

Laura Connor Smith, CVA, CFE

Managing Director

1701 Pennsylvania Ave NW, Suite 200

Washington, DC 20006 USA

P 202-729-6318

M 646-373-1492

lsmith@credibilityinternational.com

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Curriculum Vitae

Laura is a Managing Director at Credibility International with over twenty years of experience providing accounting and financial advisory services to companies and legal counsel on a variety of issues involving disputes in arbitration and litigation matters as well as financial investigations. Laura has worked on client assignments involving damages analyses involving complex contract disputes and intellectual property, valuations, investigations and bankruptcies in a variety of industries with a particular depth of experience in large international arbitrations involving both contract and treaty claims. Laura has extensive experience in assisting with internal and external investigations of financial institutions. She holds a Masters of Business Administration from the University of Maryland and a Bachelor of Science in Business Administration from Villanova University. Laura is a Certified Valuation Analyst and a Certified Fraud Examiner.

Professional Experience

Prior to joining Credibility International, Laura provided similar accounting and financial advisory services at Huron Consulting Group (2003-2010), KPMG (2002-2003) and InteCap (2000-2002). Laura's primary focus has been in litigation support and damage analysis with focus on intellectual property, valuation and international arbitration matters.

Testimonial Experience

Laura has testified or submitted expert testimony primarily relating to damages, economics and financial issues in the following matters:

- Quanta Services Netherlands B.V. v. Republic of Peru, Expropriation and Fair and Equitable Treatment, ICSID Case No. ARB/21/1. Filed expert reports on damages in April and November 2022. Dispute involving the construction and operation of broadband networks in rural regions of Peru. (Engaged by Respondent; parties from Netherlands and Peru)
- Full Circle United, LLC v. Bay Tek Entertainment, Inc., Breach of License Agreement, Breach of Agreement, Tortious Interference, United States District Court, Eastern District of New York, Civ. Action No. 1:20-cv-03395. Filed expert reports on alleged economic losses suffered by Plaintiff in July 2021 and October 2021. Deposed in July 2022. Dispute was related to the operation of league play games within bars and other venues in the United States. Economic losses included lost profits. (Engaged by Plaintiff.)
- ICC Matter involving Egyptian and Chinese Parties, Breach of Contract, Filed expert report on alleged economic losses suffered by Claimant in May 2019 and Respondents' counterclaim losses in November 2019 and January 2020. Testified at hearing in November 2020. Dispute was related to the distribution of home appliances in Egypt. Economic losses include direct losses, lost profits and reputational harm. Award for Claimant issued in October 2021 with lost profits award using all inputs and assumptions from Smith Report. (Engaged by Claimant.)

Testimonial Experience (Continued)

- Bull Communications, Inc. v. PaeTec Communications, Inc., Breach of Contract, Supreme Court of the State of New York, County of Monroe, Index No. 2010-7108. Filed expert reports on alleged economic losses suffered by plaintiff in January 2018 and March 2018 and provided deposition testimony in May 2018. Economic losses include lost commission payments in the telecommunication industry. (Engaged by Plaintiff.)
- Martin Campanella v. Metropolitan Aviation, LLC, Wrongful Termination, U.S. Department of Labor, Assistant Secretary of Labor for Occupational Safety and Health. Filed an expert report on alleged economic losses suffered by the plaintiff in February 2014. Economic losses include lost back-pay and lost future earnings. (Engaged by Plaintiff.)
- Senate Committee on Governmental Affairs, regarding BSA/AML findings and compliance with an investigation into a Washington, DC Financial Institution (2004).

Consulting Engagement Experience

Representative examples of Laura's engagement experience include:

