

EXECUTIVE PORTFOLIO

Andrew Mitchell

Corporate Strategy & Development Executive

Architecting Growth,
Transformation, and
Value Realization

\$32B+

TRANSACTION VALUE DELIVERED

Investment | M&A | Corporate Strategy | PostMerger Integration



Validated Impact Across 20+ Years of Corporate Development

Andrew Mitchell: A results-driven executive with a track record of shaping corporate strategy and executing complex transactions for ASX-listed and global organizations.



Strategic Architect

Designing long-range plans and portfolio strategies that drive resilience and growth, currently leading strategy for Ampol.



Transaction Leader

Execution of 35+ complex deals (acquisitions, divestments, JVs) exceeding \$32B in value, managing the full lifecycle from identification to integration.



Transformation Agent

Proven ability to navigate high-stakes 'company defining' events, including the \$12B Asciano takeover and the \$10B Coca-Cola Amatil acquisition.

20+ Years

Experience

\$32B+

Deal Value

88+

Initiatives Evaluated

A Career Defined by Market Leadership



Ampol: Steering Strategy Through Energy Transition

Director, Group Strategy & Corporate Development | 2023 – Present

Future Energy & Decarbonization

Formation of ~\$120M EV joint venture to create a national logistics platform.

Execution of follow-on acquisitions (Project Beaumont, \$100M EV).



Asset Optimization

Kurnell Site Repurposing:
Active value management
of a >\$1B gross value site.

Core Business Resilience

Managed \$350M+ portfolio of strategic growth/divestment initiatives.

Developed Group Strategic Plans (2023-25) defining growth pathways across ANZ and Singapore.

Coca-Cola: Managing Scale and Cross-Border Complexity

Head of M&A – Australia, Pacific & Indonesia (API) | 2017 – 2022

The \$10B Takeover



- Pivotal role in defense and sale of Coca-Cola Amatil to CCEP.
- Managed portfolio alignment and coordinated diverse offshore stakeholders in a matrixed environment.

Portfolio Optimization

- **\$275M Divestment:** Led sale of Australia, NZ, and Fiji brand portfolio back to The Coca-Cola Company.



- **\$200M Non-Core Exit:** Strategic sale of royalty rights and business assets.
- **Regional Growth:** Acquisition of Paradise Beverages (Fiji) via on-market takeover (FJ\$25M).

Infrastructure & Logistics: Delivering 'Company Defining' Exits

Asciano

\$12,000,000,000

Sale to Brookfield / Qube Consortium

Project Lead for Transaction PMO & Group Due Diligence. Defended shareholder value during landmark public takeover.

SKM

Sinclair Knight Merz

\$1,300,000,000

Trade Sale to Jacobs Engineering Group

Managed due diligence, valuation, and finance integration. Previously executed 9 bolt-on deploying **\$130M capital** (14.3% ROCE).

