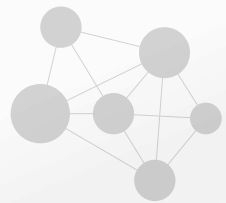


Hogan  
Lovells



# What moves you?

Transportation and Logistics





# What moves you?

**Connections – Rail, road, sea, and air. Our Transportation and Logistics sector focuses on various modes of transportation, including transportation operations and services by rail, road, and sea, as well as emerging technologies such as commercial drones and mobility services.**

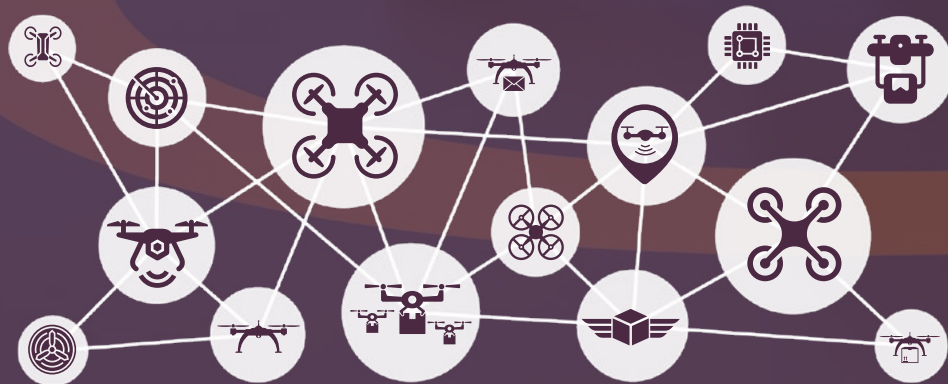
However you operate your transportation, shipping, or logistics business, our industry-focused, multimodal team with more than 30 years of experience and more than 150 lawyers globally will work alongside you, keeping you ahead of market trends. Global and local. We use our knowledge of local markets to bring you practical solutions wherever your business takes you. We have advised clients on the world's largest and most challenging transportation and logistics projects and transactions.

Our global team works collaboratively with our clients, bringing the full strength of our capabilities in capital markets, structured finance, tax, real estate, government affairs, antitrust, regulatory, environment, intellectual property, cyber-risk, and dispute resolution.



What moves you?

# Air / Drones





## What we do

We are immersed in all industry sectors surrounding uncrewed aircraft systems (UAS), advanced air mobility (AAM), and drone security. We have a unique combination of knowledge and experience to assist clients in identifying market potential, developing practical strategies to take advantage of new business opportunities, understanding challenges to deployment, and shaping and responding to evolving legal and regulatory frameworks.

We are the preeminent global commercial drones legal and business strategy practice, including UAS, AAM, and drone security, and serve as a one-stop shop for all your needs – from regulatory issues to intellectual property, corporate matters to spectrum requirements, data privacy to export controls, product liability to public policy – and everything in between.







## Our strengths

- Deep understanding of the marketplace and your issues.
- Straight talking and practical problem solving.
- Strong industry and government relationships and a commitment to taking a collaborative approach.
- Global access to government and industry activities to stay informed.

Change in the UAS/AAM/drone security industry is happening faster than ever, and to stay ahead, you need to anticipate what comes next. Legal and business challenges come from all directions. We understand and work with you to solve the toughest issues. Whether you are just entering the industry, considering raising capital, or dealing with the increasingly complex drone regulations, we can help.

Drones provide tremendous benefits for many industries and are being used today for a variety of commercial operations, such as pipeline and powerline monitoring, infrastructure inspection, newsgathering, aerial cinematography, construction site inspection, real estate photography, insurance inspection, facility surveillance, and more.

Our team has a wide range of backgrounds: working at the highest levels of government crafting UAS/AAM/drone security policy nationally, serving at the highest levels of the FAA and its legal office, and working with the largest networked industry organizations. We have the depth and breadth of experience to help you on any issue you face in today's uncertain environment.

The above is a short summary of our drones capabilities. More details are available as part of the "Drone fever: Are you ready to implement drones for commercial use?" brochure.





## Representative experience



Advising clients on UAS type certification projects.



Founded and continue to run the industry-leading nonprofit the "Commercial Drone Alliance," engaging in advocacy and related efforts to move the industry forward.



