

# INDUSTRY PAYMENTS ANALYTICS



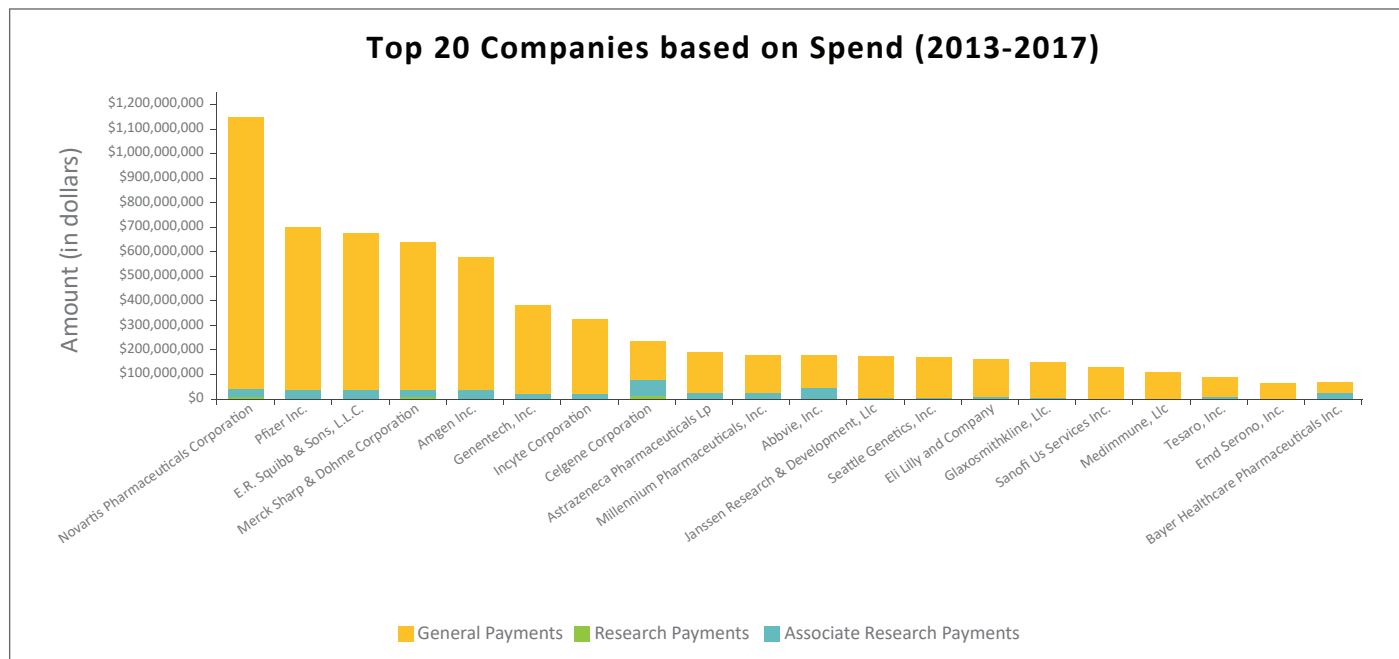
## Payments Insights & Trends for Allergan

[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.

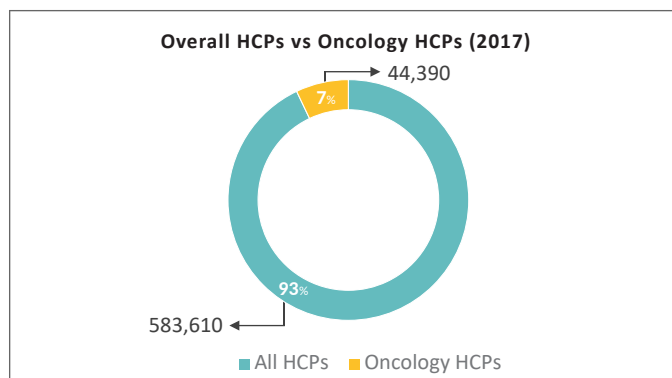
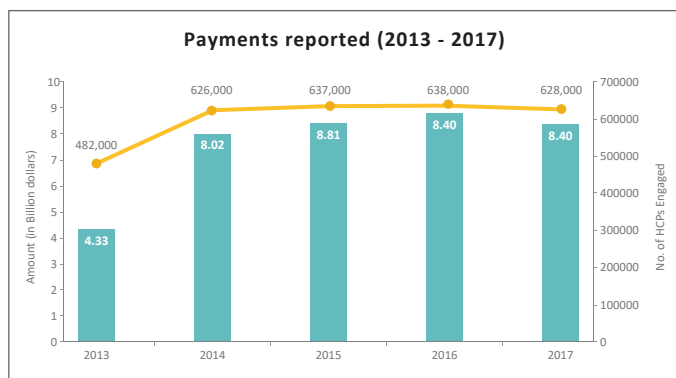
*An overview of the top 20 Oncology companies and their spend (2013-2017)*



