



# 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.



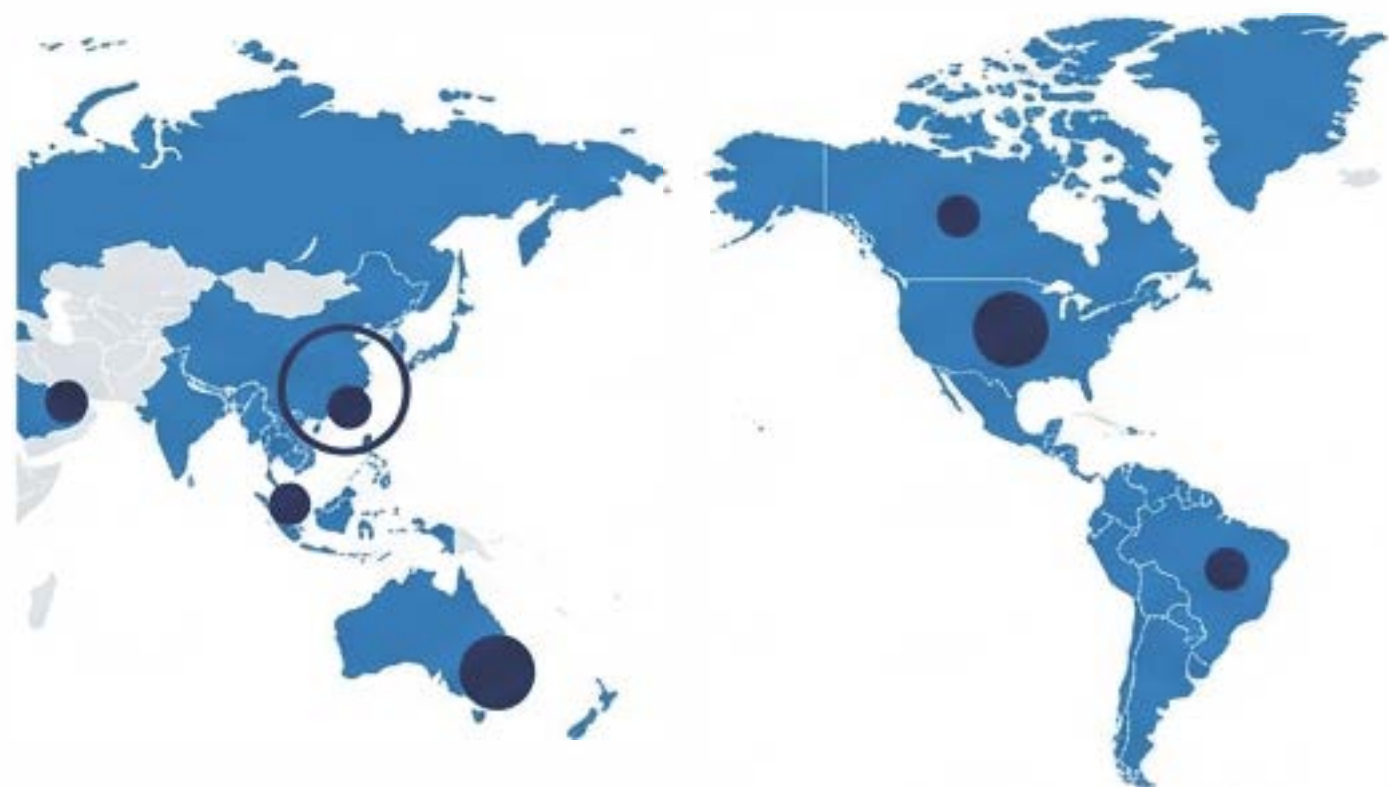
### Integration Leadership

Leading post-merger harmonization 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