Helping companies, both large and small, protect their innovations through patents and trademarks, as well as to enforce those rights.



Advising numerous clients on ongoing debates and challenges over the spectrum requirements to support UAS operations.



Counsel leading AAM and commercial drone companies to help them succeed in rapidly evolving marketplaces.



Playing critical roles in industry initiatives, from both a federal government and industry perspective, and understand the risks and rewards globally.



Counseling companies and investors on the regulation of UAS in various countries around the world.



Advised companies on local market entry strategy for items deliveries.



Educating the broader community on the importance of UAS technology and safe and responsible operations through webinars, social media outreach, and speaking engagements.



Being involved in every recent legislative and regulatory initiative involving unmanned aircraft integration and safety, and have a comprehensive understanding of how changes will impact UAS manufacturers, operators, and users.



Advising companies on market entry strategy, corporate fundraising and financing, and strategic partnerships.



Spearheading the industry's development of privacy best practices surrounding the use of drones, working with other industry participants, advocates, and the federal government.



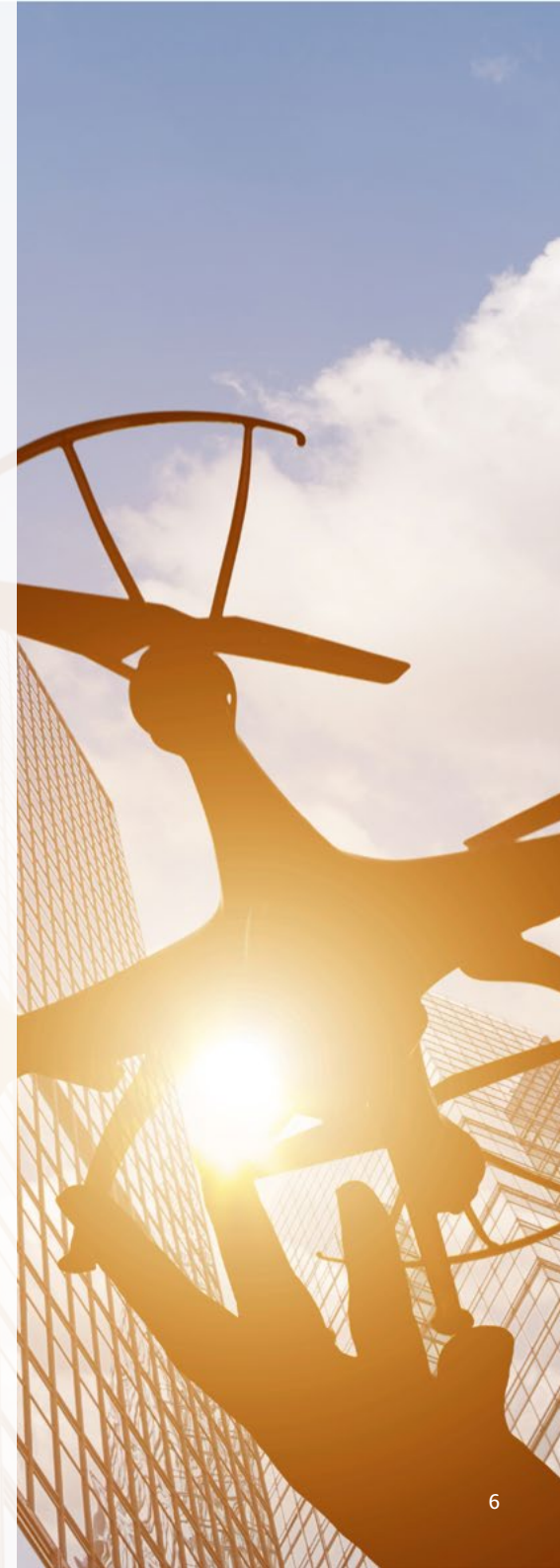
Successfully achieving extended operational approvals for many clients, including operations over people, beyond visual line of sight, and more – and are actively working with clients to move UAS policy boundaries forward safely.



Advised American Robotics in obtaining the first-ever FAA approval to authorize automated UAS operations with no humans onsite.



