



Hogan
Lovells

Introduction to our
space and satellite practice



2,500 lawyers
45+ offices
26 countries

Hogan Lovells overview

Change is happening faster than ever, and to stay ahead, you need to anticipate what's next. Legal challenges come from all directions.

We understand and work together with you to solve the toughest legal issues in major industries and commercial centers around the world. Whether you're expanding into new markets, considering capital from new sources, or dealing with increasingly complex regulation or disputes, we can help.

Whether change brings opportunity, risk, or disruption, be ready by working with Hogan Lovells.

Straight talking. Understanding and solving the problem before it becomes one. Delivering clear and practical advice that gets your job done. Hogan Lovells offers extensive experience and insights gained from working in some of the world's most complex legal environments and markets for corporations, financial institutions, and governments. We help you identify and mitigate risk and make the most of opportunities. Our 2,500 lawyers on six continents provide practical legal solutions wherever your work takes you.

A fast-changing and inter-connected world requires fresh thinking combined with proven experience. That's what we provide. Progress starts with ideas. And while imagination helps at every level, our legal solutions are aligned with your business strategy. Our experience in cross-border and emerging economies gives us the market perspective to be your global partner. We believe that when knowledge travels, opportunities arise.

Our team has a wide range of backgrounds. Diversity of backgrounds and experience delivers a broader perspective. Perspectives which ultimately make for more rounded thinking and better answers for you.

Giving back to communities and society is fundamental to good business. And, it's part of our core. We are advocates of justice, equality, and opportunity. Everyone at Hogan Lovells is asked to volunteer at least 25 hours a year as part of their normal work duties. Around the world, our people are making a difference through pro bono activities, community investment, and social justice.



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Steven Kaufman

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Hogan Lovells has been advising the commercial satellite industry since its inception, representing the first company to launch a competitive satellite in the 1970s.

Global space experience: The Hogan Lovells difference

Hogan Lovells is a cutting-edge, end-to-end strategic legal practice for satellite system operators, investors, manufacturers, or other transaction parties. We work with those involved in “traditional” space, NewSpace, and government procurements, around the world.

With a concentration in Washington, D.C., Silicon Valley, and London we help companies take their satellite systems from drawing board to implementation, and safely navigate the multi-layered risks and issues they will face. We understand the technology, business, and regulatory issues ahead of you, and know the strategies necessary to achieve real world success.

Experience you need

- Full life-cycle representations of satellite programs
- Procurement of end-to-end components of satellite systems
- Software, service, licensing, distribution, operators, and maintenance agreements of all kinds
- International arbitration and litigation of satellite disputes
- Development of state-of-the-art and new satellite system structures
- Hosted payloads and condosats
- Hybrid platforms, including terrestrial and UAS (drone) elements
- Satellite insurance
- Equity and debt financing of satellite operators including representation of companies and private equity and other investors
- Commercial loans, including representation of operators and lenders

- Ex-Im Bank, Coface and other international government financings
- Financing satellite programs, including export credit agencies software, service, licensing, distribution, and maintenance agreements
- Mergers and acquisitions in the satellite space
- Spectrum use agreements
- New media applications and distribution services and content over satellite-based networks
- Regulatory, export and international spectrum coordination
- Satellite and technology joint ventures and strategic alliances

Who we are

Our lawyers have unique space-specific knowledge and experience. They have worked in-house, as General Counsel, and as “outside general counsel” for top-tier commercial, government, and private equity/venture capital clients. We have been pioneers alongside our entrepreneurial clients for their most innovative industry developments.

Space and Satellite co-chairs Steve Kaufman and Randy Segal have a combined 50 years of space-industry experience, “entrusted with major mandates” as “pragmatic” counsel with an “impressive reputation” and a “clear track record handling transactions and financings for an enviable client roster.” *Chambers USA*

What we do

Our team has the depth and breadth of experience to assist space clients on any issue they may face in today’s evolving environment. Acting as an integrated part of your team, we work to understand what you need and the challenges you face to structure the best transaction for you.

