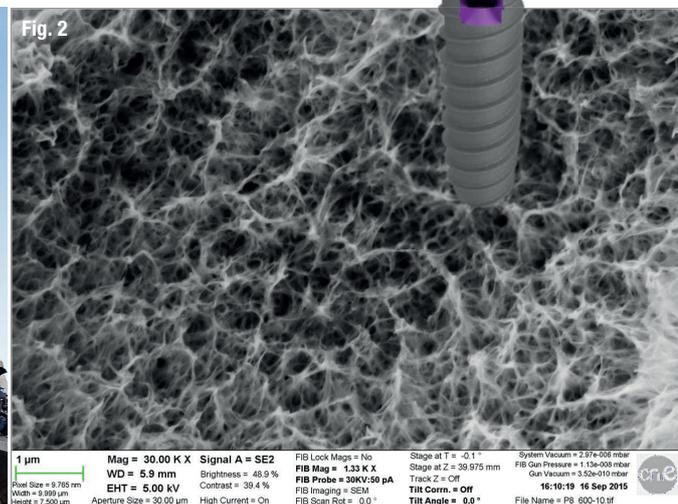




Fig. 3: The Klockner family with the Scientific Committee members and company owners Mercedes Roldán and Alejandro Padrós as well as Daniel Díez, the CEO of Spain and Portugal, during the launch of ContactTi in Barcelona in September.

quality and relevance to the market, which brings many benefits to doctors and patients. There is no way to expect anything other than a very large market acceptance.

Can you explain Optimum to us?

Optimum is a project jointly developed between ZAPP and Klockner Implant System that started in 2012. In summary, it is a new way to treat titanium that allows to improve the mechanical properties of it. As a consequence, we are able to provide the market with all guarantees for our 3.0mm platform switching implant.

What are the main requirements for Klockner when launching a new product?

There are two main points that we want to highlight in all our products: quality and scientific rigor. Regarding quality, our production features the lowest tolerances and adjustments on the market according to internal studies. With respect to science, we work on three important areas: a) Scientific support: We want to be known as a scientific company and for that we need that all our products to have scientific support due to scientific publications in dental magazines. b) Product development: taking in to account the input from the market, universities, KOL and R&D, and based on the scientific literature we decide if we have to develop new products for our systems or not. c) Innovation: like with ContactTi, our company is able to launch a 100 per cent original and unique product on the market.

How do collaborations with external entities contribute to the development of new products?

Since its foundation 30 years ago, Klockner Implant System has been renowned for investing in science, and we have been working with university chairs from the very beginning. Today, we have five university chairs and more than 30 collaborations with other

educational institutions. Without research in these institutions, there would be no other way to achieve the quality and scientific rigor of Klockner Implant System products. We are proud to have chair directors Dr Pablo Galindo (University of Granada), Dr Jose Maria Manero (UPC Barcelona), Dr José Nart (UIC Barcelona), Dr Pedro Bullón (Universidad Sevilla) and Dr Manuel Fernández (San Pablo CEU).

What is the strategy of your company in terms of education?

Every year, Klockner Implant System develops an education plan with more than 100 courses in different formats, such as workshops, monographic courses, masters, clinical courses, participation in external events and organising small and large events such as Meeting Friends that, in 2015, received more than 1,000 attendees. In this sense, we are mainly striving for two things: to teach our customers how to get the maximum of versatility from our product portfolio, which is designed to provide solutions for all clinical cases in each phase of the treatment. We also seek to promote the constant development of dental medicine, helping doctors to update and improve their knowledge.

Thank you for the interview. _

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Klockner Implant System—Soadco S.L.

AVGDA. FITER I ROSSELL 4 BIS LOCAL 2
 ESCALDES-ENGORDANY [AD700]
 PRINCIPAT D'ANDORRA
 Tel.: + 376 800.590
 Fax: + 376 800.594
 info@klocknerimplantsystem.com