

## MSD Methodology Statement

### Introduction

MSD AFBE believes that interactions between pharmaceutical companies and healthcare professionals have a profound and positive influence on the quality of patient treatment and the value of future research. Recently, there is a growing expectation that such interactions are transparent. As such, the European Federation of Pharmaceutical Industries and Associations adopted in 2014 the Code on Disclosure of Transfers of Value from Pharmaceutical Companies to Healthcare Professionals and Healthcare Organizations (Code), requiring its members, including MSD, to disclose pre-defined types of transfers of value to healthcare organizations and healthcare professionals on an annual basis. The same obligation is required by MSD AFBE also according to article 66 par. 7a of the Greek Law 4316/2014. This Methodology Statement defines the relevant types of transfers to be disclosed, which transfers are excluded, and other relevant information to assist the reader understand how MSD collected, organized and reported the disclosed data.

### Definitions

Clinical 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. A CRO is not a HCO.

Event – all promotional, scientific or professional meetings, congresses, conferences, symposia, and other similar events (including advisory board meetings, visits to research or manufacturing facilities, and planning, training or investigator meetings for clinical trials and non-interventional studies), organized or sponsored by or on behalf of MSD.

Healthcare Organization (HCO) – any legal person (i) that is a healthcare, medical or scientific organization such as a hospital, clinic, foundation, university or other teaching institution or learned society (but not a patient organization) or ii) through which one or more HCP's provide services.

Healthcare Professional (HCP) - any natural person that is a member of the medical, dental, pharmacy or nursing professions or any other person who as part of their professional activities may prescribe, purchase supply or administer a medicinal product and whose primary practice or principal professional address is in Greece. This includes midwives. For clarity, a HCP includes: i) any official or employee of a governmental 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 MSD whose primary occupation is that of a practicing HCP, but excludes: x) all other employees of MSD and y) a wholesaler or distributor of medicinal products.

Recipients – any HCO or HCP, working in private or public sector whose primary practice, main professional address or place of incorporation is Greece. For the University HCPs the disclosure takes place either in an aggregated form, when payments are conducted via ELKE or in the name of the University HCP, if he is also a private practitioner. With respect to the NHS HCPs the disclosure takes place in an aggregated form, since the payments are conducted only via ELKEA.

Transfers of Value (ToV's) – direct and indirect transfers of value, whether in cash, in kind or otherwise, made in connection with the development and sale of medicinal products for human use.

A Direct ToV is one made by directly MSD for the benefit of a Recipient.

An Indirect ToV is one made by a third party (such as a contractor, travel agent, partner or affiliate) on behalf of MSD for the benefit of a Recipient where the Recipient knows it is from, or can identify, MSD.

Research and Development ToV's are ToV's to an HCO or HCP 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 article 2(a) of Directive 2001/20/EC); and iii) non-interventional studies that are prospective in nature and that involve the collection of patient data.

## Disclosure's scope

ToVs in case of cancelled events and participations. In case third-party events are cancelled independent of the will of MSD and in case invited HCPs do not show or cancel late their participation to events they have accepted to attend, the related ToV is disclosed equal to the amount of the costs MSD has not recovered.

Excluded ToVs. The following ToV's are expressly excluded under the Code from disclosure: i) those solely related to over-the-counter medicines; ii) are part of ordinary course purchases and sales of medicines (for example, between MSD and a pharmacy); iii) medical samples, investigational compounds and biological samples for study; and iv) informational or educational materials and items of medical utility of low price (no more than 15 euro).

ToV Recognition Date. ToV's are disclosed on the basis of the date MSD made the ToV, not when the resulting income or benefit was received by the HCO/HCP.

All ToVs (direct and indirect) are disclosed after the original invoice receipt (expense type and expense amount).

ToV Value. TOV disclosures reflect the actual value or cost provided by MSD and not the resulting income or benefit to the HCO/HCP.

HCO ToV's. The following types of ToV's to HCO's are disclosed by MSD:

- i) donations and grants that support healthcare (including charitable product donations and logistic assistance to people in emergency need);
- ii) contributions to costs related to Events, including sponsorship of HCP's directly or indirectly through HCO's to attend Events, such as:
  - a. registration fees,
  - b. sponsorship agreements with HCO's or with third parties appointed by an HCO to manage an Event (examples include hiring a booth or stand space, acquiring advertising space (in paper, electronic or other format), arranging a satellite symposia at a congress, sponsoring of speakers or faculty, the costs of drinks or meals provided by the HCO if part of an inclusive package, and courses provided by a HCO where MSD does not select the individual HCPs that participate), and
  - c. travel and accommodations; and
- iii) fees for service and consultancy (examples include retrospective non-interventional clinical studies and epidemiological studies). To the extent incidental expenses incurred under a service or consultancy agreement are reimbursed (e.g., travel and accommodation), such ToV is disclosed in the relevant category and not as a fee for service or consultancy.