How we can help

We successfully navigate the challenges that high-profile and NewSpace industry participants face, wherever they are located. We have a robust inventory of winning resolutions, unparalleled complex deal experience, a cohesive global team approach, and deep industry experience.

Our unique combination of legal, business, and technical experience offers tremendous benefits to our clients. Our lawyers appreciate the business goals, motivations, and strategies of our clients and understand the business and technical requirements for achieving a successful outcome. We are problem solvers and deal closers.

Areas of focus

- Commercial transactions
- Finance
- Joint ventures, M&A, and IPOs
- Communications regulatory, including orbital slots, ITU, and spectrum coordination
- Satellite industry bankruptcies
- Public-private partnerships
- International and government procurements
- Export and international trade
- Spectrum transactions
- Privacy and data protection
- Big Data and analytics
- Arbitration and litigation
- Intellectual property
- Technology ecosystem development

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They are very strong in markets that have complex regulatory challenges and they have a global reach.

Chambers USA, 2016

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End to end experience

Selected corporate and commercial experience

- Advising **Airbus** in connection with the formation of a complex, strategic joint venture with **OneWeb**, a company proposing to launch a first-in-kind constellation of 900 small interlocking satellites to provide global internet service and other satellite projects
- Representation of the **Government of Mexico** in its most significant telecommunications and satellite investment in 20 years, establishing a new state-of-the-art multi-satellite offering for both national security and social infrastructure communications. This representation includes the US\$1.5bn acquisition of a three-satellite system called MEXSAT, an end-to-end satellite program procurement and deployment involving a dozen separate procurements for three satellites, satellite launch vehicles, insurance placement, and remainder of satellite system.
- Representation of **Visiona Tecnologia Espacial S.A.**, a Brazilian satellite joint venture of Telebras and Embraer in development of new Brazilian satellite industry, including strategic joint venture and the first satellite system procurement.
- Representation of the **Ministry of Defense, Government of Indonesia**, to provide satellite system legal, commercial, regulatory, spectrum, orbital slot, coordination, and strategic advice in connection with their end-to-end satellite system acquisitions.
- Representation of **BRI Bank Rakyat Indonesia**, an Indonesian bank, in procurement of a satellite and launch services. This will be the first satellite acquired by a bank, and an important step for Indonesian companies in developing their satellite capabilities.
- Representation of **Columbia Capital** in a broad array of U.S. and global investment activity, including satellite, wireless, and general technology investments, with commercial, corporate, finance, regulatory, spectrum, and end-to-end support as needed, as well as consideration and support of acquisition of assets post-bankruptcy.
- Representation of S-band satellite provider **Omnispace** in its global commercial and strategic agreements, as well as regulatory matters.
- Representation of **Omniearth**, a startup satellite earth observation and data analytics company on its financing, commercial, and strategic activities.
- Representation of **Allied Minds**, in connection with satellite and commercial contracts for **Hawkeye 360** and **BridgeSat**.
- Representation of a **Middle Eastern satellite operator** in acquisition of satellite and launch services.
- Representation of **Telecomvera**, a new satellite system operator, in its establishment of a new space system for Mexico, acquiring services and hardware from Hughes Network Systems for deployment of two systems.
- Advising **Orbital Sciences Corporation** on its US\$5bn merger of equals transaction with **Alliant Techsystems (ATK)**, forming **Orbital ATK**.
- Representation of **Orbital ATK**, and various other satellite industry participants, on a variety of commercial disputes, arbitration and litigation, including new space ventures.
- Representation of **Lockheed Martin's GEOshare**, a new satellite offering for customized payloads, access to orbital slots, delivery in-orbit, and shared architecture.
- Representation of **Gogo** in connection with satellite service agreements involving satellite operators, aircraft manufacturers, and airline operators.
- Representation of **Ursa Space Systems Inc.**, a U.S.-based geospatial services company, in its organization, initial seed funding, and follow-on financings.
- Representing **Orbital Side Kick** in its organization
- Advising **XM Satellite Radio** on more than 15 financings involving in excess of US\$2bn, including a satellite asset-based financing, IPO and equity financings, and private equity financing

