Location of Responders (N=244)

More responders from outside the U.S. than within the U.S. Keep this in mind when interpreting the results of this survey.

Outside U.S. (52%) -

- Spain 11.1%
- Brazil 4.5%
- Italy 4.1%
- All others 32%
Industry Represented (N=250)

Related survey question:

Company size (N=249)

- Top 20 (revenue >$10B): 55%
- Top 50 (revenue <$10B >$2B): 16%
- Others (revenue <$2B): 29%

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Educational Background (N=247)

Doctors of Philosophy (Ph.D.) and Doctors of Pharmacy (Pharm.D.) degrees make up more than half of the MSLs in this survey.
## Therapeutic Area (Multiple Responses Allowed)

Total # of responses is 315 since responders can check more than 1 therapeutic area.

These are # of responses, not %

Therapeutic areas checked “Others:

- Bone/Osteoporosis 5
- Urology 9
- Vaccines 3
- Orthopedics 4
- Nephrology 14
- Surgery 6

<table>
<thead>
<tr>
<th>Therapeutic Area(s)</th>
<th>Checked</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oncology</td>
<td>70</td>
</tr>
<tr>
<td>Immunology</td>
<td>64</td>
</tr>
<tr>
<td>Diabetes &amp; Endocrinology</td>
<td>59</td>
</tr>
<tr>
<td>Neurology</td>
<td>50</td>
</tr>
<tr>
<td>Rheumatology</td>
<td>17</td>
</tr>
<tr>
<td>Gastroenterology</td>
<td>14</td>
</tr>
<tr>
<td>Others</td>
<td>41</td>
</tr>
</tbody>
</table>

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Years MSL Experience (N=203)

This should not be interpreted as an indication of experience levels of industry MSLs in general: this data serves to qualify the salary reported in this survey.
Base Salary in U.S. Dollars (N=247)

Caveats:

- 44 of 247 (17.8%) of total responders are MSL managers
- 203 of 247 (82.2%) of total responders are MSLs
Bonus in U.S. Dollars (N=245)

Caveats:

- This includes MSL managers’ bonus data.
- We did not define bonus, thus responders may include stock options as part of bonus.
- MSLs in some countries may be incentivized similarly to sales representatives in those countries (hence a bonus range from $50,000 to more than $75,000)
Company Car/Car Allowance (N=246)

- I have neither car/allowance, 6%
- I have a car allowance, 29%
- I have a company car, 65%