

United States Senate
WASHINGTON, DC 20510

November 18, 2025

Mike Doustdar
Chief Executive Officer
Novo Nordisk A/S
Bagsværd, Denmark

Dear Mr. Doustdar,

I write to request clarity regarding Novo Nordisk'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 limited details, despite the significance of this arrangement for millions of patients. While I support the expansion of coverage for AOMs, it is concerning that so little information has been released, and that in return for this arrangement Novo Nordisk will receive a three-year exemption from Section 232 tariffs.

The Trump Administration has presented these agreements as offering new affordability and coverage for Wegovy, Ozempic, 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 how patients will be impacted by the *TrumpRx* platform's requirement that they 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 many patients.

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

1. Which comparator countries and pricing benchmarks will be used to determine Medicaid MFN prices for Novo Nordisk products? Will Novo Nordisk 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 Novo Nordisk medications subject to MFN pricing in Medicaid?

4. Will Novo Nordisk commit to not shifting costs to other markets? Will you commit to not recoup any revenue reductions by raising prices in private insurance markets, employer-sponsored plans, or Medicare?
5. Are there plans for Novo Nordisk to expand MFN or TrumpRx-style pricing to the commercial market?
6. Medicare Part D is currently statutorily prohibited from covering weight-loss drugs for obesity. How will this arrangement change Medicare coverage for AOMs, including which individuals will become 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 Wegovy pricing for these programs?
8. According to the White House, the monthly price of Wegovy purchased through *TrumpRx* will average \$350 a month, followed by higher dose-based prices.¹ Will Novo Nordisk publicly disclose the full dose-by-dose pricing schedule for all strengths of Wegovy and Ozempic available on *TrumpRx*? What assurances can Novo Nordisk 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/>