

INDUSTRY PAYMENTS ANALYTICS



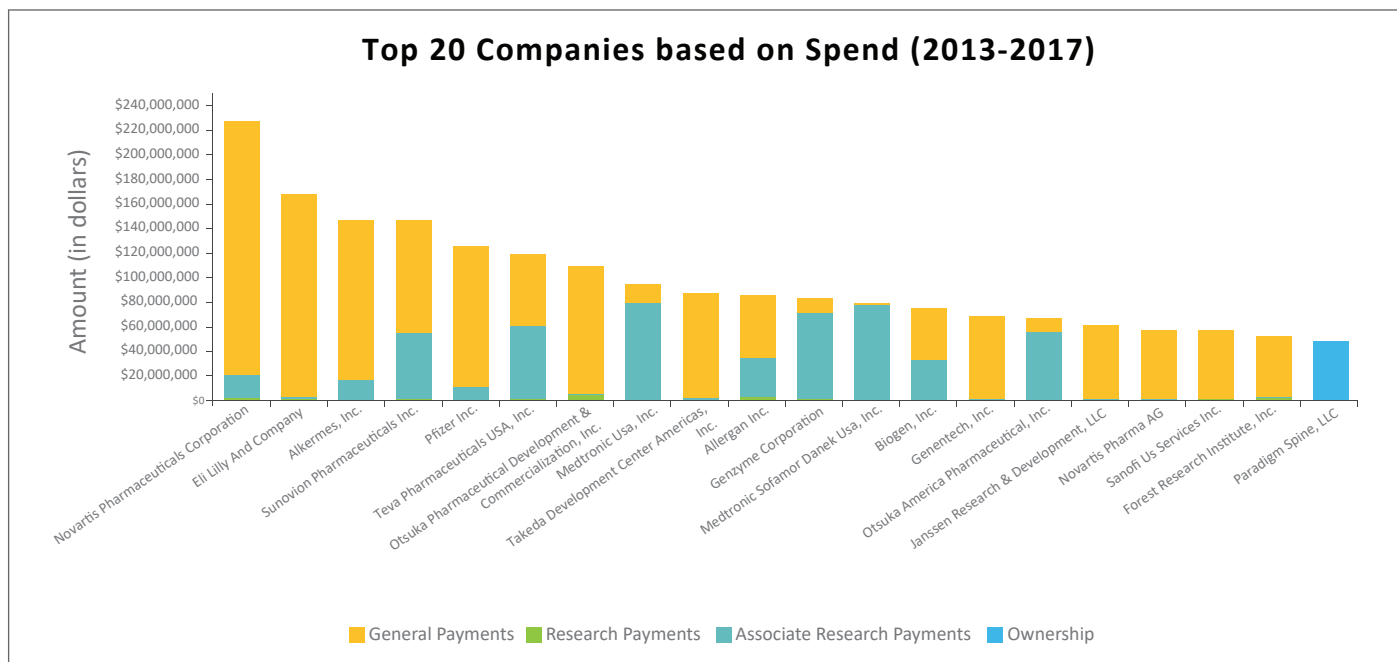
Payments Insights & Trends for Allergan

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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.

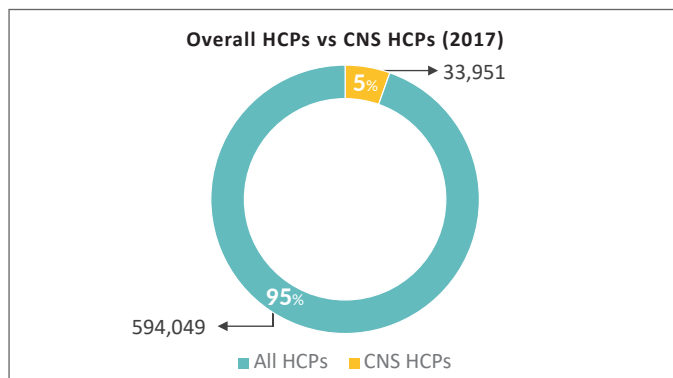
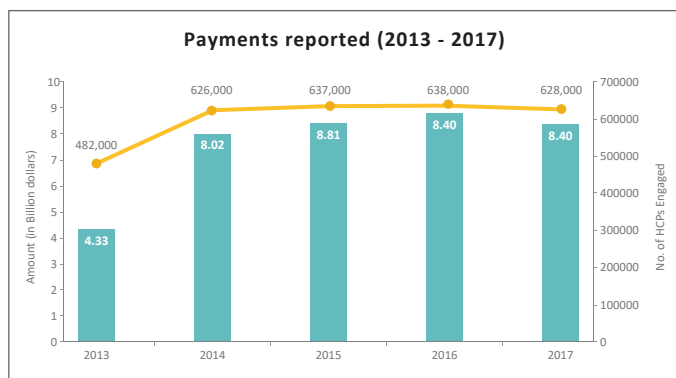
An overview of the top 20 Life Sciences companies and their spend (2013-2017)



