

BIO-TECH SYSTEMS, INC.

Market Research in the Health Care Field

NEWS RELEASE

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FOR IMMEDIATE RELEASE

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BIO-TECH SYSTEMS ANNOUNCES THE RELEASE OF A NEW PET REPORT:

Report 320: MARKET FOR PET RADIOPHARMACEUTICALS AND PET IMAGING

PRESENT AND EMERGING MARKETS FOR PET IMAGING, NEW MARKETS FOR PET RADIOPHARMACEUTICALS, GOOD OPPORTUNITIES IN PET CARDIOLOGY, NEW PET AGENTS FOR ALZHEIMER'S, NOVEL PET BIOMARKERS FOR ONCOLOGY, U.S AND INTERNATIONAL MARKETS FOR PET SCANNERS, ANALYSIS AND FORECASTS TO 2017

Bio-Tech Systems Inc. announces the publication of a comprehensive report analyzing the markets for PET radiopharmaceuticals and PET imaging systems. This includes prospects for growth in cardiology, neurology and oncology. The report analyzes opportunities in each area as new products and biomarkers are introduced for imaging Alzheimer's and Parkinson's disease as well as new oncology products for apoptosis imaging, integrin biomarkers for angiogenesis and highly sensitive hypoxia imaging agents to optimize chemotherapy and radiotherapy. New cardiology agents are also on the threshold for perfusion imaging with PET and neuronal imaging to indicate electrical conduction abnormalities that could precipitate congestive heart failure.

The report also analyzes the US and worldwide markets for PET scanners indicating the positive market response to the new generation of moderately priced systems with good imaging capability. This has successfully expanded the base of PET, offering a greater range of sophisticated technology at all ends of the price spectrum.

The proportion of international sales for PET has increased steadily as the technology becomes more readily available and the distribution of FDG improves. The report analyzes each of the market segments including mobile PET, which has been pressed recently because of reduced reimbursement. However, the larger mobile companies have survived, acquiring many of the smaller operators in the field.

Although reimbursement uncertainties have continued, physicians are gaining more confidence in PET with a better sense for how it can be effectively utilized. They are also more knowledgeable in pursuing applications in diagnosis and staging of disease as well as treatment

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planning and monitoring of therapy for a broader class of patients. This has increased PET's credibility with referring physicians as well as radiology benefits managers and CMS.

GROWTH OF PET PROCEDURES AND RADIOPHARMACEUTICAL SALES

PET procedures grew 9% in 2009 to about 2 million, with growth continuing at that level in 2010. Although reimbursement pressures continued, PET users had more confidence and were willing to adapt to the requirements imposed by CMS and insurance carriers. This allowed PET to be used more efficiently, with average procedure volume increasing and scanner utilization improving. Some of the less efficient providers sold their practices to hospitals, consolidating the installed base in areas where patient referrals were adequate to make PET economically viable. Sales of FDG were relatively flat at about \$300 million because of competitive pricing. However, growth resumed in 2010 and will accelerate over the next several years as new products are introduced. Therefore, FDG sales of \$300 million in 2009 will increase to \$880 million by 2017, while total PET radiopharmaceuticals sales will rise to \$3.43 billion by 2017. Of this total, \$2.43 billion will be from sales of new products across a wide spectrum. Although reimbursement issues will persist, it is likely that PET will eventually qualify for open coverage similar to CT and MR, which will stimulate the market.

SALES GROWTH OF PET IMAGING SYSTEMS

In 2009, U.S. sales of PET scanners declined 21% compared with 2008. Manufacturers took orders for 164 systems including refurbished units. Uncertainties over reimbursement and excess capacity delayed plans for many potential buyers to purchase new PET scanners. This situation is stabilizing with buyers showing more confidence and manufacturers better addressing their needs by broadening the product base. Scanner manufacturers have all introduced advanced time-of-flight PET systems with 64-slice CT's priced at over \$2 million. Simultaneously they have expanded their product lines to include functional scanners for everyday use priced more affordably. The market has responded well to the added choice, which should help future sales. International orders for PET systems have begun to reflect the same pressures as in the U.S. Although reimbursement was not the issue, there was less capital available for PET purchases. However, the broader product base and price flexibility should also help international sales. Based on these observations, both U.S. and international orders for PET scanners will resume growth at 9-10% per year and may exceed these projections, if procedure volume grows as predicted. Therefore, worldwide sales of PET scanners will increase from about \$700 million in 2009 to \$1,160 million by 2017

