

Disclosure of GSK payments to Health Care Professionals and Health Care Organisations in Finland in 2016



We are pioneers

Over the past decade GSK has 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.

- In Finland, we stopped using individual sales targets for our medical representatives already in 2013. Instead, we use qualitative measurements.



Our path towards transparency

GSK supports the EFPIA Disclosure 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.



NECESSARY COLLABORATIONS

Collaboration with health care professionals (HCPs) and health care organisation (HCOs) 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 care professionals and health care organisations.



WHAT ARE THESE COLLABORATIONS USED FOR?

- Donations and collaborations with health care organisations
- Training activities and scientific / professional meetings
- R&D activities
- Provision of services (consultancy)



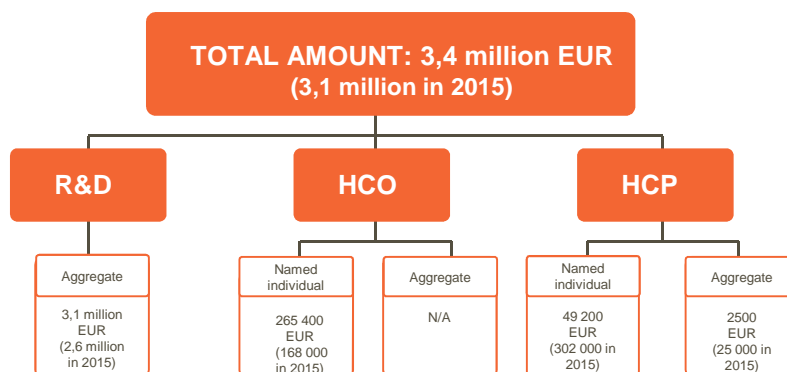
WHAT DOES INDIVIDUALISED DISCLOSURE MEAN?

We have undertaken to publish data individually and therefore, have requested consent for dissemination to all HCPs that would like to work with us. A HCP has the right, however, to withdraw the consent at any time.



The figures

GSK has collaborated with **46 HCPs** and **42 HCOs** in Finland in 2016. In 2015 the number of HCPs was 379 and the HCOs 35.



- The transfer of value to HCOs has increased in 2016. This is due to increased collaboration with organisations, including supporting individual events, accounting for 92% of the investment.
- Our investment in R&D has increased in 2016. This is good news for the scientific community and for the Finnish patients alike.
- As we no longer pay HCP's for speaking on our behalf, the transfer of value to individual HCPs has decreased in 2016 compared to 2015.

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