### **Brambles**

2010 Annual General Meeting

Sydney, 18 November





2010 Annual General Meeting

# Graham Kraehe Ao Chairman

#### Past 12 months in review

- New leadership team, solid foundation for growth
- Subdued underlying economic conditions: USA and Western Europe
- Solid Brambles performance:
  - New customer wins
  - Better Everyday progress
  - US\$750 million public bond issue

#### Solid financial result

- Sales revenue up 3%\* to US\$4.1 billion
- Operating profit up 1%\* to US\$725 million
- After-tax profit up 2%\* to US\$444 million
- Total dividend of 25 Australian cents
- Cash flow from continuing operations up US\$160 million to US\$882 million

<sup>\*</sup> Growth percentages shown on actual currency basis

#### Growth strategy

- Emphasis on profitable growth
- Expand reach by product, geography and customer
- Build on core strengths
  - Pooling expertise
  - Information management expertise
  - Global footprint
  - Local networks
  - Customer franchises
- Strong management and financial position

#### IFCO transaction

- Proposed acquisition of IFCO for €923 million (US\$1.3 billion)
  - Provides RPC pooling services in 23 countries
  - Operates USA pallet services business
- Natural fit and unique opportunity for acquisition of scale
- Earnings per share accretive
- Merger clearance anticipated within nine months

#### IFCO transaction (continued)

- Combined business would have sales revenue of ~US\$5 billion, operations in 49 countries
- Specifically addresses key strategy areas
  - Expanding global pooling presence in reusable plastic containers (RPCs)
  - Expanding pallet business with small-to-medium-sized enterprises (SMEs) in USA
  - Growing in emerging economies
- Funding through share purchase plan (SPP), dividend reinvestment plan (DRP) and undrawn credit facilities
- SPP documents distributed

#### Other strategy focus areas

- Global container business
  - Automotive sector
  - Unitpool acquisition
- LeanLogistics
- Recall
  - Core business
  - Digital service offering

#### Corporate governance

- Board meetings in Australia, the USA, China and Europe
- Meetings with staff and more than 100 customers
- Director elections

#### Safety

- Performance continues to improve
- Significant reduction in injuries in FY10
- Goal of Zero Harm

#### Sustainability

- Area of Board attention
- Sustainability Report published online
- Five-year sustainability road-map

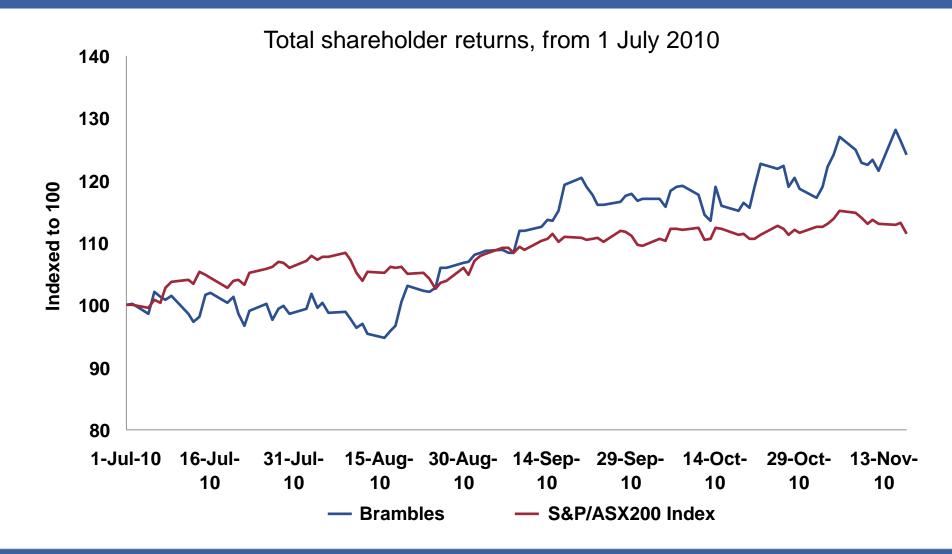
#### Dividend

- FY09
  - Focus on cash conservation
  - Uncertain global economy
- FY10
  - North America and Western Europe remained subdued
  - Prudent approach

