



Andrew Mitchell

**Strategic Corporate Finance, M&A,
and Integration Leadership**

Executive Overview of Tenure at Sinclair Knight Merz (SKM)
& Jacobs Engineering Group

Challenging today. Reinventing tomorrow.



MBA (Distinction), MGSM

Certificate of Merit in
Corporate Acquisitions

ABN AMRO Asia Talent
Program Alumni

The Architect of Strategic Value

Executive Profile

A results-driven executive with over 12 years of corporate development experience, bridging the gap between complex financial modeling and operational strategy. Proven track record in Investment Banking (ABN AMRO) and Global Strategy (Fonterra).



Corporate Strategy
From '2020 Vision' planning
to board-level execution.



Deal Execution
Leading post-merger
harmonization for
NYSE-listed compliance.



M&A Execution
15+ bolt-on transactions
and major trade sales.



Integration Leadership
Leading post-merger haran
for NYSE-listed compliance.

The Landscape: Sinclair Knight Merz & Jacobs

The Asset: SKM



Sinclair Knight Merz (SKM)

Global engineering consulting & technical services firm.

Staff: 7,500 employees

Footprint: 47 offices across APAC, Americas, Europe, Middle East, Africa

2013

The Pivot Point: Acquisition
Acquired by Jacobs Engineering Group (NYSE: J)
Transaction Value: A\$1.3 Billion
Andrew Mitchell's Role: Group Corporate Finance Manager

