Margaux Hall

Partner

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T: +1 202.887.3605
Washington, D.C.



Margaux Hall is a partner in the Washington, D.C. office of Gibson Dunn and a member of the firm's FDA and Health Care practice.

Margaux is a leading lawyer in drug pricing, coverage, reimbursement, market access, and value-based arrangements. She brings to clients a keen understanding of the transformative legal, policy, and changes affecting pricing and access to drugs, vaccines and devices, including in government enforcement and litigation matters.

Chambers and Partners has reported that Margaux's clients regard her as "very intelligent and knowledgeable about law, industry and government enforcement. She is thoughtful about business risks and she is innovative in providing workable risk-based solutions." One client noted, "Margaux is one of the best I've worked with. She is very knowledgeable and provides practical and innovative advice."

Margaux provides sophisticated legal and strategic business counsel to pharmaceutical manufacturers, investors, and others in the healthcare and life sciences sector on regulatory, transactional, and government enforcement matters. Her expertise spans topics of pricing, coverage, and reimbursement under Medicare Advantage-Part D, Medicaid, the Federal Supply Schedule, and commercial insurance, and government price reporting laws. Margaux advises on the evolving landscape for drug development and commercialization in connection with the Inflation Reduction Act, Most Favored Nation reforms and direct-to-patient commercialization channels.

Margaux's deep knowledge of the pharmaceutical supply chain is invaluable in major life sciences transactional and litigation matters that relate to pharmaceutical products, specialty pharmacies, patient support vendors, and other companies providing services to entities in the supply chain.

Margaux has dedicated her career to understanding and promoting access to health care in the United States and worldwide. After graduating from Harvard Law School, she pursued a Fulbright Fellowship to research health care law and health system reform in South Africa and then later led similar research programs at the World Bank. She also completed a post-graduate fellowship in health law at Columbia Law School.

Credentials

Education

- JD, *cum laude*, Harvard Law School; Managing Editor of the *Harvard Journal of Law & Technology*
- BS (Management Science & Engineering, and honors in Civil Engineering), with distinction, Stanford University; Phi Beta Kappa

Capabilities

FDA and Health Care
Administrative Law and Regulatory Practice
Congressional Investigations
Life Sciences
White Collar Defense and Investigations

Credentials

Education

Harvard University - 2008 J.D., cum laude
Stanford University - 2003 Bachelor of Science

Admissions

New York Bar
District of Columbia Bar

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Admissions

- District of Columbia, 2016
- New York, 2009
- U.S. District Court for the District of Columbia

Publications

- Co-author, “Finalized Changes to Medicare Payment Rules: Key Takeaways for Life Science Companies,” *Westlaw Today* (December 4, 2025)
- Co-author, **“**Increasingly global approaches to pharmaceutical pricing and healthcare cost containment,” *Global Legal Insights* (GLI) – Pricing and Reimbursement 2025, Eighth Edition (September 2025)
- Co-author, “Executive Order Calls for Most-Favored-Nation Pharmaceutical Pricing for American Patients,” *Westlaw Today* (May 23, 2025)
- Co-author, “A Look at Drug Price Negotiation Program’s Ongoing Impact,” *Law360* (February 10, 2025)
- Quoted, “States Eye Canadian Drug Imports Despite Delays, Tariffs,” *Bloomberg Law* (February 5, 2025)
- Co-author, “Drug Pricing Policy Trends to Expect in 2025 and Beyond,” *Law360* (February 4, 2025)
- Quoted, “What To Know About Trump's Medicare Drug Price Order,” *Law360* (January 21, 2025)
- Quoted, “Legal Challenge to Medicaid Drug Rebates Rule Seen as Likely,” *Bloomberg Law* (September 26, 2024)
- Co-author, “CMS Finalizes New Transitional Coverage for Emerging Technologies (TCET) Pathway to Expedite Medicare Coverage of FDA Breakthrough Devices,” *Westlaw Today* (September 17, 2024)
- Co-author, “Pricing & Reimbursement 2024” *Global Legal Insights* chapter (September 2024)
- Quoted, "Did Biden Admin 'Play Nice' In Medicare Drug Price Talks?" *Law360* (August 20, 2024)
- Quoted, “Medicare Drug Price Cuts Add Fuel to Legal Fight Over Program,” *Bloomberg Law* (August 16, 2024)
- Co-author, “The Road Ahead for Florida’s Drug Importation Program,” *Law360* (March 6, 2024)
- Quoted, “Biden’s Action on Drug Pricing Set for Legal Battles in 2024,” *Bloomberg Law* (January 8, 2024)
- Quoted, “2024 Outlook: Drug Price Negotiation; Top Cases to Watch,” *Fierce Healthcare* (December 27, 2023)
- Quoted, “CMS Issues Guidance For Medicare Drug Inflation Rebates,” *Law360* (December 14, 2023)
- Quoted, “New Anti-IRA Lawsuits Could Give Rise to Stronger Claims Against CMS,” *Inside Health Policy* (October 26, 2023)
- Quoted, “Mapping Big Pharma’s Blitz on Medicare Drug Price Talks,” *Law360* (October 6, 2023)
- Quoted, “Pharma’s Procedural Attack Opens New Front in Drug Price War,” *Bloomberg Law* (September 13, 2023)
- Quoted, “HHS Fans Legal Flames with Medicare Drug Negotiation Picks,” *Law360* (August 29, 2023)