#### FY10 share price



#### FY11 share price to date



#### Trading update

- Solid performance: strong foundation from CHEP and Recall
- Board confident in growth capacity
- All four business units increased constant currency sales revenue in first four months of FY11
- On track for FY11 guidance (June 2010 FX rates)
  - Constant currency sales revenue increase in all four business units
  - Operating profit of US\$740 million to US\$780 million
  - No expected impact\* from IFCO acquisition

<sup>\*</sup>Guidance excludes estimated transaction expenses, treated as Significant items

#### Conclusion

- Thank you
- An exciting time for Brambles
- Considerable growth opportunities
- Proposed IFCO acquisition

2010 Annual General Meeting

# Tom Gorman Chief Executive Officer

#### First 12 months recap

- Customer focus
- Profitable growth
- Deliver for customers, shareholders and employees

#### IFCO acquisition

- Growth in line with strategic themes
  - Diversify revenue by platform, geography and customer
  - Build on our core strengths
- Would create a globally active leader in RPCs
  - Broad base in Europe
  - Strong position in Americas
- Strengthened pallet operations in USA
  - Broader service offering
  - SMEs
- IFCO's senior executive management contracted until June 2014

#### Delivering on commitments: Better Everyday

- Better Everyday in CHEP USA
  - 100% of pallet issues at highest ever repair specification
  - Majority of CHEP USA customers using PortfolioPlus
  - Rollout of simplified invoice underway
  - Net new business wins positive

#### Delivering on commitments: emerging economies

- Emerging economy sales revenue growth
  - China and India: 92%
  - Central & Eastern Europe: 24%
  - Brazil: 32%
  - Turkey contracts with Unilever and Procter & Gamble

#### Delivering on commitments: Recall

#### Recall

- Benefits from FY09 cost reduction initiatives
- Continued growth
- Solid margin expansion
- Exceeding cost of capital, BVA positive

#### Delivering on commitments: Zero Harm

- Zero Harm
  - Reduction in injury frequency rate
  - New three-year safety strategy
    - Regional safety leadership
    - Standard scorecard

#### Delivering on commitments: innovation

- Head of Innovation on Executive Leadership Team
- Internal process to accelerate opportunities
  - Internal innovation fund
- Key initiatives
  - Working directly with customers
    - Product development
    - Supply chain efficiencies
    - Logistics expertise

#### Sales revenue growth: Recall

- Expansion of largest service offering, Document Management Solutions
- Announcement of significant multi-year partnership with Barclays Bank
  - Managing UK-based retail bank national records centres
  - Move for Barclays from multiple to single-source providers
  - Agreement took effect 1 November 2010
  - Transition will occur through 2010 and 2011

#### Sales revenue growth: CHEP Asia-Pacific

- Underlying strength of Australia and New Zealand operations
- Continuing expansion in emerging economies
- Recent customer wins include:
  - Tesco, General Mills and Midea in China
  - Food company Del Monte and drinks group Pernod Ricard in India
  - Australia growth: Sanitarium contract

#### Sales revenue growth: CHEP EMEA

- Emerging economy growth
- Developed economies
  - New and expanded contracts with major customers
  - New customers in new segments
- Expansion of major Nestlé relationship in UK
- First RPC contract in UK foodservice sector
  - Nando's restaurant chain
  - Issuing ~1 million units a year
- First small appliances customer in Spain
  - BSH Electrodomésticos, division of Bosch Siemens

#### Sales revenue growth: CHEP Americas

- Momentum remains since Better Everyday
  - Unilever North America
    - Extended contract
  - Treehouse Foods
    - Major private label food producer
    - Extended contract
- Positive momentum