Partner Lisa Ellman serves as the industry lead for a working group in the FAA's newly announced Aviation Rulemaking Committee (ARC) to help the agency develop a regulatory path for routine Beyond Visual Line of Sight (BVLOS) operations.





# Rail







## What we do

Our rail team works across the globe on projects covering the entire value chain of the railway industry – from operational rolling stock leasing and maintenance agreements to the most complex cross-border high-speed rail “mega-projects” in addition to urban mobility projects that are critical to the “Smart Cities” of the future, as well as major financing projects.

Our global rail lawyers represent clients across all segments of the industry. They are known for their deep experience on rolling stock matters and for their representation of passenger railroads, freight railroads, major suppliers of essential equipment and railroad operations and maintenance services, leasing companies, rail operators, light rail transit systems, governments and government regulators, developers and project promoters, investors and financiers, as well as civil contractors.







## Our strengths

Our rail lawyers advise on a broad array of transactional, contractual, regulatory, and compliance matters including:

- Drafting and negotiating of rolling stock leasing, maintenance and acquisition agreements, including sale and lease back arrangements.
- Railroad mergers, acquisitions, and operations arrangements.
- Transportation infrastructure projects and P3s/PPPs.
- Emerging transportation technology.
- Safety compliance.
- Regulatory advice, including on operation permits, holdership requirements, and transportation of hazardous materials.
- Advising on public procurement tenders.
- U.S. railroad labor.
- Employment and retirement tax and benefit matters.
- Treaty drafting and bespoke regulatory solutions for cross-border projects.
- Policy work.
- Procurement/bid challenge work.
- Human rights due diligence.
- Supply chain disputes.
- Intellectual property.
- Station developments.





## Representative experience



.....  
 Advising Akiem Group, European leader in locomotive leasing, on the whole-business acquisition of Macquarie Europe Rail's rolling stock leasing business including 137 locomotives, 110 carriages, and 46 trains with operations across Europe.  
 .....



.....  
 Advising the governments of Benin and Niger in connection with the negotiation of the concessions of the 1,500km €3bn Benin – Niger sections of the Rail African Rail Loop.  
 .....



.....  
 Advising SNCF Réseau (owner and manager of the French Rail Network) in connection with the GSM-R PPP project.  
 .....



.....  
 Leading rail counsel to the Commonwealth of Virginia in its landmark US\$5bn rail corridor acquisition and shared use transaction involving a Class I North American freight railroad.  
 .....



.....  
 Advising a major Chinese rail company on its investments and acquisitions in Italy, Germany, and South Africa.  
 .....



.....  
 Advising the Dallas Area Rapid Transit on the development and construction of a US\$1.1bn, 26-mile extension of the DART commuter rail system.  
 .....



.....  
 Advising a major Chinese bank on its over US\$1.5bn financing of the Astana Light Rail Project.  
 .....



.....  
 We have advised a number of bidders on different rail projects in procurement challenges since 2010. These included challenges against: Eurostar in respect of its procurement of new rolling stock; London Underground for its £1.5bn procurement for the Deep Tube Upgrade Programme; High Speed 2 in respect of its appointment of a Construction Partner to manage works of £1.3bn for a new station at Old Oak Common; and, Network Rail in relation to the appointment of a Digital Railway Train Control Partner for the East Coast Mainline.  
 .....



.....  
 Advising the host states and Rail Baltica on the treaty and regulatory structure proposed for the multibillion euro high-speed Rail Baltica project – the largest Baltic-region infrastructure project in the last 100 years.  
 .....



.....  
 Advising North America's largest rail supplier trade association for over 40 years on strategic regulatory and legislative initiatives for members in the rail freight, passenger, and infrastructure spaces. We also individually advise the association's member companies, including the three largest tank car manufacturers in North America, on regulatory and enforcement matters – including those related to the transportation of hazardous materials by rail.  
 .....

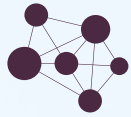




# Shipping







## What we do

Our extensive cross-practice knowledge and experience, combined with our comprehensive global coverage, means that we can efficiently deliver proactive, up-to-date, and business-oriented solutions whenever and wherever you need them.

