



FY19 Results Announcement

Michael Kelly, CEO

Tom Wall, CFO

29 August 2019



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Presenting



Michael Kelly
Founder, Chief Executive Officer

Michael has more than two decades of senior management experience in the insurance industry.

Michael began his career with Paxus Corporation and assisted in establishing Paxus' LiFE 400 product as the market leading policy administration system in continent Europe.

Michael is a previous winner of the EY Ireland Technology Entrepreneur of the Year and in 2015 was named one of the top 10 most influential executives in the Irish International FinTech sector.



Tom Wall
Chief Financial Officer

Tom has over 30 years of industry experience across the IT, financial services, distribution, and manufacturing industries.

Tom joined FINEOS in 2003 as Chief Financial Officer. Prior to joining FINEOS, Tom spent 7 years at Oracle where he held various positions including as a Board Member and Finance Director of Oracle Ireland and Finance Director for Oracle EMEA Ltd.

FCL

FY19 Highlights

Growth Strategy

Financial Performance

FY20 Progress and Outlook

Appendix 1 – Statutory Accounts

Appendix 2 – Company Overview



01 | FY19 Highlights





FY19 Financial Highlights

Exceeded FY19 pro-forma prospectus forecasts

Revenue
€62.8m

vs prospectus €61.5m, up 2.2%
vs FY18 €53.8m, up 16.8%

Subscription Revenue
€19.6m

in line with prospectus €19.6m
vs FY18 €15m, up 30.8%

Pro forma EBITDA
€8.4m

vs prospectus €7.1m, up 18.4%
vs FY18 €7.8m up 7.5%

Pro forma NPAT
€(0.8)m

vs prospectus €(1.9)m
vs FY18 €0.7m

€22.8m R&D investment

in line with prospectus €22.6m
vs FY18 €21.5m, up 5.7%

Gross Profit Margin 66.4%

in line with prospectus 66.7%
vs FY18 73.4%



FY19 Operational Achievements



First Tier 1 client went live on FINEOS Policy & Billing. All modules of FINEOS AdminSuite in production



Headcount up 11% on FY18 to 664



>90% employee retention rate



3 large contracts won in Q4 with North American Insurers



Established new bases in Spain & Hong Kong



86% Professional Services employee utilisation



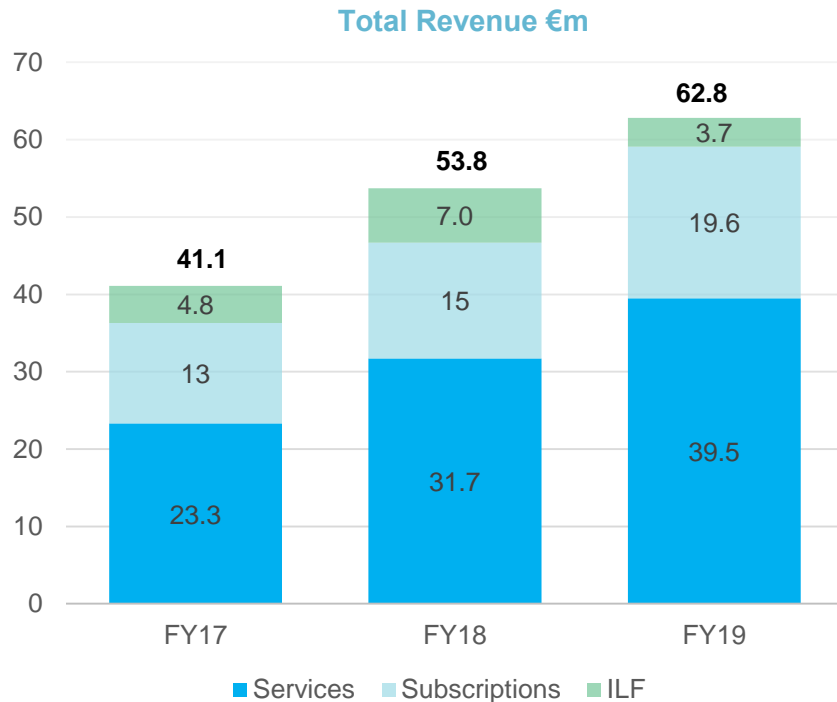
FY19 Financial Performance

FY19 prospectus forecasts exceeded

All Pro-forma figures €m	FY19 Actual	FY19 Forecast	% Variance	FY18	% Variance
Revenue	62.8	61.5	2.2%	53.8	16.8%
Software	23.3	23.0	1.1%	22.0	5.6%
Services	39.5	38.4	2.8%	31.7	24.6%
Cost of Sales	(21.1)	(20.5)	3.1%	(14.3)	47.4%
Gross Profit	41.7	41.0	1.8%	39.5	5.7%
Gross Profit Margin	66.4%	66.7%	-0.3%	73.4%	-7.0%
Total Operating Expenses	(33.3)	(33.9)	-1.7%	(31.6)	5.3%
EBITDA	8.4	7.1	18.4%	7.8	7.5%
EBITDA margin	13.4%	11.6%	1.8%	14.4%	-1.0%



FY19 Revenue highlights



- FY19 revenue growth of 16.8% on FY18 and up 2.2% on prospectus forecast of €61.5m
 - Subscription revenue growth of 30.8% on FY18 and in line with prospectus forecast
 - Services revenue growth of 24.6% on FY18 and up 2.9% on prospectus forecast
 - ILF in run-off as transition continues from old ILF/ALF revenue model to our cloud-based SaaS revenue model
- 3 significant contract wins in Q4 FY19 with large U.S. Insurers; expected FY20 Subscription revenue impact of €4.6m with total Subscription revenue to ramp up to €12.2m per annum²

Positive start to FY20

- FY20 forecast revenue; 89% is in Order Book and Closing Deals, leaving 11% in Order Fill
- 4 new name small contract wins with North American Insurers, all min. 5-year term contracts

Classification of revenue

1. **Order Book:** revenue already contracted and yet to be recognised
2. **Closing Deals:** deals either documented or in advanced stages of negotiation, which management has classified as having a high degree of certainty
3. **Order Fill:** discussions that are underway, but resources and budget are yet to be allocated (existing clients) or procurement process has commenced but is in competitive stages (new clients)