#### CHEP USA evolution

- CHEP USA 20th anniversary
- Historic growth from major retailers, branded FMCG
- Business is evolving
  - Strengthening sales and logistics approach to target smaller customers
  - 1,000-plus contracts with SMEs in FY10, up 13%
- IFCO proposal increases this opportunity

#### Growth strategies

- RPCs
  - IFCO transaction is optimal solution
- Automotive
  - Base from Asia-Pacific and EMEA
  - Pursuing opportunities in North America
  - Considerable opportunities in emerging economies
  - Intercontinental flows

#### Growth strategies: global containers

- Global containers aviation
  - Acquisition of Unitpool for US\$35 million
  - Provider of container pooling services in airline sector
  - Manages containers used to carry baggage and cargo
  - Well-placed in growing sector
- Opportunities in intermediate bulk container sector

#### Growth strategies: LeanLogistics

- LeanLogistics
  - Sales revenue up 30% since acquired by Brambles
  - Expanding into new countries
    - First major customer in Canada, Air Canada
    - Opportunities in Europe, Australia and Brazil
  - Working more closely with CHEP

#### Growth strategies: Recall

- Recall
  - Continues to grow
  - Ongoing investment
    - New information centres
    - IT and security systems

#### Conclusion

- Pursuing growth with confidence
- A great company, a proud history, a bright future
- Numerous opportunities
- Thank you

### **Brambles**

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2010 Annual General Meeting

## Luke Mayhew

Chairman of the Remuneration Committee

#### Executive remuneration policy

#### Objective

- Reinforce business strategy
- Attract and retain high-calibre executives
- Motivate executives to achieve challenging performance levels
- Reward success
- Align executive rewards with creation of shareholder value

#### Executive remuneration policy: incentive plans

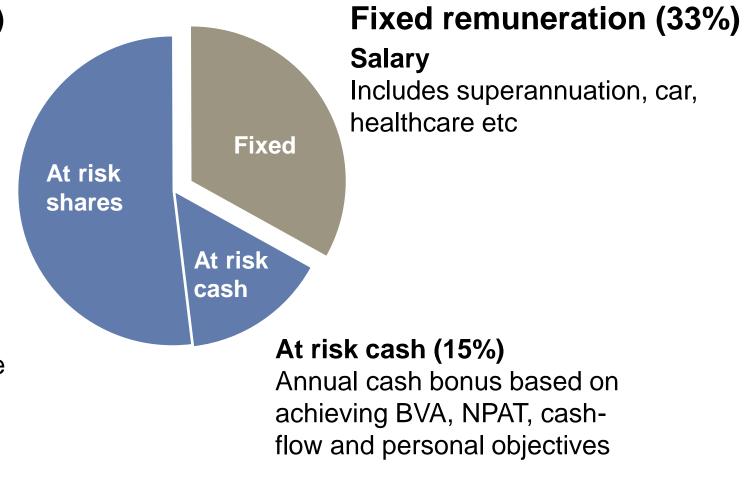
- Current scheme approved at 2006 and 2008 AGMs
- No changes proposed for FY11
- Brambles will review executive remuneration policy in FY11

#### Executive Director remuneration structure

#### At risk remuneration (67%)

At risk LTI shares (37%)
Vesting over three years;
performance hurdles for
shares related to TSR and
sales revenue/BVA

At risk STI shares (15%)
Deferred for three years to
provide retention and ensure
continued alignment with
shareholders



#### Remuneration outcomes and decisions

- Modest salary increases for senior executives for FY11
- Short-term cash bonus and deferred share awards reflected company performance
- Long-term incentives did not vest in FY09 or FY10
- Current long-term incentives require improved performance to vest

#### Remuneration outcomes and decisions (continued)

- Executive appointments and departures have followed approved Plan Rules, existing contracts and accepted market practice
- Non-executive Director' fees aligned to market rates
  - Fees last changed in January 2006
  - Australian Non-executive Directors' fees set in Australian dollars
  - No overall increase
  - Operating well within approved Non-executive Director fee pool

#### MyShare – good progress

- 22% of employees in 25 countries have elected to participate
- First matching shares will be issued in March 2011
- MyShare will again be offered in FY11

