

Novartis Methodological Note

on Disclosure of Payments and other Transfers of Values to Health Care Professionals and Health Care Organizations following the EFPIA Code of Practice and Medicines for Europe Code of Conduct

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1. Reference to National Transparency Laws and Regulations

Novartis divisions support laws and regulations that promote transparency around relationships *between healthcare companies*, Healthcare Professionals (HCPs) and Healthcare Organizations (HCOs) associated with Transfers of Value (ToVs)¹ related to prescription-only medicines by establishing a single, consistent transparency standard in Europe for disclosing ToVs across its divisions and European countries, by following the EFPIA transparency requirements and requirements set in local transparency laws.

As a Novartis division in Romania Sandoz SRL complies with the obligation to collect, disclose and report ToVs related to prescription-only medicines to HCPs/HCOs in accordance with the:

- *EFPIA Code of Practice*²
- *National transparency laws* - Law 95/ 2006 - Reform in the Romanian Healthcare system
- Medicines for Europe Code of Conduct - Transparency Rules and Requirements (ch.7)³

In addition, Sandoz SRL is also disclosing ToVs related to OTC medicines, food supplements and medical devices.

Sandoz SRL has developed HCP/HCO unique identifiers to ensure that the identity of the HCP/HCO benefitting from the ToVs is clearly distinguishable for each Novartis affiliate.

2. Purpose of the Methodological Note

This document is intended to serve as supporting documentation for the 2022 Sandoz SRL Disclosure Report. Sandoz SRL's position is based on the interpretation of the current version of the EFPIA Code aligned with local transparency laws and locally transposed EFPIA /Medicine for Europe disclosure code where applicable.

¹ A definition on the terms "HCP/HCO" and "ToVs" is provided in chapter 9 of this document.

² The 2019 EFPIA Code of Practice (in short: EFPIA Code) states in Section 23.05 (*Methodology*) that "each Member Company must publish a note summarizing the methodologies used by it in preparing the disclosures and identifying Transfers of Value for each category described in Section 23.05. The note, including a general summary and/or country specific considerations, must describe the recognition methodologies applied, and should include the treatment of multi-year contracts, VAT and other tax aspects, currency aspects and other issues related to the timing and amount of Transfers of Value for purposes of this Code, as applicable".

³ Medicines for Europe Code of Conduct is applicable to Sandoz, a Novartis division; Chapter 7 from the current MFE describes the responsibilities for disclosing transfer of values: "Companies must publish disclosure data relating to the transfers of value (whether directly or indirectly funded) made to healthcare professionals, healthcare organisations or patient organisations"

The Methodological Note summarizes the disclosure recognition methodologies and business decisions as well as country specific considerations applied by Sandoz SRL in order to identify, collect and report ToVs for each disclosure category as described in Section 23.05 of the EFPIA Code and also in the Medicines for Europe Code of Conduct

3. Novartis' Commitment and Responsibility for Disclosure

Novartis divisions support laws and regulations that promote transparency around relationships *between healthcare companies and* HCPs/HCOs associated with ToVs related to prescription-only medicines, OTC medicines, food supplements and medical devices.

Novartis divisions establishes a single, consistent transparency standard for disclosing ToVs in all EFPIA and Medicines for Europe countries.

4. Scope of the Novartis Disclosure on Transfers of Value

This 2022 Sandoz SRL Disclosure Report is following the disclosure standards pursuant to the local transposition of EFPIA Code and national transparency laws/regulations and the Medicines for Europe Code of Conduct. Subject to this disclosure report are all direct or indirect ToVs related to prescription-only medicines, OTC medicines, food supplements and medical devices disclosed by Sandoz SRL to or for the benefit of a Recipient made by any Novartis affiliate as described in Article 23 of the EFPIA Code and also in MFE (Medicines for Europe Code of Conduct). Further details on the disclosure scope will be provided in chapter 4 of this document.

The legal definition of 'prescription-only medicine' is pursuant to the reference to corresponding definition in local pharmaceutical regulation. ToVs related to a group of products that includes prescription-only medicines (e.g. combination products/diagnostics and medicinal products) are reported in total following the disclosure requirements of the EFPIA Code/MFE.

