

# Disclosure of GSK payments to HCPs and HCOs in Switzerland in 2017



## Our path towards transparency

GSK supports the EFPIA transparency 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 will strive to named individual disclosure where required under the Code as the rule and disclose on an aggregate basis only for payments relating to R&D or otherwise by exception.



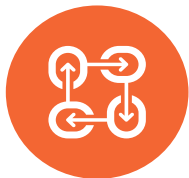
## We have been pioneers in...

- Over the past 14 years 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)



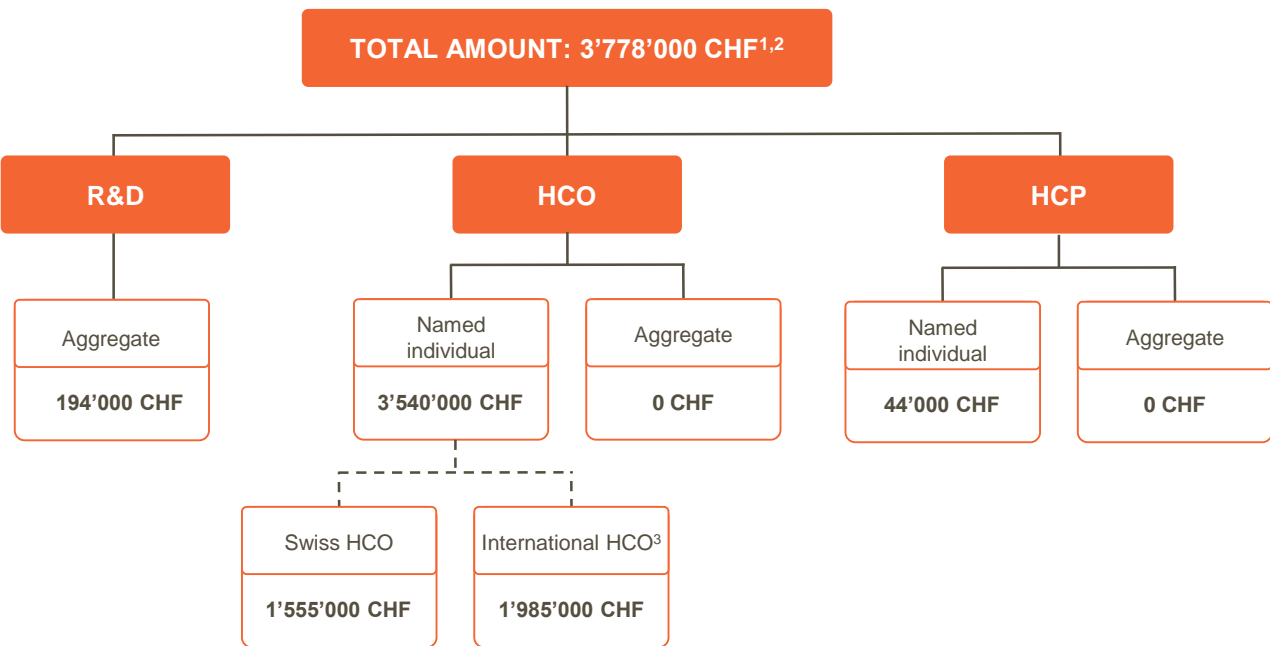
## What does individualised disclosure mean?

- We only achieve maximum transparency if it is possible to allocate individually which payment was made and in what amount for which consideration.
- GSK only works with physicians who support our approach of maximum transparency in the sense of the Pharmaceutical Cooperation Code.



## The figures

GSK and ViiV Healthcare have collaborated with **51 HCPs** and **134 health organisations** in Switzerland in 2017.



- 100% of HCPs and HCOs gave their consent for individual disclosure.
- The payment to 51 HCPs averaged to 872 CHF.
- 7 HCPs received more than 1'500 CHF whereas 2 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 (ERS) or European Academy of Allergy and Clinical Immunology (EAACI) or International AIDS Society (IAS) which were supported financially by GSK group.