

INDUSTRY PAYMENTS ANALYTICS



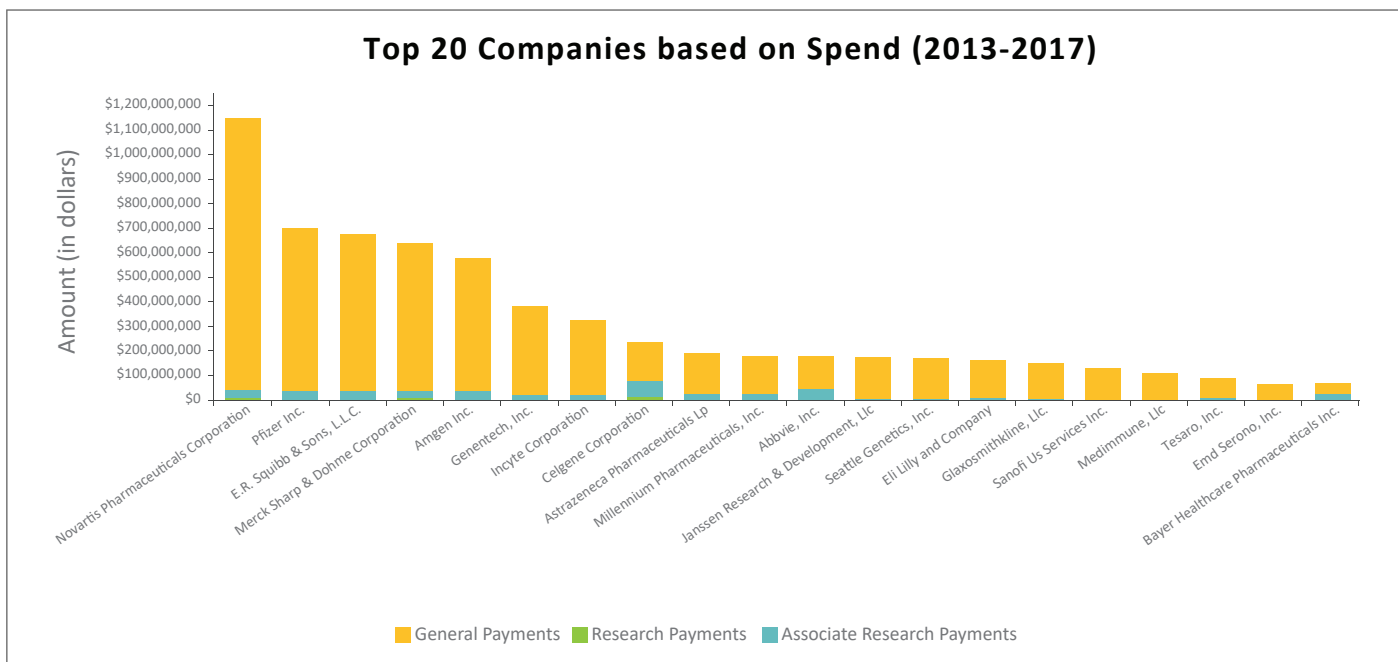
Payments Insights & Trends for
Incyte Corporation

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.

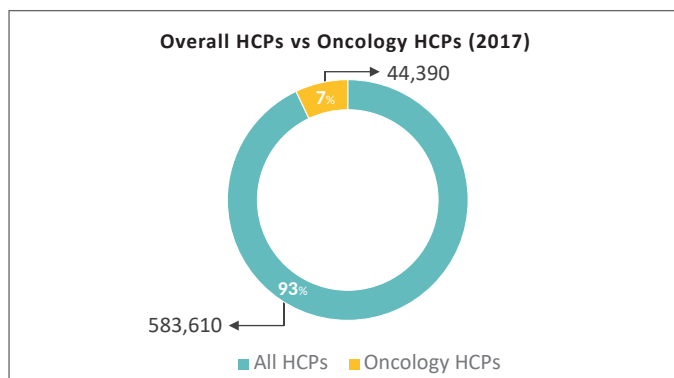
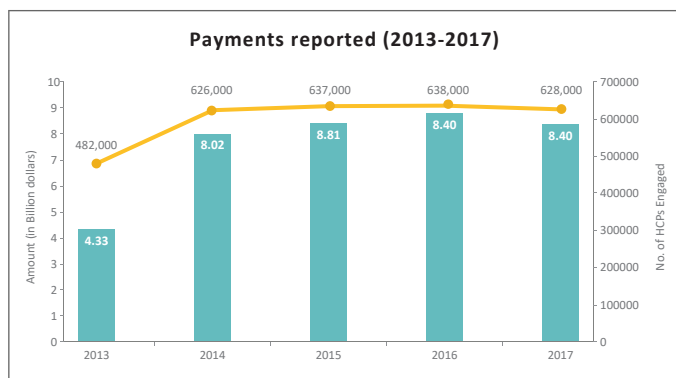
An overview of the top 20 Oncology companies and their spend (2013-2017)



