



1H20 Results Announcement

Michael Kelly, CEO

Tom Wall, CFO

26 February 2020



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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

1H20 Highlights

Growth Strategy

Financial Performance

FY20 Progress and Outlook

Appendix 1 – Statutory Accounts

Appendix 2 – Company Overview slides



01 | 1H20 Highlights





1H20 Financial Highlights

Revenue
€40.4m

vs 1H19 €29.4m, up 37.7%

**Software
Revenue**
€13.3m

vs 1H19 €10.5m, up 26.5%

Pro forma EBITDA
€8.9m

vs 1H19 €2.9m, up 207.6%

Pro forma NPAT
€2.4m

vs 1H19 net loss
after tax of (€1.1m)

**€13.4m R&D
Investment**

vs 1H19 €11.4m, up 17.2%

**Gross Profit
Margin 69.7%**

vs 1H19 71.1%¹

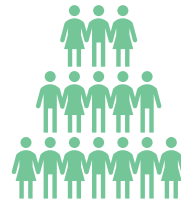
1. 1H19 Gross Profit Margin restated due to a reclassification of (€0.6)m in 1H19 from Cost of Sales line to Delivery expense line.



1H20 Operational Achievements



IPO on the ASX
16 August 2019



Growing headcount;
741 as at 31 Dec 19



>90% employee
retention rate



5 new name contracts won
in North America, which as
a region now represents
55% of total revenue



Expanded Dublin office
footprint due to increasing
headcount



91% Professional
Services employee
utilisation



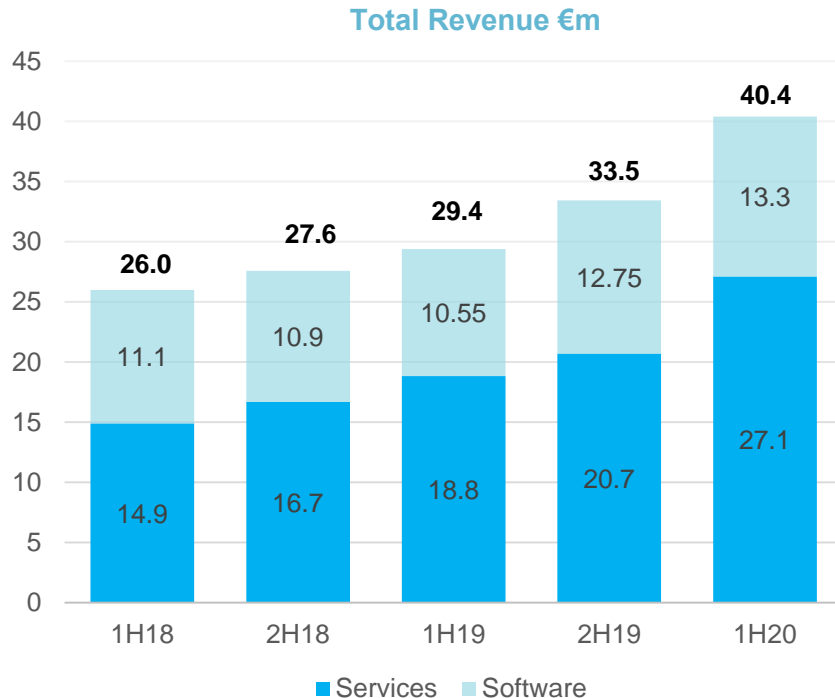
1H20 Financial Performance Summary

Strong revenue growth underpinned by continued investment in product and people

All Pro-forma figures €m	1H20	1H19	% Variance
Revenue	40.4	29.4	37.7%
Software	13.3	10.5	26.5%
Services	27.1	18.9	43.9%
Cost of Sales	(12.2)	(8.5)¹	44.3%
Gross Profit	28.2	20.9	34.9%
Gross Profit Margin	69.7%	71.1%	-1.4%
Total Operating Expenses	(19.2)	(18.0) ¹	7.0%
EBITDA	8.9	2.9	207.6%
EBITDA margin	22.1%	9.9%	12.2%
Net profit/(loss) after tax	2.4	(1.1)	318.2%



1H20 Revenue highlights



- 1H20 total revenue growth of 37.7% on 1H19
 - Software¹ revenue growth of 26.5% on 1H19
 - Services revenue growth of 43.9% on 1H19 reflecting the significant increase in demand from a small number of large clients
- The revenue increase of €11.1 million reflects the growth in new business during a transition to a subscription-based licence and billing model
- 5 new name small contract wins during 1H20 with North American Insurers, all min. 5-year term contracts
- In February 2020, 1 large new name contract win and signed an existing Top 10 client by annual revenue, to commence a migration project to the cloud from their on-premise system, reducing the Order Fill component of forecast revenue for FY20

