

# **Boehringer Ingelheim Methodological Note**

## **Reporting Transfers of Value to HCPs and HCOs 2022 data for reporting in 2023**

### **1. INTRODUCTION**

Boehringer Ingelheim Ltd is committed to the disclosure of Transfers of Value (“ToV”) made to Healthcare Professionals (“HCPs”), Other Relevant Decision Makers (“ORDMs”) and Healthcare Organisations (“HCOs”). These interactions and collaborations take place as the HCPs, ORDMs and HCOs offer expert knowledge on patients’ behaviours and management of diseases. This knowledge plays a large role in Boehringer Ingelheim’s commitment to improve patient care and treatment options, which is essential to improving patient outcomes.

Boehringer Ingelheim compensate HCPs, ORDMs and HCOs that we work with for their valuable insights and time which they offer to us. We also provide funding for medical education; this can be directly to the HCPs, via HCOs or via third party specialist providers.

Boehringer Ingelheim hopes that by disclosing its ToV, such as payments and other benefits in kind e.g. travel and accommodation costs, that we make to HCPs and HCOs, it will enhance the public’s knowledge and understanding of why interactions are necessary to improve patient care.

In line with the Association of the British Pharmaceutical Industry Code (“ABPI Code”), Boehringer Ingelheim publicly disclose the ToV it makes to HCPs, ORDMs and HCOs.

Boehringer Ingelheim is committed to transparency and proud of the relationship that we have with HCPs, ORDMs and HCOs, as we believe that it plays a vital role in developing life-enhancing and life-saving medicines through sharing knowledge to improve patient outcomes.

### **2. DEFINITIONS**

The ABPI Disclosure Code defines the following terms:

**Healthcare Organisation (HCO):** A healthcare, medical or scientific association or organisation such as a hospital, clinic, foundation, university or other teaching institution or learned society whose business address, place of incorporation or primary place of operation is in Europe or an organisation through which one or more health professionals or other relevant decision makers provide services.

**Healthcare Professional (HCP):** A member of the medical, dental, pharmacy or nursing profession and any other person who in the course of their professional activities may administer, prescribe, purchase, recommend or supply a medicine. In relation to the annual disclosure of transfers of value, the term also includes any employee of a pharmaceutical company whose primary occupation is that of a practising health professional.

**Other relevant decision makers (ORDM):** Someone with an NHS role who could influence in any way the administration, consumption, prescription, purchase, recommendation, sale, supply or use of any medicine but who is not a health professional.

**Transfer of Value (ToV):** A direct or indirect transfer of value, whether in cash, in-kind or otherwise, made, whether for promotional purposes or otherwise, in connection with the development or sale of medicines. A direct transfer of value is one made directly by a company for the benefit of a recipient. An indirect transfer of value is one made on behalf of a company for the benefit of a recipient or through an intermediate and where the company knows or can identify the recipient that will benefit from the transfer of value.

**Research and Development (R&D):** For the purposes of disclosure, transfers of value to health professionals or healthcare organisations related to the planning or conduct of:

1. Non-clinical studies (as defined in the OECD Principles on Good Laboratory Practice)
2. Clinical trials (as defined in Regulation 536/2014)
3. Non-interventional studies that are prospective in nature and that involve the collection of patient data from or on behalf of individual or groups of health professionals specifically for the study.

### **3. DATA COLLECTION**

Payments made to HCPs, ORDMs and HCOs during the 2022 calendar year were identified from the company's internal data collection systems. Names and addresses were matched with the IQVIA One Key database.

ToV to HCPs, ORDMs and HCOs can be provided from any Boehringer Ingelheim entity around the world. Global and local internal processes apply to these interactions to ensure they have a legitimate purpose and data is collected consistently.

- ToV can be provided directly by Boehringer Ingelheim to HCPs, ORDMs and HCOs e.g., payments for services a HCP/ORDM/HCO provides, or;
- Indirectly by 3<sup>rd</sup> parties e.g., accommodation, travel or registration fees for HCPs to attend medical education events.

Direct ToVs are defined as those ToVs, payments or benefits in kind, made directly by Boehringer Ingelheim to the benefitting HCPs/HCOs.

Indirect ToVs are those made on behalf of Boehringer Ingelheim for the benefit of a Recipient, or ToVs through an intermediate and where Boehringer Ingelheim knows or can identify the HCP/HCO that will benefit from the ToV.

Donations in the form of Benefit in Kind (BiK) refers to anything that is deemed to have a value, but actual monies were not received by the recipient. Non-financial transfers of value are disclosed based on the financial valuation of the non-financial spend (goods / service time spend etc.). When engaging an agency as a third party, any administration fees charged by agencies are not included as these are not ToVs to HCPs or HCOs. Where it is not possible to separate and attribute the 'administration fees' the full value of the ToV will be declared, however this will not constitute a full benefit (in cash or in kind) to the HCP/HCO as the agency would have retained a 'service fee'.

