

INDUSTRY PAYMENTS ANALYTICS



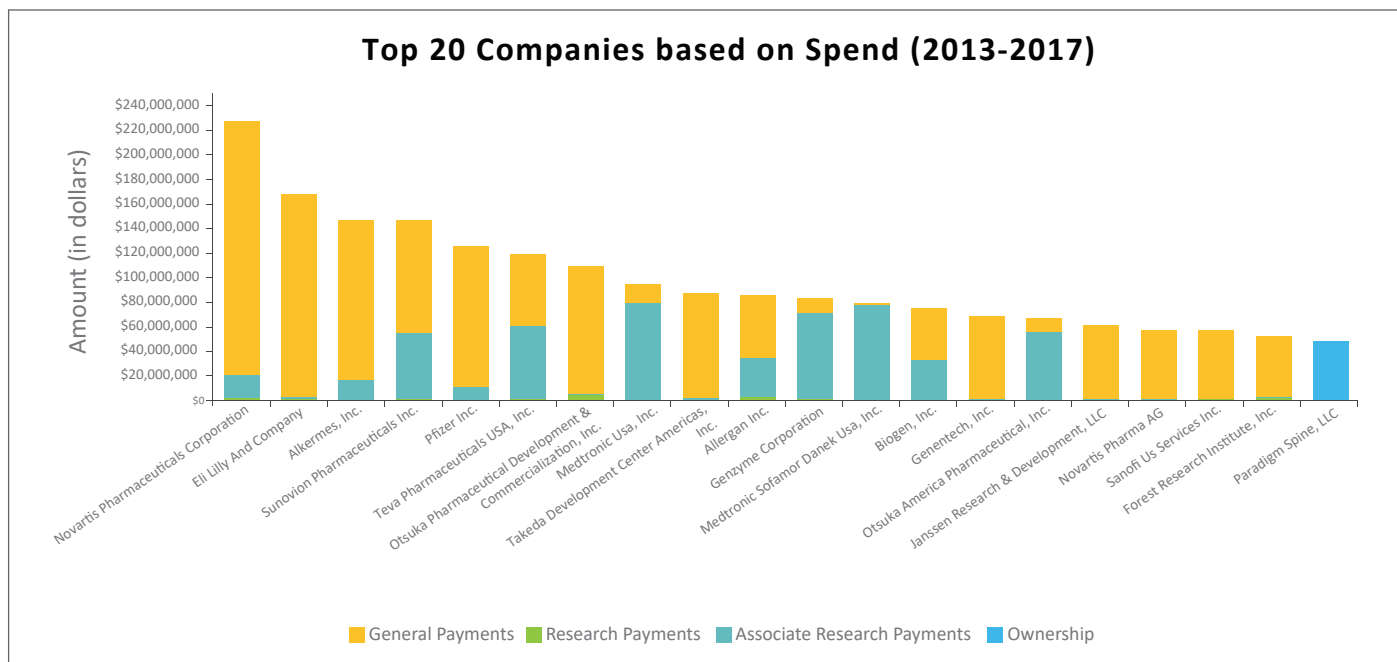
Payments Insights & Trends for Teva Pharmaceutical Industries

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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.

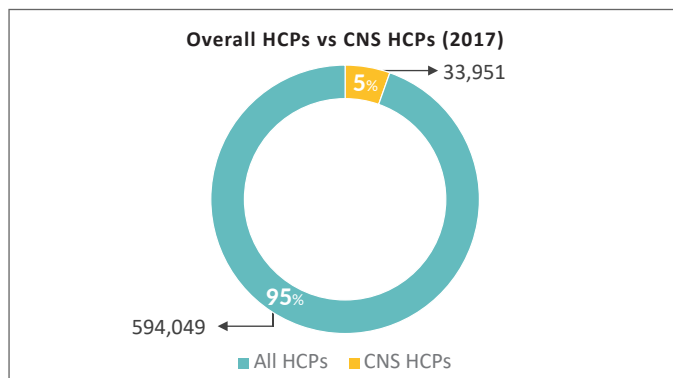
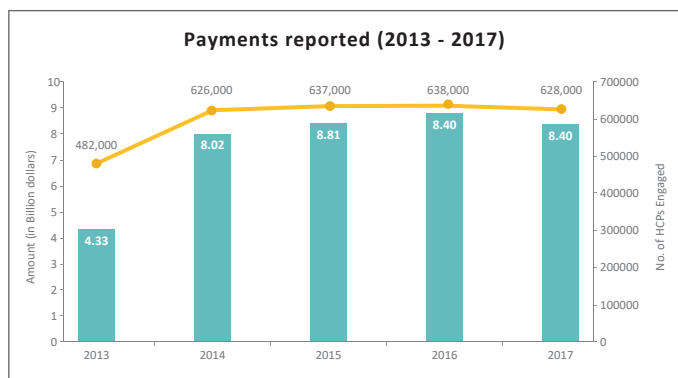
An overview of the top 20 Life Sciences companies and their spend (2013-2017)



