

Curriculum Vitae - Iain Mackay

27 Fountainhall Road, Edinburgh EH9 2LN e: ianmackay62@gmail.com t: +44 (0) 7866 500 196

A seasoned business and technology leader with the expertise and experience to meet the challenges of a rapidly changing technology driven world. Iain has led companies in a variety of industries from start-up to FTSE 250. He is most effective leading and advising organisations that are growing fast and need to scale to meet strategic plans to maximise shareholder value. Iain has also worked extensively in the private equity sector supporting over 1,000 investments and really understands the intricacies of technology in relation to the investment life-cycle.

For the last eight years Iain has developed Intuitus from being a small niche IT due diligence provider to being Europe's leading technology advisor for the Private Equity market. Intuitus has won the majority of PE industry awards for specialist advisor of the year (2015-2018) and has grown turnover six-fold in eight years with impressive gross and net margins, resulting in a successful exit to Endava plc.

Prior to joining Intuitus he was a driver, innovator and agent for change in some of the UK's most dynamic and challenging companies over more than 25 years with Board and Executive roles with Kwik-Fit plc (including being on the founding leadership team of Kwik-Fit Insurance Services), Wolfson Microelectronics plc and All-Hotels.com Ltd.

Iain has been a formal and informal strategic advisor to a number of businesses guiding them through the investment life-cycle: helping raise capital, scaling and building to maturity, and defining and executing exit strategies. He has held a number of non-executive roles. Iain is a Member of the British Computer Society and his qualifications include an MBA from the University of Dundee.

Career Summary

Non-executive roles

Criton, March 2019 – present Chairman and Non-executive director	Hospitality-tech software business bringing large hotel technology to independent hotels.
Red 61, August 2019 – present NXD and advisor	Arts ticketing platform for the largest and most complex fringes and festivals in the world.
Reactec, November 2019 – Present Non-executive director	Award-winning UK market leader in the provision of monitoring devices of Hand Arm Vibration (HAV).
City FM, April 2019 –present Strategic technology advisor	Leading provider of facilities management and building maintenance for retail organisations.
Topolytics, February 2019 – present Strategic advisor	Big data and analytics business with a platform that maps the generation, movement and fate of industrial and commercial waste.
VisibleCapital, May 2019 – present Strategic advisor	Fintech using PSD2/Open Banking data and machine learning to automate the collection of information required to onboard customers in the wealth sector.
Pufferfish Limited, Feb 2010 – Date Chairman (2010-2015) and Non-executive Director	Pufferfish specialises in innovative 360° spherical display solutions and works at the intersection of media, art and technology.
Children 1 st Sep 2015 – Sep 2018 Trustee and Non-executive Director	Children 1st is Scotland's National Children's charity.
Byte Night Scotland (Action for Children), Apr 2011 – Nov 2015 Co-Chair and Board Member	Byte Night Scotland is an annual event for the business and IT community to help prevent children as young as 11 from sleeping rough.

Curriculum Vitae - Iain Mackay

27 Fountainhall Road, Edinburgh EH9 2LN e: ianmackay62@gmail.com t: +44 (0) 7866 500 196

Executive Career

Intuitus Limited, Oct 2010 – Nov 2018 Chief Operating Officer and Technical Director	Europe's leading independent, expert, technology and digital advisor to the Private Equity sector focussing on transaction support. Grew from £1m to £6m t/o in 8 years to become the de facto standard for tech Due Diligence in Europe.
Mac-XS Consulting, Sep 2008 – Sep 2010 Owner/sole trader	Business coach, strategic advice, and interim management provider to a number of established and start-up organisations.
Wolfson Microelectronics PLC Feb 2006 – Aug 2008 Vice President Corporate Information & Services, Interim VP HR (6 months)	Semi-conductor design and manufacturer providing audio chips and other solutions for Apple, Samsung and many other technology organisations. Support the business through pre-IPO (as part of Avendris) to \$240m turnover in 2008
Avendris Limited/Mac-XS, Feb 2003 – Feb 2006 Director	An independent business and IT consultancy, specialising in IT-based strategy, working with a wide variety of medium and large clients.
All-Hotels.com Limited, Jan 2001 – Feb 2003 Chief Technical Officer	First global B2B and B2C PE backed e-commerce company providing online web-based hotel reservations. Successfully exited to Lastminute in 2002.
Kwik-Fit plc and Kwik-Fit Insurance Services Ltd, January 1995 – January 2001 Information Services and Quality Director	Founding management team member to help Kwik-Fit establish the UK's largest insurance tele-broker through unique technology and customer acquisition program. Grew from standing start to 1,350 employees in 3 years.

Earlier Career

Scottish Milk Limited (formerly SMMB) October 1992 – September 1994 IT Infrastructure Services Manager Milk distribution company	Wm Low & Co PLC, June 1987 – September 1992 Technical Support Manager Supermarket retailing
--	---