

varian

# Citi Global Healthcare Conference

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Chief Financial Officer



# Varian today – a snapshot

*Varian is a leader in the fight against cancer, helping patients around the world with our innovative hardware and software products, treatment planning and cancer care management tools*

**Global Leader**

in radiation  
therapy

**7,000**

employees

**>3M**

Cancer patients  
touched/year

**\$2.9B**

FY18  
revenues

**A focused** cancer company

**>8,000**

medical linear  
accelerators

**5,000**

software  
installs

**70**

proton therapy  
rooms

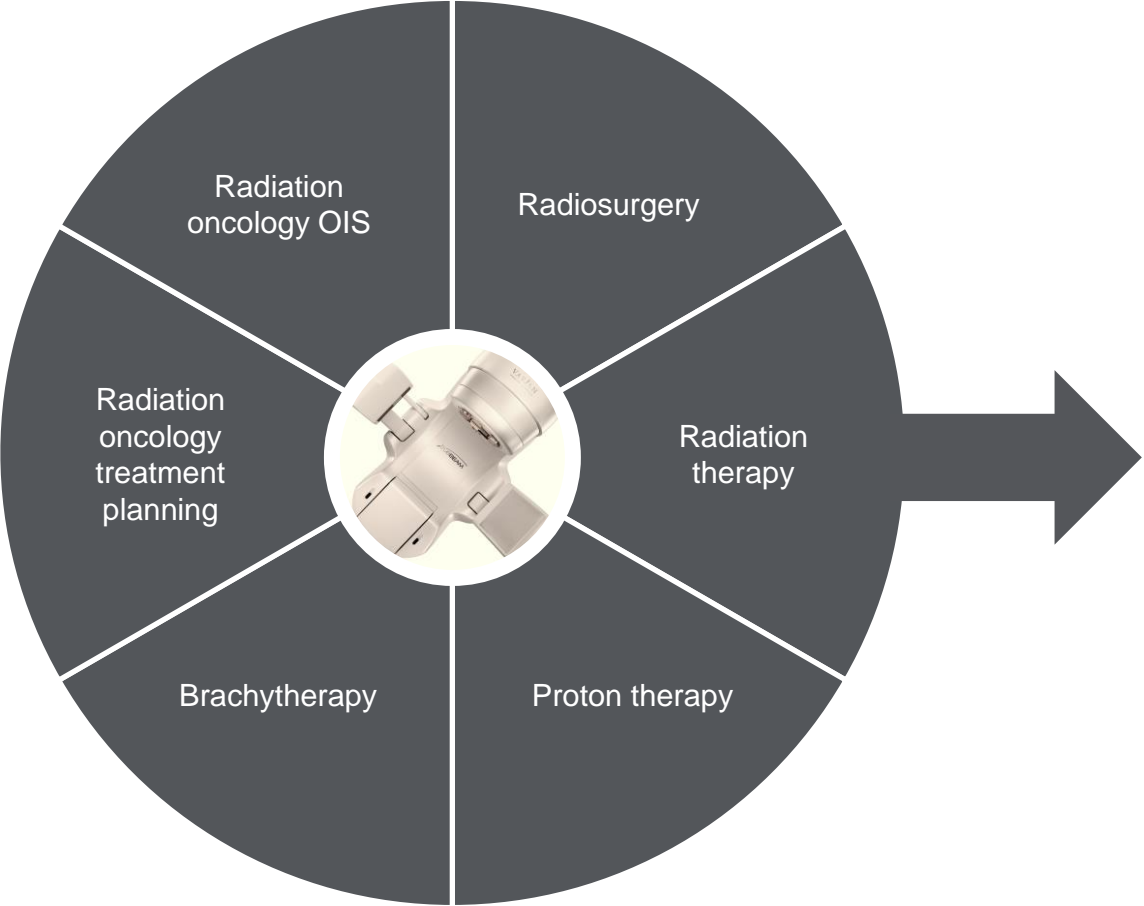
**>40**

worldwide training  
centers

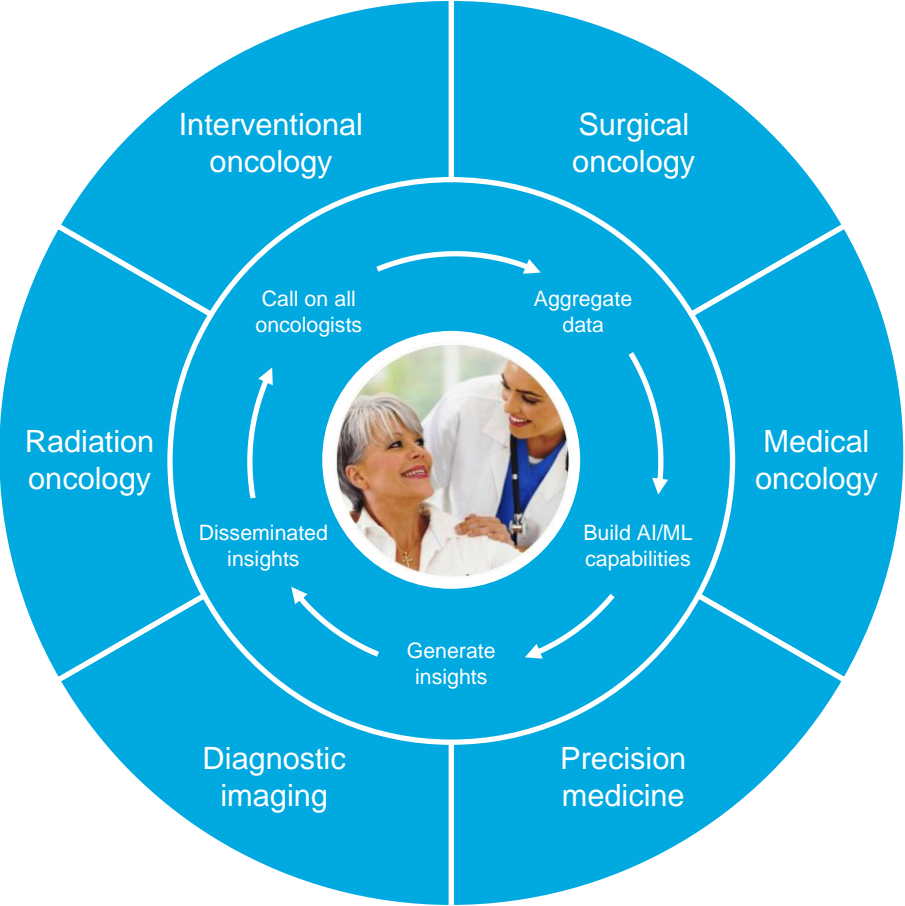


# Long-term growth and value creation strategy

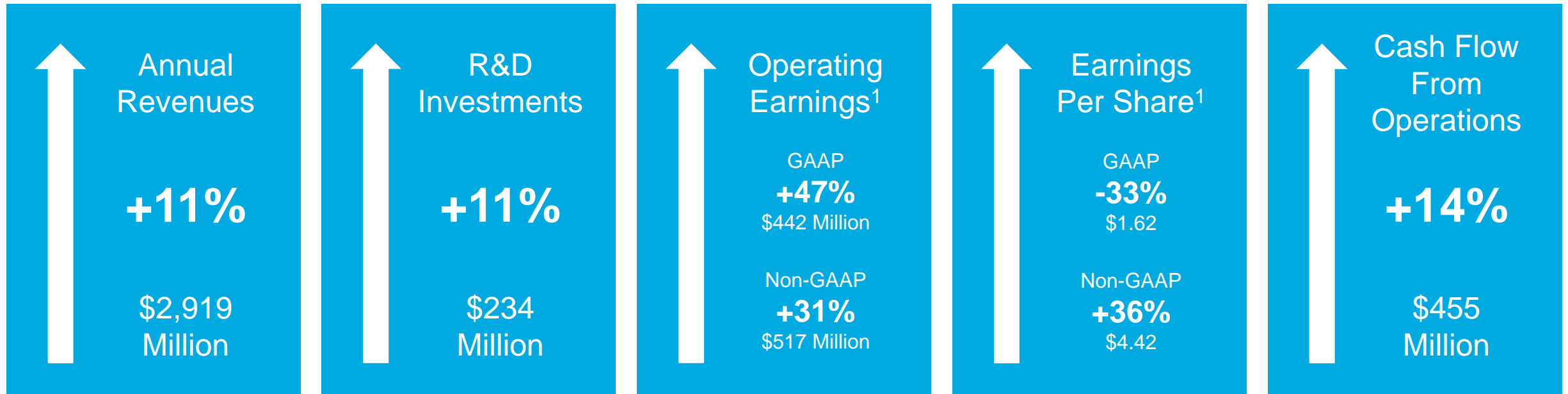
## Global Leader in Radiation Therapy



## Global Leader in Multi-Disciplinary, Integrated Cancer Care Solutions



# Strong financial growth in FY18



<sup>1</sup> GAAP to Non-GAAP reconciliation is disclosed in Varian's fiscal year 2018 fourth quarter earnings press release and furnished to the Securities Exchange Commission ("SEC") in a Form 8-K on October 23, 2018. GAAP EPS was reduced in fiscal year 2018 primarily due to certain one-time impacts of the Tax Cuts and Jobs Act.

# Record-setting fourth quarter and fiscal year 2018

## Oncology business highlights

### Regional Orders

- **First \$1B orders quarter**, with \$3B orders in the full fiscal year
