

DISCLOSURES OF TRANSFERS OF VALUE: SUMMARY OF METHODOLOGY

1. ASTELLAS'S COMMITMENT

- 1.1 Astellas is a member company of the European Federation of Pharmaceutical Industries and Associations (“**EFPIA**”). The EFPIA Disclosure Code 2014 (the “**EFPIA Disclosure Code**” requires all member companies to document and disclose certain Transfers of Value they make, directly or indirectly, to or for the benefit of, Healthcare Professional (“**HCPs**”) or Healthcare Organisations (“**HCOs**”) (“**Disclosures**”). The EFPIA Code is implemented in the UK by the Association of the British Pharmaceutical Industry (ABPI) Code of Practice.
- 1.2 Astellas discloses all Transfers of Value to HCPs and HCOs in accordance with its commitment to the EFPIA Disclosure Code and the ABPI Code of Practice.
- 1.3 This note summarises the methodologies used by Astellas in preparing Disclosures in compliance with the EFPIA Disclosure Code.

2. DEFINITIONS

- 2.1 The ABPI Disclosure Code defines the following terms:

- “**Healthcare Organisation (HCO)**”: A healthcare, medical or scientific association or organisation (*e.g.*, 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 HCPs provide services.
- “**Healthcare Professional (HCP)**”: A member of the medical, dental, pharmacy or nursing professions or any other person who, in the course of his/her professional activities, may prescribe, purchase, supply, recommend or administer a medicinal product and whose primary practice, principal professional address or place of incorporation is in Europe.
- “**Transfer of Value (ToV)**”: Direct and indirect transfers of value (in payments or kind, or otherwise made) in connection with the development or sale of prescription-only medicinal products for human use whether for promotional services or otherwise.
- “**Research and Development (R&D)**”: HCO/HCO transfers of value that relate to the planning and conduct of:
 - Non-clinical studies (as defined in OECD Principles on Good Laboratory Practice);
 - Clinical trials (as defined in Directive 2001/20/EC);
 - 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, HCPs specifically for the study. This also includes investigator sponsored research (ISRs).

- Non-interventional studies that are retrospective in nature have also been included within aggregate disclosure for R&D in this reporting year, this has been included within the self-certification submitted to EFPIA for 2016

3. DATA PRIVACY

- 3.1 Astellas fully supports the principles of transparency and abides by data privacy law. Data privacy law requires Astellas to obtain permission from individual HCPs prior to disclosing individual Transfers of Value to them. Astellas makes every effort to obtain, and maintain a record of, the necessary permissions. Astellas' approach for HCP consent is 'all in' or 'all out'. In other words, the consent decision is not specific to a transaction or activity but applicable to the HCP for all transfers of value and a 'yes' decision is effective until withdrawn.

HCP data will be removed or amended from the publication on the Company's webpage/regulatory platform and/or our database or other platforms as soon as reasonably practicable from the date the HCP's decision to withdraw consent is communicated to us. We will action this for all changes to reports going forward.

- 3.2 Where HCPs do not give permission to such individual Disclosures, Astellas discloses the total amount of all Transfers of Value in the relevant category as an aggregate figure.
- 3.3 Disclosures must remain in the public domain for a minimum of three years and Astellas will document all Disclosures and retain the records for at least seven years.

4. TRANSFERS OF VALUE

- 4.1 Astellas discloses the following Transfers of Value it makes to **HCOs**:
- **Donations:** Funding (or benefits in kind) provided to HCOs for unspecified use.
 - **Grants/Medical Educational Goods and Services (MEGS):** Funding or support provided to HCOs in response to a request to support a specific activity that provides educational benefit or enhances patient care.
 - **Congress and educational event sponsorship:** Expenses related to the sponsorship of HCOs as congress organisers and/or secretariats in exchange for corporate benefits at an event (*e.g.*, booth space, hosting of a symposium, stands, advertising on programmes or banners and room hire or catering if paid on behalf of an HCO).
 - **Preceptorship sponsorship:** Expenses paid to HCOs for the arrangement of a preceptorship event (*e.g.* room hire, lump sum for all arrangements).
 - **Fees:** Transfers of Value that are fees for service resulting from or related to contracts between companies and institutions, organizations or associations of Healthcare Professionals under which such institutions, organizations or associations provide any type of services to a company or any other type of funding not covered in the previous categories. Expenses relating to Fees will be

disclosed separately as ‘Related expenses agreed in the fee for service or consulting contract’.