Disputes

- Luxury Retail Industry, Arbitration; Breach of Contract. Managed an engagement team in a dispute involving construction that impacted the operations of a luxury retailer. Analysis included the assessment of lost profits resulting from the alleged contract breach.
- Pharmaceutical Industry, Arbitration; Breach of Contract. Managed an engagement team in a dispute involving claims related a license agreement for a pharmaceutical product. Analyses included assessments of royalties and stock option grants.
- Oil and Gas Industry, Arbitration; Breach of Contract. Managed an engagement team in an interim measures proceeding regarding financial and audit issues and in the defense of alleged damages and the assessment of counterclaims involving an oil and gas exploration and production joint venture in Nigeria.
- Convenience Store and Gas Station Industry, Litigation; Involuntary Dissolution. Managed an engagement team in a shareholder oppression matter. Analyses included assessments of the fair value of the company and the minority shareholders' interest in the company. Shareholder dispute involving the oppression of the minority shareholders of a company owning a regional chain of convenience stores with gas stations.
- Banking and Insurance Industries, Litigation; Breach of Fiduciary Duty, Unjust Enrichment, Fraudulent Conveyance. Managed an engagement team in a breach of fiduciary duty dispute involving the failure of an insurer and reinsurance company. Analyses included assessments of the benefits received by parties to the litigation and the conduct of certain executives.
- Banking Industry, Litigation; Aiding and Abetting Fraud and Breach of Fiduciary Duty. Managed engagement team in a fraud dispute and related aiding and abetting claims against a financial institution related to the fraud perpetrated by Allen Stanford and his coconspirators in the operation of a decades-long Ponzi scheme.
- Medical Industry, Arbitration; Breach of Contract. Managed engagement team in a breach of contract dispute involving an agreement for the development of knee replacement products.
- Medical Industry, Arbitration; Breach of Contract. Managed engagement team in a breach of contract dispute involving a license agreement related to medical data.
- Insurance Industry, Litigation; Breach of Contract, Breach of Fiduciary Duty, Fraud in the Inducement, Gross Negligence. Managed engagement team in a breach of contract and fraud dispute involving the management of an insurers assets related to the collapse of hedge funds and related party reinsurers.
- Securities Litigation; Violations of Securities Laws. Managed engagement team in a securities litigation that dealt with issues related to GAAP loan loss reserves on credit card loan portfolio.

Disputes (Continued)

- Software Industry, Litigation; Breach of Contract, Tortious Interference, Breach of Fiduciary Duty, Interference with Economic Relations and Misappropriation of Trade Secrets. Managed engagement team in a breach of contract and breach of fiduciary duties dispute involving the development of software for food delivery.
- Banking and Insurance Industries, Litigation; Breach of Contract, Negligence and Misrepresentation. Managed engagement team in a breach of contract dispute involving a bank trustee relationship in the healthcare industry. Dispute involved the failure of a reinsurance company and collateral held in a bank trust account.
- Pharmaceutical Industry, Arbitration; Denial of Justice. Managed engagement team in a dispute involving a request for interim measures involving a \$150 million judgment in Ecuador. Interim measures were denied.
- Real Estate Development Industry, Arbitration; Expropriation. Managed engagement team in an international contract dispute, which involved the assessment of lost profits related to a resort development in the Dominican Republic.
- Railway Matter, Arbitration; Breach of Contract. Managed engagement team in an international contract dispute, which involved the assessment of lost profits related to a Colombian railway.
- Banking and Insurance Industries, Litigation; Breach of Contract. Managed engagement team in a breach of contract dispute involving a bank trustee relationship in the healthcare industry. Dispute involved the failure of two reinsurance company and collateral held in a bank trust account.
- Port Operations Matter, Arbitration; Expropriation. Managed engagement team in an international contract dispute, which involved damages related to port operations in India.
- Postal Service Industry, Arbitration; Expropriation. Managed engagement team in an international investment treaty dispute, which involved the assessment of value of a Croatian postal service provider.
- Textile Manufacturing Industry, Arbitration; Expropriation. Managed engagement team in an international investment treaty dispute, which involved the assessment of value of cotton fabric manufacturing and dyeing plants located in Uzbekistan.
- Insurance Industry, Arbitration; Breach of Contract. Managed engagement team in a breach of contract dispute, involving advanced data analytics in the health insurance industry.
- Aerospace Industry, Litigation; Antitrust. Managed engagement team in an antitrust dispute, which involved the assessment of past damages and lost future opportunities in the aerospace industry.
- Gold Mining Matter, Arbitration; Expropriation. Managed engagement team in an international investment treaty dispute, which involved the assessment of value of a Venezuelan gold mining concession.
- Consulting Service Industry, Litigation; Breach of Fiduciary Duties. Managed engagement team in breach of fiduciary duties dispute involving claims against a former officer and the directors of a large multi-national consulting firm related to events preceding bankruptcy. Matter involved assessing the value of the firm both consolidated and by its individual operating units.
- Television/Broadcasting Industry, Litigation; Breach of Contract. Managed engagement team in contract dispute involving distribution rights for Polish television content for broadcast and Internet distribution in the Americas.
- Commodities Matter, Arbitration; Breach of Contract. Managed engagement team in international contract dispute involving wrongful termination of joint venture agreement involving the sales of commodities in Venezuela.
- Education Industry, Arbitration; Breach of Contract. Managed engagement team in international contract dispute involving wrongful termination of contract related to the offering of higher education programs in Vietnam.
- Telecommunication Industry, Arbitrations; Breach of Contract. Managed engagement team in international contract disputes involving interconnection rates between Egyptian fixed and mobile telecommunication operators.
- Wrongful Termination Matter, Arbitration; Wrongful Termination. Managed engagement team in a wrongful termination dispute involving lost back pay and future lost compensation.

