

# Voluntary Disclosure of ViiV Healthcare Canada payments to HCPs and HCOs in 2019.



## Our commitment to transparency



ViiV Healthcare Canada ULC (VHC), like most other innovative pharmaceutical companies, engages with healthcare professionals (HCPs) who are considered experts in their field. We believe that it is appropriate to compensate healthcare professionals for their time and investment.

Globally, VHC is committed to building transparency in our operations because it enhances trust and value for patients and our healthcare system. Transparent scientific dialogue and engagement with experts is in the interests of all those working to develop new medicines and improve clinical practice and care for patients.

## We are pioneers



Unlike many other jurisdictions, there is no requirement in Canada for pharmaceutical companies to disclose payments made to HCPs or Healthcare Organizations (HCOs). Although we have previously reported at an aggregate level, starting this year, we are voluntarily expanding the reporting to include payments to individual HCPs. Although disclosing at the individual HCP level is not consistent with the industry approach in Canada, it does align to our global commitment and what is required of the pharmaceutical industry in many other countries, including the US, European countries, Australia, and Japan.

## The important relationship between industry and HCPs

The relationship between healthcare companies and HCPs is an essential part of patient care, disease understanding, as well as the research and discovery of innovative medicines in Canada. By continuing to be transparent on these relationships, we are evolving with society's expectations.



**In Scope Activities**  
VHC engages with HCPs and HCOs to foster scientific exchange which benefit patients. These interactions 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 (TOV)?**

- They are payments or contributions made to HCPs or HCOs. Healthcare organizations (HCOs) are any private or public sector organization, institution, or association that is comprised of HCPs and/or that provides healthcare services, and includes a clinic or medical practice consisting of one or more HCPs.



**What are the contributions for?**

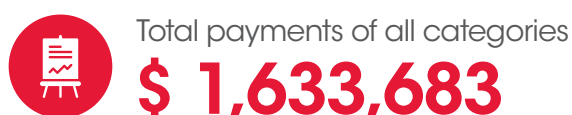
- Grants to HCOs
- Training activities and scientific professional meetings
- R&D activities
- Provision of services such as consulting



**What does individual disclosure mean?**  
We are disclosing total payments made to individual HCPs and their corporations. This includes payments made directly to an HCP for services, which include speaker fees, honoraria, consultations, advisory boards, as well as indirect payments, such as reimbursement of travel or accommodation associated with those services.

## The Figures

ViiV Healthcare'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**.



Total Payments to HCPs and HCOs represent **0.82%** of Sales



In 2019, ViiV Healthcare in Canada invested



R&D as a % of sales **2.45%**

**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 (date of occurrence) and not necessarily the date on which payment was made. Therefore, some activities in 2018 are reported as ToVs in 2019, and some activities that occurred in 2019 will be reported in the 2020 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.
- HCPs engaged by VHC have each consented to disclosure of their names and payments. Pursuant to Canadian privacy regulations, consent to the individual disclosure of information may be withdrawn at any time.
- VHC 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.

**NOTE:** While VHC makes every effort to present accurate and reliable information, the Company makes no warranty and assumes no legal liability or responsibility for the accuracy or completeness of the information contained herein. The Company shall not be liable for damages resulting from the use or misuse of the information contained on this website. Certain links may lead to resources located on servers that are not maintained by Company or under its control, and such hypertext links are provided as a convenience only. The inclusion of a link does not imply endorsement by or of the referenced site and the Company is not responsible for the contents of or the availability of access to such websites.