In summary:

The 2022 Sandoz SRL EFPIA Disclosure Report covers direct and indirect ToVs, payments, in kind or otherwise, made to HCPs/HCOs in connection with the development and sale of prescription-only medicinal products, OTC medicines, food supplements and medical devices exclusively for human use, whether for promotional purposes or otherwise.

In this/these reports, Sandoz SRL discloses the amounts of value transferred by type of ToVs with data coverage from January 1st 2022 to December 31st 2022. Sandoz SRL disclosure is performed for the full calendar year 2022.

Whenever possible, Sandoz SRL follows the principle of disclosure on individual HCP/HCO level, to ensure that each Recipient is referred to in such a way that there is no doubt as to the identity of the HCP/HCO benefitting from the ToVs. Aggregate disclosure for non Research and Development ToVs is only used in exceptional cases, e.g. if consent could not be obtained despite best efforts or in case of withdrawal of consent.

5. Novartis' Disclosure Recognition Methodology and Related Business Decisions

This chapter represents the central pillar of this Methodological Note. It provides comprehensive information on the terminology definitions, recognition methodology and business decisions that affected how the published ToVs data was established for each category of the disclosure report.

5.1 Definition of Direct and Indirect Transfer of Values

Sandoz SRL applies the EFPIA definition of ToVs as outlined in EFPIA Code Definitions pursuant to the reference to definition in the national disclosure code or local transparency regulations besides the definitions from the Medicines for Europe Code of Conduct.

According to the EFPIA Code Definitions, the following definitions apply throughout this report:

- Direct ToVs are defined as those ToVs, payments or in kind, made directly by the Novartis affiliate to the benefitting HCPs/HCOs.
- Indirect ToVs are defined as those ToVs made through an intermediary (third party) on behalf of a Novartis affiliate for the benefit of HCP/HCO where the Novartis affiliate knows or can identify the HCP/HCO that benefits from the ToVs.

In general, ToVs are reported at the level of the first identifiable Recipient which falls under the EFPIA definition of an HCP/HCO. To the extent possible, disclosure is made under the name of the individual HCP or at the HCO level, as long as this could be achieved with accuracy, consistency and compliance with the EFPIA Code and pursuant to the reference to definition in the national disclosure code or local transparency regulations.

5.2 Definition of Cross-border Transfer of Values

Sandoz SRL applies the EFPIA definition of cross-border ToVs as being a Transfer of Value to an HCP/HCO that occurred outside the country where the Recipient has its primary practice, principal professional address or place of incorporation provided that this country is an EFPIA regulated country.

In general, such ToVs are disclosed in the country where the Recipient has its principal practice, principal professional address or place of incorporation - pursuant to the national disclosure code.

5.3 Transfer of Value Categories according to the EFPIA Code

Sandoz SRL applies the EFPIA definition of the ToVs categories as outlined in EFPIA Code Article 23.05 and Medicines for Europe Code of Conduct – section 7 - pursuant to the Law no. 95/2006 regarding the healthcare

The following categories constitute the EFPIA Disclosure Template for the 2022 Sandoz SRL EFPIA Disclosure Report.

Donations and grants to an HCO

- Contribution to costs related to events to an HCO/HCP, such as:
 - Sponsorship agreements
 - Registration fees
 - Travel and accommodation
- Fees for service and consultancy to an HCO/HCP
 - Fees for service and consultancy
 - Expenses related to fees for service and consultancy
- Research and development

Details on the recognition methodology and business decisions affecting how the published ToVs data was constructed for each category can be found in the subsequent sub-chapters.

5.3.1 Transfer of Values Related to Donations and Grants

Sandoz SRL applies the EFPIA definition of the “Donations and Grants” category as outlined in EFPIA Code Article 23.05 – pursuant to the Law no. 95/2006 regarding the healthcare.

Grants to a hospital/university department or teaching institution are disclosed in the name of the legal entity that is the Recipient of the ToVs – this may be the hospital, university or independent department within these organizations.

ToVs to a charitable organization are disclosed under the “Donations and Grants” category in the name of the benefitting HCO if the charitable organization falls under the EFPIA definition of a benefitting HCO. Charitable product donations made to HCOs in the context of humanitarian aid are also disclosed in the “Donations and Grants” category.