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)



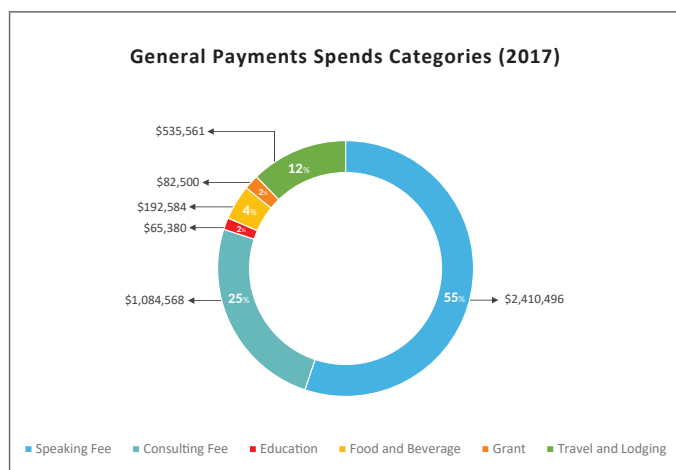
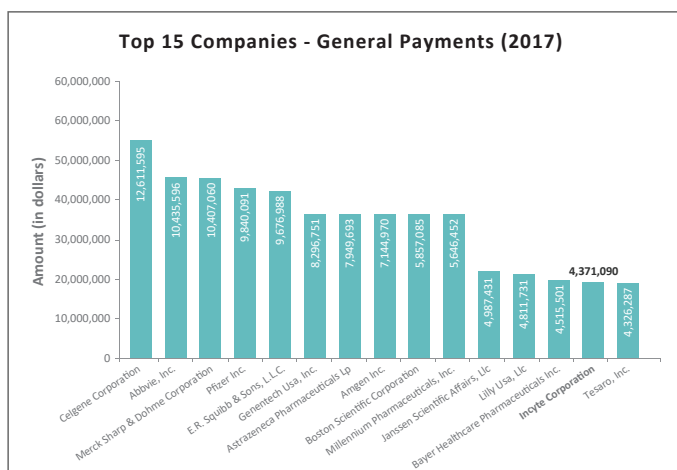
In 2017, Life Sciences companies spent \$8.40 billion on 628,000 HCPs.