## 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)*



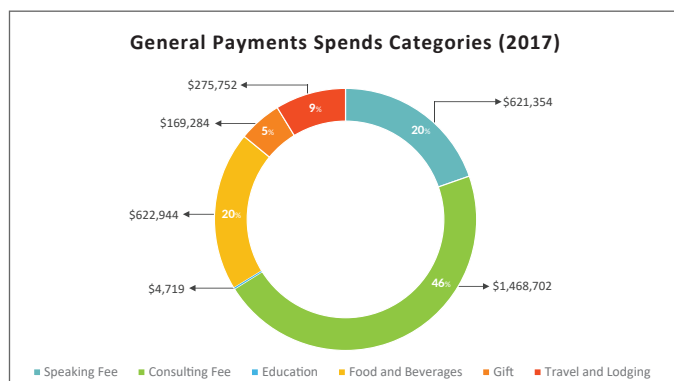
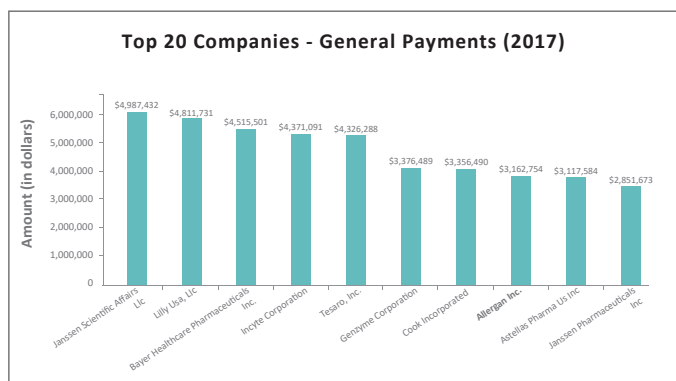
In 2017, Life Sciences companies spent \$8.40 billion on 628,000 HCPs.

