

# INDUSTRY PAYMENTS ANALYTICS



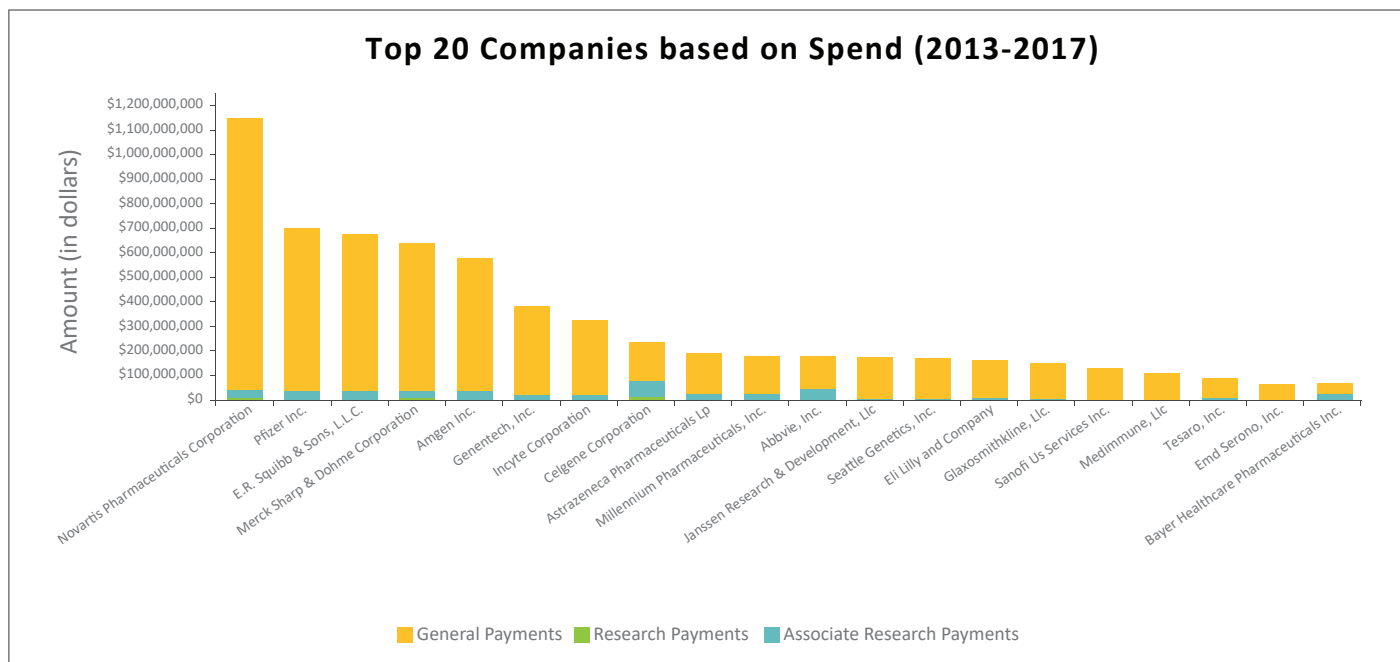
## Payments Insights & Trends for **AbbVie**

[www.aissel.com/konectar/oncology](http://www.aissel.com/konectar/oncology)

## Industry Overview

Life Sciences companies need to track HCP Payments to get an understanding of average spends on HCPs, competitor affiliations and overall HCP utilization for different engagements. This can provide valuable insights to plan strategic KOL initiatives and engagements. Payments Analytics uses Open Payments data and creates insightful reports around the industry-HCP engagements.

