

INDUSTRY PAYMENTS ANALYTICS



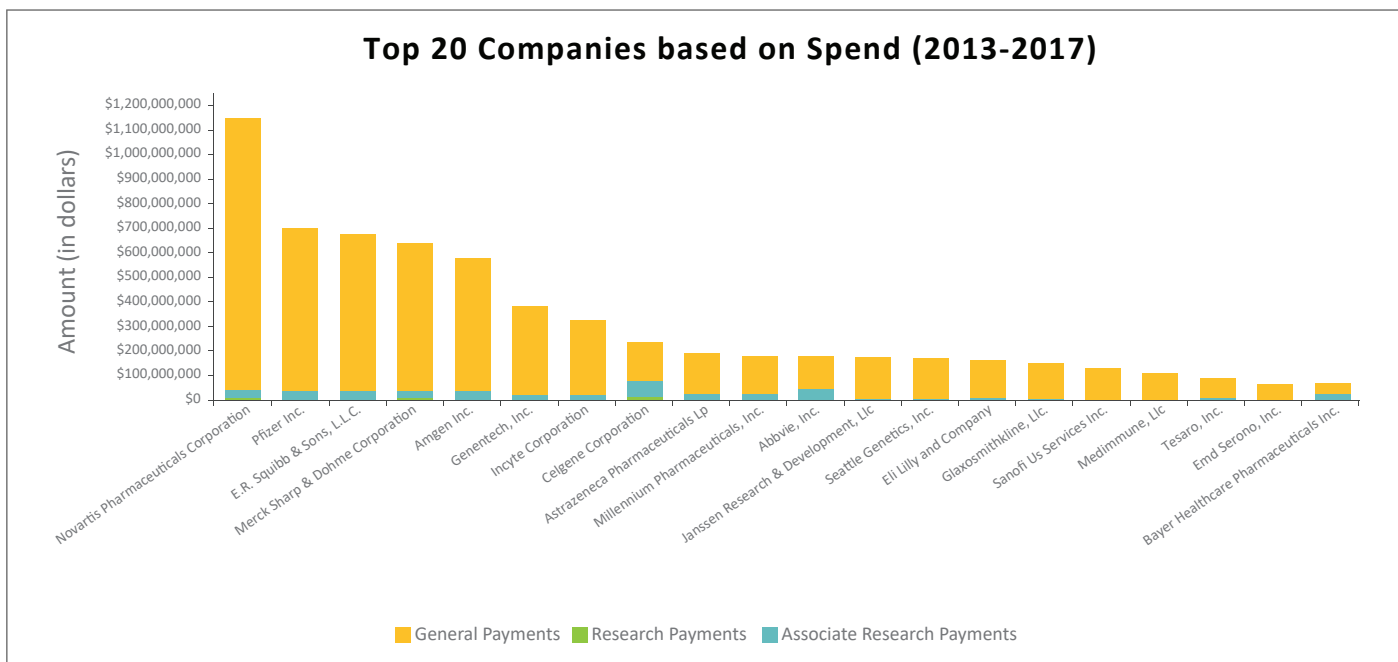
Payments Insights & Trends for **Celgene**

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.

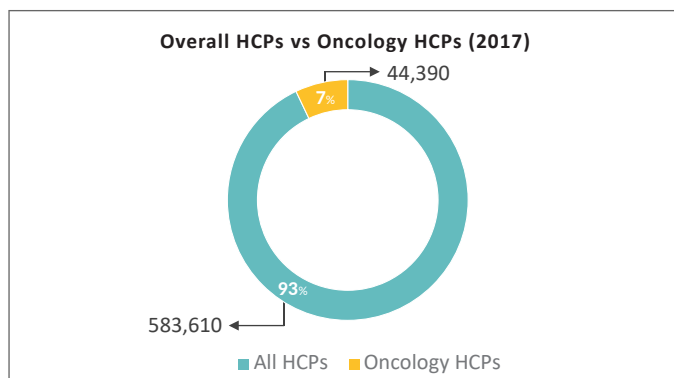
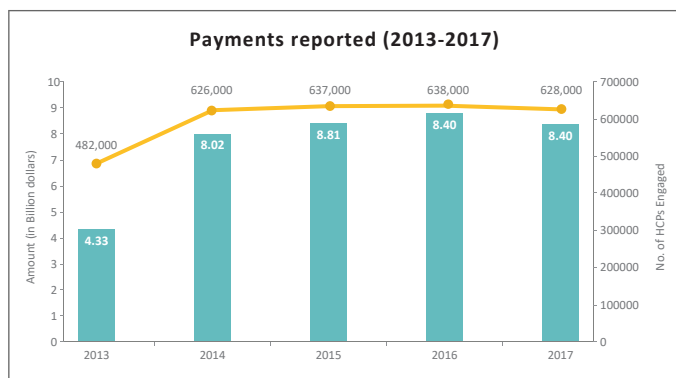
An overview of the top 20 Oncology companies and their spend (2013-2017)



