

# CAPITOL STREET

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December 19, 2025

## MFN Agreements Lift Pharma Overhang As CMMI Models Are Released

GILD's Biktarvy Not Impacted & Merck Receives 2 CNPVs

Relevant Companies



### »» Our Take & Next Up

Today, the White House **announced** nine MFN deals (SNY, NVS, Genentech, BI, GILD, BMY, GSK, MRK, AMGN) clearing the overhang on selected large companies with limited portfolio impacts. This brings the total number of MFN deals to 14 at this time. What's new in these deals are commitments to donating APIs and drugs to the Strategic Active Pharmaceutical Ingredients Reserve (SAPIR).

The last 3 deals (JNJ, REGN, ABBV) are coming next week or ASAP. The administration has secured their agreements as well. See fact sheet [here](#). The deals are more bespoke, but follow the framework seen in previous agreements with MFN pricing on new launches, MFN in Medicaid, DTC access (TrumpRx), and domestic manufacturing commitments in exchange for 3 years of 232 tariff exemption.

The next target for the Trump administration is insurers/PBMs, and we think legislation is also likely in '26. President Trump stated that he plans to convene a meeting with the big PBMs (CVS, UNH, CI) this week in FL or the 1st week of 2026 in DC. Trump continues to highlight the profitability of PBMs and major insurers and stated that prices can come down lower if PBMs agree to lower prices. Previously, plans committed to voluntary MFN pricing in the MFN announcement on fertility drugs [here](#). The administration will likely seek similar voluntary discounts for a broader range of drug products in their meeting with plans.

Two CMMI models (GUARD, GLOBE) - that may be more punishing than first glance – were released after the close ([here](#) and [here](#)). GLOBE and GUARD analyses are forthcoming.

### »» Key Points

Nine (9) MFN agreements (SNY, NVS, Genentech, BI, GILD, BMY, GSK, MRK, AMGN) were announced this afternoon with CEOs at the White House. Agreements remain confidential but companies highlighted different products that will be a key piece of their MFN pricing, access at TrumpRx. The last three (JNJ, REGN, ABBV) deals have been finalized and are expected to be announced after Christmas.

**Some highlights are below with – new – companies donating to the strategic national stockpile (SNS) and “free” Eliquis in the Medicaid channel.**

- **MRK’s deal centers on diabetes products and includes 2 CNPV awards.** JANUVIA, JANUMET and JANUMET XR will be available at ~70% off of the current list via a direct-to-patient program (DTP) and TrumpRx. Enlicitide (PCSK9 to lower LDL cholesterol) will be included in the agreement after FDA approval [here](#). Enlicitide and Sacituzumab Tirumotecan (oncology drug) also [received](#) CNPV awards today.
- **GILD’s deal excludes Biktarvy – a win for them - but focuses on their hepatitis and HIV products.** The company will provide MFN pricing on HIV, Hepatitis C, Hepatitis B and COVID-19 products, and create DTP access for Epclusa (Hep C cure) [here](#).
- **BMY will provide Eliquis to Medicaid for free** and provide ~80% discounted DTP pricing for Sotyktu (psoriasis), Zeposia (MS), Reyataz (HIV), Baraclude (HBV), and Orencia (autoimmune diseases). [Here](#).
- **AMGN highlighted their direct to patient program (AmgenNow) that will be expanded.** Repatha (cholesterol) will be available at \$239 through TrumpRx. [here](#).

**Other announcements include the following.**

- **GSK committed to lowering Medicaid and DTP prices for its inhaler portfolio.** Inhaler products will also be available via TrumpRx [here](#).
- **Genentech will expand access to and lower their pricing for its DTP program for flu medicines to TrumpRx.** They highlighted their \$50 B US manufacturing investments [here](#).
- **NVS will build a new DTP platform for Mayzent (MS), Rydapt (AML) and Tabrecta (NSCLC).** The co noted their \$23 B planned manufacturing investments [here](#).
- **SNY will reduce Medicaid prices by an average of 61% for certain medicines that treat diabetes, cardiovascular and neurological conditions and cancer.** Co. will also offer Plavix (anticoagulant), at \$16 (down from \$756) through TrumpRx and make insulin products available at TrumpRx at \$35 per month. SNY press release [here](#).
- **BI will price Jentadeuto (type 2 diabetes) at \$55 (down from \$525) also available via TrumpRx.** BI highlighted their domestic manufacturing investments.

**NEW to this deal is the focus on national security via the federal strategic stockpile.** As a part of MFN agreements, several companies have agreed to donate APIs for key chronic and antibacterial products.

- GSK will contribute 98.8 kg of albuterol (for rescue inhalers).
- BMY will contribute tablets representing 6.5 tons of apixaban, the active ingredient in Eliquis.
- MRK will contribute 3.5 tons of ertapenem, an antibacterial.

**Overall, key principles of the MFN negotiation deals remain consistent and should alleviate concern over future voluntary agreements.** Deals include (1) direct access at TrumpRx (cutting out PBMs) in the self-pay market, (2) MFN prices for Medicaid, (3) pricing parity internationally for all newly launched drugs, (4) trade involvement to get other countries to pay more, and (5) commitments for domestic manufacturing. As a tradeoff, manufacturers will be protected for three years from 232 tariffs. See our recap of past MFN deals below.

- On Sept. 30, Trump announced the first MFN agreement with Pfizer. See our analysis [here](#). PFE’s agreement included a 3 year grace period from 232 tariffs and a commitment from the company that they

will invest \$70 B in US manufacturing and research over the next few years.

- On Oct. 10, Trump announced the second MFN agreement with AstraZeneca. The AZN deal is structured in the same format as the PFE deal, including MFN for Medicaid, international pricing parity for new launches, a 3 year grace period, and a commitment by AZN to invest \$50B in US manufacturing and R&D. See press release [here](#).
- On Oct 16, the third MFN agreement with EMD Serono was announced. See our analysis [here](#). The agreement for EMD Serono was limited largely to their fertility products and includes voluntary commitments from PBMs (CVS, CI) to MFN pricing.
- On Nov. 6, Trump announced the MFN agreement focused on GLP-1s with NVO & LLY. See our analysis [here](#). The agreement set Medicare and Medicaid prices to \$245, Medicare co-pay to be \$50, and included coverage for Wegovy and Zepbound for obesity and related comorbidities. GLP-1 drugs (Ozempic and Wegovy, Zepbound and Orforglipron) will be available through TrumpRx at roughly \$350.

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