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

## Allergan Industry Payments Trends

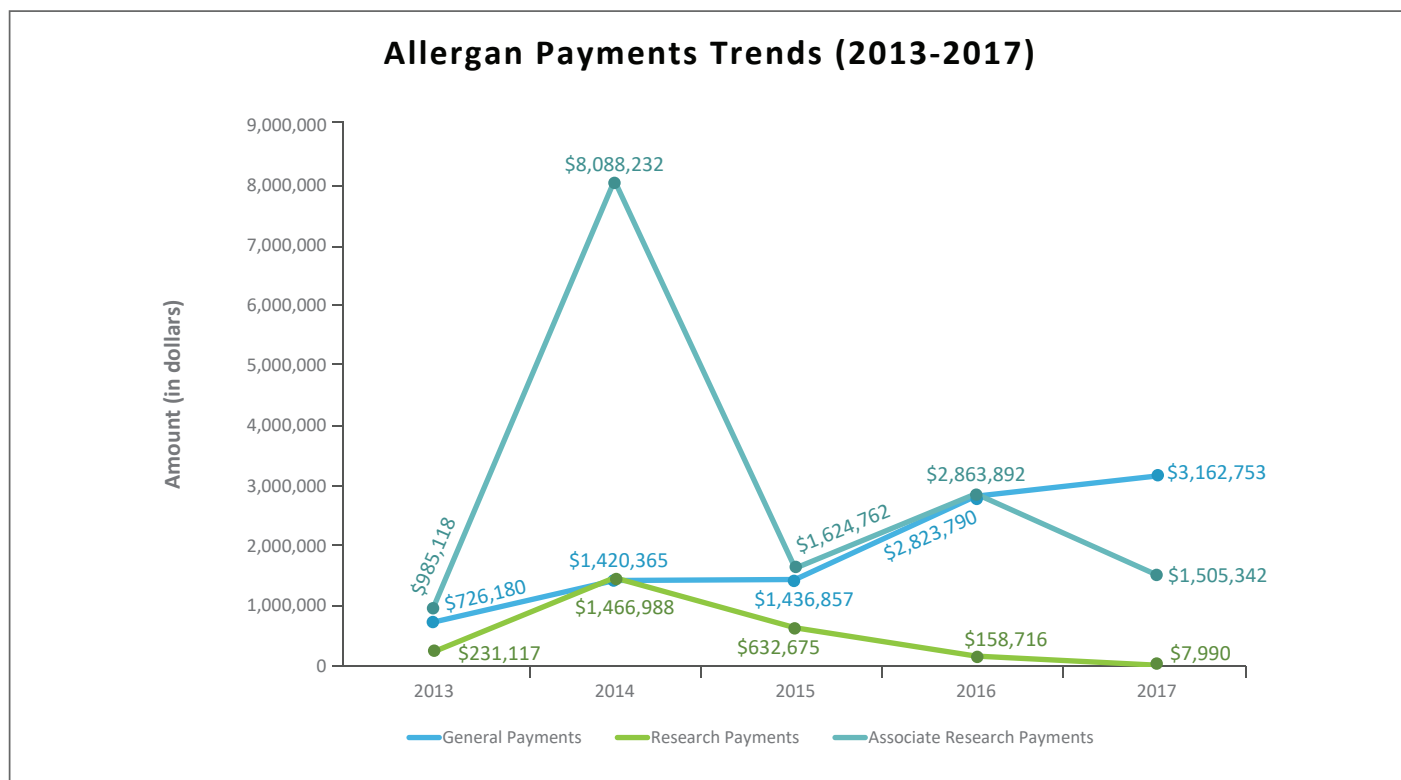
Allergan is a global pharmaceutical company and a leader in Growth Pharma. Allergan is focused on developing, manufacturing and commercializing branded pharmaceutical, device, biologic, surgical and regenerative medicine products for patients around the world. Allergan develops products for the central nervous system, eye care, medical aesthetics and dermatology, gastroenterology, women's health, urology and anti-infective therapeutic categories.