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)



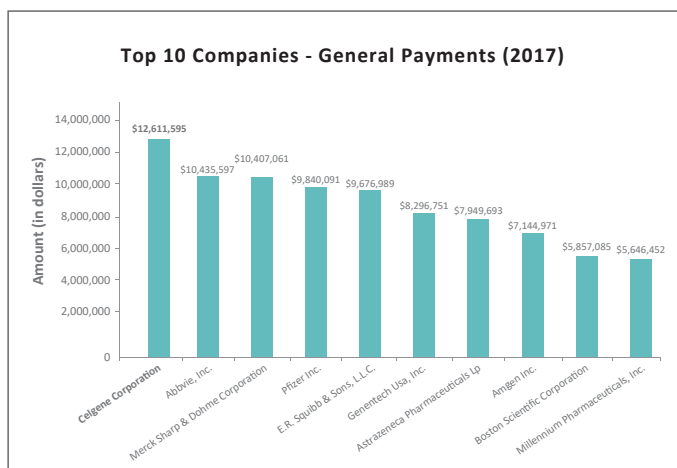
In 2017, Life Sciences companies spent \$8.40 billion on 628,000 HCPs.

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

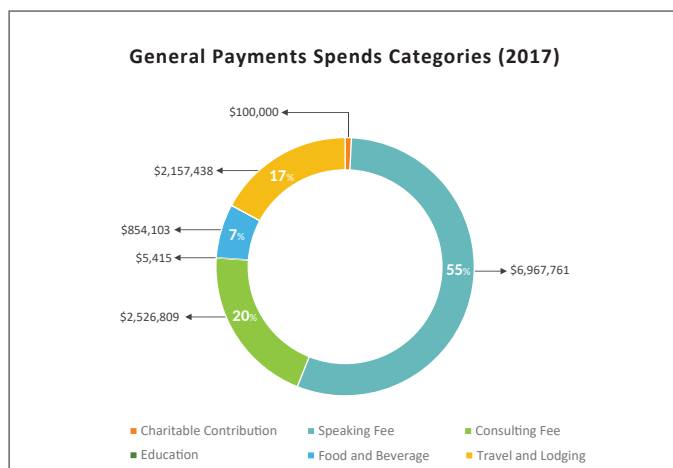
Celgene Industry Payments Trends

Celgene Corporation is an integrated global biopharmaceutical company engaged primarily in the discovery, development and commercialization of innovative therapies for the treatment of cancer and inflammatory diseases through next-generation solutions in protein homeostasis, immuno-oncology, epigenetics, immunology and neuro-inflammation. Celgene's commercial stage products and the depth of their product pipeline, provide the catalysts for future growth.