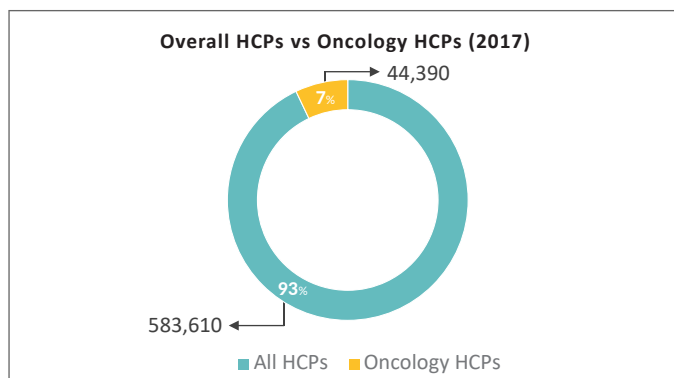
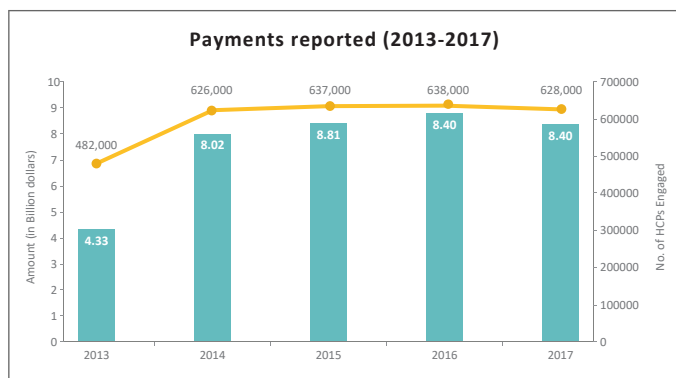
*An overview of the top 20 Oncology companies and their spend (2013-2017)*



## Sunshine Act and its Significance for Life Sciences Companies

The Physician Payments Sunshine Act (PPSA) requires medical product manufacturers to disclose to the Centers for Medicare and Medicaid Services (CMS) any payments or other transfers of value made to physicians or teaching hospitals. It also requires certain manufacturers and group purchasing organizations (GPOs) to disclose any physician ownership or investment interests held in those companies.

*Life Sciences companies payments trends (2013-2017)*



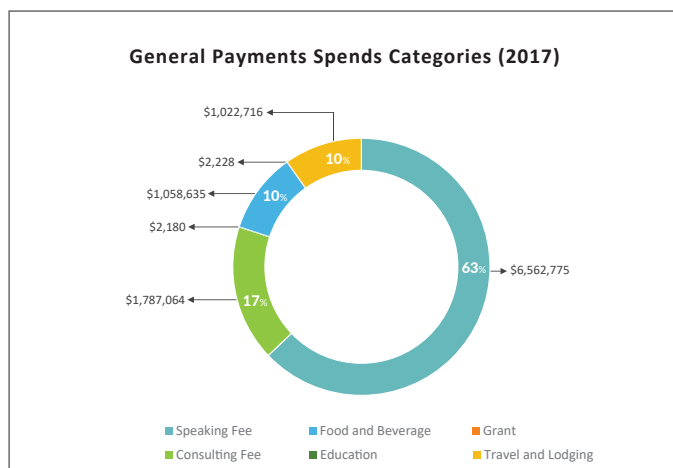
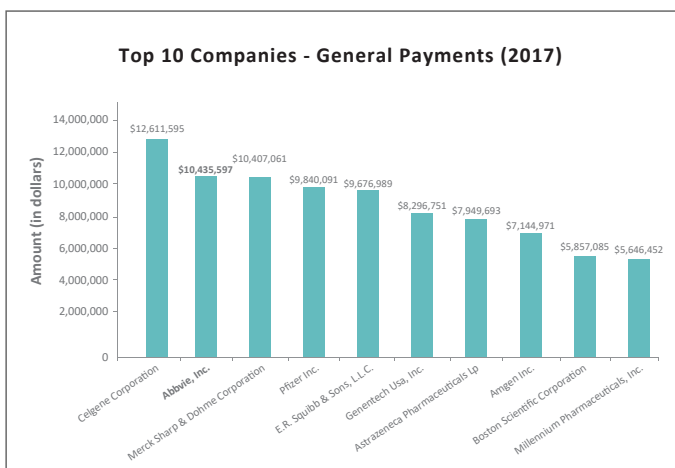
In 2017, Life Sciences companies spent \$8.40 billion on 628,000 HCPs.

25% (\$2 Billion) of the overall Payments was made to 7.6% (44,390) Oncology experts in 2017.