In principle, subsistence does not fall within the scope of the ABPI Code obligations and is not disclosed, however, when they are an integral or inseparable part of the ToV (e.g., included in the registration fee, hotel room rate) they have not been filtered out.

Boehringer Ingelheim disclose the ToV against the HCP, ORDM or HCO with whom we contract and pay. When a HCP provides services via a Ltd company then that company will be processed as a HCO and the ToV declared against that entity. Where Boehringer Ingelheim have sponsored an HCP to attend a meeting or event, the benefit in kind (e.g. value of registration fees, travel or accommodation) will be disclosed against the HCP directly, and not their Ltd company.

For non-monetary transfers of value, the company's internal accounting and logging systems are screened to identify e.g., Donations which are benefits-in-kind that were provided, and a representative ToV calculated and allocated. Similarly, where internal resources have been provided to an HCO, the financial benefit of the resource has been calculated and allocated as a ToV.

#### **4. DATE USED FOR DATA COLLECTION**

Direct payments to HCPs, ORDMs and HCOs made by Boehringer Ingelheim, generated through our reporting system aim to use the date the transaction was paid. This is applicable to single and multi-year contracts which result in multiple ToV payments.

In the case of indirect payments (e.g., conferences where accommodation and or travel is provided or registration fees are paid on behalf of HCPs, ORDMs or HCOs), the conference or meeting date is captured as the date of collection of the ToV. Where this is not possible, the date of the ToV is used.

In the case of therapy reviews delivered as a Donation the ToV is processed on clinic days where the therapy review took place and was delivered, and not on payment date of invoice from the third party to Boehringer Ingelheim.

Boehringer Ingelheim discloses all ToVs it makes between 1 January and 31 December of one year by 30th June of the following year. A ToV is made when the transfer is complete (e.g., on payment date or transfer of value date). For example, if a contract is signed on 1 October 2021 but the payment is made on 1 January 2022, the Disclosure will be published by end June 2023.

#### **5. TREATMENT OF VALUE ADDED VAT (AND OTHER TAXES)**

Boehringer Ingelheim reports ToV in all categories as nett and without VAT

#### **6. CURRENCY MANAGEMENT**

Boehringer Ingelheim reports TOV's in GBP. Where payments are made from non-UK affiliates the conversions have been made from the original currency to GBP using the approved currency exchange rates from Boehringer Ingelheim's financial system.

## **7. CROSS-BORDER PAYMENTS**

Boehringer Ingelheim operates globally where UK HCPs, ORDMs and HCOs are contracted for interactions with other Boehringer Ingelheim entities. Through our internal processes and systems, we report ToVs made to UK HCPs, ORDMs and HCOs.

Where a ToV is made outside of the recipient's country the ToV will be reported within the country disclosure report based on the recipient's principal professional address or place of incorporation. In exceptional circumstances, where a HCP has been temporarily residing in another country, the reporting requirements of the temporary country of residence will apply, and the HCP will be captured in that country's disclosure report.

## **8. EDUCATION OF HCPs/ORDMs THROUGH HCOs or IMEs**

When Boehringer Ingelheim provides ToV to HCPs for medical education through an HCO or Independent Medical Education (IME) 3<sup>rd</sup> Party, we will endeavour to disclose the ToV against the HCO or IME. However, if Boehringer Ingelheim selects the individual HCPs who benefit from the educational event conducted by the HCO or IME, we will disclose on an individual basis under the name of the HCP or ORDM.

## **9. UNIVERSITIES, TEACHING AND OTHER MEDICAL RELATED INSTITUTIONS**

Boehringer Ingelheim supports universities and teaching institutions where the recipients who benefit are HCPs, ORDMs or HCOs; in these instances, Boehringer Ingelheim will disclose the ToV against the university or teaching institution. In an instance whereby the institution is not considered a HCO and Boehringer Ingelheim are able to identify any HCP as the recipient of an indirect ToV, then Boehringer Ingelheim will disclose this against the individual HCP where appropriate.

## **10. MULTI-YEAR CONTRACTS**

When Boehringer Ingelheim has contracted with a HCP, ORDM or HCO that spans more than 1 calendar year, only ToV executed during the calendar year will be included in the disclosure. The remainder of the contract values will be disclosed in future relevant disclosure periods.

Where the ToV is a benefit in kind, values are reported on the date the recipient received the benefit (which may be different to the year in which the contract was agreed).

## **11. CATEGORIES OF DISCLOSURE**

### **COLLABORATIVE/JOINT WORKING:**

The 2021 Code of Practice describes collaborative working as pharmaceutical companies working with other organisations to deliver initiatives which either enhance patient care or are for the benefit of patients or alternatively benefit the National Health Service (NHS) and, as a minimum, maintain patient care.