- Representing **RASCOM Lender Group** (including the **AfDB**, the **BOAD**, and the **BDEAC**) with respect to the financing of RascomStar-QAF, a pan-African satellite project and telecommunications project involving 45 African states.
- Representation of a **launch services provider** in relation to the launch of a Canadian commercial telecoms satellite.
- Representation of a **launch services provider** in connection with the first flight of a foreign government satellite and drafting contractual documents for use in a subsequent interplanetary mission.
- Representation of a **launch services provider** in connection with drafting and negotiating launch services agreements for the dual launch of defense and commercial satellites.

Selected export control experience

- Representation of a **Middle Eastern satellite operator** in export control and sanctions matters.
- Representation of global satellite operator **SES** for more than 10 years on a full range of export control, economic sanctions and foreign investment (CFIUS) issues, including in connection with SES's acquisitions of **New Skies Satellites**, **O3B Networks**, **RR Media**, and **Protostar**, as well as the divestment of its ownership interests in Satlynx and AsiaSat.
- Representation of leading VSAT manufacturer **Hughes** regarding export control and sanctions matters.
- Representation of underwriter **Canaccord Genuity** in assessing international trade and telecom regulatory issues arising from the initial public offering of ExactEarth, a remote sensing satellite operator and AIS data provider.

- Representation of a **leading social media company** regarding export control compliance and licensing issues associated with its procurement of satellite capacity and ground-based communications equipment.
- Representation of **Orbital** regarding export control issues and required regulatory filings in connection with the merger of Orbital and ATK.
- Representation of a **Chinese-owned start up** regarding its acquisition of satellite-related assets.

Selected communications regulatory experience

- Preparing **Karousel's** recent Ka-band and Ku-band NGSO FSS application in a contested process.
- Representation of **Planet Labs** and **Spire**, two nanosatellite companies, in obtaining FCC satellite licenses in contested application proceedings.
- Global regulatory counsel for **Gogo**, including broad range of required regulatory applications and filings for implementation of satellite-based service offerings.
- Representation of **several smallsat companies** in FCC licensing matters.
- Representation of the **Government of Indonesia** in connection with Region III L-band filings, and general system ITU and regulatory requirements.
- Representation of the **Government of Mexico** in connection with Region II L-band coordination with the UK (Ofcom, Inmarsat), Russia (RSCC), U.S. (Ligado), and Canada (SkyTerra).
- Representation of parties in the filing of applications in the **FCC Ka-band and Ku-band** NGSO satellite processing round.
- Representation of multiple clients in **FCC forward and reverse auctions**.
- Representation of satellite television provider **DISH Network** in various spectrum proceedings.



Key contacts

Randy Segal

Partner, Northern Virginia, Washington D.C., and Silicon Valley

With 18 years of in-house general counsel experience, Randy Segal brings an individual perspective to every matter she handles, both as your outside counsel and as someone who has walked in your shoes. With a focus on satellite, wireless, drone, and technology transactions, Randy provides commercially practical solutions in industries where technological change is ever-present. Randy's practice often involves multi-level chess games, where every move needs to be considered from a multitude of angles to be successful.

As a result, Randy's practice is reflected in three segments. First, as co-leader of the Space and Satellite practice, Randy has handled many types of transactions, from day-to-day matters to the most complex international transactions for industry operators, investors, and technology providers. She has been involved in taking companies public, advising on acquisitions, divestitures, and complex cross-border joint ventures, as well as large satellite system development, deployments and funding.

Second, as advisor to technology investors and their portfolio companies, Randy has advised on transactions focused on big data analytics, IT, wireless systems, spectrum licenses, environmental analytics, wireless proximity analysis, drone technology, terrestrial positioning, and other innovative technologies.

