



Hogan  
Lovells

Our space and satellite  
capabilities

# Why Hogan Lovells?

## End to end solutions for the space and satellite sector

Hogan Lovells is a top 10 global legal practice with over 2,800 lawyers in more than 48 offices throughout Asia, the Middle East, Africa, the United States, Latin America and Europe. With access to sophisticated technology, our multilingual and multicultural lawyers operate from an integrated network of offices strategically located to serve business clients across all time zones. Our practice breadth, geographical reach, and industry knowledge provide us with the business edge and insights into the issues that affect our clients and enable us to provide business-oriented legal advice to assist them in achieving their commercial goals.

### Pioneers to present day

We have been pioneers in the commercial space industry since it began in the 1970s, and as such 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 and private equity/venture capital clients, as well as for sovereign procurements. Many have served in senior government positions in their careers. We work alongside our clients for their most innovative space industry investments and developments.

Investment in the satellite and space sector requires deep industry-specific knowledge in the very intricate matrix of regulation that affects the realization of investment goals, particularly where cross-border investment and technology transfer are core elements of a transaction. Our team provides you with the full end-to-end capabilities you need for these transactions, including a full suite of trade regulation, government relations, domestic and international communications and orbital resources, and communications regulation services.

We have a deep bench of lawyers in every area needed for a satellite and space transaction. No other global firm has the depth and breadth of our capabilities to seamlessly identify, address and provide a solution for all of your transactional, trade, communications, government relations and other needs for a specialized space-based transaction.

### Creative arrangements, strategic innovation

We understand not only the art of the possible with respect to commercial terms, but also how to navigate the relevant regulatory agencies to achieve successful solutions.

Our team has worked extensively in the satellite and space industry, including extensive commercial and regulatory (trade and export) work. This breadth of knowledge, in combination with our extensive global cross-border experience, will provide us with the context to understand, evaluate, and execute space transactions addressing your particular goals.

Having worked on the most complex of global space investments and commercial arrangements, we have a creative toolkit of solutions for space transaction success.



#### Randy Segal

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Washington, D.C., Silicon Valley  
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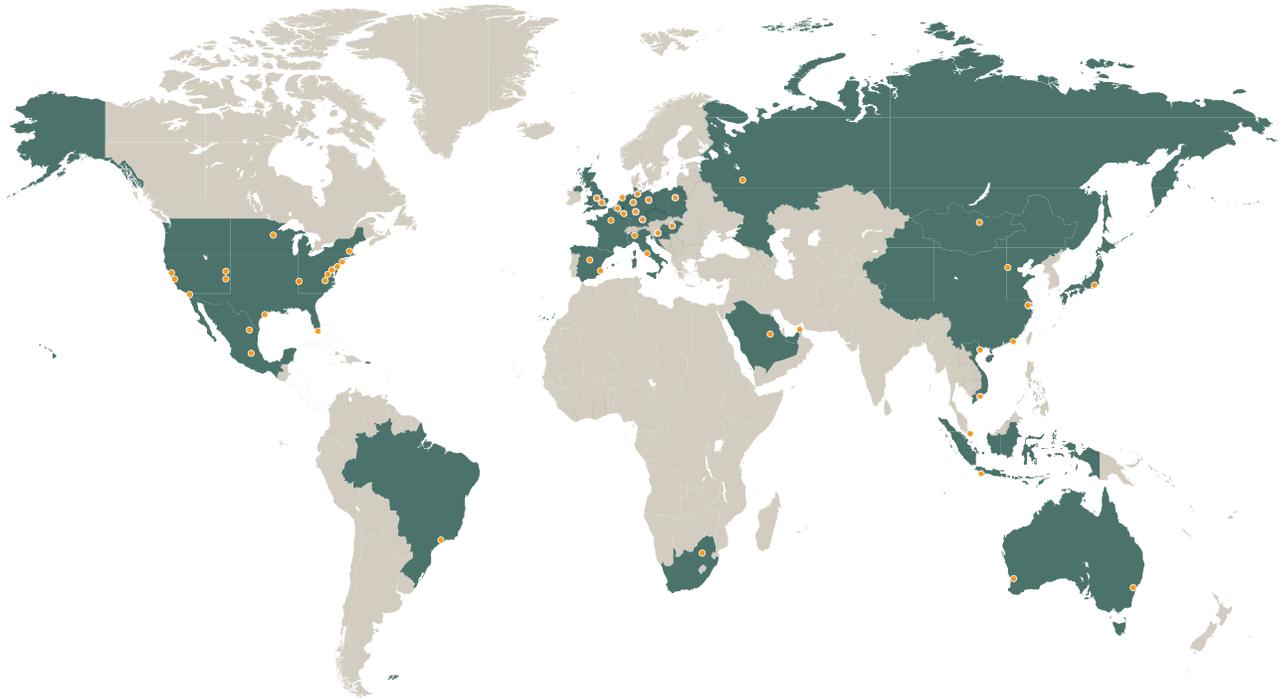