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)



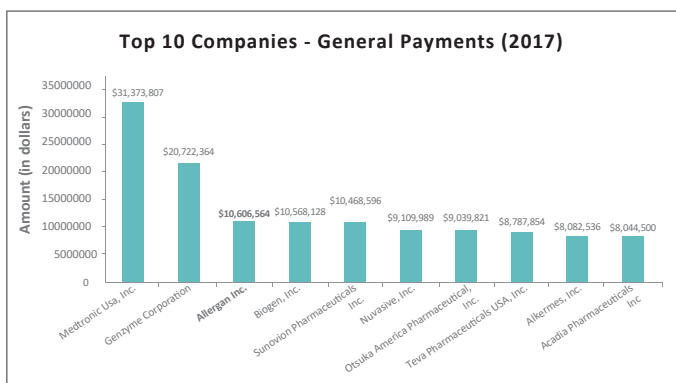
In 2017, Life Sciences companies spent \$8.40 billion on 628,000 HCPs.

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

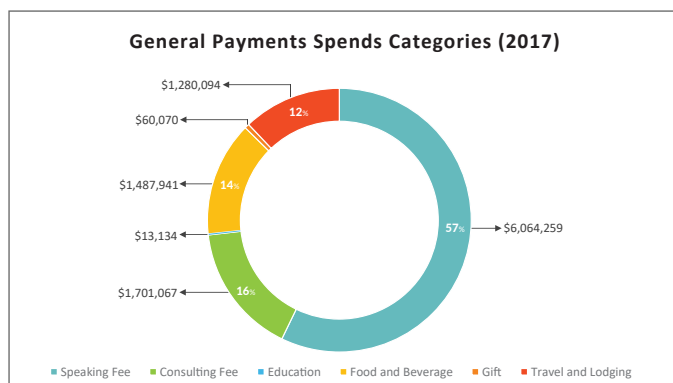
Allergan Industry Payments Trends

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.