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)



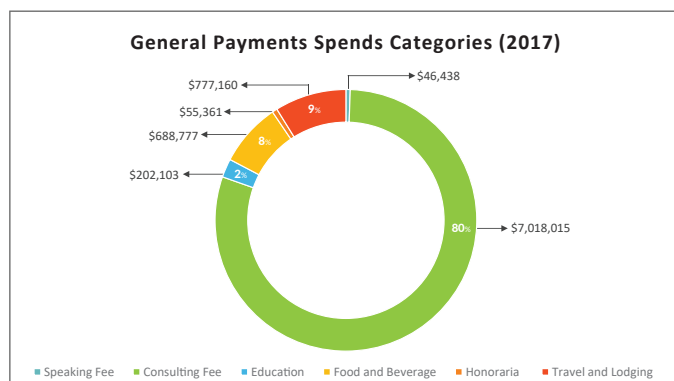
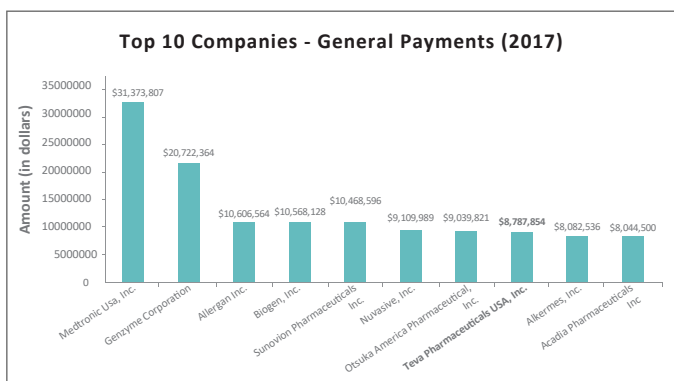
In 2017, Life Sciences companies spent \$8.40 billion on 628,000 HCPs.

8.6% (\$725 million) of the overall Payments was made to 5.4% (33,951) CNS experts in 2017.