#### Steven Kaufman

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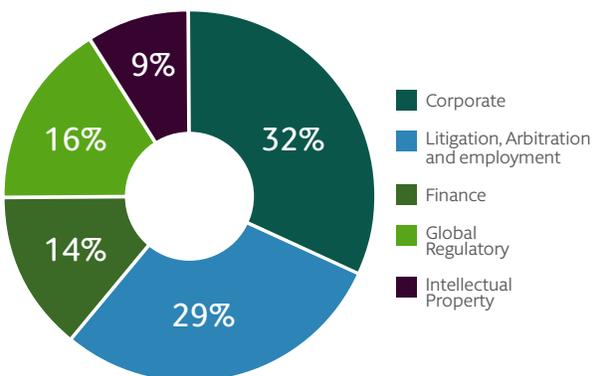
# Local roots, global reach

100+ team members around the world

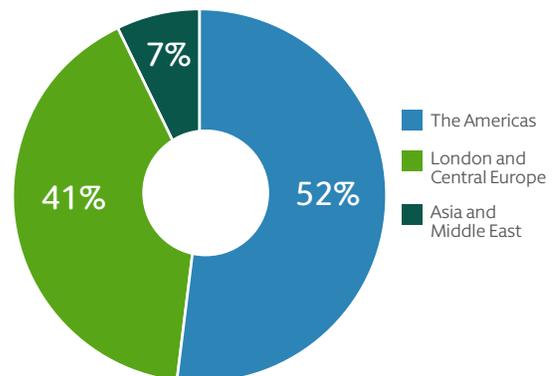


Our presence throughout North America, Europe, Asia, the Middle East, Africa, South America, and Australia means we can work with clients to successfully deliver on their transactions, both locally and globally.

Lawyers by practice group globally



Well-balanced across jurisdictions



## Our space and satellite practice

“The team is very cohesive and expert in all facets of technology and telecom, complementing one another and making their clients feel like they are never in a battle alone. They’re exceptionally professional and don’t seem ruffled by anything.”

- *Chambers USA, Telecom, Broadcast, and Satellite*

### Awards



*IJGlobal, 2020*  
Asia-Pacific Telecoms  
Deal of the Year



*Financial Times, 2019*  
Most Innovative Firm  
in North America



*Legal 500 US, 2019*  
Ranked Tier 1 for  
Technology Transactional



*Chambers Global 2019*  
Ranked Band 1 for  
Commercial Contracts



*Legal 500 US, 2019*  
Ranked Tier 1 for Telecoms  
and Broadcast: Transactional



*Chambers USA, 2020*  
Highly Ranked for  
Telecommunications,  
Broadcast, and Satellite



*Legal 500 UK, 2018*  
Technology, Media, and  
Telecommunications  
Firm of the Year

### Large team, international coordination

Our global Space and Satellite practice is large and strong, with a concentrated team working in the Americas, Europe, Asia, and the Middle East. Our Satellite practice is led from the Washington, D.C. area (which has numerous satellite operators and manufacturers for historical and regulatory reasons). We work in a “one team” approach with our global offices, leveraging our offices to work with us as we participate in global negotiations, system deployment, and oversight throughout the life cycle of our clients’ programs. We know the technology, program, and business advisors who work side-by-side with us on these programs, and know how to work seamlessly together on an efficient basis to ensure a comprehensive solution for our clients.

### Diverse space industry backgrounds

We have been pioneers in the commercial space industry since it began in the 1970s, and as such 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, sovereign and private equity/venture capital clients, both startup and established multi-satellite operators and manufacturers, and some have served in senior government positions.

