

BRACHYTHERAPY EMERGING MARKETS

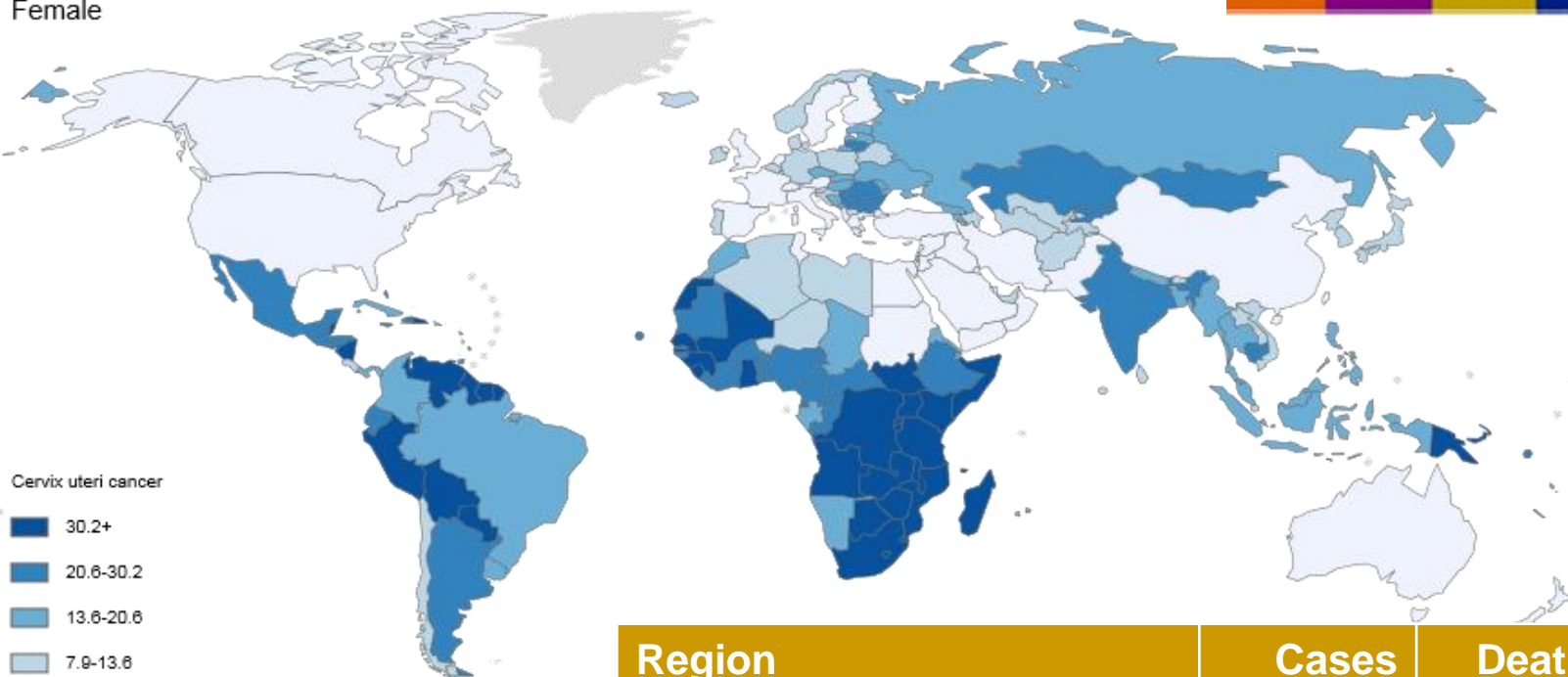
**Thomas Pollatz
Director, Varian Brachytherapy**



Cervical Cancer Worldwide Incidence

Incidence ASR

Female



Region	Cases	Deaths
European Union (EU-28)	34,000	13,000
WHO (East Mediterranean Region)	15,000	8,000
WHO (Europe Region)	67,000	28,000

