HansonBridgett



Natalie N. Wilson

Partner

NWilson@hansonbridgett.com
(415) 995-5157

Hanson Bridgett LLP
425 Market Street, 26th Floor
San Francisco, CA 94105

Firm Leadership

Emerging Companies Practice Leader
Business Disruption Strategies Practice Co-Leader
Pro Bono Committee, Member

Areas of Focus

- Emerging Companies
- Business Disruption Strategies
- Corporate
- ESG & Sustainable Business
- Private Equity and Venture Capital
- Institutional Investors
- Private Investment Funds

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Natalie represents emerging and growth companies, founders, venture capital investors, and fund sponsors in financings, strategic transactions, and ongoing corporate matters. Her practice spans the venture life cycle, from company formation and early-stage financings through growth rounds, acquisitions, and other liquidity events.
Natalie regularly advises private technology companies and investors in convertible and preferred stock financings from seed stage through later-stage growth rounds.

She counsels clients on financing structure and economics, governance and control rights, capitalization, investor rights, and regulatory considerations, including CFIUS issues arising in transactions involving foreign investors. Her company practice is concentrated in digital health, climate technology and sustainable materials, and artificial intelligence and software.

She also serves as outside corporate counsel to emerging and growth companies, advising founders, management teams, and boards on governance, securities law compliance, equity matters, and strategic transactions. Her work includes counseling Delaware public benefit corporations and California benefit corporations on governance and related corporate matters.

Natalie represents companies, founders, buyers, and sellers in mergers, acquisitions, and growth equity recapitalizations. She advises clients throughout the

transaction process, from structuring and pre-closing reorganizations through the negotiation of definitive agreements and complex economic arrangements, including earnouts, equity rollovers, and escrows. Her transactions frequently involve private equity and strategic counterparties, multiple operating entities, and cross-border considerations.

Natalie also advises institutional investors and fund sponsors. She serves as outside investment counsel to public pension systems, other institutional investors, and high-net-worth individuals in connection with investments in private and public investment funds and secondary transactions. She also represents venture capital fund sponsors in fund formation and offerings, including fund structure, economics, governance, and securities law compliance.

Prior to joining Hanson Bridgett, Natalie practiced at an international law firm in Palo Alto.

Representative Work

Mergers & Acquisitions
Represented the founders of a developer of an AI-powered desktop software platform in its acquisition by a leading artificial intelligence company

Represented a women's health technology company in its acquisition of a direct-to-consumer digital pelvic floor and core health platform.

Represented a SaaS provider for global mobility and remote work compliance in its majority recapitalization by a software-focused growth equity investor.

Represented a technology staffing and workforce solutions group and its owners in its sale to a strategic acquirer, including a pre-closing F reorganization.

Venture Financings
Represented a digital health company in its $26 million Series D financing.

Represented a consumer fintech company in its $20 million Series A financing led by two institutional venture investors.

Represented a climate technology and sustainable building materials company in its Series A preferred stock financing.

Represented an artificial intelligence and developer tools company in its Series Seed preferred stock financing, including CFIUS-related protections in connection with investment by a foreign strategic investor.

Represents a climate-focused venture capital fund in its portfolio investments in hydrogen and clean energy companies, including its lead investment in an early-stage carbon-to-

materials company.

Institutional Investors and Funds
Serves as outside investment counsel to public pension systems and high-net-worth individuals in connection with their investments in private and public investment funds.

Represented municipal retirement systems in the secondary sale of limited partner interests.

Represented the sponsors of a venture capital fund focused on pre-seed and seed-stage biotechnology investments in the fund's formation and offering.

Publications

"Understanding EDGAR Next," co-author, Corporate Legal Alert (August 2025)

"Accredited Investors: Wealth Is No Longer the Sole Proxy for Financial Sophistication," co-author, *Corporate Law Alert* (August 2020)

"Negotiating VC Term Sheets in a Recession,'" *Business Disruption Strategies + Emerging Companies Law Alert* (June 2020)

"Federal Reserve Continues to Revise Main Street Lending Program,'" *Business Disruption Strategies Law Alert* (June 2020)

"CARES Act Update: New SBA Guidance on PPP Loan 'Necessity,'" *Business Disruption Strategies Law Alert* (April 2020)

"Planning for and Negotiating Mergers & Acquisitions In Light of COVID-19," *Business Disruption Strategies Law Alert* (March 2020)

"The SEC Increases Enhanced Disclosure Threshold Under Rule 701 and Considers Broader Changes,"co-author, *Employee Benefits Alert* (September 2018)

"Etsy's IPO – A New Step For the B Corp Community?" co-author, *Sustainable Business Law Alert* (March 2015)

"California Revised Uniform Limited Liability Company Act," co-author, *Corporate Law Alert* (January 2014)

Presentations

"The Diligence Room: Founders & Funders DD Forum," panelist, SF Tech Week (October 2026)

“From Friends & Family to Series A- Legal Foundations Every Founder Needs,” H2O Water Innovation Summit (April 2026)

“Private Equity/Venture Capital - Global Investment Trends in Tech Companies,” WSG Global Symposium & 2021 Annual Meeting (October 2021)

“Business is Disrupted: Shifting Valuation: Down-rounds and Underwater Options,” co-speaker, Hanson Bridgett Business is Disrupted Webinar (June 2020)

“Business is Disrupted: Navigating through the Straits of COVID-19: Preserving Liquidity, Restructuring Your Balance Sheet & Surviving,” moderator, Hanson Bridgett Business Disruption Strategies Webinar (May 2020)

“Business is Disrupted: Getting Ahead of Privacy Issues,” co-speaker, Hanson Bridgett Business Disruption Strategies Webinar (April 2020)

“Business is Disrupted: Strategies for These Unprecedented Times,” co-speaker, Hanson Bridgett Business Disruption Strategies Webinar (April 2020)

“Demystifying the Cap Table,” presenter, #HowSheWorks (March 2020)

“Legal Overview: Business Entity Formation and Funding for Startups,”co-presenter, Aging 2.0 (September 2018)

“Business is Disrupted: Getting Ahead of Privacy Issues,” co-speaker, Hanson Bridgett Business Disruption Strategies Webinar (April 2020)

“Legal Issues: A Primer for Startup Entrepreneurs,” co-presenter, Aging 2.0 (April 2018)

“Startup Legal 101: Advice from Top Lawyers,” presenter, Founder Institute (February 2018)

“WeFIRST. Women as Entrepreneurs: Founders, Investors, Risk-Takers, Supporters & Team Builders,” speaker, UC Hastings Startup Legal Garage (February 2017)

Honors & Awards

California Lawyers Association, Wiley W. Manuel Pro Bono Legal Services Award (2019–2021)

Legal 500’s Inaugural City Elite Ranking, Corporate and M&A

Professional Licenses

Certified Carta Premier / Fundraise

Academic Distinctions

Santa Clara Computer & High Technology Law Journal, Executive Board Member and Senior Production Editor

Alpha Sigma Nu Honor Society, Member

Education

J.D., Santa Clara University School of Law (2010)

B.A., *magna cum laude* Loyola Marymount University (2007)

Admissions and Courts

California