Classification of revenue

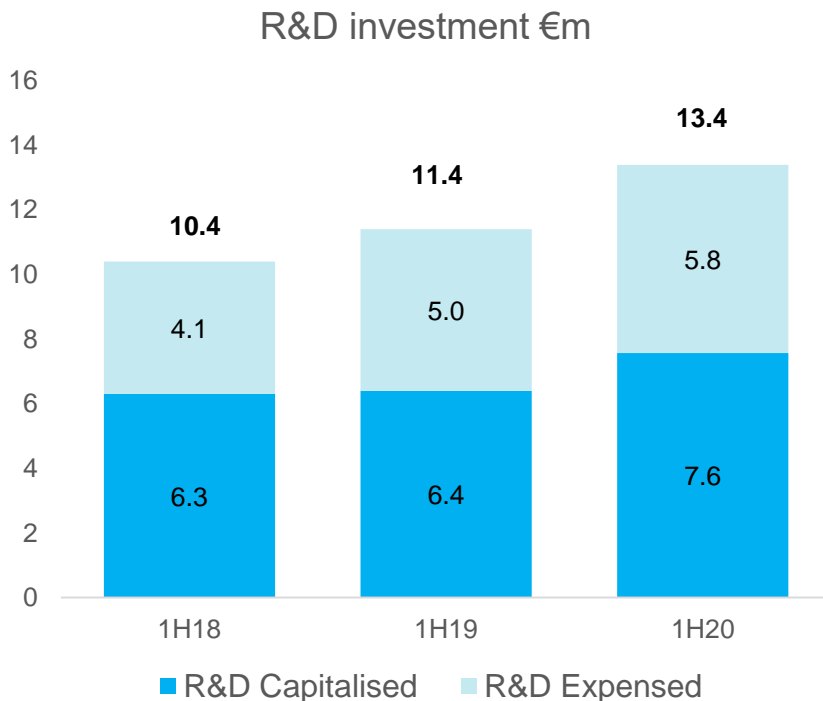
1. **Order Book:** revenue already contracted and partially recognised to the extent services, including the provision of the software, have been provided.
2. **Closing Deals:** deals either documented or in advanced stages of negotiation, which management has classified as having a high degree of certainty
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)



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 €13.4m in R&D in 1H20. Over €100m invested into the FINEOS Platform since FY15
- FINEOS capitalised 56.7% of the R&D investment in 1H20 and 56.1% in 1H19
- 33.2% of revenue invested in R&D in 1H20, versus 38.8% in 1H19
- 8.4% growth in the R&D team size in 1H20 with the hiring of additional product engineers and product teams to accelerate product to market
- All R&D investment focused on FINEOS AdminSuite and the FINEOS Platform for the Life, Accident and Health insurance industry
- Continuing to work closely with our strategic clients where demand for new product R&D remains high
- Continued focus on growing Software revenues through investment in new product R&D