## Allergan - HCP Engagements Payments Trends (2017)



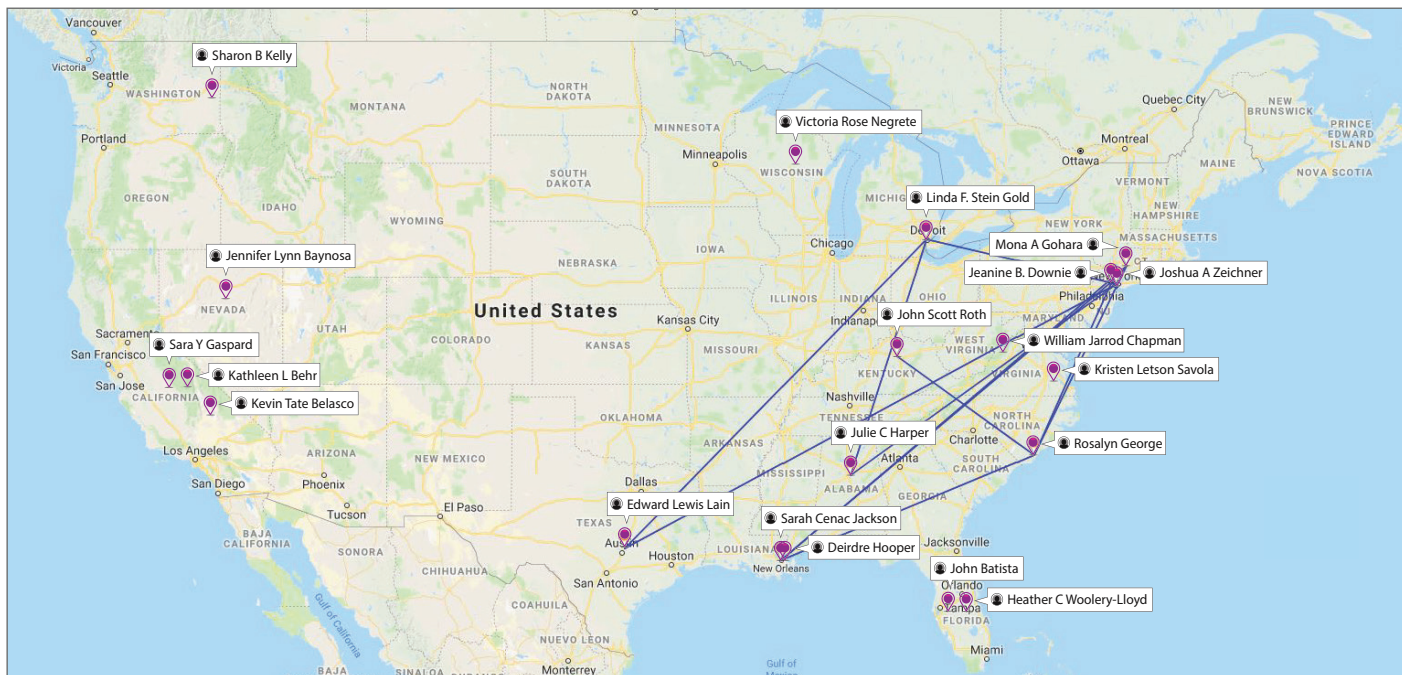
Allergan spent \$3,162,754 on 6,525 Oncology experts(General Payments).

Allergan has spent \$1.5mn as