



### Ann Lawrence

Partner

GLOBAL CO-CHAIR, RETAIL SECTOR

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Ann Lawrence advises on strategic transactions, including financings, recapitalizations, restructurings, acquisitions and dispositions.

Ann is the Global Co-Chair of the Retail Industry Sector and focuses her practice on a wide variety of retail brands including e-commerce, affiliate marketing, digital media, fashion, jewelry and branded consumer products.

### EXPERIENCE

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Ann's representative deals include:

- Initial Public Offering of YogaWorks, Inc. underwritten by Cowen and Company, LLC; Stephens Inc.; Guggenheim Securities, LLC; Roth Capital Partners, LLC; Imperial Capital, LLC
- Sale of Downtown Los Angeles Auto Group to Lithia Motors, Inc.
- Acquisition of Aéropostale in chapter 11 bankruptcy proceeding
- Formation of True Wealth Advisors
- Acquisition of Judith Leiber by Authentic Brands Group;
- Sale of Katy Industries in chapter 11 bankruptcy proceeding
- US\$400 million convertible note offering by NuVasive, Inc.
- US\$40 million convertible note offering by Maxwell Industries
- Initial public offering of Groupon, Inc. underwritten by Morgan Stanley, Goldman, Sachs & Co. and Credit Suisse
- Series Seed and Series A Financings of Foodstirs, Inc.
- Private Placement Saxx Underwear

### CREDENTIALS

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### RELATED SERVICES

- Restructuring
- Capital Markets
- Public Company and Corporate Governance
- Debt Capital Markets
- Mergers and Acquisitions

### RELATED SECTORS

- Hospitality and Leisure
- Food and Beverage
- Retail

## Admissions

- California
- New York

## Education

- J.D., Columbia University School of Law 1999
- B.A., Political Science, Yale University 1996

## INSIGHTS

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### Publications

- Author, "Preventing A Recapitalization Crisis Before It Starts," *CFO.com*

### Events

### Previous

#### **Crisis management and prevention: what in-house counsel need to know about brand protection during litigation and other compromising times**

24 APR 2018  
Webinar

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- Panelist, Litigation + Retail webinar: Crisis Management and Prevention, April 2018
- Featured on podcast episode, "Ann Lawrence has a Vision for Women's Economic Development," on *The Dots*, with Kathleen Buczko, 2017 (Click here to listen to and download the entire podcast episode)
- "Retail in Distress: Restructuring in Today's Retail Environment," Webinar, 2017
- Panelist, "Recent real estate developments that will impact your project and practice," 2017
- Featured Panelist, "The General Counsel as a Partner in Corporate Innovation," Global Women's Law Summit
- Featured panelist, "The LA Catalyst," New Year, New Business event
- "Online Personal Branding & Content Creation," Digital Diva Series
- Panelist, "Capital Access in Uncertain Markets," FastPay/BDO event
- Speaker/Panelist, Melange Live event
- Co-speaker, "The Omnicare Decision and its Effect on Securities Offerings Webinar"
- Panelist, Focus On Women Presents: Navigating Life's Pivotal Changes, Los Angeles, CA
- Speaker, Practising Law Institute's Venture Capital 2013: Nuts and Bolts, East Palo Alto, CA

## NEWS

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#### **DLA Piper advises Authentic Brands Group in competitive auction for Nine West**

19 JUN 2018

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DLA Piper represented Authentic Brands Group, LLC (ABG) in their purchase of the US shoe and accessories company Nine West Holdings Inc.

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### **Angela Agrusa and Ann Lawrence named to *Los Angeles Business Journal's* 2018 Most Influential Women Attorneys list**

26 APR 2018

DLA Piper is pleased to announce that Los Angeles-based partners Angela Agrusa and Ann Lawrence, global co-chair of the firm's Retail Industry sector, have both been selected for the Los Angeles Business Journal's 2018 Most Influential Women Attorneys list.

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### **DLA Piper advises underwriters in YogaWorks IPO**

16 AUG 2017

DLA Piper represented the underwriters in the US\$40 million initial public offering of YogaWorks, Inc. (NASDAQ: YOGA).

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### **DLA Piper advises the Shammass Group in the sale of Downtown Los Angeles Auto Group**

14 AUG 2017

DLA Piper represented the Shammass Group in the sale of Downtown Los Angeles Auto Group to Lithia Motors, Inc. Downtown Los Angeles Auto Group includes Audi, Chevrolet, Mercedes-Benz, Nissan, Porsche, Scion, Toyota and Volkswagen dealerships in Los Angeles, as well as a Nissan dealership in Carson, California.

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## **MEDIA MENTIONS**

- Quoted in "Aeropostale's consortium owners just created a new retail model," *New York Business Journal* and *Los Angeles Business Journal*
- Noted in "Female Innovators In The Business Of Law," *Forbes*