## AbbVie Industry Payments Trends

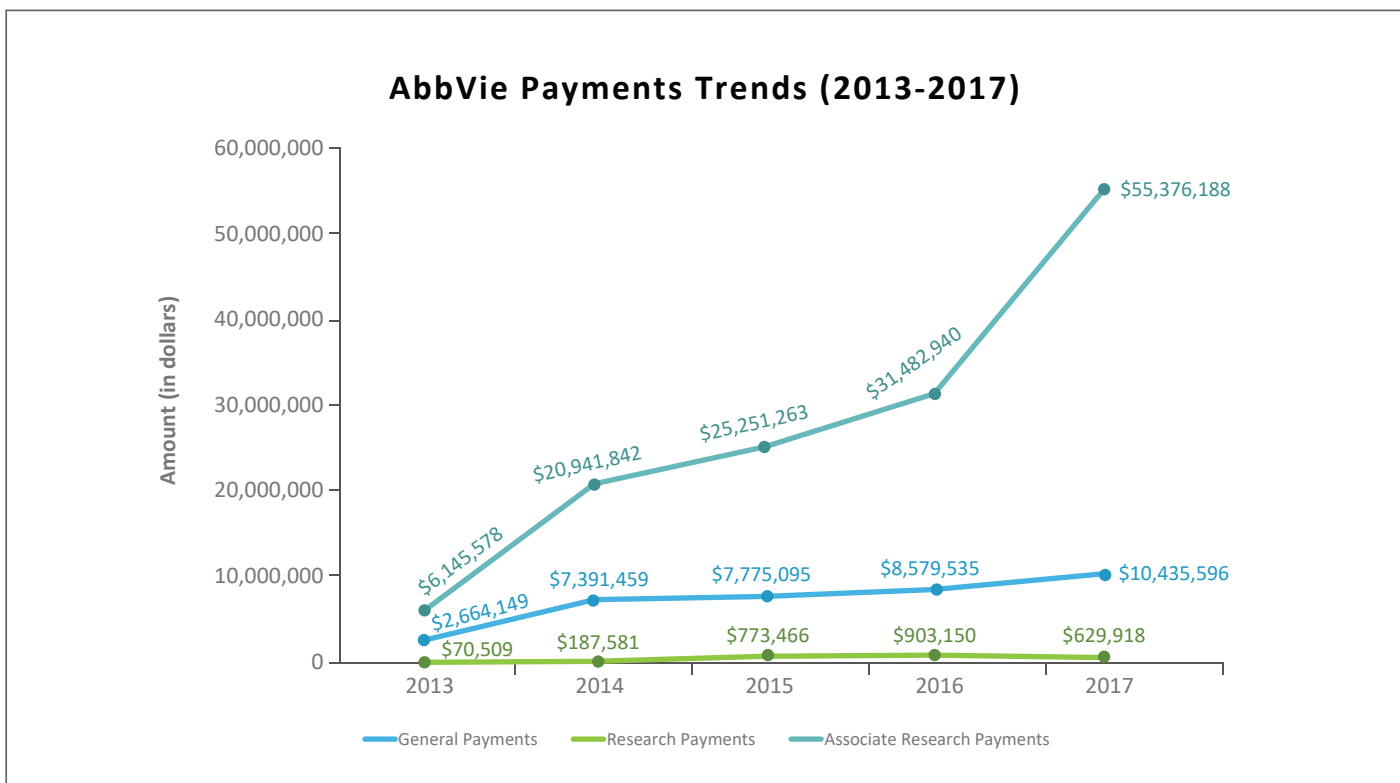
AbbVie is a global, research and development-based biopharmaceutical company committed to developing innovative advanced therapies for some of the world's most complex and critical conditions. AbbVie develops products across four primary therapeutic areas: immunology, oncology, virology and neuroscience.