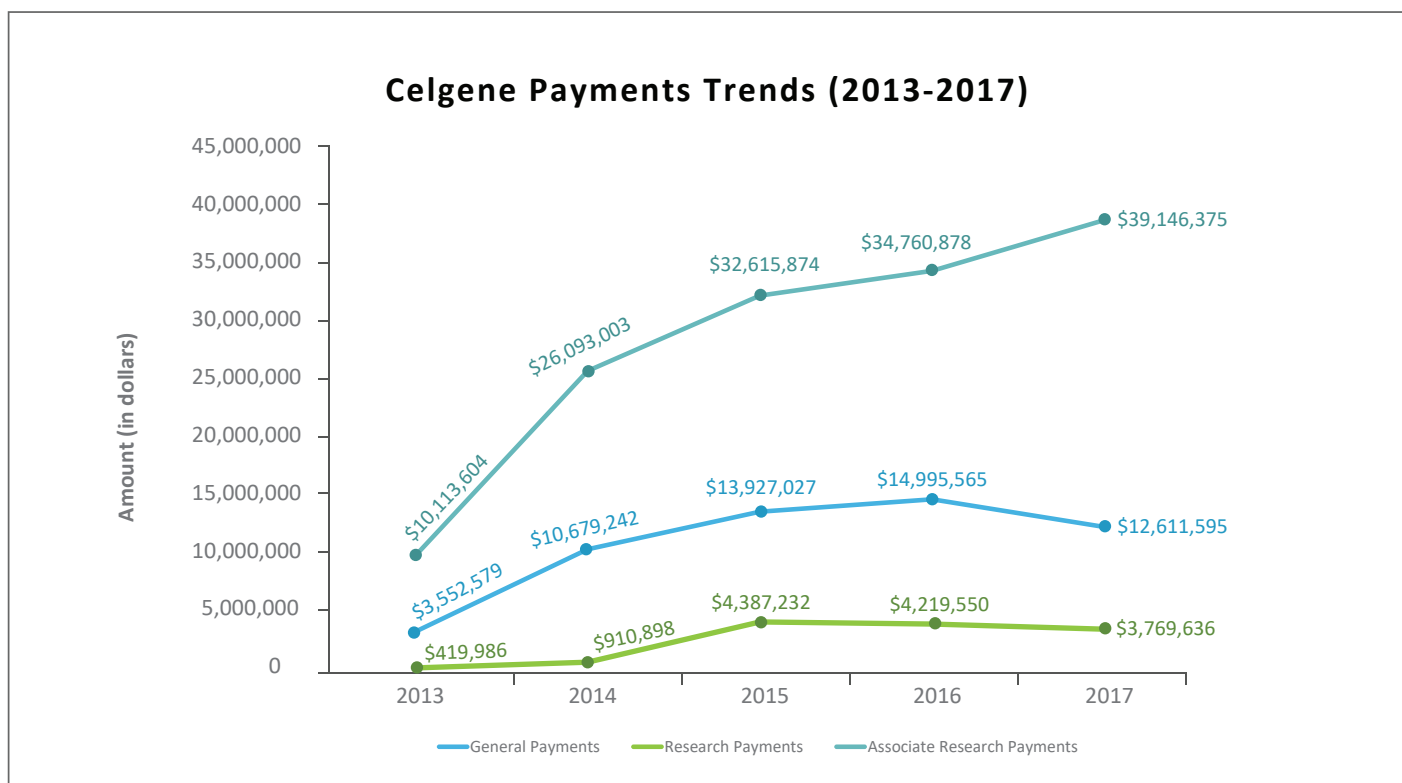
Celgene - HCP Engagements Payments Trends (2017)



Celgene spent \$12,611,595 on 7,503 Oncology experts (General Payments).

