

ANDAMAN PARTNERS support our clients' international ventures and growth. We help launch global ventures and accelerate successful expansion across borders.

Investment 4 Advisory 4

Trade



Investment 4 Advisory 4 Trade

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Investment / Advisory / Trade

About Us | Our Story

About Us Our Story





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About Us | What We Do

About Us | What We Do

ANDAMAN PARTNERS support our clients' international ventures and growth. We help launch global initiatives and accelerate successful expansion across borders. We work across selected industries in our chosen markets - and we get involved in three ways:

- We **Invest**
- We **Advise**
- We **Trade**





Investment 4 Advisory 4 Trade

About Us | What We Do

We Invest

Providing seed and growth capital to early-stage companies.



We Advise

Supporting the formulation of strategies and their successful implementation.





Investment / Advisory / Trade

About Us | What We Do

We Trade

We make complex international value chains work.



Cross-Border Solutions Investment 4 Advisory 4 Trade

About Us | What We Do

About Us | What We Do

We have a particular focus in our cross-border work to provide solutions in 3 key corridors:

- Africa-China
- China-Global
- Australia-Global

An ethos of integrity, trust, and impact makes us a cross-border partner of choice.





About Us | Chosen Market & Sector Focus

About Us | Chosen Market & Sector Focus

We focus on markets and industries where we have a proven track-record and where we can add value.

Focus Regions & Countries

- Australia & New Zealand
- East Asia
- Indian Subcontinent
- Middle East & Africa

We have a particular focus in our cross-border work to provide solutions in 3 key corridors: Africa-China, China-Global, and Australia-Global.













About Us | Chosen Market & Sector Focus

About Us | Chosen Market & Sector Focus













Focus Industries & Sectors

- Agriculture (& processed agri industries)
- Mining, oil and gas chemicals
- Industrial and process industries
- Manufacturing, engineering, and construction
- Infrastructure, power and renewables
- Service Industries

About Us | Our Values

About Us Our Values



Integrity

We know right from wrong. We live our values. We do not cut corners.



Trust

We are reliable and dependable. We do what we say; and say what we do. We bring confidence and trust to contexts where we intervene.



Impact

We intervene to make a positive difference. We care about performance and profitability.



Business Profile

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Investment 4 Advisory 4 Trade

Leadership

Leadership

The Founders bring together a unique set of skills and a significant collective experience curve:

- 4 Over 50 years of combined global business experience
- Lived and worked across Asia, the Middle East, Africa, Europe, and North & South America
- Completed successful client projects in over 50 countries globally
- Conducted numerous global procurement & international sales transactions across various industries
- Advised on numerous international cross-border transactions





Leadership | Kobus van der Wath

Leadership Kobus van der Wath co-Founder



Kobus is one of the co-Founders of ANDAMAN PARTNERS and serves as the current Chairman. He has worked in Africa, Europe and Asia for over 30 years and is based between Thailand, China and Australia.

Before ANDAMAN PARTNERS Kobus founded Axis Group International where he served as CEO for 22 years. Axis Group provides global procurement and market access solutions. The company was acquired and is now part of DP World.

Before founding Axis Group (and The Beijing Axis), he was Head of Investment Strategy and Global Market Research for Asia Pacific for Standard Chartered Bank Plc. Prior to that, he was a Senior Strategy Consultant with the Boston Consulting Group in Asia. In his early career, he was an Emerging Market Investment Strategist in London; a Treasury Economist with Standard Merchant Bank in Johannesburg; and an Economist with the South African Reserve Bank in Pretoria.

He holds an MBA from INSEAD in France, a Master of Business (I.T.) from Curtin in Australia, a BCom Honours degree in Finance / Investments from the University of South Africa and another BCom Honours degree in Economics from the University of Johannesburg in South Africa. His undergraduate BCom degree is in Economics and Industrial Psychology.

He has published extensively and has been invited to speak in more than 25 countries. He has been an adjunct Senior Lecturer at the University of Cape Town Graduate School of Business' International Strategy Department, teaching 'Doing Business in China and Asia'. He was also a Fellow at the University of Pretoria's Gordon Institute for Business Science, in their Centre for Dynamic Markets.

He has been active in various International Chambers of Commerce and Industry Associations in Singapore, China, Australia, South Africa and across Asia.