### AbbVie - HCP Engagements Payments Trends (2017)



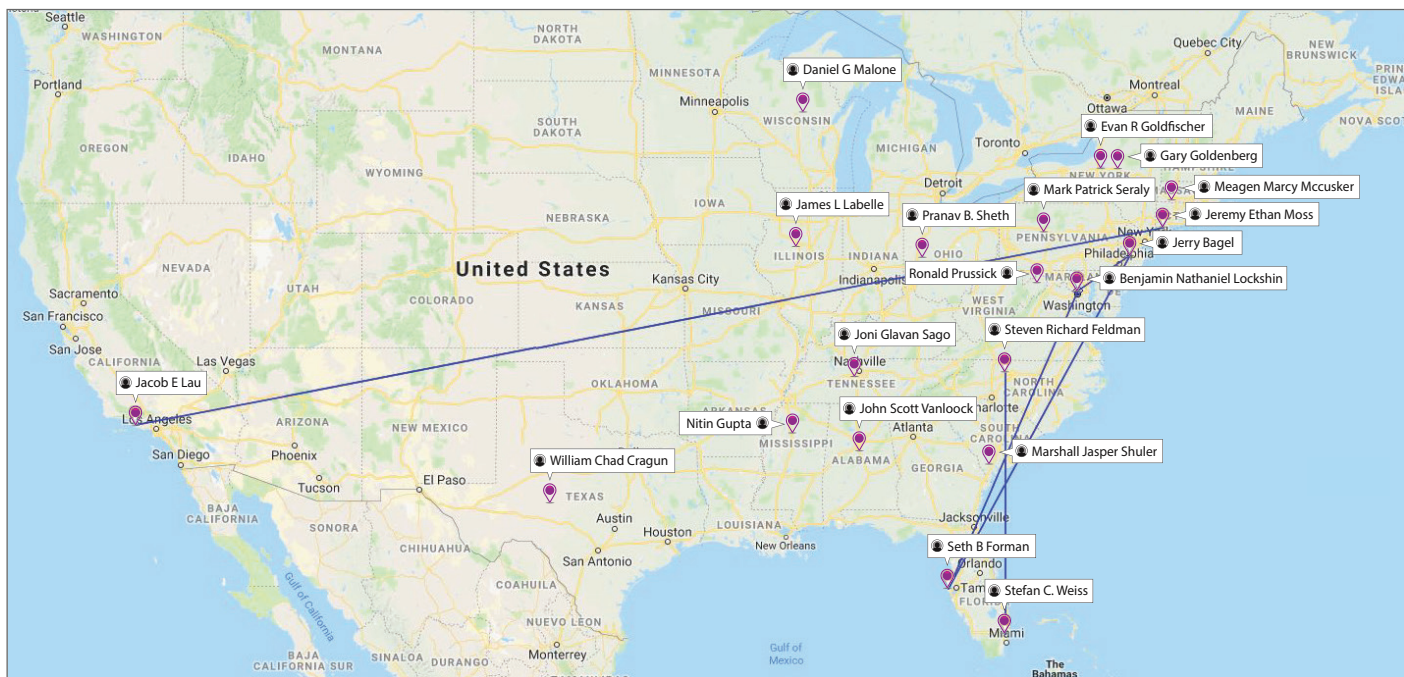
AbbVie spent \$10,435,597 on 8,761 Oncology experts (General Payments).

AbbVie has spent \$6.5mn on Speaking Fee and \$1.7mn as Consulting Fee on Oncology experts in 2017.



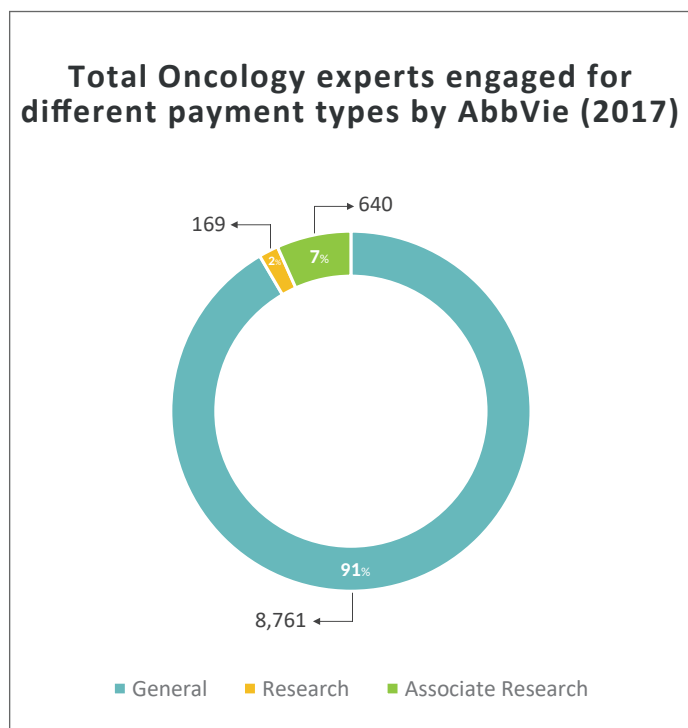
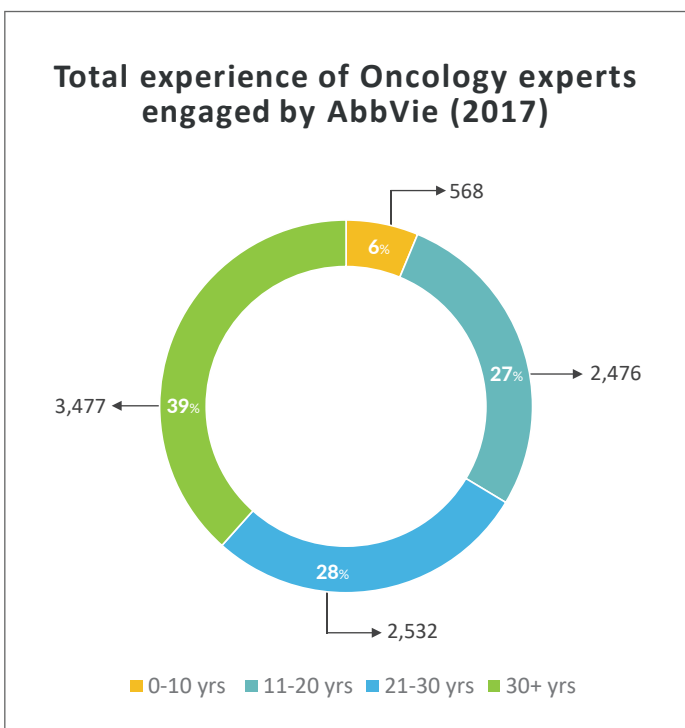
In 2017, AbbVie has increased spends on General Payments and Associate Research payments, with 64 new studies initiated in the Oncology space.

