

EMERGING MARKETS

Thomas Pollatz
Marketing Manager
Varian Brachytherapy

Varian Medical Systems

Fair Balance Safety Statement



Intended Use Summary

Varian Medical Systems' afterloaders are indicated in the treatment of both benign and malignant disease, for both curative and palliative intent, in the delivery of remote controlled high dose rate brachytherapy for conditions anywhere in the body where brachytherapy treatment is indicated.

VariSeed™ is a software application for planning and evaluating brachytherapy procedures for the treatment of prostate cancer. It facilitates preoperative planning and postoperative evaluation as well as intraoperative planning and evaluation.

Vitesse™ is a treatment planning software application used by medical professionals to plan, guide, optimize and document high dose rate brachytherapy procedures.

Safety

Radiation treatments may cause side effects varying with the part of the body being treated. This may include, but not be limited to irritation to the mouth, respiratory system, digestive system, genitourinary system, fatigue, nausea, skin irritation, and hair loss. In a minority of patients, side effects can be severe. Typically, the side effects are temporary. Radiation treatment is not appropriate for all cancers. Treatment sessions may vary in complexity and time. Patients should discuss the treatment and side effects with their physicians before starting.

Side effects of applicator placement and/or implantation may occur. These side effects may include, but are not be limited to, localized discomfort, bleeding, and infection or other localized side effects based on the location the applicator is placed. Patients should discuss the treatment and side effects with their physicians before starting.

Medical Advice Disclaimer

Varian as a medical device manufacturer cannot and does not recommend specific treatment approaches. Individual treatment results may vary.

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Challenges



Guidelines for imaging, contouring, applicator reconstruction & planning

Brachytherapy expertise

Lack of infrastructure

Access to required equipment & tools

Level of reimbursement or GYN standards of care



Varian Focus



Innovation

Speed

Accuracy

Integration

Accessibility

Safety

Varian Initiatives



Research Collaborations & Funding

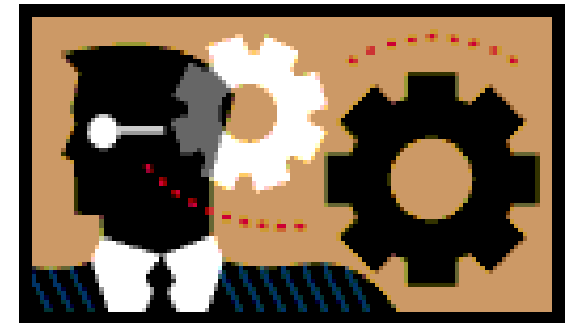
Clinical Education Programs

Research & Development

Alliances with Clinical Societies & Partners

Reimbursement Lobbying

Patient Advocacy



Creative solutions that solve real problems

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Research Collaboration



Varian invests **\$6,500,000/year** on research collaborations with customers

- 120 projects active worldwide
- 65 institutions

%	Region
56%	USA
25%	Europe
9%	Canada
8%	Asia and India
3%	Australia

- ✓ Individualized Adaptive Radiotherapy in Cervix Cancer – EMBRACE II, www.embracestudy.dk
- ✓ Image Guided Radiation Therapy in Cervical Cancers – Dr. Mahantshetty, Tata Mumbai

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Clinical Education



- Oncology Summits
- Varian & Brachytherapy User Meetings
- Regional Roadshows
- Advisory Boards
- Reference Site Programs
- Teaching Courses



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Clinical Education

GYNECOLOGIC
CANCER INTERGROUP

An Organization of International Cooperative
Groups for Clinical Trials in Gynecologic Cancers

- Webinars
- Centerline Magazine
- Varian Unite™ App
- Varian Patient Portal

The screenshot shows the myvarian website interface. On the left, there is a 'User login' section with fields for 'E-mail: *' and 'Password: *', a 'Remember me' checkbox, and a 'Log in >' button. Below the login fields are links for 'Create new account' and 'Request new password'. On the right, there is a banner for 'EVENT CENTER | WEBINARS' with a background image of a person's head. Below the banner, there is a 'Product' dropdown menu set to 'BrachyTherapy Accessories' and a paragraph of text: 'The Varian Webinar program consists of live online presentations delivered by Varian customers on various topics. Given the webinars are delivered once, they have been recorded and posted on MyVarian for your convenience.' Below this is a section titled 'BrachyTherapy Accessories/Applicators' with a table of recorded webinars. A blue circle highlights the 'Event Center' link in the left-hand navigation menu.

