

United States Senate

WASHINGTON, DC 20510

August 31, 2023

Mr. Lars Fruergaard Jørgensen
President and Chief Executive Officer
Novo Nordisk A/S
Novo Alle 1
Bagsværd, Denmark 2880

Mr. David Ricks
Chair and Chief Executive Officer
Eli Lilly and Company
Lilly Corporate Center
893 S. Delaware St
Indianapolis, IN 46285

Mr. Paul Hudson
Chief Executive Officer
Sanofi
46 Avenue de la Grande Armée
Paris, France 75017

Mr. Ricks, Mr. Jørgensen, and Mr. Hudson:

We write to seek your commitment that all patients will have full access to your companies' insulin without paying more than \$35 a month out-of-pocket. Although Sanofi, Novo Nordisk, and Eli Lilly have lowered the cost of some insulin products for patients, these price reductions did not include newer insulins, and list prices remain high for many of your products. While you have stated that patients can participate in your Patient Assistance Programs to get insulin at or below \$35 per month, you have a responsibility to ensure that patients can actually enroll in these programs. The 37 million Americans with diabetes – including the 7 million for whom insulin is a critical and life-sustaining drug – must not be blocked from accessing affordable insulin by Patient Assistance Programs that are replete with obstacles for patients.¹

Specifically, we are concerned that the Patient Assistance Programs used by your companies involve lengthy and technical application processes that significantly limit patient access to affordable insulin. For example, patients who seek to get \$35 per month insulin may have to complete five to ten pages of documentation, in addition to a waiting period for approval or denial. We urge you to make specific commitments to streamline Patient Assistance Programs in order to maximize patient access to affordable insulin.

Your testimonies before the Senate Health, Education, Labor and Pensions Committee on May 10, 2023 suggested that your companies do not have concrete plans to ensure that, through your Patient Assistance Programs, a \$35 price is available for all patients needing insulin and for all insulin products. To help us understand your companies' plans for ensuring full access to affordable insulin, please provide the following information by no later than September 15, 2023:

¹ <https://diabetesjournals.org/care/article/41/6/1299/36487/Insulin-Access-and-Affordability-Working-Group>

1. Provide a full copy of your Patient Assistance Program application, along with an enumeration of any steps that patients must take beyond completing and submitting the application to receive insulin that is \$35 or less per month.
2. Can any patient enroll in your Patient Assistance Program in order to access \$35 per month insulin at the pharmacy counter, regardless of their insurance status or income?
3. What personal information and documentation is required from patients before they can access \$35 per month insulin?
4. Are patients required to provide new documentation from a medical provider before they can access discounted insulin?
5. Are internet access or computer literacy necessary for a patient to apply to your Patient Assistance Program?
6. On average, after an individual has applied for your Patient Assistance Program, how long does it take for his or her application to be approved?

Thank you for your attention to this important matter.

Sincerely,



Margaret Wood Hassan
United States Senator



Tina Smith
United States Senator