

Disclosure of payments from GSK to healthcare professionals (HCPs) and healthcare organisations (HCOs) in Norway in 2016



We are first

GSK sets transparency and integrity in the highest regard in all interaction with healthcare professionals – while always focusing on the patient's interest. We have throughout the last years challenged the traditional way to work in the industry. We were first to:

- Increase transparency around clinical trial data
- Declare support to patient organisations
- Abolish individual sales targets for medical representatives
- Stop direct payments to HCPs to speak on our behalf



Our path to transparency

We in GSK have done improvements to our business model based on society's increased expectations to organisations and individuals to act with transparency. This also applies to the relationship between our industry and healthcare professionals (HCP) or healthcare organisations (HCO), in which all interaction should be based on integrity and transparency. GSK gives full support to the European industry association (EFPIA), which LMI is member, to disclose all transfers of value to healthcare professionals. We practice the principle «no consent – no contract», which means that the disclosure is done on an individual basis.



NECESSARY & USEFUL COLLABORATIONS

Collaboration with HCP and HCO is fundamental in order to reach a common objective: Development of good medicines to the benefit of the patients.



WHAT ARE TRANSFERS OF VALUE?

Payments, either monetary or in value (for example travel expenses related to an assignment for GSK) from GSK to HCP and HCO.



WHAT ARE THE COLLABORATIONS USED FOR?

Counselling and training, ads in journals owned by HCO, exhibitions, research grants, R&D activities and knowledge transfer.



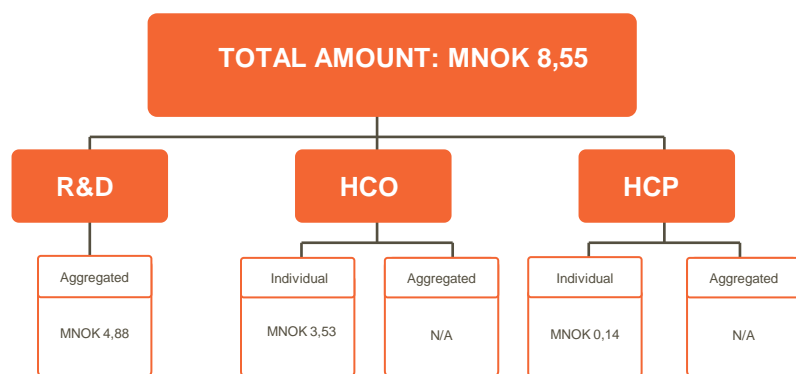
WHAT DOES INDIVIDUALISED DISCLOSURE MEAN?

We actively retrieve consent for individual disclosure from each single doctor/HCP who we work with. We will not work with HCP who hasn't given this consent.



The figures

GSK has collaborated with **17 HCPs** and **17 HCOs** in Norway in 2016.



Transfers of value to HCO have declined in 2016 compared to the previous year. This is primarily due to a NOK 3M agreement, signed by GSK Biologicals Belgium with Red Cross, related to Global Malaria Programme 2013-2015.

Transfers of value to HCP have declined in 2016 compared to the previous year. The lead cause of this is payments in 2015 for speeches held in 2014. Later, GSK has stopped these types of payments in order to eliminate doubt that scientific content is influenced by financial ties between speakers and GSK.

Contact information:

Line Storesund Rondan, +47 908 50 492

no.firmapost@gsk.com