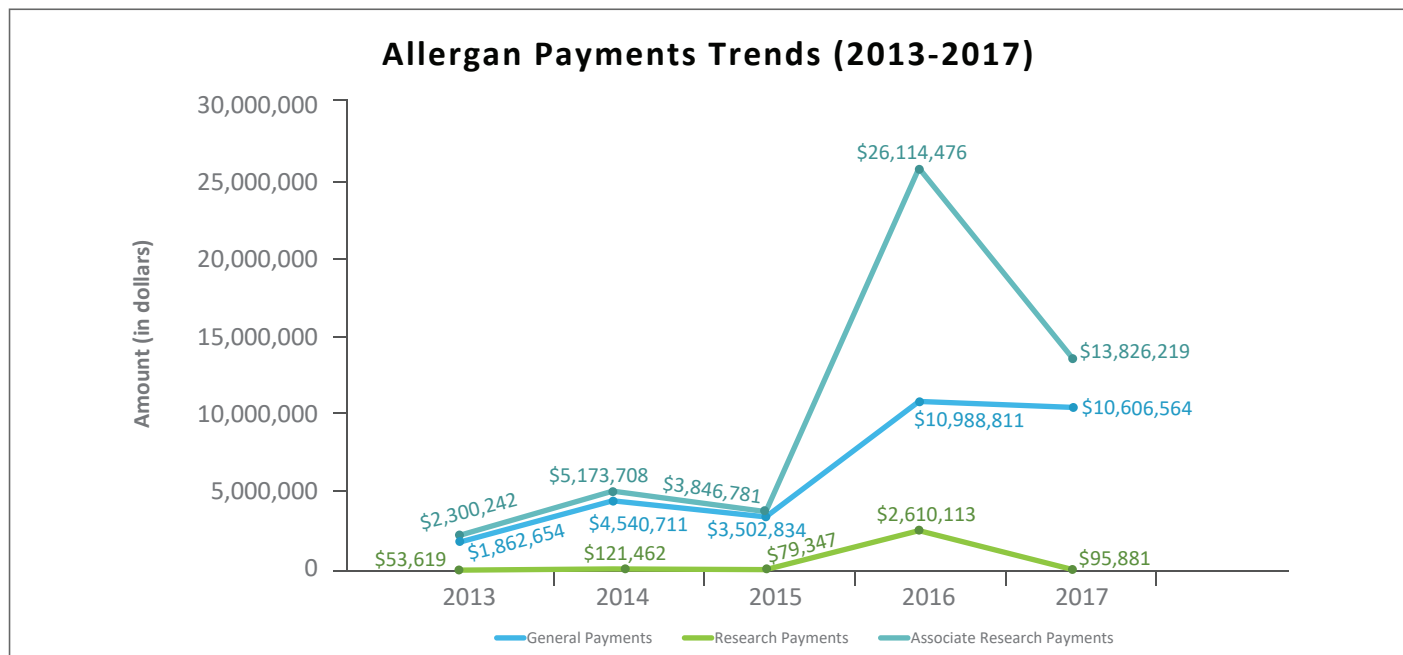
Allergan - 3rd Company to have the highest Spend on Industry-HCP Engagement with CNS Experts



Allergan spent \$10,606,564 on 11,364 CNS experts (General Payments).

