

Medicare Negotiations for Lower Drug Prices Explained: *Jardiance*

Thanks to President Biden and Democrats in Congress, Medicare is currently negotiating lower prices for the first 10 drugs selected for the Negotiation Program, and will negotiate lower prices for more drugs each year. By 2030, up to 80 drugs will have lower negotiated prices. One of the first ten drugs [selected for negotiation](#) is Jardiance, a drug used to treat type 2 diabetes, manufactured by Boehringer Ingelheim and Eli Lilly. Jardiance has made billions of dollars in revenue, and big drug companies like Boehringer Ingelheim and Eli Lilly are eager to protect their sky-high profits by blocking the Medicare Negotiation so they can continue to charge patients unaffordable prices.

Over One Million of Medicare Beneficiaries Rely on Jardiance.

- [More than 1.3 million](#) Medicare Part D beneficiaries rely on Jardiance as of 2022 – [around 2.5 percent of Medicare Part D enrollees](#).
- Beneficiaries who are not enrolled in the Extra Help program pay an average of [\\$290](#) annually for Jardiance.

Jardiance Costs Taxpayers Billions.

- Jardiance has cost Medicare [over \\$14.5 billion](#) as of 2022 – an average of \$4,430 per beneficiary taking Jardiance.

Boehringer Ingelheim and Eli Lilly Price Gouge Americans for Jardiance.

- Jardiance costs significantly more in the U.S. than in other high-income countries. For example, Boehringer Ingelheim and Eli Lilly charge U.S. customers [more than 6x](#) more than customers in Switzerland, and 14x more to U.S. customers than to customers in France.
- Jardiance has increased in price by [97 percent](#) since its launch in [2014](#).



Boehringer Ingelheim and Eli Lilly Rake In Profits While Rewarding Shareholders and Lobbying.

- Jardiance has generated [a combined \\$27 billion](#) in global revenue since its launch.
- Boehringer Ingelheim and Eli Lilly have spent [a combined \\$12.6 billion \(Boehringer Ingelheim is a private company\)](#) on stock buybacks for their investors since launching Jardiance.
- Boehringer Ingelheim and Eli Lilly have spent [a combined \\$102.1 million](#) on lobbying since launching Jardiance.

Table 1: Jardiance By The Numbers.

Jardiance Quick Facts	
Years on U.S. Market Since Approval	10
Jardiance List Price Increase Since Launch	97 percent
Global Revenue Since Jardiance's Launch	\$27 billion
Lobbying Since Jardiance's Launch	\$102.1 million
Stock Buybacks Since Jardiance's Launch	\$12.6 billion

Jardiance Is Disproportionately Taken by Medicare Enrollees of Color. Relative to their proportion in the population enrolled in Medicare Part D:

- **The [proportion](#) of American Indian and Alaska Native enrollees taking Jardiance is 3.33 times higher.** American Indian and Alaska Native adults are [almost three times more likely](#) to be diagnosed with diabetes and [2.3 times more likely](#) to die from diabetes. American Indian and Alaska Native Medicare beneficiaries diagnosed with diabetes seek Emergency care [more than twice as often](#) as White beneficiaries.
- **The [proportion](#) of Asian American, Native Hawaiian, and Pacific Islander beneficiaries taking Jardiance is 1.62 times higher.** Asian Americans are [40 percent](#) more likely to be diagnosed with diabetes. Native Hawaiians/Pacific Islanders are [2.5 times](#) more likely to be diagnosed with diabetes and [2.5 times](#) more likely to die from diabetes.
- **The [proportion](#) of Black enrollees taking Jardiance is 1.3 times higher.** Black Americans are [60 percent more likely](#) to be diagnosed with diabetes and [twice as likely](#) to die from the disease when compared to their White counterparts. Black Americans are [2.5 times as likely](#) to be hospitalized for complications of diabetes and have [nearly three times](#) higher rates of emergency department visits for the disease than their White counterparts.
- **The [proportion](#) of Latino enrollees taking Jardiance is 1.29 times higher.** Latinos are [70 percent](#) more likely to be diagnosed with diabetes and [1.3 times](#) more likely to die from diabetes when compared to their non-Hispanic White counterparts. Latinos are more likely to have [higher levels](#) of disability-related diabetes compared to their non-Hispanic White counterparts.