Consulting Fee on 273 Oncology experts in 2017.



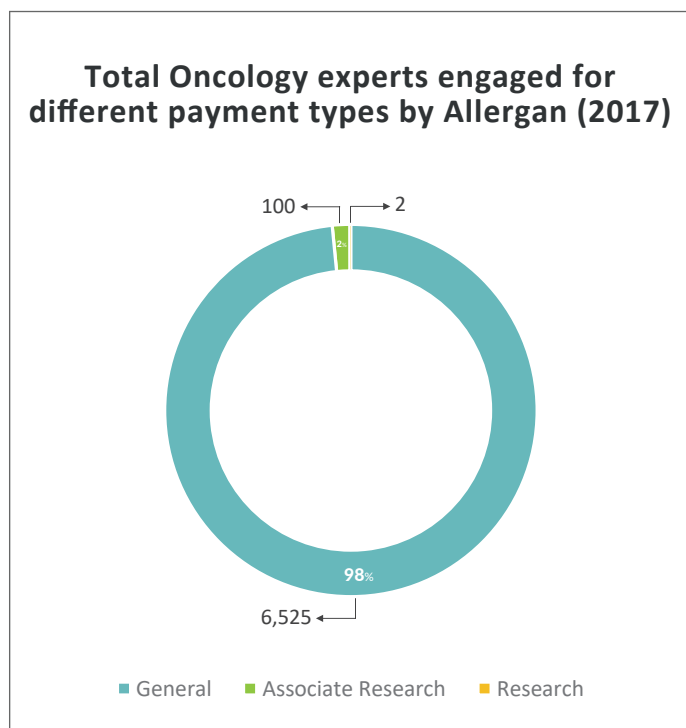
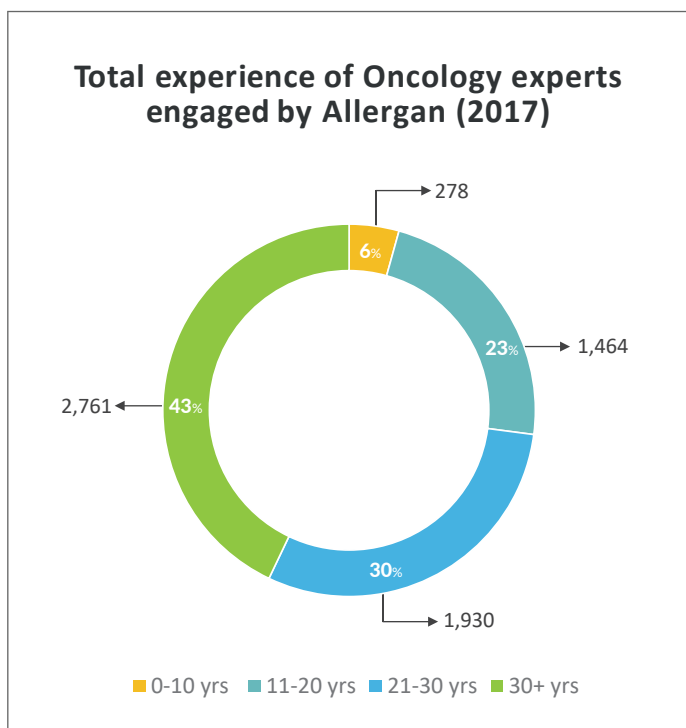
In 2017, Allergan has increased General Payments on Oncology experts.