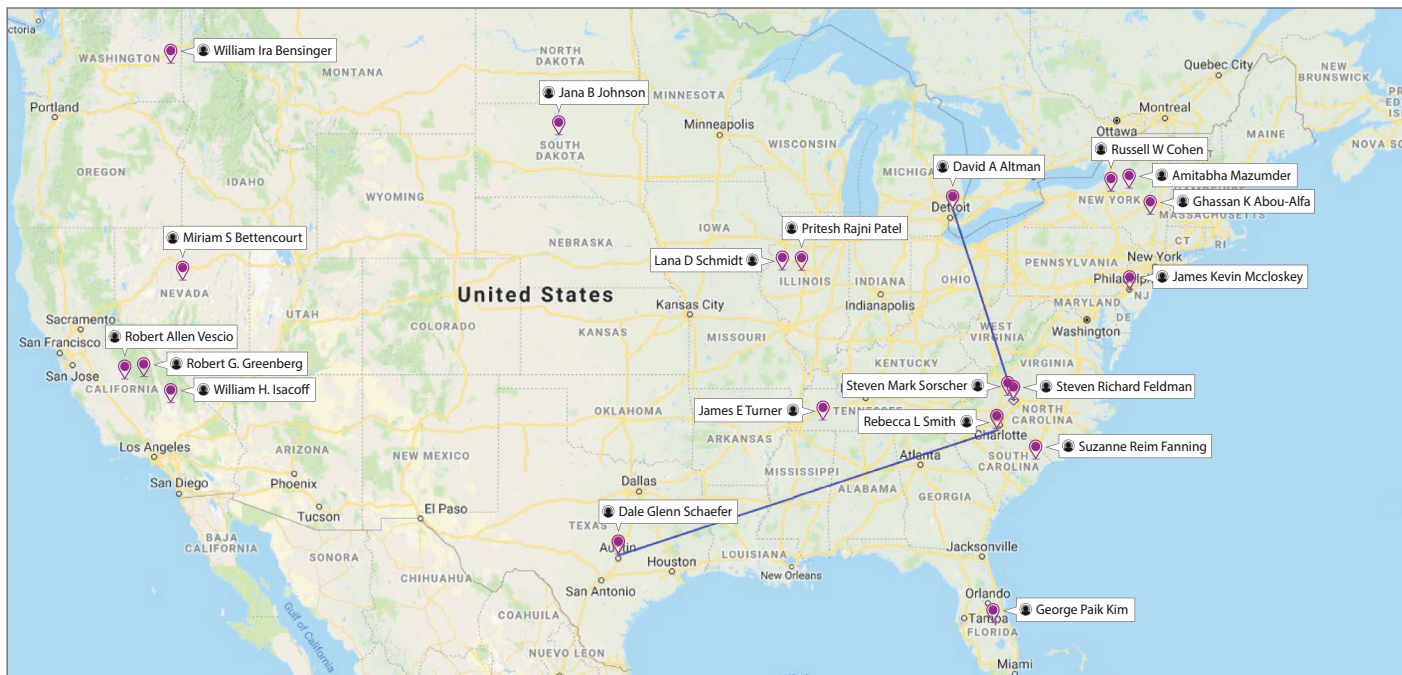


Celgene has spent \$7mn on Speaking Fee and \$2.5mn as Consulting Fee on Oncology experts in 2017.



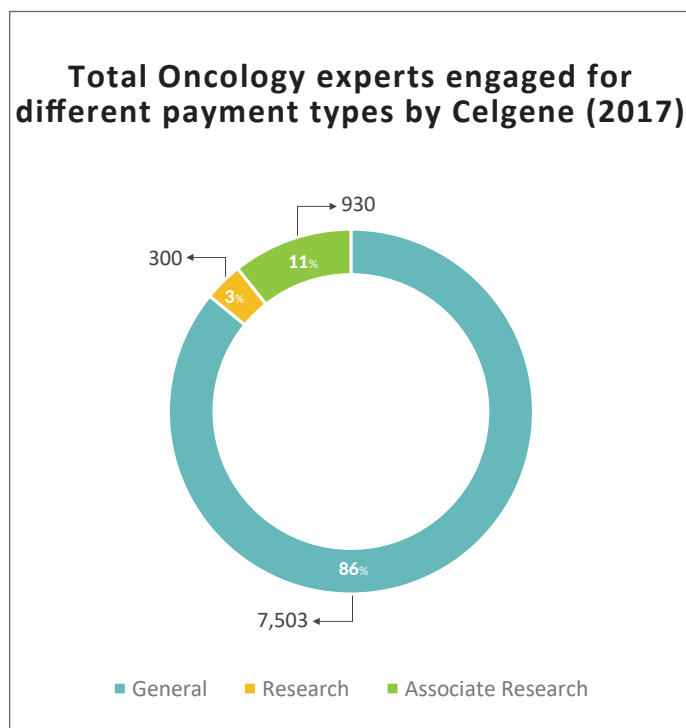
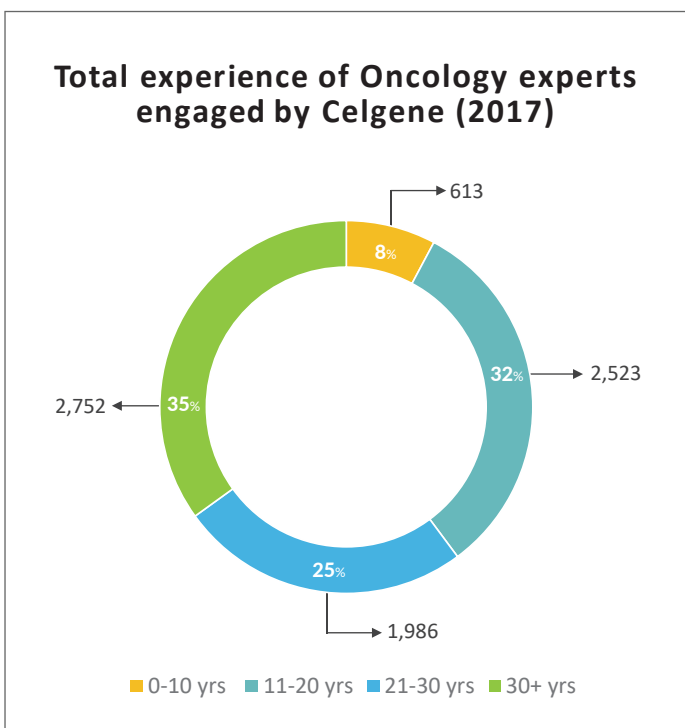
In 2017, Celgene has increased spends on Associate Research Payments, but there is a dip in the Research and General Payments made to Oncology HCPs.