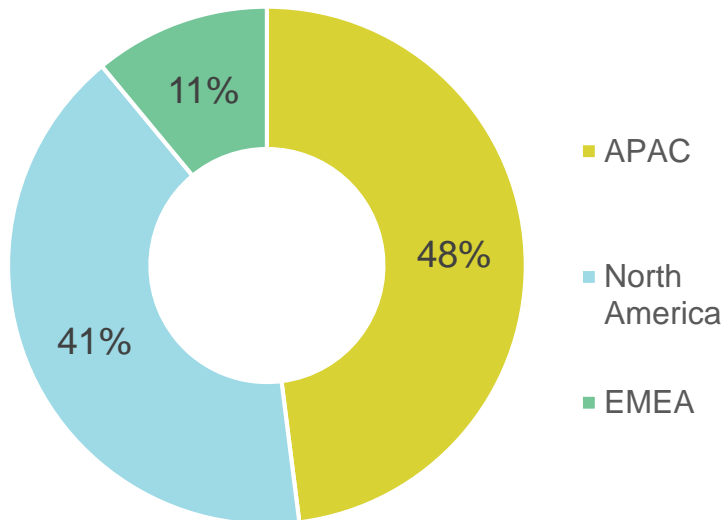


Geographic mix of revenue

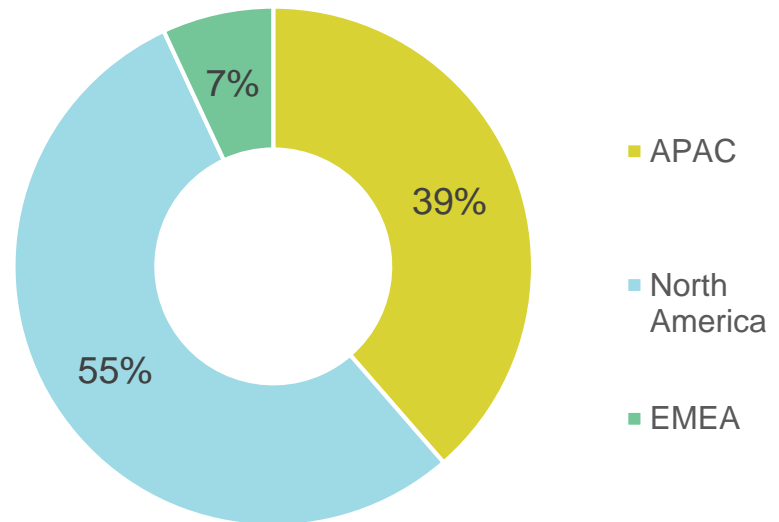
Total Revenue growth of 37.7% on 1H19.

Significant expansion in North American proportion of total revenue, up 14% versus 1H19.

1H19 revenue by region



1H20 revenue by region

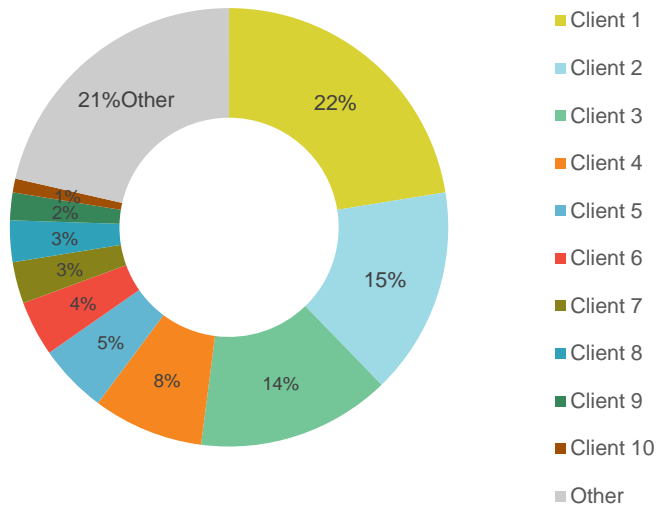




Long standing significant client relationships

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

1H20 client concentration by revenue



Client	Length of relationship	% of 1H19 revenue	% of 1H20 revenue
Client 1	16 years	27%	22%
Client 2	9 years	17%	15%
Client 3	1 year	2%	14%
Client 4	5 years	4%	8%
Client 5	1 year	0.06%	5%
Client 6	13 years	4%	4%
Client 7	8 years	1%	3%
Client 8	15 years	3%	3%
Client 9	1 Years	4%	2%
Client 10	2 years	1%	1%