Source: GLOBOCAN 2012 (IARC)

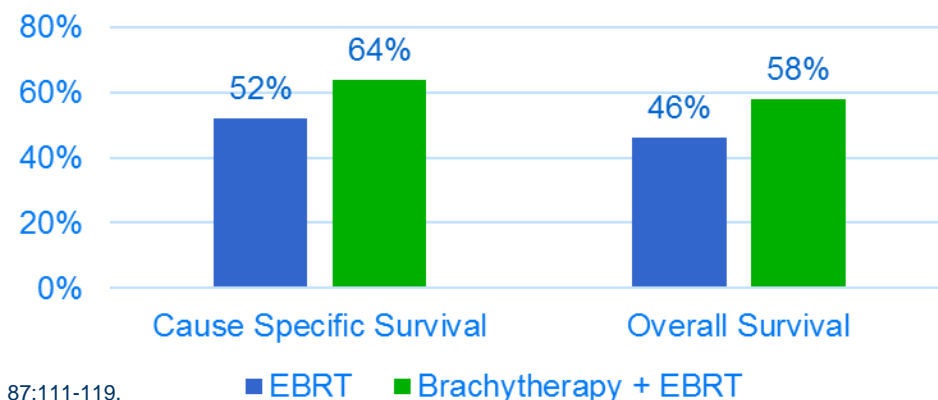
What if someone you loved had cervical cancer?



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% ($p < .001$)

Han K, et al. *Int J Radiat Oncol Biol Phys* 2013; 87:111-119.



Cervical Cancer Overall Survival at 3 Years:

51% for conventional
brachytherapy

86% for image guided
brachytherapy

**Great quality, modern
brachytherapy makes
a BIG difference.**

Rijkmans, EC et al. Improved survival of patients with cervical cancer treated with image-guided brachytherapy compared with conventional brachytherapy. Gynecol Oncol. 2014 Nov;135(2):231-8

Brachytherapy?

This is what the oncologists say . . .

“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.”

Al-Feghali, K. and Elshaikh, M., “Why brachytherapy boost is the treatment of choice for most women with locally advanced cervical carcinoma?,” Brachytherapy, 2016: 15(2):191-199.



Brachytherapy?

This is what the oncologists say . . .

“Future research efforts should focus on exploring the connection between financial incentives and physician behavior for cervical cancer radiation therapy, and future policy efforts should aim to incentivize quality care, such as through more equitable reimbursement for BT.”

Challenges



- **Brachytherapy expertise**
- **Guidelines for imaging, contouring, applicator reconstruction & planning**
- **Lack of infrastructure**
- **Access to required equipment & tools**
- **Level of reimbursement for GYN standards of care**