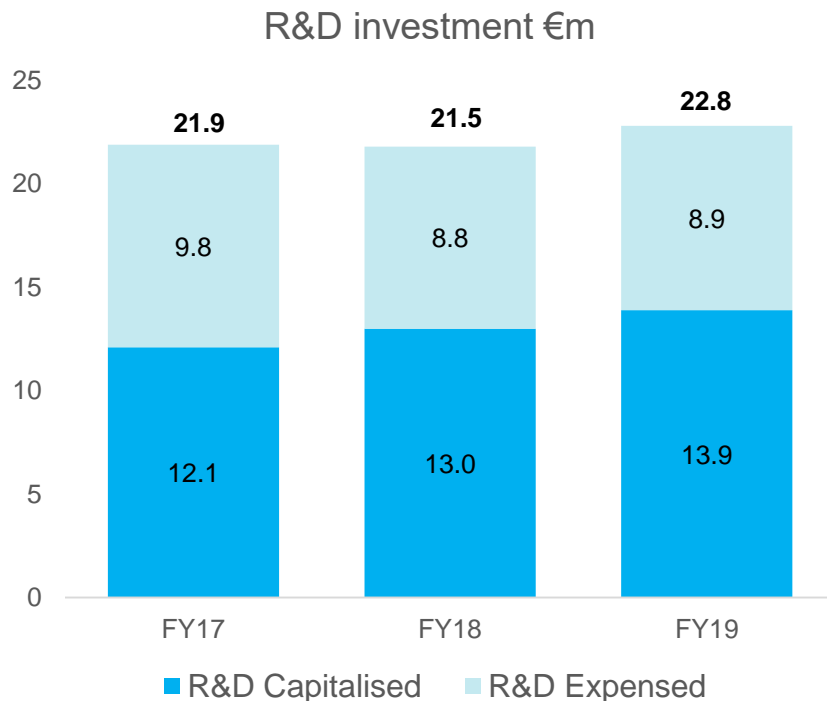
1. Software revenue represents Initial License Fees (ILF - old model), Annual License Fees and Subscription fees (new model). 2: Each contract is for approximately five years unless terminated for convenience before that time by the Client and sets out the basis on which Revenue is to be paid to FINEOS in each year of the contract (e.g. automatic step up on previous year, no change, or dependent on user numbers/covered employees) providing FINEOS with the ability to generate up to an additional ~€8m of revenue in aggregate per annum following FY20 during the years these contracts continue absent, a reduction in user numbers or client requirement to change pricing terms.



Significant R&D investment

FINEOS continues to dedicate significant resources and financial investment to develop its software through research and development over time

Significant investment in R&D¹



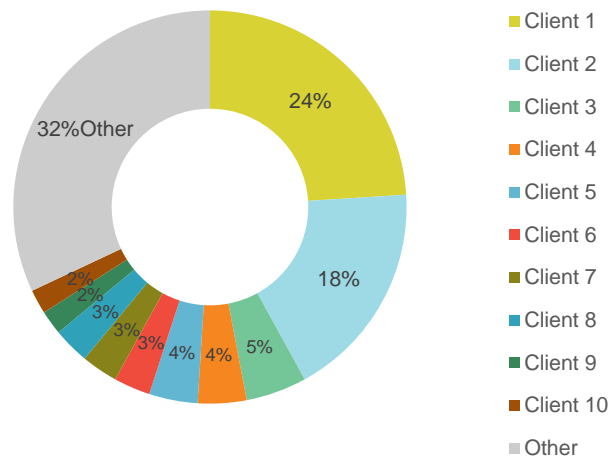
- FINEOS has invested €91m into the FINEOS Platform from FY15 to FY19
- FINEOS capitalised 60% of the R&D investment in both FY18 and FY19
- All R&D investment focused on FINEOS AdminSuite and the FINEOS Platform for the Life, Accident and Health insurance industry
- Continue to work closely with our strategic customers where demand for new product R&D remains high
- Expanding R&D capabilities with the hiring of additional product engineers and product teams to accelerate product to market
- Continued focus on growing Subscription revenues through investment in new product R&D
- Current annual investment running ahead of revenue contribution for the new FINEOS product modules in FY19 and also during FY20



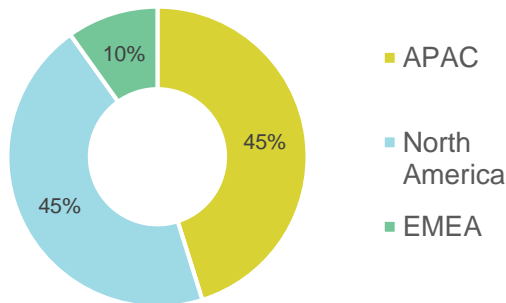
Long standing significant client relationships

FINEOS has a global and diverse customer base, with many long standing relationships

FY19 client concentration by revenue



FY19 revenue by region



Client	Length of relationship	% of FY18 revenue	% of FY19 revenue
Client 1	15 years	27%	24%
Client 2	8 years	12%	18%
Client 3	4 Years	3%	5%
Client 4	New in FY19	-	4%
Client 5	New in FY19	-	4%
Client 6	14 years	5%	3%
Client 7	12 years	5%	3%
Client 8	15 years	4%	3%
Client 9	6 years	3%	2%
Client 10	21 years	4%	2%