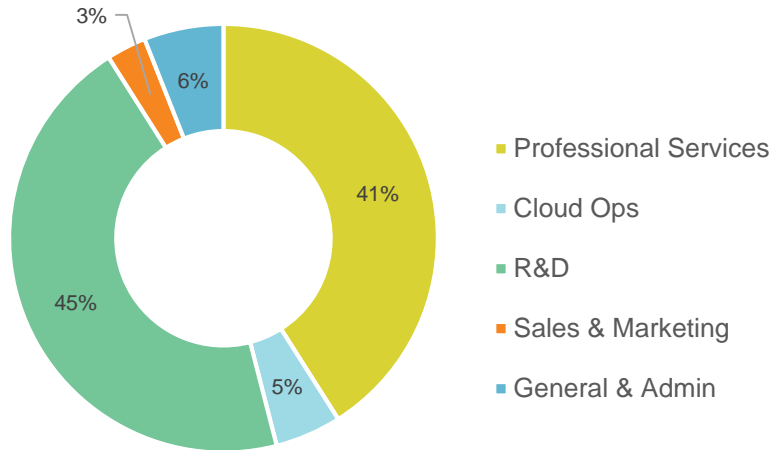
■ No. of years



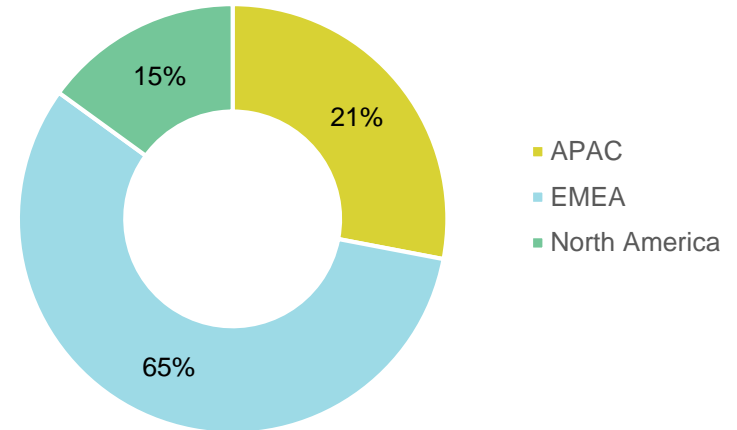
Teamwork

Aligning culture & strategy

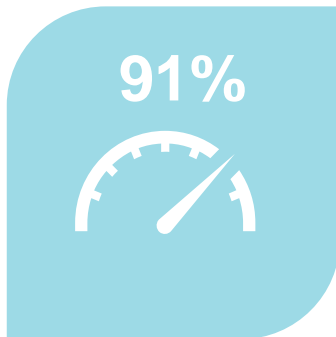
Employees by function



Employees by region



Average Employee Utilisation¹



High employee retention at >90%



02 | GROWTH STRATEGY





Multiple growth pathways

Attractive opportunities exist to expand within existing clients, win new clients 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, in particular Absence management
- FINEOS will seek to grow its cloud-based software revenues which have higher margins than services revenue
- Continue to migrate existing clients to the cloud



Win new clients

- Signed 5 new name clients during 1H20
- Seeing high demand for IDAM (Integrated Disability and Absence Management) support from U.S. based existing and new clients
- 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 global sales team, which is growing in FY20
- 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
- M&A opportunities



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)



Industry leader in multiple jurisdictions

Headquartered in Dublin, FINEOS has a truly global client base

North America

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

EMEA

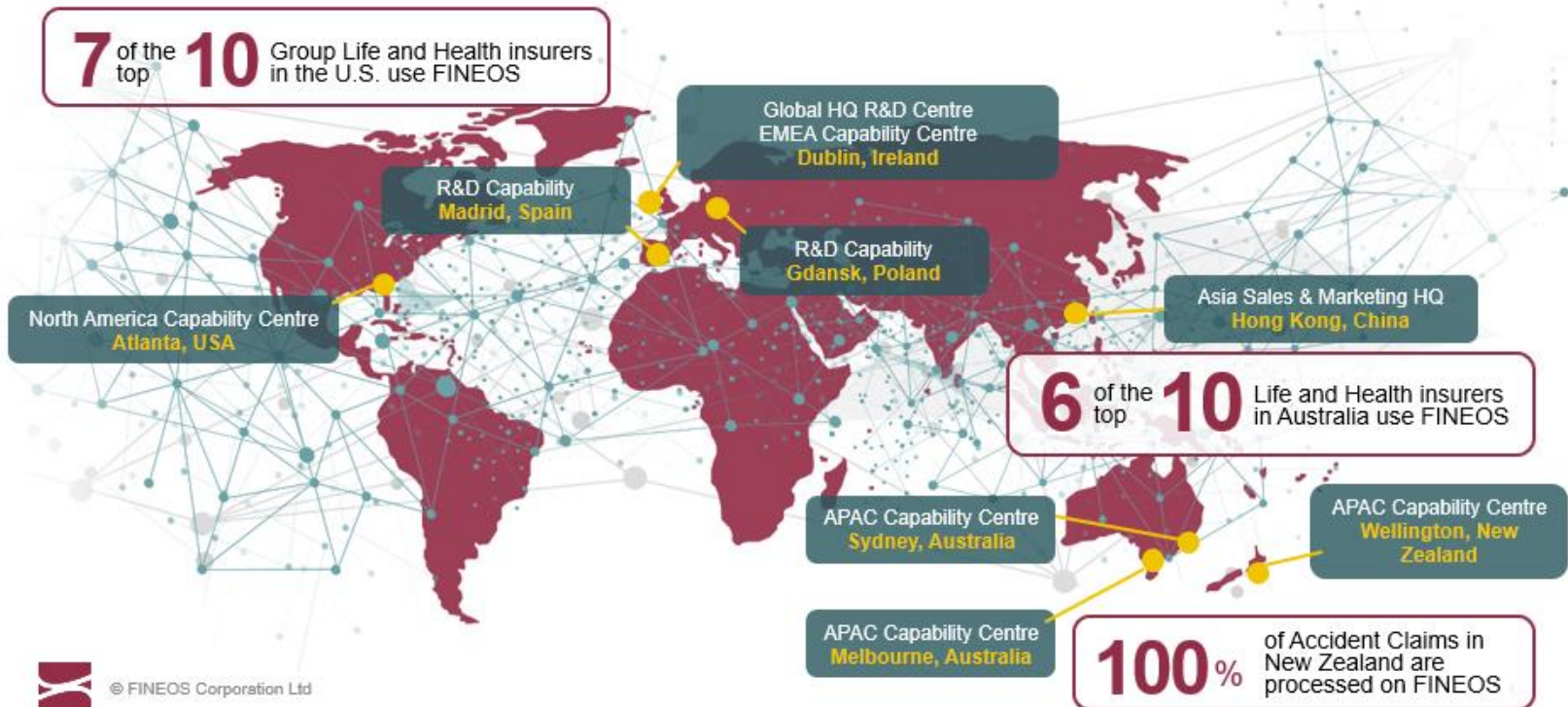
Large multi-line insurers in Ireland, the UK and Northern Europe