- **Joint Working:** Funding provided (or benefits in kind) as part of a project with a HCO aimed at benefiting patients.

4.2 Astellas discloses the following Transfers of Value it makes to **HCPs**:

- **Congress and educational event registration fees:** Expenses related to the registration of a HCP to attend a congress or educational event.
- **Travel:** Travel: Expenses related to the provision of travel to HCPs in relation to a fee for service contract (e.g., rail travel, taxi travel, flights, reimbursement of private car miles) or to their attendance at a congress or educational event.

Where travel expenses are required for the provision of a fee for service, these will be disclosed in the category of ‘Related expenses agreed in the fee for service or consulting contract’. Where there is no provision of services and they relate to contribution costs of a congress or educational event they will be disclosed in the category of ‘Travel and accommodation’.

- **Accommodation:** Expenses related to the provision of overnight accommodation of HCPs in relation to a fee for service contract or to their attendance at a congress or educational event. Where they are required for the provision of a fee for service, these will be disclosed in the category of ‘Related expenses agreed in the fee for service or consulting contract’. Where there is no provision of services and they relate to contribution costs of a congress or educational event they will be disclosed in the category of ‘Travel and accommodation’.

Where Wi-Fi is included within the total accommodation cost, it will be disclosed in this category.

- **Advisory Board services:** Fees paid to HCPs contracted to attend a closed meeting with Astellas to provide expert advice on potential developments and enhancements to improve the quality of healthcare and patient outcomes in a specific therapy area. These will be disclosed in the category of ‘Fees’.
- **Speaker services:** Fees paid to HCPs contracted to provide speaker services (e.g., at a congress, symposium or internal training) by or on behalf of Astellas or delivering educational materials on behalf of Astellas. These will be disclosed in the category of ‘Fees’.
- **Consulting services:** Fees paid to HCPs contracted to provide other consulting services to Astellas (e.g., medical writing, reviewing materials or filming). These will be disclosed in the category of ‘Fees’.
- In respect of each Transfer of Value described above, Astellas will disclose details only if a HCP/HCO actually receives the benefit of the transfer. For example, Astellas will not disclose a transfer relating to a flight intended to be taken by a HCP in relation to a fee for service contract if the HCP does not in fact take the

flight, even if a cost is incurred by Astellas. On the other hand, Astellas will disclose a Transfer of Value if the HCP incurred the cost of the flight he/she was going to take and was directly reimbursed by Astellas.

4.3 Astellas discloses Transfers of Value to HCPs and HCOs that relate to **research and development** in the aggregate figure. Astellas considers the following Transfers of Value to relate to research and development:

- **Investigator / site fees:** Fees paid to a HCO for investigator services and study sites.
- **Investigator meeting registration, travel and accommodation:** Expenses related to the registration of a HCP to attend an R&D related investigator meeting including travel and accommodation
- **Site staff costs:** Expenses paid to HCO associated with nurse, sub-investigator, independent investigator fees / costs not included in per-patient fee relating to R&D
- **Investigator sponsored research:** Fees and expenses paid to a HCP/HCO for a non-company sponsored clinical trial, where the investigator approaches Astellas with a request to support its study.
- **Advisory Boards services, consulting services, accommodation, and travel:** Fees and expenses paid to a HCP/HCO in relation to research and development of company sponsored trials.
- **Expert meeting services:** Fees paid to a HCP/HCO contracted to attend expert meetings in relation to research and development (*e.g.*, Steering Committees for clinical trials, adjudication committees) for company sponsored trials.
- **Data Safety Monitoring Boards (“DSMBs”):** Fees paid to HCPs contracted for their involvement in DSMBs (*e.g.* safety monitoring, study integrity) for company sponsored trials.
- **Ethics/Competent authority approval, pharmacy costs, laboratory services & analysis, and clinical trial insurance:** Fees paid to a HCO to support a company sponsored trial

4.4 The primary purpose of the Transfer of Value will determine the category in which it is reported (*e.g.*, if Astellas invites a speaker to present at a congress and is consequently required to pay travel and accommodation in respect of the HCP’s attendance at the event, the primary purpose of the Transfer of Value is a fee for service, not relating to attendance at a congress and educational event and will be disclosed against ‘Related expenses agreed in the fee for service or consulting contract’).

