

# INDUSTRY PAYMENTS ANALYTICS



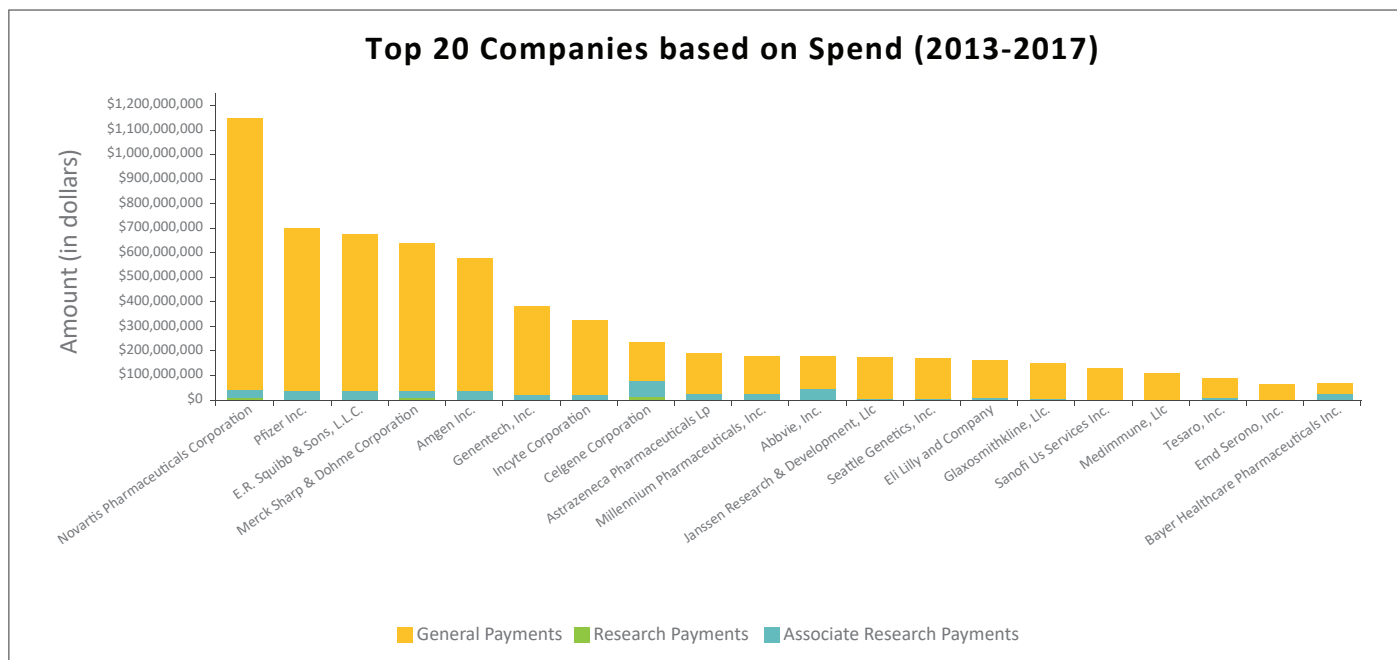
## Payments Insights & Trends for **Alexion**

[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.

