

Nathaniel P. Gallon

Co-Managing Partner, Northern California
Silicon Valley

Biography

Nate Gallon has spent his entire legal career in Silicon Valley working within the technology community, representing entrepreneurs, start-ups, emerging growth companies, major corporations, and the entire ecosystem of the investor community that funds and supports these innovators.

Nate works with his clients to understand their needs and business objectives and develops practical solutions to help them achieve their goals. He counsels his clients on corporate and securities law and also acts more generally as a trusted business advisor in connection with a wide range of transactions that technology companies typically undertake throughout their life cycle – entity formation, debt and equity financings, recapitalizations, joint ventures, spin-offs, and growth stage through to a liquidity event.

During his time in Silicon Valley, Nate has developed a network of entrepreneurs, investors, and advisors that allows him to stay current on the latest technology trends and priorities for venture capital firms, angels, and other investors as well as acquirers of technology companies. He has represented hundreds of start-ups and entrepreneurs in connection with equity financings and general corporate matters, worked on numerous M&A transactions (including buy- and sell-side mergers, asset sales, and stock purchase



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Practices

Mergers and Acquisitions

Private Equity

Corporate Governance

Industries

Technology and Telecoms

Life Sciences and Health Care

Private Capital

Areas of focus

Disclosure and Reporting
Obligations

Exits

transactions), joint ventures and advised a number of public company clients on corporate finance and capital raising transactions.

Nate joined Hogan Lovells in 2014 and became the Silicon Valley office's Office Managing Partner in 2017. Previously he was a partner at another California-based global firm.

Representative experience

Represented Synopsys on a number of acquisitions of technologies and technology companies in the U.S. and abroad.

Represented GE Digital on the US\$500m sale of its ServiceMax business unit to Silver Lake Partners.

Represented Facebook on its US\$5.7bn investment for a 9.99% equity stake in Jio Platforms in India.

Represented a confidential strategic investor in connection with three separate US\$100m minority equity investments in Instacart.

Represented Ford Motor Company in connection with its acquisition of Chariot Transit, Inc. and Autonomic, Inc.

Represented Ventiga Capital Partners on the acquisition of Infare Solutions through a joint venture, and Infare's subsequent acquisition of airline and airport data contracts from QL2 Software LLC.

Represented Vexcel Group on its acquisition of assets of Geomni Inc., a wholly-owned subsidiary of Verisk Analytics Inc., as well as in connection with Geomni's equity investment in Vexcel Group.

Represents Norwest Venture Partners in connection with a number of venture capital transactions, including its investments in InfluxData, Productiv, and Loftium.

Represents Fall Line Capital in connection with venture

Initial Public Offerings

FinTech

Education and admissions

Education

J.D., Yale Law School, 1999

B.A., Yale University, 1993

Bar admissions and qualifications

California

Accolades

"Nathaniel Gallon ... is a name to note for start-ups and emerging fintech companies."

Legal 500 US 2020

capital transactions.

Represents DAG Ventures in connection with a number of venture capital transactions.

Represented Santander InnoVentures (n/k/a Mouro Capital) on a number of its equity investments in the U.S., including its investments in Upgrade, Creditas, Blueprint, DriveWealth, and Tradeshift.

Awards and rankings

- 500 Leading Dealmakers in America, *Lawdragon*, 2021
- Media, Technology, and Telecoms: Fintech, Recommended, *Legal 500 US*, 2019-2021
- M&A/Corporate and Commercial: Venture Capital and Emerging Companies, Recommended, *Legal 500 US*, 2018-2021

Latest thinking and events

- Press Releases
 - Hogan Lovells advises Synopsys in its acquisition of BISTel
- Press Releases
 - Hogan Lovells reaffirms its commitment to Northern California by signing lease on new Silicon Valley office
- Press Releases
 - Hogan Lovells represents Bunge Ventures in investment in agtech startup CoverCress
- Press Releases
 - Hogan Lovells launches Corporate & Finance Legal Service Center in Louisville
- Press Releases
 - Hogan Lovells guides Evinced in US\$17 million Series-A funding
- Press Releases
 - Hogan Lovells hosts inaugural Legal Tech Fest

highlighting commitment to innovation