Disputes (Continued)

- Financial Services Industry, Arbitrations; Breach of Contract. Managed engagement team in international contract disputes the operation of payment card operations in and its franchisees, which involved the assessment of potential lost profits and other potential financial harm involving parties from Ecuador, Malaysia, New Zealand, Singapore and the US.
- Chemical Manufacturing Industry, Arbitration; Expropriation. Managed engagement team in an international investment treaty dispute, which involved the assessment of value of a Romanian chemical plant.
- Shipping Dispute in Iron Ore Industry, Arbitration; Breach of Contract Managed engagement team in an international maritime dispute related to the contractual arrangements for the shipment of iron ore involving parties from Argentina and Brazil.
- Software Various Intellectual Property Matters. Managed engagement teams in preparation of damage assessments related to patent infringement matters in a variety of industries, including online wagering technology, computer hardware and software, internet-related technologies, toys and games, food additives, medical devices and hurricane protection.
- Telecommunications Industry, Litigation; Legal Malpractice. Prepared damage analysis, drafted expert report and prepared expert for deposition and trial testimony for legal malpractice matter involving reasonable royalty damages for technology in the wireless telecom industry.
- Software Industry, Litigation; Infringement. Prepared damage analysis for a Trade Secret infringement case in the software industry.

Valuation & Licensing

- Telecommunications industry, Litigation; Shareholder Dispute. Managed engagement team in an appraisal action to assess the fair value of a Russian telecommunications company in the Delaware Chancery Court.
- Various Industries. Assisted in the valuation of intellectual property portfolios and developing and implementing intellectual property licensing programs in a variety of industries, including interactive television, semiconductors and Bluetooth technology.
- Toy & Game Industry. Assisted with the determination of the extent of past and future financial damage to a well-known toy brand as a result of the negative impact of lead paint related recalls of its products.

Financial Investigations, Fraud & Forensic Accounting

- Various Industries. Conducted royalty investigations to determine damages related to the alleged underpayment of royalties in the software industry and pharmaceutical industry.
- Banking Industry. Managed team assisting government with Bank Secrecy Act compliance and fund tracing investigation. Drafted reports to the government on our progress and findings.
- Banking Industry. Assisted government regulators in an investigation involving Anti-Money Laundering and Bank Secrecy Act compliance and fund tracing for a financial institution. Drafted multiple reports to the regulators on our progress and findings.

Education and Professional Certifications

- Masters of Business Administration, University of Maryland, College Park, Maryland. 2006.
- Bachelor of Science in Business Administration, Finance, Villanova University, Villanova, Pennsylvania. 2000.
- Certified Valuation Analyst, 2009.
- Certified Fraud Examiner, 2021.

Professional Associations

- Member, National Association of Certified Valuators and Analysts
- Member, Association of Certified Fraud Examiners

Publications

- “Post Enron – What is Involved if Earnings Management is Suspected?”, *The Institutional Corporate Law Section Newsletter*, National Bar Association, Vol. 8, No. 3, November 2002.
- Co-author; “Update on International Commercial Crime”, *What’s New in U.S. Litigation? Second Annual U.S. Litigation Seminar*, October 14, 2004 and republished; “International Commercial Crime: Money Laundering”, *The Institutional Corporate Law Section Newsletter*, National Bar Association, Vol. 10, No. 3, October 2004.
- Co-author; “Post-Acquisition Disputes: A Financial Perspective”, *The Commercial Law Connection*, National Bar Association, Vol. 3, Issue 2, Summer 2006.
- Co-author; Chapter 7: “Compliance Programs and Anti-Money Laundering Efforts”, *Building A World-Class Compliance Program: Best Practices and Strategies for Success*, John Wiley & Sons, Inc., 2008.