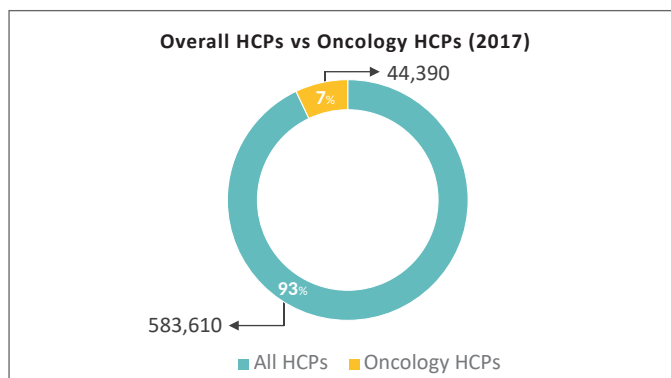
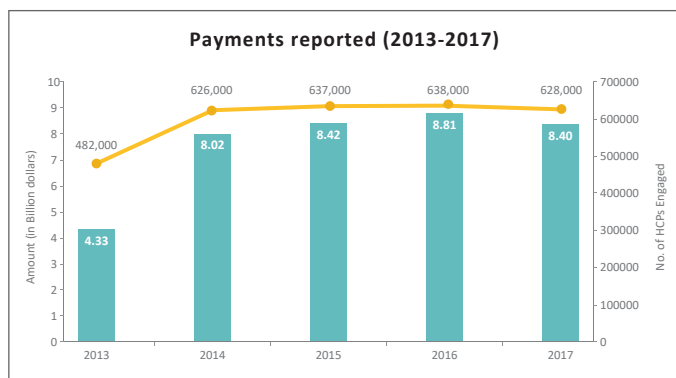
*An overview of the top 20 Oncology companies and their spend (2013-2017)*



## 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)*



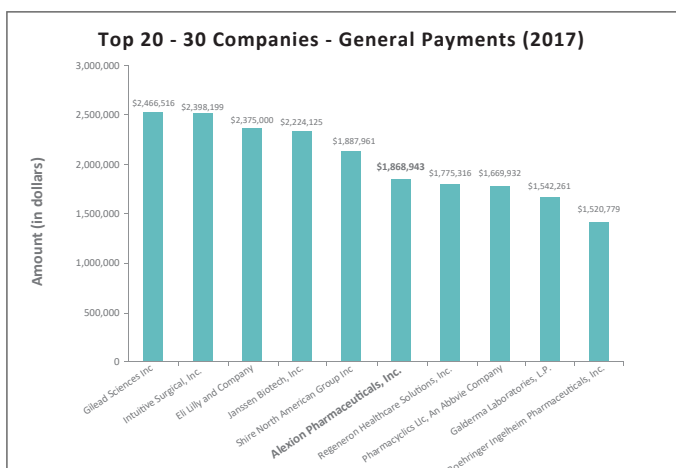
In 2017, Life Sciences companies spent \$8.40 billion on 628,000 HCPs.

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

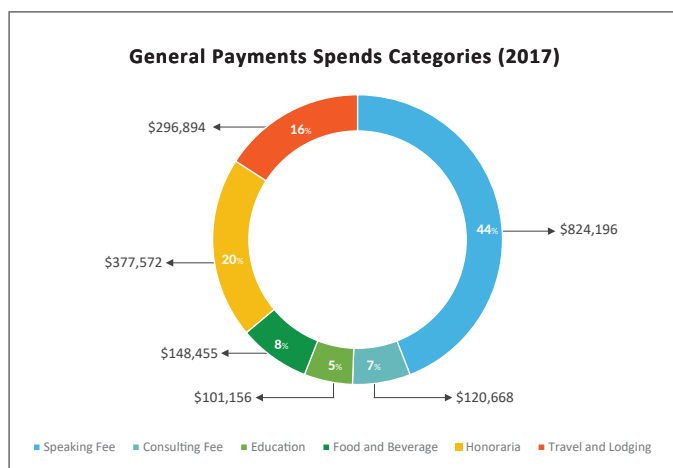
## Alexion Industry Payments Trends

Alexion is a global biopharmaceutical company focused on serving patients and families affected by rare diseases through the discovery, development and commercialization of life-changing therapies. Alexion develops products across different therapeutic areas including hematology, nephrology, neurology and metabolic disorders.