When grant requests from HCOs include explicit support for publication, then these ToVs are disclosed in the “Donations and Grants” category.

5.3.2 Transfer of Values Related to Contribution to Costs of Events

Events are defined as promotional, scientific or professional meetings, congresses, conferences, symposia, and other similar events (including but not limited to advisory board meetings, visits to research or manufacturing facilities, and planning, training or conducting of investigator meetings for clinical trials and non-interventional studies) organized or sponsored by or on behalf of Sandoz SRL pursuant to schedule 1 of the EFPIA Code.

ToVs to participating HCPs/HCOs related to such events falling under the definition above are disclosed in the “Costs of Events” sub-categories “Sponsorship Agreements”, “Registration Fees” or “Travel and Accommodation”. ToVs that by exception fall into the “Fees for Service and Consultancy” or “Research and Development” categories are outlined in the respective chapters 5.3.3 and 5.3.4.

5.3.2.1 Transfer of Values Related to Contribution to Costs of Events – Sponsorship Agreements

Sandoz SRL applies the EFPIA definition of the “Sponsorship Agreements” category as outlined in EFPIA Code Article 23.05, following the principle that “Sponsorship Agreements” are formalized in contracts that describe the purpose of the sponsorship and the related direct or indirect ToV – pursuant to the Law no. 95/2006 regarding the healthcare.

In general, indirect sponsorship of an HCP through an HCO is disclosed under the “Sponsorship Agreements” category as payment to the HCO as first level Recipient of the ToV. This applies to the following categories: ToVs related to intermediaries selecting the faculty who acted as speakers or faculty at an event; ToVs related to advertising space, sponsoring of speakers/faculty, satellite symposia at congresses, courses provided by HCOs.

ToVs made through a professional conference organizer (PCO) as intermediary e.g. for the hire of booths or stand space on behalf of an HCO, are disclosed as ToVs either in the “Sponsorship Agreements” category or as “Fees for Services and Consultancy” – depending on the nature of the spend, in the name of the sponsored HCO as benefitting Recipient.

If the contract requires the HCOs to use some of the amount to invite a number of HCPs selected by Sandoz SRL to an event, the ToV is split and disclosed based on the ToVs category the amount was used for (“sponsoring agreements” of speakers/faculty; “registration fees” or “travel and accommodation”) individually in the name of each HCP.

If an intermediary organized an event with sponsorship of Sandoz SRL on behalf of more than one HCO, the ToV is disclosed based on the actual ToV allocated to each benefitting HCO wherever possible. In cases where it was not possible to accurately allocate the ToVs to each HCO involved in the event, it was assumed that all HCOs had similar levels of

involvement. In consequence, the ToV was divided by the number of HCOs, which would each be reported as having received their equal share of the ToVs.

Sandoz SRL discloses ToVs related to preceptorships considering that such non-promotional independent “practical” training offered to HCPs by other HCPs or HCOs – typically in a specific disease area at a reputed teaching institution (faculty of medicine, university, university hospital) – falls under the definition of “Events” and is disclosed in the name of that contracting entity.

5.3.2.2 Transfer of Values Related to Contribution to Costs of Events – Registration Fees

Sandoz SRL applies the EFPIA definition of the “Registration Fees” related to cost of events categories as outlined in EFPIA Code Article 23.05 – pursuant to the Law no. 95/2006 regarding the healthcare.

In general (and for all types of events), whenever registration fees were charged for an event organized or sponsored by or on behalf of Sandoz SRL, they are disclosed in the name of the benefitting HCP or HCO. The total amount of registration fees paid in a given year to a HCO should be disclosed on an individual basis (in the name of the HCO) under “Contribution to Costs of Events”. The total amount of Registration Fees paid in a given year to a HCP who is the clearly identifiable Recipient is disclosed on an individual basis (in his/her name) under “Contribution to Costs of Events”.

ToVs related to virtual congresses (e-congresses) are reported as actual spend. Aggregate spend is disclosed under the HCO in each country and is reported in "Registration Fees" category. Virtual congress vouchers given to HCPs will be disclosed under the final beneficiary (HCP).