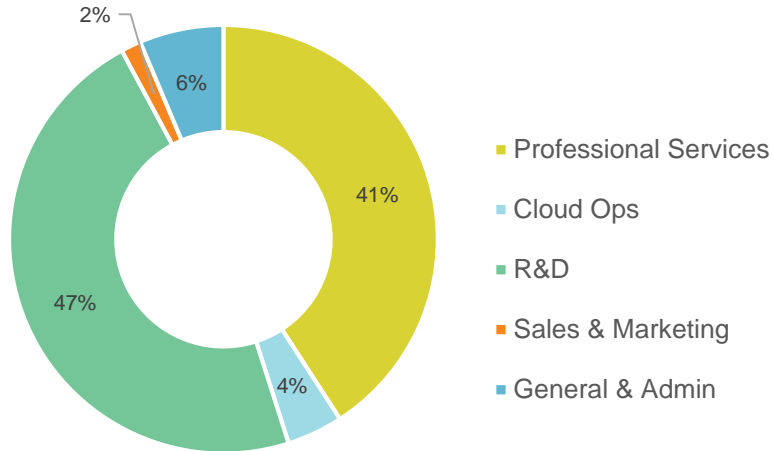
■ No. of years



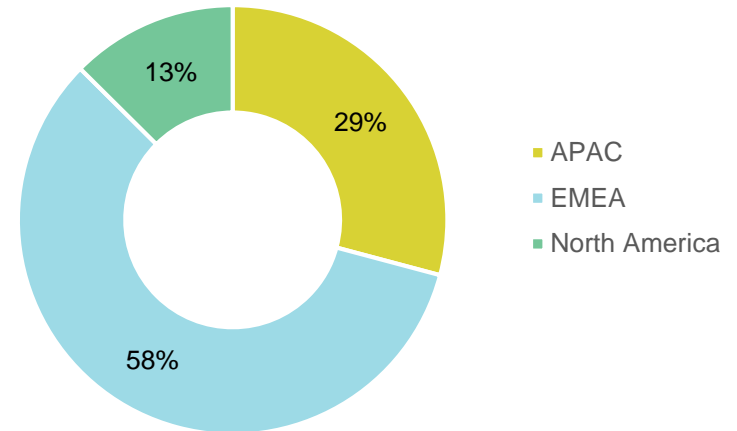
Teamwork

Aligning culture & strategy

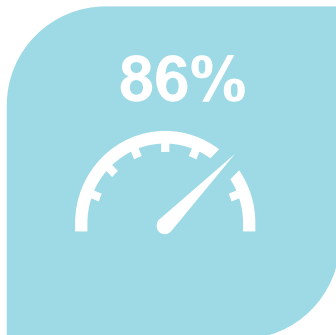
Employees by function



Employees by region



Average Employee Utilisation¹



High employee retention at >90%



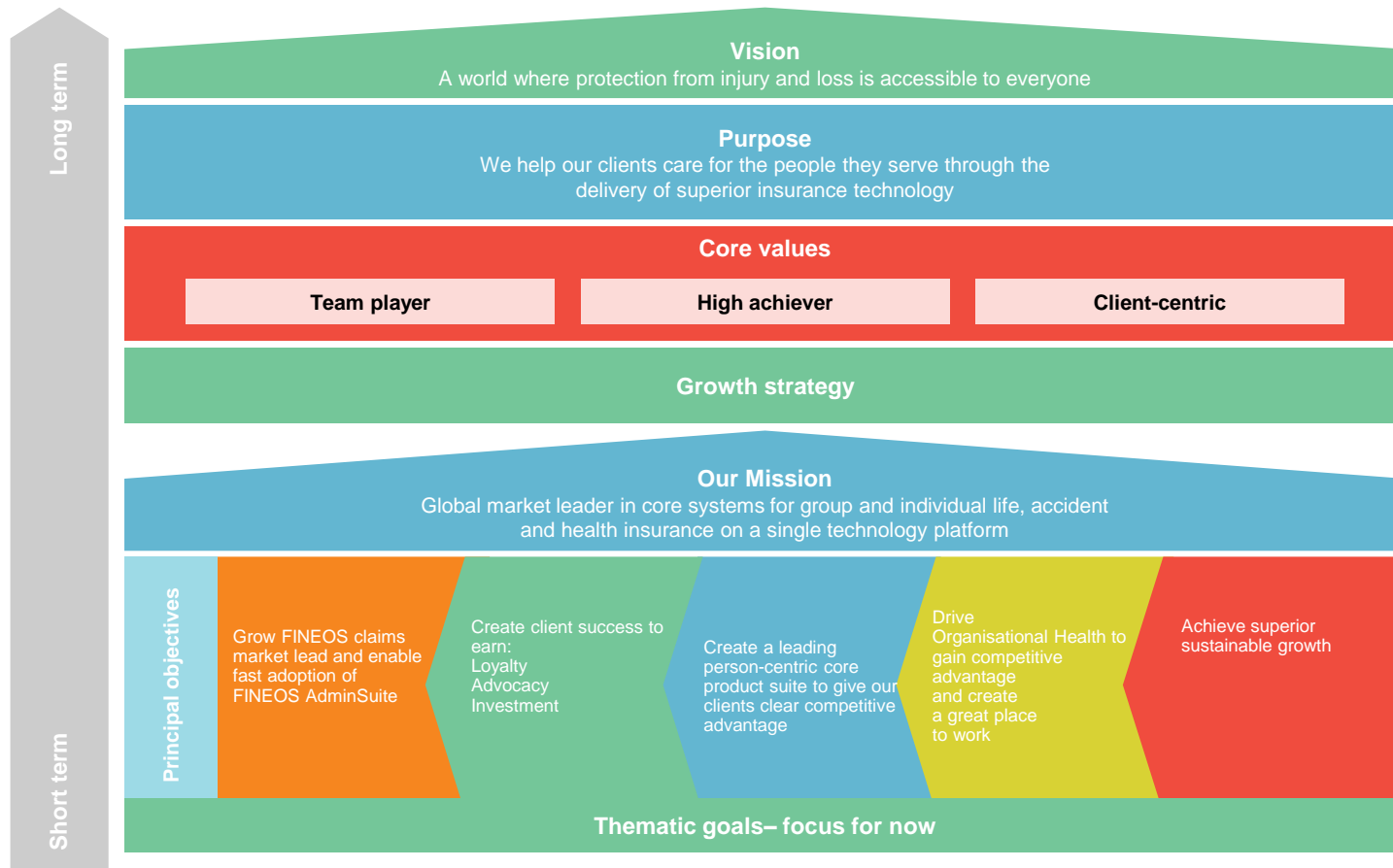
02 | GROWTH STRATEGY





The FINEOS Playbook

The FINEOS playbook provides clarity and alignment and has supported strong levels of employee engagement and retention





