

## Ajay Kuntamukkala

Partner

Washington, D.C.

### Biography

Ajay Kuntamukkala helps companies navigate complex national security laws that affect their international business activities. Whether it is advising on ever-evolving sanctions developments, nuclear trade, Unmanned Aerial Vehicles (UAVs), encryption, or the intersection of cybersecurity and export controlled data, clients look to Ajay to anticipate and resolve cutting-edge challenges.

With over fifteen years of private sector and government experience, Ajay combines legal analysis and policy advocacy to advise clients on a range of export controls, economic sanctions, and anti-boycott matters. Ajay's practice ranges from counseling clients on complying with the relevant export control and sanctions laws and regulations, designing and implementing compliance programs, obtaining government licenses and authorizations, and assisting clients with government investigations and enforcement proceedings related to trade and sanctions matters. In this regard, he represents clients before the State Department, Treasury Department, Defense Department, Commerce Department, Energy Department, Nuclear Regulatory Commission, and other agencies.

Ajay rejoined the firm after serving as Senior Advisor to the Undersecretary of Commerce for Industry and



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### Practices

Energy Regulatory

International Trade and Investment

Space and Satellite

Unmanned Aircraft Systems

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### Industries

Aerospace, Defense, and  
Government Services

Education

Life Sciences and Health Care

TMT

Energy and Natural Resources

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Security from 2003 to 2005. At the U.S. Department of Commerce, he counseled the undersecretary on a range of issues at the intersection of international trade and national security, including U.S. export control policy and high-technology trade. He also assisted the undersecretary with the agency's international initiatives, including coordinating U.S. government and industry efforts under the U.S.-India High Technology Cooperation Group to expand high-technology trade with India. In addition, he served as the undersecretary's appeals coordinator, presiding over informal hearings and advising the Undersecretary on the disposition of administrative appeals and enforcement proceedings.

## Representative experience

Advise high-technology company on an export control assessment, classification, licensing, and strategy regarding company's drone program.

Assist large global medical device company with assessment of its sanctioned country activities and related voluntary self-disclosures to BIS and OFAC.

Assist leading global life sciences company with a range of sanctions matters, including counseling, licensing, and self-disclosures.

Advise leading internet company on potential provision of apps and services in sanctioned countries.

Assist nuclear companies, including reactor vendors, software developers, utilities, suppliers, and consultants on nuclear export control matters.

Counsel information security company with encryption export control issues.

Advise global life sciences company with an anti-boycott voluntary self-disclosure to BIS.

Advise U.S. company concerning best practices for securing export controlled data on IT systems.

## Areas of focus

Anti-boycott Compliance

Anti-money Laundering

Sanctions

Technology Transfer, Deemed Exports, and University Based Fundamental Research

Trade Legislation, Policy, and Negotiations

Export Controls

Power: Nuclear Power

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## Education and admissions

### Education

J.D., Georgetown University Law Center, 2000

M.P.P., Harvard University, 1998

B.A., Boston College, summa cum laude, 1995

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## Memberships

Member, American Bar Association

Member, Society of International Affairs

Member, South Asian Bar Association

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## Bar admissions and qualifications

District of Columbia

## Awards and rankings

- Energy: Nuclear (Regulatory & Litigation) (USA), *Chambers Global*, 2015-2018
- 2017 Export Control Practitioner of the Year – Highly Commended, *WorldECR Award*, 2017
- Energy: Nuclear (Regulatory & Litigation) (Nationwide), *Chambers USA*, 2014-2017
- Energy: Nuclear (Regulatory & Litigation) (Nationwide), Up and Coming, *Chambers USA*, 2012-2013
- Dispute Resolution: International Trade, *Legal 500 US*, 2009, 2012-2016

## Latest thinking and events

- Hogan Lovells Publications
  - U.S. Commerce Department issues proposed rule to implement executive order on telecom supply chain *International Trade Alert*
- Hogan Lovells Publications
  - OFAC issues general licenses authorizing certain transactions involving the government of Venezuela *International Trade Alert*
- Hogan Lovells Publications
  - U.S. government announces enhanced due diligence process for humanitarian trade with Iran and identifies Iran as a jurisdiction of primary money laundering concern *International Trade Alert*
- Hogan Lovells Publications
  - State Department announces additional notification requirements on official meetings and visits by Chinese officials with U.S. government agencies and educational and research institutions *International Trade Alert*
- Hogan Lovells Publications
  - BIS issues final rule restricting additional exports and reexports to Cuba *International Trade Alert*

Maryland

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## Accolades

"He is someone that understands the rules, is not needlessly adversarial, looks for solutions in the bounds of the regulations, and he has respect and credibility among the government personnel."

*Chambers USA 2014*

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"He is knowledgeable, he maintains a good rapport with the import and export regulators, he is tactful and he writes well."

*Chambers USA 2015*

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- Hogan Lovells Publications

- U.S. government issues new executive order targeting Turkey and sanctions the Turkish Ministry of Defense, Ministry of Energy and Natural Resources, and others *International Trade Alert*