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

Incyte Industry Payments Trends

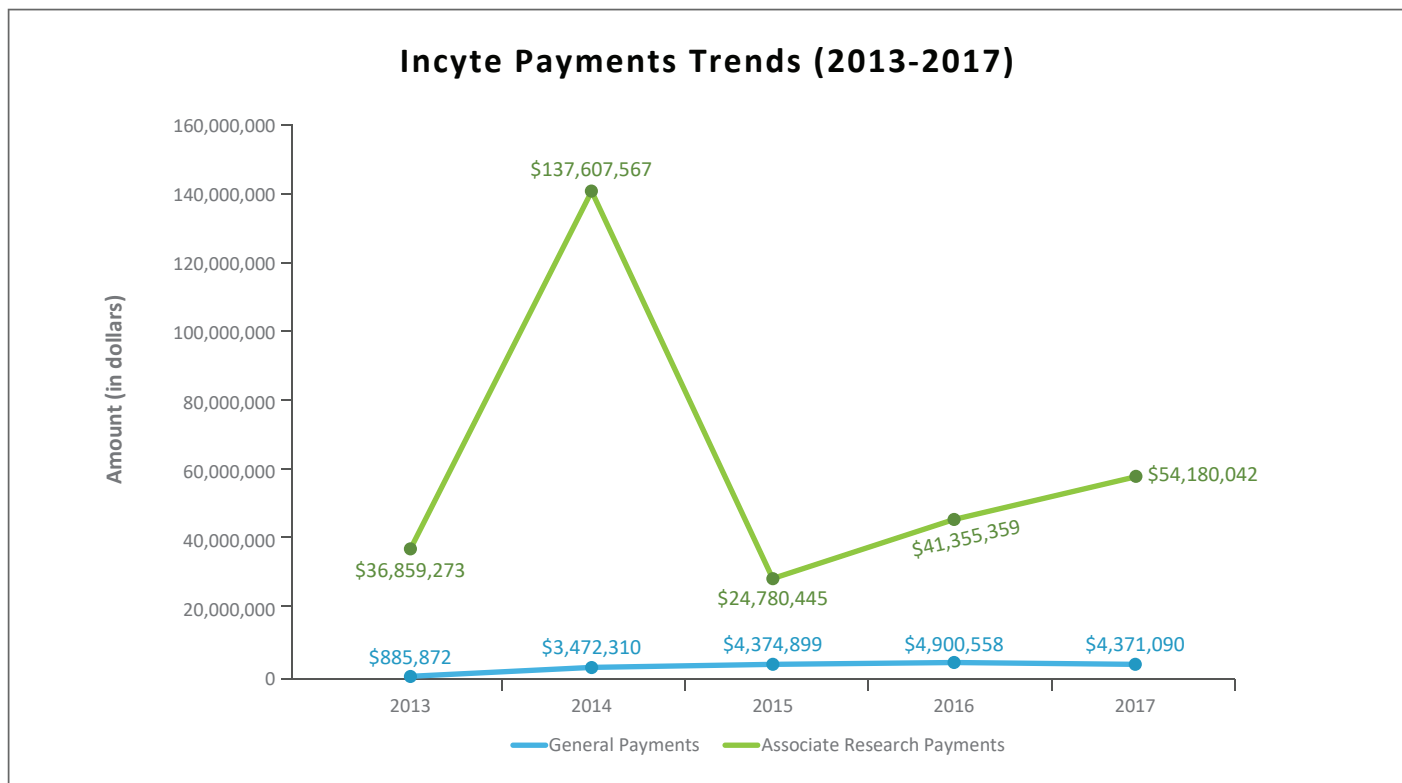
Incyte Corporation is a leading global biopharmaceutical company focused on the discovery, development and commercialization of proprietary therapeutics. With a primary Therapeutic area focus on Oncology, rigorous science is at the core of everything Incyte does to discover, develop, and deliver novel medicines that will meet serious unmet medical needs in cancer and other diseases.

Incyte - HCP Engagements Payments Trends (2017)



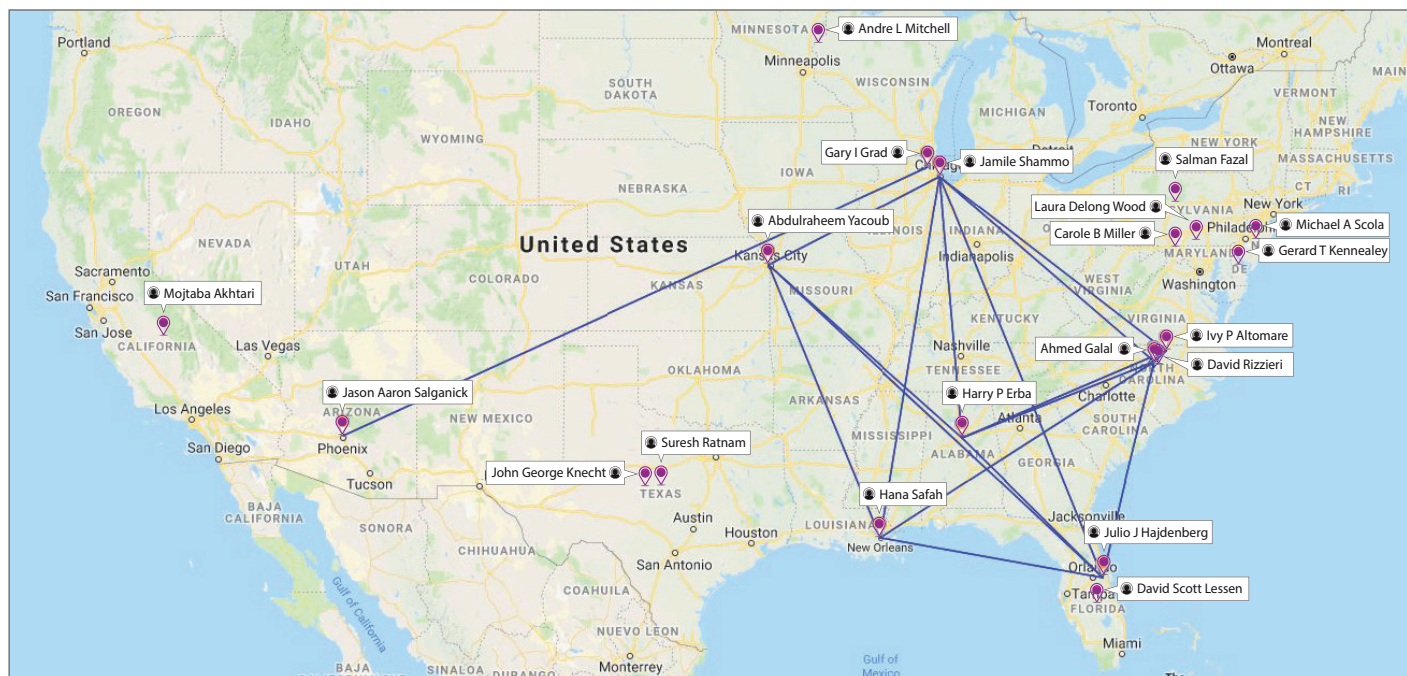
Incyte spent \$4,371,090 on 3,067 Oncology experts (General Payments).

