

INDUSTRY PAYMENTS ANALYTICS



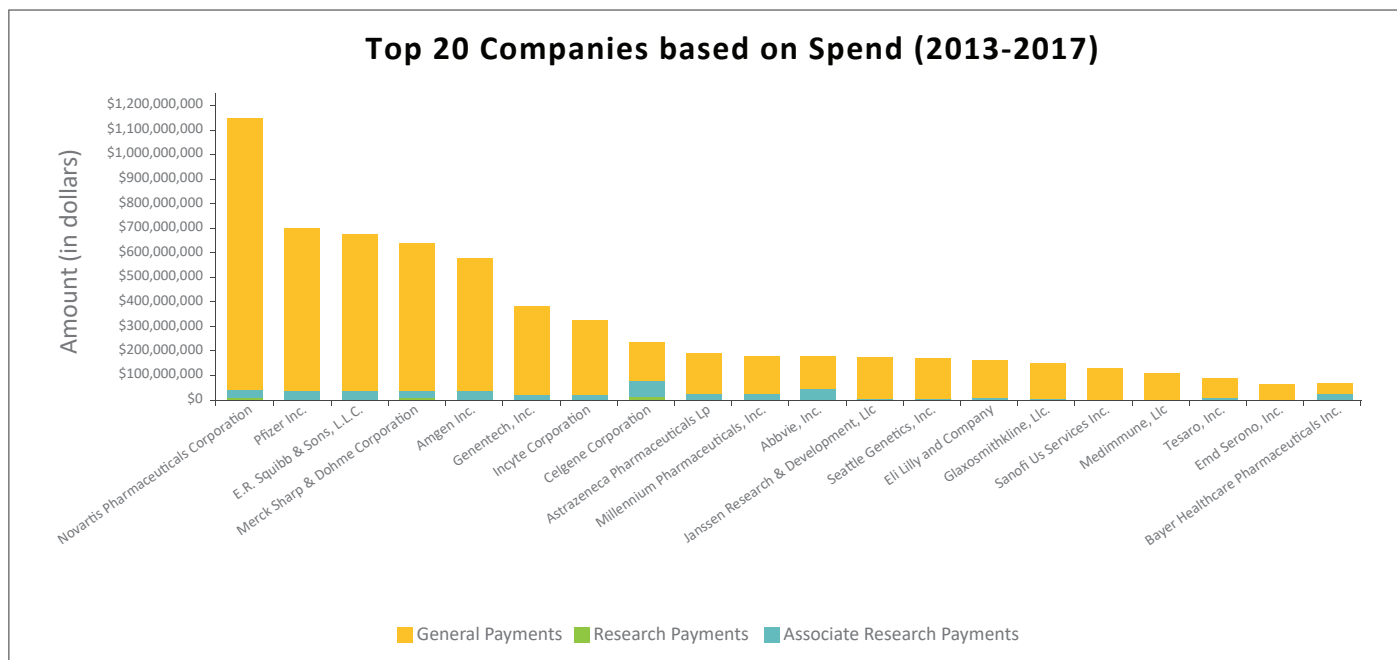
Payments Insights & Trends for
Gilead

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.

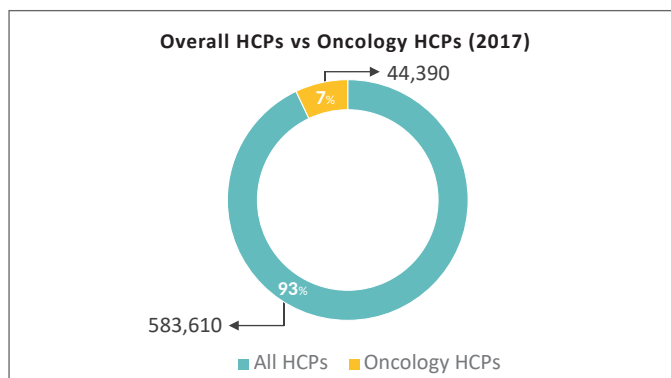
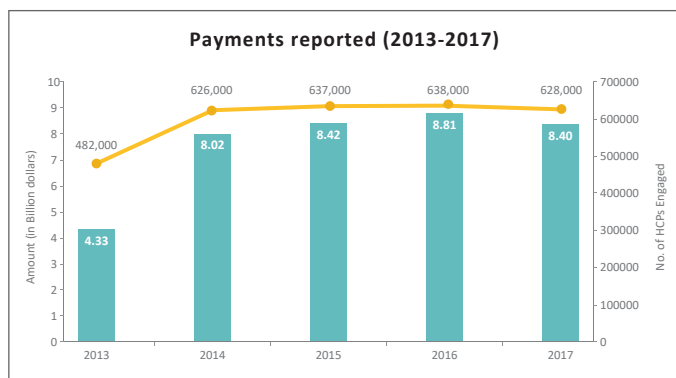
An overview of the top 20 Oncology companies and their spend (2013-2017)