The Foundation: Investment Banking & Early Strategy

ABN AMRO Investment Banking

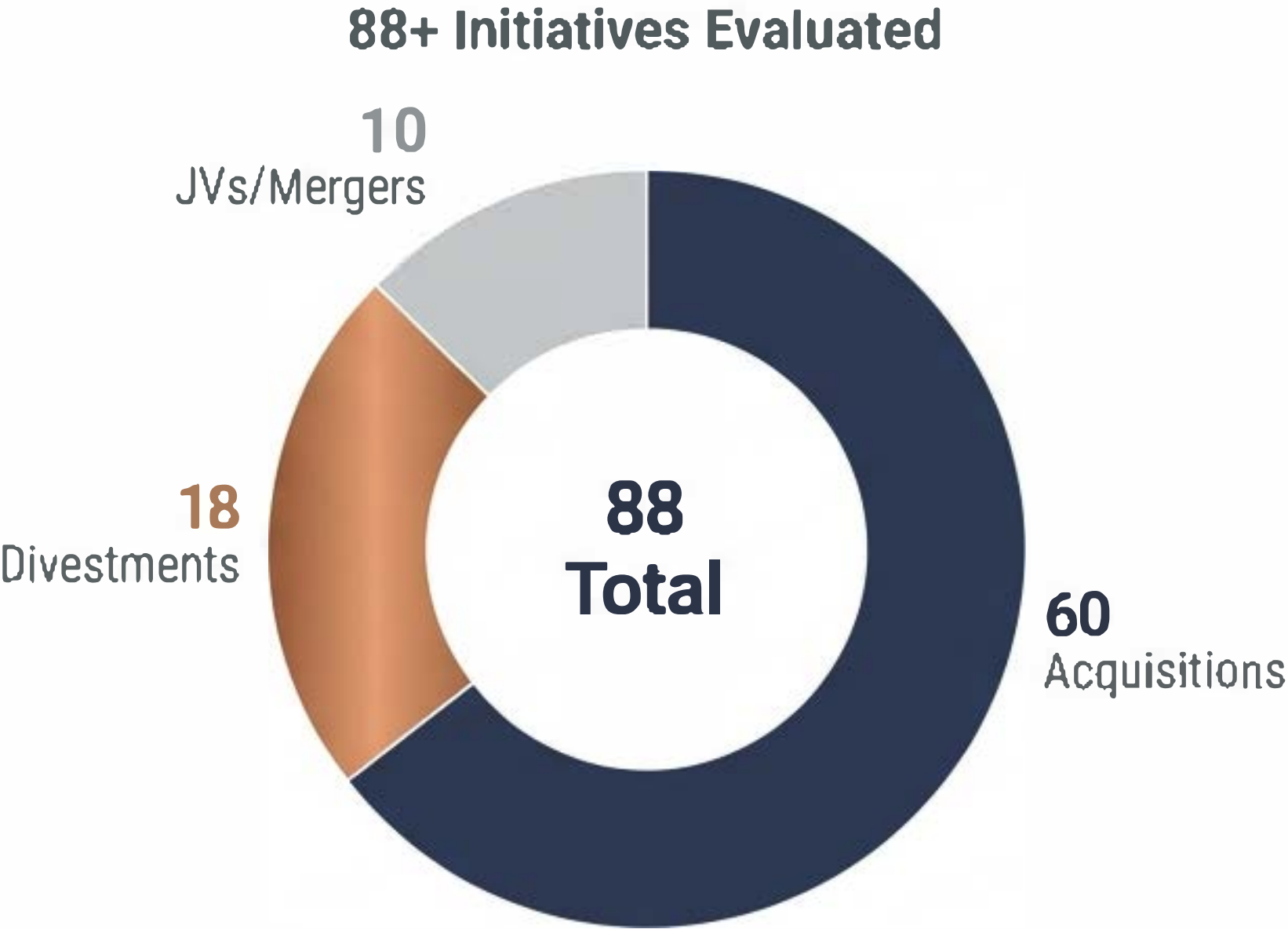
- **\$2.26B** Acquisition of Coates Hire (Carlyle Group / National Hire) – *Deal of the Year 2008*
- **NZ\$2.2B** Yellow Pages acquisition
- **NZ\$740M** MediaWorks LBO (authored pitch book and full operating model)
- Core Competency: Extensive financial modeling (DCF, LBO, Merger Analysis).

Fonterra Group Strategy

- Modeled **>\$2B** for the Australian Dairy M&A Playbook (Project Renee).

Strategic problem solving for global acquisitions and growth.

The Transaction Ledger: \$32B+ in Value Creation



| Deal / Initiative | Value | Role |
|-------------------------|---------|--------------------|
| Asciano Takeover | \$12.0B | Defense / DD Lead |
| Coca-Cola Amatil Sale | \$10.0B | M&A Lead API |
| Coates Hire LBO | \$2.26B | Investment Banking |
| Ampol Property Strategy | \$1.4B | Value Management |
| SKM Trade Sale | \$1.3B | Project Manager |

Experience covers full spectrum from identification and assessment to negotiation, due diligence, and integration.

Leadership Credentials & Academic Foundation



Education

MBA, Macquarie Graduate School of Management (MGSM).

- **Distinction Average** (3.8 GPA) in **Metallic Copper**.
- **Certificate of Merit** for **Corporate Acquisitions** in **Metallic Copper**.

Master of Commerce (Distinction), University of Otago.

Bachelor of Commerce (First Class Honours), University of Otago.



Recognition & Style

Professional Recognition

- **Deal of the Year Award 2008** (ABN AMRO).
- ABN AMRO Asia Talent Development Program (Sydney, Hong Kong, Singapore).

Leadership Philosophy

- **Matrix Leadership:** Proven ability to lead cross-functional teams and build Centers of Excellence (CoE) in hybrid environments.
- **Trusted Advisor:** Thought partner to C-suites and Boards, translating complex data into actionable insights.

Strategic Partner for Growth & Execution

"Over 20 years of experience bridging the gap between high-level corporate strategy and rigorous transaction execution. Ready to drive shareholder value through disciplined M&A and portfolio optimization."

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Sydney, Australia (Open to Relocation / Skilled Worker Visa Eligible)