

Voluntary Disclosure of ViiV Healthcare Canada payments to HCPs and HCOs in 2018.



We value transparency



We believe in being transparent and trustworthy. Our goal is to remove any perceived conflicts of interest.

We strive to provide value



We aim to bring value to HCPs in an unbiased way.

The important relationship between industry and HCPs

At ViiV Healthcare Canada, we believe an **AIDS-free world is possible**. We believe we can have a **meaningful impact** on the lives of people living with and affected by HIV. **Every day we challenge ourselves to act with conviction and ambition to realize our goal of leaving no HIV patient behind.** It drives us in everything we do.

As a company established through an innovative collaboration between GSK, Pfizer, and Shionogi, we believe we can achieve better outcomes when working together. Cooperation between partners in healthcare, which includes pharmaceutical companies, regulators, payers, HCPs, HCOs, and patients, is essential to **achieve the UNAIDS goal of 90-90-90** (90% of people living with HIV diagnosed, 90% on treatment, 90% suppressed).

HCPs are valuable partners for ViiV Healthcare, providing us with scientific and medical expertise and insights into HIV care. We are proud to be transparent around these relationships.



Collaboration

As a partner in Canada's healthcare system, ViiV Healthcare regularly collaborates with HCPs and HCOs to foster scientific exchange for the ultimate benefit of patients.

These collaborations are bound by local and international laws and regulated by Innovative Medicine 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 these collaborations used for?

- Donations and collaborations with HCOs to improve gaps in HIV care in Canada.
- Training activities and scientific professional meetings.
- R&D activities
- Provision of services such as consulting and testing.



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, as opposed to each individual payment to an HCP or HCO per category.

The Figures

Total and Context

ViiV Healthcare's decision to publish our payments to HCPs and HCOs is voluntary and part of our overall 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**:



\$ 260,077
Fee for HCP Services



\$ 1,030,774
Funding to HCOs



\$ 246,862
Sponsorship of HCP Travel



Total Payments of all categories:

\$ 1,537,714

Payments represent **0.84%** of Sales

Our 2018 grants and donations, including community grants totalled



\$ 1,927,967

ViiV Healthcare Canada also publishes the core and project funding made to **community groups** each year. To see the list of patient groups and community stakeholders to whom we provided financial support in 2018, please visit [this link on viivhealthcare.ca](http://this.link.on.viivhealthcare.ca).

In 2018, ViiV Healthcare in Canada invested



\$ 5,449,173
into R&D.

R&D as a % of sales **2.99%**

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 2017 are reported as ToVs in the 2018, and some activities that occurred in 2018 will be reported in the 2019 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.
- Total funding to HCOs may also include payments to Patient Associations, as the reporting system does not have the functionality to separate out such payments.
- ViiV Healthcare 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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