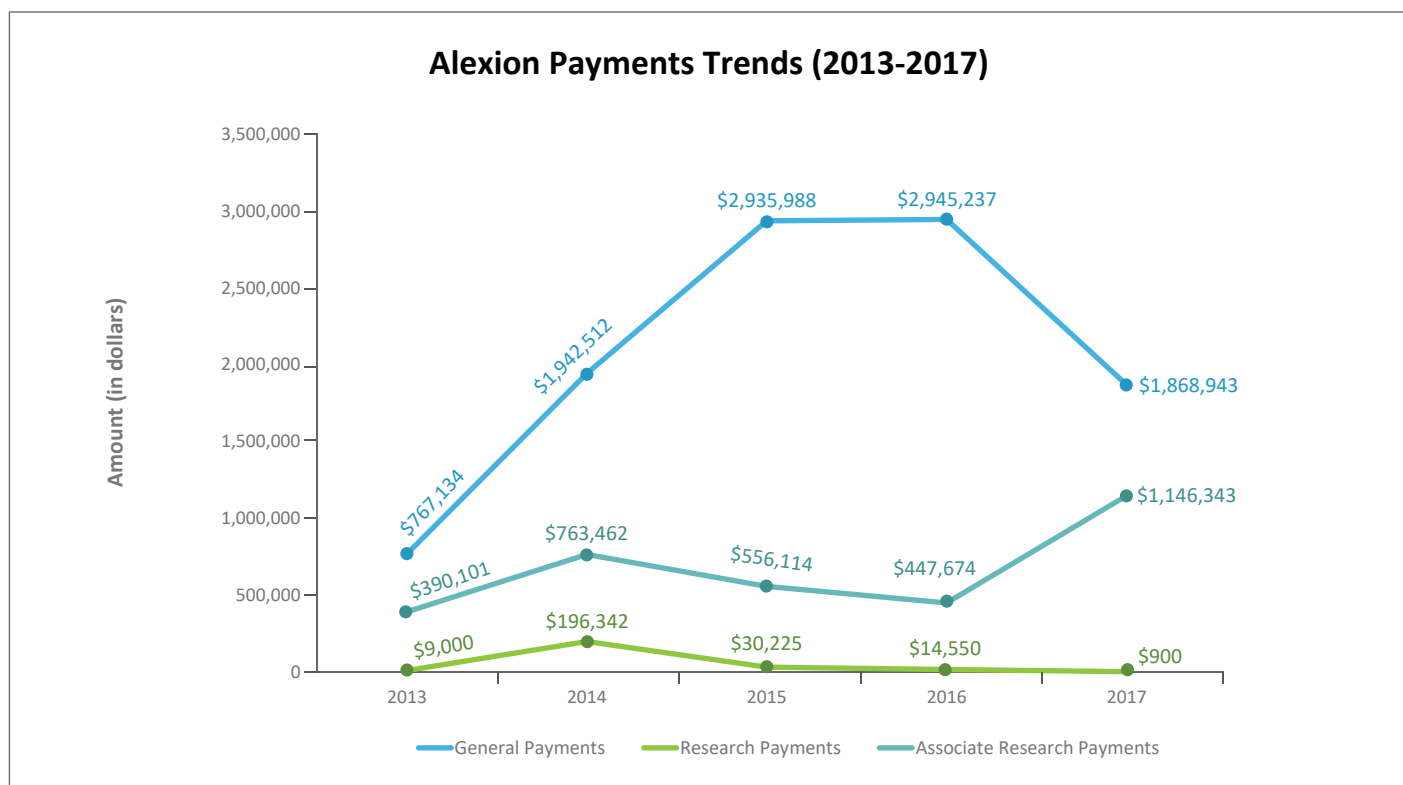
### Alexion - HCP Engagements Payments Trends (2017)



Alexion spent \$1,868,943 on 1,872 Oncology experts (General Payments).

