



Andrew Mitchell: Architecting Growth & Transformation at Ampol

Strategic Leadership | Corporate Development | Value Creation (2023–Present)



The Mandate: From Support Function to Core Capability

“Elevating Corporate Development from opportunistic support to a core corporate capability.”

Andrew serves as the Director of Group Strategy and Corporate Development at Ampol (ASX:ALD, Market Cap ~A\$5.2B). Since 2023, he has architected the inorganic growth component of the 2023-2025 Group Strategic Plan, managing enterprise-wide planning for Australia, New Zealand, and Singapore operations.

**>A\$32
Billion**

Career Transaction
Value

88

Strategic
Transactions
Evaluated

35

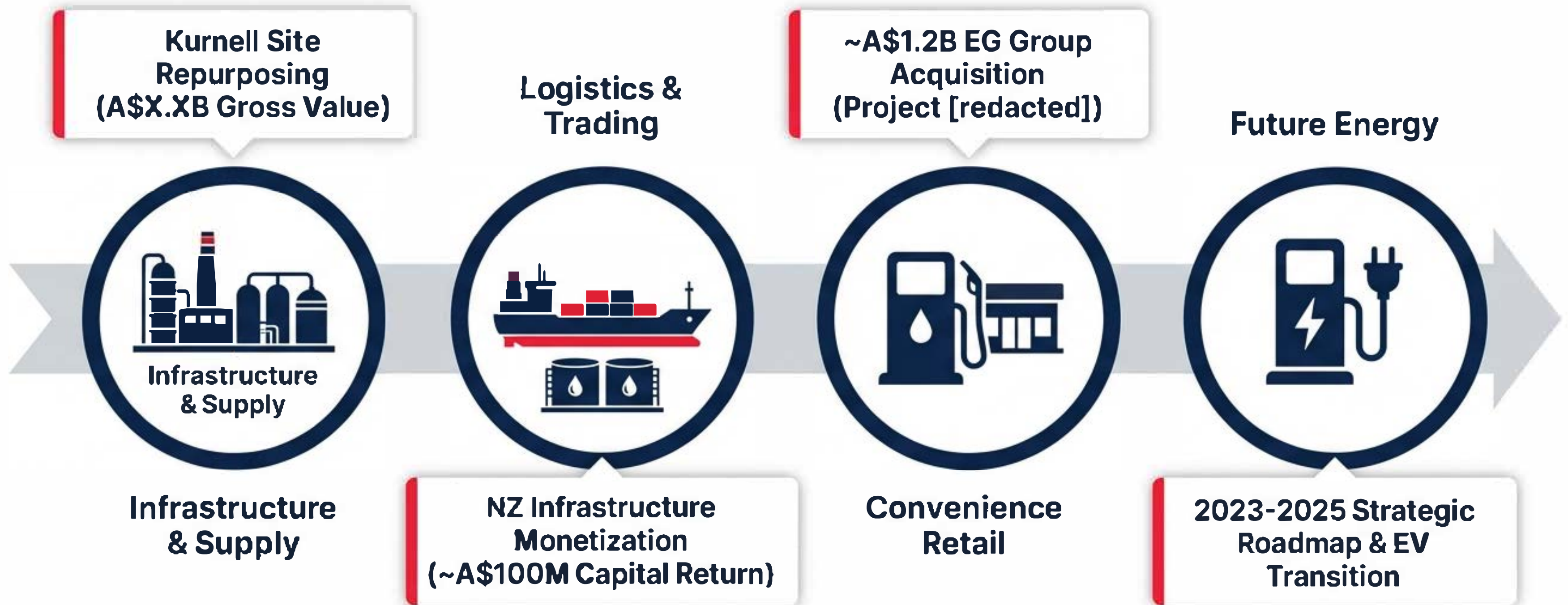
Deals Closed

Building the Engine: The 'Programmatic M&A' Blueprint



Upon joining Ampol, Andrew established a standardized governance framework to replace ad-hoc deal-making. This blueprint aligns the CEO, CFO, and Board on a ~\$2B+ inorganic growth pipeline, ensuring every dollar deployed supports the long-term transformation strategy across 5 Business Units.

The Impact Map: Value Creation Across the Fuel Supply Chain



Strengthening the Core: The ~A\$1.2B EG Group Acquisition

ACQUISITION

Value: ~A\$1.2B

Sector: Convenience Retail

Role: Lead Execution



The Challenge

Executing a scale acquisition in the convenience retail sector involving complex master franchise models and high information asymmetry.

