

60 Second Interview

SECTION ONE: Biography



CAMERON O'REILLY

Chief Executive Officer, Landis+Gyr

Cameron O'Reilly is CEO of Landis+Gyr, the global leader in energy management for more than a century. Landis+Gyr current capabilities were built through a series of 14 acquisitions and investments over the past five years and today has revenues of US \$1.3 billion with more than 5,000 employees and operations in over 30 countries.

Landis+Gyr is the leading provider of integrated energy management solutions tailored to energy company needs. With a global presence and a reputation for quality and innovation, Landis+Gyr is unique in its ability to deliver true end-to-end advanced metering solutions.

Today, the company offers the broadest portfolio of products and services in the electricity metering industry, and is paving the way for the next generation of the smart grid.

Cameron began his career in 1986 in New York where he worked for the Investment Bank, Goldman Sachs. Early in 1988 he returned to Ireland to work for Independent News & Media Plc (INM), Ireland's largest media and communications group.

In April 1988, Cameron moved to Australia to join APN News & Media Limited (APN), part of the INM Group. Over 12 years, he undertook a number of roles within APN and was appointed Deputy Chief Executive of the APN Group in 1992. From May 1996 to July 2000 Cameron was Chief Executive of APN. During the course of his time at APN, the company made over 30 acquisitions growing from a pure regional newspaper company into an international multi-media business which became Australia's third largest listed media group.

From 1998 - 1999, Cameron also served as Executive Chairman of Wilson & Horton Holdings Limited, publisher of the New Zealand Herald. Cameron is a director of APN News & Media Limited. He is also a board member of the Australian Ireland Fund and a former Deputy Chairman of the National Gallery of Australia (NGA).

The son of famous Irish entrepreneur Tony O'Reilly and Susan Cameron, Cameron was born in Dublin in April 1964 and lived in Ireland, England, and the USA before returning to Ireland at 15 to complete his last three years of school at Clongoweswood College. In 1983, Cameron went to Oxford University where he received an Honours Degree in Politics, Philosophy and Economics. He represented the University in rugby, tennis, debating and punting and was elected Treasurer of the Oxford Union, the renowned debating society.

SECTION TWO: Question & Answer

Question 1: You have an Australian mother and an Irish father and you have lived in both countries, what are the characteristics of each culture that appeal to you most, particularly in business?

There are substantial similarities in the frankness, humour, and relaxed nature of the Irish and Australian cultures. This also extends to the business world. Compared to other foreign countries, things are often as they seem!

Question 2: After years in publishing, you decided to build a new business from scratch - what was the impetus?

The challenge of building a public company in a new industry from scratch.

Question 3: What motivated you to become involved in the smart metering business?

I liked the idea of investing in a business like energy efficiency that has positive societal benefits.

Question 4: Recent reports indicate that Ireland's economy is no longer in recession and is in fact recovering faster than initially anticipated. What are your thoughts on the economic recovery in Ireland and how do you see Ireland's economic landscape over the next 5 years ?

The worst seems over and Ireland stands out as the first to take the tough medicine. I am sure this leadership will stand the country in good stead.

Question 5: What measures do you feel need to be implemented to avoid a repeat of the recent economic turmoil?

Better banking controls on real estate lending (locally) and more accurate debt security ratings/assessments (globally)

Question 6: What's the best advice you've been given and from whom?

Praise Allah but tie up your camel!

Question 7: The Ireland Funds have been viewed as one of the foundations for peace in Ireland. What do you feel has been their greatest accomplishment?

Integrated education in Northern Ireland

Question 8: Who has been the greatest inspiration in your life?

My father.

Thank you for your time!