EMERGING MARKETS

Thomas Pollatz
Director
Varian Brachytherapy

Cervix Cancer Education Symposium, January 2017, Mexico City, Mexico
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.
Cervical Cancer – Worldwide Incidence

Incidence ASR
Female

<table>
<thead>
<tr>
<th>Region</th>
<th>Cases</th>
<th>Deaths</th>
</tr>
</thead>
<tbody>
<tr>
<td>WHO Africa region (AFRO)</td>
<td>92,000</td>
<td>57,000</td>
</tr>
<tr>
<td>WHO South-East Asia region (SEARO)</td>
<td>175,000</td>
<td>94,000</td>
</tr>
<tr>
<td>India</td>
<td>123,000</td>
<td>67,000</td>
</tr>
<tr>
<td>Brazil</td>
<td>18,500</td>
<td>8,400</td>
</tr>
</tbody>
</table>

Source: GLOBOCAN 2012 (IARC)

Cervix uteri cancer
- 30.2+
- 20.6-30.2
- 13.6-20.6
- 7.9-13.6
- <7.9
- No Data

Cervix Cancer Education Symposium, January 2017, Mexico City, Mexico
Brachytherapy offers precise targeting

EBRT: from the outside > in

Brachytherapy: from the inside > out

AP-PA External Beam  3-Fields External Beam  Brachytherapy

Courtesy of McGill University Health Centre, Montreal, QC
Conformal pre-operative endocavitary treatment for locally advanced rectal cancer clinical workshop – October 24-25, 2008

Cervix Cancer Education Symposium, January 2017, Mexico City, Mexico
Brachytherapy provides clinical value

- Targeted solution for early stage cancer
- Lengthens disease-free survival in combination with EBRT
- Potential as a last resort for palliative treatment


Cervix Cancer Education Symposium, January 2017, Mexico City, Mexico
SEER database review of 7,359 cervical cancer patients from 1988-2009

☑ 63% EBRT + HDR brachy
☑ 27% EBRT alone

Favorable results with HDR brachy and EBRT

- 4-year Cause Specific Survival increased from 52% to 64% ($p < .001$)

- 4-year Overall Survival increased from 46% to 58% ($p < .001$)

- Brachytherapy utilization rate decreased from 83% to 58% ($p < .001$)

Brachytherapy boost is the treatment of choice for locally advanced cervical carcinoma

“At present, it would be inappropriate to routinely replace brachytherapy with any of the EBRT techniques to boost the cervix in patients with locally advanced cervical cancer who have no contraindications to brachytherapy.”

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

Cervix Cancer Education Symposium, January 2017, Mexico City, Mexico
Varian Focus

Innovation

Speed

Accuracy

Integration

Accessibility

Safety

Cervix Cancer Education Symposium, January 2017, Mexico City, Mexico
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

Cervix Cancer Education Symposium, January 2017, Mexico City, Mexico
Varian investing $7,600,000 on research collaborations with customers in 2017

- 150 projects active worldwide
- 60 institutions

<table>
<thead>
<tr>
<th>%</th>
<th>Region</th>
</tr>
</thead>
<tbody>
<tr>
<td>50%</td>
<td>USA</td>
</tr>
<tr>
<td>30%</td>
<td>Europe</td>
</tr>
<tr>
<td>9%</td>
<td>Canada</td>
</tr>
<tr>
<td>8%</td>
<td>Asia and India</td>
</tr>
<tr>
<td>3%</td>
<td>Australia</td>
</tr>
</tbody>
</table>

☑ Support of GCIC and CCRN
Clinical Education

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

Cervix Cancer Education Symposium, January 2017, Mexico City, Mexico
Clinical Education

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

Cervix Cancer Education Symposium, January 2017, Mexico City, Mexico
Varian Connecting the World
Varian Unite 3.0

Varian’s app for mobile devices – bringing you the latest information on products, events and more!

…and MyVarian.com

Cervix Cancer Education Symposium, January 2017, Mexico City, Mexico
Come join the discussion, connect with your peers, and build your oncology community.

Cervix Cancer Education Symposium, January 2017, Mexico City, Mexico
Recent releases in Brachytherapy†

- BrachyVision™ 13.7
- Vitesse™ 4.0
- VariSeed™ 9.0 with VariPath™* biopsy module
- Kelowna GYN Template
- Universal Cylinders with Cervix Probes (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.
Imaging Flexibility

Cervix Cancer Education Symposium, January 2017, Mexico City, Mexico
Facilitating the transition to volume based imaging

Varian Brachytherapy Suite with Siemens CT Sliding Gantry

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

Cervix Cancer Education Symposium, January 2017, Mexico City, Mexico
The Opportunity

- Brachytherapy is a valuable tool in the toolbox
- There is an unmet patient need for brachytherapy globally
- Brachytherapy is underutilized globally
- Large number of cancer clinics do not offer brachytherapy
Together we can make cancer a more manageable disease.