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

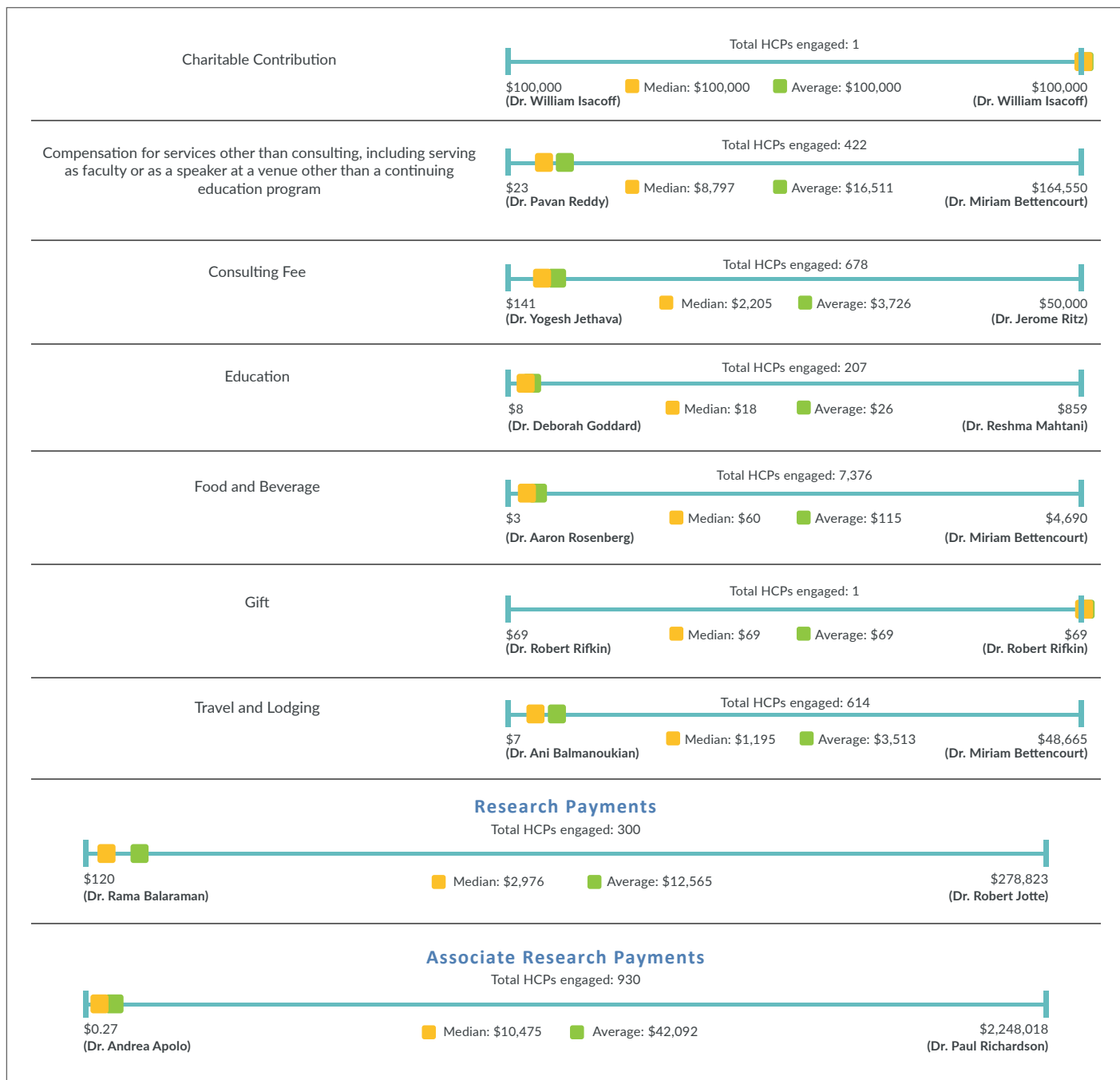


Professional Network and Geo locations of Top 20 Oncology experts engaged by Celgene (General Payments 2017). The network is based on co-authorship, research activities, speaking engagements and organizations of Oncology Experts.

Celgene - Oncology Experts' Experience and Engagement by Payment Types



Celgene - Payments across Engagement Types (2017)



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

- Consulting - 678
- Speaking - 422
- Research - 300

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

- Breast Neoplasms
- Skin Neoplasms
- Prostatic Neoplasms
- Ovarian Neoplasms
- Chronic Leukemia