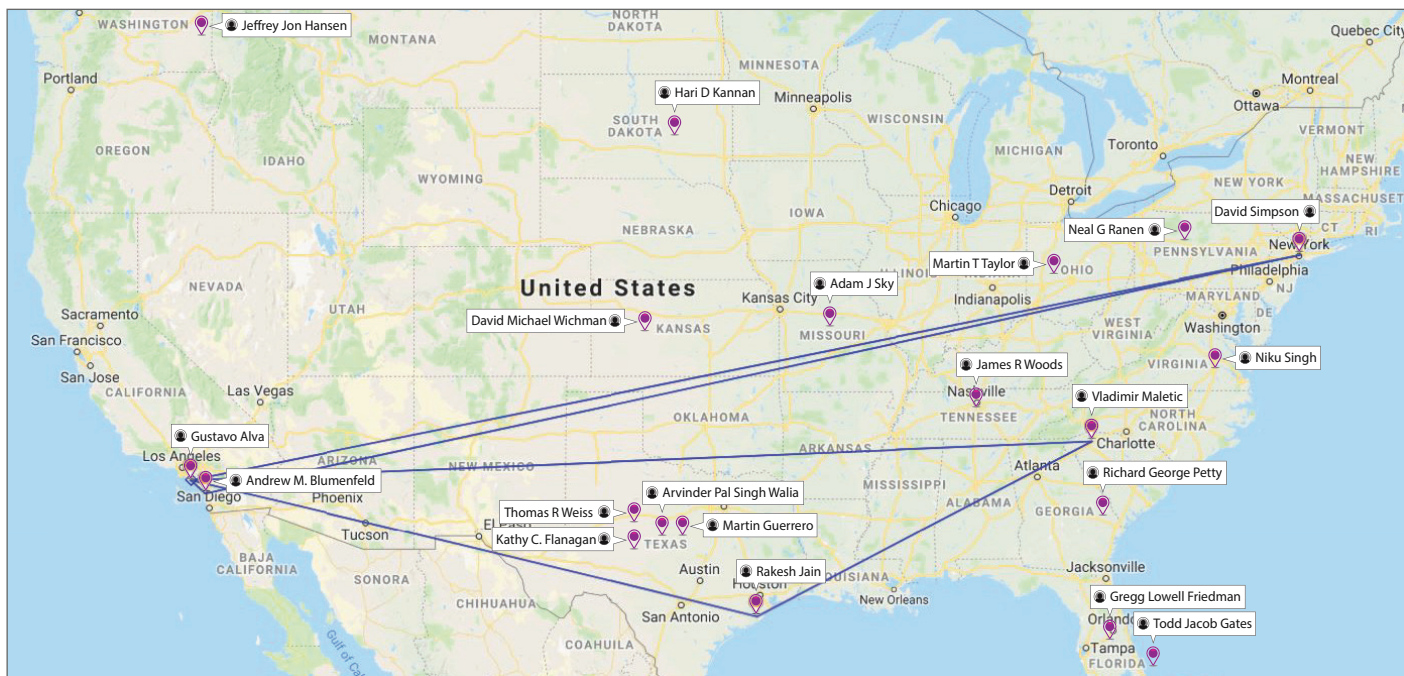


Allergan has spent \$6mn on speaking fee and \$1.7mn as consulting fee on CNS experts in 2017.



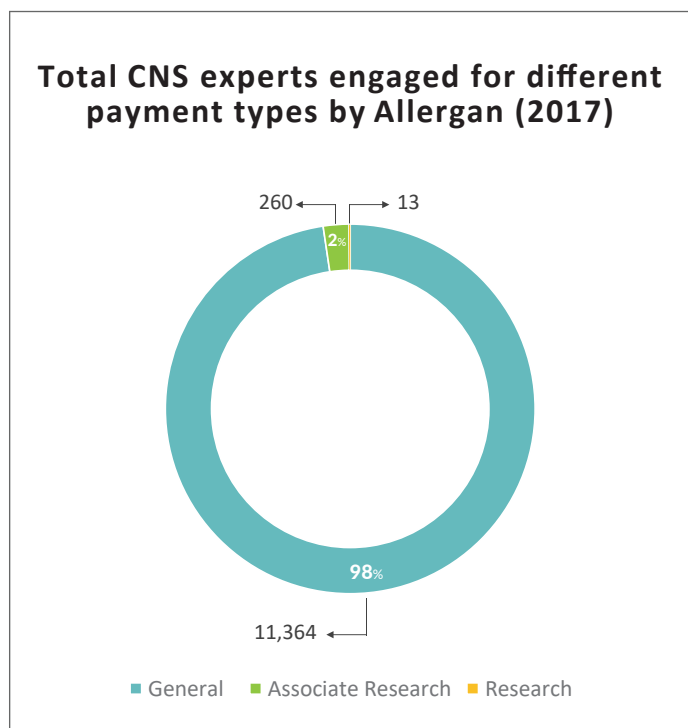
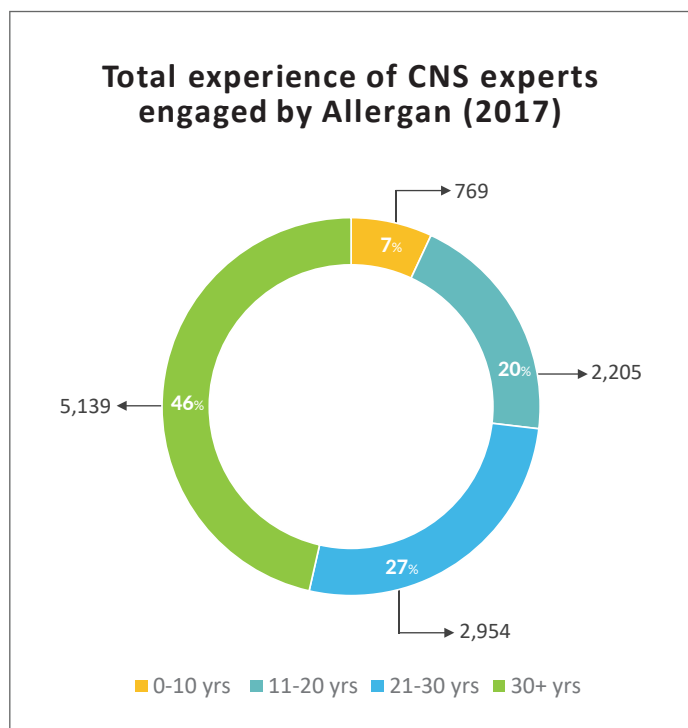
In 2016, Allergan significantly increased Associate Research Payments spends on CNS experts, with 43 new studies initiated in the CNS space. In 2017, there is a dip in General, Research and Associate Research Payments to CNS experts.