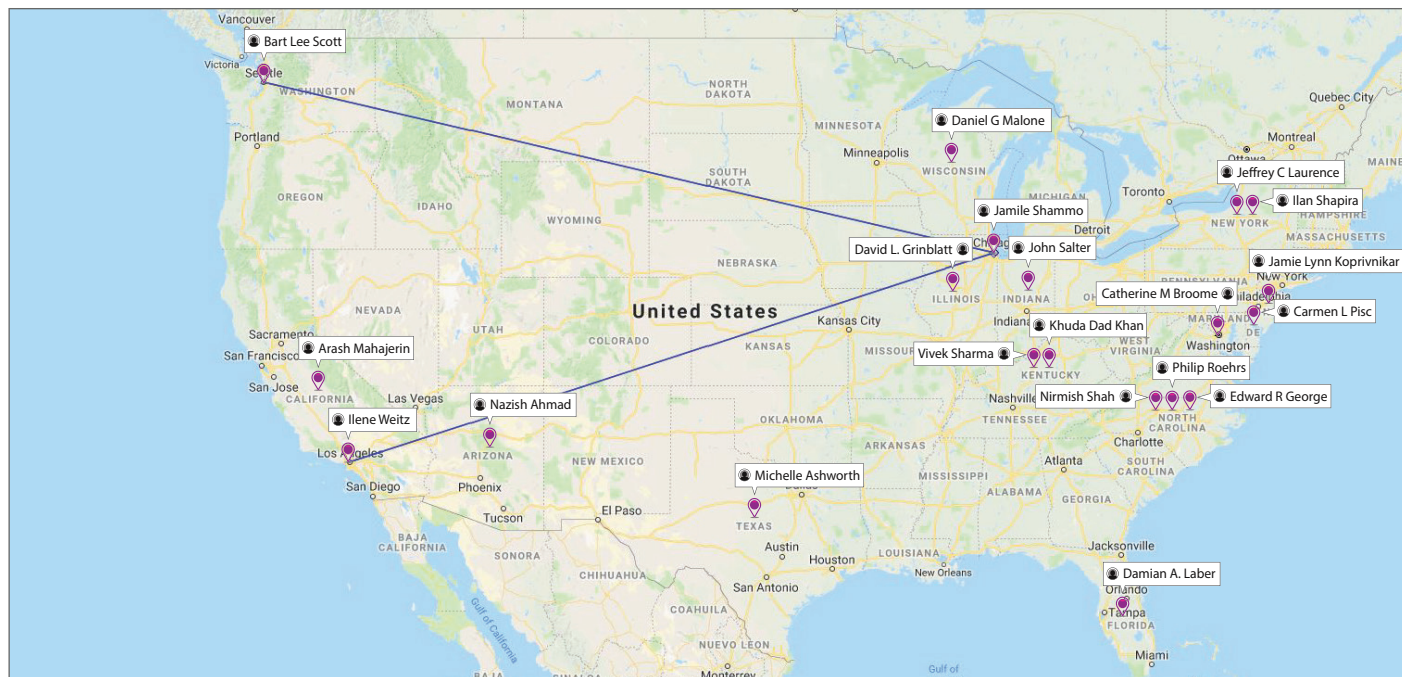


Alexion has spent \$824,196 as Speaking Fee on 71 Oncology experts in 2017.