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)



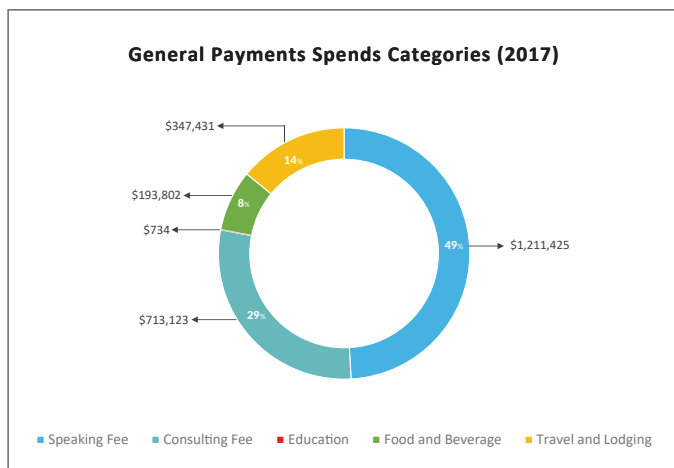
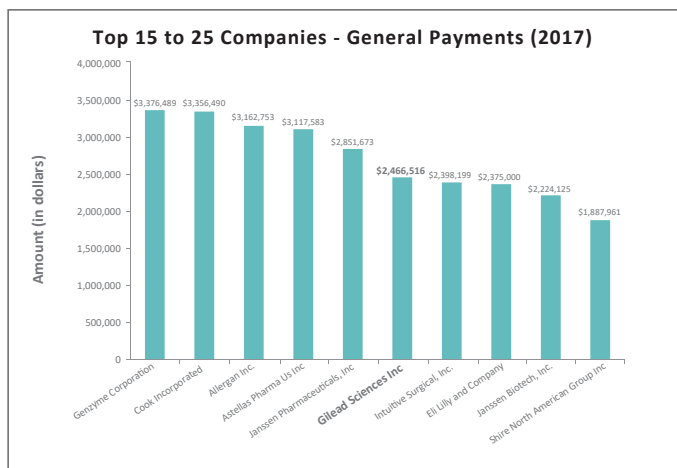
In 2017, Life Sciences companies spent \$8.40 billion on 628,000 HCPs.