ABOUT THE AUTHOR

Marvin Burns is president of Bio-Tech Systems, Inc., founded in 1981 to perform market research for companies in the healthcare field. Burns specializes in market evaluation, where technological and scientific insight is important. He has prepared numerous reports on PET that have been widely distributed. He also reports on the markets for diagnostic and therapeutic radiopharmaceuticals, brachytherapy products, contrast agents, interventional cardiology and cardiac imaging. Burns has served as a consultant to many international firms and venture groups in strategic planning and development of new business opportunities. He has also been Technology Editor of Future Oncology, a publication widely circulated in the pharmaceutical and biotechnology industry, reporting on new developments in cancer diagnosis and treatment. Burns is a graduate of MIT and Harvard Business School's advanced management program. He has over 100 publications and 15 patents and invention disclosures. Prior to forming Bio-Tech Systems, he was employed by firms in life sciences, bioinstrumentation and medical imaging fields in general management, marketing and product development. He was also a

hospital administrator in charge of professional and technical services including medical imaging, clinical laboratories, therapy services, and materials management.

THE MARKETFOR PET IMAGING: REPORT CONTENTS

SECTION I: PET Market Overview

Analysis of recent sales growth, competitive challenges and future prospects for PET. Discussion of new indications for PET and opportunities for growth. The topics include:

- Growth of applications for PET in cardiology, neurology and oncology with review of new products and procedures. Effect of expanded indications on sales.
- Projections for sales growth of PET radiopharmaceuticals and PET scanners with analysis of future business opportunities.

SECTION II: Growth of PET Procedures and Radiopharmaceutical Sales

Driving forces affecting growth of PET procedures and radiopharmaceutical sales. Historic and forecast PET procedures and sales volume in oncology, cardiology and neurology

- Distribution of PET procedures by disease group. Forecasts of procedure growth in the major categories and opportunities emerging in the near future
- Discussion of PET reimbursement and expanded indications in the major procedure categories. Prospects and opportunities for continued growth.

SECTION III: Analysis of the FDG Market

- Historic and forecast sales growth of FDG by application and disease group.
- Analysis of FDG suppliers and challenges in producing and delivering FDG. Competitive prospects, pricing pressures and growth opportunities

SECTION IV: US and Worldwide Market for PET Scanners

- Distribution of PET sales by manufacturer; Siemens, GE, Philips and Naviscan. Discussion of marketing strategies and future outlook.
- Product mix of fixed site and mobile scanners. Pricing trends and competitive strategies of PET manufacturers.

SECTION V: US AND Worldwide PET Sales Forecasts

- US and worldwide sales forecasts for PET scanners by type of installation including fixed site and mobile PET systems.
- Analysis of the market environment for future growth of PET, both in the US and internationally. Discussion of new products, technological prospects and user demand.

SECTION VI: Growth of US and Worldwide Installed Base

- US and worldwide forecasts of installed base from 2004-2017. Rationale underlying the growth of installed base in all product categories.
- Changes in market environment that may affect growth of installed base.

SECTION VII: End-User Profile

- Analysis of end-user groups and comparative requirements for PET imaging.
- Procedure mix and product utilization in hospitals and clinics. Allocation of imaging procedures and equipment by hospital bed size.

LIST OF EXHIBITS—MARKET FOR PET IMAGING

HISTORIC AND FORECAST PET PROCEDURE VOLUME FOR RADIOLOGY, NEUROLOGY AND ONCOLOGY BY PROCEDURE TYPE FROM 2005-2017

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