Teva Industry Payments Trends

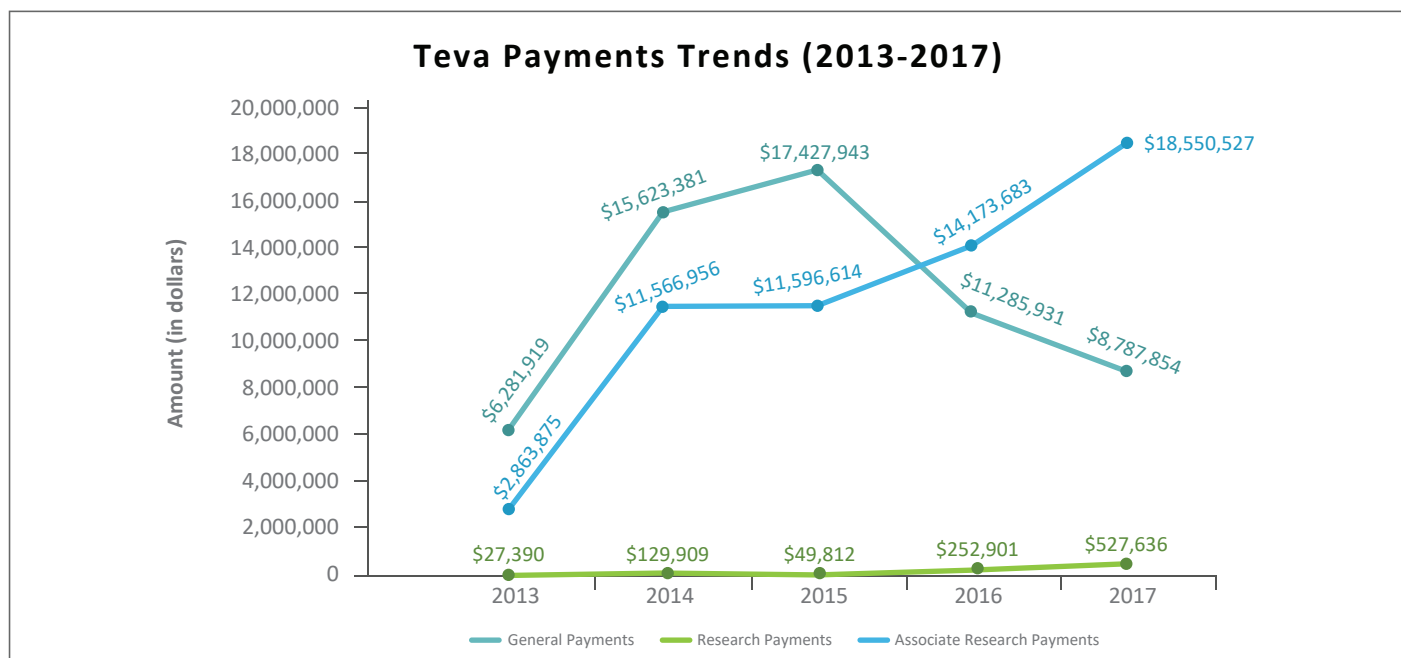
Teva Pharmaceutical Industries is a global leader in generic medicines, with innovative treatments in select areas, including CNS, pain and respiratory. Teva delivers high-quality generic products and medicines in nearly every therapeutic area to address unmet patient needs. Headquartered in Israel, with production and research facilities around the globe, Teva is committed to improving the lives of millions of patients.

Teva - HCP Engagements Payments Trends (2017)



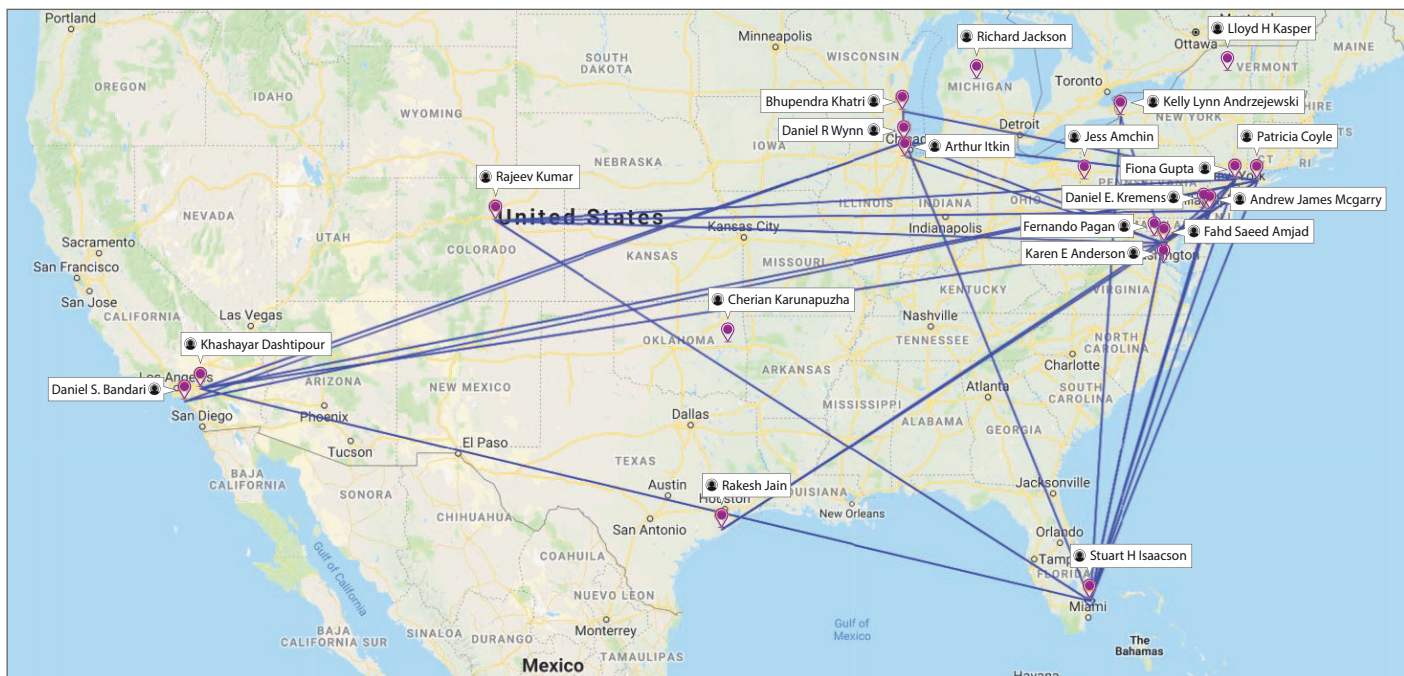
Teva spent \$8,787,854 on 6,174 CNS experts (General Payments).