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

Gilead Industry Payments Trends

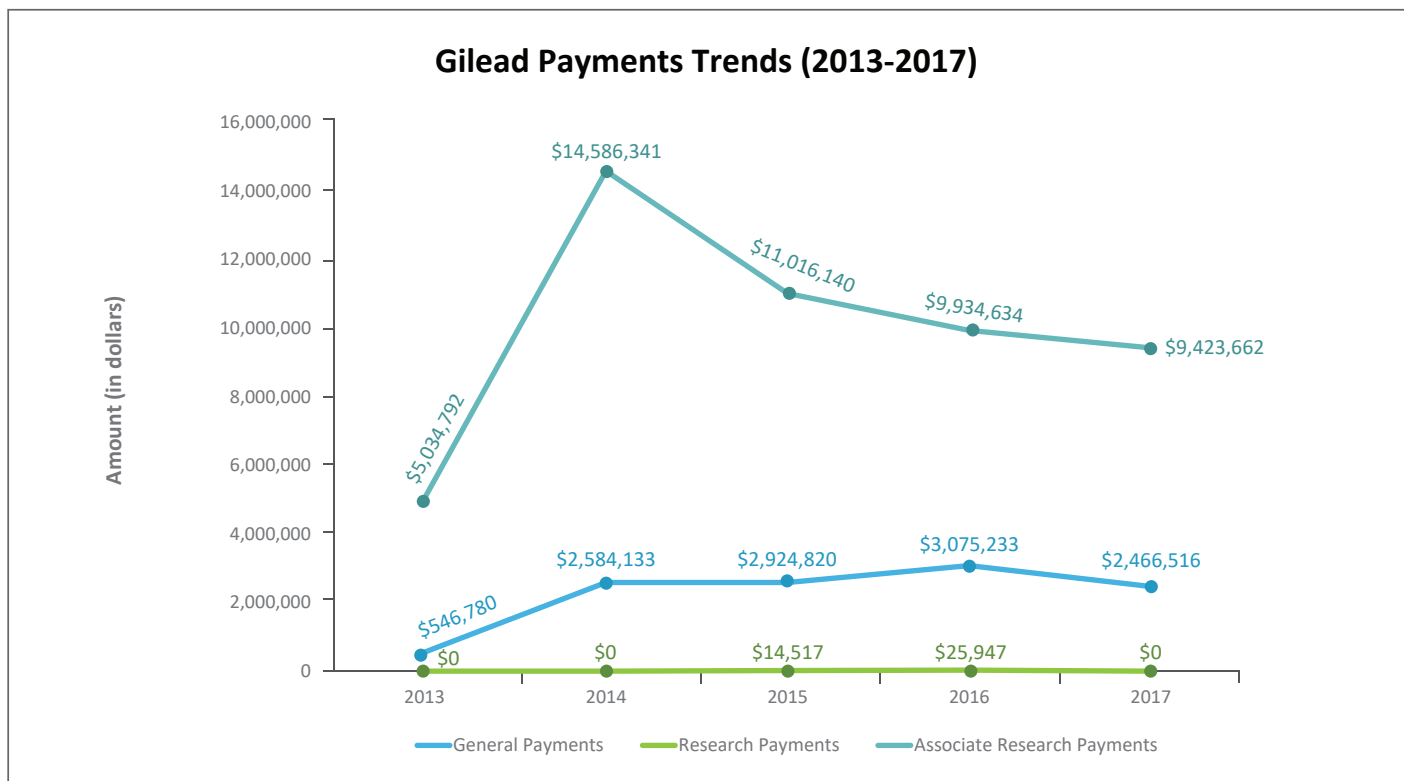
Gilead Sciences is a research-based biopharmaceutical company that discovers, develops and commercializes innovative medicines in areas of unmet medical need. Gilead's portfolio of products and pipeline of investigational drugs includes treatments for HIV/AIDS, liver diseases, cancer, inflammatory and respiratory diseases, and cardiovascular conditions.

Gilead - HCP Engagements Payments Trends (2017)