### Clients on every side of the table, multidisciplinary practice

We understand the global space industry from every side of the table, representing lenders, investors, operators and manufacturers across the world. Our team has end-to-end capability, including commercial space transactional matters, full satellite system competitive procurements and program implementation (including the satellite, launch, ground system and end-user equipment), satellite-based financing experience, investment transactions with satellite companies, M&A and joint venture deals for satellite companies, satellite regulatory matters at the local and international level (including ITU), export and import regulation, space insurance and cross-border transactional considerations, as well as tax, intellectual property and dispute resolution matters.

### Strategic commercial capabilities

We have been pioneers alongside our entrepreneurial clients for their most innovative industry developments. Our team has the depth and breadth of practical 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. We have a robust inventory of winning resolutions, unparalleled complex deal experience as well as practical resolutions for the basic commercial arrangements for satellite clients. 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.

### Satellite finance capabilities

Financing and investment in the satellite and space sector requires deep industry-specific knowledge in the very intricate matrix of regulation that affects the realization of financing and investment goals, as well as the unique nature of the assets placed into space, particularly where cross-border investment and technology transfer are core elements of a transaction.

Our team provides you with the full end-to-end capabilities you need for these transactions. We have worked on every side of the table in satellite finance (private equity, sovereign investments, satellite operators, investment advisors) and for every kind of satellite industry investment (satellite, launch, ground, data analytics, hosted payload/condosats, smallsats, mega-constellations) across the globe. We have worked on numerous project-finance backed satellite projects, including ones with and without major credit and customer history behind the systems.

### Leading law firm with unique space practice

We are one of the very small group of law firms with such extensive global satellite experience. We are perhaps the only law firm with the breadth of subject matter capabilities globally. No other global firm has the depth and breadth of our capabilities to identify, address and provide a solution for all of your transactional, trade, communications, financing, insurance and other needs for a specialized space-based transaction.

### Due diligence capabilities

We have been involved in all aspects of due diligence of satellite and space companies, including in connection with financings, investments, M&A and strategic transactions of many types. Our strengths in this area stem from our deep satellite industry knowledge (discussed above) and our extensive regulatory capabilities, with a full suite of trade regulation and domestic and international communications regulatory capabilities (discussed below). We have a deep understanding of satellite launch and procurement contracts from our work in structuring, building, and launching of space-based systems around the world. Our Space and Satellite team has worked extensively with global regulators in the industry and in commercial transactions for deployment of satellite systems, which enables us to effectively analyze existing commercial and strategic relationships. With the client's end goals in mind, we can assist in any of due diligence needs (understanding the risks that are to be expected, and how to mitigate those risks, in a specialized space-technology environment) and what financial and security terms can be achieved to best support the financing structure being put into place.

We understand not only the art of the possible with respect to commercial terms, but also how to navigate the relevant regulatory agencies to achieve successful solutions. Our diligence reports (from red flags to more comprehensive analyses) often include not only issues needing resolution, but proactive solutions for companies that enable our investor, acquirer, or financing provider clients to be helpful and productive value-add partners for issuers and borrowers.

## Spectrum, creative structuring, and hybrid (ATC) networks experience

Hogan Lovells has a unique global platform representing investors, operators and governments in a broad array of spectrum-based transactions, including in developing and deploying the full ecosystem of ATC/CGC hybrid satellite-terrestrial networks, spectrum auctions, spectrum band filings, coordination agreements, public-private partnerships, UAS (drone)-based spectrum arrangements, and spectrum requirements for autonomous vehicles, telematics generally, and all other connected technologies. We represent traditional space participants, as well as new and innovative entrants, and have a deep bench strength of regulatory and commercial lawyers who have broad experience in the art of the possible.

We have negotiated many of the intellectual property and technology development agreements relating to the development of the original ATC/CGC hybrid systems (in multiple bands including L-Band and S-Band) as well as working with all of the related technology ecosystem providers. We have negotiated the most strategic of commercial to government agreements, including as a business partner for our clients.

We understand spectrum bands and the different end-to-end challenges for each, and how they relate to new space and other innovative (connected) technologies.

