

DISCLOSURES OF TRANSFERS OF VALUE: SUMMARY OF METHODOLOGY

1. ASTELLAS'S COMMITMENT

- 1.1 Astellas is a member company of the European Federation of Pharmaceutical Industries and Associations (“EFPIA”). The EFPIA Code (the “EFPIA Code”) requires all member companies to document and disclose certain Transfers of Value they make, directly or indirectly, to or for the benefit of, Healthcare Professional (“HCPs”) or Healthcare Organisations (“HCOs”) (“Disclosures”). The EFPIA Code is implemented in the Netherlands by the Code of Conduct for Pharmaceutical Advertising (“CGR Code”).
- 1.2 Astellas discloses all Transfers of Value to HCPs and HCOs in accordance with its commitment to the EFPIA Code and the Code of Conduct for Pharmaceutical Advertising (“CGR Code”) in the Netherlands.
- 1.3 This note summarises the methodologies used by Astellas in preparing Disclosures in compliance with the EFPIA Code.

2. DEFINITIONS

- 2.1 The EFPIA Code defines the following terms:

- **Healthcare Organisation (HCO):** any legal person/entity (i) that is 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 (except for POs within the scope of article 21) whose business address, place of incorporation or primary place of operation is in Europe or (ii) through which one or more HCPs 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, in the course of his/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 purpose of this Code, the definition of HCPs includes: (i) any official or employee of a government, agency or other organisation (whether in the public or private sector) that may prescribe, purchase, supply, recommend or administer Medicinal Products and (ii) any employee of a Member Company whose primary occupation is that of a practising HCP, but excludes (x) all other employees of a Member Company and (y) a wholesaler or distributor of Medicinal Products.
- **“Transfer of Value (ToV)”:** Direct and indirect ToV, whether in cash, in kind or otherwise, made, whether for promotional purposes or otherwise, in connection with the development and sale of medicines exclusively for human use. Direct ToVs are those made directly by Astellas for the benefit of a Recipient. Indirect ToVs are those made on behalf of Astellas for the benefit of a Recipient, or those made

through a Third Party and where Astellas knows or can identify the Recipient that will benefit from the Transfer of Value.

- **Research and Development (R&D):** 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); (ii) clinical trials (as defined in Regulation 536/2014); or (iii) Non-interventional Studies (NIS) 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.

In the case of differences between the EFPIA reporting template and the Code of Conduct for Pharmaceutical Advertising (“CGR Code”) for categorisation of transfers of value, the methodology below reflects the EFPIA terminology used within the standard EFPIA template.

3. TRANSFERS OF VALUE

3.1 Astellas discloses the following Transfers of Value it makes to **HCOs**:

- **Donations:** Funding (or benefits in kind) provided to HCOs for unspecified use.
- **Grants:** Funding or support provided to HCOs in response to a request to support a specific activity that provides educational benefit or enhances patient care.
- **Congress and educational event sponsorship:** Expenses related to the sponsorship of HCOs as congress organisers and/or secretariats & third parties on behalf of HCOs in exchange for corporate benefits at an event (e.g., booth space, hosting of a symposium, stands, advertising on programmes or banners and room hire or catering if paid on behalf of an HCO). This may also include activities such as preceptorships, where expenses are paid to HCOs for arrangement of educational events.
- **Fees:** Transfers of Value that are fees for service resulting from or related to contracts between companies and institutions, organizations or associations of Healthcare Professionals under which such institutions, organizations or associations provide any type of services to a company or any other type of funding not covered in the previous categories. Fees and Transfers of Value relating to expenses agreed in the written agreement covering the activity will be disclosed as two separate amounts, under the ‘Fees’ and the ‘Related expenses agreed in the fee for service or consulting contract’ categories.

3.2 Astellas discloses the following Transfers of Value it makes to **HCPs**:

- **Congress and educational event registration fees:** Expenses related to the registration of an HCP to attend a congress or educational event.
- **Travel:** Expenses related to the provision of travel to HCPs in relation to a fee for service contract (e.g., rail travel, taxi travel, flights, reimbursement of private car miles) or to their attendance at a congress or educational event. Where travel expenses are required for the provision of a fee for service, these will be disclosed in the category of ‘Related expenses agreed in the fee for service or consulting contract’. Where there is no provision of services, and they relate to contribution

costs of a congress or educational event they will be disclosed in the category of 'Travel and accommodation'.

