

PRESS RELEASE

FISCALREPS OPENS IN DUBLIN AS NEXT PHASE OF GLOBAL EXPANSION

London, February 12, 2009 – [FiscalReps](#), the rapidly growing insurance tax compliance consultancy, has marked the next stage of its expansion by opening an office in the heart of Dublin's thriving insurance district. The city's importance as a hub for multinational financial services has seen Ireland become FiscalReps' largest market outside of the UK, with a local client list boasting a range of blue chip insurers and captive organisations. To oversee the new operation, FiscalReps' founder and CEO Mike Stalley has relocated to Dublin, and is joined by technology executive Conor McCarthy, who comes onboard as general manager for Ireland.

In addition to providing a local client interface for its [Insurance Premium Tax](#) (IPT) compliance services, FiscalReps' new office will be a focus for the growth of its acclaimed new compliance software solution, [taxbox™](#). Insurers are under pressure to find new ways to deliver assured and cost-effective IPT compliance, which taxbox™ makes possible in a unique and easy-to-use software application. FiscalReps believes that taxbox™, which has already been enthusiastically received in the industry, is an ideal tool for many Dublin-based insurers.

McCarthy's technology credentials therefore make him an ideal choice to lead the new office. Having recently completed a full-time MBA at University College Dublin's Smurfit Business School, he joins from software giant Oracle, where he was consulting client manager in Dublin. Previously, he held senior sales and business development positions with VC-funded software start-ups Sepro Telecom and Am-Beo. With over 10 years' international sales and marketing experience, McCarthy has an outstanding track record in managing sales and client engagements for global enterprises.

FiscalReps' vision for the Dublin office also includes establishing a new R&D facility for the further development of taxbox™. Stalley cites Dublin's high availability of software development expertise, well developed ICT infrastructure, specialist venture capital community and encouragement of software firms as prime factors in the decision.

Regarding local market demand, Stalley says, “Finding a way to deliver IPT compliance cost-effectively and reliably is now a pressing issue for insurers. Such is the focus on regulation and compliance that many are now asked to guarantee their IPT compliance levels before a client will place business with them. With our specialist knowledge, technological strengths, and now with a base in Dublin 2, FiscalReps is uniquely well placed to support them.”

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FOR FURTHER INFORMATION

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NOTES TO EDITORS

About FiscalReps

FiscalReps is an independent consultancy that helps insurance businesses to comply with Insurance Premium Tax and parafiscal taxes globally. The company is the European market leader, with a client list that includes many top insurers, brokers and corporate captive owners. Further information is available at www.fiscalreps.com