GYNECOLOGIC CANCER INTERGROUP

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



varian
brachytherapy solutions

**Varian Partnership provides you
with creative solutions that solve
real problems.**

Cervix Cancer Education Symposium, February 2018, Bucharest, Romania

Clinical Education



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

Australasian Oncology Summit 2018



February 23 - 24, 2018

Brisbane Convention & Exhibition Centre, Australia

varian

Oncology Summit 2018



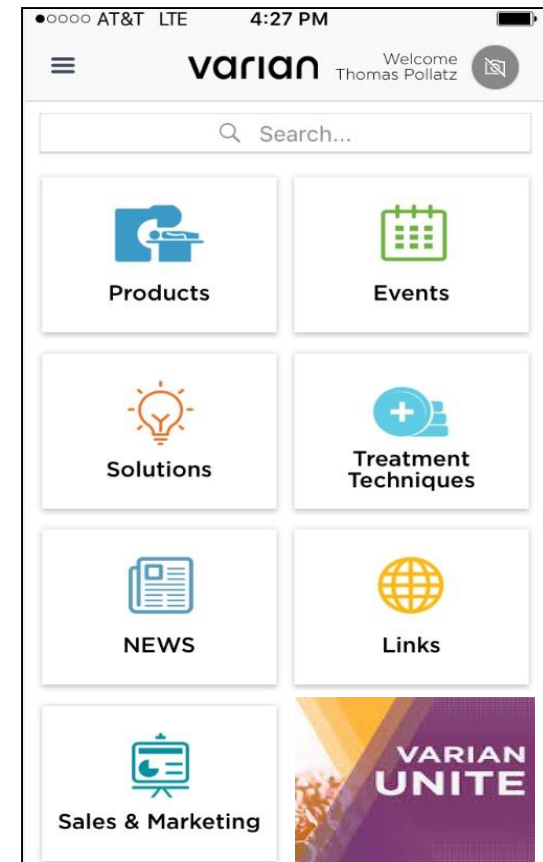
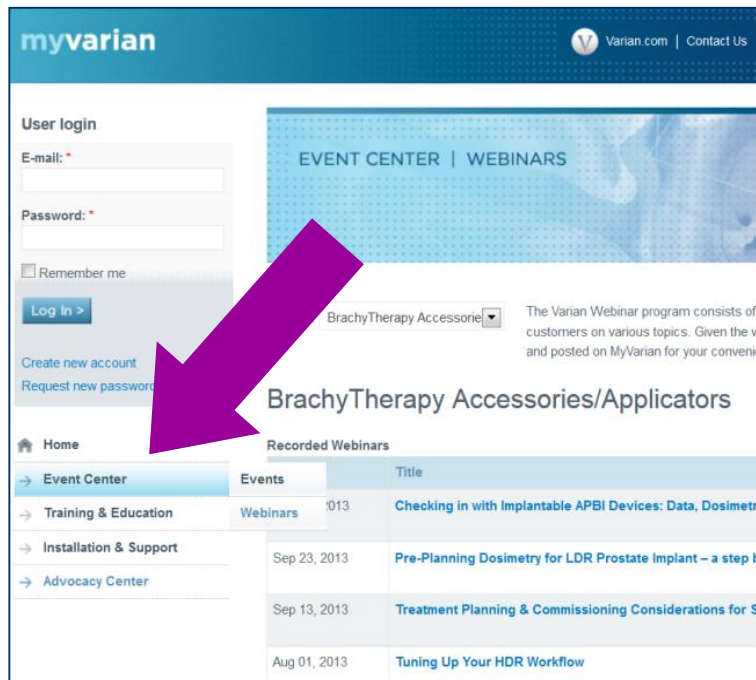
March 2-3, 2018