Competitor View of HCP Engagement

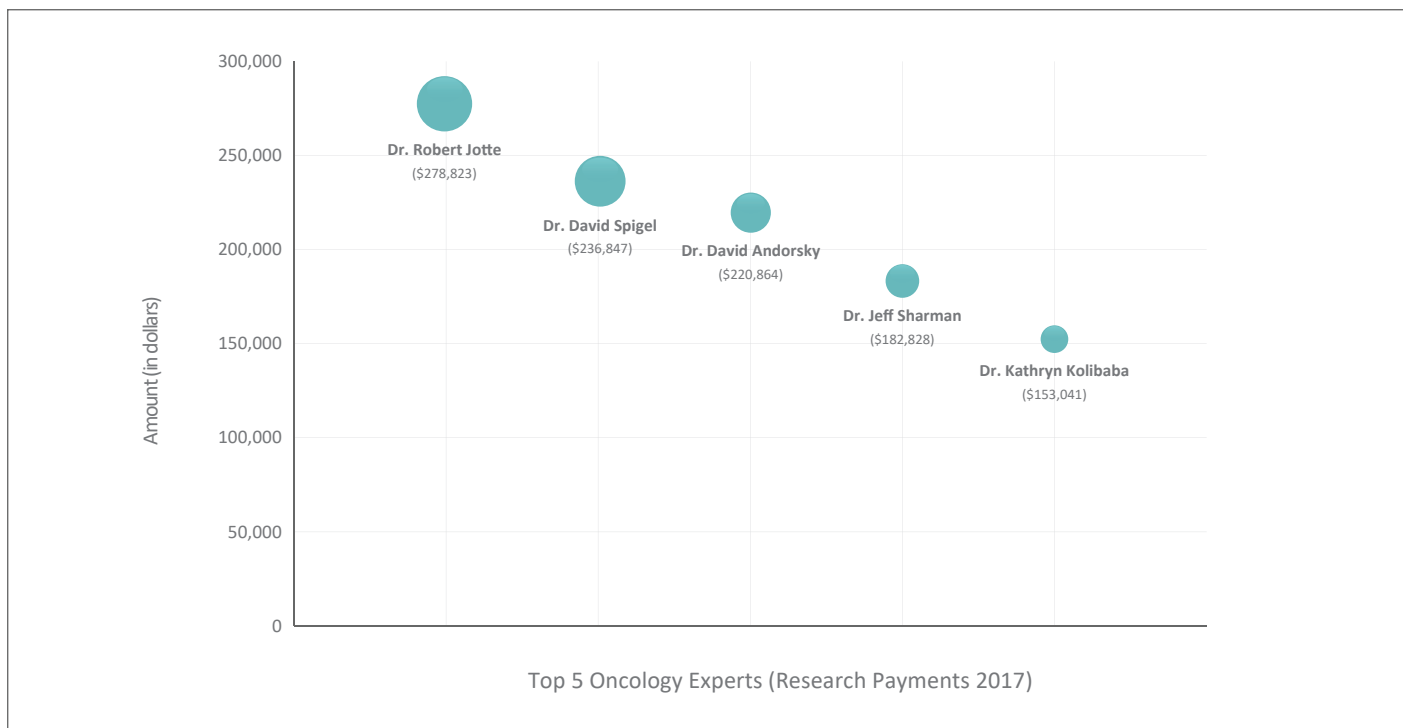
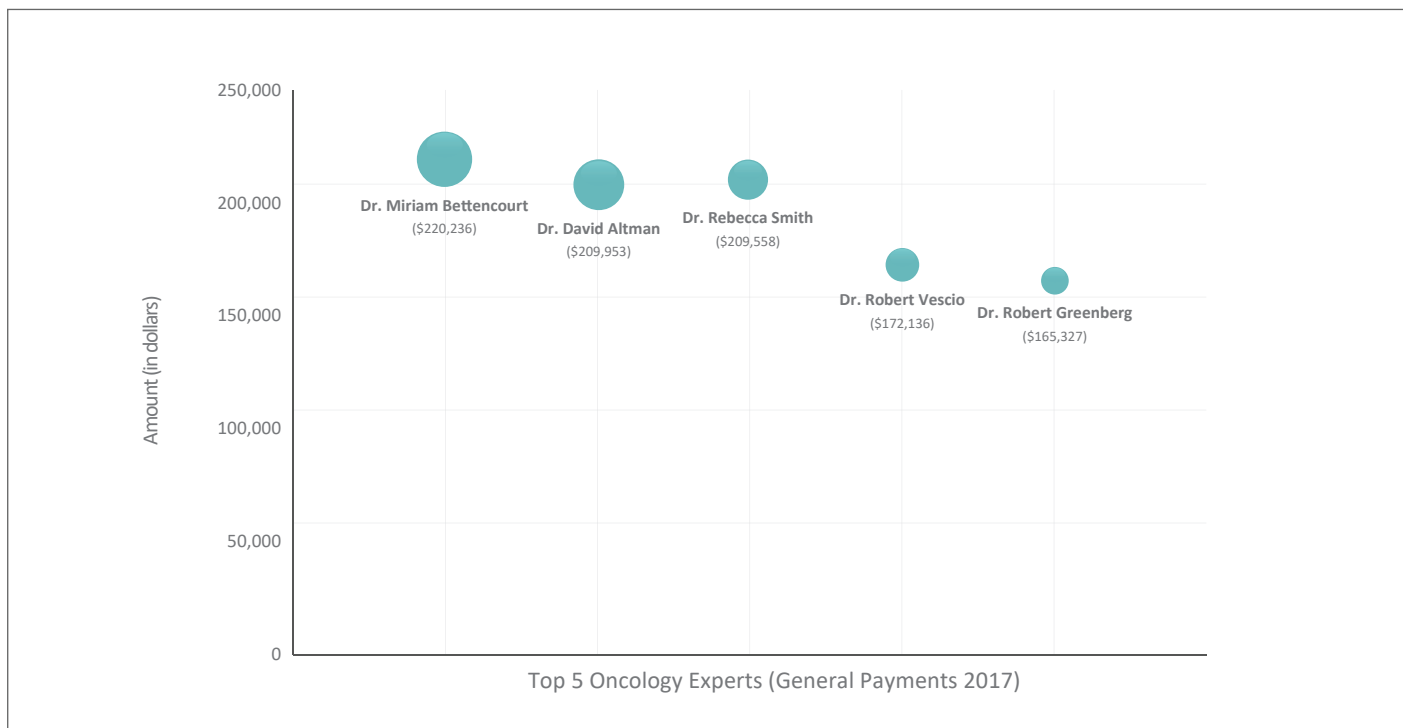
Top 20 Oncology experts engaged by Celgene and their competitors (General Payments 2017)

