



L. SCOTT ASKINS

Trusted board member and senior executive with deep experience in scaling disruptive technology companies. Recognized for driving strategy to lead organic and acquisitive growth and international expansion having successfully executed strategic deals valued in aggregate at over \$15 billion, including exits for public and private companies in multiple industries – FinTech, Software-as-a-Service and Healthcare.

AREAS OF EXPERTISE

M&A / IPOs / Corporate Finance / Corporate Governance / Global Regulatory Compliance
Enterprise Risk Management / Shareholder Engagement / Technology / Financial Services / Telecommunications
Digital Transformation / Machine Learning & Artificial Intelligence / Customer Experience

BOARD EXPERIENCE

CoastalSouth Bancshares, Inc. (OTCQX: COSO)/Coastal States Bank 2021 - Present
Member, Credit and Risk Committee and Nominating and Governance Committee

Independent director of CoastalSouth Bancshares, a bank holding company, and its wholly owned subsidiary, Coastal States Bank, a community bank with over \$1.7 billion in assets, serving the Lowcountry of South Carolina, Savannah and Atlanta and across the country through its government guaranteed lending, seniors housing and mortgage banker finance lines of business.

Innovative Lending Platform Association 2016 – 2020

Director of leading trade organization representing online lending platforms, with members including Kabbage, OnDeck, Bluevine, FundBox and Lendio, dedicated to advancing best practices and standards that support responsible innovation and access to capital for small businesses.

PROFESSIONAL EXPERIENCE

Kabbage, an American Express company, Atlanta, Georgia
Vice President and Group Counsel, American Express (NYSE: AXP) 2020 – 2022
General Counsel, Chief Compliance Officer and Corporate Secretary, Kabbage, Inc. 2016 – 2020

Member of senior executive leadership team at Kabbage, a private FinTech company providing small businesses with access to cash flow solutions, acquired by American Express (NYSE: AXP). Served as a liaison to the Kabbage board, including private equity firm representatives, in addition to playing a critical role in setting the company's strategic goals and priorities. Responsible for M&A, debt and equity raises, board of directors management and all legal and compliance matters.

- Advised the Kabbage board on strategic alternatives and negotiated the acquisition of Kabbage by American Express (October 2020)
- Co-led Kabbage equity and debt raises of over \$1.7 billion, including \$250 million equity round from SoftBank Vision Fund and \$900 million asset backed securitization (both representing the largest in the small business online lending segment at the time)
- Navigated complex issues in Kabbage's transformational pivot during height of the global COVID-19 pandemic to become the second largest SBA Paycheck Protection Program lender by application volume, approving \$7 billion in applications supporting nearly 300,000 small businesses (preserving an estimated 945,000 jobs) and outperforming some of the largest banks
- Negotiated strategic alliances with Alibaba, Airbnb, ING, Santander and Scotiabank offering international financial institutions access to Kabbage's online lending platform
- Advised Amex senior management on integration efforts, including the launch within the first year of a suite of digital banking and cash flow management solutions to fundamentally change the way Amex supports its small business customers

Premiere Global Services, Inc. (NYSE: PGI), Atlanta, Georgia
Executive Vice President – Legal, General Counsel and Corporate Secretary
Consultant, Strategic Development Group

2003 - 2016

2001 - 2003

Member of senior executive leadership team at PGI, the world's largest dedicated provider of collaboration software and services at the time with operations in 25 countries in three reporting segments (North America, EMEA and Asia Pac). Responsible for evaluation and implementation of strategic alternatives for portions of PGI's business, such as M&A, stock repurchases, credit facilities and business unit dispositions, and all legal and compliance matters.

