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For the trade press

Varian Medical Systems and Siemens Healthcare announce global collaboration to advance clinical capabilities and offerings in radiotherapy and radiosurgery

Mississauga, ON, May 10, 2012

Varian Medical Systems and Siemens Healthcare today announced the signing of a strategic global partnership to provide advanced diagnostic and therapeutic solutions and services for treating cancer with image-guided radiotherapy and radiosurgery. The collaboration covers the mutual marketing and representation of products for imaging and treatment in the global radiation oncology business. This collaboration further comprises the development of software interfaces between Siemens and Varian treatment systems. The two companies will also investigate opportunities for joint development of new products for image-guided radiotherapy and radiosurgery.

Under the agreement that was signed this week, Varian will represent Siemens diagnostic imaging products such as CT, PET/CT or MRI to radiation oncology clinics around the world beginning immediately in most international markets and expanding to North America later this year. Siemens Healthcare will similarly represent Varian equipment and software for radiotherapy and radiosurgery within its offerings to its healthcare customers. This will enable the companies to offer comprehensive solutions to support the entire clinical workflow from imaging to treatment. Siemens will continue to service and support its global installed base of approximately 2,000 medical linear accelerators. The agreement will give Siemens customers more choices for therapy equipment, including smooth transition and interface to Varian equipment, as aging accelerators are due for replacement.

Furthermore, Varian and Siemens will develop interfaces that will enable connecting Varian's ARIA® oncology information system software with Siemens accelerators and imaging systems to give clinics more options for improving workflow and streamlining their operations. The collaboration enables Varian and Siemens to co-develop and offer cancer treatment centres new imaging and treatment solutions utilizing the strengths and technology of both companies.

"This is an exciting development that will enable Varian to enhance and expand its clinical offerings for the benefit of cancer patients around the globe," said Tim Guertin, President and CEO of Varian Medical Systems. "By developing strong software connectivity and new architecture linking Siemens and Varian systems, together we can give clinics important new options for imaging and treating patients. Another key objective of this partnership is to accelerate innovation and provide more efficient and effective solutions, particularly in emerging markets."

"With this step under Siemens' Healthcare Agenda 2013, we aim to strengthen our position as Imaging Partner of Choice in Radiation Oncology," said Walter Märzendorfer CEO of Siemens Radiation Oncology and Computed Tomography. "Through this collaboration, Siemens will continue to serve the global radiation oncology business and help improve the treatment of cancer patients around the globe with high-quality imaging and treatment solutions that utilize our core competency and engineering excellence in imaging."

Launched by Siemens Healthcare in November 2011, Agenda 2013 is a two-year global initiative to further strengthen the Healthcare Sector's innovative power and competitiveness. Specific measures will be implemented in four fields of action: Innovation, Competitiveness, Regional Footprint, and People Development.

About Siemens in Canada

For 100 years the innovative ideas from Siemens have helped make Canada a better place. From the Atlantic to Pacific oceans, more than 4,400 employees in Canada work together to provide answers that last in the fields of industry, energy and healthcare, as well as deliver infrastructure solutions for cities. Since it was federally chartered in August of 1912, Siemens has stood for technical achievements, innovation, quality and reliability. Sales for Siemens in Canada in fiscal 2011 (ended September 30), were \$3.0 billion CAD. The company has 61 offices and 13 manufacturing/assembly facilities across Canada.

About Siemens Healthcare

The Siemens Healthcare Sector is one of the world's largest suppliers to the healthcare industry and a trendsetter in medical imaging, laboratory diagnostics, medical information technology and hearing aids. Siemens offers its customers products and solutions for the entire range of patient care from a single source – from prevention and early detection to diagnosis, and on to treatment and aftercare. By optimizing clinical workflows for the most common diseases, Siemens also makes healthcare faster, better and more cost-effective. Siemens Healthcare employs some 51,000 employees worldwide and operates around the world. In fiscal year 2011 (to September 30), the Sector posted revenue of 12.5 billion euros and profit of around 1.3 billion euros.

About Varian Medical Systems, Inc.

Varian Medical Systems of Palo Alto, California, is the world's leading manufacturer of medical devices and software for treating cancer and other medical conditions with radiotherapy, radiosurgery, and brachytherapy. The company supplies informatics software for managing comprehensive cancer clinics, radiotherapy centres and medical oncology practices. Varian is a premier supplier of tubes and digital detectors for X-ray imaging in medical, scientific, and industrial applications and also supplies X-ray imaging products for cargo screening and industrial inspection. Varian Medical Systems employs approximately 5,900 people who are located at manufacturing sites in North America, Europe, and China and approximately 70 sales and support offices around the world. For more information, visit <http://www.varian.com> or follow us on Twitter.

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