## Experience with all aspects of satellite practice

Our experience in the satellite sector has included each of the following areas:

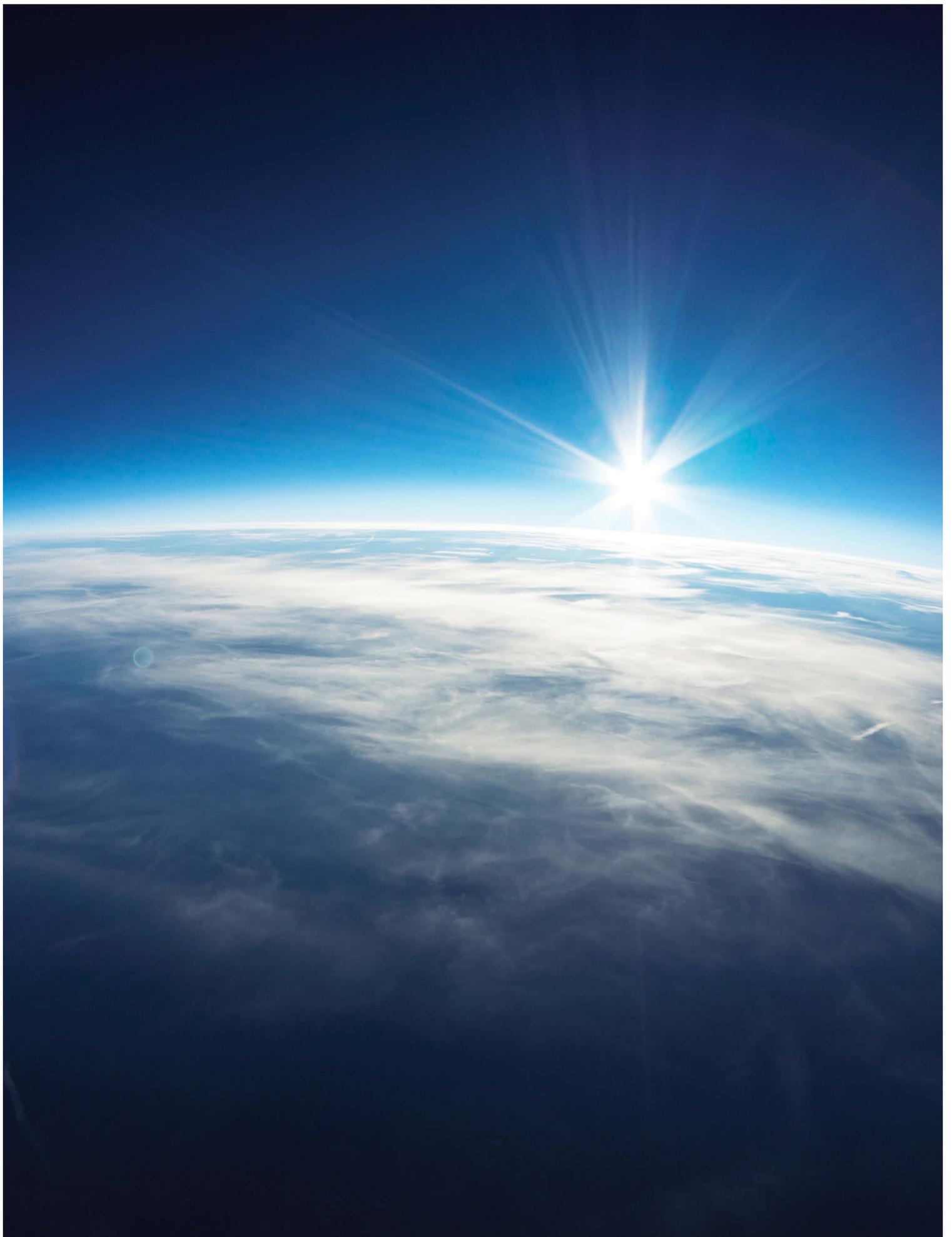
- Acquisitions of and investments in satellite and space companies
- Full life cycle representations of satellite programs, including matters relating to satellite launches
- Equity and debt financing of satellite operators including representation of companies and private equity and other investors
- Financing satellite programs, including export credit agencies
- Commercial loans, including representation of operators and lenders
- Regulatory, export, and international spectrum coordination
- Hosted payloads and condosats
- Development of state-of-the-art and new satellite system structures
- Hybrid platforms, including terrestrial and UAS (drone) elements
- Procurement of end-to-end components of satellite systems
- Smallsat operator representation, including procurements of launch services (including reusable launch services)
- International arbitration and litigation of satellite disputes
- Software, service, licensing, distribution, operators, and maintenance agreements of all kinds
- Satellite insurance
- New media applications and distribution services and content over satellite-based networks
- Satellite and technology joint ventures and strategic alliances
- Applications for orbital and spectrum resources for space stations
- Support for earth station licensing applications
- Satellite manufacturer and launch provider contract drafting and advice
- Big Data, Artificial Intelligence, earth observation and remote sensing
- Other space innovations and NewSpace activities
- Alternatives to RF, including optical and SAR