The Buyer: Jacobs



Jacobs Engineering Group

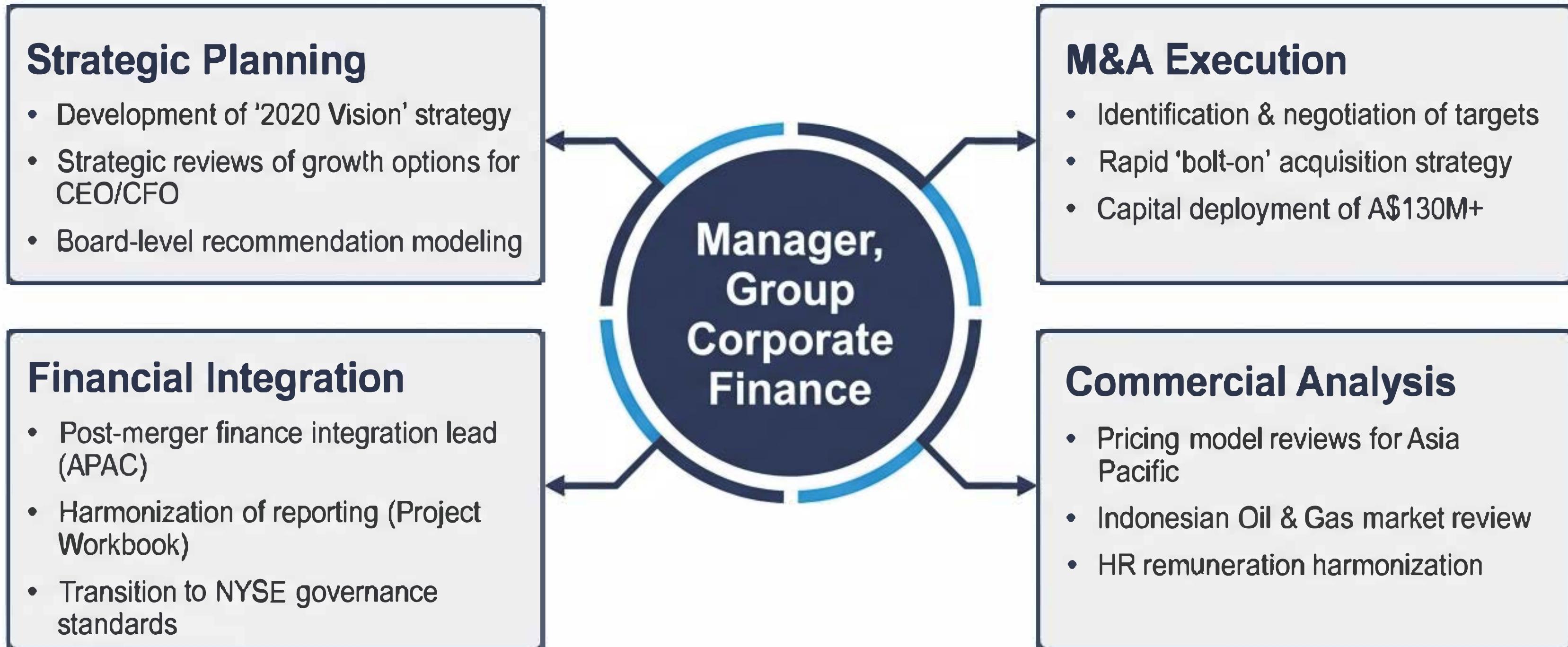
Fortune 500 Leader

Market Cap: ~US\$17 Billion

Global Technical Services

Operational Architecture & Influence

Hub-and-spoke model of strategic responsibility



Act I: The Builder

Driving Growth via ‘Bolt-On’ Acquisition Strategy

A\$130M+

Capital Deployed

9

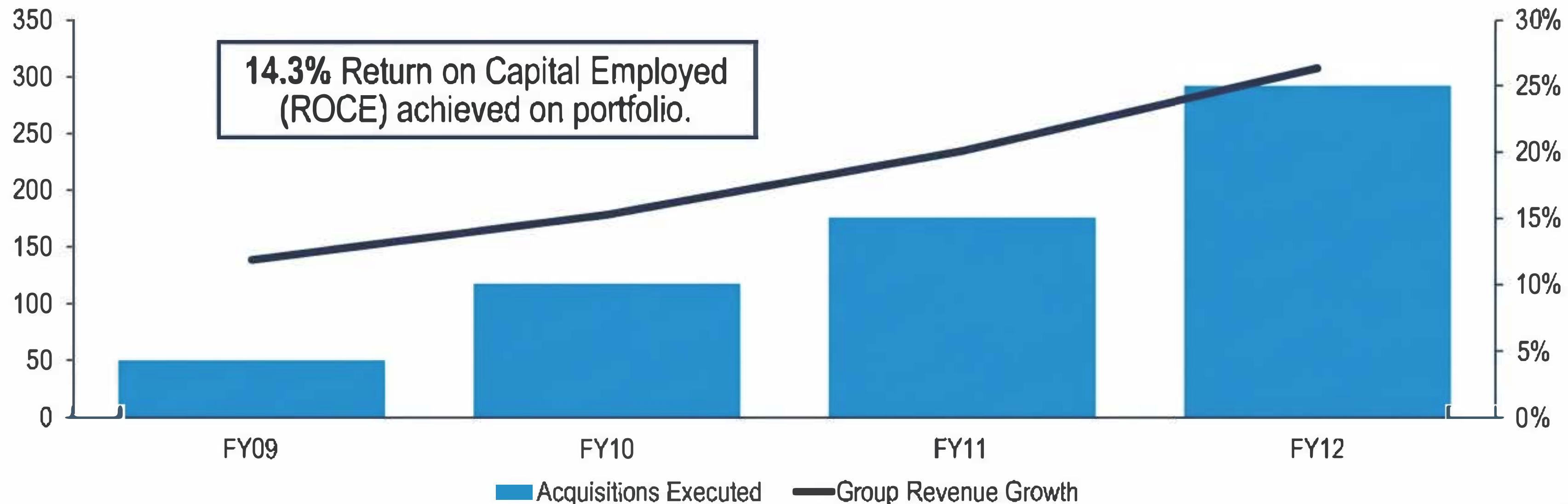
Strategic Transactions

1,200+

Staff Added

26%

Revenue Growth
Supported FY09-FY12



Sector Expansion & Deal Specifics

Environmental & UK Expansion



Project Eric (Enviro Group)

Role: Financial Lead

Value: £26M Acquisition

Impact: Established significant environmental consulting platform for SKM in the UK.

Infrastructure & Architecture



S2F Acquisition (Australia)

Value: A\$20M Private Sale

Impact: Secured architectural and engineering consultancy capabilities.