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

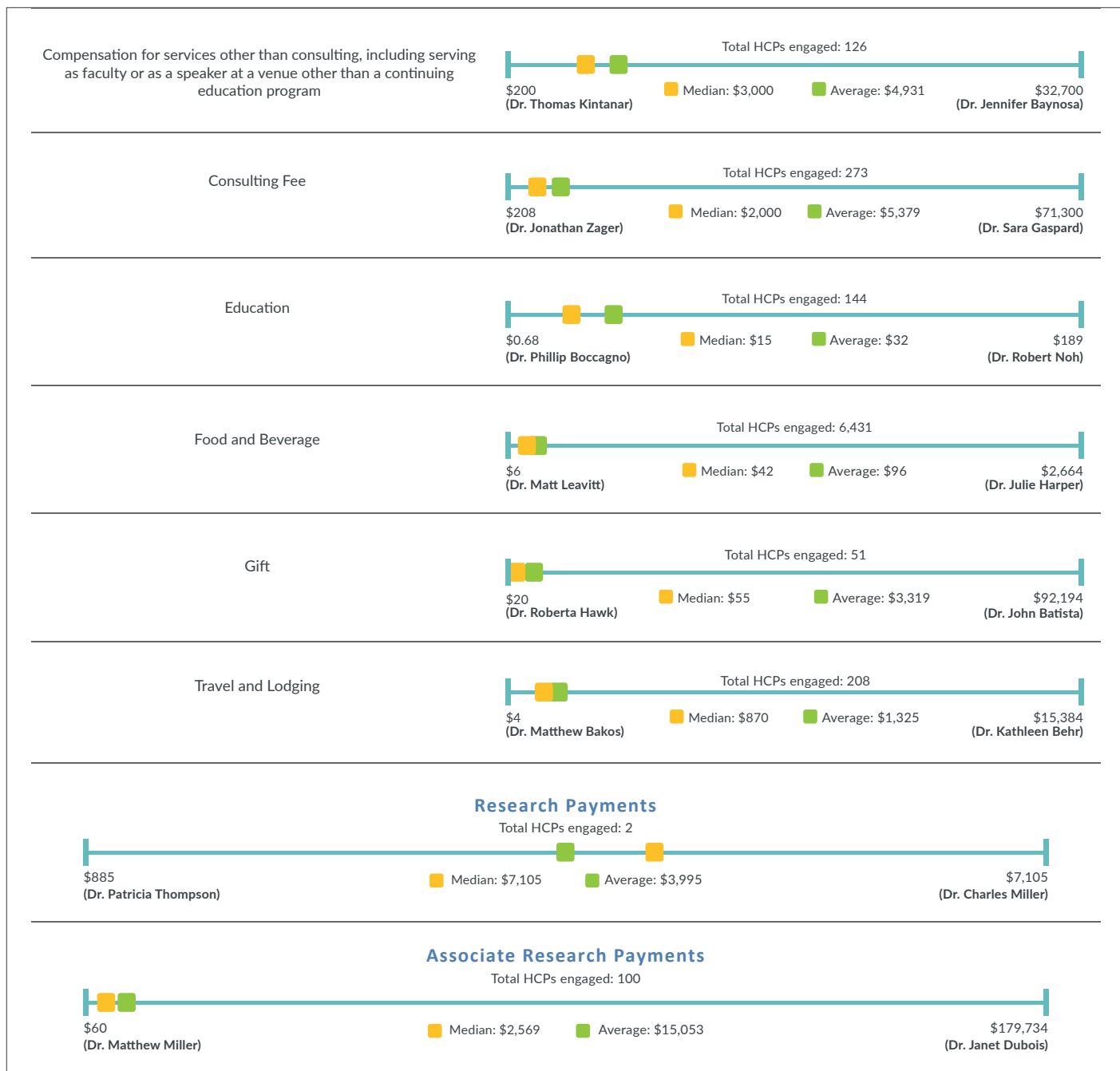


Professional Network and Geo locations of Top 20 Oncology experts engaged by Allergan (General Payments 2017). The network is based on co-authorship, research activities, speaking engagements and organizations of Oncology Experts.

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



# Allergan - Payments across Engagement Types (2017)



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

- Consulting - 273
- Speaking - 126
- Research - 2










































































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

- Breast Neoplasms
- Prostatic Neoplasms
- Endometrial Neoplasms
- Pancreatic Neoplasms
- Rectal Neoplasms

