

Daragh O'Neill

SUMMARY

A commercially focused CFO with 20 years Strategic & Operational Finance leadership experience, 10+ years in global technology environment, with a pro-active management style leading the finance team to initiate and manage cross functional value addition throughout the business development cycle. Results focused, problem solver with passion for over-delivering and driving improvements in Business Performance with extensive experience of senior stakeholder engagement including Board, Governments, Customers, Vendors & Lenders.

PROFESSIONAL EXPERIENCE

Edgepoint

Sept '21 to date

US\$250M+ Revenues | USD2.5Bn Investment across 3 countries | 600 Employees |

Group CFO and member of SMT driving strategy and operational excellence following a US\$2.5bn investment in digital infrastructure across Indonesia, Malaysia & the Philippines.

- Managed the finance function including financial reporting, tax, treasury and investor relations.
- Act as lead advisor to operating markets to execute on organic and inorganic growth opportunities.
- Spearheaded entry into Philippines market with sale & leaseback of PLDT towers for USD675Mn.
- Led debt financing activities with US\$1.5Bn+ raised across three markets.

Strategic Advisory Services

Nov '19 – Aug '21

Independent/Self-employed.

Acting as an Independent Advisor to several international CSP's and private companies; current notable projects:

- Retained board advisor to a global full-service CSP, advising on (Digital) Transformation Strategy & Implementation in addition to digital mobile MVNO opportunity
- COO of APAC warehousing and distribution business, tasked to drive operational efficiencies and improve commercial operations.
- Business advisor to new entrant to New Zealand telecoms market with focus on wireless broadband proposition.

Ooredoo Myanmar

Feb '18 – Jan 2019

US\$350M Revenues | 11M Subscribers | 900 Employees | Part of Ooredoo Group.

CFO and member of SMT driving strategy and operational following US\$2.5bn investment in the Myanmar operations delivering mid-teen revenue growth in 2018 and in excess of 25% EBITDA growth YoY.

- Managed the finance function including tax, treasury, revenue assurance and procurement.
- Established operational and financial benchmarks as part of reorganisation programme to deliver streamlined organisation structure and 30% EBITDA margin growth
- Delivered in excess of US\$400mn in Opex savings from major contract negotiations.
- Developed finance function as a centre of excellence to support organisational growth with launch of 4th operator.
- Led debt financing with in excess of US\$50mn raised locally in Myanmar.

Digicel Group

June 09 – June 17 & Jan – May '19

Full-Service Operator | 13M+ subs | US\$2.5bn+ annual revenues | 6K employees | 31 countries.

Deputy Group CFO | Location: Jamaica

Jan – May '19

Deputy Group CFO Role across thirty two markets guiding business performance, annual business planning and capital investment appraisals.

Regional CFO Pacific (US\$500M+ Revenue) | Location: Singapore

Nov '15 – June '17

Regional CFO Role across six territories driving OPCO business performance and annual business planning:

- Oversaw, monitored, analysed and reported on the financial performance of Pacific operations, initiating corrective actions and minimizing the impact of variances.
- Managed the regions forecasting and planning process reducing reporting timelines significantly and allowing efficient allocation of group resources.
- Established operational and financial benchmarks as part of OPCO 2017 optimisation programmes to deliver streamlined organisation structure and 3% EBITDA margin growth
- Developed regional shared service centre for finance and HR resulting in improved reporting and reduced professional fees.
- Manage the regional tax and treasury functions for efficient repatriation of excess funds and debt financing for M&A activity with in excess of US\$150m raised in the period.
- Carrier Operations & Roaming management with tight pricing and margin analysis resulting in \$3m EBITDA improvement p.a.

Regional CFO Caribbean (US\$2Bn Revenue) | Location Jamaica

March '13 – Nov '15

CFO and member of SMT driving strategy and operational excellence across 25 markets, expanding market share and delivering revenue & EBITDA growth in major territories whilst managing roll-out of US\$300m fibre network:

- Partner with the CEO and the broader Executive Leadership Team in executing the board's strategic objectives.
- Driving the company wide finance & profitability review process including oversight of all CAPEX & OPEX budget planning and control.
- Provide commercial input and oversight for all new product & service developments, maintaining a sustainable business model, profitability and risk management framework.
- Cost optimisation initiatives owner delivering 5% Opex reduction and 2% EBITDA margin uplift
- M&A review and integration lead across the region with six completed acquisitions.
- Finance team lead for NYSE IPO application

ChinaHR CFO (US\$30m Revenue) | Location Beijing

Nov '11 – March '13

CFO and member of SMT driving expansion of Chinese operations from six to twelve locations and the acquisition of the number 3 player in the market:

- Design & implement financial and operational controls for the rapid expansion of the China operations
- Finance & operations lead on the acquisition of 3rd largest online recruitment company in China
- Treasury and tax planning for optimum investment strategy in the China operations

Digicel PNG CFO (US\$300m+ Revenue) | Location PNG

Aug '10 – Nov '11

Reporting to the CEO my role included full financial responsibility in addition to the following:

- Manage the monthly, quarterly and annual reporting process including the preparation of board reports and presentations to management and shareholders
- Lead a team of 30 staff in finance and facilities departments with rolling financial forecasting and analysis

- Treasury management and FX risk management to ensure maximum return to shareholders in a tax efficient manner
- Appraisal of capital projects to maximise return on investment
- Review of business cases and due diligence on potential acquisitions followed by the integration of acquisitions into core functions
- Review and sign off of all commercial agreements and contracts.

Digicel Pacific Regional FC (US\$400m+ Revenue) | Location Fiji **June '09 – Aug '10**

Reporting to the Regional Chief Financial Officer my role included the following responsibilities:

- Manage the monthly accounts process for all business units and preparation of monthly group reporting pack to include consolidated group accounts and group board report
- South Pacific point of contact for group finance and board of directors
- Manage the relationships with external third parties – banks, insurance and auditors
- Lead a team of 5 finance professionals defining and implementing process improvements in 6 operating markets

SIG Ireland Regional FC Revenue €200m+ | Location Ireland **Nov '98 – June '09**

SIG Building Products Limited is the Irish subsidiary of SIG plc, a UK quoted distributor of specialist construction products. With seven separate divisions operating from a nationwide branch network with a turnover in excess of €200 million. My role included the following responsibilities;

- Lead a team of 4 finance professionals in managing the monthly management accounts process for all business units.
- Ongoing review of branch performances with the divisional management teams together with recommendations for performance improvements. This requires an extensive knowledge of the markets in which SIG operates.
- Member of the Roofing Division Executive team with responsibility for driving the strategy and performance of the roofing division and the maximisation of profits.

Kavanagh Chartered Accountants | Location Ireland **Oct '95 – May '98**

As part of my Chartered Accountancy training my responsibilities included:

- Managing teams of people to ensure audit activities were carried out in a timely and efficient manner.
- Drafting reports to company management identifying weaknesses in the company's systems and controls and making recommendations for their improvement.

QUALIFICATIONS:

ICAI	1997	Admission to Institute of Chartered Accountants of Ireland
UCD	1995	Masters in Accountancy
UCD	1991-94	Bachelors of Commerce (Acc.)