## Geo Location & Network of Top 20 Oncology Experts Engaged by AbbVie 2017

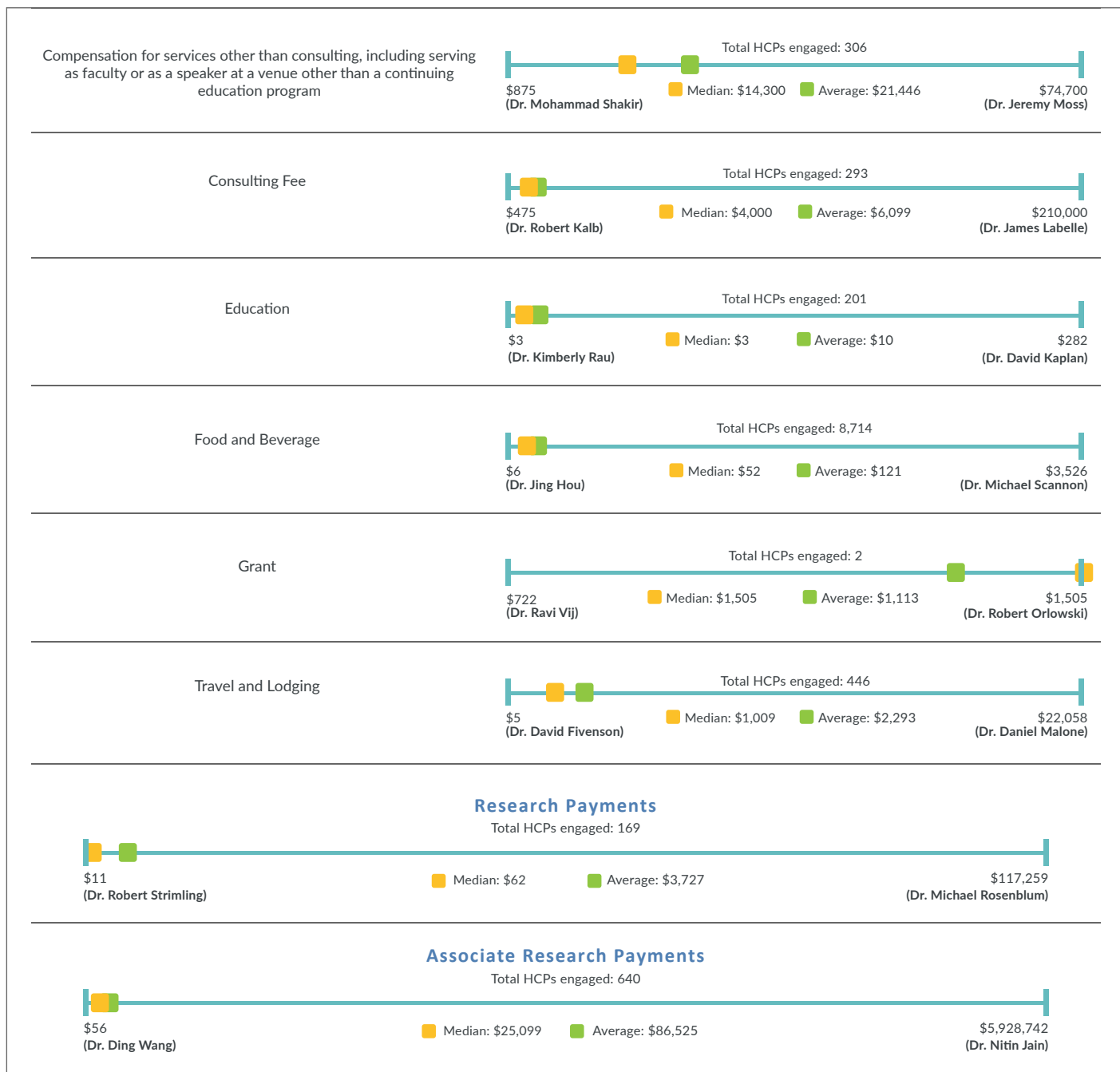


Professional Network and Geo locations of Top 20 Oncology experts engaged by AbbVie (General Payments 2017). The network is based on co-authorship, research activities, speaking engagements and organizations of Oncology Experts.

## AbbVie - Oncology Experts' Experience and Engagement by Payment Types



# AbbVie - Payments across Engagement Types (2017)



Total Oncology experts engaged by AbbVie for Speaking, Consulting and Research (2017)

- Speaking - 306
- Consulting - 293
- Research - 169

Top 5 Oncology conditions treated by experts engaged by AbbVie (2017)

- Breast Neoplasms
- Prostatic Neoplasms
- Pancreatic Neoplasms
- Stomach Neoplasms
- Colonic Neoplasms