We advise a wide cross-section of industry participants including ship builders, owners and operators, banks, lessors, governments, export credit agencies, P&I clubs, and shipping companies across the full range of vessel types, ranging from offshore oil and gas (tankers, LNG, FPSO, rigs and support vessels) to bulk carriers, ferries, cruise, container, dredging, and other vessels. Our shipping team works across the globe on projects covering the entire value chain of the shipping industry – from vessel purchase agreements to vessel and vessel portfolio financing arrangements, and regulatory matters.







## Our strengths

Our global multidisciplinary shipping team is known for its deep experience on shipping matters and advises on an extensive range of international shipping transactions including:

- Drafting and negotiating of vessel maintenance and acquisition agreements.
- Financing of single vessels and portfolios of vessels.
- Shipping loan portfolio sales and acquisitions.
- Restructuring and insolvency matters.
- Corporate transactions.
- Intellectual property.
- Marine litigation.
- Advising on public procurement tenders.
- Safety issues.
- Certification disputes.
- International trade and commodities.
- Competition and procurement.
- Port-related infrastructure development and project finance.
- Tax.





## Representative experience



Advising Brookfield infrastructure and PD Ports on the refinancing in full of the Group's existing funding arrangements, which included Luxembourg listed Notes issued pursuant to a 2001 whole business securitization, as well as debt financing and hedging arrangements, and the simultaneous entry into new debt financing facilities and related hedging arrangements.



Advising an international leading luxury yacht manufacturer on various mergers and acquisitions and joint ventures.



Advising Nord/LB on their sale of ship loans totaling US\$1.5bn.



Advised Société Générale on a financing for eight vessels for K Shipping Investment Ltd (part of Louis Dreyfus group).



Advising an international shipyard in relation to a €5.5bn procurement project by the German Ministry of Defence, including the drafting and negotiation of various procurement, maintenance and subcontractor agreements, antitrust advice, and public procurement law advice.



Advising a Brazilian oil major in relation to the sale and lease back of a number of drilling platforms.



Advising an Australian bank on a term loan financing for a UK cruise company for the acquisition of five cruise ships, financing of certain lease finance payments in respect of several cruise ships, and for general working capital purposes.



Advising clients on ongoing contracts over ports administration entities to support shipping-related activities.



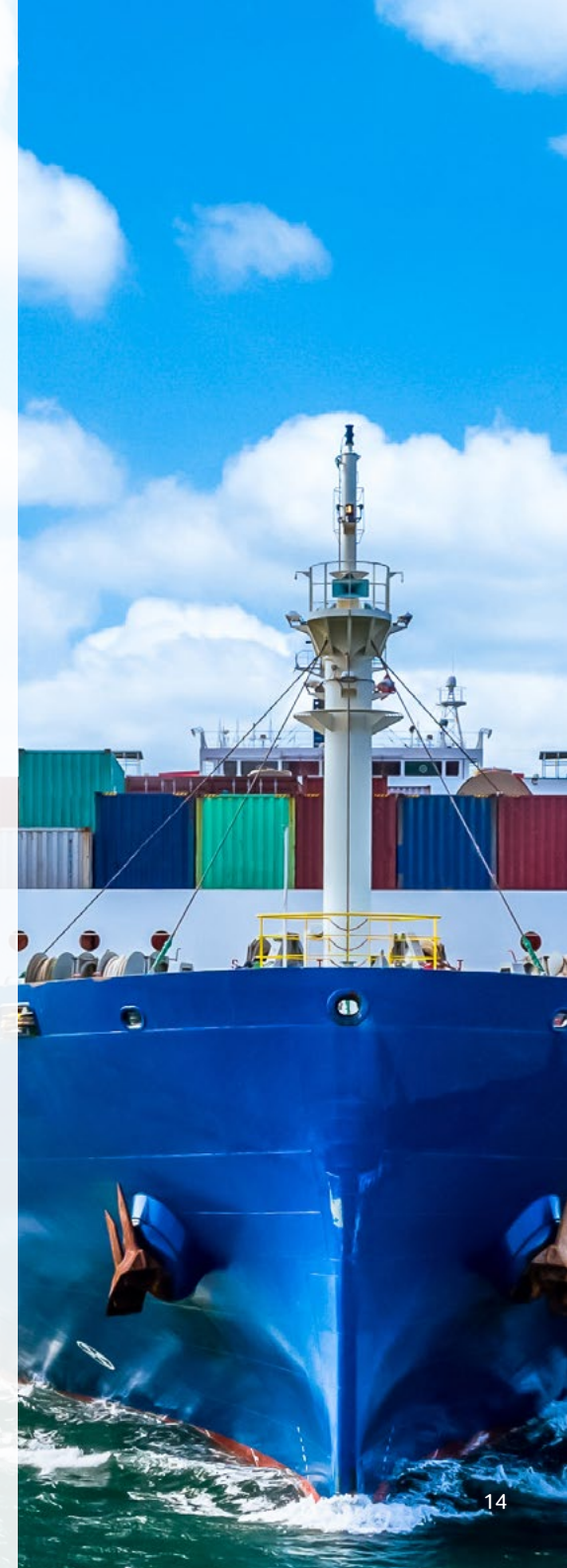
Advising a leading shipyard on a research and development cooperation with a global technology company for the development and marketing of alternative (hydrogen) power supply and ship propulsion systems.