5.3.2.3 Transfer of Values Related to Contribution to Costs of Events – Travel & Accommodation

Sandoz SRL applies the EFPIA definition of the “Travel and Accommodation” related to cost of events categories - pursuant to the EFPIA Code on Disclosure of Transfers of Value from Pharmaceutical Companies to Healthcare Professionals and Healthcare Organizations.

ToVs covered under the “Travel and Accommodation” category include costs of transportation (e.g. flights, trains, buses, taxis, etc., car hire tolls, parking fees) and accommodation (e.g. hotel, apartment, etc.), other items that are locally applicable.

In general, ToVs related to travel and accommodation are disclosed at first level Recipient basis. If the ToVs are made through an HCO or intermediary (third party), it will be disclosed at individual HCP level whenever possible (see chapter 5.1).

ToVs related to travel and accommodation for a group of HCPs such as group transportation by bus are disclosed on an aggregate basis. If the mass transportation is shared by a group of HCPs who have their primary practice in different countries, the ToVs

are disclosed in aggregate with the total cost divided equally among the planned number of benefitting HCPs per country.

In case the benefitting HCP partly bears the costs related to travel and accommodation, the net amount of the Sandoz SRL payment offset by payment from HCP is disclosed as ToV under the “Travel and Accommodation” category in the name of the HCP.

5.3.3 Transfer of Values Related to Contribution to Fees for Service and Consultancy

5.3.3.1 Transfer of Values related to Contribution to Fees for Service and Consultancy – Fees

Sandoz SRL applies the EFPIA definition of the “Fees for Service and Consultancy” category as outlined in EFPIA Code Article 23.05 - pursuant to the Law no. 95/2006 regarding the healthcare.

ToVs covered under the “Fees for Service and Consultancy” category, whether made directly or through a third party to an HCP/HCO, include but are not limited to services performed in connection with third-party congresses, speakers’ fees, speakers’ trainings, medical writing, data analysis, development of education material, interviews e.g. on Sandoz SRL products or research, general consulting/advising, services by distributors, consultancy for tool/questionnaire selection or analysis, other items that are locally applicable.

Sandoz SRL has formalized such collaboration in a contract describing the purpose of ToVs. In general, the ToVs received by the contracting entity – which may be an HCP, a legal entity owned by an HCP (considered an HCO under the EFPIA Disclosure Code) or an HCO – are disclosed under the “Fees for Service and Consultancy” category in the name of that contracting entity.

ToVs related to market research studies for which the identity of the Recipient was known to Sandoz SRL, are disclosed under the “Fees for Service and Consultancy” category. ToVs related to market research studies for which the identity of the HCP/HCO was not known to Sandoz SRL are not disclosed as the right of the respondents to remain anonymous is embodied in market research definitions and relevant codes of conduct worldwide.

ToVs related to medical writing and editorial support made directly or indirectly to an HCO/HCP are disclosed either under the “Fees for Service and Consultancy” in the name of the benefitting HCP/HCO or under the “Research and Development” category in aggregate form – pursuant to EFPIA Code. The following instances of medical writing and editorial support are covered under the “Fees for Service and Consultancy” category: case studies, congress write ups, article and abstracts, manuscripts, poster, clinical management guideline, supplements.

ToVs related to the following Research and Development related activities (see chapter 5.3.4) but when they do not fall under the definition of Research and Development ToVs as

stated by the EFPIA Code are disclosed under the “Fees for Services and Consultancy” category in the name of the benefitting Recipient, for example:

- Retrospective non-interventional studies not falling under the definition of Research and Development ToVs as per that prescribed in EFPIA Code Schedule 1
- Investigator initiated trials, investigator sponsored trials and Investigator meeting, in the exceptional case when such ToV do not fall under the definition of Research and Development mentioned above
- Activities contracted to Contract Research Organizations (CROs) where Sandoz SRL makes indirect ToVs to HCPs/HCOs but not falling under the EFPIA Research and Development definition
- Project activities related to e.g. disease area, mode of action, market placement, adjudication committees, speaker programs, scientific meetings, ethics committees, steering committee and advisory board activities not in scope of the EFPIA Research and Development definition
- ToVs related to consultancy for tool/questionnaire selection or analysis and reporting of results not in scope of the EFPIA Research and Development definition
- other items that are locally applicable

5.3.3.2 Transfer of Values related to Contribution to Fees for Service and Consultancy – Related Expenses

Sandoz SRL fully complies with the EFPIA definition of the “Fees for Service and Consultancy - Related Expenses” category as outlined in EFPIA Code Article 23.05 - pursuant to the Law no. 95/2006 regarding the healthcare.