## Select representative experience

- Advising the **lending syndicate for the Kacific satellite project**, a next generation broadband hosted payload system deployed in multiple jurisdictions in the Pacific and Southeast Asia.
- Advised the **Norwegian Ministry of Trade, Industry and Fisheries** with respect to satellite operator Space Norway's funding (equity and debt) in connection with the multiple payload satellite system procurement from Northrop Grumman and SpaceX with Norwegian Defense, U.S. Air Force, and Inmarsat payloads.
- Advised the **Ontario Teachers' Pension Plan** on its recent investment in SpaceX.
- Advising **Orbital Sciences** on its merger with Alliant Techsystems Inc. (ATK) in a US\$5bn transaction, to create OrbitalATK.
- Advising **Orbital ATK** in its negotiated US\$9.2bn merger with Northrop Grumman.
- Representing **Momentum Space** on a wide variety of corporate and commercial matters.
- Advising **Aireon**, a hosted payload constellation providing next generation global air traffic surveillance, for various debt and equity financings, as well as in commercial arrangements involving investments by global governmental aviation regulatory bodies.
- Advising **BRI Bank Rakyat Indonesia**, an Indonesian bank, in procurement of a satellite and launch services. This was the first satellite acquired by a bank, and an important step for Indonesian companies in developing their satellite capabilities.
- 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, as well as subsequent US\$1bn investment in OneWeb by Softbank.
- Advising on **Lockheed Martin's** GEOshare, a new satellite offering for customized payloads, access to orbital slots, delivery in-orbit, and shared architecture using a consosat arrangement with multiple payloads on each satellite.
- Advising **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.
- Advising S-band satellite provider **Omnispace** in its global commercial and strategic agreements, as well as regulatory matters.
- Advising **Orbital Sidekick** on its organization.
- Advising a **global geospatial satellite services provider** on broad range of financing, export, regulatory and commercial matters, in the United States and globally.
- Advising a **major investor** in another stealth launch services provider on Series B round of investment.
- Advising multiple **L-band and S-band geostationary and non-geostationary projects**, as well as related coordination matters in Regions I, II, and III for the L-band and globally for the S-band.
- Advising a **major Middle Eastern investment fund** in potential investment into innovative U.S.-based space company.
- Advising **Hawkeye 360** on regulatory, commercial, and satellite contracts for its innovative global smallsat system.
- Representation of **multiple satellite operators and manufacturers** on disputes including litigation and arbitration matters, in the United States, London, and globally.
- Advising **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.

## Select representative experience (cont'd)

- Advising the **Government of Bangladesh** in its end-to-end satellite system procurement.
- Advising the **Government of Mexico** in 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.
- Advising **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.
- Advising 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.
- Advising **International Finance Corporation (IFC)** on its US\$20m investment in a Series C Preferred Stock financing in Planet Labs.
- Advising the **Thirty Meter Telescope project**, a joint venture of multiple government (Japan, China, India) space agencies and U.S. universities in connection with developing and deploying astronomical observatory with an extremely large telescope.
- Advising smallsat earth observation system **Planet Labs** in its international small satellite launch vehicle procurements in Russia, India, and the United States, including with respect to compliance with government launch regulatory requirements.
- Advising **Aerospace Corporation** in connection with space regulatory licensing and UAS matters.
- Advising a **Middle Eastern satellite provider**, in connection with satellite system procurement and launch matters.
- Advising **Columbia Capital** and **Bessemer Venture Partners** in connection with their Series A preferred stock investment in Verato, Inc.
- Advising **Social+Capital Partnership** on its investment in Relativity Space, Inc.'s Series A financing.
- Advising **British Sky Broadcasting Group** on a number of investments, including an investment in Caavo, its investments in Pluto Inc., its investment in Drone Racing League, its US\$45m investment in Roku, Inc., its Series C investment in Whistle Sports, its US\$5m investment in Sharethrough, Inc., and its investment in Jaunt, Inc.
- Advising **Torch Hill Investment Partners** in its investment in ARTEL.
- Advising **Omniearth**, a startup earth observation and data analytics company on its financing, commercial, and strategic activities, as well as its sale to EagleView.
- Advising **Gogo** in connection with satellite service agreements involving satellite operators, aircraft manufacturers, and airline operators.
- Representing **ABL Space**, a SmallSat launch vehicle developer, in broad range of commercial venture investments and corporate financing matters.
- Representing **Advance Communications** on various investments in the space and satellite industry.
- 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.
- Advising **RASCOM Lender Group** (including the AfDB, the BOAD, and the BDEAC) with respect to the financing of launch and operation of RascomStar-QAF, a pan-African satellite and telecommunications project involving 45 African states.