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

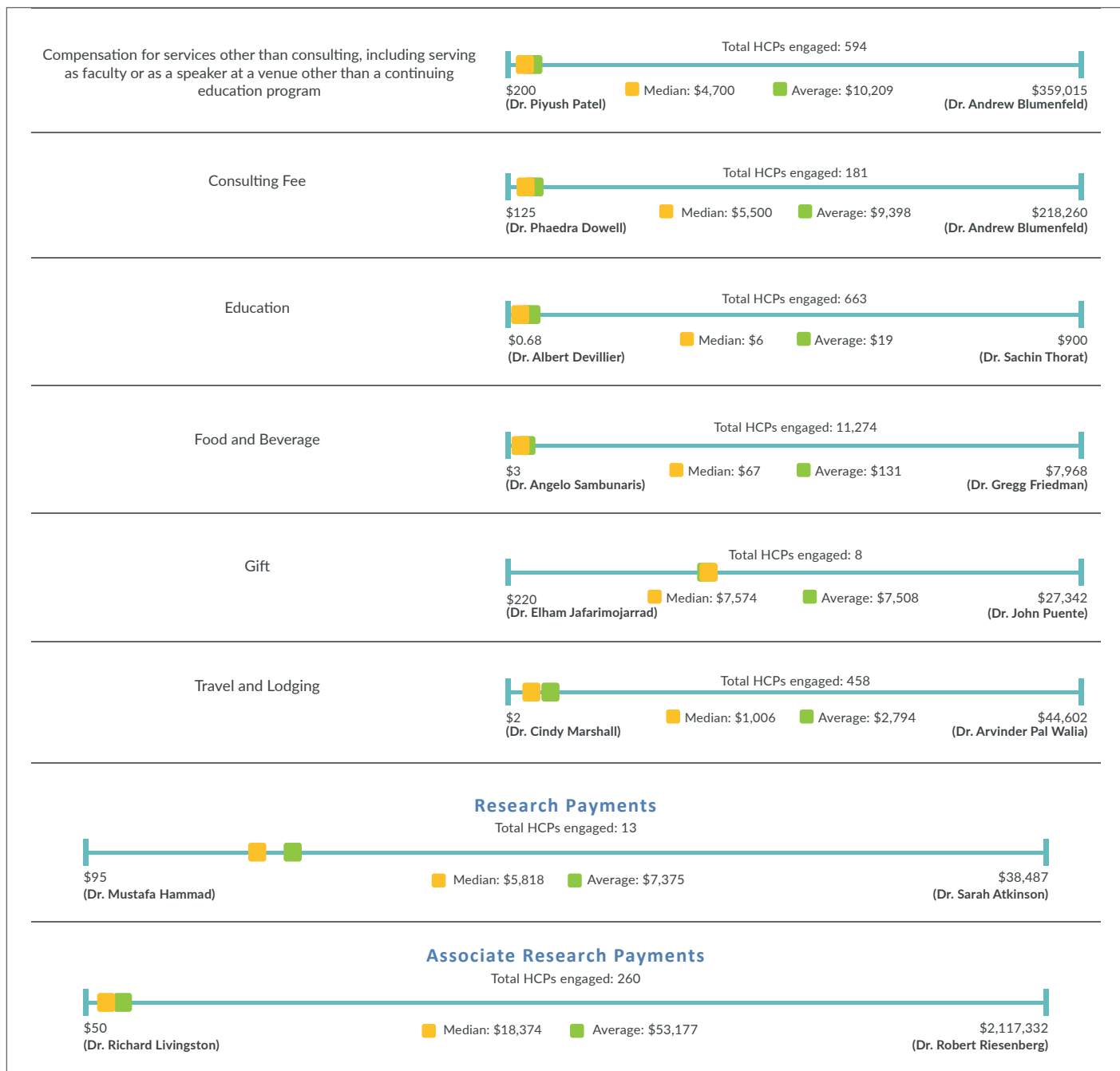


Professional Network and Geo locations of Top 20 CNS experts engaged by Allergan (General Payments 2017). The network is based on co-authorship, research activities, speaking engagements and organizations of CNS Experts.

Allergan - CNS Experts' Experience and Engagement by Payment Types



Allergan - Payments across Engagement Types (2017)



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

- Speaking - 594
- Consulting - 181
- Research - 13














































































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

- Epilepsy
- Depression
- Major Depressive Disorder
- Anxiety Disorders
- Lennox Gastaut Syndrome

