

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



## 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.

The publication is made on a name / individual basis in the sense of the highest transparency for patients and the public, provided that doctors have given their voluntary consent. Aggregated information will occur only for payments relating to R&D or otherwise by exception.



## We have been pioneers in...

We have challenged and changed the traditional industry model:

- We committed ourselves to publicising our clinical trials in 2004, regardless of whether the results are positive or negative.
- Since 2006, we disclose payments to patient organisations.
- Since January 2015, our sales representatives have no longer been paid on the basis of individual sales targets.
- Since January 2016 we have stopped direct payments to health care professionals who speak on our behalf in promotional settings about prescription medicines and vaccines.



## 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
- Training activities and scientific / professional meetings
- R&D activities
- Provision of services (consultancy, speeches)



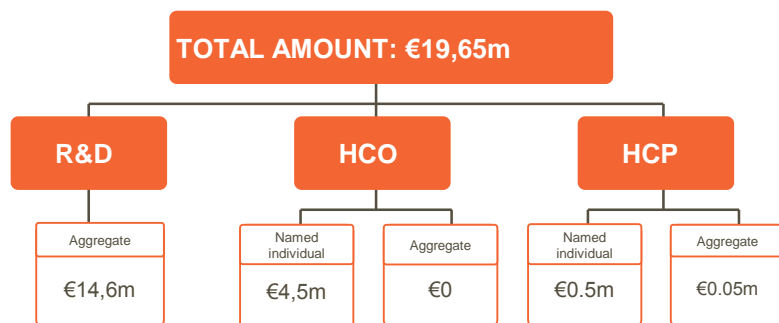
## WHAT DOES INDIVIDUALISED DISCLOSURE MEAN?

Maximum transparency means a clear, individual assignment of a payment to a service. When selecting HCPs to collaborate in our work on activities covered by individual disclosure we seek to choose as partners HCPs who fully support our commitments to the highest possible standards of transparency.



## The figures


GSK has collaborated with **250 HCPs** and **475** health organisations in Germany in 2017.



**Promoting maximum transparency:** GSK stands for the highest level of individual publications

**91 % consent rate** for individual publications

Contact:

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