# Competitor View of HCP Engagement

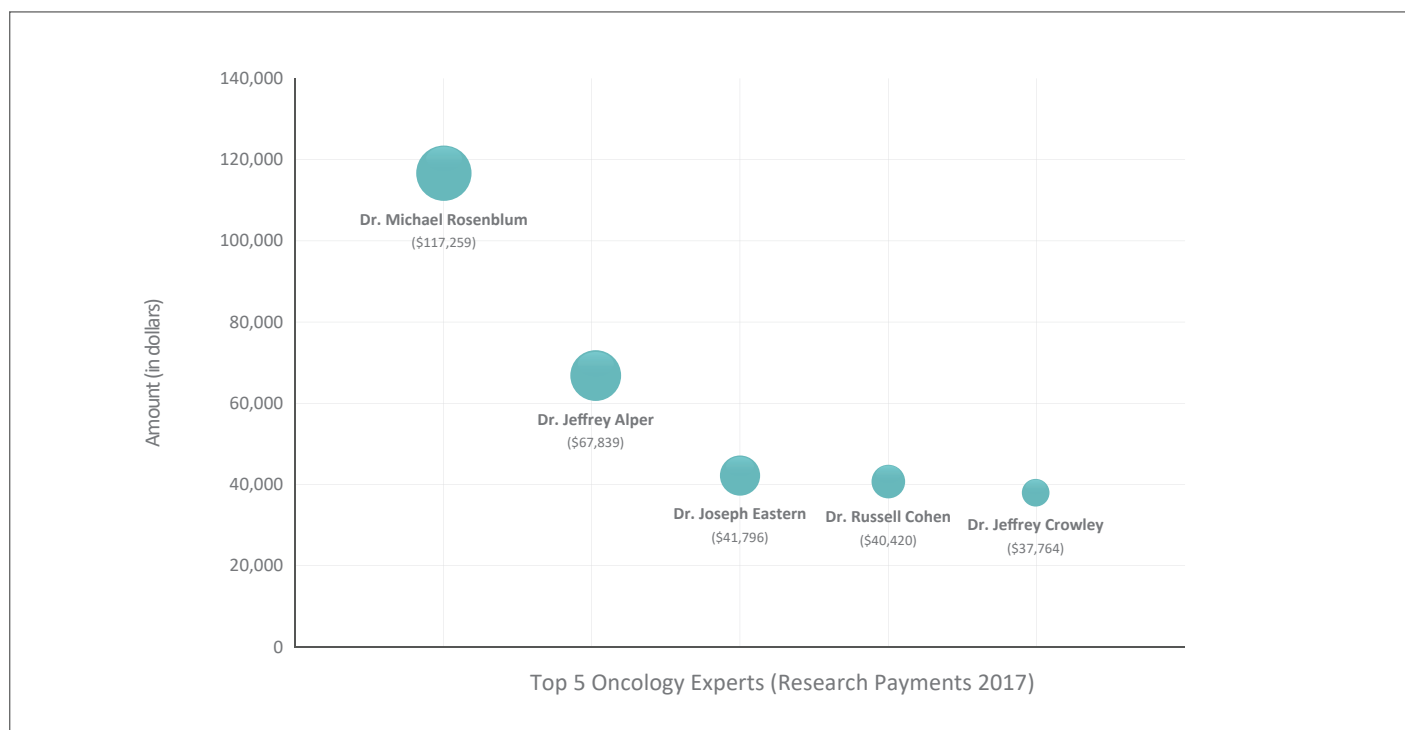
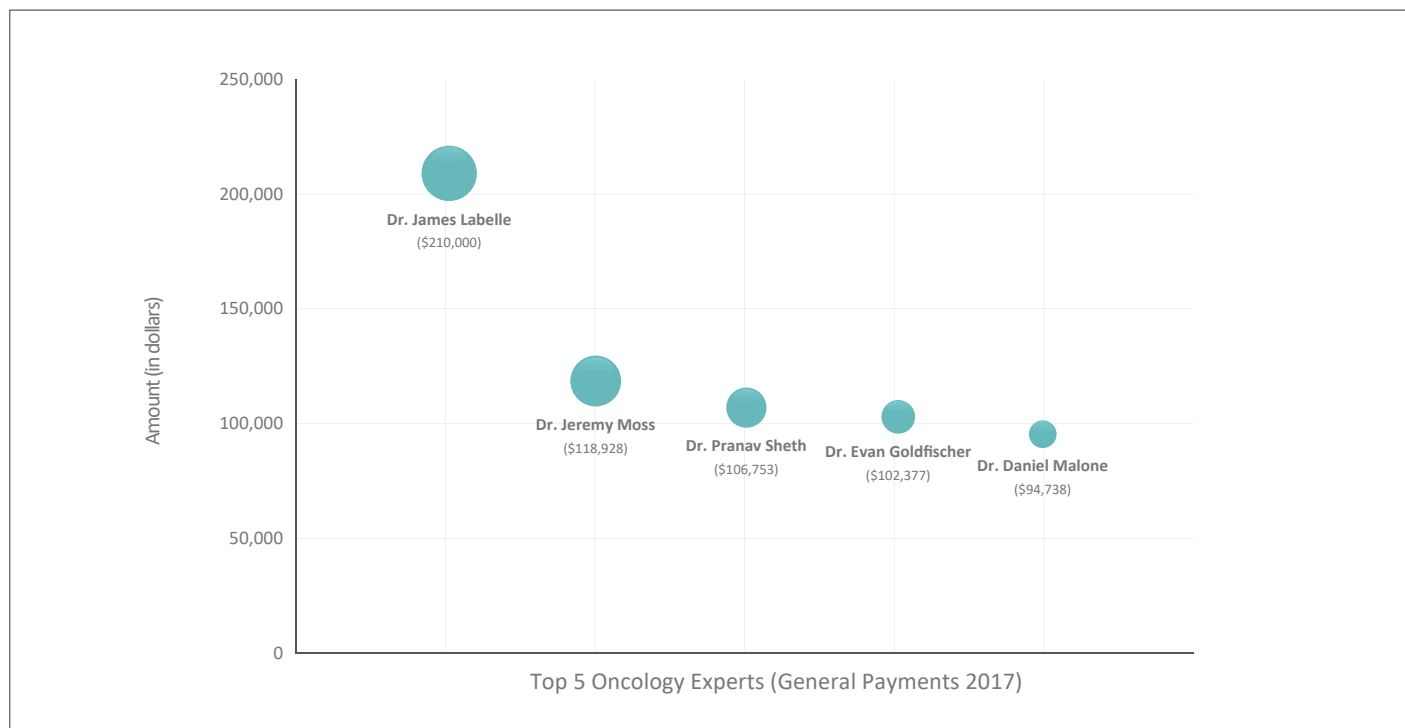
Top 20 Oncology experts engaged by AbbVie and their competitors (General Payments 2017)