#### Summary

- Incentive and deferred share awards for FY10 reflect company performance
- Long-term incentives will require improved performance to vest
- Remuneration policy and associated Plan Rules have been followed
- Continued progress on wider employee shareholding
- Brambles to revisit executive remuneration policy in FY11

# **Brambles**

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#### How to ask a question

- Go to a designated microphone
- Show your green voting card or red non-voting card
- Give the attendant your name
- Wait until you have been introduced to the meeting

# **Brambles**

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# Voting procedure

Resolution 2	For	Against	Abstain
To adopt the Remuneration Report			
Resolution 3 To elect Mr Thomas Joseph Gorman to the Board of Brambles			
<b>Resolution 4</b> To elect Mr Gregory John Hayes to the Board of Brambles			
Resolution 5 To re-elect Mr Christopher Luke Mayhew to the Board of Brambles			
Resolution 6 To approve participation by Mr Thomas Joseph Gorman in the MyShare Plan			
<b>Resolution 7</b> To approve participation by Mr Gregory John Hayes in the MyShare Plan			
Resolution 8 To approve participation by Mr Thomas Joseph Gorman in the 2006 Performance Share Plan			
Resolution 9 To approve participation by Mr Gregory John Hayes in the 2006 Performance Share Plan			
Resolution 10 Amendments to the constitution			

To consider and receive the Financial Report, Directors' Report and Auditors' Report for Brambles and the Group for the year ended 30 June 2010.

#### As an ordinary resolution

"To adopt the Remuneration Report for Brambles and the Group for the year ended 30 June 2010."

#### Proxies and direct votes received

#### Resolution 2

To adopt the Remuneration Report

	For	Discretionary	Against	Abstain
Proxy votes	993,419,148	9,111,616*	7,467,463	1,062,975
<b>Direct votes</b>	1,628,727	N/A	1,961,026	278,789
TOTAL	995,047,875	9,111,616*	9,428,489	1,341,764

<sup>\*</sup>Includes 6,647,167 votes directed to the Chairman

#### Mark your voting card

2. To adopt the Remuneration Report

For A	Agains	st	Abs	stain
Please mark the appropr ways, the number of		here votes		
Resolution 2 To adopt the Remunerati	on Report			
Resolution 3 To elect Mr Thomas Jose the Board of Brambles	eph Gorman to			
Resolution 4 To elect Mr Gregory John Board of Brambles	n Hayes to the			
Resolution 5 To re-elect Mr Christophe to the Board of Brambles				
Resolution 6 To approve participation Joseph Gorman in the M				
Resolution 7 To approve participation John Hayes in the MySha				
Resolution 8 To approve participation Joseph Gorman in the 20 Share Plan				
Resolution 9 To approve participation John Hayes in the 2006 I Share Plan				
Resolution 10 Amendments to the cons	titution			



2010 Annual General Meeting

# **Items 3 – 5**Election and Re-election of Directors

Election of Mr Thomas Joseph Gorman



#### As an ordinary resolution

"That Mr Thomas Joseph Gorman be elected to the Board of Brambles."

#### Proxies and direct votes received

#### **Resolution 3**

To elect Mr Thomas Joseph Gorman to the Board of Brambles

	For	Discretionary	Against	Abstain
<b>Proxy votes</b>	1,001,020,675	9,202,120*	547,196	290,750
<b>Direct votes</b>	3,336,347	N/A	275,596	255,849
TOTAL	1,004,357,022	9,202,120*	822,792	546,599

<sup>\*</sup>Includes 6,688,800 votes directed to the Chairman

#### Mark your voting card

3. To elect Mr Thomas Joseph Gorman to the Board of Brambles

For	Again	st	Abs	stain
	POLL VO propriate box below. Wer of votes should be re-	here vote		
Resolution 3 To elect Mr Thomas the Board of Bramble				
Resolution 4 To elect Mr Gregory Board of Brambles	John Hayes to the			
Resolution 5 To re-elect Mr Christ to the Board of Bram				
Resolution 6 To approve participa Joseph Gorman in th				
<b>Resolution 7</b> To approve participa John Hayes in the M				
Resolution 8 To approve participa Joseph Gorman in th Share Plan	tion by Mr Thomas ne 2006 Performance			
Resolution 9 To approve participa John Hayes in the 20 Share Plan				
Resolution 10 Amendments to the	constitution			



Election of Mr Gregory John Hayes



#### As an ordinary resolution

"That Mr Gregory John Hayes be elected to the Board of Brambles."