HCP ToV's. The following types of ToV's to HCP's are disclosed by MSD:

- i) contributions to costs related to Events such as:
  - a. registration fees, and
  - b. travel and accommodations (such as costs of flights, trains, car hire, tolls, parking fees, taxis and hotel accommodation); and
- ii) fees for service and consultancy (examples include speakers' fees, speaker training, medical writing, data analysis, development of educational materials, general consulting and advising via advisory boards/expert input fora, fees for participating in market research when the identity of the HCP is known to MSD, and investigator- initiated studies that do not meet the definition of Research & Development ToV's). To the extent incidental expenses incurred under a service or consultancy agreement are reimbursed (e.g., travel and accommodation), such ToV is disclosed in the relevant category and not as a fee for service or consultancy.

ToVs in case of partial attendances or cancellation. MSD only reports the ToV amount actually received by a Recipient in case of a partial attendance, not the full amount paid by MSD. In case of a cancellation, since nothing is directly or indirectly received by a Recipient, no ToV is reported by MSD, even if amounts have been paid by MSD to the Event organizer.

Cross-border activities. Regardless of which MSD entity contracts with and pays a Recipient, all HCO's or HCP's whose primary practice, main professional address or place of incorporation is in Greece are reported by MSD.

Disclosing entities. This annual disclosure report covers all ToV's made to HCO's and HCP in Greece, whether by MSD AFBEE or by its affiliates based in other countries.

### **Specific considerations**

Country unique identifier. In order to ensure disclosure of ToV's are allocated correctly, MSD has assigned a unique identifier to each HCP and HCO. In Greece this is based on unique identification numbers provided by a) local CRM platform (Veeva) and b) MaaS (ex GCM platform)

Multi-year agreements. Disclosure is made based on the year the actual ToV's was provided, and not on the basis of a pro rata amount of the intended total ToV under the agreement.

Non-interventional studies. In those circumstances where MSD is unable, despite its best efforts, to determine whether ToV's made to a HCP by a CRO, on behalf of MSD, are prospective or retrospective in nature, such ToV's are treated as prospective and allocated in the aggregate to Research and Development.

Contributions provided to Events through PCOs. ToVs transferred through PCOs are reported in the name of the benefitting HCO. In the context of the agreement HCO's execute with contractors, they assign to the PCO the collection of sponsorships and the invoicing to the sponsors-companies. The contractor PCO, following the conclusion of the event, proceeds with a clearance, reviews and delivers any surplus to the responsible scientific agencies. Following receipt of invoice, the budget/meeting owner submits the corresponding actual ToVs, in the MSD application, designed for automating the procedure of controlling &

approving expenses for engagements with HCOs. This allows the appropriate reporting of ToVs.

### **Consent management**

Consent collection. In Greece the consent of each HCP/HCO to disclose personal information is not deemed necessary since disclosure is necessary for MSD AFBEE compliance with a legal obligation. MSD AFBEE has made its best effort to obtain such consent to be as transparent as possible about the nature and scale of its interactions with HCPs/HCOs. The means by which MSD AFBEE obtained consent in Greece is by a clause in each contract with HCPs/HCOs.

### **Pre-Disclosure**

The usual PD process via the IQVIA portal was not supported by the Global Team this year, since there is no legal obligation for MSD Greece to proceed this way. As a back-up plan, and since the local team agreed to maintain a similar process to validate data before the official disclosure, the following steps were followed:

- Local GR Team notified HCPs and HCOs, through email or direct mail, that ToV's and sponsorships would be published on June 30th
- They have been also notified that they have the possibility to contact MSD Greece (specific mailbox or central telephone line was proposed) to confirm accuracy of their data/amounts

### **Disclosure Form**

Date of publication. MSD publishes the ToV for the preceding calendar year no later than 6 months after the end of the relevant reporting period (for example, ToV's for 2021 are reported no later than June 30, 2022). The information disclosed shall remain available for three (3) years thereafter, subject to individual disclosures being shifted to aggregate disclosure in the event of after-the-fact revocation of consent by the Recipient.

Disclosure platform. MSD provides its annual disclosure via its own web site.

Disclosure language. MSD provides its annual disclosure in Greek language.

### **Disclosure financial data**

Currency and VAT. All disclosed ToV's are reported in local currency and exclusive of VAT except indirect ToV's for Travel and Accommodation which are disclosed inclusive of VAT. ToV's paid in other currencies are converted to local currency at the exchange rate applicable on the date the cost is incurred.

How is VAT managed? Disclosed ToV's to HCO's and HCP's reflect the amounts agreed in the contracts and on invoices submitted to MSD by HCO's or HCP's. The data collection and reporting is by guidance to all data providers based on "net amounts". If VAT cannot accurately be excluded, the full ToV amount is disclosed exceptionally.