Established global business

Headquartered in Dublin, FINEOS has a truly global client base

North America

6 of the 10 of the largest Group Life and Health insurers in the U.S. use FINEOS

EMEA

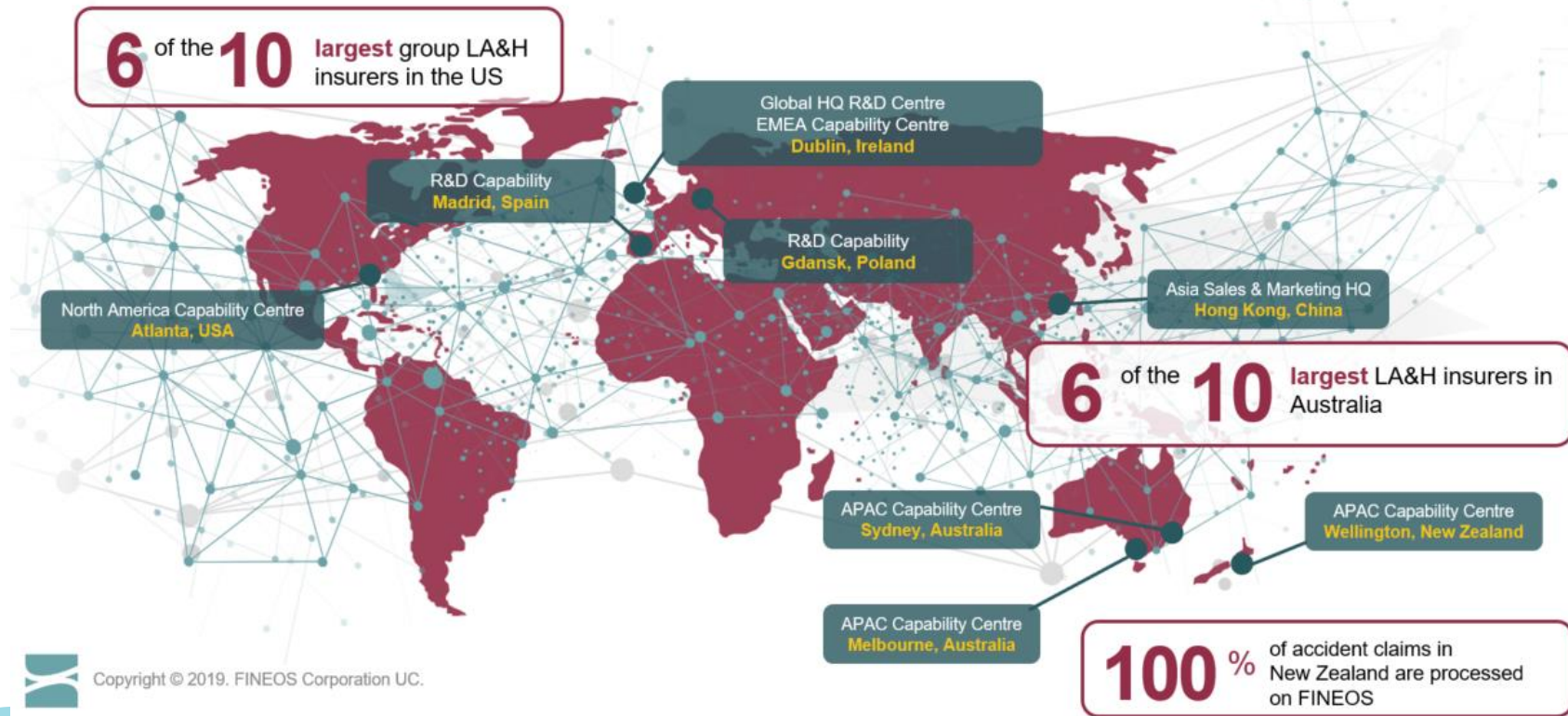
Large multi-line insurers in Ireland, the UK and Northern Europe

APAC

100% of Accident Claims in New Zealand are processed on FINEOS

6 of the 10 largest Life and Health insurers in Australia use FINEOS

FINEOS Market Leadership and Presence



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Insurers facing change

Insurers facing non-negotiable change in operating environment

Benefits of external solutions

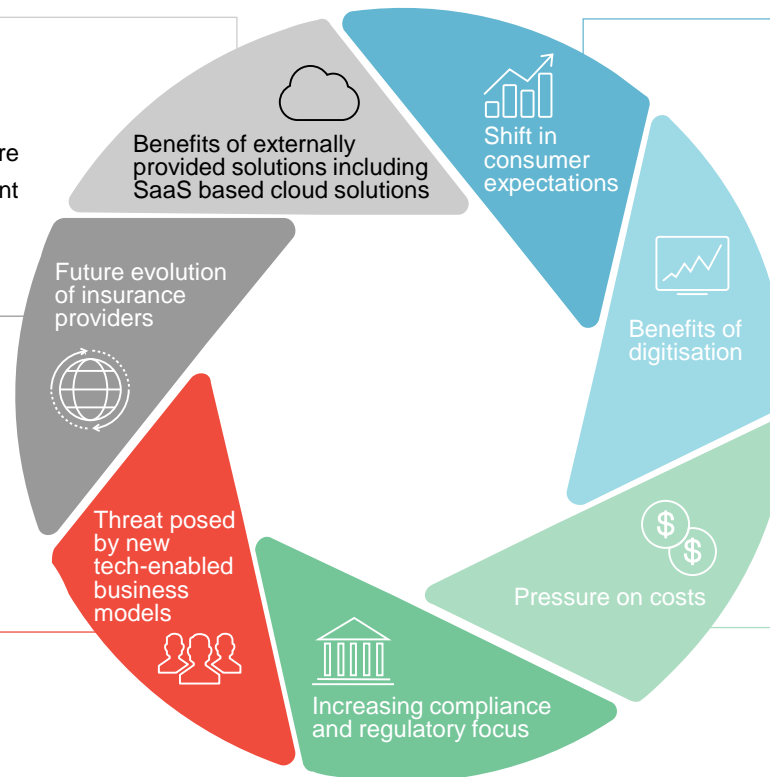
- Lower IT infrastructure costs
- Opportunities for variable subscription-based cost structures rather than fixed IT expenditure
- Effective data protection and risk management capabilities
- Better customer and employer experience

Future evolution

- Insurers may wish to offer a broader range of services beyond the more traditional pure risk or wealth management products
- There is a potential for insurance companies to increase the breadth of their services by using and analysing the significant amount of data they have captured from their traditional activities

New entrant threat

- Traditional methods in the provision of insurances are open to disruption by new tech-enabled business models with the capacity to grow in scale quickly
- Adopting modern software platforms can help insurers combat this



