



## → Edward Xia

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Edward Xia is a partner in the Corporate Practice Group in the firm's Los Angeles office.

### Areas of Practice

Edward represents public and private companies, private equity funds and their portfolio companies and entrepreneurs and founders in a variety of corporate transactions, including mergers and acquisitions, minority and growth equity investments, equity and debt financings, venture capital investments, joint ventures and strategic alliances and corporate governance matters. He has worked with clients in a wide range of industries, including software & technology, blockchain and digital assets, fintech, retail, consumer products, financial services, food and beverage, aerospace and defense, transportation and entertainment and digital media, among others.

### Experience

#### Mergers and Acquisitions:

Represented Kevin's Natural Foods in its sale to Mars.

Represented Wine Warehouse in its sale to Breakthru Beverage.

Represented Wpromote in its strategic investment from ZMC.

Represented Quixote Studios in its sale to Hudson Pacific Properties.

Represented Bison Capital in leading an investor group in the acquisition of Precision Surfacing Solutions.

Represented Thomson Reuters Corporation in the sale of its Checkpoint Learning and West LegalEdcenter business lines to CeriFi, a portfolio company of Leeds Equity Partners.

Represented Thomson Reuters Corporation in the sale of its Compliance Learning business line to LRN Corporation, a portfolio company of Leeds Equity Partners.

Represented JONDO in its sale to Circle Graphics, a portfolio company of H.I.G. Capital.

Represented Sentinel Offender Services in its acquisition of Omnilink Systems.

Represented Gem in its sale to Blockdaemon.

Represented Files.com, a portfolio company of Riverwood Capital, in its acquisition of ExaVault.

Represented Space Micro in its sale to Voyager Space Holdings.

Represented Floify in its sale to Porch Group.

Represented EZ-Flo International in its sale to Reliance Worldwide Corp.

Represented G-Net Media in its sale to Keywords Studios.

Represented CASEpeer in its sale to MyCase, a portfolio company of Apax Partners.

Represented the owners of Feedonomics in its sale to BigCommerce.

Represented Micro Quality Labs in its sale to Certified Laboratories, a portfolio company of Warburg Pincus.

Represented Files.com in its sale to Riverwood Capital.

Represented Adweek, a portfolio company of Shamrock Capital Partners, in its acquisition of Social Media Week.

Represented ICM Partners in its acquisition of Primary Talent International.

Represented Bison Capital in its recapitalization investment in For the Record.

Represented Alvarado Manufacturing Co., Inc. in its sale to dormakaba AG.

Represented ETS Express in its sale to Polyconcept, a portfolio company of Charlesbank Capital Partners.

Represented Wpromote in its acquisition of Growth Pilots.

Represented Intrepid Investment Bankers in its sale to MUFG Union Bank, N.A.

Represented ICM Partners in its acquisition of the Just For Laughs Group.

Represented the owners of an industrial warehouse real estate portfolio in its sale to Blackstone.

Represented Prime-Line Products in its sale to Great Star USA Tools Inc.

Represented Resitrader in its sale to Optimal Blue, a portfolio company of GTCR.

Represented Streamline Circuits in its sale to Summit Interconnect, a portfolio company of HCI Equity Partners.

Represented the Content Group in its acquisition of Asylum Entertainment.

Represented a mortgage company in its acquisition of the mortgage division of a domestic bank.

Represented a private-equity backed provider of excavation protection solutions in its acquisition of a multi-state provider of trench safety equipment.

Represented a private equity fund in its sale of a provider of drilling services to the environmental and geotechnical markets.

Represented a publicly traded biotechnology company in its \$10 billion sale to a publicly traded pharmaceutical company.

Represented a publicly traded European medical technology company in its \$2.2 billion acquisition of a publicly traded medical devices company.

Represented a publicly traded European medical technology company in its \$1.0 billion acquisition of a publicly traded medical devices company.

Represented a publicly traded European medical technology company in its acquisition of a privately held neurodiagnostic device company.

Represented the private equity fund owners in their sale of a film studio to a Qatari-based international media group.

Represented a California winery in its sale to a multinational luxury goods conglomerate.

Represented real estate investment firm in its acquisition of a broker-dealer business.

Represented private equity fund in its acquisition of the assets of a Puerto Rican bank.

#### **Growth Equity Investments, Venture Capital Investments and Joint Ventures:**

Represented Bison Capital in its investment in Wyo-Ben.

Represented Banijay in its strategic investment in Hyphenate Media Group, a new media holding company and premium content studio launched by Eva Longoria and Cris Abrego.

Represented Bison Capital in its investment in Motorcar Parts of America, Inc.

Represented Bison Capital in its investment in Curtin Maritime.

Represented Bison Capital in its investment in Ocean Media.

Represented Bison Capital in leading a Series A investment round in Fluid Truck.

Represented Bison Capital in its investment in Quixote Studios.

Represented Bison Capital in its investment in Aqua Expeditions.

Represented Bison Capital in its investment in Apex Innovative Sciences (the result of a merger of CNS Network and Hassman Research Institute).

Represented Wpromote in its sale of a minority interest to Shamrock Capital Partners.

Represented Series A investors in an investment in Freeda Media.

Represented investors in connection with a wholesale mortgage joint venture.

Represented a private equity fund in its minority investment of an apparel, athletics and entertainment brand management company.

Represented a family office in its minority investment of a global manufacturer of packaging solutions.

Represented a private equity fund in its minority investment in a newly issued class of common stock issued by a publicly traded media conglomerate.

Represented the owner and manager of retail assets in its minority investment in a publicly traded real estate investment trust.

Represented a private equity fund in its joint venture with another private equity fund in the development of wind power assets.

#### **Equity Offerings:**

Represented the underwriters in the public offering of equity securities of a developer of unmanned aerial vehicles.

Represented the underwriters in the public offering of equity securities of a developer of a digital marketing software platform.

Represented the underwriters in the public offering of equity securities of an internet service provider.

#### **Corporate Governance Matters:**

Represented various portfolio companies of private equity funds in (i) general corporate governance matters, (ii) structuring and implementation of management incentive equity programs, including programs implemented through aggregator vehicles, (iii) bridge financings and follow-on financings, (iv) internal reorganizations and (v) general employment matters.

Represented entrepreneurs and founders in various internal recapitalizations and reorganizations.

Represented various publicly traded companies in their periodic SEC filings.

## Articles

- FINTECH: What Prospective Buyers and Sellers Need to Know  
*The Deal*, 05.05.2021
- What To Know About Software Co. M&A As Deal Volume Rises  
*Law360*, 10.22.2020
- Why It's Important to Manage Confidentiality in M&A Deals  
*Daily Journal*, 08.31.2020

## Corporate & Securities Law Blog

- "What You Need to Know about Acqui-Hires," July 12, 2023
- "Buying and Selling a File Management, Storage and Transfer Business," June 8, 2022

## Media Mentions

Rising Stars: Sheppard Mullin Promotes in M&A  
*The Deal*, 03.06.2023

Sheppard Mullin Names 10 Partners In Calif., New York  
*Law360*, 03.03.2023

## Practices

Corporate

Mergers and Acquisitions

Private Equity

Emerging Company & Venture Capital

Family Owned, Closely-Held Businesses and Family Offices

Joint Ventures and Strategic Alliances

## Industries

Aerospace & Defense

Artificial Intelligence

Blockchain and Fintech

Entertainment, Technology and Advertising

Financial Services

Food and Beverage

Private Equity

## Education

J.D., Columbia Law School, 2013, *Harlan Fiske Stone Scholar*

A.B., Princeton University, 2008, *cum laude*

## Admissions

California

New York