Advising Standard Chartered in relation to a restructuring and mezzanine facility for Greenship Gas.



Advising a state-owned entity on vessel-related legal procedures before various authorities.





# Logistics







## What we do

We routinely provide transactional, contractual, regulatory, and compliance advice to multinational companies in connection with their transportation, supply chain, and logistics offerings and requirements arising from the domestic and cross-border transportation of goods and services in an increasingly global economy.

This includes representing transportation providers, shippers, and logistics intermediaries, as well as their customers from all levels of the supply chain.







## Our strengths

### We advise our clients on:

- Logistics outsourcing and insourcing.
- Drafting and negotiating domestic and cross-border transportation and logistics services contracts, as well as logistics rental contracts (including built to suit and sale and lease back).
- Developing and operating logistics properties and hubs including plant construction.
- Setting up and restructuring of local, regional, and global logistics systems.
- Implementing repair and reverse logistic systems for returning goods from the consumer / retailer to the manufacturer / recycler.
- Implementing platform-based transport intermediaries and logistic provider online platforms.
- Implementing smart logistics applications (including blockchain based) to manage and trace warehouse, freight, and transport capacities along the entire supply chain, including slot sharing arrangements.
- Implementing last mile logistics offerings, including regulatory advice and consumer protection laws.
- Implementing web-based applications soliciting consumers as carriers for other consumers (crowd logistics).
- International transport (air, road, ship, train) and international conventions (including Montreal, CMR, Hague and Visby Rules, COTIF).
- Developing risk management strategies and supply chain and logistics compliance procedures.
- Conducting supply chain risk assessments.
- Commercial and supply chain disputes.
- Protecting and enforcing their intellectual property.
- Providing advice on regulatory, transactional, and compliance matters.





## Representative experience



Acting on behalf of a U.S. industrial material manufacturer in connection with negotiation of all transportation, logistics, and distribution contracts.



Ongoing advice to a global leading online retailer on logistics lease agreements (built to suit).



Advising a German automotive logistics company on its establishment of its joint venture in northeast China.



Serving as outside compliance counsel to a global transportation and logistics provider with trucking, supply chain, forwarding, brokerage, and last mile business units operating in more than 50 countries around the world.



Advising a global leading retailer on its global logistics projects and agreements, including the drafting of template logistics agreements and the drafting and negotiation of logistics plant construction agreements.



Advising a leading U.S. logistics services provider on the building and operation of a logistics hub for a German Dax-30 company, including drafting and negotiation of logistics and lease agreements.



Advising a major international airport on the building of a logistics center, including the drafting of logistics services agreements and lease agreements.



Advising a global logistics services provider on the implementation of a global online logistics booking, management, and tracking portal, including contractual, IT law, and data protection law advice.



Advising a leading Chinese internet company on its formation of an e-commerce and logistics joint venture in Indonesia and its acquisition of an epayment company in Indonesia, as well as its investment projects in Vietnam.



Advising a last mile transportation carrier on various aspects of its logistics operations, including the use of electric and autonomous vehicles, the deployment of fleet management technology, and the licensing, insurance, employment and other regulatory implications of its business model.





What moves you?