# International trade, export controls, and communications regulation

## International trade and investment

Hailed as a leading international trade practice by *Chambers USA* and *Legal 500 US*, our international trade and investment group of over 40 lawyers worldwide offers effective, informed advice and practical solutions for export and import controls, economic sanctions, anti-bribery, and a range of other issues. Few, if any, firms have both the size and sophistication of our practice in this area. Our trade capabilities have been deployed to assist clients in virtually every major industry sector, and we have longstanding client relationships in and expertise with the aerospace, satellite, and aviation sectors.

## Export controls

Hogan Lovells is at the forefront of virtually all cutting-edge export control issues, including addressing export control challenges in the satellite, aerospace and aviation industries, as well as counseling on the regulatory framework governing technology transfers. Our clients include U.S. and European satellite manufacturers and operators, which we have advised on export control issues related to satellite construction, launch, joint ventures, and operations in the United States and overseas, including approval of agreements, licenses, and technology transfer control plans. We have also advised clients regarding export licensing and compliance issues in connection with proposed exports of launch vehicles, launch services and related international collaborations under the U.S. export control regulations and the multi-lateral MTCR (which applies to rocket launches). We maintain regular contact with the offices at the Departments of State and Commerce that administer and enforce U.S. export control laws. We are highly recommended in export controls and sanctions by *WorldECR*.

## Communications regulatory

Hogan Lovells' communications lawyers and advisors possess an in depth understanding of the sector, working closely with satellite and advanced network operators, as well as with regulators, government bodies, and investors. Our communications practice is not only among the most inter-connected in the world, but also among the most technologically sophisticated. We collaborate seamlessly across borders and employ a highly acclaimed radio frequency engineer as an integral member of our team to better support the technically sophisticated needs of our satellite and space clients. Our global reach, combined with our extensive experience, allows us to serve clients in an industry that is complex, increasingly dependent on cross-border transactions, and subject to regulations at multiple jurisdictional levels.

Lawyers in our communications regulatory practice advise on securing spectrum and orbital resources for new technologies; changing rules and policies to support novel network architectures; guarding against civil penalties and sanctions from both domestic and international regulatory bodies; securing physical and virtual assets against threats; supporting procurements by civilian and military space agencies; and advising clients on antitrust policy considerations before competition authorities. Our commercial lawyers advise on multi-jurisdictional licensing projects; lease and network use agreements; interconnection agreements; infrastructure sharing; procurements and financing agreements; and other commercial transactions. Together, our lawyers work cooperatively to advise on mergers and acquisitions, joint ventures, and strategic alliances. In addition, we are ideally placed to advise on any restructuring, securitization, or insolvency issues.