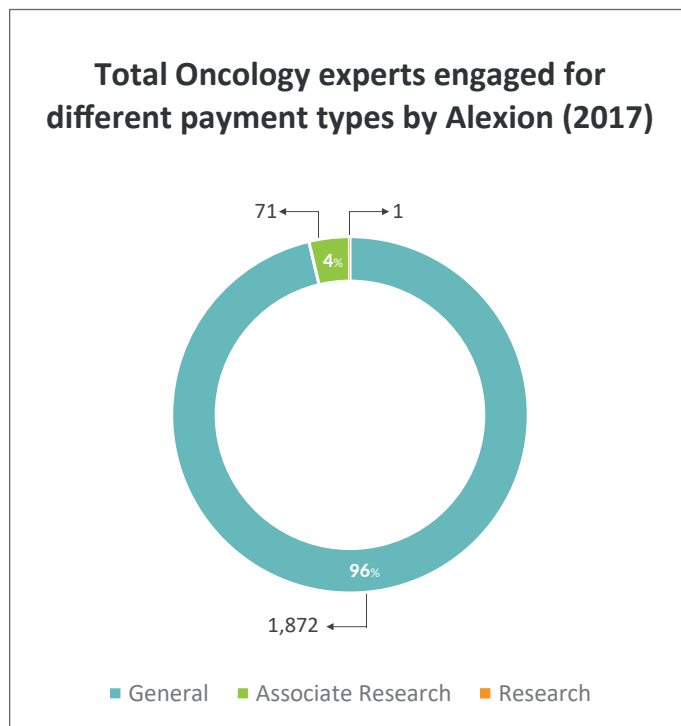
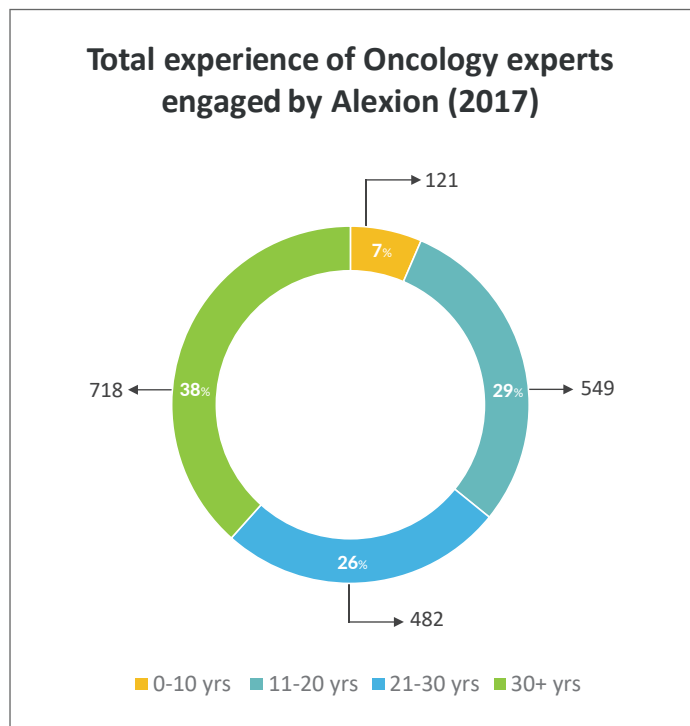
In 2017, Alexion has increased spends on Associated Research Payments, with 4 new studies initiated in the Oncology studies.