- Advised the board on and negotiated go private deal valued at \$1 billion, strategic acquisitions, investments and divestitures valued at an aggregate of over \$630 million and debt financings in aggregate over \$720 million
- Navigated complex issues during company transformations from regulated telecommunications business to traditional audio conferencing and messaging business to over 70% growth from SaaS business, with key initiatives
 - Corporate name change, global rebranding efforts, stock transfer listing from Nasdaq to NYSE
 - Customer agreements servicing nearly 50,000 enterprise customers including 75% of the Fortune 100
 - Strategic alliances with leading business suite software and telecommunications providers Cisco/WebEx, Deutsche Telekom, Microsoft and SAP
 - Entry into emerging markets, such as Brazil, China and India
- Led shareholder outreach efforts to institutional base, including settlement of hedge fund activist proxy contest and implementation of new executive compensation program following failed say on pay vote initial year to over 95% support and return to shareholders of nearly \$300 million in stock repurchases, including through stock repurchase programs, Dutch auction and self-tender offers
- Managed global intellectual property portfolio consisting of over 250 marks and 100 issued and pending patents

WebMD Corporation (Nasdaq: HLTH), Atlanta, Georgia
Vice President, Assistant General Counsel and Assistant Corporate Secretary

1998 – 2001

Member of executive leadership team at WebMD, the world's largest online company serving the healthcare industry at the time. Responsible for corporate finance and corporate governance legal matters, with focus on securities, M&A and strategic investments leading efforts for IPO filing, M&A, securities filings, insider trading windows, board of directors management and employee benefit matters, including stock option, warrant and ESPP plan administration.

- Negotiated strategic acquisitions, investments and alliances valued at an aggregate of \$12.4 billion completed in less than 1½ years
 - Merger of Healthon Corporation (Nasdaq: HLTH) and WebMD for \$3.7 billion in dual track with WebMD IPO filing
 - Acquisitions of Medical Manager Corporation (Nasdaq: MMGR) and its subsidiary, CareInsite, Inc. (Nasdaq: CARI) for \$2.9 billion; OnHealth Network Company (Nasdaq: ONHN) for \$363 million; Envoy Corporation from its parent Quintiles Transnational Corp. (Nasdaq: QTRN) for \$2.4 billion; Kinetra LLC, a joint venture between Electronic Data Systems Corporation (NYSE: EDS) and Eli Lilly and Company (NYSE: LLY), for \$291 million; MedE America Corporation (Nasdaq: MEDE) for \$417 million; Greenberg News Networks, Inc. for \$113 million
 - Investments by Janus Capital Corporation, through its managed mutual funds, of \$930 million; Microsoft Corporation (Nasdaq: MSFT) of \$250 million
 - Strategic alliance with News Corporation (NYSE: NWS) and its affiliates valued at \$1 billion
- Advised on restructuring and integration initiatives, which resulted in an over 20% workforce reduction with 1,450 jobs eliminated and over 85 facility closings, including strategic relationship re-negotiations, product rationalization efforts, employee terminations, facilities consolidation and drafting of new business disclosure for combined company securities filings

Alston & Bird LLP, Atlanta, Georgia
Associate

1996 – 1998

Area of practice and specialty - Corporate finance with industry focus on communications, technology and healthcare. Client representation emphasis on investment banks and public companies in IPO, M&A and securities matters.

Nelson Mullins Riley & Scarborough, L.L.P., Atlanta, Georgia and Columbia, South Carolina
Associate 1995 - 1996
Area of practice and specialty – Public and private corporate finance.

EDUCATION

New York University School of Law, New York, New York
Master of Laws in Taxation 1995
University of South Carolina School of Law, Columbia, South Carolina
Juris Doctor 1994
Clemson University, Clemson, South Carolina
Bachelor of Science, Financial Management, Area of Concentration - Corporate Finance 1991

HONORS

Atlanta Business Chronicle Corporate Counsel Dealmaker Award
The Legal 500 GC Powerlist: US
Stevie Award for Women in Business Female Executive of the Year – Bronze for Business Services
Feature articles: *Vanguard Law Magazine*; *Modern Counsel*; *Profile Magazine*; *Georgia Trend Magazine Legal Elite*

PROFESSIONAL/COMMUNITY ACTIVITIES

50/50 Women on Boards Leadership Committee - Atlanta
OnBoard Advocate
American Red Cross Tiffany Circle Society of Women Leaders – Founding member Metro Atlanta Chapter