↑ = Paid more than Celgene

↓ = Paid less than Celgene

No.	HCP Name	Companies					
1	Dr. Miriam S Bettencourt (Nevada)	Celgene \$220,236	Abbvie \$38,050 ↓	Valeant Pharma \$12,636 ↓	Pfizer \$6,644 ↓	Promius Pharma \$5,420 ↓	
2	Dr. David A Altman (Michigan)	Celgene \$209,953	Regeneron \$10,821 ↓	Pfizer \$10,650 ↓	Galderma \$250 ↓	Abbvie \$158 ↓	
3	Dr. Rebecca L Smith (South Carolina)	Celgene \$209,558	Pfizer \$50,795 ↓	Janssen \$33,453 ↓	Allergan \$12,837 ↓	Galderma \$6,060 ↓	
4	Dr. Robert Allen Vescio (California)	Celgene \$172,136	Amgen \$32,478 ↓	Millennium Pharma \$8,118 ↓	E.R. Squibb & Sons \$272 ↓	Pharmacyclics \$125 ↓	
5	Dr. Robert G. Greenberg (California)	Celgene \$165,326	Abbvie \$67,253 ↓	Lilly USA \$46,850 ↓	Janssen \$27,926 ↓	Pfizer \$19,069 ↓	
6	Dr. Steven Mark Sorscher (North Carolina)	Celgene \$140,815	Pfizer \$34,987 ↓				
7	Dr. Jana B Johnson (South Dakota)	Celgene \$135,016	Janssen \$43,713 ↓	Pfizer \$18,002 ↓	Abbvie \$4,621 ↓	Genzyme \$68 ↓	
8	Dr. Russell W Cohen (New York)	Celgene \$126,179	Janssen \$66,120 ↓	Abbvie \$49,462 ↓	Regeneron \$43,498 ↓	Lilly USA \$29,209 ↓	
9	Dr. Suzanne Reim Fanning (South Carolina)	Celgene \$124,586	Millennium Pharma \$70,007 ↓	Spectrum Pharma \$221 ↓	AstraZeneca \$125 ↓	E.R. Squibb & Sons \$119 ↓	
10	Dr. George Paik Kim (Florida)	Celgene \$120,620	Ipsen \$37,946 ↓	Amgen \$34,183 ↓	Bayer \$28,839 ↓	Genentech \$16,804 ↓	
11	Dr. William Ira Bensinger (Washington)	Celgene \$117,683	Amgen \$62,895 ↓	Millennium Pharma \$43,357 ↓	Janssen \$28,218 ↓	Jazz Pharma \$17 ↓	
12	Dr. Dale Glenn Schaefer (Texas)	Celgene \$116,591	EPI Health \$12,136 ↓	Galderma \$10,456 ↓	Abbvie \$10,279 ↓	Leo Pharma \$2,978 ↓	
13	Dr. Amitabha Mazumder (New York)	Celgene \$113,654	Millennium Pharma \$164,603 ↑	Janssen \$50,328 ↓	E.R. Squibb & Sons \$43,183 ↓	Amgen \$17,105 ↓	
14	Dr. Pritesh Rajni Patel (Illinois)	Celgene \$100,862	Seattle Genetics \$2,846 ↓	Alexion Pharma \$124 ↓	Amgen \$120 ↓	Genzyme \$95 ↓	
15	Dr. James E Turner (Tennessee)	Celgene \$100,743	Abbvie \$69,671 ↓	Pfizer \$35,388 ↓	Lilly USA \$34,774 ↓	Allergan \$16,732 ↓	
16	Dr. William H. Isacoff (California)	Celgene \$100,439	E.R. Squibb & Sons \$191 ↓	Depomed \$146 ↓	Amgen \$131 ↓	Abbvie \$128 ↓	
17	Dr. Steven Richard Feldman (North Carolina)	Celgene \$97,019	Janssen \$154,856 ↑	Abbvie \$92,253 ↓	Lilly USA \$84,702 ↓	Pfizer \$43,214 ↓	
18	Dr. Ghassan K Abou-Alfa (New York)	Celgene \$95,676	Bayer \$24,282 ↓	Ipsen \$10,134 ↓	AstraZeneca \$10,045 ↓	Eisai \$9,516 ↓	
19	Dr. James Kevin McCloskey (New Jersey)	Celgene \$94,280	Millennium Pharma \$90,591 ↓	Amgen \$14,215 ↓	Jazz Pharma \$12,776 ↓	Pfizer \$8,476 ↓	
20	Dr. Lana D Schmidt (Illinois)	Celgene \$93,316	Janssen \$44,984 ↓	Abbvie \$29,175 ↓	Lilly USA \$41,067 ↓	Amgen \$22 ↓	

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



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