In general, the ToVs amount related to expenses such as travel and accommodation cost associated with the activity agreed to in a “Fees for Service” or “Consultancy” contract do not constitute part of the fees itself; in consequence such ToVs are disclosed under the “Related Expenses” category in the name of the benefitting HCP/HCO.

In case such expenses were not material (e.g. of limited value), or when such expenses despite best effort could not be accurately disaggregated from the fees, such ToVs have been disclosed as part of the total amount of fees under the “Fees for Service or Consultancy” category.

5.3.4 Transfer of Values Related to Research and Development

Sandoz SRL applies the EFPIA definition of the “Research and Development” category as outlined in EFPIA Code – Definitions, the definition of non-clinical studies in the OECD Principles on Good Laboratory Practice, the definition of clinical trials and non-interventional studies (as defined in Regulation 536/2014 and Section 18 of the EFPIA Code) - pursuant to the Law no. 95/2006 regarding the healthcare.

ToVs **related to the following Research and Development activities** are disclosed under the “Research and Development” category in aggregate form whenever they fall under the definition of Research and Development by the EFPIA Code, for example:

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- Activities related to the planning or conduct of non-clinical studies, clinical trials or prospective non-interventional studies and that involve the collection of patient data from or on behalf of individual, or groups of HCPs specifically for the study (Section 18 of the EFPIA Code).
 - IIT (Investigator initiated trials) and IST (Investigator sponsored trials - since, although not initiated by Sandoz SRL they may benefit from Sandoz SRL
 - Post marketing trials, investigator meetings - in which case the total ToV amount is disclosed and in case of participating HCP from other countries, the total actual cost per meeting (incl. infrastructure, travel, logistic and with exclusion of meals whenever possible) is divided by the number of participants per country of practice
 - Activities contracted to CROs, where Sandoz SRL makes indirect ToVs to HCPs/HCOs falling under the definition of Research and Development
 - ToVs related to early stage research if falling under the definition of Research and Development in the EFPIA Code
 - other items that are locally applicable.

In case ToVs relating prospective and retrospective non-interventional studies cannot be distinguished, all non-interventional studies are disclosed on an individual basis.

ToVs made by or on behalf of Sandoz SRL **related to consultancy activities** are disclosed under the **“Research and Development” category** in aggregate form whenever they fall under the definition of Research and Development by the EFPIA Code: consultancy activities related to the planning/conduct of non-clinical studies, clinical trial or prospective non-interventional studies, ethics committees, steering committee and advisory board activities related to the planning or conduct of non-clinical studies, clinical trial or prospective non-interventional studies, adjudication committees, speaker programs, scientific meetings, other items that are locally applicable.

ToVs related to **licensing fees** paid for the use of Clinical/Health Economics and Outcomes Research questionnaires and tools, if the questionnaires and tools are intended for use with an Research and Development project/study are reported in aggregate form under the “Research and Development” category.

The following instances of medical writing and editorial support (as defined in chapter 5.3.3) are covered under the “Research and Development” category: investigator’s brochure (trials), clinical study report (trials), clinical report, safety report; generally all types of medical writing related to clinical trials or related to Research and Development activities.

6. Measures Taken to Ensure Compliance with Data Privacy Requirements

This chapter describes measures taken by Sandoz SRL to ensure compliance with data privacy regulations, rules on consent collection and managing of relevant information in compliance with relevant internal rules, data privacy laws and regulations.

6.1 Safeguarding Measures to Address Lawful Collection, Processing and Transfer of HCPs' Personal Data

Data privacy refers to the individual's fundamental right to control the use of, access to and disclosure of information that describes or identifies the individual ("personal information"). To fulfil the transparency disclosure requirements, it is necessary to collect, process and disclose such personal data within and outside of Sandoz SRL. This data will be published for 3 years in public domain and stored for a minimum of 5 years on record by the Sandoz SRL (publishing affiliate). The disclosure of such personal information by Sandoz SRL is at all times limited to the intended purposes.