Incyte has spent \$2.4mn as Speaking Fee and \$1mn as Consulting Fee on Oncology experts in 2017.



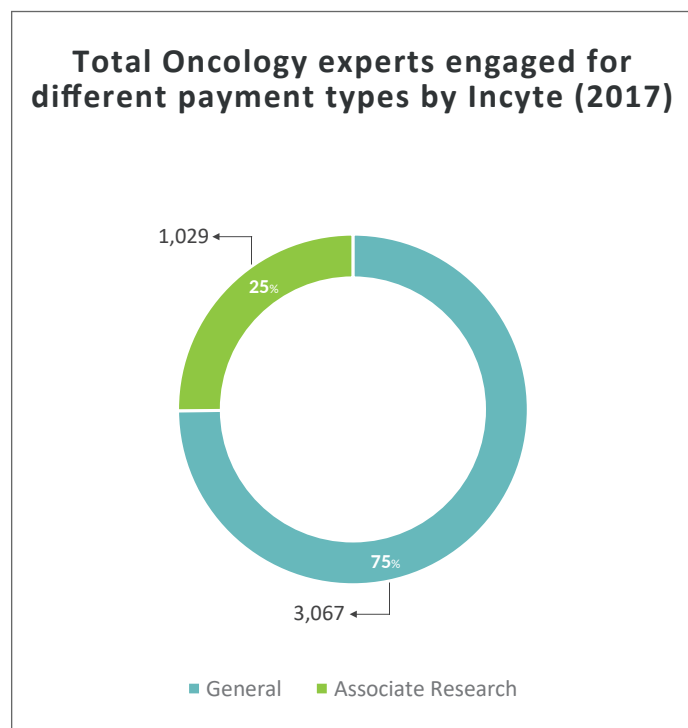
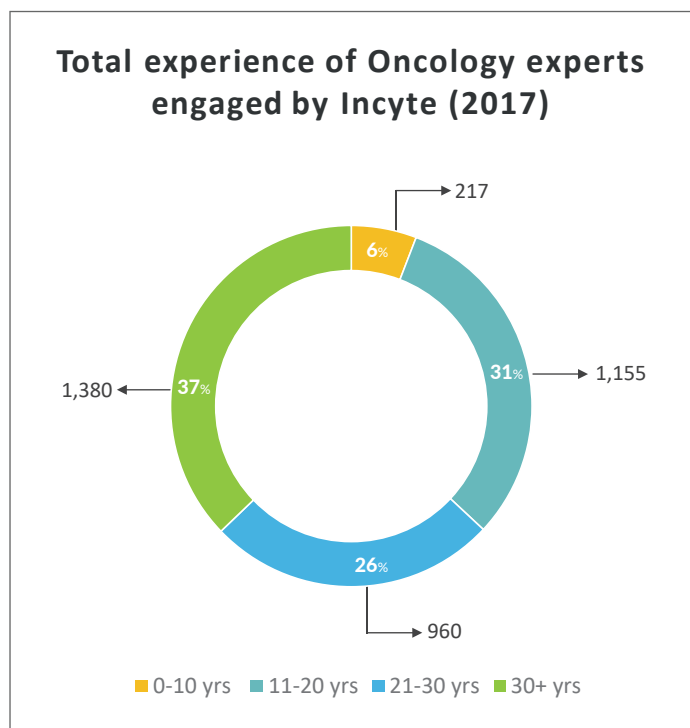
In 2017, Incyte has increased Associate Research Payments with 12 new studies initiated in Oncology space.

