

Selected Prior Experience – Barry O’Neill

Barry O’Neill has lived in a number of countries and was engaged in many cross-border transactions and international mergers and acquisition transactions. Most notably, he moved to South Africa just as the Apartheid era was ending and was instrumental in bringing foreign investment back to South Africa, after years of isolation. The following are the more notable of those transactions:

1. **Petzakakis (Greek)** – purchase of the largest plastic pipe manufacturer in Africa
2. **Marconi Communications (UK)** - identified and negotiated a large successful black empowerment joint venture
3. **Quartzwerke (German)** – merger of the largest Silica Sands operation in Africa
4. **Pennzoil (USA)** – re-introduction of the international lubricant oil business after the lifting of sanctions
5. **Emerson Electrical (USA)** – negotiated an initial equity investment in an electronic control equipment manufacturer. Two years later concluded 100% acquisition.
6. **Carrier Group (France)**- concluded an acquisition of an air conditioning business
7. **Abercrombie and Kent (UK)** - established a joint venture in the tourist industry.
8. **Fleetguard (USA)** – negotiated the sale of a local air filter business.
9. **Movenpick (Switzerland)** – advised on numerous hotel transactions