

# Disclosure of GSK payments to HCPs and HCOs in Bulgaria in 2016



## Our path towards transparency

GSK supports the Code wholeheartedly because it is the right thing to do and is consistent with our values of integrity, transparency, patient first and respect.

We believe that the Code is consistent with the global trend towards greater transparency and accountability driven by the expectations of healthcare communities and society worldwide.

It is with this mindset that we will implement the EFPIA Disclosure Code. We are applying a "no disclosure consent, no contract" principle to enable and drive disclosure at the individual level.



## We have been pioneers in...

Over the past decade we have challenged the traditional industry model by being the first to increase transparency around clinical trial data; being the first to declare support to patient organisations; and being the first to abolish individual sales targets for medical representatives.



## NECESSARY COLLABORATIONS

Collaborations with health professionals and organisations are fundamental to the achievement of a common objective: the advancement of medical research to the benefit of patients.



## WHAT ARE TRANSFERS OF VALUE?

They are the collaborations and contributions, both monetary and non-monetary, made to health professionals and organisations.



## WHAT ARE THESE COLLABORATIONS USED FOR?

- Donations to and collaborations with health organisations
- Training activities and scientific/professional meetings
- R&D activities
- Providing services (consultancy, speeches)



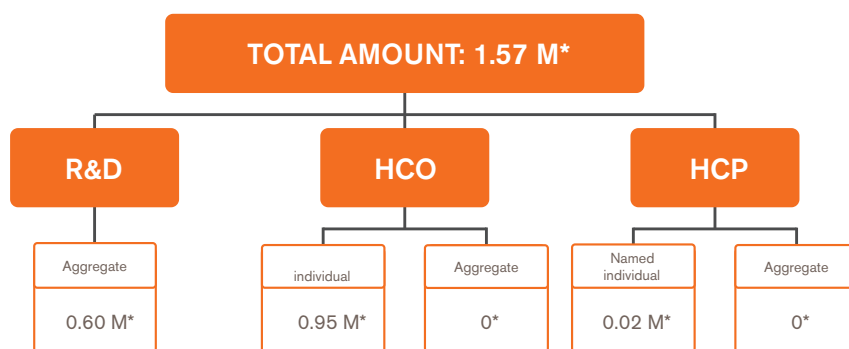
## WHAT DOES INDIVIDUALISED DISCLOSURE MEAN?

We have undertaken to publish data individually and therefore, have requested consent to disclosure from all healthcare professionals that would like to work with us, following the motto "No disclosure consent, no contract".



## The figures

GSK has collaborated with **26** HCPs and **40** health organisations in Bulgaria in 2016



### With regard to HCPs:

- Each one received an average of BGN 680 for internal staff trainings
- 100% gave their consent to individualised disclosure

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\* All amounts are shown in BGN.

Please note: All figures displayed are rounded to the nearest significant figure.

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