

Personal r Professional r Original

O'Sullivan Pullini







Firm Profile

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The firm

Introduction

O'Sullivan Pullini is an independent corporate advisory firm. Our advice is delivered in a manner representative of the personal and professional nature of the firm.

The firm is focused on deepening its existing relationships and developing new long-term client relationships. Our senior executive team enjoys a reputation as trusted advisers to Boards, management teams and private equity firms.

O'Sullivan Pullini's strength lies within the inventive capacity of the senior executive team and our ability to apply this intellect creatively to problem solving.

Every assignment receives the full commitment of the firm and is handled with utmost discretion.

Approach

Personal

Each member of O'Sullivan Pullini's senior executive team brings a personal and energetic approach to every assignment of the firm. This accessibility and responsiveness ensures the development of a strong rapport with each client. The relationship is further strengthened by our culture, which is centred on a deep understanding of the business, the people, the issues and the desired client outcomes.



Professional

The firm applies to each assignment the skills gained by the senior executive team through decades of experience, evidenced by numerous transactions across multiple sectors and jurisdictions. The ability to manage assignments with utmost discretion is a key tenet of the firm. In addition, our independence ensures that at no time will any conflict of interest occur.

Original

At O'Sullivan Pullini there is a culture of original and independent advice. This is supported by the inventive capacity of the senior executive team and a keen desire to be relevant and add significant value to our clients.



Our people

Senior executive team

A feature of the firm is that a number of O'Sullivan Pullini's executive team have had substantial careers as senior corporate executives in addition to service careers in investment banking and law. This 'client-side' experience enables the firm to rapidly understand exactly what the key issues of any assignment are, as well as the importance of timely and decisive advice.

A second distinguishing aspect is the international experience and continuity of the senior executive team. Members of this team have been advising and transacting together across numerous countries and cultures in excess of ten years.

Our values

CLIENTS FIRST	Clients first - we are passionate about reaching the 'right' outcome
DIFFERENTIATED	Differentiated and proven tactical advice on complex strategic decisions
DEDICATION	Dedication and commitment to the engagement
PROFESSIONAL	Professional excellence and creativity
DISCRETION	Discretion and confidentiality
COLLEGIATE TEAM	Collegiate team deployment
INTEGRITY	Integrity and honesty











Tony O'Sullivan
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Tony has over twenty years experience in investment banking, management and law.

Prior to co-founding O'Sullivan Pullini, Tony was a Managing Director of Bank of America, based in London with responsibility for Europe. Tony moved to London in early 1997 and joined Samuel Montagu (part of the HSBC Group), a leading merchant bank. Prior to working in Europe, Tony was General Counsel & Group Secretary of QNI Limited (now part of BHP Billiton). Tony's experience as a corporate lawyer and general counsel enables him to readily understand the complex and sensitive governance issues faced by Boards.

Tony's banking experience includes strategic advisory, mergers & acquisitions (specialising in cross-border), equity and equity-linked transactions and valuations. Tony has represented some of the world's leading private equity firms (including Kohlberg Kravis Roberts & Co. (KKR) and CVC Capital Partners), telecoms (including NTT DoCoMo and Telstra) and power utilities (including Eskom, China Light & Power and Texas Utilities). He has transacted in many of the world's jurisdictions, including Australia, most countries within Europe, United States, South Africa and Japan.

Tony holds legal and financial qualifications and has been awarded fellowships by several professional organisations. He has addressed conferences around the world on topics including private equity, valuation and optimal capital management. Tony has been admitted to practice as a Solicitor and Barrister in various jurisdictions, is a Founding Member of the Australian Architecture Association, a member of the Australian Chamber Orchestra's Chairman's Council and a Governor of the Australia Ireland Fund.

"Insert Quote from Tony about his executive team"



Contact us

Sydney

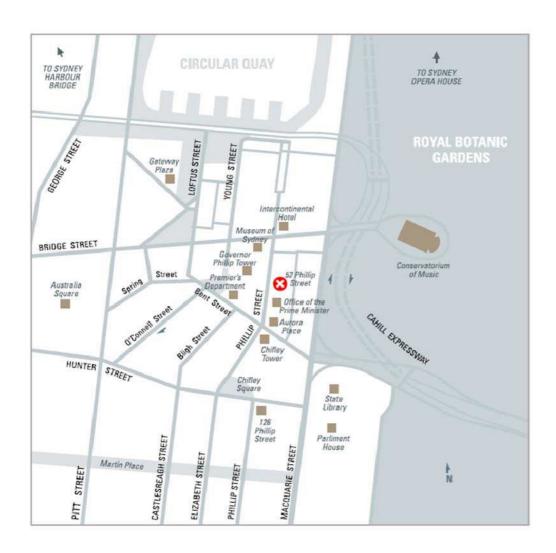
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Press releases



KKR to Acquire the Australian Businesses of Cleanaway and Brambles Industrial Services from Brambles Industries

Acquisition is KKR's First Investment in Australia

Hong Kong, Sydney, June 19, 2006 – Kohlberg Kravis Roberts & Co. ("KKR") today announced that an affiliate of KKR has signed a definitive agreement to acquire the

Australian businesses of Cleanaway and Brambles Industrial Services ("BIS") from Brambles Industries (LSE: BI; ASX: BIL) in a transaction valued at approximately A\$1.83 billion (US \$1.35 billion). The acquisition is KKR's first investment in Australia and represents the largest management buy-out ever in that market.

Cleanaway is Australia's leading waste management operator, serving over 65,000 commercial customers and 87 municipalities across the country. The company provides abroad range of services including collection, materials recovery, recycling and disposal. Cleanaway employs approximately 2,000 people in Australia.

BIS is the leading outsourced supplier of on-site and off-site materials handling and logistics services to the minerals, metals, and coal mining sectors, with operations in all states of Australia. BIS' on-site activities include the management of non-core customer processes and materials handling, and its logistics business serves the oil and gas, cement, minerals sands, salt, mining and food and beverage industries. BIS employs more than 1,200 people in Australia.



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