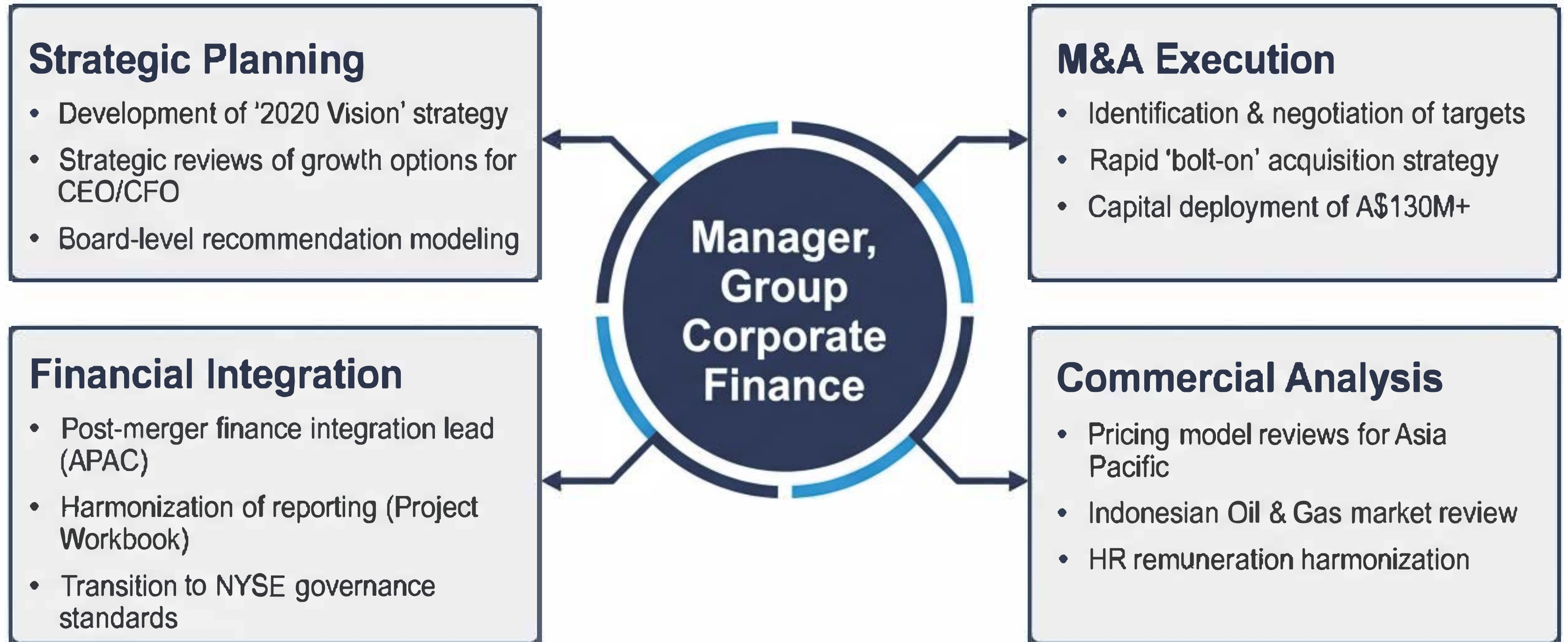
Fortune 500 Leader

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**

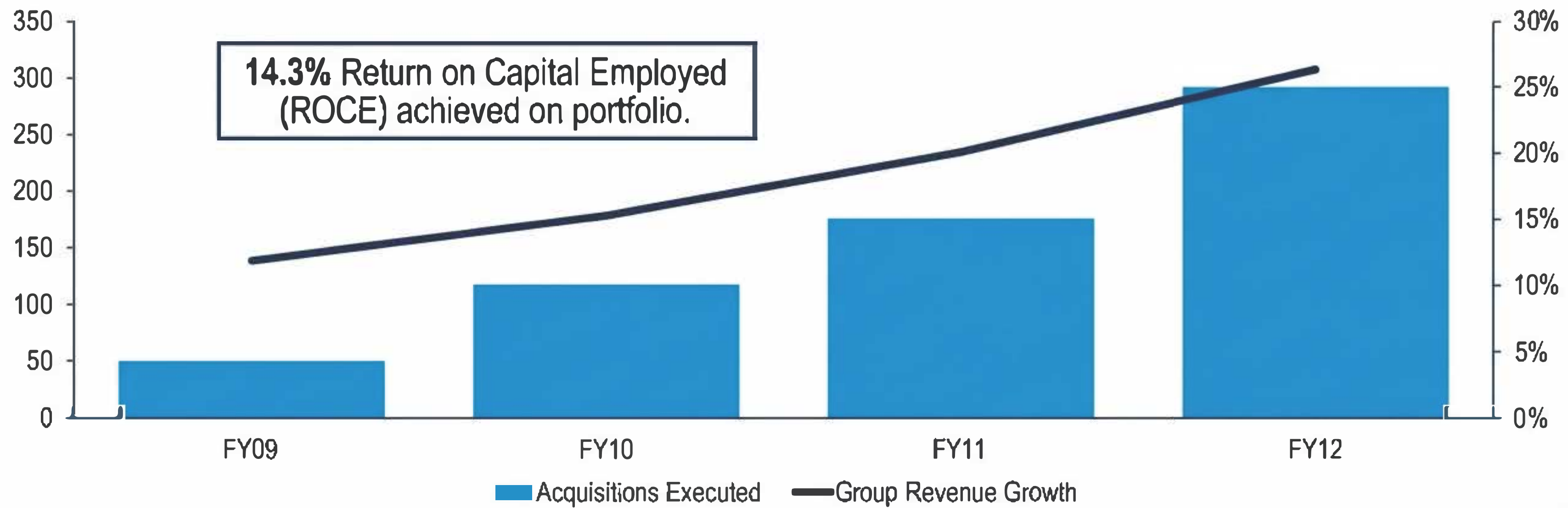
Strategic Transactions

**1,200+**

Staff Added

**26%**

Revenue Growth  
Supported FY09-FY12



# Sector Expansion & Deal Specifics

## Environmental & UK Expansion



### **Project Eric (Enviros 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)**

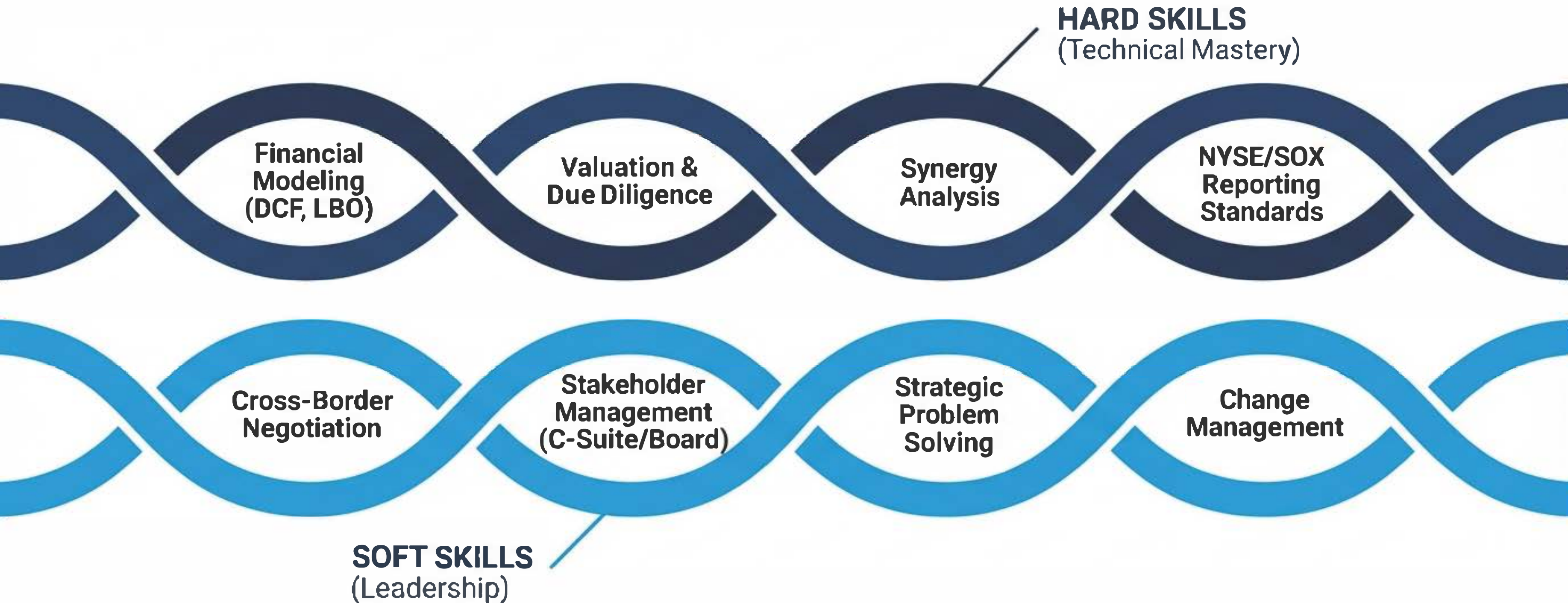
**SKM  
Operations**

- **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.

**Jacobs Global  
Standards**



# 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

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## Jacobs