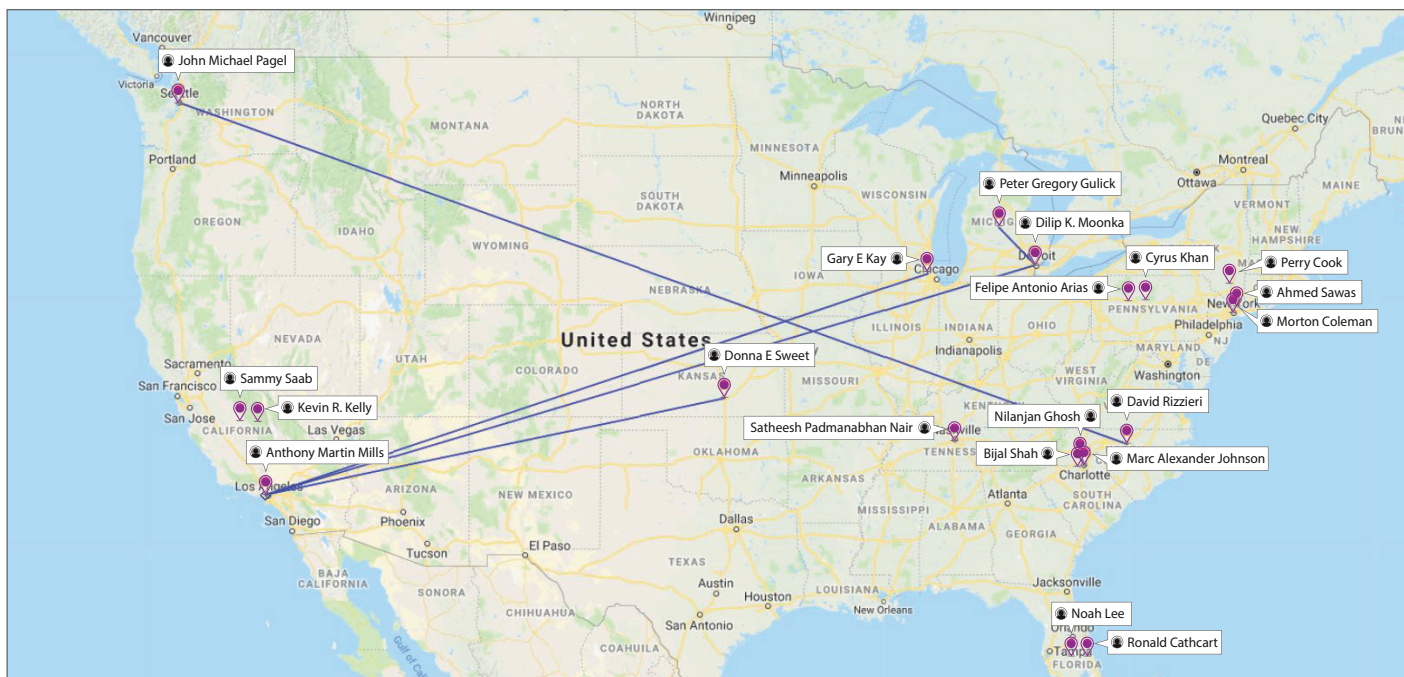


Gilead spent \$2,466,516 on 2,417 Oncology experts (General Payments).

Gilead has spent \$1.2mn as Speaking Fee on 84 Oncology experts in 2017.

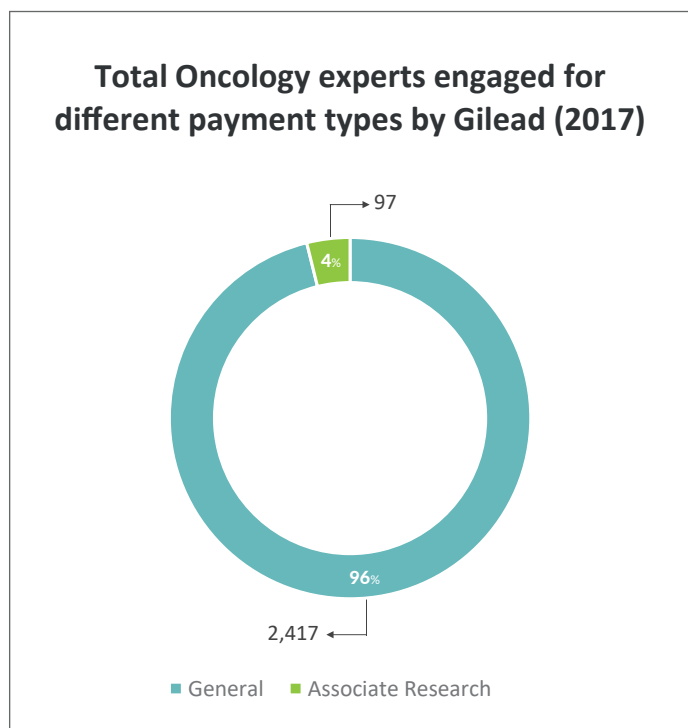
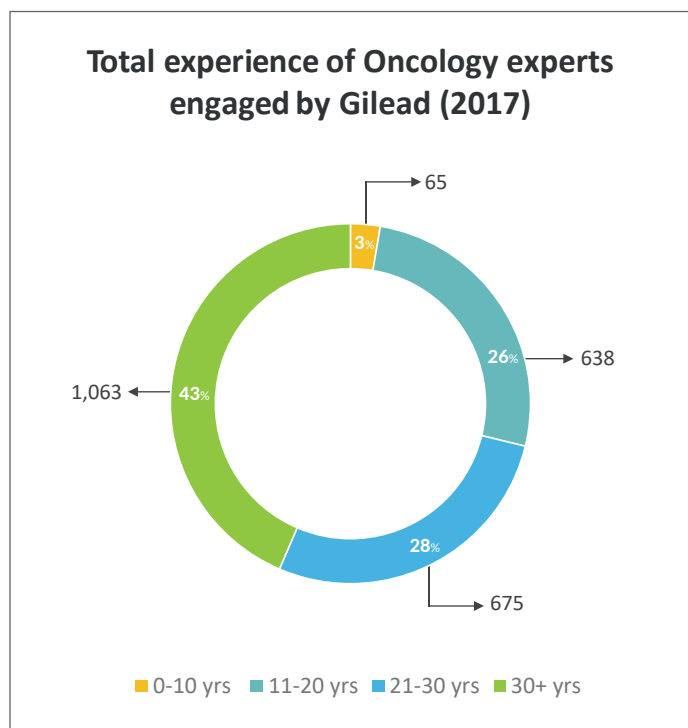


