

Disclosure of GSK payments to HCPs and HCOs in Italy 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

Over the past decade we have challenged the traditional industry model by being first to increase transparency around clinical trial data, whether positive or negative; being first to declare support to patient organisations; and being first to abolish individual sales targets for medical representatives, with the variable part no longer based on turnover but on measurement of the acquired medical scientific proficiency.



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 and consultancy



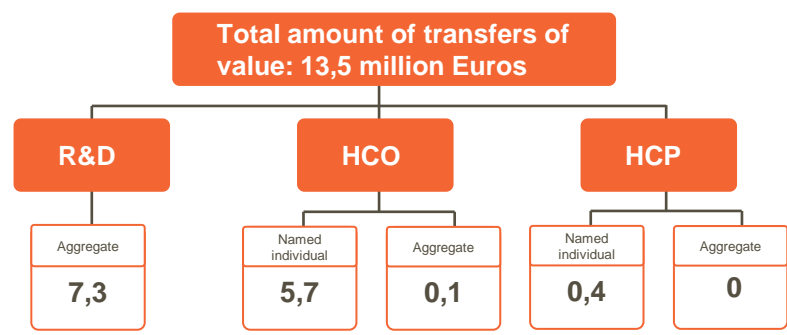
WHAT DOES INDIVIDUALISED DISCLOSURE MEAN?

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 has collaborated with **165 HCPs** and **142 Health Organisations** in Italy in 2016.



Research and Development: In 2016, GSK supported over 7 million Euros (compared to a total of 13 millions) for activities related to clinical trials and research projects.

Health Care Professional (HCP): Since January 1st 2016, GSK decided to end payments to external HCP for speaking in promotional contexts about our prescription medicines or vaccines, as well as offering hospitality to Congresses.

We are continuing supporting non-promotional activities, including conducting clinical research and seeking advice on clinical relevance and appropriate communication of the results of our research.

By way of example in 2016, over 70,000 HCPs met by our medical representatives only **165 Physicians** received a payment for the above mentioned activities GSK continues supporting .

Health Care Organization (HCO): In 2016 GSK supported **142 Health Care Organizations** for educational activities, donations, collaboration and provision of services.

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