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

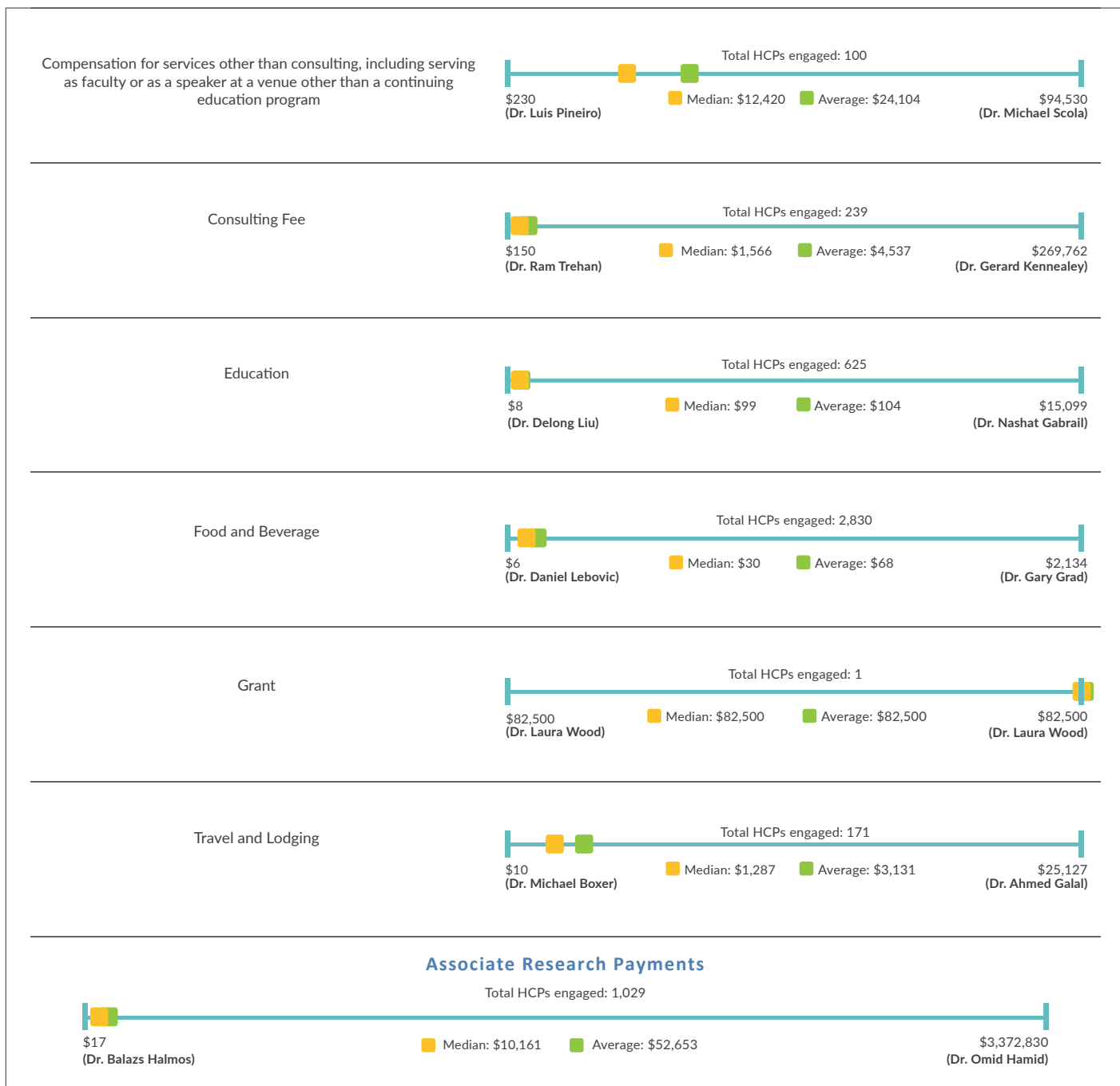


Professional Network and Geo locations of Top 20 Oncology experts engaged by Incyte (General Payments 2017). The network is based on co-authorship, research activities, speaking engagements and organizations of Oncology Experts.