Geo Location & Network of Top 20 Oncology Experts Engaged by Gilead 2017

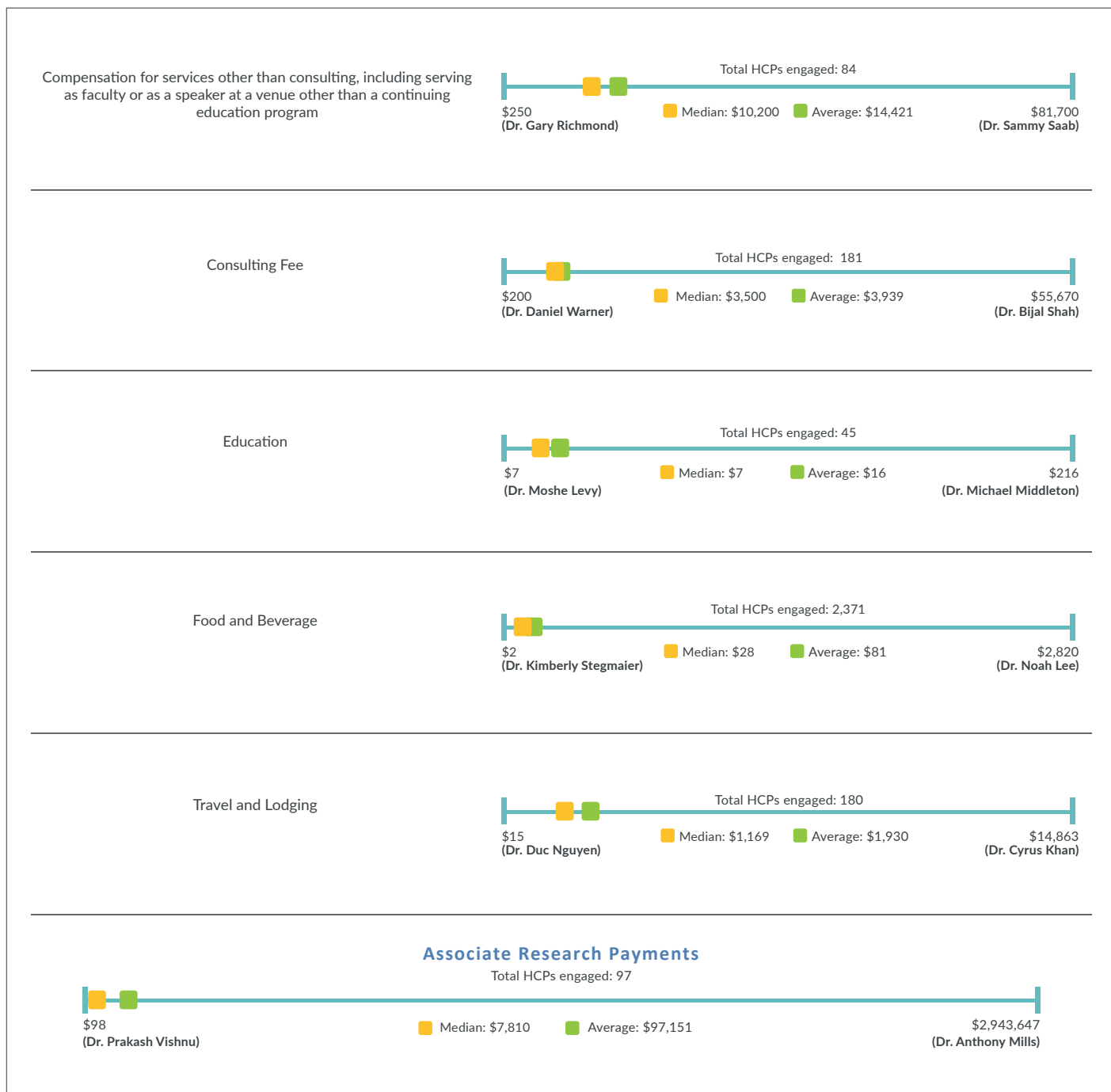


Professional Network and Geo locations of Top 20 Oncology experts engaged by Gilead (General Payments 2017). The network is based on co-authorship, research activities, speaking engagements and organizations of Oncology Experts.