Colin Buchanan & Partners (UK)

Value: £10M Acquisition

Resources & Global Reach



Mining Technology Acquisition

Value: A\$12M

Impact: Secured specialized mining simulation technology for BHP/Rio Tinto bulk handling.

IRH (Chile)

Value: A\$3M Water Engineering

Act II: The Dealmaker

Executing the Exit: Project Moscato

The A\$1.3 Billion Trade Sale to Jacobs Engineering Group (2013)

- **Role:** Project Manager for the Transaction.
- **Outcome:** Successful sale of SKM to a US Fortune 500 leader, unlocking significant shareholder value.



Due Diligence Leadership

Managed data room, led vendor DD teams for tax, legal, accounting.

Financial Rigor

Financial analysis, scenario modeling, and valuation to support price tag.

Stakeholder Management

Managed Q&A support and documentation for sale process.

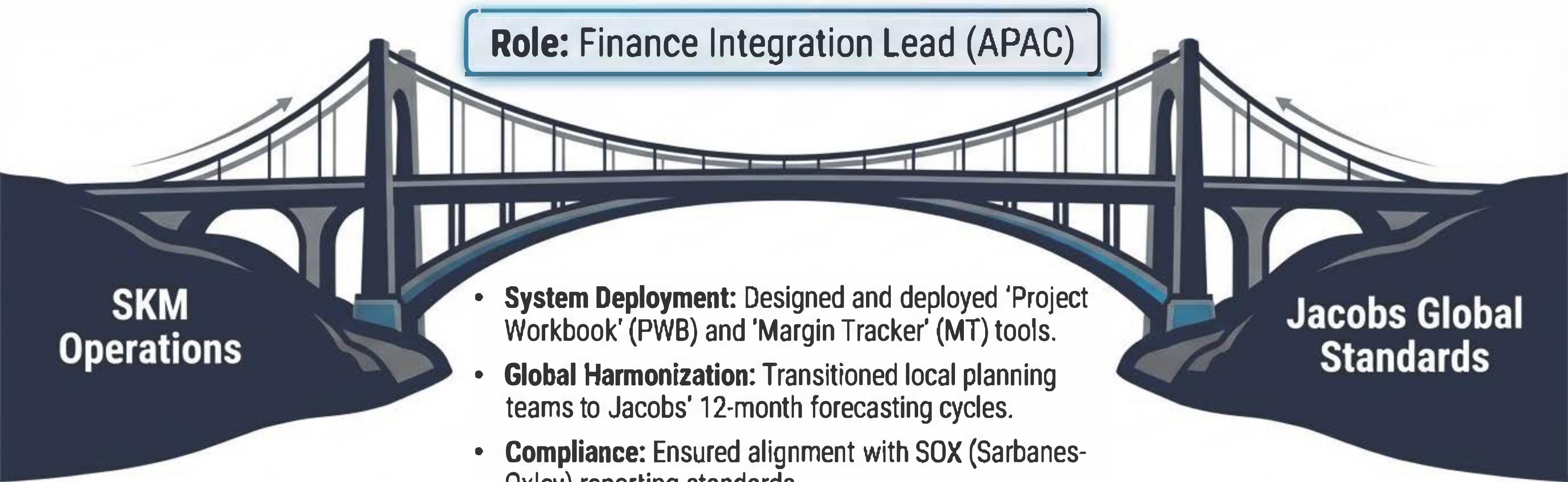
Closing

Finalizing the A\$1.3B transaction.

