



# METHODOLOGICAL NOTE

## on disclosure of Transfers of Value to Healthcare Professionals and Healthcare Organisations in EFPIA countries where Eisai does not have a direct presence

(Information for Reporting of 2021 Data)

### 1. Introduction

This note describes the methods used by Eisai to meet the obligations for disclosing non-Research & Development (R&D) related Transfers of Value (ToV) made to Healthcare Professionals (HCPs) and Healthcare Organisations (HCOs) in the following countries, where Eisai does not have a direct presence:

- Hungary

### 2. Definitions

The term **Transfer of Value** means a direct or indirect payment, whether in cash, in kind, or otherwise, made, whether for promotional purposes or otherwise, in connection with the development or sale of medicines.

The term **Healthcare Professional** includes members of the medical, pharmacy and nursing professions and any other persons who are in the course of their professional activities may administer, prescribe, purchase, recommend or supply a medicine.

The term **Healthcare Organisation** means a healthcare, medical or scientific association or organisation such as 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 the countries listed above or an organisation through which one or more HCPs provide services.

### 3. Scope

ToV is aggregated into total non-R&D values.

Aggregated ToVs are not publicly disclosed against an individual or organisation. These ToVs are anonymized and included in a total lump sum value.

#### 3.1 Excluded ToV

Food and drink costs are excluded from ToV disclosed in respect of Eisai organised

and sponsored meetings. However, for sponsored meetings, where Eisai specifically contributes towards subsistence as part of a sponsorship, this will be included in the ToV disclosed.

ToV made by another company under a co-promotion agreement with Eisai are disclosed by the other company and not by Eisai.

Event costs, such as the rental of equipment associated with one-off events (for e.g. room hire, projector rental, audio visual equipment) are excluded from ToV disclosed in respect of Eisai organised meetings. However, for sponsored meetings, where Eisai specifically contributes towards rental of equipment, this will be included in the ToV disclosed.

### **3.2 ToV date**

Eisai discloses the ToV based on the date the payment was made to the HCP or HCO.

### **3.3 Direct ToV**

ToV can be made to the HCP or HCO directly, for e.g., payment to an HCP for giving expert advice in an Advisory Board or providing any other service that would be considered a 'fee for service' interaction.

### **3.4 Indirect ToV or Benefit in Kind (BIK)**

ToV can be made to the HCP or HCO indirectly i.e., through any third party working on behalf of Eisai or as BIK.

An example of an indirect ToV would be a payment that is made to an HCO by Eisai in respect of activities undertaken by an HCP, where either the HCP requests the payment is made to the HCO or the payment is pursuant to a contract between Eisai and that HCO.

An example of a BIK payment would be registration fees paid by Eisai to a conference provider in respect of an HCP's registration fee for that conference.

### **3.5 ToV in case of partial attendances or cancellation**

In the case of cancellation of a meeting or event, and where an HCP or HCO does not receive a fee for service/ BIK, the ToV is not included in the disclosure.

In the case of partial attendance, any ToV received by an HCP as funding, fee for service, or BIK will be included in the disclosure.

## **4. Specific considerations**

### **4.1 Multi-year agreements**

Any payments made against a multi-year contract are disclosed in the period covering the actual payment date.

## **5. Disclosure queries**

Disclosure queries should be sent by email to [Eisai\\_UK\\_ROI\\_disclosure@eisai.net](mailto:Eisai_UK_ROI_disclosure@eisai.net) or by post to:

UK & ROI Disclosure Reporting Lead  
EMEA Medical Compliance Department  
Eisai Limited  
European Knowledge Centre  
Mosquito Way  
Hatfield, AL10 9SN

## **6. Disclosure Form**

Eisai will disclose these ToVs on the company website, [www.eisai.eu](http://www.eisai.eu).

## **7. Financial data**

### **7.1 Currency**

Disclosure is made in Euro's. Exchange rates are applied to ToV using a yearly average exchange rate.

### **7.2 VAT included or excluded**

ToVs are disclosed using gross values.