- **Accommodation:** Expenses related to the provision of overnight accommodation of HCPs in relation to a fee for service contract or to their attendance at a congress or educational event. These will be disclosed in the category of 'Related expenses agreed in the fee for service or consulting contract' where they are required for the provision of expert advice and a fee for service. Where there is no provision of services, and they relate to contribution costs of a congress or educational event they will be disclosed in the category of 'Travel and accommodation'.
- **Fees:** Transfers of Value paid to Healthcare Professionals to provide services to Astellas. These may include advisory board services, speaker services or other consulting services. Fees and Transfers of Value relating to expenses agreed in the written agreement covering the activity will be disclosed as two separate amounts, under the 'Fees' and the 'Related expenses agreed in the fee for service or consulting contract' categories.
- **Meals and refreshments:** Expenses related to the provision of meals and refreshments to HCPs in relation to a fee for service contract or to their attendance at a congress or educational event.
- In respect of each Transfer of Value described above, Astellas will disclose details only if a HCP/HCO actually receives the benefit of the transfer. For example, Astellas will not disclose a transfer relating to a flight intended to be taken by a HCP in relation to a fee for service contract if the HCP does not in fact take the flight, even if a cost is incurred by Astellas. On the other hand, Astellas will disclose a Transfer of Value if the HCP incurred the cost of the flight he/she was going to take and was directly reimbursed by Astellas.

3.3 Astellas discloses Transfers of Value to HCPs and HCOs that relate to **research and development** in the aggregate figure. These include expenses associated with clinical trials, non-clinical studies, non-interventional studies and investigator sponsored research.

3.4 Where Astellas makes a Transfer of Value to a HCP indirectly via a HCO, it discloses such transfer only once.

4. COUNTRY OF DISCLOSURE

Astellas discloses Transfers of Value based on the HCP/HCO's principal place of practice. If the HCP/HCO operates in more than one country, Astellas will select one country to be the principal place of practice and disclose Transfers of Value in that country.

5. CURRENCY

Astellas discloses Transfers of Value to HCPs and HCOs who operate in the Netherlands in Euro. Where Transfers of Value are made in a currency other than Euro, the amount will be converted into Euro using an annual exchange rate. Amounts disclosed in Euro may therefore vary slightly from the exact amount paid in the local currency.

6. TIMING

Astellas discloses all Transfers of Value it makes between 1 January and 31 December of one year by 30th June of the following year. A Transfer of Value is made when the transfer is complete (*e.g.*, on payment date or transfer of value date). For example, if a contract is signed on 1 October 2021 but the payment is made on 31 January 2022, the Disclosure will be published by end May 2023.

7. MULTI-YEAR CONTRACTS

Where a contract for any Transfer of Value listed in Section 4, runs for more than one year, Astellas will record Transfers of Value relating to that contract in the year the Transfer of Value was made (which may be different to the year in which the contract was agreed).

8. AMOUNT

- 8.1 Where possible, Astellas discloses the full amount of all Transfers of Value excluding VAT. In some cases of indirect Transfers of Values, it is not possible to separate the VAT: in these cases, the VAT is included in the amount disclosed.
- 8.2 Transfers of Value to HCPs reflect fair market value, taking into account the nature of services rendered, the amount of time spent, and the knowledge and expertise of the HCP.
- 8.3 When Astellas is party to a co-promotion agreement, Astellas discloses only Transfers of Value made by Astellas.
- 8.4 Transfer of Value made by Astellas, irrespective of where the Astellas entity is located (*e.g.* transfers of value made by Astellas entities outside of the Netherlands are included in the Disclosure report for the Netherlands).
- 8.5 If a partner/distributor is interacting with an HCP/HCO from an EFPIA member country on Astellas' behalf, Astellas will request data in relation to the ToV required by the EFPIA Disclosure Code and make the disclosure per the relevant code of practice. This will be included in any disclosed spend. Where Astellas has no oversight and is not directing interactions and the partner/distributor is also subject to disclosure obligations, the partner/distributor interacting and providing the ToV to an HCP/HCO has the obligation to disclose.