

Disclosure of GSK payments to HCPs and HCOs in Switzerland 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 a 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...

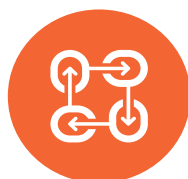
Over the past decade we have challenged the traditional industry model by being

- first to increase transparency around clinical trial data (since 2004);
- being first to declare support to patient organisations (since 2006);
- and being first to abolish individual sales targets for medical representatives (since 2013);
- first to stop payments for HCP/HCO speaking on our behalf (since 2016).



NECESSARY COLLABORATIONS

Collaboration with health professionals and organisations are fundamental to reach a common objective: the advancement of medical research in benefit of the 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 and collaborations with health organisations
- R&D activities
- provision of services (consultancy, trainings)



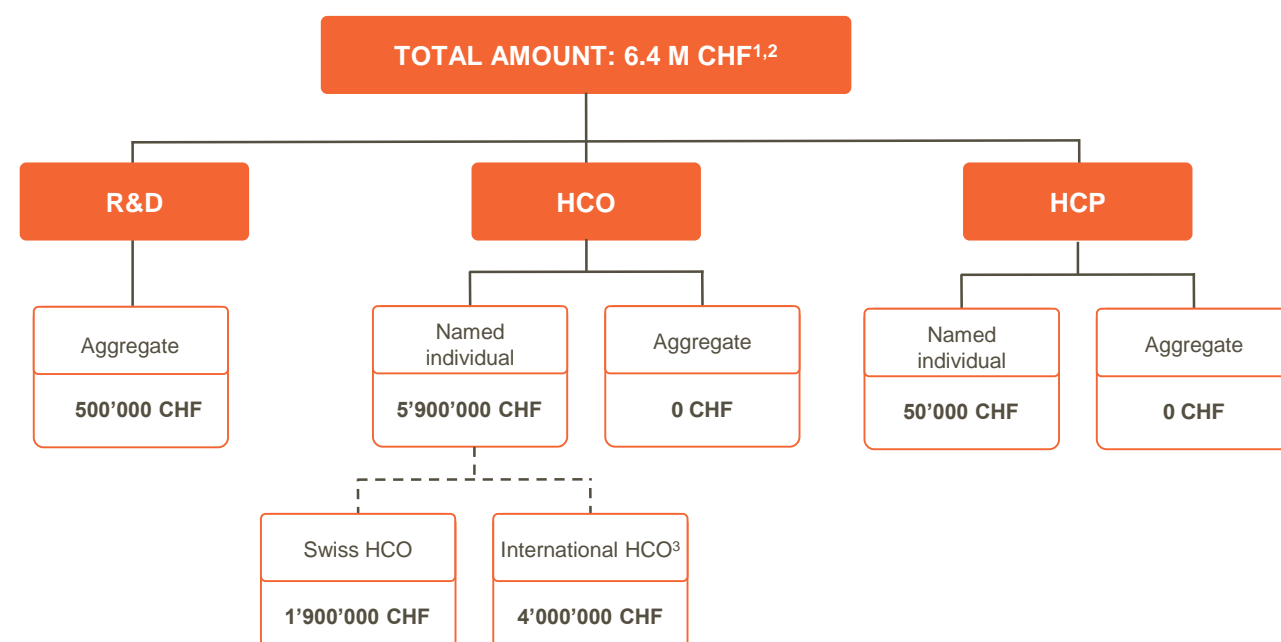
WHAT DOES INDIVIDUALISED DISCLOSURE MEAN?

We have undertaken to publish data individually and therefore, have requested consent for dissemination to all healthcare professionals that would like to work with us, following the maxim “No dissemination consent, no contract”.



The figures

GSK and ViiV Healthcare have collaborated with **39 HCPs** and **137 health organisations** in Switzerland in 2016.



- 100% of HCPs and HCOs gave their consent for individual disclosure.
- The payment to those 39 HCPs averaged to 1'200 CHF.
- 5 HCPs received more than 2'000 CHF.

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Notes:

1. All figures displayed are rounded to the nearest significant figure.
2. ViiV Healthcare figures are included.
3. International HCOs that are based in Switzerland, such as European Respiratory Society or International AIDS society etc. which were supported financially by GSK group.