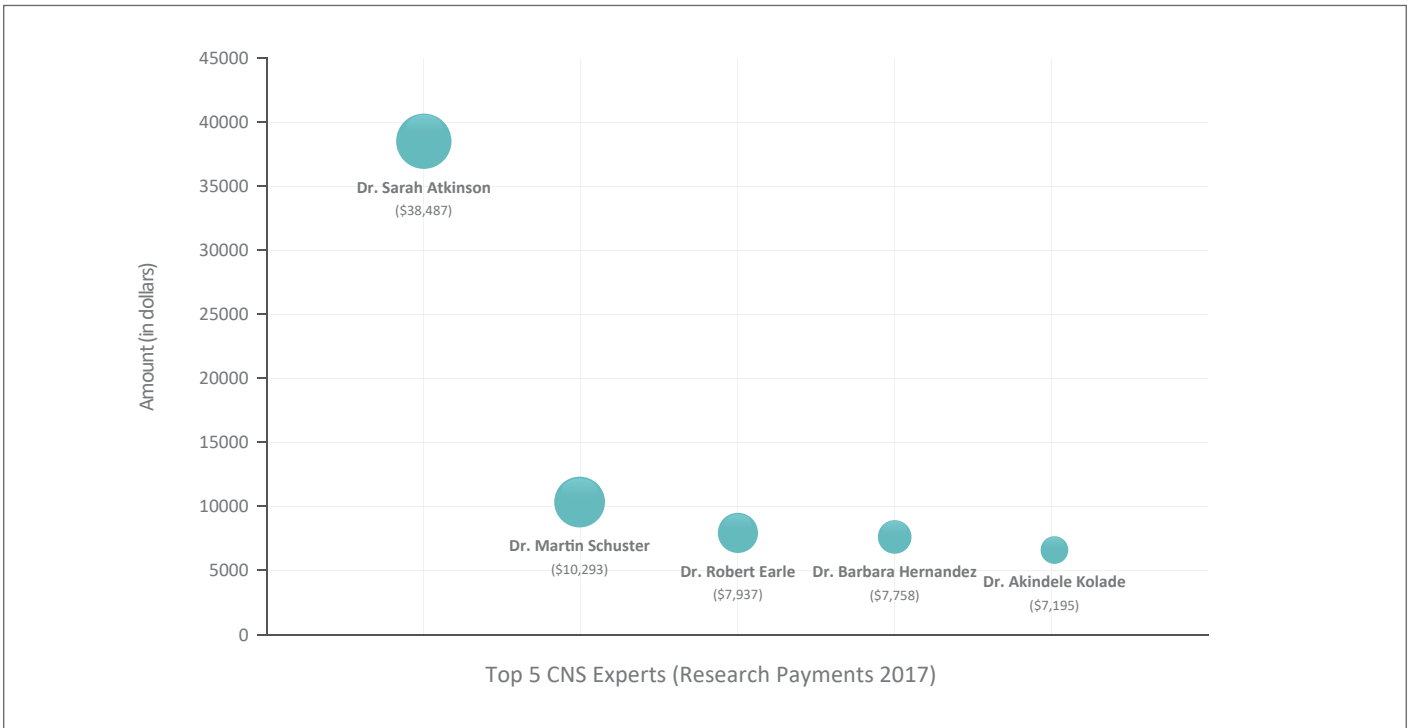
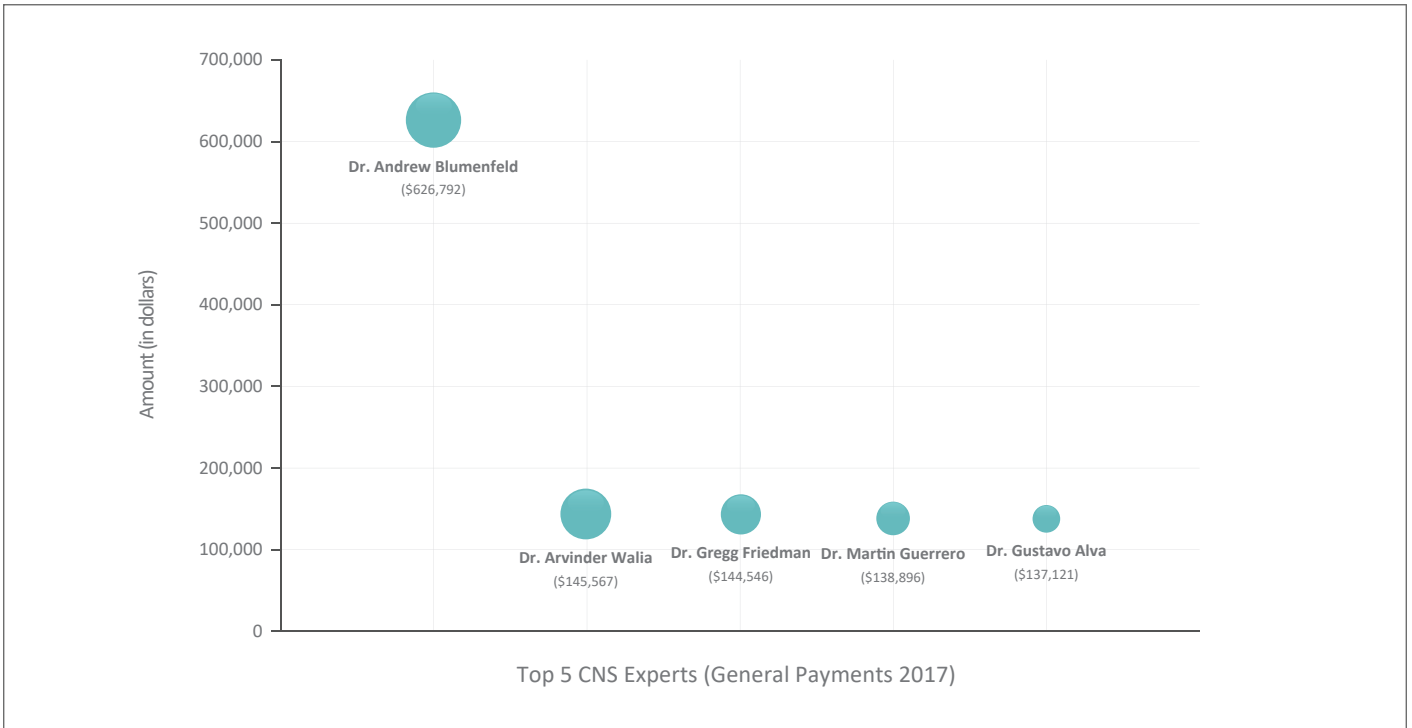
Competitor View of HCP Engagement