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

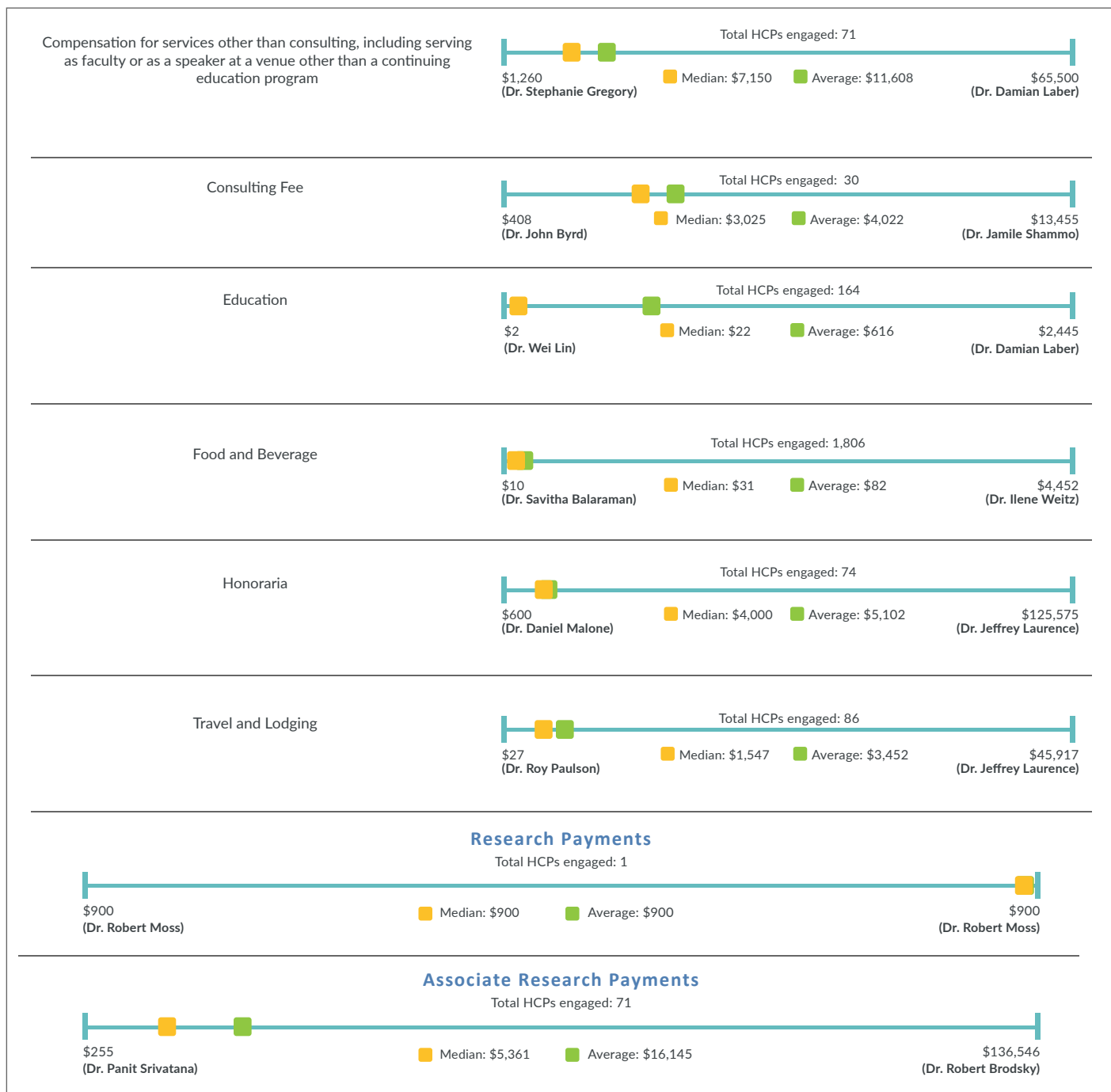


Professional Network and Geo locations of Top 20 Oncology experts engaged by Alexion (General Payments 2017). The network is based on co-authorship, research activities, speaking engagements and organizations of Oncology Experts.

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



# Alexion - Payments across Engagement Types (2017)



**Total Oncology experts engaged by Alexion for Speaking, Consulting & Research (2017)**

- Speaking - 71
- Consulting - 30
- Research - 01

**Top 5 Oncology conditions treated by experts engaged by Alexion (2017)**

- Seizures
- Multiple Sclerosis
- Major Depressive Disorder
- Epilepsy
- Anxiety Disorders

