

# KRISTI HUNTER THOMPSON

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## EXPERIENCE

### **Deputy General Counsel - Commercial, CMA CGM Group; Norfolk, VA — October 2019, to Present**

- Responsible for managing the daily operations of the legal department in the U.S. in the area of commercial law, including:
  - Planning, organizing, and directing the legal staff of the commercial law team;
  - Ensuring customer and vendor contracts are reviewed in a timely manner and are in accordance with the company's core objectives and risk strategy;
  - Overseeing commercial litigation files and managing/retaining outside counsel;
  - Maintaining corporate books and records and leading internal corporate restructuring projects; and
  - Managing legal work flows for strategic, company-wide initiatives having an impact on commercial contracts.

### **Senior Counsel, CMA CGM Group; Norfolk, VA — March, 2018 to October, 2019**

- In addition to maintaining the duties described below as an Associate General Counsel, I am also now responsible for:
  - Supervising junior legal staff including the Associate General Counsel and Corporate Legal Specialists;
  - Managing the legal aspects of new digital projects for the CMA CGM group in the U.S., including new freight management platforms and freight tracking and tracing technologies; and
  - Reviewing and negotiating contracts relating to data privacy and security regulations.
- In 2018, over a six-month period I participated in a leadership development program, the **CMA CGM LEAD Program**, earning a certificate in Transformational Leadership, Operational Excellence and Innovation from *Sciences Po University* in Paris and *Georgia Tech University* in Atlanta.

### **Associate General Counsel, CMA CGM Group; Norfolk, VA — July, 2013 to March, 2018**

- My main responsibilities include providing support and day-to-day legal advice to all business units for the CMA CGM group's U.S. subsidiaries and affiliates, including:
  - Drafting and negotiating service contracts with U.S. customers (cargo owners and OTIs) for all CMA CGM group ocean carrier subsidiaries (CMA CGM, American President Lines, and ANL Container Lines);
  - Drafting and negotiating vendor and subcontractor agreements with terminal operators, container leasing companies, railroads, trucking companies, and container yard operators;
  - Providing regulatory interpretation and guidance in all areas relevant to the ocean carrier and third-party logistics business units (FMC, DOT, CBP, USDA, FDA, etc.);
  - Preparing responses to FMC fact finding investigations, and participating in mediation with the FMC Office of Consumer Affairs and Dispute Resolution (CADRS)
  - Assisting with the formation and set-up of the CMA CGM group's logistics subsidiaries (CMA CGM Logistics and USL Logistics) and advising these subsidiaries on license and registration applications, agency agreements, warehousing and distribution agreements, and other contracts with customers and vendors (including NSAs and NRAs);
  - Advising the in-house cargo claims team on settlement of cargo claims to avoid litigation;
  - Assisting with group M&A projects, including the sale of an \$800 million terminal asset in 2017;
  - Managing outside counsel appointed to represent the group in litigation with vendors; and
  - Developing and implementing trainings for all employees in the U.S. on various legal and compliance topics, including contract negotiations, bills of lading and FMC compliance.
- I participated in a **JUMP** (Junior Upward Mobility Program) at the CMA CGM Home Office in Marseille, France, on-site for 6 months in 2015. My experience included:
  - Leading the negotiation of the sale and lease back agreements for container equipment worth more than \$100 million;
  - Advising the CMA CGM group's logistics subsidiary CMA CGM Logistics on joint-venture and partnership opportunities in Southeast Asia, Africa and South America, and also drafting shareholder agreements, cooperation agreements, letters of intent, operating agreements, and agency agreements; and
  - Assisting with M&A projects, including the CMA CGM group's \$2 billion acquisition of Neptune Orient Lines in December 2016, specifically on aspects involving U.S. labor, service and vendor contracts and claims.

**Of Counsel, The Asa Hutchinson Law Group, PLC; Rogers, AR — August, 2012 to July, 2013**

- Similar responsibilities as described below, on a case-by-case basis as an independent contractor.

**Associate Attorney, The Asa Hutchinson Law Group, PLC; Rogers, AR — August, 2010 to August, 2012**

- Represented clients on international and white-collar criminal charges, including FCPA and human trafficking violations;
- Provided legal advice to small businesses on business entity formation, employment matters, contract review and negotiation and intellectual property matters (copy rights and trademark filings); and
- Represented clients in immigration proceedings before the Department of Justice, provided general immigration advice to businesses and individuals, and prepared family and employment-based petitions.

**EDUCATION**

- University of Edinburgh, Edinburgh, UK — *Masters of Law in Public International Law, 2013*
  - Rotary International Ambassadorial Scholar
  - Masters thesis on the topic of National Security Exceptions to the General Agreement on Trade and Tariffs
- University of Arkansas School of Law, Fayetteville, Arkansas — *Juris Doctorate, cum laude, 2010*
- University of Arkansas, Fayetteville, Arkansas — *Bachelor of Arts, Political Science, cum laude, 2007*

**LICENSES AND PROFESSIONAL ASSOCIATIONS**

- Virginia Bar, Limited Corporate Counsel Admission — 2013 to Present
- Arkansas Bar — 2010- Present
- Maritime Law Association of the United States — 2014 to Present
  - Young Lawyers Committee, Secretary, 2019 to Present

**OTHER ACTIVITIES**

- Mock Negotiations Coach, Cargo Claims Course, *Tulane University Law School*- New Orleans, LA — Spring 2018 and 2019
- Panelist, “Issues Facing Container Lines: Mergers, Bankruptcies & Negotiations. How to help your clients navigate”, *Maritime Law Association of the U.S., Young Lawyers Committee*- New York, NY — Spring Meeting 2017
- Member, Rotary Club of Hampton Roads- Virginia Beach, VA — 2016 to Present