4.5 Where Astellas makes a Transfer of Value to a HCP indirectly via a HCO, it discloses such transfer only once.

4.6 Where services for Astellas are rendered by an HCP on behalf of an HCO (for example, Astellas enters into a service contract with an HCO and the services are provided by the HCO’s employee), the associated fees and expenses paid by Astellas to the HCO are disclosed as Transfers of Value made to the HCO. This is the case unless Astellas can confirm that the HCP received a benefit from the Transfer of Value, either directly from Astellas or via the HCO, (*e.g.*, fees paid to the HCP in connection with the services he/she rendered and/or reimbursement of any related

expenses the HCP incurred), in which case Astellas discloses those Transfers of Value as being transfers to the HCP. Where Astellas can identify the HCP and know that the HCO will make the full Transfer of Value to the HCP on Astellas' behalf, the Transfer of Value is disclosed as being a Transfer of Value to the HCP.

5. COUNTRY OF DISCLOSURE

Astellas discloses Transfers of Value based on the HCP/HCO's principal place of practice. If the HCP/HCO operates in more than one country, Astellas will select one country to be the principal place of practice and disclose Transfers of Value in that country.

6. CURRENCY

Astellas discloses Transfers of Value to UK HCPs and HCOs in GBP. Where Transfers of Value are made in a currency other than GBP the amount will be converted into GBP using an annual exchange rate. Amounts disclosed in GBP may therefore vary slightly from the exact amount paid in the local currency.

7. TIMING

Astellas discloses all Transfers of Value it makes between 1 January and 31 December of one year by 30 June of the following year. A Transfer of Value 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 2015 but the payment is made on 1 January 2016, the Disclosure will be published by end June 2017.

8. MULTI-YEAR CONTRACTS

Where a contract for any Transfer of Value listed in Section 4, runs for more than one year, Astellas will record Transfers of Value relating to that contract in the year the Transfer of Value was made (which may be different to the year in which the contract was agreed).

9. AMOUNT

9.1 Where possible, Astellas discloses the full amount of all Transfers of Value exclusive of VAT. In some instances for indirect transfers of value, VAT may not be separable, in these cases, VAT has been included in the disclosure amount.

9.2 Transfers of Value to HCPs reflect fair market value, taking into account the nature of services rendered, the amount of time spent, and the knowledge and expertise of the HCP.

9.3 In certain circumstances Astellas provides HCPs/HCOs with Grants, MEGS or Joint Working in the form of non-financial support such as editorial support for a publication, agency support or other types of non-financial support. When the grant consists of services or time (instead of a financial payment direct to the HCO) Astellas ascribes a monetary value to the service as follows:

9.3.1 Where the service is provided to a recipient via a third party, Astellas discloses the amount the third party invoices Astellas for the service or goods as reflecting the value of the transfer.

- 9.3.2 Where the service is provided by Astellas personnel, Astellas discloses the value of the transfer as the amount the recipient would have paid for an independent service provider to render the same service. Astellas determines this amount by conducting an annual survey of rates charged by independent agencies and consultants to establish the fair market value of such services. Astellas takes into account the nature and duration and other relevant factors relating to the services its personnel provided to the recipient and estimates what the recipient would have paid a third party for the same services. Astellas categorises and discloses these Transfers of Value as grants.
- 9.4 When Astellas is party to a co-promotion agreement, Astellas discloses only Transfers of Value made by Astellas, except where the other contracting party is a HCP or HCO, in which case Astellas is responsible for disclosing all Transfers of Value in connection with the agreement.
- 9.5 All Transfer of Value made by Astellas, irrespective of where the Astellas entity is located (e.g. transfers of value made by Astellas entities outside of the UK) are included in the UK Disclosure report.