Incyte - Oncology Experts' Experience and Engagement by Payment Types



Incyte - Payments across Engagement Types (2017)



Total Oncology experts engaged by Incyte for Consulting and Speaking (2017)

- Consulting - 239
- Speaking - 100

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

- Breast Neoplasms
- Ovarian Neoplasms
- Skin Neoplasms
- Endometrial Neoplasms
- Prostatic Neoplasms

Competitor View of HCP Engagement

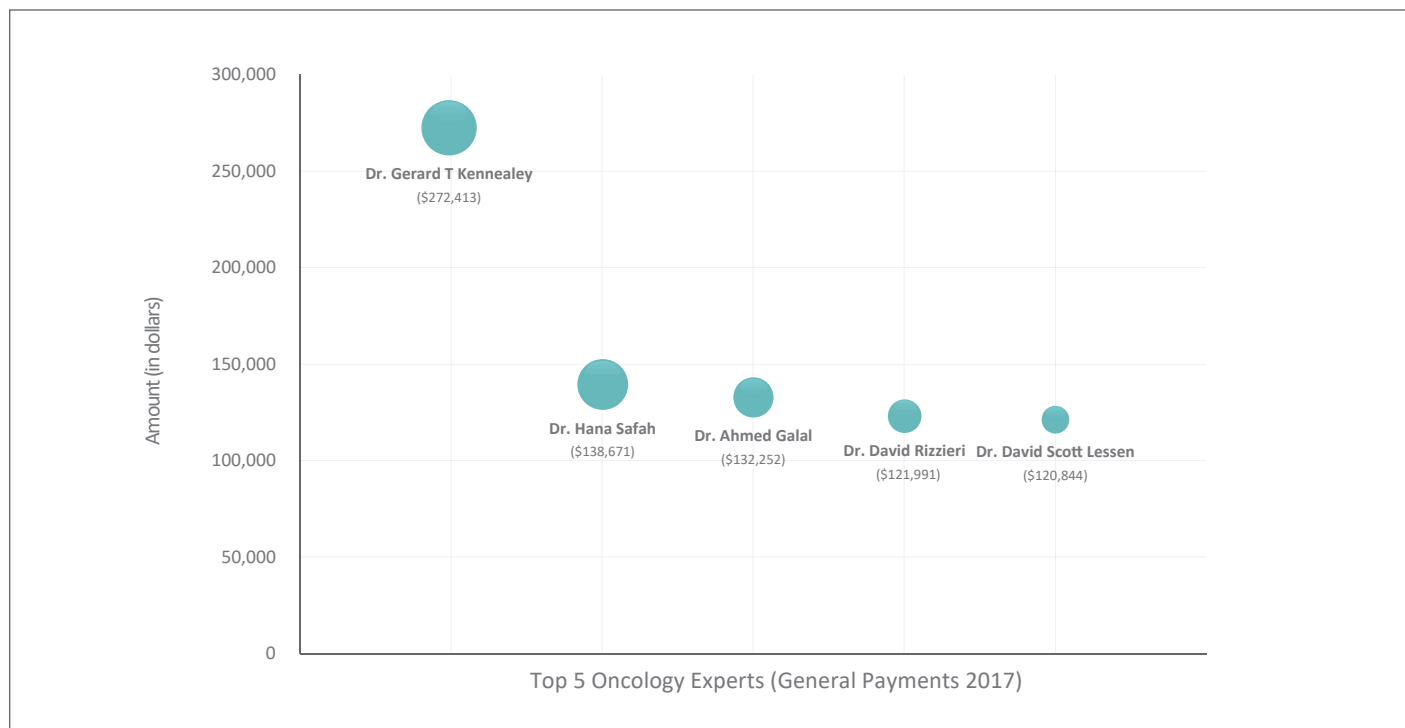
Top 20 Oncology experts engaged by Incyte and their competitors (General Payments 2017)