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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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

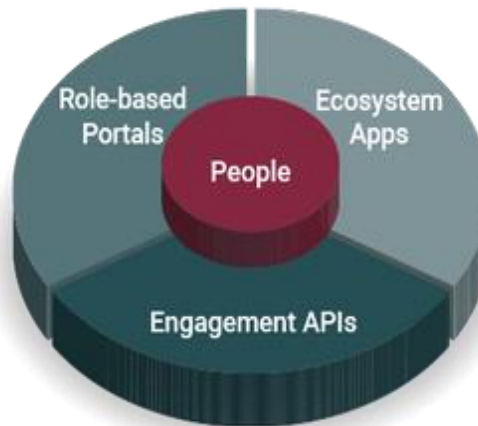
FINEOS AdminSuite



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.

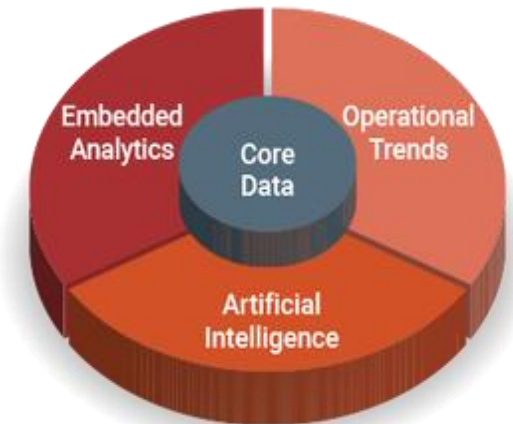
FINEOS Engage



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.



In Focus: FINEOS Absence

Demand for Integrated Disability and Absence Management (“IDAM”) is driving recent revenue growth from both existing and new U.S. based clients

- Regulatory compliance, self-service capabilities and improved engagement
- Handles time entitlement, benefits payments and accommodations in a single claim
- Coordinates leave plans with disability benefits and accommodations
- Supports federal, state and municipal plans; support for state-mandated and employer paid family leave (PFL) plans
- Accommodates diverse employer-defined leave plans
- Robust payment processing capabilities accommodates future absence benefit payments beyond just PFL
- Business ready, pre-configured processes



Covering...

- Fed/State Plans
- Muni/Employer Plans
- Integrated STD
- Paid Leave
- Accommodations
- Case history

Benefits...

- Integrated customer experience
- Up-to-date compliance plans
- Accurate decisions
- Avoid benefit payment errors



03 | FINANCIAL PERFORMANCE





Pro forma Income Statement

€ m	1H20	1H19	% Change
Software	13.3	10.5	26.5%
Services	27.1	18.9	43.9%
Total Revenue	40.4	29.4	37.7%
Cost of sales	(12.2)	(8.5)	44.3%
Gross profit	28.2	20.9	34.9%
Research & Development	(6.5)	(5.4)	20.7%
Sales & Marketing	(1.9)	(1.5)	27.2%
Delivery	(7.3)	(6.6)	10.7%
Cloud Ops./Support	(0.8)	(0.4)	124.0%
General & Administration	(3.3)	(4.5)	-26.1%
Other Income	0.6	0.4	67.3%
Total operating expenses	(19.2)	(18.0)	7.0%
EBITDA	8.9	2.9	207.6%
Depreciation	(1.0)	(0.4)	158.5%
Amortisation	(4.6)	(3.1)	49.2%
EBIT	3.3	(0.6)	650.0%
Net interest expense	(0.3)	(0.4)	-25.7%
Profit/(loss) before tax	3.0	(1.0)	400.0%
Income tax expense	(0.6)	(0.1)	602.6%
Net profit/(loss) after tax	2.4	(1.1)	318.2%