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

 = Paid more than Allergan
  = Paid less than Allergan

No.	HCP Name	Companies					
1	Dr. Andrew M. Blumenfeld (California)	Allergan \$626,792	Avanir Pharma \$28,429 	Pernix Therapeutics \$27,920 	Supernus Pharma \$21,866 	Amgen \$15,248 	
2	Dr. Arvinder Pal Singh Walia (Texas)	Allergan \$145,567	Otsuka Pharma \$57,084 	Takeda Pharma \$54,106 	Teva Pharma \$8,236 	Sunovion Pharma \$226 	
3	Dr. Gregg Lowell Friedman (Florida)	Allergan \$144,546	Neos Therapeutics \$9,482 	Pernix Therapeutics \$4,949 	Sunovion Pharma \$94 	Arbor Pharma \$89 	
4	Dr. Martin Guerrero (Texas)	Allergan \$138,896	Otsuka Pharma \$24,765 	Alkermes \$18,188 	Sunovion Pharma \$115 		
5	Dr. Gustavo Alva (California)	Allergan \$137,121	Acadia Pharma \$101,532 	Alkermes \$88,450 	Otsuka Pharma \$80,685 	Lundbeck \$75,395 	
6	Dr. Jeffrey Jon Hansen (Washington)	Allergan \$134,494	Merck \$89,054 	Takeda Pharma \$49,975 	Otsuka Pharma \$27,340 	Lundbeck \$143 	
7	Dr. Niku Singh (Virginia)	Allergan \$131,762	Takeda Pharma \$132,989 	Merck \$79,260 	Otsuka Pharma \$63,424 	Avanir Pharma \$7,190 	
8	Dr. Hari D Kannan (South Dakota)	Allergan \$129,848	Acadia Pharma \$69,399 	Avanir Pharma \$6,137 	Medtronic \$496 	Teva Pharma \$12 	
9	Dr. Vladimir Maletic (South Carolina)	Allergan \$128,482	Takeda Pharma \$109,619 	Sunovion Pharma \$91,561 	Otsuka Pharma \$85,435 	Lundbeck \$39,543 	
10	Dr. Rakesh Jain (Texas)	Allergan \$122,053	Otsuka Pharma \$110,930 	Takeda Pharma \$108,263 	Alkermes \$97,564 	Teva Pharma \$85,904 	
11	Dr. Adam J Sky (Missouri)	Allergan \$115,617	Lilly \$44,769 	Avanir Pharma \$25,134 	Teva Pharma \$8,244 	Sunovion Pharma \$7,782 	
12	Dr. Richard George Petty (Georgia)	Allergan \$102,059	Sunovion Pharma \$92,296 	Alkermes \$64,841 	Takeda Pharma \$51,772 		
13	Dr. Thomas R Weiss (Texas)	Allergan \$101,234	Takeda Pharma \$104,209 	Merck \$47,965 	Alkermes \$150 	Otsuka Pharma \$125 	
14	Dr. David Michael Wichman (Kansas)	Allergan \$98,381	Otsuka Pharma \$29,742 	Takeda Pharma \$12,703 	Teva Pharma \$745 	Sunovion Pharma \$7 	
15	Dr. Kathy C. Flanagan (Texas)	Allergan \$98,026	Sunovion Pharma \$287 	Biotronik \$139.61 	Arbor Pharma \$121 	AstraZeneca \$119 	
16	Dr. James R Woods (Tennessee)	Allergan \$96,617	Takeda Pharma \$128,684 	Sunovion Pharma \$98,116 	Alkermes \$94,281 	Merck \$73,207 	
17	Dr. Todd Jacob Gates (Florida)	Allergan \$96,259	Takeda Pharma \$14,028 	Vanda Pharma \$2,707 	Lundbeck \$222 	Sunovion Pharma \$54 	
18	Dr. Neal G Ranen (Pennsylvania)	Allergan \$92,776	Takeda Pharma \$20,998 	Avanir Pharma \$109 	Sunovion Pharma \$55 	Otsuka Pharma \$52 	
19	Dr. Martin T Taylor (Ohio)	Allergan \$81,280	Avanir Pharma \$11,844 	Ipsen \$10,538 	Depomed \$9,773 	US WorldMeds \$3,109 	
20	Dr. David Simpson (New York)	Allergan \$43,532	Merz Pharma \$29,412 	Ipsen \$9,358 	Acadia Pharma \$37 		

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



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