Compliance and regulation

- Pressure is being placed on insurer cost bases with technology solutions presenting a potential contribution to effective management of those costs
- Increasing recognition by regulators of the growing usage of outsourcing shared computing services by regulated entities such as insurers

Client expectations

- Many customers are expecting 'digital service' and high quality communications aligned to their personal preferences
- Insurers may seek to position their brands and products more favourably with customers through digital engagement (eg through software-based online platforms)

Benefits of digitisation

- Digitisation of core systems is providing insurers with opportunities to improve customer experience and gain greater insights into client behaviour and preferences
- Adopting fully digitised core systems which interface with customers can provide insurers and customers with information in 'real-time'

Pressure on costs

- Pressure from customers to reduce costs without compromising on service quality or reducing benefits
- Operating environments are placing pressures on returns for insurers, with industry RoE remaining below pre-GFC levels



The FINEOS Platform Overview

The FINEOS Platform comprises the core modules in FINEOS AdminSuite, assisted by engagement capabilities through FINEOS Engage and data analytics through FINEOS Insight

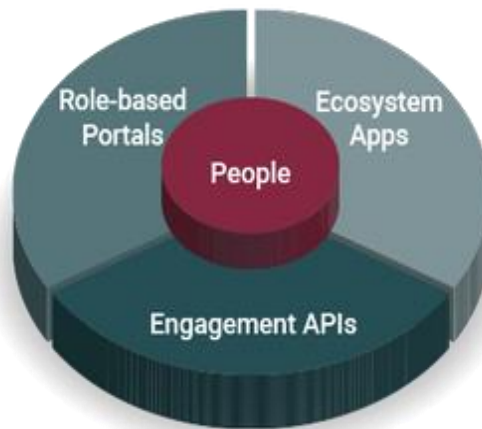
FINEOS AdminSuite



CORE

- The FINEOS AdminSuite is a core system solution designed specifically for the LA&H insurance industry that includes software for absence, billing, claims, payments, policy, and provider management.

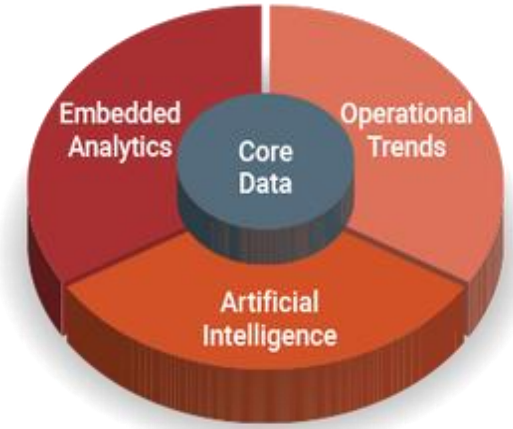
FINEOS Engage



DIGITAL

- FINEOS Engage is focused on helping insurers connect digitally in real time with customers and business and technology partners outside of the insurer's organisation

FINEOS Insight



DATA

- FINEOS Insights is designed to assess and present data in more useful ways to assist LA&H insurers make decisions and improve processes.



Multiple growth pathways

Attractive opportunities exist to expand within existing customers, win new customers and enter new geographic markets



Grow and upsell with clients

- FINEOS has a multinational client base through its leading FINEOS Claims product
- Significant opportunities with the Company's existing FINEOS Claims client base for up-selling and cross-selling additional FINEOS Platform products
- FINEOS will seek to grow its cloud-based software revenues which have higher margins than services revenue
- Migrate existing customers to the cloud



Win new clients

- In Q4 FY19 secured 3 new contracts with large US insurers
- Collectively the subscription revenue from 3 of these clients is expected to grow from €4.6m to €12.2m when fully operational
- Insurers are having to modernise their systems due to:
 - Higher regulatory complexity
 - Higher competition
 - Demand for a better customer experience
 - Cost and risk of legacy systems



Expand sales and enter new markets

- To date FINEOS has maintained a small sales team of 7 global internal sales headcount in FY19
- FINEOS intends to increase client acquisitions and product delivery capabilities in new geographies by expanding its sales and marketing teams
- FINEOS modules are compatible across jurisdictions
- There are a number of adjacent verticals (i.e. insurance lines classified within LA&H) that FINEOS is targeting, including medical, dental and vision



FINEOS the LA&H industry platform

- Make FINEOS the industry leading platform
- FINEOS is committed to product innovation, and expanding the capabilities of the existing FINEOS Platform
- Continually add new product and services capabilities
- Exploring the potential for extended artificial intelligence and analytics integration to enhance software offering (Engage and Insight)

03 | FINANCIAL PERFORMANCE





Income Statement

€ millions Pro Forma	FY19	FY18	% Change v FY18	FY19F per prospectus	% Change v FY19F Prospectus
Software (Subscription + ILF)	23.3	22.0	5.6%	23.0	1.3%
Services	39.5	31.7	24.6%	38.4	2.9%
Total Revenue	62.8	53.8	16.8%	61.5	2.1%
Cost of sales	(21.1)	(14.3)	47.4%	(20.5)	2.9%
Gross profit	41.7	39.5	5.7%	41.0	1.8%
Research & Development	(9.9)	(10.0)	-0.9%	(10.0)	-0.8%
Sales & Marketing	(3.7)	(2.7)	34.0%	(3.3)	11.3%
Delivery	(10.6)	(10.3)	2.5%	(11.8)	-10.2%
Cloud Ops./Support	(1.2)	(0.3)	248.3%	(1.0)	21.4%
General & Administration	(9.0)	(8.8)	1.9%	(8.8)	1.8%
Other Income	1.1	0.6	77.3%	1.0	5.3%
Total operating expenses	(33.3)	(31.6)	5.3%	(33.9)	-1.7%
EBITDA	8.4	7.8	7.5%	7.1	18.4%
Depreciation	(1.0)	(0.1)	635.6%	(0.7)	37.7%
Amortisation	(7.4)	(5.3)	39.0%	(7.5)	-1.3%
EBIT	0.0	2.4	-98.2%	(1.1)	-103.8%
Net interest expense	(0.8)	(0.4)	113.6%	(0.7)	15.7%
Profit/(loss) before tax	(0.8)	2.0	-138.7%	(1.8)	-57.3%
Income tax expense	(0.0)	(1.2)	-99.7%	(0.1)	-96.7%
Net profit/(loss) after tax	(0.8)	0.7	-203.6%	(1.9)	-59.4%