# Mobility Services







## What we do

**We are a global team that enables our clients to dynamically prepare for the future of mobility while succeeding today.**

Some of us have worked decades on a particular area of significance to the industry. Others have worked on a broader scope of issues and markets and are more deeply focused on a client's overall business.

All of us work with our clients not just to understand the issues of today, but to define and get ahead of the issues of tomorrow so our clients can realize opportunity.

We do not just suggest answers to discrete questions. That is fine in an industry where change is limited and the rules are well established. That does not work in a dynamic industry that is under disruption and where the legal rules are changing now and will change faster in the future. We enjoy working with our clients to develop a more complete vision of the future and then design strategies to make that vision real.







## Our strengths

We are advising industry players as well as new entrants on:

- New mobility rules in approximately 40 countries.
- Agreements on joint technology developments.
- Implementation of connectivity services globally.
- Evaluation of regulatory issues for vehicle based communication services.
- Issues involved in the electrification of fleets.
- Agreements regarding provision of sustainable urban mobility, including multimodal services, charging, taxi ride hailing, parking, and vehicle sharing.
- Franchise agreements with franchisees and system partners.
- Equipment procurement and leasing agreements.
- License bids, appeals, and strategic questions on the regulatory landscape for mobility service providers.
- Intellectual property protection and enforcement.

To succeed in a disruptive environment, one has to embrace that uncertainty and find it invigorating; otherwise, one cannot create the clarity to realize opportunity. We enjoy combining our experience with how the industry and the law are currently structured with our inherent curiosity in the amazing changes coming forward to help our clients realize the opportunities of the future.

The above is a short summary of our mobility capabilities. More details are available through our:

- [“Future of Mobility: Autonomous, Connected, Electric and Shared” brochure.](#)
- [“Living Mobility Q&A Spotlight Series”](#) that captures the vibrant evolution of not just our vehicles, and of our mobility networks, but of how we live with the focus on four key characteristics: Living Mobility is Objective, Inclusive, Unifying, and Sustainable.





## Representative experience



.....  
We successfully acted for Uber in its two London license appeals in 2018 and 2020. This involved careful consideration of concerns raised by Transport for London, Uber's regulator, as well as guiding Uber through various changes to its systems and processes in order to address those concerns.  
.....



.....  
Advising Uber on various strategic questions about its regulatory landscape.  
.....



.....  
Represented Waymo on autonomous driving and transportation services regulations outside the U.S.  
.....



.....  
Advising NATS, the UK's air traffic control body, on its powers and duties, and on its relationship with its regulator (the Civil Aviation Authority).  
.....



.....  
Advising a leading international mobility services provider on franchise, equipment procurement, leasing, and maintenance agreements.  
.....



.....  
Advising a leading international mobility services provider on financing rounds, on its buy-and-build strategy including acquisition of more than bus operators, on the change of its legal form to SE, as well as on all COVID-19 related questions, including ramp-down and ramp-up of the system.  
.....



.....  
Advising an automotive related entity on various strategic questions and government related activities regarding personnel transportation service.  
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.....  
Protecting and enforcing intellectual property for some of the world's largest mobility companies.  
.....



