

Disclosure of GSK payments to HCPs and HCOs in Italy 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 or otherwise by exception.



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.



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)



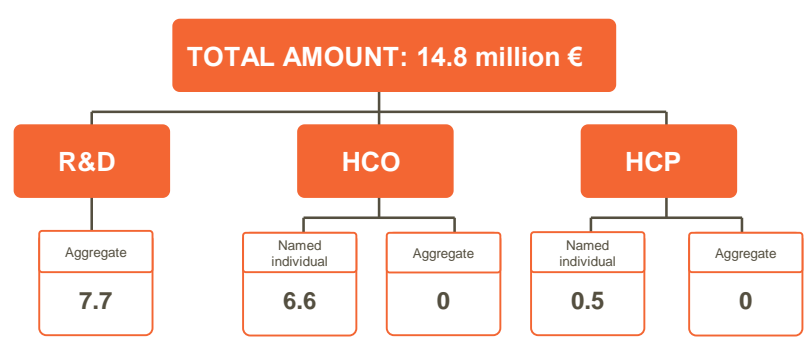
WHAT DOES INDIVIDUALISED DISCLOSURE MEAN?

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.



The figures

GSK has collaborated with **174 HCPs** and **130 health organisations** in Italy in 2017.



- 52% of TOV are R&D investments. For each euro of value transferred to HCP/HCO, more than a half is to support research and development projects.
- 100% named TOV disclosure. No aggregated data for HCP/HCO TOV.
- 0.2% of engaged HCP are TOV recipients. HCP receiving TOV from GSK are a minimal part if compared to the over 77000 we engaged with, for daily medical information.
- 130 HCOs supported by GSK for educational activities, service provision partnerships, grants and donations.

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Please Note: All figures displayed are rounded to the nearest significant figure.