The Action

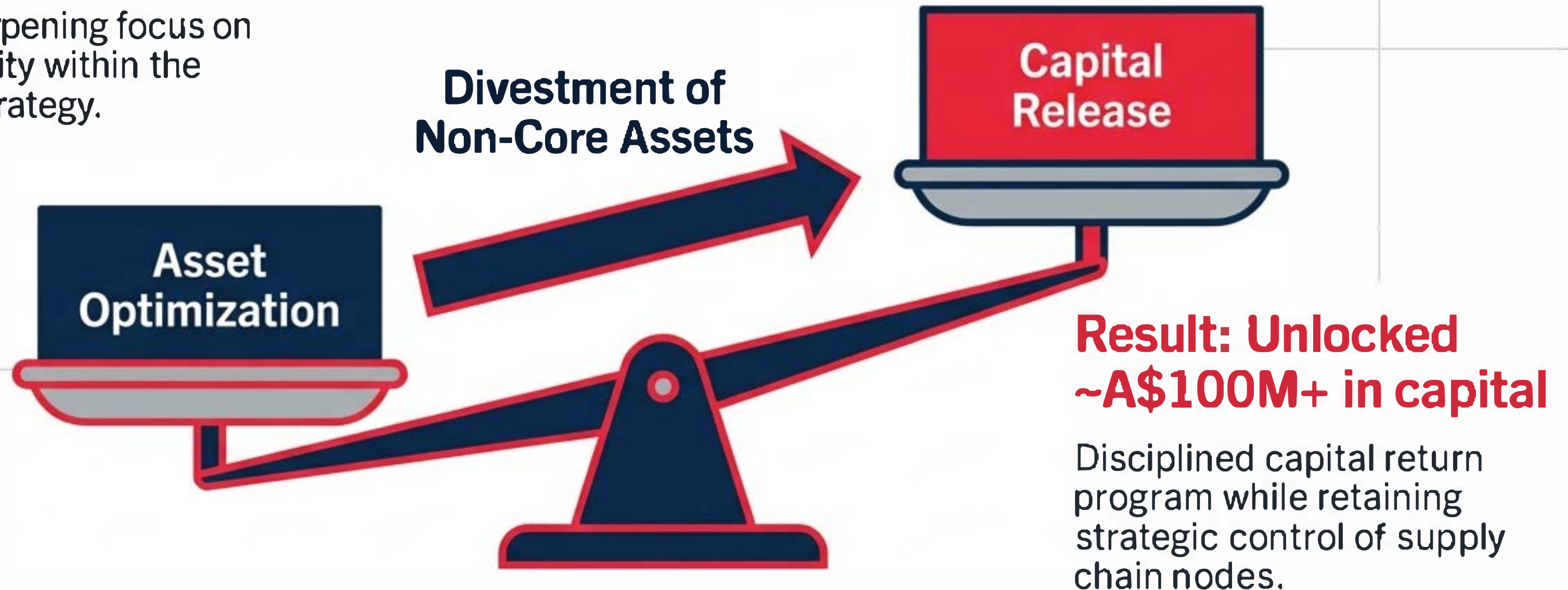
Led end-to-end evaluation managing parallel workstreams (Investment banks, Big 4 advisors) focused on operational synergies.

The Outcome

Successfully navigated complex diligence to secure a transformational asset, enhancing Ampol's retail footprint and non-fuel income stream.

Optimizing the Portfolio: Strategic Divestment & Capital Return

Context: Sharpening focus on core profitability within the 2023-2025 strategy.



Execution: Led the review and divestment of non-core assets, specifically monetizing New Zealand infrastructure at premium multiples.

Future-Proofing Assets: The Kurnell Site Repurposing



Inter

Gross Value: A\$X.XB

Strategic Intent: Transforming a legacy refinery site into a multi-use import terminal and future energy hub.

Role Description: Active management of land development strategy. Ensuring the asset base evolves to support Ampol's energy transition roadmap (EV, Hydrogen, Biofuels).

Executive Governance & Stakeholder Mastery



Board Advisory

- Translating complex commercial data into clear investment theses for CEO/Board approval.

Governance

- Enforcing a 15% IRR hurdle rate to ensure disciplined growth.

Complex Negotiation

- Navigating deadlock in legacy Joint Ventures and structuring multi-party cross-border agreements.

The Ampol Legacy: Strategy into Action



Strategist

Defined the inorganic growth pathway for the 2023-2025 Group Strategic Plan.



Builder

Installed the 'Programmatic M&A' governance engine across 5 Business Units.



Executor

Delivered the ~A\$1.2B EG Group acquisition and ~A\$100M in capital returns.



Visionary

Laid the physical and financial groundwork for the energy transition at Kurnell.



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ARCHITECTING VALUE. DELIVERING GROWTH.