Third, Randy provides "strand of pearls" advice to global clients, working seamlessly with our international offices to develop familiar, comfortable and "right sized" solutions. Randy's extensive cross-border experience has resulted in an extensive tool-kit of resolutions for the most complex of legal regimes. Randy's transactional and advisory experience is both deep and broad, working throughout North and South America, Europe, Asia and the Middle East and on the most complex of international programs and legal issues.

Representative experience

- International satellite procurement and deployment counsel for MEXSAT satellite program.
- Corporate, commercial and satellite counsel for earth observation and data analytics company.
- Private equity investments in wireless, big data analytics, telecommunications infrastructure and satellite companies.
- International procurement counsel for multiple global procurements, including Bank Rakyat Indonesia, Visiona Tecnologia Espacial (Brazil) and a Middle Eastern satellite operator.
- Commercial UAS (drone) counsel in variety of spectrum, technology, and other collaborative initiatives.



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Practices

Business Structures
Commercial
Complex Contracting
Joint Ventures
Mergers and Acquisitions
Private Equity
Unmanned Aircraft Systems (UAS)

Industries

TMT
Aerospace, Defense, and Government Services
Infrastructure and Transportation

Areas of focus

Technology Contracts
Procurement
Cross-border and Multijurisdictional Transactions
Emerging Companies and Venture Capital
Cross-border Mergers and Acquisitions
Carve-outs, Spin-offs, and Split-offs
Joint Ventures and Strategic Alliances

Education

J.D., James Kent Scholar, Harlan Fiske Stone Scholar, Columbia Law School, 1981

M.S., Cornell University, 1978

B.S., Ford Foundation Grant Recipient, Cornell University, 1977

Key Clients

- **Columbia Capital** (and all satellite industry portfolio companies)
- **Allied Minds** (including Hawkeye 360 and BridgeSat)
- **Government of Mexico** (MEXSAT)
- **Government of Indonesia** (SatKomHan)
- **Orbital ATK**
- **Telecomvera** (Mexico)
- **Omniearth** (earth observation; analytics)
- **Visiona** (joint venture of Embraer and Telebras in acquisition of satellite and launch services in Brazil)

Latest Publications

- “Hosted Satellite Payload Procurement: A Brief ‘How-To’ Guide”
Hogan Lovells
- “Satellite Systems Procurement: A Brief “How-To” Guide” *Global Media and Communications Quarterly*
- “Creative teaming arrangements to jump-start early stage companies: How to create a win-win in NewSpace” *Hogan Lovells*

Steven Kaufman

Partner, Washington, D.C.

A corporate partner and satellite practice co-head, Steve Kaufman uses industry knowledge and versatility to negotiate and close many types of deals globally.

For 18 of his 30 years at the firm, Steve served as outside general counsel for satellite clients, leading strategic joint ventures, “bet-the-company” contracts, financings, and M&A.

What Steve does best: understanding complex business issues and translating them into legal documents. If a client can describe something, Steve can draft it. Working from complicated to simple, he has many times reduced a lengthy contract into a few pages of bullet points, showing the client what it needs and how to obtain it. He has even written a business and financing model for parties in the form of an agreement. Many clients comment that the business guidance from Steve is as valuable as the legal advice.

Steve relies on his familiarity with issues common to satellite and communications companies to give him an edge in negotiations. This experience produces extra benefits when Steve deals with specialized satellite contract terms, targeted warranties, creative covenants, use of insurance to close gaps, license and spectrum issues, and even finance and accounting matters. According to Chambers Steve Kaufman is “a real authority and somebody who will always know the answer.”

In advising clients, Steve emphasizes practicality, striving to achieve the client’s business objectives for the transaction, whether economic, risk reduction, regulatory/compliance, or transaction speed. This carries over into deal management as well as negotiations, where he willingly takes the lead. Steve and satellite practice co-head Randy Segal are regulars at the satellite conferences, making connections among clients and even adverse parties. He is listed in *Chambers*, *Super Lawyers*, and *Legal 500*.