- FY19 total revenue growth of 16.8% on FY18 and 2.1% up on prospectus forecasts of €61.5m
- Subscription revenue €19.6m up 30.8% on €15m in FY18
- 3 significant contracts won in Q4 FY19 with large U.S. Insurers; expected FY20 revenue impact of €4.6m and total subscription revenue to ramp up to €12.2m per annum
- Services revenue growth of 24.6% on FY18
- Cost of Sales increase of 47.4% on FY18 reflects increased professional services headcount, primarily contractors, required to deliver on the increase service revenue



Balance Sheet

€ millions	Statutory 30-Jun-19	Statutory 30-Jun-18	% Change	Pro Forma Adjustments	Pro forma 30-Jun-19
Current assets					
Cash at Bank	6.9	10.1	-32%	40.0	46.9
Trade Debtors	7.4	11.5	-35%	-	7.4
R&D credit	3.8	3.5	7%	-	3.8
Prepayments	4.3	2.5	71%	-	4.3
Other Receivables	0.6	0.4	51%	-	0.6
Total current assets	22.9	28.0	-18%	-	62.9
Non-current assets		-		-	-
Fixed Assets	1.0	0.8	25%	-	1.0
Right of Use Building	6.3	2.9	116%	-	6.3
Right of Use Software	0.5	1.2	-61%	-	0.5
Research & Development	42.2	34.6	26%	-	43.6
Contract Costs (Commissions)	1.4	0.0	0%	-	0.0
Total non-current assets	51.3	39.6	30%	-	51.3
Total assets	74.3	67.6	10%	-	114.3
Current liabilities		-		-	-
Creditors	9.1	5.6	62%	-	9.1
Interest Accrual	1.4	0.8	74%	(1.4)	-
Deferred Revenue	10.4	10.4	0%	-	10.4
Other Current Liability	0.5	0.6	-27%	-	0.5
Total current liabilities	21.4	17.5	22%	-	20.0
Non-current liabilities		-		-	-
Long term loan	15.0	15.0	0%	(15.0)	-
Deferred R&D Tax Credit	8.2	7.2	14%	-	8.2
Lease liabilities	7.0	4.3	65%	-	7.0
Total non-current liabilities	30.2	26.5	14%	-	15.2
Total liabilities	51.7	44.0	17%	-	35.2
Net assets	22.6	23.6	-4%	-	79.0

- Cash at Bank adjustment reflects proceeds received from IPO capital raise less IPO costs and EIB loan & interest repayment
- Trade debtors down 35% on FY18 due to favourable timing of receipts
- Increase in Right of Use (ROU) building asset includes uplift of FINEOS House lease which was renewed in June 2019 with a revised lease expiry of June 2029
- R&D net increase of 23% on FY18 due to capitalised portion of total R&D investment, €13.9m, offset by amortisation of €6.1m
- Creditors increased by 62% on FY18 reflecting additional headcount (contractors) costs and partial costs relating to the IPO
- Lease liabilities increase relates to the accounting treatment for the ROU building asset



Cashflow Statement

Consolidated Statement of Cash Flows	Statutory	Statutory	%
€ millions	30-Jun-19	30-Jun-18	Change
Net cash flows generated from operating activities	13.3	10.4	28%
Net cash used in investing activities	(16.1)	(13.6)	18%
Net cash used in financing activities	(0.5)	(0.5)	2%
Net decrease in cash and cash equivalents	(3.2)	(3.7)	-13%
Effect of movement in exchange rates	0.0	(0.1)	-122%
Cash and cash equivalents at the beginning of the year	10.1	13.9	-28%
Cash and cash equivalents at the end of the year	6.9	10.1	-32%
Pro Forma Adjustment	40.0		
Pro Forma cash and cash equivalents at the end of the year	46.9		

- Strong cash position provides sufficient funds to deliver on FINEOS' growth strategy
- Pro forma adjustment reflects proceeds received from IPO capital raise less IPO costs and EIB loan & interest repayment

04 | FY20 PROGRESS AND OUTLOOK





FY20 Progress and Outlook

- **IPO on the ASX – completed 16 August 2019;**
 - €62.9m¹ raised to support the FINEOS Growth Strategy
 - Repay EIB loan and interest – process is underway
- **On target to achieve FY20 prospectus revenue forecast;**
 - 4 new name small contract wins with North American Insurers, all minimum 5-year term contracts
 - 89% of FY20 forecast revenue is in Order Book and Closing Deals, leaving 11% in Order Fill
 - Hiring and scaling the FINEOS team to achieve FY20 revenues

05

APPENDIX 1 Statutory Accounts





Statutory Income Statement

€ m	FY19	FY18	% Change v FY18	FY19F per prospectus	% Change v FY19F Prospectus
Software (Subscription + ILF)	23.3	22.0	5.6%	23.0	1.3%
Services	39.5	31.7	24.6%	38.4	2.9%
Total Revenue	62.8	53.8	16.8%	61.5	2.1%
Cost of sales	(21.1)	(14.3)	47.4%	(20.5)	2.9%
Gross profit	41.7	39.5	5.7%	41.0	1.8%
Research & Development	(9.9)	(10.0)	-0.9%	(10.0)	-0.8%
Sales & Marketing	(3.7)	(2.7)	34.0%	(3.3)	11.3%
Delivery	(10.6)	(10.3)	2.5%	(11.8)	-10.2%
Cloud Ops./Support	(1.2)	(0.3)	248.3%	(1.0)	21.4%
General & Administration	(9.3)	(6.1)	51.2%	(9.5)	-2.4%
Other Income	1.1	(0.1)	-1000.1%	1.0	5.3%
Total operating expenses	(33.6)	(29.7)	13.2%	(34.1)	-1.4%
EBITDA	8.1	9.8	-17.1%	6.9	17.4%
Depreciation	(1.0)	(0.7)	35.8%	(0.7)	37.7%
Amortisation	(7.4)	(5.3)	39.0%	(7.5)	-1.3%
EBIT	(0.3)	3.7	-107.2%	(1.3)	-79.2%
Net interest expense	(1.4)	(1.0)	34.9%	(1.3)	8.3%
Profit/(loss) before tax	(1.7)	2.7	-162.4%	(2.7)	-37.9%
Income tax expense	(0.1)	(1.3)	-93.0%	(0.2)	-53.7%
Net profit/(loss) after tax	(1.8)	1.4	-229.6%	(2.8)	-36.8%