- 1H20 revenue growth of 37.7% on 1H19
 - Software revenue growth of 26.5% on 1H19
 - Services revenue growth of 43.9% on 1H19 reflecting increased demand from new clients
- The revenue increase of €11.1 million reflects the growth in new business during a transition to a subscription-based licence and billing model.
- Cost of Sales increase of 44.3% on 1H19 reflects increased professional services headcount, primarily contractors, required to deliver on the increase service revenue. Reclassification of €0.6m in 1H19 from COS to Delivery expense line
- G&A cost includes an FX gain of €1.0m
- Depreciation and Amortisation costs increased due to an additional office lease, increased fixed asset and capitalised R&D amortisation.



Balance Sheet

€ millions	Statutory 31-Dec-19	Statutory 30-Jun-19	% Change
Current assets			
Cash at Bank	34.7	6.9	403%
Trade Debtors	12.2	7.4	65%
R&D credit	3.7	3.8	-3%
Prepayments	1.1	4.3	-73%
Other Receivables	1.4	0.6	140%
Total current assets	53.2	23.0	130%
Non-current assets			
Fixed Assets	1.2	1.0	24%
Right of Use Building	6.3	6.3	1%
Right of Use Software	0.9	0.5	86%
Research & Development	45.6	42.2	8%
Contract Costs (Commissions)	1.5	1.4	7%
Total non-current assets	55.6	51.4	8%
Total assets	108.8	74.4	46%
Current liabilities			
Creditors	6.3	9.1	-30%
Interest Accrual	-	1.4	-100%
Deferred Revenue	5.5	10.4	-47%
Other Current Liability	0.2	0.5	-68%
Total current liabilities	12.0	21.4	-44%
Non-current liabilities			
Long term loan	-	15.0	-100%
Deferred R&D Tax Credit	7.5	8.2	-8%
Lease liabilities	7.7	7.0	10%
Total non-current liabilities	15.2	30.2	-50%
Total liabilities	27.3	51.7	-47%
Net assets	81.5	22.6	258%

- Cash at Bank movement reflects proceeds received from IPO capital raise less IPO costs (€5.9m) and EIB loan repayment (€15.0m) and interest repayment (€1.6m).
- Trade debtors up 65% on 30 Jun 19 reflecting increased revenue in addition to timing and seasonality of invoicing.
- Right of Use building asset includes additional office space in Dublin and the renewal of the Poland office lease, offset by asset depreciation
- R&D net increase of €3.4m on 30 Jun 19 due to capitalised portion of total R&D investment, €7.6m, offset by amortisation of €4.1m.
- Creditors decreased by 30% on 30 Jun 19 due to timing of invoice payments post year end.
- Deferred revenue is lower at 31 Dec 19 v 30 June 19 reflecting the timing of renewals (historically on 1 Jan).



Cashflow Statement

Consolidated Statement of Cash Flows

€ millions

	Statutory 31-Dec-19	Statutory 31-Dec-18	% Change
Net cash flows generated from operating activities	(3.4)	2.0	-272%
Net cash used in investing activities	(8.4)	(7.0)	21%
Net cash used in financing activities	38.6	(0.2)	-
Net decrease in cash and cash equivalents	26.8	(5.2)	612%
Effect of movement in exchange rates	1.0	(0.0)	-
Cash and cash equivalents at the beginning of the year	6.9	10.1	-32%
Cash and cash equivalents at the end of the year	34.7	4.8	617%

- Cash outflow at 31 Dec 19 from operating activities primarily due to the timing of collections and increased operating expenses (incremental headcount).
- Investment activities mostly represent R&D capitalisation.
- Financing activities shows the net of cash raised from IPO less transaction costs and loan repayment.

04 | FY20 PROGRESS AND OUTLOOK





FY20 Progress and Outlook

- IPO on the ASX completed 16 August 2019; €62.9m¹ raised
- Repaid EIB loan and associated interest of €16.6m in 1H20
- Due to continued demand for professional services, FY20 revenue guidance range is upgraded from €80-€82 million, to €84-€86 million;
 - 5 new name small contract wins with North American Insurers during 1H20
 - In Feb 20, the company announced a large new name contract win as well as signing an existing Top 10 client by annual revenue, to commence a migration project from on-premise to the FINEOS platform, i.e. the cloud, reducing the Order Fill component of forecast revenue for FY20
- Hiring and scaling the FINEOS team to achieve FY20 revenues and beyond