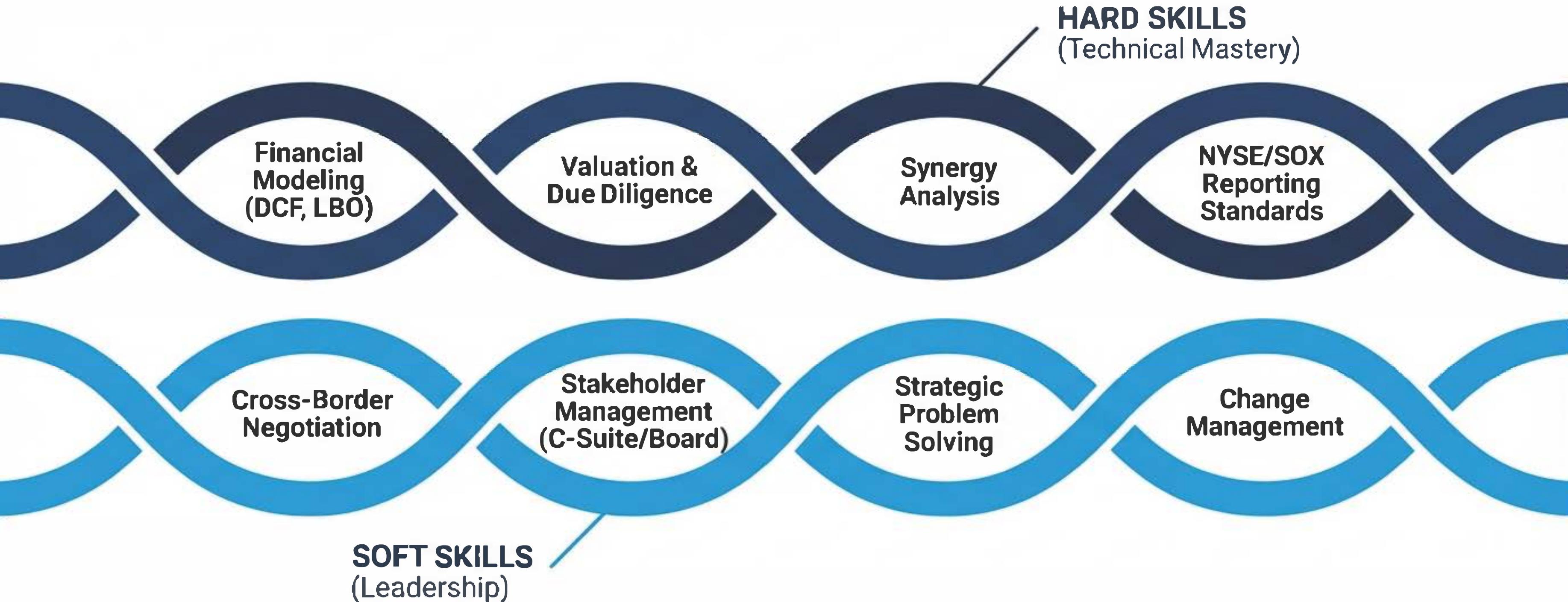
Act III: The Integrator

Realizing Value Post-Acquisition (2013–2014)

Role: Finance Integration Lead (APAC)

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- **System Deployment:** Designed and deployed 'Project Workbook' (PWB) and 'Margin Tracker' (MT) tools.
 - **Global Harmonization:** Transitioned local planning teams to Jacobs' 12-month forecasting cycles.
 - **Compliance:** Ensured alignment with SOX (Sarbanes-Oxley) reporting standards.
 - **Cross-Border Leadership:** Managed finance integration across Asia & ANZ, including Malaysia secondments.

Strategic Capability Profile



Delivering Shareholder Value

A\$1.3B

Transaction Value Managed (SKM Sale)

A\$130M

Capital Deployed in Growth Acquisitions

1,200+

Personnel Added via M&A

14.3%

ROCE Achieved on Bolt-On Portfolio

A proven track record of creating value via strategic expansion, complex exits, and seamless integration.

Appendix: Transaction & Strategic Initiative Ledger

Initiative Name	Type	Location	Value/Impact
Project Moscato (SKM Sale)	Trade Sale	Global	A\$1.3B (Lead Project Manager)
Enviros Group (Project Eric)	Acquisition	UK	£26M (Financial Lead)
S2F Acquisition	Acquisition	Australia	A\$20M (Private Sale)
Colin Buchanan	Acquisition	UK	£10M
Mining Tech Acquisition	Acquisition	Australia	A\$12M
IRH Acquisition	Acquisition	Chile	A\$3M (Water Engineering)
Malaysia Contract Acquisition	Asset Deal	Malaysia	<A\$10M

Thank You.

Andrew Mitchell

Strategic Corporate Finance & Integration

Email: mitchell.ae000@gmail.com

Phone: +61 418 386 396

LinkedIn: linkedin.com/in/andymitchell0

Jacobs