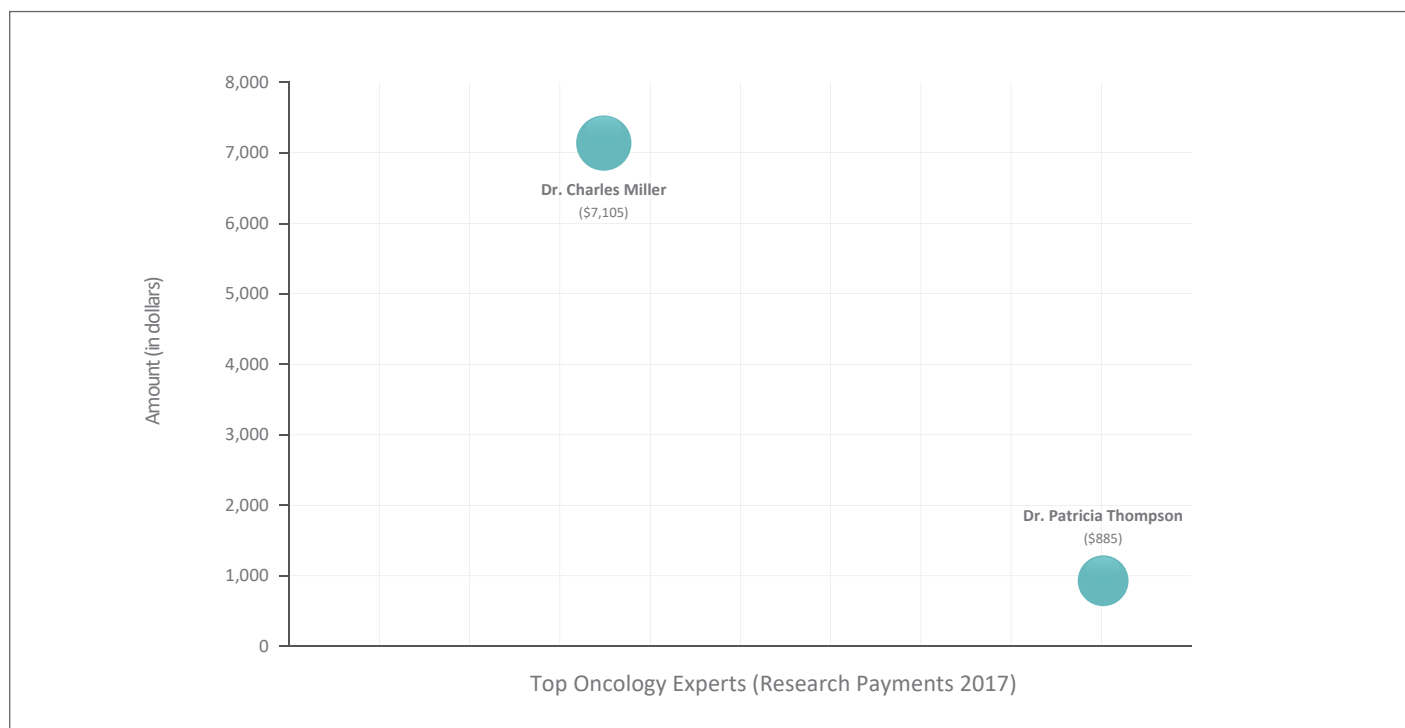
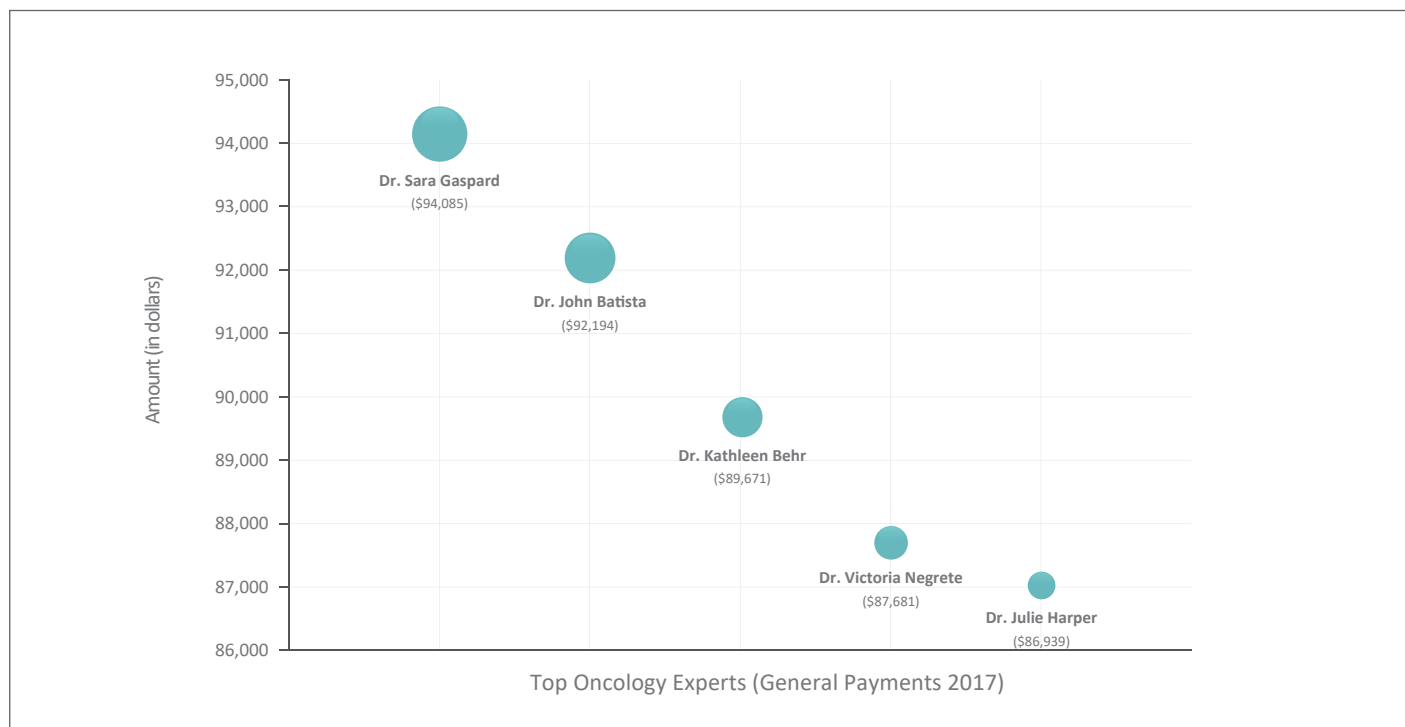
# Competitor View of HCP Engagement