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- Quoted, “CMS Releases List of Drugs for Medicare Price Negotiation,” *Managed Healthcare Executive* (August 29, 2023)
- Co-author, “Pricing and Reimbursement 2023,” *Global Legal Insights* (August 28, 2023)
- Quoted, “Pharma Companies Unappeased by Medicare Price Negotiation Revamp,” *Bloomberg Law* (July 7, 2023)
- Interview, “Votes & Verdicts Podcast,” *Bloomberg* (May 24, 2023)
- Profiled, “Law360’s 2023 Health Care Editorial Advisory Board,” *Law360* (May 8, 2023)
- Quoted, “Drugmaker Data, Price Negotiation Timeline Tee Up Fight with HHS,” *Bloomberg Law* (March 20, 2023)
- Co-author, “Health Care Transactions, Professional Perspective – Transactional Implications of Inflation Reduction Act’s Drug Pricing Provisions,” *Bloomberg Law* (March 2023)
- Co-author, “Transactional Implications of Inflation Reduction Act's Drug Pricing Provisions,” *Bloomberg Law* (March 14, 2023)
- Quoted, “Biden’s Medicare Budget Plan Faces GOP, Pharma Pushback,” *Bloomberg Law* (March 7, 2023)
- Quoted, “Drug Price Negotiation Deadlines Expose Medicare to Litigation” *Bloomberg Law* (February 22, 2023)
- Author, “Predictions for the 2023 Drug Pricing Landscape,” *Law360* (January 13, 2023)
- Quoted, “Health & Life Sciences Attorneys Share Policy Predictions For 2023,” *Law360* (January 2, 2023)
- Co-author, “Inflation Reduction Act Paves Way for Drug Pricing Reform,” *Law360* (August 31, 2022)
- Co-author, “Continued global pressure on drug pricing and reimbursement for effective market access: A hard pill to swallow?” *Global Legal Insights - Pricing & Reimbursement 2022*
- Quoted, “What GCs Should Know About the Inflation Reduction Act,” *Law360 Pulse* (August 11, 2022)
- Co-author, “An Uncertain Future for HHS Drug Reimbursement Rates,” *Law360* (July 6, 2022)
- Co-author, “The CMS Changes Coming to Medicare Part D Market,” *Law360* (May 17, 2022)
- Quoted, “Buckle Up: Wild Ride Awaits Health, Life Sci Policy In 2022,” *Law360* (January 3, 2022)
- Co-author, “Market access to medical innovations and relevance of international pricing,” *Global Legal Insights - Pricing & Reimbursement 2021* chapter (July 18, 2021)
- Co-author, “Potential Costs of Reshoring Pharmaceutical Manufacturing,” *Bloomberg Law* (April 7, 2021)
- Co-author, “Federal Gov't Can Learn From State Drug Pricing Efforts,” *Law360* (March 23, 2021)
- Co-author, “Pharma & Med Device Bidding, State-Mandated Disclosures, & Public Records Laws,” *Bloomberg Law* (March 2, 2021)
- Author, “3 Drug Pricing Strategy Considerations Under Biden Admin.,” *Law360* (February 16, 2021)

