

United States Senate

WASHINGTON, DC 20510

November 18, 2025

David A. Ricks
Chief Executive Officer
Eli Lilly and Company
Indianapolis, IN

Dear Mr. Ricks,

I write to request clarity regarding Eli Lilly's recently announced agreement with the Trump Administration concerning anti-obesity medications (AOMs), direct to consumer pricing through the TrumpRx platform, and the implementation of Most Favored Nation (MFN) pricing for Medicaid. To date, the public has been provided with only sparse details, despite the significance of this arrangement for millions of patients. While I support the expansion of coverage for AOMs, it raises concern that few details about this deal have been made public, and that in return for this arrangement, Eli Lilly will receive a three-year exemption from Section 232 tariffs.

The Trump Administration has framed these agreements as offering new affordability and coverage for Zepbound, Mounjaro, and future GLP-1 oral medicines. Yet based on publicly available information, substantial questions remain—particularly given that Medicare drug price negotiations for GLP-1 medications were already underway under the Inflation Reduction Act. It is also unclear how this deal interacts with existing federal law, and the TrumpRx platform's requirement that patients forgo insurance coverage and pay out-of-pocket. As currently described, TrumpRx would require patients to bypass their insurance and pay cash for medications — often at high out-of-pocket costs. Given that many insured patients already have lower copays or coinsurance than the proposed TrumpRx discounts, it is unclear how this platform would provide meaningful relief. In fact, it may increase costs for patients.

Given the importance of this issue to patients, I request you provide specific answers to the following questions:

1. Which comparator countries and pricing benchmarks will be used to determine Medicaid MFN prices for Eli Lilly products? Will Eli Lilly commit to publicly disclosing how final MFN prices are calculated, including how discounts, rebates, and confidential pricing agreements factor into the formula?
2. How frequently will MFN comparator pricing be updated? Will changes be made automatically as international pricing data changes?
3. What is the full scope of Eli Lilly medications subject to MFN pricing in Medicaid?

4. Will Eli Lilly commit to not shifting costs to other markets? Do you commit to not recoup any revenue reductions by raising prices in private insurance markets, employee sponsored plans, or Medicare?
5. Are there plans for Eli Lilly to expand MFN or TrumpRx-style pricing to the commercial market?
6. Medicare Part D is currently statutorily prohibited from covering of weight loss drugs for obesity. How will this arrangement change Medicare coverage for AOMs, including which individuals are newly eligible for coverage?
7. The Trump Administration claims a \$245 price point for AOMs in Medicare and Medicaid.¹ How was this price determined, and what agreements were made with respect to Zepbound pricing for these programs?
8. According to the White House, the price of Zepbound will average \$346 monthly when purchased through *TrumpRx*, including a \$299 introductory month, followed by higher dose-based prices.¹ Will Eli Lilly publicly disclose the full dose-by-dose pricing schedule for all Zepbound and Mounjaro strengths available on *TrumpRx*? What assurances can Eli Lilly provide that patients will not face steep price escalations as they titrate to clinically effective maintenance doses?

Given the significant implications for patients, I urge you to disclose all relevant information regarding the commitments under this arrangement. Thank you for your attention to this important matter. I look forward to your response.

Sincerely,

A handwritten signature in black ink, reading "Ruben Gallego". The signature is fluid and cursive, with the first name "Ruben" and last name "Gallego" clearly distinguishable.

Ruben Gallego
United States Senator

¹ <https://www.whitehouse.gov/fact-sheets/2025/11/fact-sheet-president-donald-j-trump-announces-major-developments-in-bringing-most-favored-nation-pricing-to-american-patients/>