In case personal data had to be transferred from countries to the central Novartis Transparency data repository manually (e.g. Excel) or via interfaces, applicable local regulations for the transfer were assessed at local level and managed accordingly. Where required, the transfer of data to a third country (outside the EU/EEA) was approved by the data controller's Sandoz SRL country data protection authority (e.g. Information Commissioner).

6.2 Consent Collection

No consent collection was required since Sandoz SRL pursues the disclosure based on local transparency laws during the 2022 disclosure cycle for these ToV categories.

As disclosure is mandatory by law, consent is not legally required.

7. Financial Aspects

This chapter focusses on the financial aspects related to recognition methodology and business decisions associated with the collection and disclosure of the ToVs information.

Sandoz SRL complies with the Sandoz accounting principles and the financial disclosure methodology - pursuant to the to the national accounting legislation and EFPIA Code on Disclosure of Transfers of Value from Pharmaceutical Companies to Healthcare Professionals and Healthcare Organizations.

Sandoz SRL decided to apply the following rules for ToVs payment dates based on type of ToVs: direct ToVs are disclosed based on the date the payment has been cleared via banking system. Indirect ToVs related to events such as congresses for which the dates of (in kind) expenses differ from the date(s) the event took place, are disclosed using the date of the last day of the event.

Sandoz SRL discloses ToVs net amount only. If VAT cannot accurately be excluded, the full ToV amount is disclosed. Where income tax or equivalent is withheld by Sandoz SRL on amounts earned by the HCP then the ToV will exclude these amounts.

Currency treatment – foreign currency ToVs will be converted using actual exchange rates in agreement with the accounting policy of the Sandoz SRL. ToVs will be disclosed in the local currency of the country where the disclosing entity is located. For direct and indirect ToVs, the foreign currency is converted to the local currency of the disclosing entity based on the transaction date. For cross-border ToVs, the foreign currency is converted to the local currency of the disclosing entity based on the average rate for the month in which the ToV occurred, using the Novartis Treasury rates.

In case of cross-border ToVs as defined in chapter 5.2, direct ToVs will be recognized when the payment has been cleared via the banking system and indirect ToVs will be related to the end date of the event.

In case of multi-year contracts, ToVs are recognized based on the date the payment has been cleared via the banking system.

If Sandoz Romania realize that significant spend is recorded after cutoff date, will re-publish an updated report within 3 months and according to the local code.

8. Published Data

Sandoz SRL applies the EFPIA definition of “Form of Disclosure” as outlined in EFPIA Code Article 23.4 - pursuant to the Law no. 95/2006 regarding the healthcare.

Updates of published data are conducted on a yearly basis to allow for reflection of data updates or consent withdrawal after disclosure submission.

This data will remain published for 3 years in public domain and stored for a minimum of 5 years on record by the publishing affiliate.

Member Companies shall be able to modify, delete or in any way alter their disclosures at any time before or after the time of publication. The information disclosed shall remain in the public domain for 3 years after the time such information is first published.

9. Acronyms and Abbreviations

This chapter includes a list of acronyms, abbreviations and definitions for documentation purpose, based on Definitions in the EFPIA Code whenever possible:

- **Contract Research Organization (CRO):** an organization that provides support to the pharmaceutical, biotechnology, and medical device industries in the form of research services outsourced on a contract basis.
- **Educational Grants:** means provision of funding, Member Company or third party products or other in kind support to a Healthcare Organisation by or on behalf of a Member Company on a restricted basis for use solely for the support and the advancement of genuine medical education of Healthcare Professionals, patients and/or the public on clinical, scientific and/or healthcare topics relevant to the therapeutic areas in which the Member Company is interested and/or involved.
- **Healthcare Professional (HCP):**
- EFPIA: Any natural person that is a member of the medical, dental, pharmacy or nursing professions or any other person who, in the course of his or 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. For the avoidance of doubt, the definition of HCP includes: (i) any official or employee of a government agency or other organization (whether in the public or private sector) that may prescribe, purchase, supply or administer medicinal products and (ii) any employee of a Member Company whose primary occupation is that of a practicing HCP, but excludes (x) all other employees of a Member Company and (y) a wholesaler or distributor of medicinal products.
- Medicines for Europe: Any member of the medical, dental, pharmacy or nursing professions or any other person who, in the course of their professional activities, may prescribe, dispense, purchase, supply, recommend or administer a medicinal product. It includes any official or employee of a government agency or other organisation (whether in the public or private sector) who may purchase, supply, recommend or administer medicinal products. It also includes any employee of a pharmaceutical company whose primary occupation is that of a practicing healthcare professional. It excludes other employees of pharmaceutical companies, and wholesalers or distributors of medicinal products. Individual pharmacists are healthcare professionals.
- **Healthcare Organization (HCO)**