Presentations

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- Presenter, “External Counsel Fireside Roundtable,” Medicaid Pricing and Contracting USA (May 20, 2026)
- Moderator, “Market Access Risk Areas,” Pharmaceutical Compliance Congress (Apr. 28, 2026)
- Presenter, “Drug Pricing in Canada: Navigating Potential U.S. MFN Implications,” Webinar (February 6, 2026)
- Presenter, “Patient-Oriented Commercial Models: Legal and Market Access Considerations,” 26th Annual Pharmaceutical and Medical Device Ethics and Compliance Congress (October 22, 2025)
- Presenter, “Biopharma & Washington: The Intersection of Drug Development & Policy,” 2025 Leerink Partners Biopharma Summit (September 18, 2025)
- Presenter, “Direct to Consumer Commercialization Models Market Access Considerations,” Medicaid Drug Rebate Program Summit (September 16, 2025)
- Presenter, “Exploring Risks and Enforcement Trends for Buy-and-Bill Drugs,” 25th Annual Pharmaceutical and Medical Device Ethics and Compliance Congress (October 29, 2024)
- Presenter, “Legal, Regulatory and Contractual Issues When Structuring Value-Based Agreements,” Association for Value-Based Cancer Care Summit (October 17, 2024)
- Presenter, “Valuing Innovation: Market Dynamics and the Commercial Viability of Novel Therapeutics,” 2nd Annual Forum on IP, Funding and tech Strategies for Novel Therapeutic Modalities March 21, 2024)
- Presenter, “Alternative Funding Vendors: The Future and Options for Responding to New Challenges to Patient Support Programs,” 24th Annual Pharmaceutical and Medical Device Ethics and Compliance Congress (October 25, 2023)
- Presenter, “Post-Supervalu: The Future of Government Enforcement Around Drug Pricing,” Medicaid Drug Rebate Program Summit in Chicago (September 20, 2023)
- Presenter, “External Counsel Fireside Roundtable,” Medicaid Drug Rebate Program Summit in Chicago (September 20, 2023)
- Presenter, “Viewing the Inflation Reduction Act (IRA) Through a Transactional Lens—The IRA’s Impact on Deal Terms,” Licensing Executive Society, LES Annual Meeting 2023 (October 17, 2023)
- Presenter, “Votes and Verdicts podcast,” Bloomberg Intelligence (May 24, 2023)
- Presenter, “Fireside Chat: External Counsel Roundtable- The Washington Outlook – Where Do We Stand and What is Likely to Happen with Current and Proposed Legislation,” Medicaid & Government Pricing Congress in Washington, D.C. (May 18, 2023)
- Presenter, “Key Enforcement Trends in Drug Pricing,” Medicaid Drug Rebate Program – MDRP 2021 (October 12, 2021)
- Program Chair, “Drug Pricing 2021: An Overview and the Evolving Legal and Policy Landscape,” Practicing Law Institute Webcast (September 20, 2021)

Awards

- Chambers USA: America's Leading Lawyers for Business – Healthcare (2022–2026); Healthcare: Pharmaceutical/Medical Products Regulatory (2025–2026)
- *Best Lawyers in America* (2025)
- *The American Lawyer* “Corporate Practice of the Year – Pharma and Health Care” (2022, 2024)

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- *LMG Life Sciences*: “Life Sciences Star” (2022)
- *LMG Life Sciences* “Leading Life Sciences Lawyer”, "Regulatory Attorney of the Year: Pricing & Reimbursement Shortlist” (2022-2025)
- *Law360* Rising Star (2019)
- Fellow, Columbia Law School, focus on health care law (2012-2014)
- Fulbright Scholar, South Africa (2008-2009)

Professional & Civic Activities

- Editorial Advisory Board Member, *Law360* Healthcare (2023)

Memberships & Affiliations

- American Health Lawyers Association
- American Bar Association

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