06

APPENDIX 2 – Company Overview





FINEOS overview

FINEOS is a leading provider of core software solutions to the Life, Accident & Health (“LA&H”) insurance industry globally

OUR MISSION

To be the global market leader in core systems for group and individual LA&H insurance on a single technology platform



664 people operating in 8 countries



50 clients across APAC, North America and EMEA including some of the world’s largest insurance carriers



Building upon leadership in Claims management software to a full industry platform for L,A&H



€62.8m in revenue and €91m invested in R&D over the past 5 years



Company Overview

FINEOS has deep industry expertise and a strategic vision including growth and investment

Key milestones

1993 – 2002

Phase 1: Deep expertise in insurance

- FINEOS was founded in 1993 by Michael Kelly
- FINEOS spent a decade performing consulting work with LA&H insurance clients

2003 – 2012

Phase 2: Claims + Software

- In 2003 FINEOS identified Claims management as an important area within LA&H that required a modern core technology solution
- This was the strategic turning point for FINEOS with the focus shifting towards a software business model
- FINEOS Claims is now FINEOS' flagship product and FINEOS is a global leading vendor for external Claims technology solutions with key clients

2013 – 2019

Phase 3: Building the Platform Solutions

- FINEOS saw an opportunity to develop a comprehensive product suite to become a global leading vendor across the software solutions stack for the LA&H insurance industry
- With the flagship FINEOS Claims product Michael Kelly decided to reinvest, including his own personal money, alongside some limited third party debt finance in a program of R&D investment over 5 years
- Since 2015 FINEOS has invested >€91m in R&D to develop the FINEOS AdminSuite and Insight and Engage modules
- FINEOS AdminSuite is developed and there is strong customer traction with three large US insurance clients recently signing multi-year large contracts with FINEOS for the Claims and additional modules
- August 2019, IPO process complete and FINEOS Corporation Holdings Plc lists on the ASX.



Billing model and revenue recognition

FINEOS generates revenue through the sale of its software products for subscription fees and the provision of professional services

- All new software sales of FINEOS modules are of its cloud-based SaaS products, with no new sales under the on-premise model
- Total software revenue is comprised of the subscription revenues for the cloud-based SaaS product and annual licensing fees for the on-premise version of the software
- Professional services fees are charged in addition to the subscription fees for various product implementation services. Contact with clients while services are being provided assist FINEOS to strengthen relationships with clients and identify cross-sell and up-sell opportunities

On-premise pricing model



- FINEOS' existing on-premise software products generate revenue through:
 - **ILF:** Payment of an up-front initial licensing fee (ILF) based on number of users
 - **ALF:** annual licence fees (being only a proportion of the ILF) paid over the term of the contract

Current Cloud-based SaaS pricing model



- FINEOS' cloud-based model involves subscription pricing under the following:
 - **Subscription:** clients pay an annual subscription fee over the term of the contract, indexed each year, based on various factors:
 - Number of licensed users (FINEOS Claims);
 - % of insurance premiums underwritten by the client (FINEOS Policy and Billing)
 - Number of employees covered or per employee per month (FINEOS Absence)



Illustrative examples of revenue recognition under each pricing model (not to scale)





Competitive strengths

Implementing FINEOS' software provides a wide range of diverse benefits both to insurers and to their customers



Leader in claims management software

- Established a leading position in the global market for claims management software.
- Utilises deep industry knowledge and experience to develop and enhance the FINEOS Platform in servicing insurers
- Leverage strong relationships with FINEOS Claims client base to up-sell and cross-sell adoption of other solutions in broader FINEOS Platform



Track record and experience

- FINEOS has deep knowledge and expertise in servicing complex insurance organisations
- Understanding of insurers core processes and critical pain points provides advantages in delivering software solutions



Single platform

- FINEOS' capacity to support group, voluntary and individual insurance on a single platform represents a significant value-add for insurers
- Integrated core software solution across geographic, functional and insurer type assists
- Unlock potential process synergies, lower cost of ownership, greater functionality, seamless user experience



Built for scale and accessibility

- FINEOS Platform has been designed for insurers of all sizes, with ability to scale to thousands of users per client
- Capacity to handle large number of transactions and be accessible by a large number of users simultaneously, in real time with client support 24/7



All products live in the cloud

- All new and existing products have been transitioned to or specifically developed for the cloud with all new sales being cloud-based, SaaS products
- Foundation to accelerate sales and marketing efforts globally

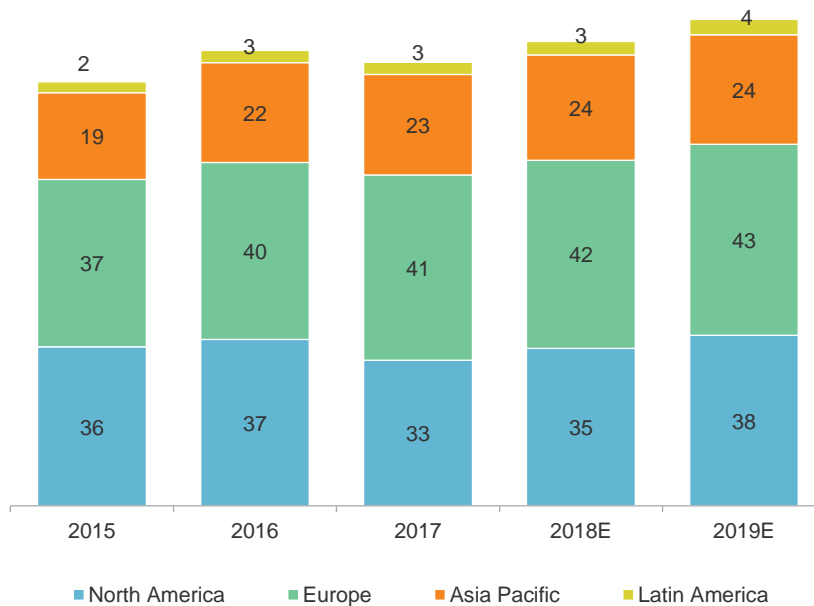
The FINEOS Platform is designed to address the challenges of, and provide benefits to, multiple key stakeholders within the client's organisation