Representative experience

- Represented and advised manufacturer/JV partner/investor in many facets of cutting-edge OneWeb satellite program.
- Negotiate satellite contracts for a major manufacturer with its U.S. customers.
- Represented Asian customer in satellite procurement, from RFP through negotiated contract.
- Represented Middle Eastern satellite operator in satellite, launch and ground system procurements.
- Serving as commercial and M&A counsel for national telecom network for railroad industry to implement train safety.
- Served as lead outside counsel for a satellite radio company in 15 equity and debt financings and commercial projects over nine years.
- Satellite and commercial counsel to inflight internet company.



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Practices

Corporate
 Mergers and Acquisitions

Areas of focus

M&A and Joint Ventures
 Private Equity and Venture Capital
 Telecommunications and Wireline
 Cross-border Mergers and Acquisitions
 Carve-outs, Spin-offs, and Split-offs
 Joint Ventures and Strategic Alliances

Education

J.D., *cum laude*, Harvard Law School, 1984
 B.A., *summa cum laude*, Yale University, 1981

- Represented satellite maritime company in several M&A disposition transactions.
- Lease acquisition of capacity for full satellite for African customer.
- Served as merger and acquisitions counsel for two major satellite companies over a 10-year period.
- Lease acquisition of satellite capacity for South American customer.

Latest Publications

- “Hosted Satellite Payload Procurement: A Brief ‘How-To’ Guide”
Hogan Lovells
- “Satellite Systems Procurement: A Brief “How-To” Guide” *Global Media and Communications Quarterly*
- “Creative teaming arrangements to jump-start early stage companies: How to create a win-win in NewSpace” *Hogan Lovells*

Stephen Propst

Partner, Washington, D.C.

Stephen Propst helps clients in navigating complex issues under U.S. export control and economic sanctions regulations. He brings industry sector knowledge and a commitment to practical, business-focused solutions to his client relationships.

Stephen is a recognized thought leader on economic sanctions issues. In 2011, he published a groundbreaking legal analysis regarding the authority of the President to modify the sanctions against Cuba. The paper, which was released at a forum at The Brookings Institution and presented to senior government officials, provides the legal analysis supporting President Obama's historic changes to the U.S. embargo against Cuba announced in December 2014.

Stephen has a wealth of experience advising clients regarding a full range of regulatory issues under the International Traffic in Arms Regulations (ITAR), the Export Administration Regulations (EAR), and the sanctions regulations administered by the Treasury Department's Office of Foreign Assets Control (OFAC). He has developed and implemented trade compliance programs, drafted Technical Assistance Agreements and export license applications, prepared commodity jurisdiction and classification requests, conducted internal compliance reviews, and drafted voluntary disclosures.

Stephen has particular strength in advising telecommunications industry clients, including satellite manufacturers and operators, network equipment manufacturers, and telecommunications service providers. He also works extensively with clients in the areas of aircraft, automotive, software development, chemicals, medical products, and higher education.

Stephen serves as the Co-Chair of the Hogan Lovells Touch program, the firm's global matched charitable giving campaign. He is also member of the Board of Directors of Gifts for the Homeless, a non-profit charitable organization that donates money and clothing to benefit the homeless in the Washington, D.C. area.

Representative experience

- Assisting manufacturer of communications equipment in obtaining U.S. government approval for export of network infrastructure equipment to Cuba.
- Assisting a leading U.S. aerospace and defense company in auditing export control and economic sanctions compliance programs.
- Counseling a European aircraft manufacturer on U.S. de minimis rules in connection with incorporation of U.S. components into European-made aircraft.
- Assisting a cruise ship operator in obtaining U.S. government authorizations to operate a vessels between the U.S. and Cuba for authorized travelers.