*Legal 500 US, 2019*  
Ranked Tier 1 for  
International Trade



*Chambers USA, 2019*  
International Trade  
Law Firm of the Year



*Chambers USA, 2019*  
Ranked Band 1 for  
International Trade



*WorldECR Awards, 2018*  
Export Controls  
Law Firm of the Year



*WorldECR Awards, 2018*  
Runner-Up for Sanctions  
Law Firm of the Year

## Select international trade and export control regulatory experience

- Advising **ZTE Corporation** on compliance with settlement agreements with U.S. authorities arising from violations of export control and sanctions regulations, including its interactions with multiple government agencies and the federal court-appointed compliance monitor.
- Advising global satellite operator **Planet** on export control compliance.
- Advising multiple newspace participants in export compliance, including **Firefly, ABL Space, Capella, and Momentus**.
- Advising a **European launch services provider** on issues under U.S. export control laws and the Missile Technology Control Regime (MTCR) in connection with the potential development of a European spaceport and exports of U.S. launch vehicles and technology.
- Advising global satellite operator **SES for more than 10 years** on a full range of export control, economic sanctions, and foreign investment, 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.
- Advising leading VSAT manufacturer **Hughes** regarding export control and sanctions matters.
- Representing large northern California media company in its global satellite and UAS efforts.
- Advising multiple investors, including **Advance Communications, the Ontario Teachers' Pension Plan, and the Saudi Arabia Public Investment Fund**, in export compliance due diligence in connection with their investment in space and satellite companies.
- Advising a **Middle Eastern satellite operator** in export control and sanctions matters.
- Advising 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.
- Advising a **Chinese-owned start up** regarding its acquisition of satellite-related assets.
- Advising **Orbital Sciences Corporation** regarding export control issues and required regulatory filings in connection with the merger of Orbital Sciences and ATK.
- Advising a **leading social media company** regarding export control compliance and licensing issues associated with its procurement of satellite capacity and ground-based communications equipment.
- Advising **U.S. and European satellite manufacturers** on export control issues related to satellite construction, launch, joint ventures, and operations in the United States and overseas, including approval of agreements, licenses, and technology transfer control plans.
- Advising **telecommunications, satellite, aircraft, and other companies** in classifying commodities, technology, and software under EAR and ITAR regulations, seeking formal classification rulings from the U.S. Departments of Commerce and State and licenses as necessary.
- Advising companies regarding compliance with the U.S. export control laws that apply to **deemed exports** of technology and computer software to foreign nationals employed in the United States.
- Helped secure a license for a temporary export for a science experiment on a NASA flight for **Columbia University**.
- Advising an **EU subsidiary of a U.S. aerospace manufacturer** on exports of civilian-certified aircraft parts that are listed as defense items.
- Advising a **variety of global space clients** with respect to U.S. government launch and satellite restrictions with respect to international launches and government restrictions.

## Select communications regulatory experience

- Advising **Columbia Capital and its portfolio companies** globally with end-to-end requirements in connection with multiple space-based investments, global satellite systems, and filings with the FCC and other international regulatory bodies.
- Assisting numerous innovative **smallsat and NewSpace companies**, including **Aerospace Corporation, Astro Digital, Astroscale, Hawkeye 360, Hiber, Karousel, Loft Orbital, Momentus, Planet Labs, Pixxel, and Spire**, in their respective FCC, NOAA, ITU, and/or international spectrum licensing efforts.
- Advising numerous investors into satellite companies on regulatory issues, including lenders for Kacific, and equity investments into Hawkeye 360 by **Airbus** and **Advance Communications**, and **Ontario Teachers' Pension Plan**.
- Advising 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).
- Leading the formation of the **Commercial Smallsat Spectrum Management Association**, a non-profit trade association dedicated to addressing spectrum coordination issues facing smallsat spectrum users and advocating on spectrum management and other policy matters affecting the smallsat community.
- Advising an **aerospace manufacturer and defense industry company** with regards to its on-orbit servicing vehicle, helping to obtain regulatory approvals and to negotiate contractual matters with U.S. government agencies such as NASA, DARPA, and others in order to develop next generation on-orbit technologies.
- Supporting several participants, including **Karousel**, in the FCC's Ka-band/Ku-band and V-band NGSO FSS satellite licensing satellite processing rounds.
- Advising **T-Mobile USA** on spectrum related transactions, including a US\$3.3bn purchase and exchange transaction with Verizon Wireless, as well as a wide range of U.S. communications regulatory matters before the FCC and U.S. Congress.
- Advising **XO Communications** in 15 international jurisdictions in Asia, Europe, and South America, assisting with licensing, employment, and privacy issues for eight years. When Verizon bought the company's fiber-optic network last year for US\$1.8bn, our team assisted with the regulatory work on the sale and continues to assist the client with analyzing technical and legal issues surrounding the FCC's (2019 World Radiocommunication Conference) WRC-19 and standards-related issues relevant to their spectrum licenses, as well as other corporate, commercial, and regulatory matters.
- Advising **Vodafone** as regulatory counsel on its US\$13bn deal with Verizon Communications to buy out Vodafone's 45 percent stake in Verizon Wireless.
- Advising as preferred outside counsel for **Time Warner Cable** to handle commercial services arrangements, including representations in dark fiber, hardware, and software acquisitions; a migration from a VMO arrangement with Sprint to an independent telephony platform; and a wide range of other telecommunications agreements.
- Advising **OnStar** on agreements for 4G wireless network coverage for its telematics products across both the U.S. and Europe.