#### Proxies and direct votes received

#### Resolution 4

To elect Mr Gregory John Hayes to the Board of Brambles

TOTAL	1,004,225,465	9,200,332*	866,287	636,449
<b>Direct votes</b>	3,276,340	N/A	273,683	317,769
Proxy votes	1,000,949,125	9,200,332*	592,604	318,680
	For	Discretionary	Against	Abstain

<sup>\*</sup>Includes 6,687,012 votes directed to the Chairman

#### Mark your voting card

4. To elect Mr Gregory John Hayes to the Board of Brambles

For	Again	st	Abs	stain
	POLL VC propriate box below. Wer of votes should be	/here vote marked in	the appropri	ate boxes
Resolution 2 To adopt the Remun	eration Report	For	Against	Abstain
Resolution 3 To elect Mr Thomas the Board of Bramble				
Resolution 4 To elect Mr Gregory Board of Brambles	John Hayes to the			
Resolution 5 To re-elect Mr Christ to the Board of Bram				
Resolution 6 To approve participa Joseph Gorman in th				
Resolution 7 To approve participa John Hayes in the M				
Resolution 8 To approve participa Joseph Gorman in th Share Plan	tion by Mr Thomas ne 2006 Performance			
Resolution 9 To approve participa John Hayes in the 20 Share Plan				
Resolution 10 Amendments to the	constitution			



Re-election of Mr Christopher Luke Mayhew



#### As an ordinary resolution

"That Mr Christopher Luke Mayhew be re-elected to the Board of Brambles."

#### Proxies and direct votes received

#### Resolution 5

To re-elect Mr Christopher Luke Mayhew to the Board of Brambles

	For	Discretionary	Against	Abstain
Proxy votes	1,000,753,743	9,208,547*	795,885	299,181
<b>Direct votes</b>	3,232,826	N/A	333,554	301,412
TOTAL	1,003,986,569	9,208,547*	1,129,439	600,593

<sup>\*</sup>Includes 6,700,227 votes directed to the Chairman

#### Mark your voting card

5. To re-elect Mr Christopher Luke Mayhew to the Board of Brambles

For	Again	st	Abs	stair	1
ways, the numb	POLL VO propriate box below. W per of votes should be r	here vote			nt
Resolution 2 To adopt the Remur  Resolution 3 To elect Mr Thomas the Board of Brambl	Joseph Gorman to				
Resolution 4 To elect Mr Gregory Board of Brambles	John Hayes to the				
Resolution 5 To re-elect Mr Chris to the Board of Bran	topher Luke Mayhew nbles				
Resolution 6 To approve participa Joseph Gorman in th					
Resolution 7 To approve participa John Hayes in the M					
Resolution 8 To approve participa Joseph Gorman in the Share Plan	ation by Mr Thomas he 2006 Performance				
Resolution 9 To approve participa John Hayes in the 2 Share Plan					
Resolution 10 Amendments to the	constitution				



2010 Annual General Meeting

# Items 6 – 7

Participation of Executive Directors in MyShare plan

#### As an ordinary resolution

"That the participation by Mr Thomas Joseph Gorman until 18 November 2013 in the Brambles Limited MyShare Plan in the manner set out in the Explanatory Notes accompanying this Notice, be approved for all purposes, including for the purpose of Australian Securities Exchange Listing Rule 10.14."

