

The Guiding Principles on Access to Healthcare



Agenda and speakers

- Introduction to our speakers (5 min)
- Introducing the Guiding Principles on Access to Healthcare (15 minutes)
- Opening remarks from our speakers (10-15 minutes)
- Open discussion and Q&A (25 minutes)



Stephanie Aument
Senior Sustainability Analyst and
Manager

Calvert



Martin Bernhardt
Vice President Relations with
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Sanofi



Brenda D Colatrella
Executive Director
Corporate Responsibility

Merck



Mark Little
Director, Healthcare

BSR

Introducing the Guiding Principles on Access to Healthcare

BSR brought together industry leaders to develop the GPAH to help frame and describe the healthcare industry's approach to reducing the global burden of disease and improving global health outcomes

Signatories aspire to...

- Explore and develop appropriate ways to increase our contributions in the areas set forth in the Guiding Principles.
- Collaborate with key stakeholders—including governments, multi-lateral organizations, global health organizations, NGOs, and other industries—to address our shared responsibility for expanding access to healthcare.
- Share progress with stakeholders on activities in support of expanding access to healthcare.

CEO signatories

- Astellas
- Bristol-Myers Squibb*
- Eisai
- Eli Lilly
- GlaxoSmithKline*
- Johnson & Johnson*
- Merck Serono
- Merck (MSD)*
- Novo Nordisk*
- Novartis*
- Roche*
- Sanofi*
- Takeda*

Why and how did companies develop the GPAH?

By providing a common framing, the GPAH can help structure stronger dialogue and engagement to further drive change and expand access to healthcare

WHY did we develop GPAH?

- Provide an industry-wide definition and framing that reflects the importance and complexity of industry's role in expanding access to health
- Deepen engagement with stakeholders on key access issues and work towards alignment in activities
- Demonstrate a spirit of collaboration

HOW did we develop GPAH?

- Designed to complement and align with existing initiatives undertaken by stakeholders and individual companies
- Integrated stakeholder feedback at various stages of the development
- Involved extensive internal and external discussions, and broad alignment

What are the Guiding Principles on Access to Healthcare?

The Principles are aspirational guidelines to frame the industry's approach to expanding access to healthcare and to promote new thinking and a comprehensive approach involving all stakeholders of a healthcare system

Guiding Principles (high-level)