LA&H insurance addressable market

Large, attractive and growing market opportunity

Global estimated IT spend by life insurers (US\$bn)¹



- FINEOS's clients operate within the LA&H insurance market and use FINEOS' services and software as part of an external third party software solution
- Global IT spending by life insurance companies totalled US\$99.1 billion in 2017, representing approximately 3.7% of the total global US\$2.7 trillion life insurance premiums¹
- Of the estimated US\$99.1 billion global IT spending by life insurance companies in 2017, approximately US\$45 billion is spent on external services and external software providers like FINEOS, as opposed to IT spend internally within an insurer²
- FINEOS management considers the addressable market as the external IT spend on core systems by LA&H insurers, worth **~US\$10bn** which represents approximately 0.5% of the global US\$2.7 trillion in annual premium revenues in 2017

Source: 1. Celent, IT Spending in Insurance – A Global Perspective – 2017; 2. This subset of US\$45 billion represents approximately 1.7% of US\$2.7 trillion total global life insurance premiums and is consistent with the estimation by Celent that total IT spending on external services and external software by all insurance companies (life and non-life) was US\$81.6 billion in 2017 out of a total US\$4.9 trillion (or 1.7%)



Board of Directors

Director

Experience & qualifications

Anne O’Driscoll

Chairman
Non-executive Director

- Based in Sydney, Anne has over 30 years of business experience across a broad spectrum of the insurance industry. Anne is currently on the boards of listed companies, Steadfast Group Limited and Infomedia Limited, as well as non-listed companies such as MDA National Pty Limited and CBA’s insurance subsidiaries (‘CommInsure’). Anne chairs the audit committee for each of these boards.
- Anne has held various other senior management roles within organisations such as Insurance Australia Group Limited and NRMA Group, as well as being the CFO of Genworth Australia between 2009 and 2012. She is also a former director of the NSW Self-Insurance Corporation and Australasian Investor Relations Association Limited.
- Anne qualified as a chartered accountant in Ireland in with Haughey Boland (now Deloitte) before moving to work for Coopers & Lybrand (now PwC) in London. Anne moved to Sydney in 1988 and is a graduate of the Australian Institute of Company Directors and a Fellow of the Australian Institute of Insurance & Finance, Chartered Accountants Ireland and Chartered Accountants Australia and New Zealand.

Michael Kelly

Executive Director

- Based in Dublin, Michael is the chief executive officer and founder of FINEOS. Michael has more than two decades of senior management experience in the insurance industry.
- Michael began his career with Paxus Corporation, an Australian insurance software vendor entering the European market. Michael assisted in establishing Paxus’s LIFE400 product as the market leading policy administration system in continental Europe, which was later acquired by CSC.
- Michael is a previous winner of the EY Ireland Technology Entrepreneur of the Year, and in 2015 was named as one of the top 10 most influential executives in the Irish international FinTech sector.
- Michael attended Dublin City University where he graduated with a BSc in Computer Science.

Gilles Biscay

Non-executive Director

- Based in Paris, Gilles joined the board of Fineos Corporation Limited in 2014. Gilles spent most of his career at Accenture, where he worked in multiple areas ranging from large system integration, post-merger implementations, case tools and enterprise resource planning software development.
- In 2005, Gilles was named as the managing director and global lead for Accenture portfolio in insurance systems. Under his leadership, Accenture’s vertical software activities grew significantly both organically and with new clients in countries such as Japan and Turkey, and externally with acquisitions such as NaviSys and Duck Creek, both software insurance providers.
- Gilles is also currently a founding partner and president of FuturWork SAS, a strategy consulting firm aimed at helping corporations manage digital transformations, and a non-executive independent director and board member of EUDONET SAS, a cloud-based CRM provider

Dr Martin Fahy

Non-executive Director

- Based in Sydney, Martin is currently the CEO of the Association of Superannuation Funds of Australia (ASFA). Prior to this Martin was a senior partner in the management consulting practice of KPMG, where he led the firm’s Global Business Services and Business Process Outsourcing activities.
- From 2007 to 2011, Martin was CEO at the Financial Services Institute of Australasia (FINSIA) where he led the organisation’s transformation post the sale of its education business. Prior to FINSIA, he led strategy and development for the Chartered Institute of Management Accountants (CIMA) in Asia Pacific.
- Martin holds a Ph.D. from University College Cork, is a former Senior Fulbright Scholar and has extensive research and policy experience from his time as an academic in Ireland, France and the United States. He is an Adjunct Professor at the University of Technology Sydney, where he is also Chair of the Centre for Management and Organisational Studies Advisory Board. Martin is a former senior Fulbright fellow and a member of Chartered Accountants Australia and New Zealand.

Peter Le Beau, MBE

Non-executive Director

- Based in Kent, Peter joined board of Fineos Corporation Limited in 2010. Peter has over 40 years’ experience in the insurance industry and is recognised as one of Europe’s prominent consultants in the life and health insurance industry.
- Peter is currently the Managing Director and founder of Le Beau Visage, a consulting company specialising in product design, innovation and differentiation, and is Chairman of the Net Work, a strategic discussion group comprising approximately sixty senior executives from the insurance industry.
- Prior to this Peter held a number of senior management roles at Swiss Re, including as head of UK marketing between 1996 and 2001. Peter has served on the Boards of Red Arc Assured, Exeter Family Friendly, Criterion and Permanent Insurance. In 2009 Peter received an MBE (Most Excellent Order of the British Empire) for services to insurance and charity.

Tom Wall

Chief Financial Officer

- Based in Dublin, Tom joined FINEOS in 2003 as Chief Financial Officer. Tom has over 30 years of industry experience having worked in financial management with a number of global corporations across the IT, financial services, distribution, and manufacturing industries.
- Prior to joining FINEOS, Tom spent 7 years at Oracle where he held various positions including as a Board Member and Finance Director of Oracle Ireland and Finance Director for Oracle EMEA Ltd. Tom also gained expertise working across a number of financial and accounting roles at MFS Communications Ltd, Unisys World Trade Incorporated and Black and Decker Inc.
- Tom is an alumnus of Stanford University, is currently a Fellow of the Chartered Management Accountants and a Chartered Global Management Accountant Ireland.