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2020 Methodological Note – Eli Lilly and Company Limited – Transfers of Value

This note describes the methods used by Eli Lilly and Company Limited (“Lilly”) in the UK to meet its obligations and the requirements for disclosing payments and Transfers of Value (ToV) to Health Professionals (HCPs) and Healthcare Organisations (HCOs) as outlined in the EFPIA HCP/HCO Disclosure Code and reflected in the ABPI Code of Practice for the Pharmaceutical Industry.

This note excludes the requirements relating to Patient Organisations, as the reporting obligations for Patient Organisations are fulfilled in accordance with the EFPIA Patient Organisation Code.

All payments made in the reporting calendar year are included by Lilly in its report on ToV to HCP/HCOs (“UK Report”).

- Transfers of Value are reported in Great British Pounds (GBP).
- For **Contribution to Cost of Events**, the ToV date is equivalent to the day(s) relating to the event/meeting. Taxes and VAT are excluded (when administratively feasible) from the values reported here.
- Regarding **cross-border transfers**: the ToV for UK HCPs/HCOs across national borders is disclosed in the UK Report.
- If a payment was not made in GBP, conversion rates are used that are based on Lilly's financial rates at that time.

A. Definitions

- With respect to **HCP/HCO Definitions**, the ABPI definitions are followed, and any ToV provided to HCPs/HCOs are reported within the relevant categories. As per the ABPI guidance, other relevant decision makers are included in the UK Report.

B. Transfers of Value

- With respect to **Fee for Service** ToV, the ToV reported are the actual amounts reflecting the payment and related expenses.
- For **Contribution to Cost of Events** ToV, where accommodation and group transport are paid for a number of participants, the average cost is used to calculate the ToV for each individual. For registration fees and travel costs, the actual costs of flights, rail and private transport are used. Complimentary registration fees are not used for the calculation of the average amounts. Complimentary accommodation is also not included in the average amounts for ToV.

C. Donations and Grants

- Donations and Grants to HCOs, in cash or in kind or otherwise (e.g., product donations) that are comprised of healthcare professionals and/or that provide healthcare, are included in the UK Report. Donations to HCOs that are funded by employee contributions, including those which have been gift-matched by the Company, are not reported.

D. Package Deals

- Package deals which are commercial arrangements whereby the purchase of a particular medicine is linked to the provision of certain associated benefits as part of the purchase price, such as apparatus for administration, the provision of training on its use or the services of a nurse to administer it, which are provided directly or indirectly are included in the UK report in the HCO section. Where patients are charged in full for services, such as where the scheme is administered through a private HCO, these transactions are not reported.

E. Sponsorship

- Sponsorship Agreements **with HCOs** are included in the UK Report. Medical Education Goods & Services are included for the UK.
- Where payment is made to third parties organising events on behalf of a single HCOs, these are recorded as a ToV to the HCO beneficiary. In the event that several HCOs or HCPs benefit, the ToV is reported against the third party (sometimes known as a Professional Conference Organiser (PCO)).
- **Registration Fees** for Lilly Sponsored HCPs are disclosed in the HCP section of the UK Report. ToV is equal to the average amount of registration fees purchased by Lilly for HCP meeting attendees.
- **Travel** includes actual amounts for flights, rail and private transport; and average amounts for group transports.
- **Accommodation** ToV is equal to the average room rate for hotel rooms purchased by Lilly for HCP meeting attendees. ToV are reported in the HCP section of the UK Report.

F. Fees for Service and Consultancy

- HCP Fees for Service & Consultancy, Speaking & Consulting related engagements are included in the UK report.
- HCO Fees for Service & Consultancy, Consultancy related engagements such as Consultantships, Fellowships, Retrospective Non-Interventional Studies, Healthcare Partnerships and Educational Services are included in the UK Report.

G. Research & Development Disclosure

- This disclosure includes Transfers of Value to HCPs or HCOs related to the planning or conduct of:
 - (i) non-clinical studies (as defined in OECD Principles on Good Laboratory Practice); or,
 - (ii) clinical trials (as defined in Directive 2001/20/EC); or,
 - (iii) 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.
- The disclosure includes both Lilly and Contract Research Organisation managed studies, and the ToV are included in the R&D section of the UK Report.

H. Joint Ventures/Co-Promotion

- When working with other pharmaceutical companies, such as in joint ventures or by co-promotion, Lilly will disclose ToV in this UK Report when Lilly is the contracting party and has made the ToV to the HCP/HCO.

I. Consent and Data Privacy

- Regarding **HCP/HCO Consent**, UK Data Protection Law requires Lilly to ask for consent from HCPs in order to disclose individual data. Lilly does not require HCPs to grant consent for individual disclosure in order to contract for services or for sponsorships. Lilly will disclose individual level payments when we have received consent to do so. If the HCP did not consent, then all ToV made to them are included in aggregate payment data. HCO consent is not required and therefore all ToV to HCOs are reported in full. HCPs have certain rights under the data protection laws and can withdraw their agreement for ToV data to be published under their name on the disclosure database. The UK report may be updated by Lilly to reflect changes in consent and correction of data. Additionally, where payments are made to HCPs who are still licenced to practice but have retired and are therefore no longer associated with an institution, these amounts will be included in the aggregate amount to avoid disclosure of private addresses.

J. Published Date

- The publication date of the UK Report is the date the current UK Report was generated via Lilly internal systems.