Table 2: Jardiance Is Disproportionately Taken by Medicare Enrollees of Color

Race/Ethnicity	Medicare Part D Pop.	Jardiance Population	Difference
Black	11 percent	14 percent	1.3 times higher
Latino	10 percent	13 percent	1.29 times higher
Asian American, Native Hawaiian, and Pacific Islander	4 percent	6 percent	1.62 times higher
American Indian and Alaska Native	0.3 percent	1 percent	3.33 times higher

Jardiance Is Most Expensive In Rural States Like South Dakota. The ten drugs selected for price negotiation by Medicare, with few exceptions, are most expensive in heavily rural states. Jardiance costs Medicare Part D beneficiaries residing in South Dakota, Nebraska, and Wyoming the most out-of-pocket.

Table 3: States with the Highest Out-of-Pocket Costs for Medicare Part D Enrollees Taking Jardiance

State	Average Out-of-Pocket Costs for Jardiance By State	Difference From National Average*	Rurality
South Dakota	\$544	1.88 times higher	42.8 percent of residents live in rural areas
Nebraska	\$503	1.73 times higher	27 percent of residents live in rural areas
Wyoming	\$503	1.73 times higher	38 percent of residents live in rural areas

*Medicare Part D beneficiaries not in the Extra Help program pay an average of [\\$290](#) annually for Jardiance

Boehringer Ingelheim and Eli Lilly Have A Long History of Jacking Up Prices and Exploiting Patents for Jardiance:

- **[Law Street Media](#): Generic Jardiance Draws Patent Lawsuit.** “Boehringer Ingelheim Pharmaceuticals Inc., and related entities filed a complaint against Dr. Reddy’s Laboratories Ltd. accusing the defendants of patent infringement [...] The complaint claims that the plaintiffs will be financially harmed, substantially and irreparably, if the defendants aren’t enjoined from infringing upon their patent.” [Law Street Media, [8/24/22](#)]
- **[Fierce Pharma](#): Novartis, Merck And Allergan Join Big Pharma’s 2020 Price-Hike Parade.** “The first two days of the New Year ushered in hundreds of price hikes across the drug

industry, and the tally has just kept growing. [...] The most commonly prescribed drugs carrying higher prices include Pfizer and Bristol-Myers Squibb's Eliquis, Eli Lilly and Boehringer Ingelheim's Jardiance, BI's Tradjenta, Gilead's Truvada and Pfizer's Chantix, according to GoodRx. All but a few of the price hikes are under 10%, a level famously set years back by Allergan CEO Brent Saunders in his pledge about pharma's "social contract." Some of them pushed right up to that threshold, though, with increases of 9.9%." [Fierce Pharma, [1/6/20](#)]

- **Fierce Pharma: Eli Lilly, Boehringer Shake Up Diabetes Deal To Focus On Hot Property Jardiance.** "Eli Lilly and Boehringer Ingelheim have stormed to a market-leading position with their SGLT-2 diabetes drug Jardiance, and they're pushing that med to the forefront of their longstanding diabetes partnership. The two will no longer share Trajenta, a DPP-4 diabetes treatment whose key patent is set to expire in 2023, and its sister combination meds. [...] Instead, the partners tweaked their 2011 alliance deal to continue cooperating on Jardiance, which grew a whopping 47% last year to more than \$2 billion worldwide, but send Trajenta to Boehringer's stable and Basaglar to Lilly's. Not only is Jardiance the top SGLT-2 drug by market share in the U.S. and 'many markets worldwide,' as the partners said Monday. It also has many years of patent life left to go. Trajenta, on the other hand, could see generic copycats in 2023 if not sooner, and is likely to go up against generic versions of its top in-class competitor, Merck & Co.'s Januvia, in 2022." [Fierce Pharma, [11/4/19](#)]

Additional Resources

- [Protect Our Care](#): Big Drug Companies Continue To Bring In Hundreds of Billions While Americans Struggle To Afford Skyrocketing Prices
- [Protect Our Care](#): Fact Sheet: American Seniors Will Save As Medicare Negotiates Lower Drug Costs
- [Protect Our Care](#): Big Drug Companies Are in Court to Stop Medicare Negotiation and Protect Their Sky-High Profits
- [Protect Our Care](#): FACT SHEET: How Medicare's New Drug Price Negotiation Power Will Advance Health Equity
- [Protect Our Care](#): By the Numbers: The Ten Costly Drugs That Are Now Eligible to Have Lower Prices Negotiated by Medicare