#### Proxies and direct votes received

#### Resolution 6

To approve participation by Mr Thomas Joseph Gorman in the MyShare Plan

	For	Discretionary	Against	Abstain
Proxy votes	998,403,206	9,173,104*	3,058,383	405,881
<b>Direct votes</b>	1,751,687	N/A	1,973,394	148,054
TOTAL	1,000,154,893	9,173,104*	5,031,777	553,935

<sup>\*</sup>Includes 6,687,021 votes directed to the Chairman

#### Mark your voting card

6. To approve participation by Mr Thomas Joseph Gorman in the MyShare Plan

For	Again	st	Abs	stain
ways, the num  Resolution 2 To adopt the Remu  Resolution 3 To elect Mr Thoma: the Board of Bramb  Resolution 4 To elect Mr Gregon Board of Brambles  Resolution 5	s Joseph Gorman to	here vote		
to the Board of Brain Resolution 6 To approve particip Joseph Gorman in	ation by Mr Thomas			
John Hayes in the I  Resolution 8  To approve particip Joseph Gorman in Share Plan  Resolution 9	nation by Mr Thomas the 2006 Performance hation by Mr Gregory 2006 Performance			



#### As an ordinary resolution

"That the participation by Mr Gregory John Hayes until 18 November 2013 in the Brambles Limited MyShare Plan in the manner set out in the Explanatory Notes accompanying this Notice, be approved for all purposes, including for the purpose of Australian Securities Exchange Listing Rule 10.14."

#### Proxies and direct votes received

#### Resolution 7

To approve participation by Mr Gregory John Hayes in the MyShare Plan

TOTAL	999,807,785	9,320,083*	5,232,887	573,121
<b>Direct votes</b>	1,715,477	N/A	2,004,893	152,765
Proxy votes	998,092,308	9,320,083*	3,227,994	420,356
	For	Discretionary	Against	Abstain

<sup>\*</sup>Includes 6,820,054 votes directed to the Chairman

#### Mark your voting card

7. To approve participation by Mr Gregory John Hayes in the MyShare Plan

For	Again	st	Abs	stain
	POLL VO ropriate box below. Wer of votes should be re	here vote		
Resolution 3 To elect Mr Thomas the Board of Bramble	Joseph Gorman to es			
Resolution 4 To elect Mr Gregory Board of Brambles  Resolution 5	John Hayes to the			
To re-elect Mr Christo to the Board of Bram Resolution 6	bles			
To approve participal Joseph Gorman in the Resolution 7 To approve participal	e MyShare Plan			
John Hayes in the M				
Resolution 8 To approve participal Joseph Gorman in th Share Plan				
Resolution 9 To approve participat John Hayes in the 20 Share Plan				
Resolution 10 Amendments to the o	constitution			



2010 Annual General Meeting

# Items 8 – 9

Participation of Executive Directors in performance share plan

#### Item 8

#### As an ordinary resolution

"That the participation by Mr Thomas Joseph Gorman until 18 November 2013 in the Brambles Limited 2006 Performance Share Plan (as amended) in the manner set out in the Explanatory Notes accompanying this Notice, be approved for all purposes, including for the purpose of Australian Securities Exchange Listing Rule 10.14."

#### Proxies and direct votes received

#### **Resolution 8**

To approve participation by Mr Thomas Joseph Gorman in the 2006 Performance Share Plan

	For	Discretionary	Against	Abstain
Proxy votes	986,526,660	9,295,643*	14,289,644	948,794
<b>Direct votes</b>	1,493,160	N/A	2,222,550	157,425
TOTAL	988,019,820	9,295,643*	16,512,194	1,106,219