Teva has spent \$7mn as consulting fee on 601 CNS experts in 2017.



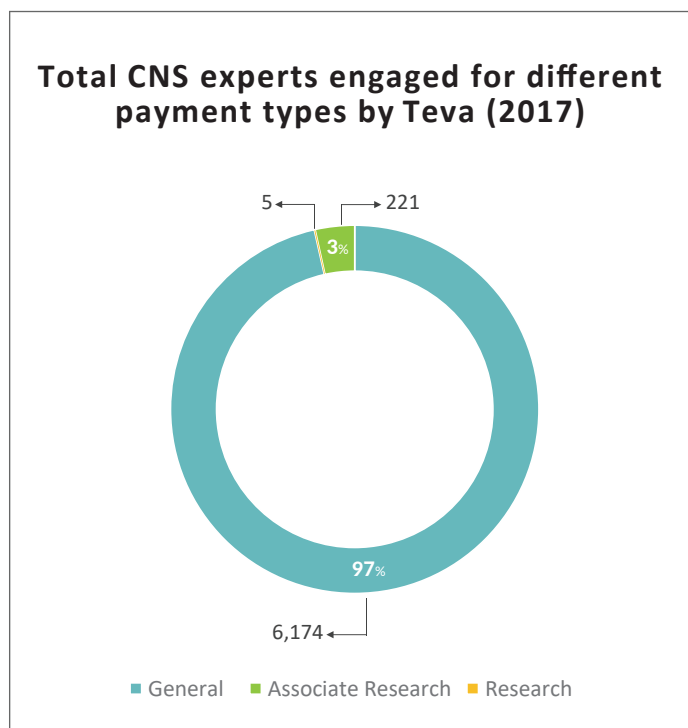
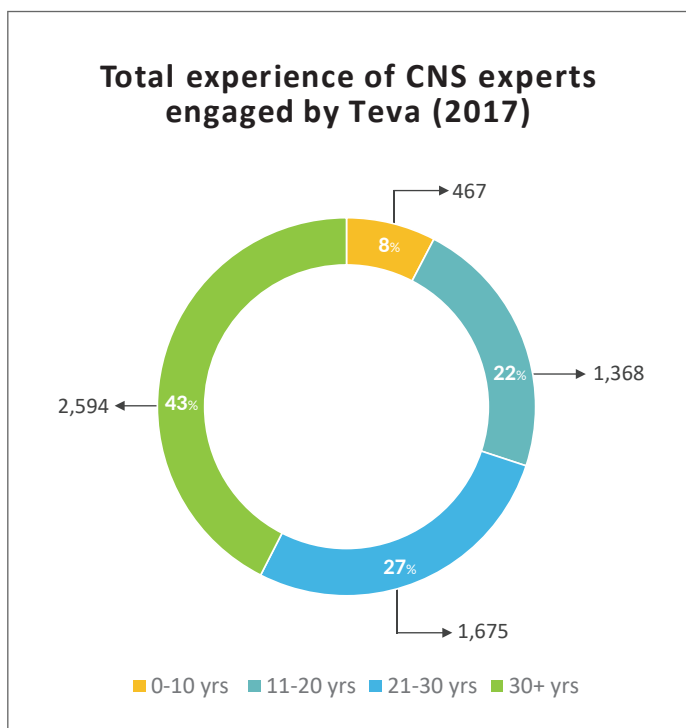
In 2017, Teva significantly increased Research and Associated Research Payments on CNS experts, with 15 new studies initiated in the CNS space.