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

 = Paid more than Allergan     
  = Paid less than Allergan

No.	HCP Name	Companies					
1	<b>Dr. Sara Y Gaspard</b> (California)	Allergan \$94,085	Aqua Pharma \$294 	AbbVie \$270 	Janssen \$143 	Pfizer \$127 	
2	<b>Dr. John Batista</b> (Florida)	Allergan \$92,194					
3	<b>Dr. Kathleen L Behr</b> (California)	Allergan \$89,671	Galderma \$173 	Merz Pharma \$54 	Aqua Pharma \$22 	Mayne Pharma \$18 	
4	<b>Dr. Victoria Rose Negrete</b> (Wisconsin)	Allergan \$87,681	Lilly USA \$126 	Celgene \$118 	LEO Pharma \$84 	AbbVie \$82 	
5	<b>Dr. Julie C Harper</b> (Alabama)	Allergan \$86,939	Galderma \$33,635 	Bayer \$12,647 	Taro Pharma \$1,574 	AbbVie \$247 	
6	<b>Dr. Joshua A Zeichner</b> (New York)	Allergan \$65,291	Regeneron \$25,103 	Bayer \$19,907 	AbbVie \$17,870 	Pfizer \$12,570 	
7	<b>Dr. Rosalyn George</b> (North Carolina)	Allergan \$56,231	Galderma \$7,086 	Merz Pharma \$4,884 	AbbVie \$167 	Regeneron \$83 	
8	<b>Dr. Heather C Woolery-Lloyd</b> (Florida)	Allergan \$51,750	Pfizer \$15 				
9	<b>Dr. Linda F. Stein Gold</b> (Michigan)	Allergan \$43,652	Galderma \$77,722 	Pfizer \$58,594 	Genzyme \$27,019 	Regeneron \$20,295 	
10	<b>Dr. Sarah Cenac Jackson</b> (Louisiana)	Allergan \$43,224	Pfizer \$7,826 	Aqua Pharma \$469 	Mayne Pharma \$327 	LEO Pharma \$310 	
11	<b>Dr. Deirdre Hooper</b> (Louisiana)	Allergan \$41,049	Merz Pharma \$364 	Galderma \$251 	LEO Pharma \$205 	Aqua Pharma \$204 	
12	<b>Dr. Jeanine B. Downie</b> (New Jersey)	Allergan \$40,143	Galderma \$8,900 	Merz Pharma \$3,235 	Pfizer \$2,279 	Endo Pharma \$940 	
13	<b>Dr. Jennifer Lynn Baynosa</b> (Nevada)	Allergan \$39,200	Intuitive Surgical \$106 	Novadaq \$21 	Medline \$14 	Novum Pharma \$14 	
14	<b>Dr. Edward Lewis Lain</b> (Texas)	Allergan \$32,746	Pfizer \$13,553 	Eli Lilly \$9,207 	Galderma \$9,169 	Valeant Pharma \$45 	
15	<b>Dr. John Scott Roth</b> (Kentucky)	Allergan \$28,576	Davol \$160,982 	Miomatrix Medical \$51,876 	Intuitive Surgical \$3,499 	W. L. Gore \$63 	
16	<b>Dr. William Jarrod Chapman</b> (West Virginia)	Allergan \$28,452	Novo Nordisk \$422 	Boehringer Ingelheim \$223 	AstraZeneca \$208 	Janssen \$171 	
17	<b>Dr. Sharon B Kelly</b> (Washington)	Allergan \$27,583	Pfizer \$33,038 	Celgene \$267 	Janssen \$58 	Regeneron \$42 	
18	<b>Dr. Mona A Gohara</b> (Connecticut)	Allergan \$23,038	Janssen \$61 	Galderma \$51 	Amgen \$29 	Pfizer \$27 	
19	<b>Dr. Kevin Tate Belasco</b> (California)	Allergan \$22,639	Pfizer \$29,805 	Galderma \$23,785 	Aqua Pharma \$18,898 	Promius Pharma \$15,280 	
20	<b>Dr. Kristen Letson Savola</b> (Virginia)	Allergan \$22,396	Galderma \$26,058 	AbbVie \$24,496 	Aqua Pharma \$4,578 	Pfizer \$110 	

## Allergan - Top Oncology Experts (General and Research 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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