



Hospira UK Ltd. Methodological Note 2017

This Methodological Note has been created by Pfizer Limited in conjunction with Hospira UK Limited (“Hospira”). It provides supporting information about Hospira’s transparency report published in June 2017.

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1. Introduction

We work with Healthcare Professionals and Healthcare Organisations who advise us on a range of topics such as medicines development, the role of a medicine in a patient management pathway, health economics and clinical best practise. The advice they give us is essential to help us to deliver treatment choices that improve the health of patients, and talking to them enables us to share information that may be relevant to clinical decision making.

We engage Healthcare Professionals as expert speakers to inform their peers on our medicines and the role they can play in the management of particular conditions alongside other treatment options, whilst sharing real-world data from their own clinical experience. We also provide funding towards the registration fees for Healthcare Professionals to attend third party medical educational meetings and conferences.

We want people to know, and understand, what we do and how we do it. We are committed to transparency about how we operate as a business and about the relationships we have with Healthcare Professionals and Healthcare Organisations. Sharing information about these relationships in a straightforward and transparent way will, we hope, help show that working with Healthcare Professionals brings value to patient management.

We believe that transparency is essential to building and maintaining confidence in us and in our medicines and strongly support the work being done by The European Federation of Pharmaceutical Industries and Associations (EFPIA) and the Association of the British Pharmaceutical Industry (ABPI) to improve transparency across the pharmaceutical industry.

The EFPIA Disclosure Code provides a common basis for reporting across Europe in relation to Transfers of Value. For more information on this Code visit: <http://transparency.efpia.eu> or <http://www.abpi.org.uk/our-work/disclosure/Pages/disclosure.aspx>

Here in the UK disclosure of payments made to Healthcare Professionals and Healthcare Organisations during 2016, will be available on the ABPI Shared Disclosure Platform.

This report discloses all the Transfers of Value made to Healthcare Professionals and Healthcare Organisations in 2016. This methodological note presents the key aspects of how the Transfers of Value are categorised and in what format they are disclosed.

Hospira became a member of Pfizer group of companies on 3 September 2015 and was integrated into Pfizer Limited on 3rd October 2016.

This note relates only to the Transfers of Value made by Hospira to Healthcare Professionals and Healthcare Organisations resident in the UK during the period from 31 January 2016 until 2 October 2016. Transfers of Value made on or after 3 October 2016 will be disclosed together with the transfers of value reported by Pfizer Limited and will be covered by Pfizer Limited's separate methodological note.

2. Hospira activities per EFPIA category

The following table defines what activities are reported in which EFPIA category and subcategory.

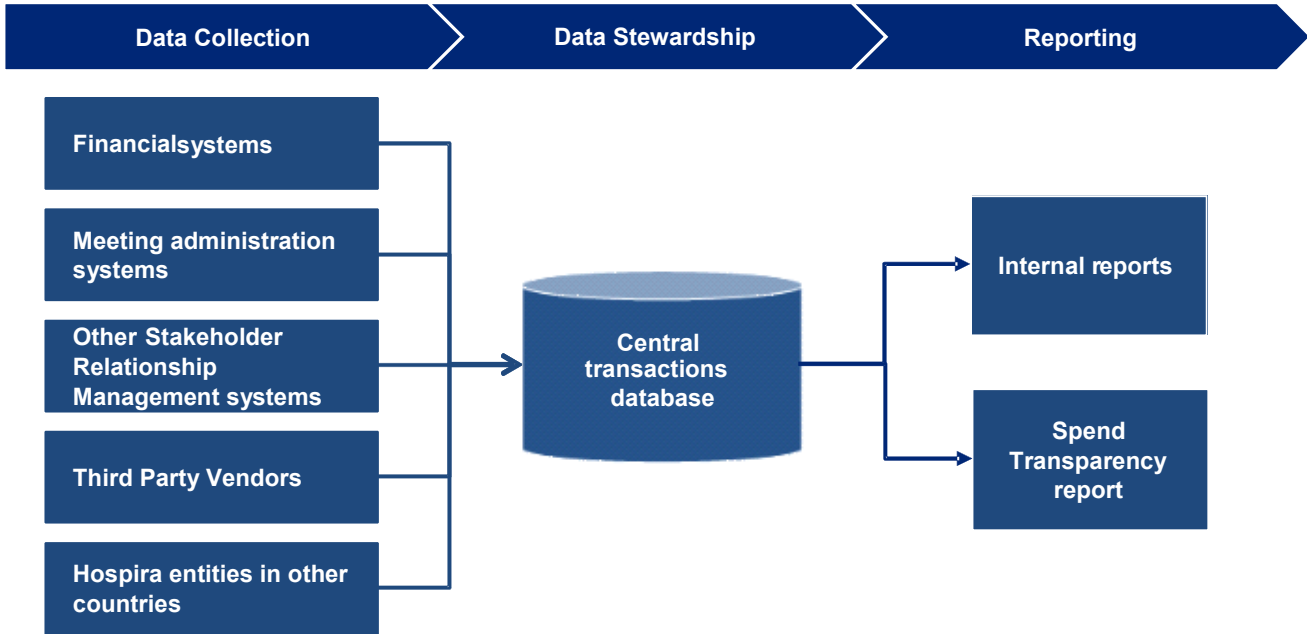
| EFPIA category | EFPIA subcategory | Activities |
|----------------------------------|------------------------------------|---|
| Donations and Grants (HCOs only) | n/a | <ul style="list-style-type: none"> • Charitable contributions • Business Donations • Educational grants to Healthcare Organisations to support courses and meetings (where a member company does not select the individual HCPs who participate) • Medical and Educational Goods and Services (MEGS) grants • Studentships |
| Contribution to Cost of Events | Sponsorship agreements (HCOs only) | <ul style="list-style-type: none"> • Placement of a brand logo in a conference program or invitation communication in exchange for supporting the program • Funding an event in return for a display booth/promotional stand • Funding an event in exchange for advertising space • Other advertisement space (in paper, electronic or other format) • Satellite symposia at a congress • If part of a package: Name badges, drinks, meals etc. provided by the organisers (included in the sponsorship agreement) • Any other activity qualified as “Corporate Sponsorship” according to Hospira’s Anti-Corruption Policies • Sponsoring of speaker/faculty and sponsoring courses provided by an HCO which are qualified as “Corporate Sponsorship” according to Hospira’s Anti-Corruption Policies |
| | Registration fees | <ul style="list-style-type: none"> • Fees paid for the HCP/HCO to attend educational events not organised by Hospira |
| | Travel & Accommodation | <ul style="list-style-type: none"> • Travel (e.g. flight, train, taxi, car hires, tolls, mileage reimbursement, parking) • Accommodation |