Gilead - Oncology Experts' Experience and Engagement by Payment Types



Gilead - Payments across Engagement Types (2017)



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

- 🌀 Consulting - 181
- 🌀 Speaking - 84

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

- 🌀 Breast Neoplasms
- 🌀 Skin Neoplasms
- 🌀 Ovarian Neoplasms
- 🌀 Chronic Leukemia
- 🌀 Endometrial Neoplasms

Competitor View of HCP Engagement

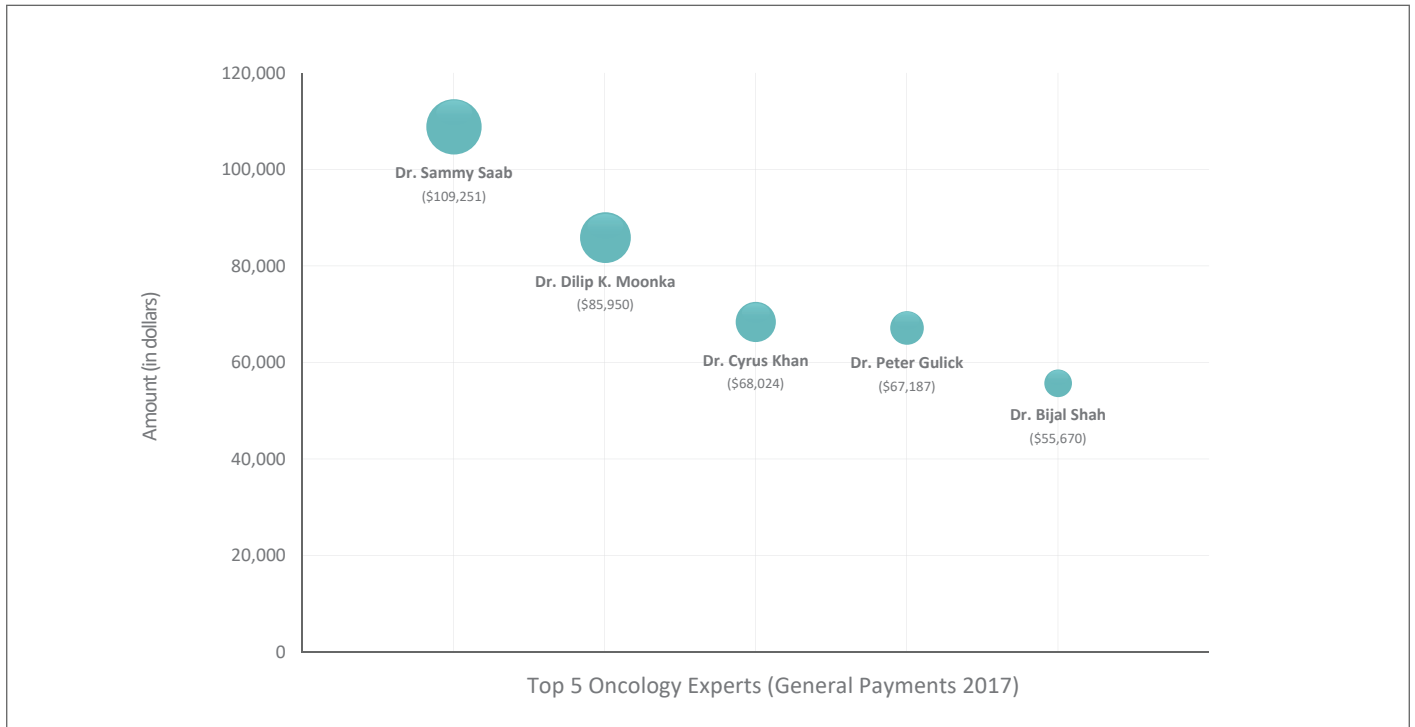
Top 20 Oncology experts engaged by Gilead and their competitors (General Payments 2017)