Geo Location & Network of Top 20 CNS Experts Engaged by Teva 2017

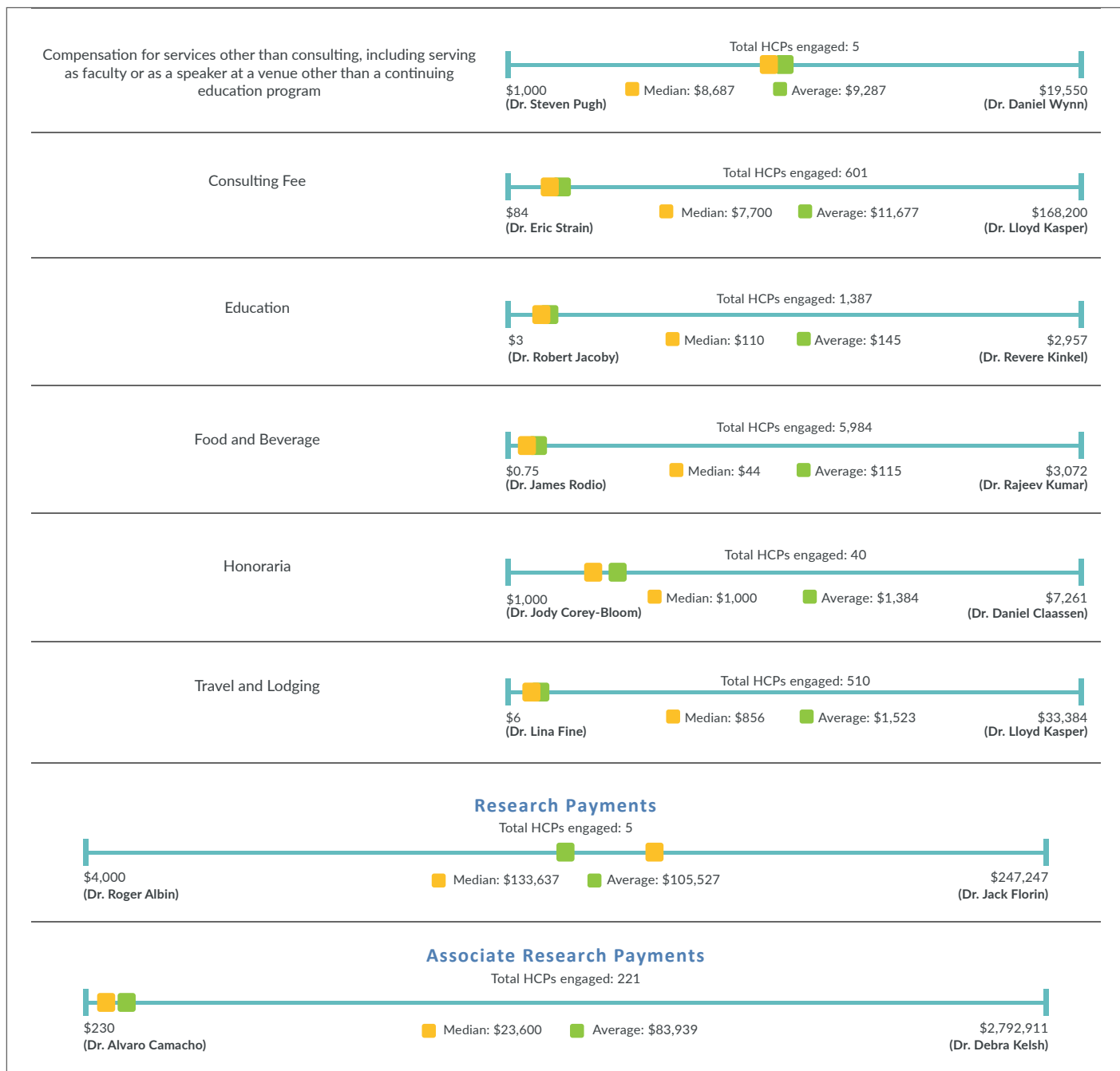


Professional Network and Geo locations of Top 20 CNS experts engaged by Teva (General Payments 2017). The network is based on co-authorship, research activities, speaking engagements and organizations of CNS Experts.

