

Voluntary Disclosure of GSK in Canada payments to HCPs and HCOs in 2016



Our path towards transparency



We have been leading the transformation of the traditional model between industry and healthcare professionals (HCPs) and healthcare organizations (HCOs) relationships based on transparency and trust. We want to remove perceived conflicts of interest.

We are pioneers



We've changed how we deliver information to HCPs in an unbiased way. This includes: independent funding for medical education; no longer paying HCPs to promote or speak about our medicines; sales representatives are incentivized based on scientific knowledge and quality of service.

The important relationship between industry and HCPs

Cooperation between partners in healthcare is essential for sustainably improving the quality of healthcare. Independent expertise and HCP services enable GSK in delivering innovative medicines to patients. HCPs are valuable partners for GSK,

providing us with scientific and medical expertise and insights into patient care. We believe this partnership is fundamental to the progress of medical science. By increasing transparency of these relationships, we are evolving with society's expectations.



Collaborations

GSK collaborates with HCPs and HCOs to foster scientific exchange for the ultimate benefit of patients.

Collaborations are bound by local and international laws and regulated by Innovative Medicines Canada's **Code of Ethical Practices**.



What are payments or transfers of value?

They are collaborations and contributions, both monetary and non-monetary made to HCPs and HCOs.



What are the collaborations for?

- Grants to HCOs.
- Training activities and scientific professional meetings.
- R&D activities.
- Provision of services such as consulting.



What does aggregate disclosure mean?

We are publishing data in aggregate, that is a consolidated total of all payments made to HCPs and HCOs per category.

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The Figures

GSK's voluntary decision to publish our payments to HCPs and HCOs is part of our commitment to greater transparency and high ethical standards in our business practices. The "**Voluntary Framework on Disclosure**" was developed by **Innovative Medicines Canada**.

All payment information is captured in aggregate form (one sum total) and presented below in **three categories**:



Total Payments of all categories **\$2,134,820**



Payments represent **0.3%** of Sales



R&D as a % of Sales: **9.92%**



GSK also provides and publishes funding made to patient groups. To view 2016 funding click [here](#).

For clarity purposes only, please note the following:

- Applicable taxes may be included or excluded.
- The values provided may include certain related incidental expenses (such as, but not limited to, mileage reimbursement for travel).
- Transfer of Value (ToV) is captured according to the General Ledger date and not necessarily the date on which payment was made. Therefore, some activities in 2015 are reported as ToVs in the 2016, and some activities that occurred in 2016 will be reported in the 2017 report.
- Payments made to HCOs may include payments that were passed through to HCPs as fee for service and, if so, will be captured in either category 1 or category 2, but the same payment will not be captured in both categories.
- GSK has used its reasonable best efforts to capture the most comprehensive data possible according to its knowledge and interpretation of the Voluntary Framework of Payments to HCPs/HCOs.

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