05

APPENDIX 1 – Statutory Accounts





Statutory Income Statement

€ m	1H20	1H19	% Change
Subscription	13.3	10.5	26.5%
Services	27.1	18.9	43.9%
Total Revenue	40.4	29.4	37.7%
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General & Administration	(5.4)	(3.7)	46.4%
Other Income	0.6	0.4	67.3%
Total operating expenses	(21.4)	(17.2)	24.2%
EBITDA	6.8	3.7	85.3%
Depreciation	(1.0)	(0.4)	158.5%
Amortisation	(4.6)	(3.1)	49.2%
EBIT	1.2	0.2	502.3%
Net interest expense	(0.5)	(0.7)	-32.1%
Profit/(loss) before tax	0.7	(0.5)	234.6%
Income tax expense	(0.6)	(0.1)	359.1%
Net profit/(loss) after tax	0.1	(0.7)	117.0%



Statutory to Pro forma Reconciliation

€ millions	1H20	1H19
Statutory revenue	40.4	29.4
No Adjustments to revenue	-	-
Pro forma revenue	40.4	29.4
<hr/>		
Statutory profit/(loss) after tax	0.1	(0.7)
Incremental public company costs	(0.1)	(0.7)
Net finance expense	0.2	0.3
IPO Cost	0.7	-
Existing Option Plan adjustments	1.5	(0.1)
Tax Impact of pro forma adjustment	-	-
Pro forma profit/(loss) after tax	2.4	(1.1)

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



741 people operating in 10 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



€40.4m in 1H20 revenue and over €100m 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



2003 – 2012



2013 – 2020

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

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

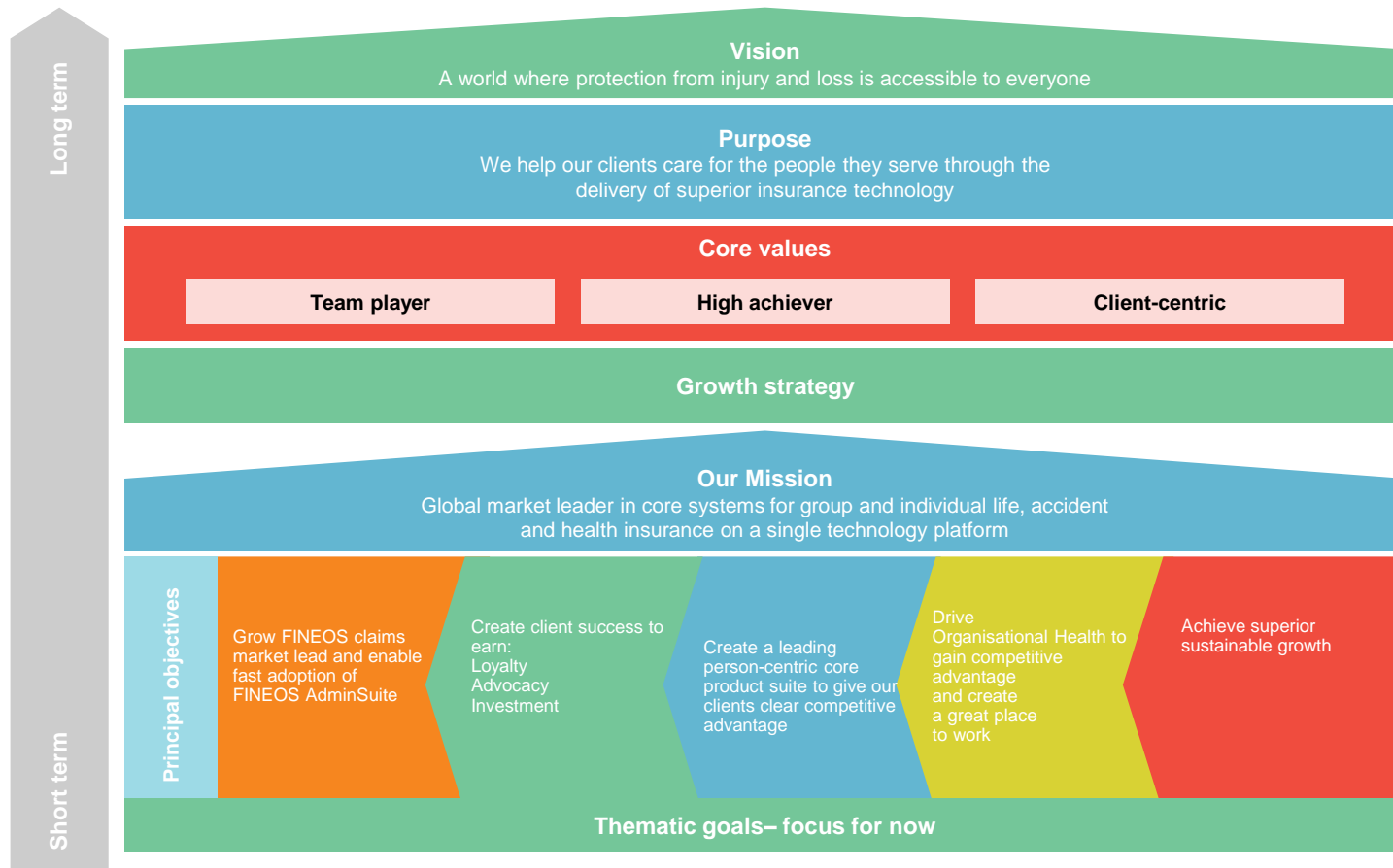
Phase 3: Building the Platform Solutions

