



# PHILIP LAWRENCE

MANAGING DIRECTOR

LONDON

## quick facts

- 20+ years of professional experience
- Specialises in complex restructurings and transformations
- Expertise in cash and working-capital management, operational transformation, independent business reviews and stakeholder advisory



Philip Lawrence is a Managing Director with Alvarez & Marsal Restructuring in London. He brings more than 20 years of professional experience assisting management teams and other stakeholders across a variety of complex restructurings and transformations, often following periods of under-performance.

Mr. Lawrence has led assignments covering cash and working-capital management, operational transformation, independent business reviews and stakeholder advisory across the U.K., Europe and the U.S.

Mr. Lawrence's notable assignments include leading the finance function of a listed speciality retailer facing a liquidity shortfall following operational challenges and the impact of COVID-19; identifying and delivering a cost reduction programme for a major international fashion retailer following a period of declining sales and changing consumer behaviour; and stabilising a European wholesale business suffering from a slowdown in demand and inflationary pressures.

Additionally, Mr. Lawrence has led key transformation projects with a major retailer, focused on building stakeholder consensus, delivering savings and efficiencies across key areas of the organisation. He was also involved in developing and leading a cost-cutting programme and five-year planning process for an underperforming consumer business with 450+ outlets across three continents. This included a robust short-term cash flow and detailed analysis of underlying consumer behaviour, which ultimately resulted in a cash injection from a private equity firm and subsequent stabilisation.

Prior to joining A&M, Mr. Lawrence worked in the Transformation & Cash division at a global advisory firm. In this role, he led the cash forecasting and management propositions. Previously, he held senior roles at other advisory firms and lenders.

Mr. Lawrence earned a bachelor's degree from Nottingham University. He is Fellow of the Institute of Chartered Accountants in England and Wales, Associate Member of Corporate Treasurers and a Member of the Institute For Turnaround.