



MEMORANDUM

Most-Favored-Nation Pricing expands to nine additional pharmaceutical companies, including those focused on diabetes treatment – December 19, 2025

Price reductions across Amgen, Bristol Myers Squibb, Boehringer Ingelheim, Genentech, Gilead Sciences, GSK, Merck, Novartis, and Sanofi

The White House [announced](#) today that it has reached new agreements with nine pharmaceutical companies to reduce drug prices in the US to align with those in other countries, under the Most-Favored-Nation (MFN) pricing policy. Price reductions apply to treatments for chronic diseases, including T2D, across nine companies: Amgen, Bristol Myers Squibb, Boehringer Ingelheim, Genentech, Gilead Sciences, GSK, Merck, Novartis, and Sanofi.

With these additions, the government has now reached deals with 14 of the 17 companies that have been offered a price negotiation. Previous agreements were reached with AstraZeneca, EMD Serono, Lilly, Novo Nordisk, and Pfizer. The three companies that have yet to announce an agreement with the MFN pricing include AbbVie, Johnson & Johnson, and Regeneron.

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Price reductions on numerous treatments for T2D and other indications

As part of the MFN pricing, patients will have access to several treatments at reduced prices through TrumpRx. As a reminder, [TrumpRx](#) is a federal initiative designed to directly connect patients with critical treatments at a low cost. The TrumpRx website launched earlier this fall and is expected to be fully operational in January 2026.

Select examples from the new nine agreements from today that apply to companies and products we closely follow include:

- **Amgen** will reduce the price of Repatha (evolocumab) from \$573 to \$239 (-58%);
- **Boehringer Ingelheim** will reduce the price of Jentadueto (linagliptin/metformin) from \$525 to \$55 (-90%);
- **Merck** will reduce the price of its diabetes medication, Januvia (sitagliptin) from \$330 to \$100 (-70%); and
- **Sanofi** will list its insulin products at \$35 per month's supply.

Other updates to the MFN pricing include:

- **Bristol Myers Squibb** will reduce the price of its HIV medication, Reyataz, \$1,449 to \$217 (-85%);
- **Genentech** will reduce the price of its flu medication, Xofluza, from \$168 to \$50 (-70%);
- **Gilead Sciences** will reduce the price of its Hepatitis C medication, Epclusa, from \$24,920 to \$2,425 (-90%);
- **GSK** will reduce the prices of its inhaler portfolio, including Advair Diskus 500/50, which will be reduced from \$265 to \$89 (-66%);
- **Novartis** will reduce the price of its Multiple Sclerosis medication, Mayzent, from \$9,987 to \$1,137 (-89%); and
- **Sanofi** will reduce the price of its prescription blood thinner, Plavix, from \$756 to \$16 (-98%).

Most-Favored National Pricing includes a reduction in GLP-1 RA pricing

Just [last month](#), the White House announced an expansion of the MFN pricing to offer GLP-1 RAs at significant discounts compared to current list prices. Medicare will have a direct deal with Novo Nordisk and Lilly to access treatments like Mounjaro (tirzepatide for T2D), Ozempic (semaglutide for T2D), Wegovy (semaglutide for obesity), and Zepbound (tirzepatide for obesity) for \$245/month. Additionally, Medicare beneficiaries will pay a co-pay of \$50/month. State Medicaid programs will also have access to these treatments at the same prices. These pricing changes are expected to take effect by mid-2026 for Medicare and on a state-by-state basis for Medicaid.

Close Concerns' Questions

1. How will the official launch of TrumpRx affect sales and uptake for diabetes treatment?
2. What might influence the decision of the other three companies to participate in the MFN pricing?
3. For companies participating in the MFN pricing agreement, will price reductions extend to other treatments in their portfolio? What are the inclusion criteria?

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