
ELI LILLY #INSULIN4ALL DEMONSTRATION: OUR ASKS

We are asking Eli Lilly to be transparent about the costs of manufacturing insulin, how it spends and earns money on insulin, and to commit to stopping the immoral act of price gouging people who depend on this medicine for survival.

Our asks to Eli Lilly are as follows:

- Be transparent about how much it costs to make one vial of Humalog insulin
- Be transparent about your profits from each vial
- Lower the price of insulin

TALKING POINTS

Without insulin, a person with type 1 diabetes will die within days or hours. A person with type 2 diabetes can also be in danger without insulin injections, and can suffer excruciating complications.

1. **Six million** Americans are insulin dependent.

Source: <https://www.washingtonpost.com/news/wonk/wp/2016/10/31/why-insulin-prices-have-kept-rising-for-95-years/>

2. List prices of insulin have been rising at the **same rate simultaneously** for the past **10 years**.

Source: <http://uk.businessinsider.com/rising-insulin-prices-track-competitors-closely-2016-9?r=US&IR=T>

3. Approximately **57% of people** using insulin are exposed to the list price at some point.

Source: <http://ndvlc.org/topics/access-to-insulin/>

4. The list price of Humalog is **\$274.70** per a vial (as of May 2017). This is a price increase of **1123%** since June 1996. Inflation in the U.S. was 56% during the same period.

Source: <http://www.nbcnews.com/business/consumer/desperate-families-driven-black-market-insulin-n730026>

5. In May 2017, Lilly raised prices on **9 drugs**, including Humalog by an increase of **7.8%**, part of pattern of multiple increases per year.

Source: <http://www.msn.com/en-us/money/companies/eli-lilly-raised-prices-on-9-drugs-last-week/ar-BBAZmfb?ocid=se>

6. Humalog cost the government **\$100 million** more in 2016 than 2015, despite the insulin being over 20 years old. Your tax dollars are paying for price-gouging.

Source: <http://khn.org/news/climbing-cost-of-decades-old-drugs-threatens-to-break-medicaid-bank/>

7. In July 2017 it was reported that Lilly had a **35% increase** in quarterly profits: \$1+ billion, on \$5.82 billion revenue.

Source: <http://www.foxbusiness.com/markets/2017/07/25/eli-lillys-profit-jumps-35.html>

8. People are dying from diabetic ketoacidosis because they cannot afford their insulin.

Source: <http://www.kaaltv.com/news/mother-says-she-lost-her-son-because-he-couldnt-afford-insulin-/4573098/>

Source: https://tonic.vice.com/en_us/article/ezwwze/the-high-price-of-insulin-is-literally-killing-people

9. “We spend more money on diabetes than on our house payments,” Indiana resident Erin Roberts said.

Source: <http://www.wthr.com/article/rising-insulin-prices-forcing-hoosiers-with-diabetes-to-make-tough-choices>

Eli Lilly often points to their patient assistance program when criticized for the cost of insulin. While these programs do help a small portion of people, they are not enough. Here are a few responses to the patient assistance programs argument:

At most only **10% of people** in need will actually benefit from Lilly’s newest patient assistance program. That estimate is coming from the company itself.

Source: <https://www.bloomberg.com/gadfly/articles/2016-12-13/eli-lilly-insulin-discount-offer-fills-a-gap-in-pricing-defense>

Jordyn Wells from Eli Lilly and Company told Diabetes Mine that most of what Lilly has introduced into the marketplace are basically "band-aids" that are “not ideal,” but are short-term solutions.

Source: www.healthline.com/diabetesmine/lilly-diabetes-insulin-access-workshop-2017

Article: Drug companies are growing less generous in helping patients pay for meds

<http://www.latimes.com/business/lazarus/la-fi-lazarus-prescription-drug-assistance-20170815-story.html>

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