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Practices

International Trade and Investment
Space and Satellite

Industries

Aerospace, Defense, and Government Services
Education
Automotive
Consumer
TMT
Energy and Natural Resources

Areas of focus

Export Controls
Sanctions
Technology Transfer, Deemed Exports, and
University Based Fundamental Research

Education

M.P.P., Duke University, 1998

J.D., University of Virginia School of Law, 1998

B.A., Princeton University, 1992

- Assisting an international communications services provider in conducting a cyber intrusion review and filing U.S. Government disclosures.
- Assisting a European company with an internal compliance review and voluntary disclosure related to U.S. sanctions against Iran.
- Assisting leading U.S. universities regarding sponsored research and export control issues.
- Assisting an aircraft finance company in obtaining ITAR export and brokering authorizations related to international aircraft leasing arrangements.

Latest Publications

- “Trump Administration Takes Moderate Steps Against Iran. What Comes Next?” *International Trade and Investment and Government Relations and Policy Advocacy Alert*
- “Obama Administration Issues Changes to Iran Sanctions Regulations That Benefit Exporters of Medicine, Medical Devices and Agricultural Products” *Sanctions Alert*
- “The Obama Administration Eases Sanctions Against Sudan” *Sanctions Alert*
- “FinCEN Advisory on Cyber-Event Suspicious Activity Report Obligations” *International Trade Alert*
- “Commerce Department Revises Encryption Export Controls, Streamlining Certain Licensing and Reporting Requirements” *Export Controls Alert*

Tony Lin

Counsel, Washington, D.C.

Tony Lin works with both new and established satellite and communications companies, understanding their varying legal and business needs.

Tony has assisted a number of cutting-edge small satellite entrepreneurs in obtaining spectrum licenses and routinely advises such companies on regulatory strategies designed to advance business objectives cost-effectively. Tony has over a decade of experience representing more traditional satellite companies providing fixed-satellite service, broadcasting-satellite service, and mobile-satellite service.

In the transactional context, Tony has negotiated and drafted orbital use agreements (with both foreign administrations and satellite operators), frequency coordination agreements, non-disclosure agreements, satellite transfer of control and assignment agreements, and satellite manufacturing agreements.

He advises companies on policy and regulatory matters before U.S. federal agencies and international organizations, including the Federal Communications Commission (FCC), the National Oceanic and Atmospheric Administration (NOAA), the National Telecommunications and Information Administration (NTIA), and the International Telecommunication Union (ITU).

Tony provides counsel on a variety of other communications matters, including wireless spectrum policy and licensing, equipment authorizations, unlicensed device operations, regulatory enforcement proceedings, and spectrum auctions. Tony has challenged U.S. regulatory decisions before federal appellate courts, including the United States Court of Appeals for the D.C. Circuit, the United States Court of Appeals for the Third Circuit, and the Supreme Court of the United States.

Tony holds a Ph.D. in economics and, prior to entering the practice of law, taught economics at Southern Illinois University.



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Practices

Communications Law
Government Relations and Policy Advocacy
Administrative and Public Law
Commercial
Space and Satellite