- **Record APAC orders for the year** with 31% orders growth in APAC in the 4<sup>th</sup> quarter, the **strongest quarter in APAC history**
- **First \$1B orders year in EMEA**, in conjunction with **5<sup>th</sup> consecutive quarter** of double-digit orders growth
- **First \$1.5B orders year** in the Americas

### Product Orders

- **Strongest quarter for Halcyon orders**, nearly doubling orders to date from 98 in the 3<sup>rd</sup> quarter to 182 orders to date in the 4<sup>th</sup> quarter
- **Strongest quarter for Eclipse MCO license orders**, bringing us to ~600 orders to date
- **Second consecutive record quarter** for RapidPlan, our knowledge-based treatment planning software; over 250 license orders in the 4<sup>th</sup> quarter

# Executing on long-term growth strategy

## Key accomplishments – FY 2018

### Strengthen Leadership in Radiation Therapy

- TrueBeam, ARIA, and Eclipse named 2018 Best in KLAS category leaders
- Launched Halcyon 2.0 with kV CBCT imaging
- Acquired Mobius Medical Systems and humediQ



### Extend Global Footprint

- Acquired leading local distributor in Taiwan
- Opened new facility in Brazil
- Developed ARIA CCIP (localized) software to leverage growth in China
- Channel investments fueling growth via portfolio and geography



Cooperative CL  
Enterprises (COOP)

varian  
ARIA · CCIP

### Expand Addressable Market

- Acquired Evinance Innovation and Noona Healthcare to enhance 360 Oncology capabilities
- Launched 360 Oncology multi-disciplinary tumor board
- Launched Velocity 4.0 with RapidSphere for the interventional oncology market