↑ = Paid more than AbbVie

↓ = Paid less than AbbVie

No.	HCP Name	Companies					
1	<b>Dr. James L Labelle</b> (Illinois)	AbbVie \$210,000					
2	<b>Dr. Jeremy Ethan Moss</b> (Connecticut)	AbbVie \$118,928	Lilly USA \$58,546 ↓	Genzyme \$48,911 ↓	Celgene \$45,683 ↓	Regeneron \$37,838 ↓	
3	<b>Dr. Pranav B. Sheth</b> (Ohio)	AbbVie \$106,753	Lilly USA \$53,466 ↓	Janssen \$3,736 ↓	Celgene \$3,324 ↓	Regeneron \$233 ↓	
4	<b>Dr. Evan R Goldfischer</b> (New York)	AbbVie \$102,377	Astellas Pharma \$11,957 ↓	Dr.Reddy's Labs \$11,709 ↓	Janssen \$6,971 ↓	Augmenix \$1,241 ↓	
5	<b>Dr. Daniel G Malone</b> (Wisconsin)	AbbVie \$94,738	Alexion Pharma \$34,215 ↓	Mallinckrodt \$15,184 ↓	Pfizer \$7,989 ↓	Fujifilm Sonosite \$2,301 ↓	
6	<b>Dr. Gary Goldenberg</b> (New York)	AbbVie \$92,693	Celgene \$87,114 ↓	Lilly USA \$66,134 ↓	Pfizer \$14,221 ↓	Genentech \$12,019 ↓	
7	<b>Dr. Steven Richard Feldman</b> (North Carolina)	AbbVie \$92,253	Janssen \$154,856 ↑	Celgene \$97,019 ↑	Lilly USA \$84,702 ↓	Pfizer \$43,214 ↓	
8	<b>Dr. Benjamin Nathaniel Lockshin</b> (Maryland)	AbbVie \$90,488	Regeneron \$92,368 ↑	Lilly USA \$76,499 ↓	Genzyme \$24,924 ↓	Janssen \$18,739 ↓	
9	<b>Dr. John Scott Vanloock</b> (Alabama)	AbbVie \$90,064	Regeneron \$13,350 ↓	Genzyme \$12,269 ↓	Sanofi-Aventis \$98 ↓	Amgen \$23 ↓	
10	<b>Dr. Ronald Prussick</b> (Maryland)	AbbVie \$89,864	Janssen \$28,361 ↓	Celgene \$26,342 ↓	Pfizer \$7,831 ↓	Galderma \$142 ↓	
11	<b>Dr. Nitin Gupta</b> (Mississippi)	AbbVie \$89,307	Janssen \$96,429 ↓	Valeant Pharma \$9,747 ↓	Takeda Pharma \$3,704 ↓	QOL Medical \$146 ↓	
12	<b>Dr. Meagen Marcy Mccusker</b> (Connecticut)	AbbVie \$88,705	Janssen \$261 ↓	Galderma \$159 ↓	LEO Pharma \$129 ↓	Celgene \$115 ↓	
13	<b>Dr. Marshall Jasper Shuler</b> (South Carolina)	AbbVie \$83,907	Janssen \$64,867 ↓	Lilly USA \$44,308 ↓	Pfizer \$17,193 ↓	Genzyme \$148 ↓	
14	<b>Dr. Jerry Bagel</b> (New Jersey)	AbbVie \$83,604	Regeneron \$74,436 ↓	Lilly USA \$74,301 ↓	Genzyme \$56,739 ↓	Janssen \$52,510 ↓	
15	<b>Dr. William Chad Cragun</b> (Texas)	AbbVie \$82,051	Aqua Pharma \$4,622 ↓	Janssen \$231 ↓	Encore Dermatology \$163 ↓	Galderma \$146 ↓	
16	<b>Dr. Mark Patrick Seraly</b> (Pennsylvania)	AbbVie \$81,696	Allergan \$404 ↓	Journey Medical \$393 ↓	Galderma \$347 ↓	Celgene \$328 ↓	
17	<b>Dr. Stefan C. Weiss</b> (Florida)	AbbVie \$80,397	Aqua Pharma \$35,000 ↓	Valeant Pharma \$9,063 ↓	LEO Pharma \$35 ↓	Mylan Pharma \$23 ↓	
18	<b>Dr. Jacob E Lau</b> (California)	AbbVie \$80,364	Celgene \$7,320 ↓	Amgen \$58 ↓			
19	<b>Dr. Joni Glavan Sago</b> (Tennessee)	AbbVie \$80,197	Janssen \$3,577 ↓	Regeneron \$122 ↓	Pfizer \$78 ↓		
20	<b>Dr. Seth B Forman</b> (Florida)	AbbVie \$79,224	Lilly USA \$34,767 ↓	Lilly USA \$19,695 ↓	Janssen \$3,747 ↓	Pfizer \$1,089 ↓	

## AbbVie - Top 5 Oncology Experts (General and Research Payments 2017)



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