Industries

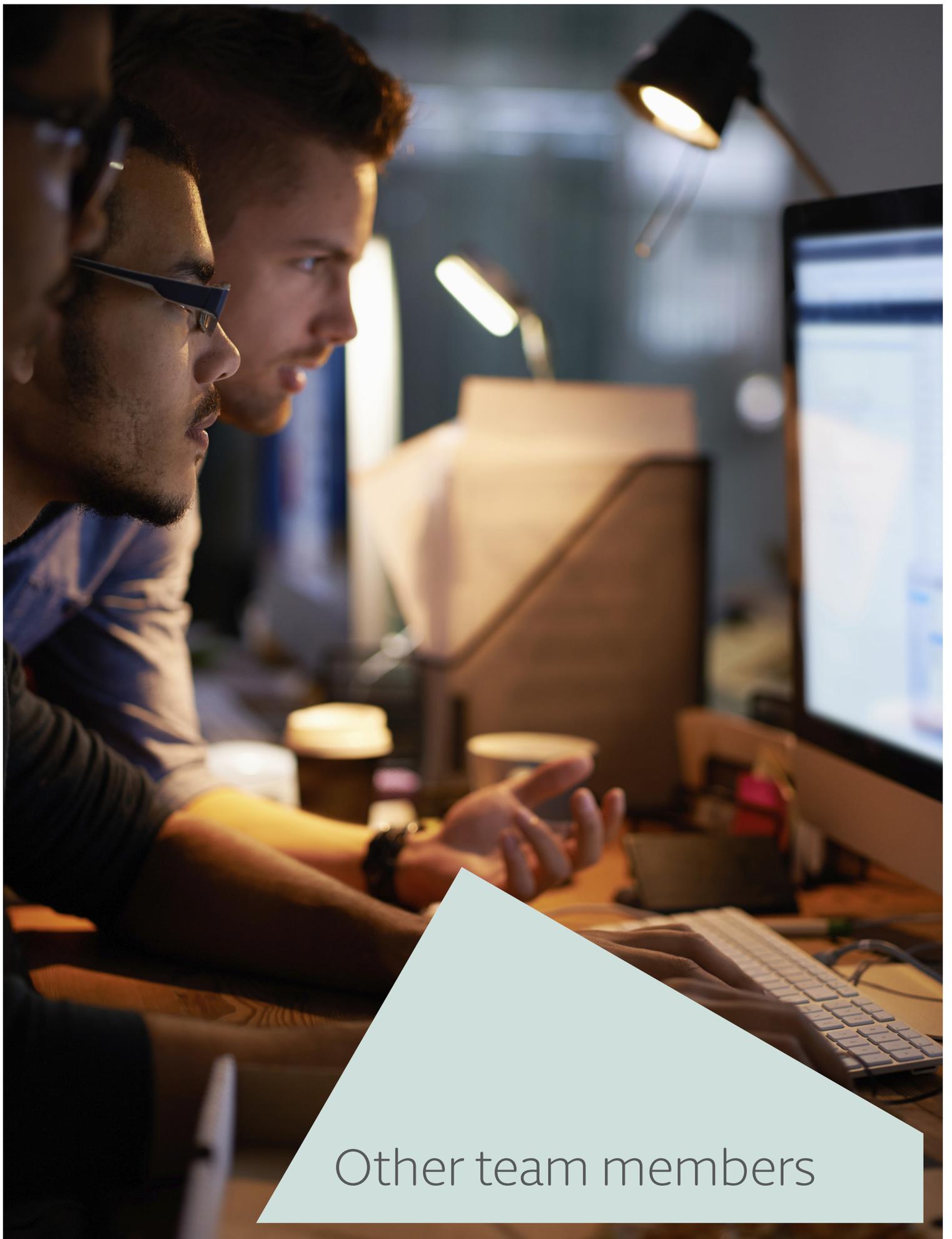
TMT

Education

Ph.D., The University of Iowa Foundation
Fellowship, Teaching/Research Assistant,
University of Iowa, 1997

J.D., *High Distinction*, Law Opportunity
Fellowship, Journal of Corporation Law,
University of Iowa, 1995

B.A., *Intermediate Honors*, Dean's List,
McDermott Scholarship, University of Virginia,
1991



Other team members



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Perth
Philadelphia
Rio de Janeiro
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San Francisco
São Paulo
Shanghai
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Silicon Valley
Singapore
Sydney
Tokyo
Ulaanbaatar
Warsaw
Washington, DC
Zagreb

Our offices

Associated offices

www.hoganlovells.com

"Hogan Lovells" or the "firm" is an international legal practice that includes Hogan Lovells International LLP, Hogan Lovells US LLP and their affiliated businesses.

The word "partner" is used to describe a partner or member of Hogan Lovells International LLP, Hogan Lovells US LLP or any of their affiliated entities or any employee or consultant with equivalent standing. Certain individuals, who are designated as partners, but who are not members of Hogan Lovells International LLP, do not hold qualifications equivalent to members.

For more information about Hogan Lovells, the partners and their qualifications, see www.hoganlovells.com.

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