

Disclosure of GSK payments to HCPs and HCOs in Spain 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.

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.



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; being first to declare support to patient organisations; and being first to abolish individual sales targets for medical representatives. We remain firmly committed to the responsible innovation in the field of health. We have also evolved the interaction model with healthcare professional (HCP) and organizations (HCO) in order to increase transparency and integrity. We are totally committed with the training of healthcare professionals, but we manage it, majorly, through health organisations.



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)



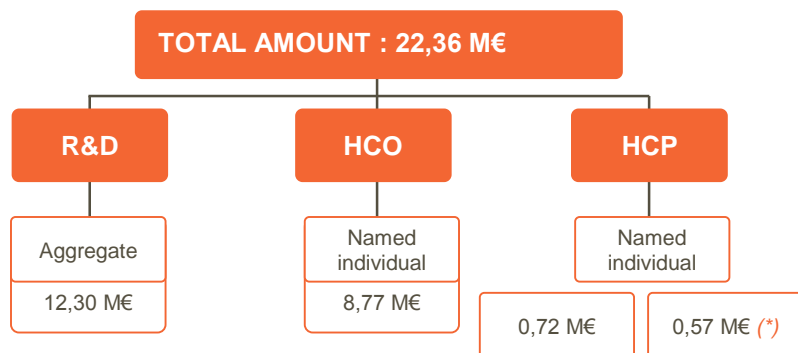
WHAT DOES INDIVIDUALISED DISCLOSURE MEAN?

According to the report of the Spanish Agency for Data Protection, since January 2017, it is not necessary to request the consent of healthcare professional for individualised disclosure and it is enough to inform him in the collaboration agreement.



The figures

GSK has collaborated with **1.481 HCPs** and **379 HCOs**.



(*) This amount correspond to grants awarded through HCOs to attend scientific-professional meetings. Although these grants have been funded by GSK, the company has not participated in the selection of attendees or in the content of the training.



Transfers of value represent 2% of GSK Spain sales in 2017.

Over 2017, GSK invested 47M€ (R&D) and 10M€ (manufacturing) in Spain.

The transfers of value for R&D represent 55% of the total, with an increase of 21% versus 2016.

The contribution to training activities and scientific-professional meetings represents 24% of total transfers of value.

The transfer of value amount and training activities have increased by 13% and 15%, respectively, versus 2016.

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