Teva - CNS Experts' Experience and Engagement by Payment Types



Teva - Payments across Engagement Types (2017)



Total CNS experts engaged by Teva for Consulting, Speaking and Research (2017)

- Consulting - 601
- Speaking - 5
- Research - 5

Top 5 conditions treated by CNS experts engaged by Teva (2017)

- Epilepsy
- Seizures
- Depression
- Major Depressive Disorder
- Lennox Gastaut Syndrome

Competitor View of HCP Engagement

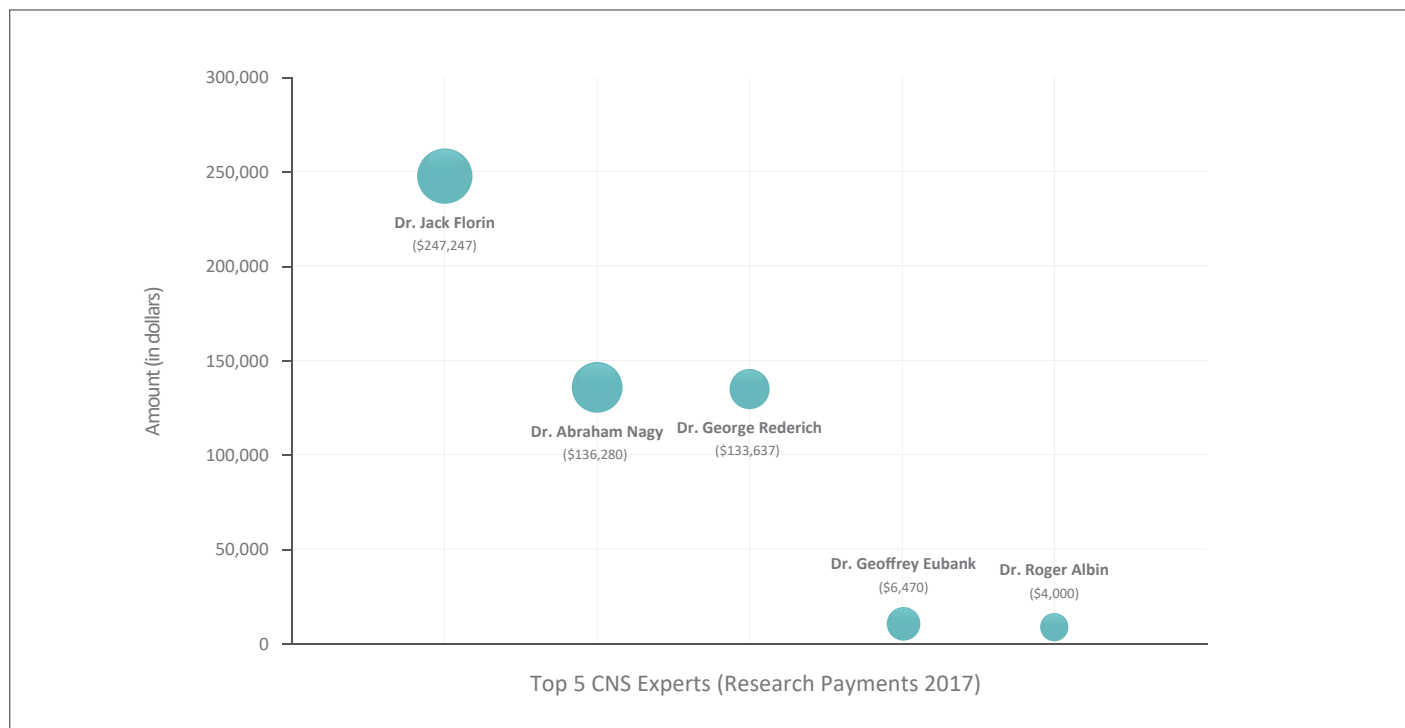
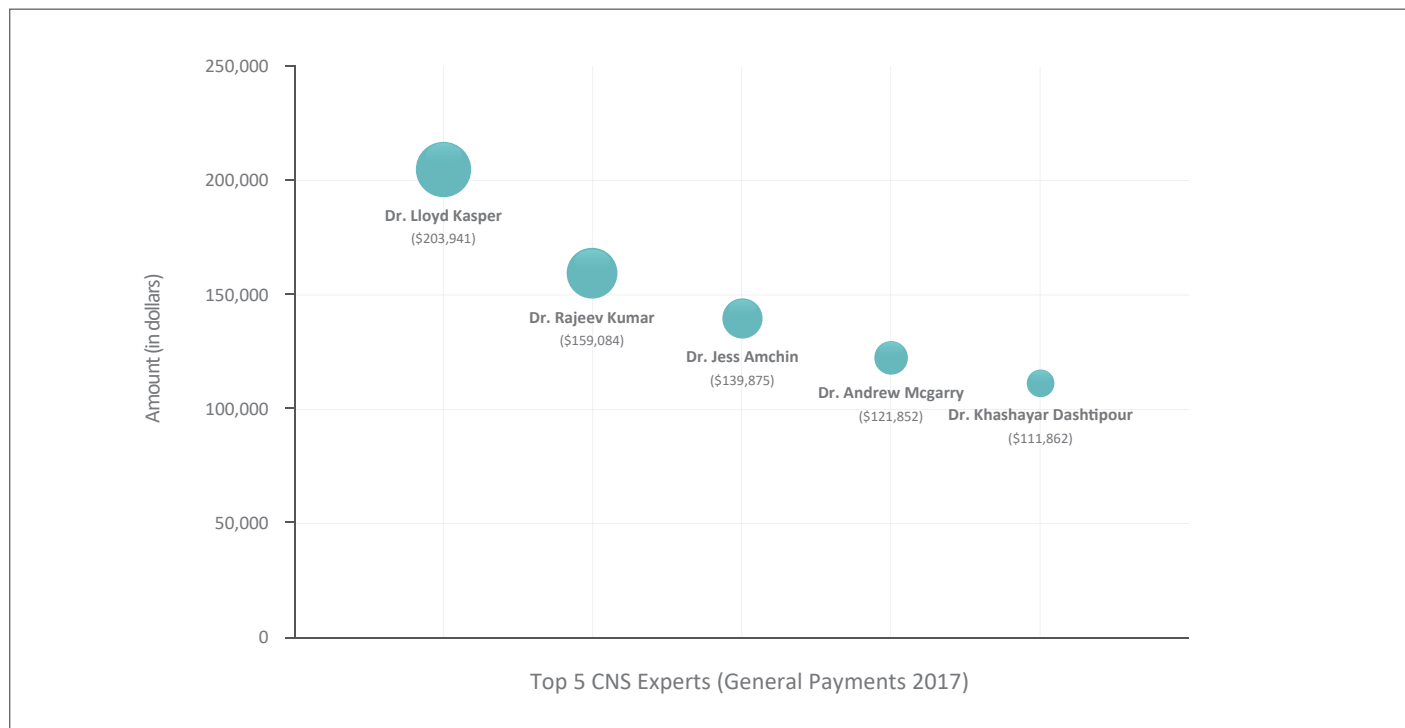
Top 20 CNS experts engaged by Teva and their competitors (General Payments 2017)

