

Good Pharmaceutical Trading Practice Guideline (GTP)

Joint Industry Understanding – 25th June 2014

The Industry supports and aligns with the current DUNas effort to promote equitable access and the rationale use of safe, effective and affordable medicines of good quality to improve the health outcomes of the people.

With regards to the recent draft on GTP, the following decision was made collectively by PhAMA, MOPI and MAPS in the interest of the industry as a whole.

We are concern in WTO on the trade framework and global rules of trade between nations to flow smoothly. The primary concern is trade competition, trade investment and transparency in government procurement. We are in collective opinion to seek legal advice on GTP in line with WTO trade practice, trade barriers and competition.

We support PSD/MOH effort to curb unethical trade practices within our member companies. Price structure and volume base tier bonus are norms of the business practice. We oppose to any price control mechanism or bonus structure as this mechanism will prevent free market movements in a developing country such as Malaysia.

We are collectively against the following practices:-

- Unreasonable bonus scheme;
- Any inducement for purchase with extra gift and benefits; and
- Trading terms such as additional charges, listing fees and etc.

We are concern on the drafted guidelines components 1, 2, and 3 which draw on the issues related to pricing, bonus and distribution. These are against the free market and WTO trade practices.

As with regards to component 4, 5 and 6 the Industry collectively support these and we have in place our Code of Conduct (members and Industry) to provide as clear as possible guidelines in disseminating accurate, fair and objective information to the medical and allied profession so that rational prescribing decisions can be made. In so doing, members are obliged to adopt the high standard of conduct and professionalism in the marketing of pharmaceutical products including distribution of samples. We have clear measures and process for infringements, complaints and enforcement among members which are stipulated in our Industry code.

We like to thank PSD/MOH for taking the lead in helping guide good practice and with the prevailing spirit of fair market practice applicable to all stakeholders in Malaysia and the range of products transacted.

Mr Yew Wei Tarnng

President

PhAMA

Mr Diong Sing Peng

President

MOPI

En Radzmi Rahmat

President

MAPS