↑ = Paid more than Incyte

↓ = Paid less than Incyte

No.	HCP Name	Companies				
1	Dr. Gerard T Kennealey (Delaware)	Incyte \$272,413				
2	Dr. Hana Safah (Louisiana)	Incyte \$138,671	Celgene \$71,851 ↓	Astellas \$35,667 ↓	Jazz Pharma \$14,337 ↓	Alexion Pharma \$9,195 ↓
3	Dr. Ahmed Galal (North Carolina)	Incyte \$132,252	ER Squibb & Sons \$17,547 ↓	Celgene \$5,553 ↓	AstraZeneca \$5,410 ↓	Spectrum Pharma \$5,063 ↓
4	Dr. David Rizzieri (North Carolina)	Incyte \$121,991	Gilead Sciences \$40,017 ↓	Seattle Genetics \$23,694 ↓	Pfizer \$1,328 ↓	
5	Dr. David Scott Lessen (Florida)	Incyte \$120,844	Bayer \$43,029 ↓	Amgen \$29,197 ↓	Teva Pharma \$10,551 ↓	ER Squibb & Sons \$503 ↓
6	Dr. Harry P Erba (Alabama)	Incyte \$119,569	Jazz Pharma \$49,341 ↓	Celgene \$48,579 ↓	Seattle Genetics \$2,500 ↓	Daiichi Sankyo \$2,475 ↓
7	Dr. Michael A Scola (New Jersey)	Incyte \$118,762	Janssen \$13,571 ↓	Celgene \$982 ↓	Genentech \$120 ↓	AstraZeneca \$97 ↓
8	Dr. Andre L Mitchell (Minnesota)	Incyte \$118,686				
9	Dr. Suresh Ratnam (Texas)	Incyte \$110,966	Genentech \$60,773 ↓	Amag Pharma \$36,878 ↓	Bayer \$11,949 ↓	Taiho Oncology \$5,799 ↓
10	Dr. Salman Fazal (Pennsylvania)	Incyte \$110,162	ER Squibb & Sons \$56,370 ↓	Janssen \$28,466 ↓	Gilead Sciences \$8,318 ↓	Alexion Pharma \$5,457 ↓
11	Dr. Jamile Shammo (Illinois)	Incyte \$108,621	Alexion Pharma \$47,861 ↓	Celgene \$29,676 ↓	Jazz Pharma \$2,131 ↓	
12	Dr. Gary I Grad (Illinois)	Incyte \$104,534	Genentech \$20,399 ↓	Lilly USA \$216 ↓	Janssen \$174 ↓	Exelixis \$150 ↓
13	Dr. Jason Aaron Salganick (Arizona)	Incyte \$104,058	Celgene \$63,588 ↓	Genentech \$31,971 ↓	AstraZeneca \$16,607 ↓	Millennium Pharma \$6,638 ↓
14	Dr. Carole B Miller (Maryland)	Incyte \$91,428	Millennium Pharma \$27,131 ↓	Eli Lilly \$9,725 ↓	Gilead Sciences \$4,406 ↓	Bayer \$4,403 ↓
15	Dr. Julio J Hajdenberg (Florida)	Incyte \$91,291	Janssen \$83,182 ↓	Pharmacyclics \$26,946 ↓	Astellas \$12,327 ↓	Pfizer \$4,154 ↓
16	Dr. Mojtaba Akhtari (California)	Incyte \$87,205	Jazz Pharma \$14,912 ↓	Amgen \$3,959 ↓	Celgene \$67 ↓	Genentech \$62 ↓
17	Dr. Laura DeLong Wood (Maryland)	Incyte \$82,500	Pfizer \$1,850 ↓			
18	Dr. Abdurraheem Yacoub (Kansas)	Incyte \$59,434	Seattle Genetics \$12,969 ↓	Pfizer \$2,880 ↓	ER Squibb & Sons \$122 ↓	Amgen \$116 ↓
19	Dr. John George Knecht (Texas)	Incyte \$58,908	Boehringer Ingelheim \$239 ↓	Amgen \$209 ↓	ER Squibb & Sons \$200 ↓	Allergan \$142 ↓
20	Dr. Ivy P Altomare (North Carolina)	Incyte \$54,613	Amgen \$14,970 ↓	Bayer \$5,583 ↓	Ipsen \$4,724 ↓	Pfizer \$104 ↓

Incyte - 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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