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- EFPIA: Any legal person (i) that is a healthcare, medical or scientific association or organization (irrespective of the legal or organizational form) such as a hospital, clinic, foundation, university or other teaching institution or learned society (except for patient organizations within the scope of article 21 of the EFPIA Code) whose business address, place of incorporation or primary place of operation is in Europe or (ii) through which one or more HCP provide services.
 - Medicines for Europe: A healthcare, medical or scientific association or organisation (irrespective of the legal or organisational form) such as a hospital, clinic, foundation, university or other teaching institution, or learned society. Also, any entity through which one or more Healthcare Professionals provide healthcare services. Wholesalers, distributors, and similar commercial intermediaries are not considered Healthcare Organisations. Pharmacy businesses are always healthcare organisations, even if they are retailers and regardless of their ownership or ownership structure.
 - **Member Associations:** as defined in the EFPIA Statutes, means an organisation representing pharmaceutical manufacturers at national level whose members include, among others, research-based companies. Collectively, the national Member Associations or their constituent members, as the context may require, are bound by the EFPIA Code.
 - **Member Companies:** as defined in the EFPIA Statutes, means research-based companies, developing and manufacturing Medicinal Products in Europe for human use.
 - **Professional Conference Organizer (PCO):** a company which specializes in the organization and management of congresses, conferences, seminars and similar events.
 - **Recipient:** Any HCP or HCO/PCO as applicable, in each case, whose primary practice, principal professional address or place of incorporation is in Europe.
 - **Third Party Organised Educational Events:** means activities of any type that are planned, budgeted, managed and executed in whole or in part by or on behalf of a person or entity other than a Member Company to fulfil Healthcare Professional medical educational needs.
 - **Third Party Organised Educational Conferences:** means a type of Third Party Organised Educational Event that is a genuine, independent, educational, scientific, or policy-making conference organised to promote scientific knowledge, medical advancement and/or the delivery of effective healthcare and are consistent with relevant guidelines established by professional societies or organisations for such educational meetings. These typically include conferences organised by national, regional, or specialty medical associations/societies, hospitals, Professional Conference Organisers (PCOs), patients organisations or accredited – continuing medical education providers.

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- **Third Party Organised Procedure Training:** means a type of Third Party Organised Educational Event that is primarily intended to provide Healthcare Professionals within formation and training on the safe and effective performance of one or more clinical procedures in circumstances where the information and training concern:
 - Specific therapeutic, diagnostic or rehabilitative procedures, namely clinical courses of action, methods or techniques (rather than the use of medical technologies); and
 - Practical demonstrations and/or training for HCPs, where the majority of the training programme is delivered in a clinical environment.
 - Proctorships and preceptorships are not considered to constitute Third Party Organised Procedure Training.

 - **Research and Development ToVs:** ToVs to HCPs or HCOs related to the planning or conduct of (i) non-clinical studies (as defined in OECD Principles on Good Laboratory Practice); (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.

 - **Transfers of Value (ToVs):**
 - **EFPIA:** Direct and indirect transfers of value, whether payments, in kind or otherwise, made, whether for promotional purposes or otherwise, in connection with the development and sale of prescription-only Medicinal Products, OTC medicines, food supplements and medical devices exclusively for human use. Direct transfers of value are those made directly by a Member Company for the benefit of a Recipient. Indirect transfers of value are those made on behalf of a Member Company for the benefit of a Recipient, or transfers of value made through an intermediate and where the Member Company knows or can identify the HCP/HCO that benefit from the Transfer of Value.

 - **Medicines for Europe:** Anything of value, including monetary payments or in-kind benefits, that is provided to a recipient by a company, either directly or via an intermediary.