# Competitor View of HCP Engagement

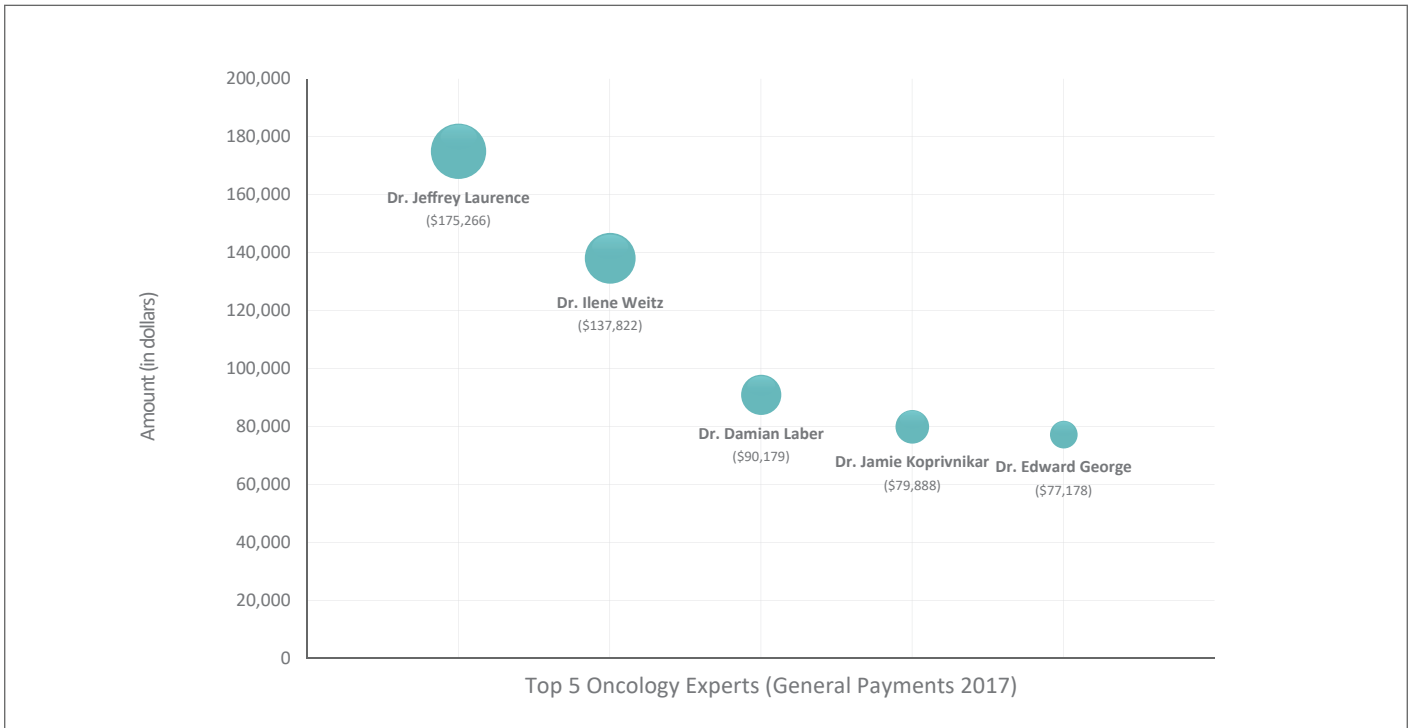
Top 20 Oncology experts engaged by Alexion and their competitors (General Payments 2017)