Boehringer Ingelheim produces a 'PID' (Project Initiation Document), which is a summary document of the project outline that demonstrates the equitable contributions from all parties involved in the Joint (Collaborative) Working project. Any administrative or set-up costs (paid to third parties in relation to such projects will be included in this figure. For multi company projects, each company is responsible for the disclosures of their own transfers of value.

All ToV relating to Joint/Collaborative Working are captured in the disclosure report. The executive summaries for these projects can be accessed via the link here: <https://www.boehringer-ingelheim.co.uk/joint-working>.

#### **DONATIONS AND GRANTS TO HCOs:**

Donations and Grants are funds (grants), benefits in kind or services freely given for the purpose of supporting healthcare, scientific research or education with no consequent obligation on the recipient organisation, institution and the like to provide goods or services to the benefit of Boehringer Ingelheim in return, and are provided to HCOs/IMEs as a ToV.

These are formalised in contracts that describe the purpose of the Donation or Grant and related ToV. If a benefit in kind is provided to a HCO (e.g. Boehringer Ingelheim staff time), a monetary value will be attributed to the donation for the purpose of disclosure.

Donations and grants will be disclosed under the "Donations and Grants" section in the disclosure reports.

#### **CONTRIBUTION TO COST OF EVENTS:**

Boehringer Ingelheim provides indirect ToV to HCPs, ORDMs and HCOs for education support at medical/educational events or congress for:

- **Registration Fees:** i.e., the cost of the registration fee for a HCP to attend a medical and educational event or congress;
- **Travel and Accommodation:** includes the cost of flights, trains, parking fees, taxis, hotel accommodation etc.

Where expenses relate to registration fees and travel hotel accommodation which are associated without a service fee the ToV will be disclosed under the "**related contribution to costs of events**" section in the disclosure report against the named HCP.

#### **SPONSORSHIP:**

Boehringer Ingelheim supports HCOs by way of sponsoring events and projects. Where a third-party company is a professional conference or event organiser (PCO) acting on behalf of a HCO, we make every effort to disclose the ToV against the HCO, even when the payment is made to the third party, where this is not possible the ToV is made against the PCO.

#### **FEE FOR SERVICE AND CONSULTANCY:**

Boehringer Ingelheim provides ToV for services it receives from HCPs, ORDMs and HCOs under services agreements. Services relate to advice, speaker fees, speaker training, data analysis, development of educational materials and consultancy. These are disclosed under the “**Fees**” section on the disclosure report.

The cost of travel and hotel accommodation associated with the services received will be disclosed under the “**related expenses agreed in the fee for service or consultancy contract**” section in the disclosure reports.

Participation in market research where such participation involves remuneration and/or travel. Payments for these services are only disclosed if Boehringer Ingelheim is aware of the identity of those participating in the market research.

#### **RESEARCH AND DEVELOPMENT**

Boehringer Ingelheim disclose ToV’s that relate to research and development on an aggregate basis.

## **12. CONSENT AND LEGITIMATE INTEREST**

As a member of the ABPI we believe promoting transparency and trust in the healthcare industry, therefore Boehringer Ingelheim report ToV’s under Legitimate Interest as the legal basis for processing HCP’s data. When Boehringer Ingelheim engage with an HCP, the HCP is provided with a Privacy Notice which explains how BI uses their data. If a situation arises in which the Privacy Notice or appropriate disclosure clause was not included in the contract, or for example if the HCP does not consent to publication of their data, then Boehringer Ingelheim may decline to engage with the HCP and/or may also perform a balancing test, on the basis of which their data will be reported in the aggregate section of the report.

Boehringer Ingelheim do not report on partial transactions in relation to the respective legal basis for ToV.

As part of Boehringer Ingelheim’s pre-disclosure process, HCPs have an opportunity to verify their individual disclosure via the Pre-Disclosure Portal

Where HCPs have set up separate legal entities through which they deliver their services, Boehringer Ingelheim disclose the transfer of value under the name of the legal entity (HCO) unless they are a sole HCP and then we disclose against the named HCP.

In the UK consent is not required for HCOs.

### **13. QUALITY CHECKS PRIOR TO REPORTING**

Before reporting, Boehringer Ingelheim internal processes endeavour to ensure ToV made to HCPs, ORDMs and HCOs are collected and reconciled to the best of our ability. Additional data and process monitoring takes place for quality assurance prior to reporting.

### **16. CANCELLATIONS**

If an event is cancelled, the ToVs related to the event are disclosed only if Boehringer Ingelheim can attribute the ToV to a recipient.

Where Boehringer Ingelheim has to pay cancellation fees to HCP/HCOs as per service contracts, due to cancellation of initiatives or events, these payments are reported against that HCP/HCO.