↑ = Paid more than Teva

↓ = Paid less than Teva

No.	HCP Name	Companies					
1	Dr. Lloyd H Kasper (Vermont)	Teva \$203,941	Genzyme \$133,417 ↓	Bayer \$869 ↓			
2	Dr. Rajeev Kumar (Colorado)	Teva \$159,084	Acadia Pharma \$73,083 ↓	US WorldMeds \$15,920 ↓	Abbvie \$640 ↓	UCB \$186 ↓	
3	Dr. Jess Amchin (Pennsylvania)	Teva \$139,875	Neuronetics \$60,000 ↓				
4	Dr. Andrew James Mcgarry (New Jersey)	Teva \$121,852	Acadia Pharma \$39,118 ↓	Medtronic \$469 ↓	US WorldMeds \$24 ↓	Abbvie \$24 ↓	
5	Dr. Khashayar Dashtipour (California)	Teva \$111,862	Acadia Pharma \$125,434 ↑	US WorldMeds \$109,006 ↓	Ipsen \$24,762 ↓	Neurocrine Biosciences \$23,963 ↓	
6	Dr. Daniel S. Bandari (California)	Teva \$109,101	Genzyme \$180,025 ↑	Biogen \$109,052 ↓	EMD Serono \$60,145 ↓	Acorda Therapeutics \$11,999 ↓	
7	Dr. Arthur Itkin (Illinois)	Teva \$90,573	Genzyme \$133,186 ↑	US WorldMeds \$76,142 ↓	Allergan \$42,935 ↓	EMD Serono \$37,651 ↓	
8	Dr. Daniel R Wynn (Illinois)	Teva \$88,602	Genzyme \$178,637 ↑	EMD Serono \$41,311 ↓	Mallinckrodt \$21,291 ↓	Avanir Pharma \$17,302 ↓	
9	Dr. Rakesh Jain (Texas)	Teva \$85,904	Allergan \$122,053 ↑	Otsuka \$110,930 ↑	Takeda \$108,263 ↑	Alkermes \$97,564 ↑	
10	Dr. Fernando Pagan (District of Columbia)	Teva \$69,959	Acadia Pharma \$79,284 ↑	Abbvie \$5,990 ↓	US WorldMeds \$5,965 ↓	Sunovion Pharma \$5,952 ↓	
11	Dr. Cherian Abraham Karunapuzha (Oklahoma)	Teva \$69,915	Acadia Pharma \$130,406 ↑	Lundbeck \$34,125 ↓	US WorldMeds \$27,393 ↓	Impax Labs \$9,922 ↓	
12	Dr. Fahd Saeed Amjad (District of Columbia)	Teva \$67,876	Acadia Pharma \$128,785 ↑	Lundbeck \$47,052 ↓	Merz Pharma \$36,891 ↓	Abbvie \$35,029 ↓	
13	Dr. Daniel E. Kremens (Pennsylvania)	Teva \$64,052	Acadia Pharma \$140,868 ↑	Lundbeck \$28,802 ↓	UCB \$18,872 ↓	US WorldMeds \$10,851 ↓	
14	Dr. Patricia Coyle (New York)	Teva \$62,294	Genzyme \$208,420 ↑	Roche \$20,525 ↓	Biogen \$13,521 ↓	EMD Serono \$12,708 ↓	
15	Dr. Kelly Lynn Andrzejewski (New York)	Teva \$60,359	Medtronic \$2,336 ↓	US WorldMeds \$2,308 ↓	Acadia Pharma \$462 ↓	Abbvie \$39 ↓	
16	Dr. Fiona Gupta (New Jersey)	Teva \$57,304	Acadia Pharma \$120,610 ↑	Lundbeck \$41,136 ↓	US WorldMeds \$29,288 ↓	UCB \$21,398 ↓	
17	Dr. Stuart H Isaacson (Florida)	Teva \$56,084	Acadia Pharma \$154,569 ↑	US WorldMeds \$115,954 ↑	Lundbeck \$71,835 ↑	UCB \$49,225 ↓	
18	Dr. Bhupendra O Khatri (Wisconsin)	Teva \$55,334	Genzyme \$225,036 ↑	Biogen \$142,440 ↑	EMD Serono \$30,377 ↓	Genentech \$26,868 ↓	
19	Dr. Karen E Anderson (District of Columbia)	Teva \$53,982					
20	Dr. Richard Jackson (Michigan)	Teva \$49,038	Alkermes \$101,835 ↑	Sunovion Pharma \$35,325 ↓	Otsuka \$30,570 ↓	Shire \$27,587 ↓	

Teva - Top 5 CNS Experts (General and Research Payments 2017)



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