↑ = Paid more than Alexion

↓ = Paid less than Alexion

| No. | HCP Name  | Companies                   |                                     |                              |                               |                                |
|-----|---|-----------------------------|-------------------------------------|------------------------------|-------------------------------|--------------------------------|
| 1   | <b>Dr. Jeffrey C Laurence</b><br>(New York)             | Alexion Pharma<br>\$175,266 | Jazz Pharma<br>\$25 ↓               |                              |                               |                                |
| 2   | <b>Dr. Ilene Weitz</b><br>(California)                  | Alexion Pharma<br>\$137,822 |                                     |                              |                               |                                |
| 3   | <b>Dr. Damian A. Laber</b><br>(Florida)                 | Alexion Pharma<br>\$90,179  | E.R. Squibb & Sons<br>\$162,698 ↑   | Genentech<br>\$34,470 ↓      | CSL Behring<br>\$25,548 ↓     | Lilly<br>\$11,524 ↓            |
| 4   | <b>Dr. Jamie Lynn Koprivnikar</b><br>(New Jersey)       | Alexion Pharma<br>\$79,888  | Otsuka Pharma<br>\$836 ↓            | Jazz Pharma<br>\$169 ↓       | Celgene<br>\$163 ↓            | Amgen<br>\$143 ↓               |
| 5   | <b>Dr. Edward R George</b><br>(North Carolina)          | Alexion Pharma<br>\$77,178  | Amgen<br>\$65,391 ↓                 | Merck<br>\$61,465 ↓          | Celgene<br>\$7,369 ↓          | Genentech<br>\$324 ↓           |
| 6   | <b>Dr. Jamile Shammo</b><br>(Illinois)                  | Alexion Pharma<br>\$47,861  | Incyte Corporation<br>\$108,621 ↑   | Celgene<br>\$29,676 ↓        | Jazz Pharma<br>\$2,131 ↓      |                                |
| 7   | <b>Dr. Khuda Dad Khan</b><br>(Kentucky)                 | Alexion Pharma<br>\$46,018  | Pfizer<br>\$220 ↓                   | Janssen<br>\$142 ↓           | E.R. Squibb & Sons<br>\$139 ↓ | Genentech<br>\$130 ↓           |
| 8   | <b>Dr. Bart Lee Scott</b><br>(Washington)               | Alexion Pharma<br>\$40,148  | Incyte Corporation<br>\$39,936 ↓    | Jazz Pharma<br>\$34,692 ↓    | Celgene<br>\$27,541 ↓         | Roche<br>\$1,698 ↓             |
| 9   | <b>Dr. Nazish Ahmad</b><br>(Arizona)                    | Alexion Pharma<br>\$37,712  | Merck<br>\$6,862 ↓                  | Abbott<br>\$476 ↓            | E.R. Squibb & Sons<br>\$153 ↓ | Pfizer<br>\$152 ↓              |
| 10  | <b>Dr. John Salter</b><br>(Indiana)                     | Alexion Pharma<br>\$34,227  | Pfizer<br>\$138 ↓                   | Celgene<br>\$126 ↓           | E.R. Squibb & Sons<br>\$106 ↓ | Janssen<br>\$98 ↓              |
| 11  | <b>Dr. Daniel G Malone</b><br>(Wisconsin)               | Alexion Pharma<br>\$34,215  | Abbvie<br>\$94,738 ↑                | Mallinckrodt<br>\$15,184 ↓   | Pfizer<br>\$7,989 ↓           | Fujifilm Sonosite<br>\$2,301 ↓ |
| 12  | <b>Dr. Ilan Shapira</b><br>(New York)                   | Alexion Pharma<br>\$32,775  | Millennium Pharma<br>\$52,818 ↑     | Genentech<br>\$11,595 ↓      | Celgene<br>\$11,546 ↓         | Exelixis<br>\$3,057 ↓          |
| 13  | <b>Dr. Philip Roehrs</b><br>(North Carolina)            | Alexion Pharma<br>\$29,583  |                                     |                              |                               |                                |
| 14  | <b>Dr. Michelle Ashworth</b><br>(Texas)                 | Alexion Pharma<br>\$28,813  | E.R. Squibb & Sons<br>\$9,920 ↓     | Janssen<br>\$2,764 ↓         | Sirtex Medical<br>\$125 ↓     | Merck<br>\$107 ↓               |
| 15  | <b>Dr. Arash Mahajerin</b><br>(California)              | Alexion Pharma<br>\$28,417  | CSL Behring<br>\$2,500 ↓            | Grifols<br>\$125 ↓           | Genentech<br>\$45 ↓           | Shire<br>\$28 ↓                |
| 16  | <b>Dr. Vivek Sharma</b><br>(Kentucky)                   | Alexion Pharma<br>\$26,623  | Millennium Pharma<br>\$15,161 ↓     | Shire<br>\$12,237 ↓          | Bayer<br>\$6,189 ↓            | Genentech<br>\$4,035 ↓         |
| 17  | <b>Dr. Catherine M Broome</b><br>(District of Columbia) | Alexion Pharma<br>\$25,414  | Bioerativ Therapeutics<br>\$9,020 ↓ |                              |                               |                                |
| 18  | <b>Dr. Nirmish Shah</b><br>(North Carolina)             | Alexion Pharma<br>\$23,808  | Apo-Pharma<br>\$3,033 ↓             |                              |                               |                                |
| 19  | <b>Dr. Carmen L Pisc</b><br>(Delaware)                  | Alexion Pharma<br>\$20,612  | Sanofi-Aventis<br>\$66 ↓            | E.R. Squibb & Sons<br>\$52 ↓ | Janssen<br>\$34 ↓             | Amgen<br>\$32 ↓                |
| 20  | <b>Dr. David L. Grinblatt</b><br>(Illinois)             | Alexion Pharma<br>\$20,277  | Celgene<br>\$5,746 ↓                |                              |                               |                                |

## Alexion - Top 5 Oncology Experts (General Payments 2017)



Aissel Technologies specializes in cutting-edge medical Thought Leader solutions. konectar, our KOL Management Platform has the most innovative features built using robust technologies for data analytics and reporting, sophisticated algorithms using machine learning for client-specific KOL identification. With a really cool user interface, users can Discover, Profile and Engage the right medical experts with konectar.

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