

Term	Definition
A transfer of Value	A transfer of value is a transfer of some form of value or benefit from GSK to a Healthcare Professional (HCP) or Healthcare Organisation (HCO). A transfer of value can be made directly from GSK or indirectly via an intermediary and can be a monetary payment (such as a fee for service) or a non-monetary benefit (such as a flight or a registration fee where the money is paid to a travel agent or event organiser).
Global Corporation vs Legal entities	The report contains all transfers of value from all GSK entities to the Luxembourg HCP/HCOs. The transfers of value which were initiated by an international GSK entity towards a Luxembourg HCP/HCO are also integrated in this report. GSK issues one report per country showing all transfers of value made to HCPs / HCOs in that country by GSK Pharmaceuticals, GSK Vaccines, GSK Consumer Healthcare, and by ViiV Healthcare.
Domicile reporting	GSK will report transfers of value in the country in which the HCP/ HCO has their primary practice, that report will include all transfers of value made by GSK anywhere in the world.
HCP Consent	For HCPs, the external disclosure report will include transfers of value only if the HCP has consented to disclosure. If consent has not been given or was withdrawn, transfers of value for that HCP will be disclosed on an aggregate basis that does not identify the recipient HCP. The detail of those transfers of value is shown in the statement which is sent to the HCP, but not in the published report.
HCPs employed by GSK	GSK will not report payments made to HCPs who are employed by GSK as staff members. GSK considers that it would be inappropriate to disclose an employee's salary, bonus, expenses and benefits.
Reporting period	The external disclosure report contains all transfers of value made in the calendar year 2015. Monetary transfers of value of activities which have taken place in 2014 but which were paid in 2015 are also included in the report.
Reporting date	GSK has defined two types of transfers of value for Reporting Date purposes: <ul style="list-style-type: none"> <li>a Monetary transfer of value is a payment of money made to a HCP/HCO by GSK either directly or through an intermediary (for example, fees for service). The Reporting Date for these transfers of value will be the actual payment date, irrespective of when the event happened (for example, when a consultancy fee is paid, not when the work took place).</li> <li>a Non-monetary transfer of value is a benefit received from GSK either directly or through an intermediary without a monetary payment (a flight or a congress registration fee paid to a travel agent or events organiser, for example). The Reporting Date for these transfers of value will be the event date (for example, when the congress took place).</li> </ul>
Value added Tax (VAT)	GSK has taken the decision to report values including VAT wherever possible due to the complexity of VAT regimes around Europe and the inconsistency of whether VAT may or may not be reimbursable depending on where the transaction took place and the country of residency of the HCP or HCO. All other taxes are included in the reported values. If the amount including VAT is not available, the net amount is disclosed.
Currency conversions	GSK records transfers of value in the currency in which the transaction took place and converts these. The report visible shows all values in EURO.
Novartis methodology	On 2 March 2015, GSK and Novartis completed a three part transaction, as a result of which GSK acquired Novartis' global Vaccines business (excluding influenza vaccines); created a new world leading Consumer Healthcare joint venture with Novartis; and divested its Oncology business to Novartis. In respect of the Oncology business transferred to Novartis, we are not disclosing any transfers of value for which the Reportable Date is after 2 March 2015. For both the Consumer Healthcare business contributed by Novartis into the joint venture and the Vaccines business acquired by GSK, we are reporting all Transfers of Value made under arrangements set up after integration of the relevant business.
Multi-year contracts	Transfers of value are reported on the relevant reporting date (payment date/event date) irrespective of the duration of the contract.