.....  
Advising GAC group, a major Chinese automobile manufacturer, in connection with many investments including: on its US\$100m investment in Uber China unit, its follow-up restructuring as a result of merger with DiDi, the Chinese car hailing company, and numerous outbound investment projects including in Germany, the U.S., and South America.  
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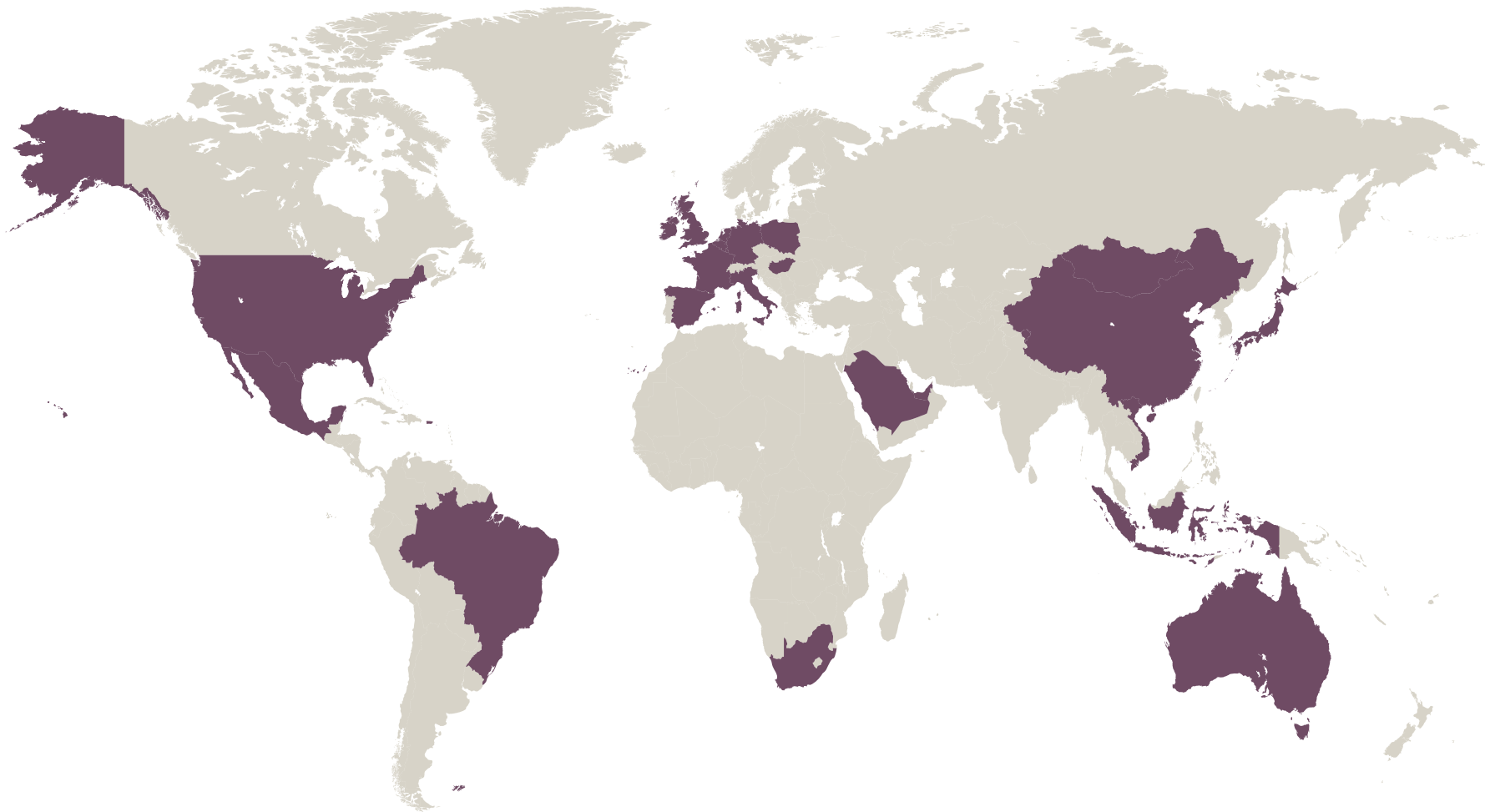
# Key contacts

150+ Transportation and Logistics  
Sector lawyers



**Joanne Rotondi**  
Washington, D.C.  
Global Head of the  
Transportation and  
Logistics sector  
Global Reg. & IPMT

*Click below to view key  
contacts in each region*





Alicante	Mexico City
Amsterdam	Miami
Baltimore	Milan
Beijing	Minneapolis
Birmingham	Monterrey
Boston	Munich
Brussels	New York
Budapest*	Northern Virginia
Colorado Springs	Paris
Denver	Perth
Dubai	Philadelphia
Dublin	Riyadh*
Dusseldorf	Rome
Frankfurt	San Francisco
Hamburg	Sao Paulo
Hanoi	Shanghai
Ho Chi Minh City	Shanghai FTZ*
Hong Kong	Silicon Valley
Houston	Singapore
Jakarta*	Sydney
Johannesburg	Tokyo
London	Ulaanbaatar*
Los Angeles	Warsaw
Louisville	Washington, D.C.
Luxembourg	
Madrid	

\*Our associated offices  
Legal Services Centre: Berlin

[www.hoganlovells.com](http://www.hoganlovells.com)

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