- 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 >€100m in R&D to develop the FINEOS AdminSuite and Insight and Engage modules
- FINEOS AdminSuite is developed and there is strong client 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.



The FINEOS Playbook

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





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

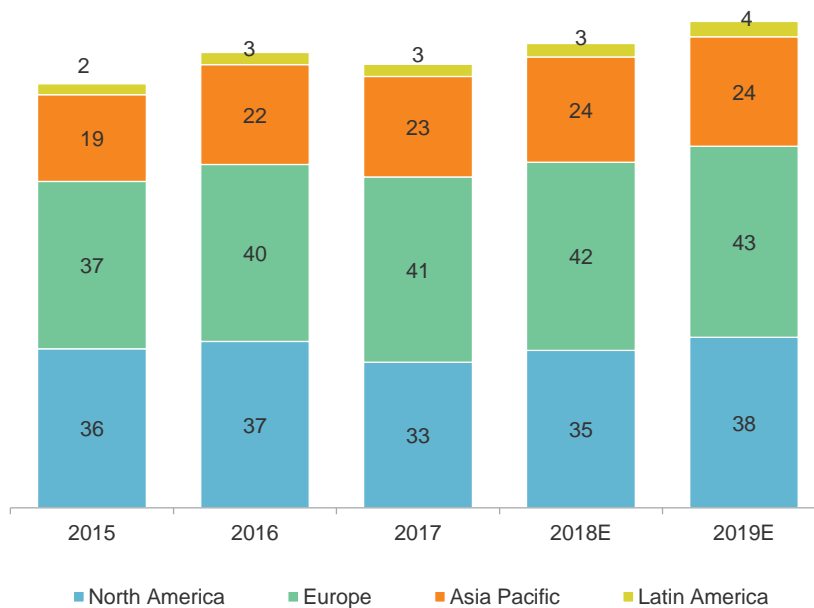
The FINEOS Platform is designed to address the challenges of, and provide benefits to, multiple key stakeholders within the client's organisation



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 – Non Executive Directors

Director	Experience & qualifications
Anne O’Driscoll Chairman Non-executive Director	<ul style="list-style-type: none">— 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 Commonwealth Insurance Limited. 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.
Gilles Biscay Non-executive Director	<ul style="list-style-type: none">— 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	<ul style="list-style-type: none">— 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	<ul style="list-style-type: none">— 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.
David Hollander Non-Executive Director	<p>Based in the US, David is a global leader and experienced board member with over 35 years of experience in the insurance, technology and professional services industries. David most recently served as Global Insurance Leader for Ernst & Young LLP (EY), a professional services operation across 150 countries with US\$31bn+ in revenues. As EY Global Insurance Leader, David worked closely with the C-suite, senior management teams and board of directors of clients ranging from Fortune 100 insurance companies to early stage Insurtechs.</p> <p>Previously David served as a member of the Board of Directors of Westfield Insurance and as CEO of UNIRISX, a SaaS-based policy administration Insurtech solution based in the UK. David began his career with Accenture (NYSE: ACN), where he served in a variety of leadership and client service roles including CEO of Accenture’s Financial Services Solutions Group. He led the creation of a 200-person global Insurance software company within Accenture, driving more than US\$1bn in consulting and outsourcing pull through revenues, in addition to leading the acquisition and integration of a major life and annuity software provider.</p>



Board of Directors – Executive Directors

Director	Experience & qualifications
Michael Kelly Executive Director	<ul style="list-style-type: none">– 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.
Tom Wall Chief Financial Officer	<ul style="list-style-type: none">– 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.