<sup>\*</sup>Includes 6,820,645 votes directed to the Chairman

# Mark your voting card

8. To approve participation by Mr Thomas Joseph Gorman in the 2006 Performance Share Plan

For	Again	st	Abs	stain
ways, the numb  Resolution 2 To adopt the Remun  Resolution 3		here vote		
To elect Mr Thomas the Board of Bramble Resolution 4 To elect Mr Gregory Board of Brambles Resolution 5 To re-elect Mr Christ to the Board of Bram	John Hayes to the			
Resolution 6 To approve participa Joseph Gorman in th  Resolution 7 To approve participa	tion by Mr Thomas ne MyShare Plan			
John Hayes in the M  Resolution 8  To approve participa	yShare Plan			
Resolution 9 To approve participa John Hayes in the 20 Share Plan  Resolution 10 Amendments to the 6	006 Performance			

#### Item 9

#### As an ordinary resolution

"That the participation by Mr Gregory John Hayes until 18 November 2013 in the Brambles Limited 2006 Performance Share Plan (as amended) in the manner set out in the Explanatory Notes accompanying this Notice, be approved for all purposes, including for the purpose of Australian Securities Exchange Listing Rule 10.14."

#### Proxies and direct votes received

#### Resolution 9

To approve participation by Mr Gregory John Hayes in the 2006 Performance Share Plan

	For	Discretionary	Against	Abstain
<b>Proxy votes</b>	986,475,820	9,295,593*	14,329,228	960,100
<b>Direct votes</b>	1,487,040	N/A	2,226,670	159,425
TOTAL	987,962,860	9,295,593*	16,555,898	1,119,525

<sup>\*</sup>Includes 6,820,595 votes directed to the Chairman

# Mark your voting card

9. To approve participation by Mr Gregory John Hayes in the 2006 Performance Share Plan

		stain
POLL VO Please mark the appropriate box below. We ways, the number of votes should be Resolution 2	here vote:	
To adopt the Remuneration Report  Resolution 3  To elect Mr Thomas Joseph Gorman to the Board of Brambles		
Resolution 4 To elect Mr Gregory John Hayes to the Board of Brambles		
Resolution 5 To re-elect Mr Christopher Luke Mayhew to the Board of Brambles		
Resolution 6 To approve participation by Mr Thomas Joseph Gorman in the MyShare Plan		
<b>Resolution 7</b> To approve participation by Mr Gregory John Hayes in the MyShare Plan		
Resolution 8 To approve participation by Mr Thomas Joseph Gorman in the 2006 Performance Share Plan		
Resolution 9 To approve participation by Mr Gregory John Hayes in the 2006 Performance Share Plan		
Resolution 10 Amendments to the constitution		

### 2010 Annual General Meeting

# Item 10 Amendments to the Constitution

#### Item 10

#### As a special resolution

"That the Brambles constitution be amended as outlined in the Explanatory Notes accompanying this Notice."

#### Proxies and direct votes received

#### Resolution 10

#### Amendments to the constitution

	For	Discretionary	Against	Abstain
Proxy votes	975,925,650	9,403,940*	24,940,872	788,094
<b>Direct votes</b>	3,094,099	N/A	449,188	317,528
TOTAL	979,019,749	9,403,940*	25,390,060	1,105,622

<sup>\*</sup>Includes 6,900,123 votes directed to the Chairman

# Mark your voting card

10. Amendments to the constitution

For	Again	st	Abs	stair
	POLL VO propriate box below. We per of votes should be re	here votes		
Resolution 2 To adopt the Remur	neration Report	For	Against	Abstain
Resolution 3 To elect Mr Thomas the Board of Brambl				
Resolution 4 To elect Mr Gregory Board of Brambles	John Hayes to the			
Resolution 5 To re-elect Mr Chris to the Board of Bran	topher Luke Mayhew			
Resolution 6 To approve participa Joseph Gorman in the				
Resolution 7 To approve participa John Hayes in the M				
Resolution 8 To approve participa Joseph Gorman in tl Share Plan	ation by Mr Thomas ne 2006 Performance			
Resolution 9 To approve participa John Hayes in the 2 Share Plan				
Resolution 10				



# Brambles

2010 Annual General Meeting

Sydney, 18 November





### 2010 Annual General Meeting

# Please deposit voting cards at exit

# 2010 Annual General Meeting

# The poll is now closed

#### Disclosure statement

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