

Steven M. Kaufman

Partner

Washington, D.C.

Biography

A Corporate & Finance 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."



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Practices

Mergers and Acquisitions

Space and Satellite

Digital Assets and Blockchain

Industries

Aerospace and Defense

Technology and Telecoms

Private Capital

Areas of focus

Automotive Regulatory

Carve-outs, Spin-offs, and Split-offs

Cross-border Mergers and Acquisitions

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.

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.

Infrastructure/Energy M&A and Joint Ventures

Private Equity and Venture Capital Funds

Rail

Telecommunications and Wireline

Education and admissions

Education

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

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

Bar admissions and qualifications

District of Columbia

California

Massachusetts

Accolades

Attracts high praise for his ability to "provide clear, concise and practical advice."

Chambers USA

"His understanding of the hi-tech industry and his ability to understand and solve complex legal problems is best in class."

Chambers USA

Awards and rankings

- M&A, Notable Practitioner, *IFLR1000*, 2020
- Banking, Notable Practitioner, *IFLR1000*, 2020
- Telecom, Broadcast & Satellite (District of Columbia), Rank 4, *Chambers USA*, 2011-2022
- Media, Technology, and Telecoms: Telecoms and Broadcast: Transactional, *Legal 500 US*, 2013-2020
- Communications, Aviation, and Aerospace, Business/Corporate, *Washington, D.C. Super Lawyers*, 2014-2017, 2019
- Media, Technology, and Telecoms: Technology: Transactions, *Legal 500 US*, 2012-2015

Latest thinking and events

- Press releases
 - Hogan Lovells Guides Mind Medicine Inc. on its US\$175m Underwritten Offering of Common Shares and Concurrent Private Placement
- Sponsorships and Speaking Engagements
 - Three Hogan Lovells attorneys speaking at SmallSat Symposium 2024
- News
 - Beyond Earth's Gravity
- Press releases
 - Hogan Lovells sets out blueprint for pharma and biotech companies to navigate the legal challenges of space-based drug research
- Insights and Analysis
 - Beyond Earth's Gravity: Navigating legal hurdles in space-based drug research and development
- Press releases
 - Hogan Lovells advises Perspective Therapeutics on a series of strategic transactions with Lantheus and a US\$69 million follow-on public offering of equity securities

"Knows how to listen very, very well and is very, very good at drafting."

Chambers USA, 2019

"Steve is a great person and a great lawyer, and he's a delight to work with."

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 2017