| | | |
|---|------------------|--|
| Fee for services and consultancy | Fees | <ul style="list-style-type: none"> • Speaker engagements • Advisory Boards* • Study-related engagements • Preceptorships • Post-marketing surveillance studies • Medical writing • Data analysis • Development of educational materials • General consulting / advising • Speaker training if linked to a speaker engagement • Any other activity which qualifies as General Consultancy according to Hospira's Anti-Corruption Policies • Room hire and catering when provided by a healthcare organisation |
| | Related expenses | <ul style="list-style-type: none"> • Travel (e.g. flight, train, taxi, car hires, tolls, mileage reimbursement, parking) • Accommodation |
| Research and Development Transfers of Value | n/a | <ul style="list-style-type: none"> • Clinical Trials • Data Monitoring Committees related to studies • Non Interventional Studies • Investigator-Initiated Research (IIR) • Clinical & Research Collaboration • Research Grants |

* excluding Data Monitoring Committees related to studies which are disclosed in aggregate under Research and Development Transfers of Value

3. Sources of Information

The data for the Transfers of Value disclosed in this report are taken from a variety of source systems within Hospira. Below is a high-level overview of the processes for collection and reporting of the data.



The Transfers of Value are collected from the internal and external data sources and systems and then fed into a central database where data is validated and stewarded. From the database, the disclosure reports are generated.

4. Definition of the Transfers of Value

This section outlines some key aspects of how the Transfers of Value are defined.

- 4.1 **Definition of a ‘Healthcare Professional’ (HCP):** The term ‘Healthcare Professional’ includes members of the medical, dental, pharmacy and nursing professions and any other persons who in the course of their professional activities may administer, prescribe, purchase, recommend or supply a medicine.
- 4.2 **Definition of an ‘Other Relevant Decision Maker’ (ORDM):** The term ‘Other Relevant Decision Makers’ particularly includes those 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 are not Healthcare Professionals.
- 4.3 **Definition of ‘Healthcare Organisation’ (HCO):** The term ‘Healthcare Organisation’ means either a healthcare, medical or scientific association or organisation such as 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 Healthcare Professionals or Other Relevant Decision Makers provide services.
- 4.4 **Definition of a direct Transfer of Value:** are those made directly by Hospira for the benefit of a recipient.
- 4.5 **Definition of an indirect Transfer of Value:** are those made on behalf of Hospira for the benefit of a recipient, or a Transfer of Value made through an intermediary and where the member company knows or can identify the Healthcare Professional / Healthcare Organisation that will benefit from the Transfers of Value.
- 4.6 **Timing of Transfers of Value:** This report discloses all Transfers of Value whose transaction date falls within the year 2016. The transaction date is defined as the clearing date in the financial system.
- 4.7 **Consent from Healthcare Professionals to disclose Transfers of Value:** Hospira UK Ltd. now asks Healthcare Professionals whether they consent to the disclosure of the Transfer of Value made to them. Consent is obtained for each activity undertaken and the relevant provisions are incorporated into the agreement with the Healthcare Professional. Hospira UK Ltd. took the decision in 2016 to only work with those healthcare professionals who are happy to share information about our work together in the public domain.
 - 4.7.1 When a Healthcare Professional consents to disclosure, the sum of all Transfers of Value to that Healthcare Professional during the reporting period is disclosed under their name. The Transfers of Value to Healthcare Organisations are reported in the same way.
 - 4.7.2 If there is a Transfer of Value made to a Healthcare Professional where the Healthcare Professional has not provided consent at the time of contracting with Hospira, Hospira UK

Limited's position is that all Transfers of Value to this individual made in the reporting period are reported in the "aggregate" section of the report. This means that no Transfer of Value is disclosed under the name of the Healthcare Professional, but is disclosed as part of the sum of all Transfers of Value to any Healthcare Professional who did not provide consent to the disclosure of at least one Transfer of Value during the reporting period.