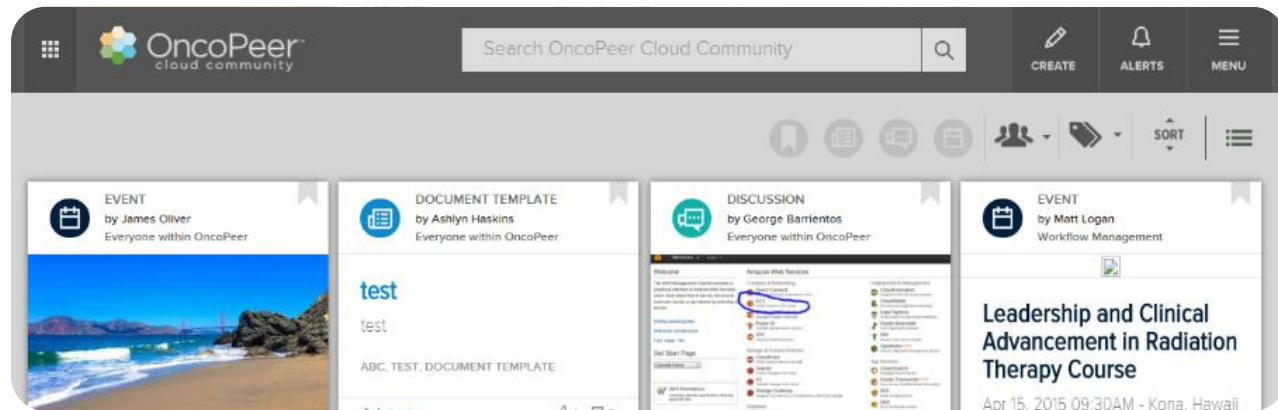
Home	Recorded Webinars	Title
→ Event Center	Events	
→ Training & Education	Webinars	1013
→ Installation & Support		2013
→ Advocacy Center		Sep 23, 2013
		Sep 13, 2013
		Aug 01, 2013

The screenshot shows the Varian medical systems mobile app interface. The top bar is purple and orange with the Varian logo and 'medical systems' text. Below the bar are several icons with red circular counters: 'Gallery' (66), 'Videos' (27), 'Web' (6), 'News' (1), 'Docs' (159), and 'Disclaimers' (2). The bottom bar is orange with the text 'Events'.



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Clinical Education



Come join the discussion, connect with your peers, and build your oncology community

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Research & Development

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CANCER INTERGROUP

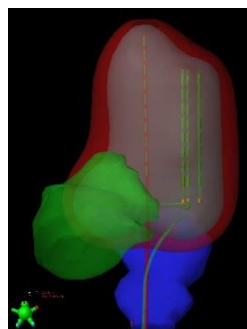
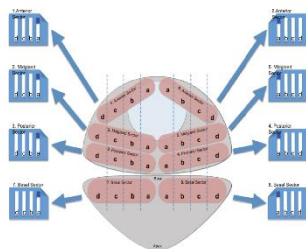
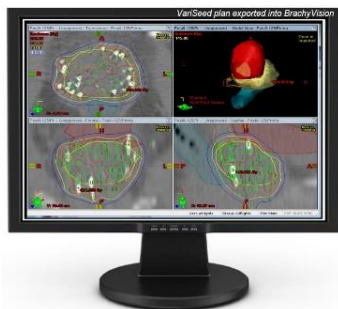
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Recent releases in Brachytherapy†

- BrachyVision™ 13.7
- Acuros® BV
- Vitesse™ 3.0
- VariSeed™ 9.0 with VariPath™* biopsy module
- Universal segmented and stump applicators (interchangeable parts)
- Interstitial Ring & Tandem with PEEK needles

† Some products might not be available in all markets. Please contact your local representative for specific product registration status in your country.

* Purchasable option of VariSeed.



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Imaging Flexibility

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Imaging Alliances

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Facilitating the transition to volume based imaging



Varian Brachytherapy Suite with
Siemens CT Sliding Gantry



Siemens MAGNETOM[®] Aera (1.5T)
Siemens MAGNETOM[®] Skyra (3T)

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Varian Government Affairs



Voice for the Radiation Oncology Community

- International Lobbying
- Reimbursement
 - Working with specialty societies on applications for new codes
 - Building data to demonstrate underutilization of radiotherapy
 - Private payer outreach and education

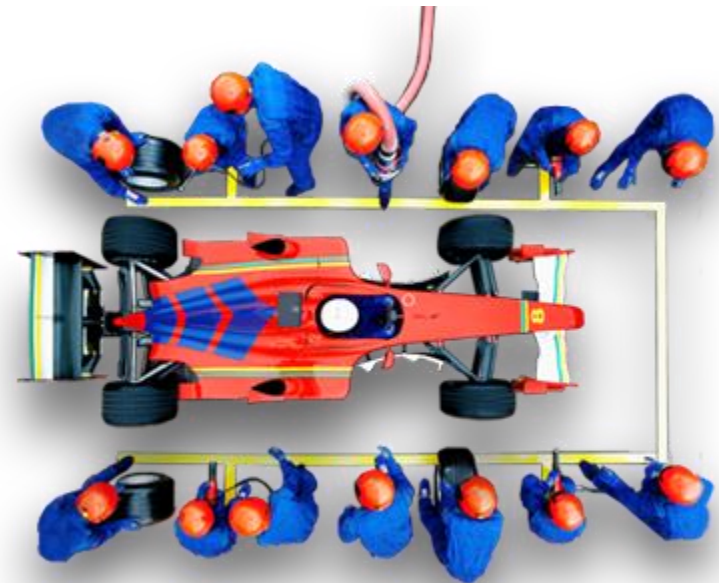
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Together we can make
cancer a more
manageable disease.

VARIAN
medical systems

A partner for **life**



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