Collaboration

e.g., cross-sector partnerships

Research and Development

e.g., addressing unmet health needs, IP, trials

Availability

e.g., pricing, registration, policy

Health System Resources

e.g., training practitioners, awareness raising

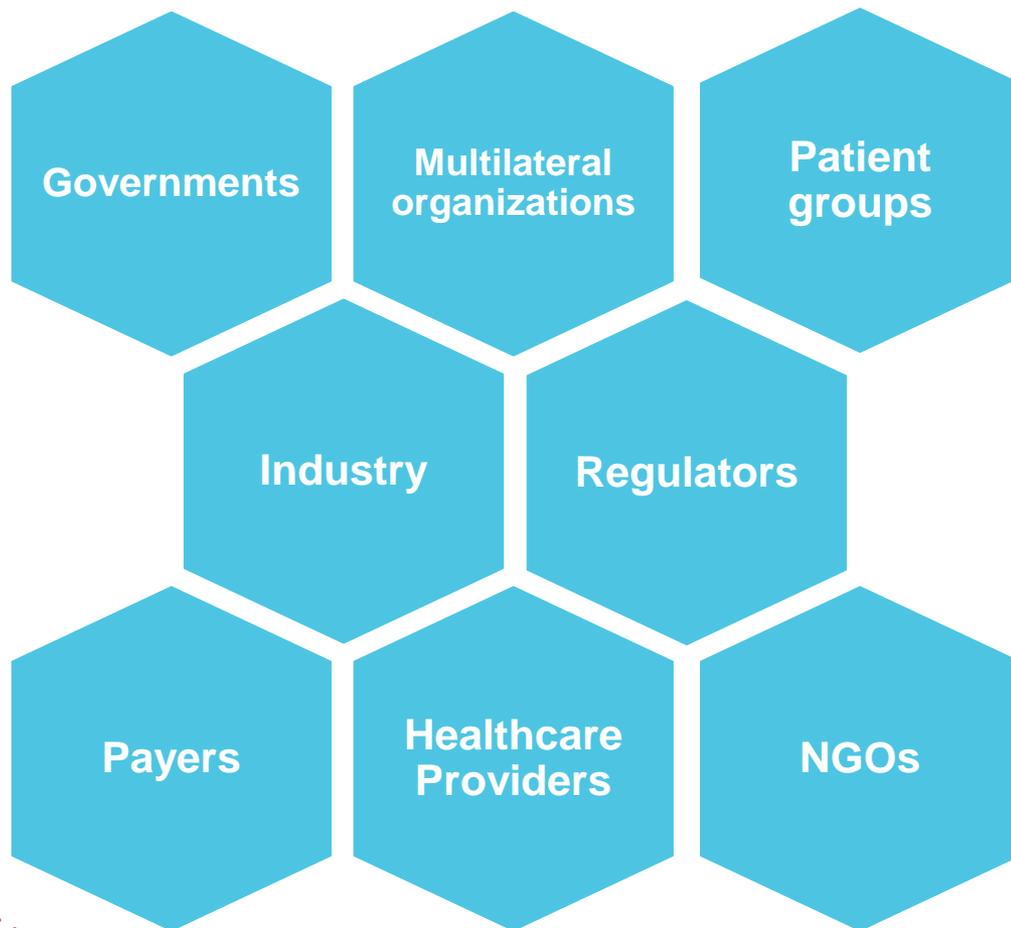
Respecting Human Rights

e.g., global human rights norms (UDHR)

Now that the GPAH are final, we are expanding and deepening this engagement to **gather feedback, spur dialogue, and explore future directions** for the role of industry in expanding access to health.

Collaboration

Expanding access to healthcare is complex and requires the participation and cooperation of numerous diverse stakeholders, with complementary responsibilities and capabilities



Case-Study: Bristol-Myers Squibb Foundation and WHO: ENGAGE-TB Project

Using WHO's brokering role to connect NGOs in South Africa, Tanzania, Kenya, the Democratic Republic of Congo, and Ethiopia to National TB and HIV programs to promote TB prevention, care and control.

Research and Development

R&D is the primary mechanism through which the industry seeks to meet unmet health needs.

Developing and Adapting Products

- Investing in R&D across a broad range of disease
- Addressing prevention, detection, diagnosis, and treatment of diseases

Promoting Innovation & Intellectual Property rights

- Promoting innovation and supporting clear patent policies, and when appropriate voluntary licensing, collaborative models etc.
- Protecting intellectual property to enable innovation and create the necessary conditions to make R&D sustainable and enhance innovations

Clinical Trials

- Increasing transparency of clinical trial results, while respecting proprietary information and patient's personally identifiable information
- Ensuring the safety, dignity, well-being, and legal rights of those taking part in trials.
- Performing clinical studies in countries that are in compliance with international guidelines

Building Local R&D Capacity

- Supporting the development of R&D capabilities, for example, through technology transfers, clinical trials and skills building

Expanding availability of healthcare services

The results of innovations are only of value to patients if they are available and accessible. Approaches need to be market appropriate and reflect adherence to globally recognized compliance guidelines.

Pricing

- Seeking pricing strategies that recognize the value of innovation while addressing barriers to access
- Developing value-based pricing, differential pricing etc.

Registration

- Supporting broad, timely and efficient registration through appropriate regulatory frameworks

Commercialization

- Exploring new business models: innovative financing and distribution mechanisms etc.

Policy

- Contributing to shaping policy to expand access to healthcare
- Contributing to supporting the development, registration, distribution and monitoring of health innovations

Case-Study: Janssen Global Access and Partnership Program (GAPP)

Helping people living with HIV in resource-limited settings by ensuring effective and sustainable access to HIV medicines, or antiretrovirals (ARVs)

Developing health systems resources

Quality healthcare rests on the strength and capacity of local health systems

Capacity Building

- Training health practitioners and advancing patient education
- Investing in health infrastructure
- Improving supply chain efficiency and integrity

Detection, Prevention and Awareness

- Supporting improvements in detection, prevention and health literacy to build awareness and educate the public on ways to prevent and treat disease.

Investing in our employees and suppliers

- Investing in employees and suppliers through training programs and capacity building, therefore contributing to community development

Case-Study: GSK - Strengthening Healthcare Systems Through Investment in Community Health Workers

Reinvesting 20% of profits generated in the world's Least-Developed Countries into community programs to strengthen healthcare infrastructure

Respecting human rights

A respect for human rights is at the foundation of the industry's activities

**Respecting
Human Rights
Norms**

- Supporting principles that have their origin in the UN's "Guiding Principles on Business and Human Rights," the Universal Declaration on Human Rights, and the Declaration of Helsinki

**Non-
discrimination**

- Respecting global human rights standards
- Supporting access to products within communities, irrespective of differences

Speaker remarks followed by open Q&A



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