The St. Regis Hotel, Kuala Lumpur, Malaysia

Cervix Cancer Education Symposium, February 2018, Bucharest, Romania

Clinical Education

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



Cervix Cancer Education Symposium, February 2018, Bucharest, Romania

Clinical Education




English ▼ MyVarian CAREERS MEDICAL AFFAIRS INVESTORS NEWSROOM CONTACT US SEARCH

varian ONCOLOGY PROTON THERAPY ABOUT VARIAN

ONCOPEER


cloud community for oncology professionals

Ask




Ask the community general or product specific questions

Discuss




Discover and discuss emerging trends and hot topics

Share




Share experiences, clinical best practices, and related files

Learn



Learn from industry experts and exchange treatment techniques

Network



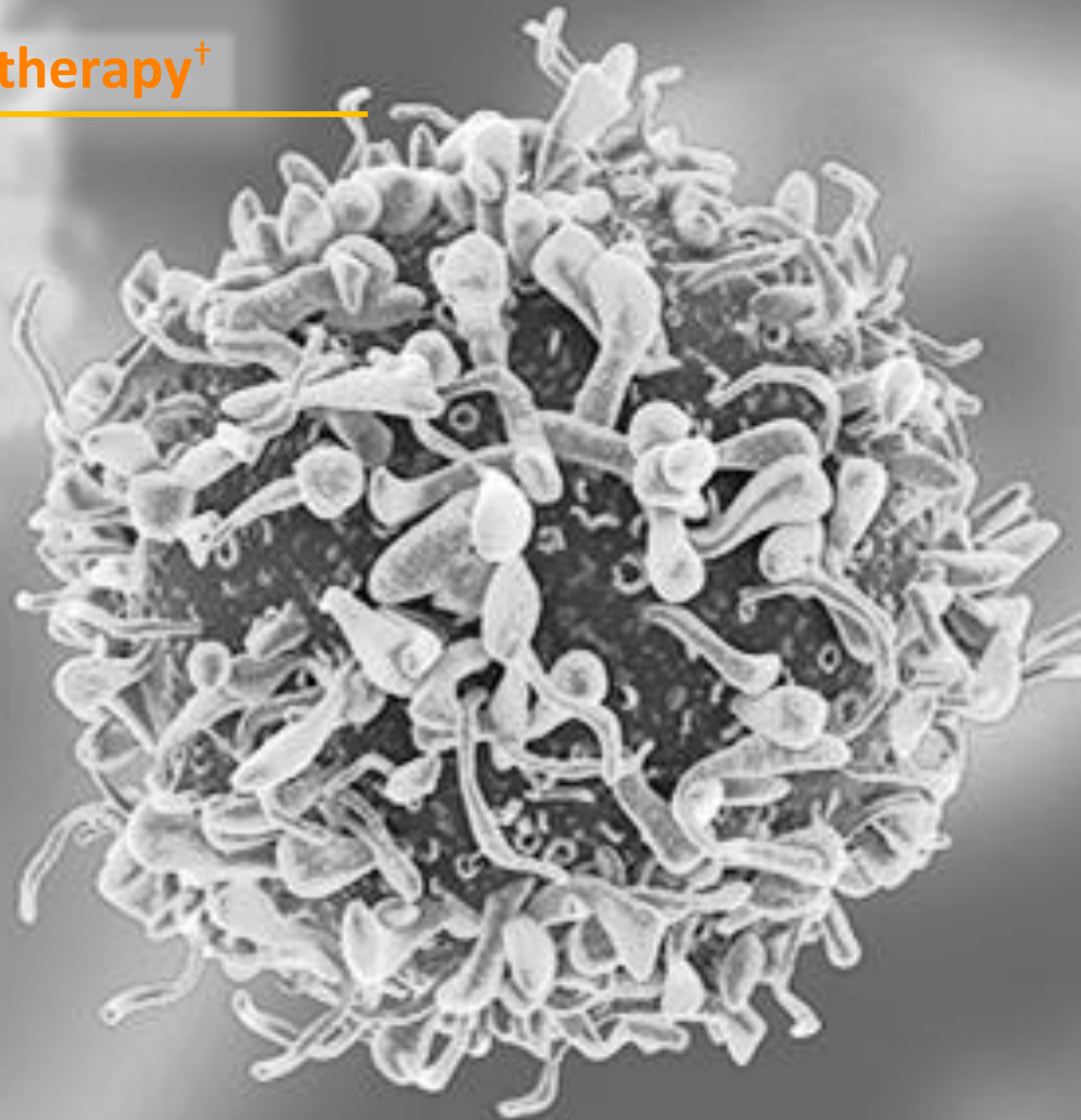
Network and connect for peer-to-peer insights

Cervix Cancer Education Symposium, February 2018, Bucharest, Romania

Recent Releases in Brachytherapy[†]

varian
brachytherapy solutions

- **BrachyVision™ 15.5**
- **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.*

BRACHYTHERAPY OPPORTUNITIES

- **Brachytherapy should be a treatment option at all cancer clinics**
- **There is an unmet patient need for brachytherapy globally**
- **Brachytherapy is under utilized globally**
- **Clinical trial data is important**



Vision:
A World
Without Fear
of Cancer