4.7.3 For 2016 cross border Transfers of Value, Hospira UK Ltd. has endeavoured to collect consent, from the individual Healthcare Professionals concerned. Where consent was not obtained at the time of contracting with the Healthcare Professional, the Healthcare Professional was asked to provide retrospective consent to disclose the relevant Transfer of Value. Where Hospira UK Ltd. has not received retrospective consent from a Healthcare Professional to disclose a Transfer of Value, Hospira UK Ltd. has reported all Transfers of Value for the aforementioned Healthcare Professional in the "aggregate" section of the report. This means that all Transfers of Value for the Healthcare Professional are not disclosed under the name of the individual Healthcare Professional, but as part of the sum of all Transfers of Value to any Healthcare Professional who did not provide consent to the disclosure of at least one Transfer of Value during the reporting period.

4.8 Transfers of Value from Hospira legal entities in other countries (cross border Transfers of Value):

This report includes Transfers of Value to Healthcare Professionals and Healthcare Organisations who are residents of the UK. This includes all Transfers of Value (direct and indirect) made by any Hospira affiliates and Regional Teams in the 33 European countries included in the EFPIA disclosure code and Global Teams. Hospira UK Ltd. will also collect and disclose direct Transfers of Value made by Hospira affiliates in non EFPIA countries.

4.9 **Currency:** Transfers of Value are reported in British Pounds. Transfers of Value made in a different currency were converted to British Pounds when this report was created. The Hospira standard exchange rates for the Transfers of Value day of payment were applied.

4.10 **Value Added Tax (VAT):** Treatment of VAT depends on the Transfer of Value. Where Hospira UK Ltd. hasn't claimed the VAT back, we disclose the gross i.e. including the VAT. Where Hospira UK Ltd. has claimed the VAT back, we disclose net value.

4.11 **Country Unique Identifier:** All Healthcare Professionals and Healthcare Organisations are assigned a country unique identifier number to ensure all Transfers of Value are correctly assigned. This information is not disclosed in the final report

4.12 Transfers of Value to Healthcare Professionals not included in the disclosure report:

Where Hospira has paid travel or accommodation directly on behalf of a Healthcare Professional to attend a Hospira organised meeting, and the Healthcare Professional is not able to attend the meeting, the Transfer of Value will not be reported.

Where Hospira has pre-paid registration fees on behalf of a Healthcare Professional to attend a third party meeting, and the Healthcare Professional is not able to attend the meeting, the Transfer of Value will not be reported.

- 4.13 Transfers of Value to Healthcare Professionals where there is a zero fee for the consultancy:**
Hospira will disclose any expenses (e.g. travel, accommodation) paid to a Healthcare Professional associated with consultancy work the Healthcare Professional has completed, even if the Healthcare Professional has not asked for a fee for the consultancy work completed.
- 4.14 Transfers of Value made to informal groups which are not formal Healthcare Organisations:**
Transfers of Value made to Healthcare Organisations which aren't a legal entity, in return for putting up a promotional stand, will not be reported.
- 4.15 Transfers of Value to a Healthcare Organisation for catering:**
Where Hospira has made a Transfer of Value to a Healthcare Organisation for catering services or to the catering subsidiary of the Healthcare Organisation, in return for putting up a promotional stand, this Transfer of Value will be reported in corporate sponsorships.
- 4.16 Transfers of Value to a Healthcare Organisation for Fees for Service:**
Activities such as hiring the conference facilities or utilising the catering services of a Healthcare Organisation for a meeting organised by Hospira would be categorized as fees for service.
- 4.17 Healthcare Professionals employed by Hospira UK Ltd.**
We do not disclose salaries paid to Healthcare Professionals employed by Hospira. Hospira UK Ltd. would not disclose any support provided by Hospira to a Hospira employee who is also a Healthcare Professional, to attend a 3rd party meeting; it would be deemed that the Hospira employee attended the meeting for professional reasons related to their Hospira employment.
- 4.18 3rd party vendors who make a Transfer of Value on Hospira UK Limited's behalf**
Where Hospira has engaged a third party vendor to manage travel logistics for Healthcare Professionals to attend a Hospira organised meeting, the expenses paid to the Healthcare Professional will not be disclosed in the 2016 financial year if the meeting has not been reconciled and closed down by the 3rd party. In these exceptional circumstances, the expenses will be reported in the following calendar year (2017).
- 4.19 Joint Working**
Where Hospira has worked with more than one organisation for a joint working project, the total Transfer of Value given to those organisations by Hospira, will be split equally between the organisations involved, unless the project outline in the contractual agreement states otherwise.