↑ = Paid more than Gilead

↓ = Paid less than Gilead

No.	HCP Name	Companies					
1	Dr. Sammy Saab (California)	Gilead \$109,251	Valeant Pharma \$73,970 ↓	Merck \$70,846 ↓	Bayer \$42,583 ↓	Abbvie \$35,391 ↓	
2	Dr. Dilip K. Moonka (Michigan)	Gilead \$85,950	Merck \$36,799 ↓	Intercept Pharma \$11,956 ↓	Valeant Pharma \$8,882 ↓	Abbvie \$7,763 ↓	
3	Dr. Cyrus Khan (Pennsylvania)	Gilead \$68,024	Pharmacyclics \$97,347 ↑	Celgene \$32,284 ↓	Genentech \$31,899 ↓	Millennium Pharma \$15,132 ↓	
4	Dr. Peter Gregory Gulick (Michigan)	Gilead \$67,187	Merck \$37,183 ↓	Janssen \$21,269 ↓	Abbvie \$17,399 ↓	Viiv Healthcare \$441 ↓	
5	Dr. Bijal Shah (North Carolina)	Gilead \$55,670					
6	Dr. Satheesh Padmanabhan Nair (Tennessee)	Gilead \$55,587	Abbvie \$32,218 ↓	Intercept Pharma \$8,620 ↓	Valeant Pharma \$7,012 ↓		
7	Dr. John Michael Pagel (Washington)	Gilead \$53,832	Pharmacyclics \$105,656 ↑	Janssen \$41,891 ↓	Millennium Pharma \$18,581 ↓	AstraZeneca \$13,765 ↓	
8	Dr. Anthony Martin Mills (California)	Gilead \$52,489	Viiv Healthcare \$13,782 ↓	Merck \$10,803 ↓	Janssen \$518 ↓	EMD Serono \$406 ↓	
9	Dr. Noah Lee (Florida)	Gilead \$49,626	Janssen \$10,617 ↓	Merck \$9,555 ↓	E.R. Squibb & Sons \$9,071 ↓	Abbvie \$8,174 ↓	
10	Dr. David Rizzieri (North Carolina)	Gilead \$40,017	Incyte \$121,991 ↑	Seattle Genetics \$23,694 ↓	Pfizer \$1,328 ↓		
11	Dr. Perry Cook (New York)	Gilead \$37,749	Janssen \$91,101 ↑	Pharmacyclics \$50,979 ↑	Millennium Pharma \$49,775 ↑	Amgen \$34,276 ↓	
12	Dr. Donna E Sweet (Kansas)	Gilead \$37,391	Merck \$1,829 ↓	Janssen \$300 ↓	E.R. Squibb & Sons \$22 ↓	Viiv Healthcare \$16 ↓	
13	Dr. Kevin R. Kelly (California)	Gilead \$36,644	Janssen \$47,308 ↑	Pharmacyclics \$12,995 ↓	Genentech \$141 ↓	Jazz Pharmaceuticals \$121 ↓	
14	Dr. Nilanjan Ghosh (North Carolina)	Gilead \$35,483	Abbvie \$21,420 ↓	Janssen \$20,654 ↓	Pharmacyclics \$17,539 ↓	Celgene \$6,661 ↓	
15	Dr. Felipe Antonio Arias (Pennsylvania)	Gilead \$31,805	Merck \$10,855 ↓	Janssen \$6,357 ↓	Viiv Healthcare \$265 ↓	Astellas Pharma \$114 ↓	
16	Dr. Ahmed Sawas (New York)	Gilead \$29,785	Daiichi Sankyo \$33,043 ↑	Seattle Genetics \$25,888 ↓	Spectrum Pharma \$5,394 ↓	Leadiant Biosciences \$3,744 ↓	
17	Dr. Morton Coleman (New York)	Gilead \$28,358	Pharmacyclics \$52,243 ↑	Bayer \$10,800 ↓	Janssen \$6,474 ↓	Celgene \$900 ↓	
18	Dr. Gary E Kay (Illinois)	Gilead \$27,875	Amgen \$51,851 ↑	Heron Therapeutics \$23,485 ↓	Cardinal Health \$8,950 ↓	Clovis Oncology \$1,186 ↓	
19	Dr. Marc Alexander Johnson (North Carolina)	Gilead \$27,292	Janssen \$14,083 ↓	Merck \$6,651 ↓	Theratechnologies \$2,926 ↓	Allergan \$26 ↓	
20	Dr. Ronald Cathcart (Florida)	Gilead \$26,875	Viiv Healthcare \$450 ↓	Abbvie \$117 ↓	Merck \$109 ↓	Janssen \$81 ↓	

Gilead - Top 5 Oncology Experts (General Payments 2017)



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