## Key contacts

### Randy Segal

Partner, Northern Virginia and Silicon Valley



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#### Practices

Space and Satellite  
Commercial  
Private Equity

#### Industries

TMT  
Aerospace, Defense, and Government  
Services

#### Areas of focus

M&A and Joint Ventures  
Technology Contracts  
Complex Procurement Contracting

#### Education and admissions

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

#### Awards and rankings

2018 Mentor of the Year,  
*Space & Satellite Professionals  
International*

2018 Excellence Award,  
*Women in Space*

“Randy connects us with whomever we  
need across the world; she knows who  
to call on for us.” *Chambers USA*, 2018

“[Randy is a] force of nature that keeps  
moving forward, achieving the best  
results and fulfilling all the legal  
requirements along the way.” *Chambers  
USA*, 2017

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.

# 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*.



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## Practices

Corporate  
 Mergers and Acquisitions  
 Space and Satellite

## Industries

TMT  
 Aerospace, Defense, and Government  
 Services

## 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 and admissions

J.D., cum laude, Harvard Law School,  
 1984

B.A., summa cum laude, Yale  
 University, 1981

## Awards and rankings

“He continues to amaze me in regard to his intelligence. He pulls vast experience from his past, he knows how to redraft, he can weed through issues and come up with great solutions.” *Chambers USA*

“Steven is a great lawyer and adviser, very strategic, with a broad view of the satellite business’s ups and downs. He is patient, objective and a clear communicator.” *Chambers USA*

## Stephen Propst

Partner, Washington, D.C.



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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.

### Practices

International Trade and Investment  
Space and Satellite

### Industries

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

### Areas of focus

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

### Education and admissions

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

M.P.P., Duke University, 1998

B.A., Princeton University, 1992

# Tony Lin

Partner, Washington, D.C.



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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. He 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 has been appointed to the NOAA Advisory Committee on Commercial Remote Sensing (ACCRES), which advises NOAA on the regulation of commercial satellites conducting imaging operations in space.

He 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.

## Practices

Communications, Internet, and Media  
Space and Satellite  
Government Relations and Public  
Affairs  
Administrative and Public Law  
Commercial

## Industries

TMT

## Education and admissions

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

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

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

## Anne Fisher

Counsel, Washington, D.C.



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Clients turn to Anne Fisher for counsel and representation on trade issues, including U.S. export control laws and immigration matters, economic sanctions, and customs.

She helps clients in education, technology, aerospace/defense, energy, and pharmaceuticals – ensuring they remain compliant with the International Traffic in Arms Regulations (ITAR), the Export Administration Regulations (EAR), and the economic sanctions programs administered by the Office of Foreign Assets Control (OFAC).

Anne assists in preparation and submission of voluntary disclosure reports to government authorities and prepares commodity jurisdiction and classification requests from U.S. government agencies. She also develops, implements, and improves effective trade compliance programs, and educates clients on issues relating to customs law, including valuation, country of origin, and classification issues.

Anne helps clients in connection with transactions implicating national security reviews conducted by the Committee on Foreign Investment in the United States (CFIUS). She also assists clients with immigration matters, and assists companies and nonprofit organizations in sponsoring individuals for non-immigrant visa status in the U.S. In addition, she prepares general and specific authorization requests directed to the Department of Energy (DOE).

Anne regularly represents clients before the U.S. Departments of State, Commerce, Treasury, Defense, Energy, and Homeland Security (Citizenship and Immigration Services, and Customs and Border Protection).

Prior to joining Hogan Lovells, Anne was a business analyst with Airbus Americas. While in law school, Anne served as an intern at the Superior Court of the District of Columbia and the U.S. Export-Import Bank.

### Practices

Immigration  
International Trade and Investment

### Industries

Aerospace, Defense, and Government Services  
Education  
Energy and Natural Resources

### Areas of focus

Anti-boycott Compliance  
Export Controls  
Customs and Import Compliance  
CFIUS and Foreign Investment Reviews  
Sanctions  
Technology Transfer, Deemed Exports, and University Based Fundamental Research  
Pharmaceuticals and Biotechnology

### Education and admissions

J.D., magna cum laude, The Catholic University of America, 2011

B.A., magna cum laude, Phi Beta Kappa, Bucknell University, 2006

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