Kobus speaks English, Afrikaans, basic Dutch, and basic Mandarin Chinese. His personal interests include East Asian politics and diplomacy, Chinese history, chess, international travel and sailing in the ANDAMAN Sea.

ANDAMAN

PARTNERS /



Leadership | Xuemei (Rachel) Wu

Leadership | Xuemei (Rachel) Wu | co-Founder



Rachel is a co-Founder of ANDAMAN PARTNERS and serves as CEO. She has lived and worked in China, Asia, Australia, South Africa, the Middle East and globally for over 20 years and is currently based in Thailand, China and Australia.

Before co-founding ANDAMAN PARTNERS Rachel was the Managing Director of Axis Group International. During her time with Axis Group International she worked in the corporate office, strategy department and procurement business.

As head of the Procurement business she was responsible for global business development, all client solutions and delivery and overall P&L. She has worked with numerous global clients in solving their cross-border strategy, supply chain and business challenges. She lead an international team across Asia, Africa and America's that supported her in driving the business forward.

Prior to joining Axis Group, she worked in senior roles in global procurement, management consulting, supply chain and logistics.

Her core expertise is in global procurement / supply chain, commercial and transaction management, complex international business negotiations and strategic development.

She has been a guest lecturer at the University of Cape Town Graduate School of Business on international strategy – and has done public speaking in several countries.

Rachel holds an MBA from the University of Western Australia in Perth, Australia and a BA degree in International Business and Trade from the Capital University of Economics and Business in Beijing.

She is fluent in Mandarin and English. Her interests include photography, reading and sailing in the ANDAMAN Sea.



Investment 4 Advisory 4 Trade

Our Business

Our Business

ANDAMAN PARTNERS support our clients' international ventures and growth. We help launch global ventures and accelerate successful expansion across borders.

Investment / Advisory / Trade









Investment 4 Advisory 4 Trade

Our Business | Investment

Investment 4 Advisory 4 Trade









We invest in early-stage business across our chosen markets; we provide seed and growth capital.



Where We Play:

Seed Initial idea to action Idea to commercial proposition Early action to traction Growth

Traction to scale

Sector Focus:

- Supply-chain tech Fintech
- Social investment programmes
- Renewables and related tech
- Various niche technologies

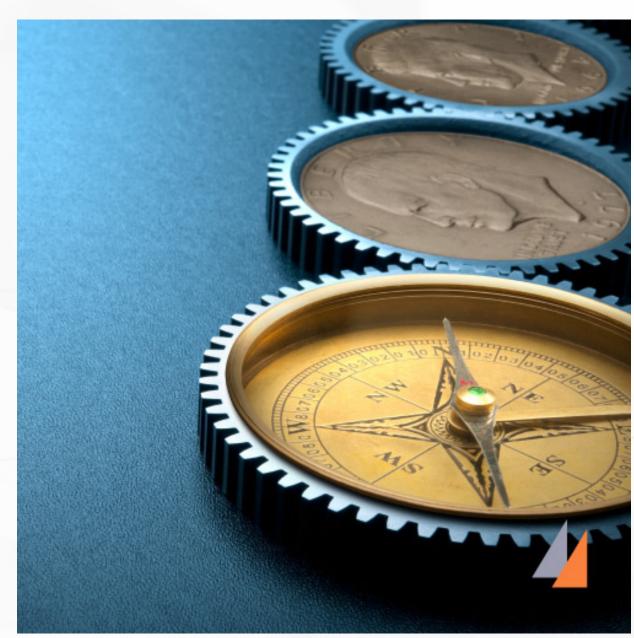


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Our Business | Advisory

nvestment 4 Advisory 4 Trade

Supporting the formulation of strategies and their successful implementation.



Business Profile

Where We Play:

- Transaction Advisory
 - We advise cross-border investors; and business that are looking to attract capital and strategic investors (or co-investors)
 - Acquisition target identification
 - PMI
- Strategic Advisory
 - Senior strategy support for CEOs and EXCOs
 - We support business strategy formulation and on-the-ground strategy implementation activities

Industries & Sectors:

- Mining and extractive
- Agriculture and agri-processing
- Industrial and manufacturing
- Infrastructure
- Technology and services

- International key market planning
- International partnering (seach, evaluation, engagement, etc)

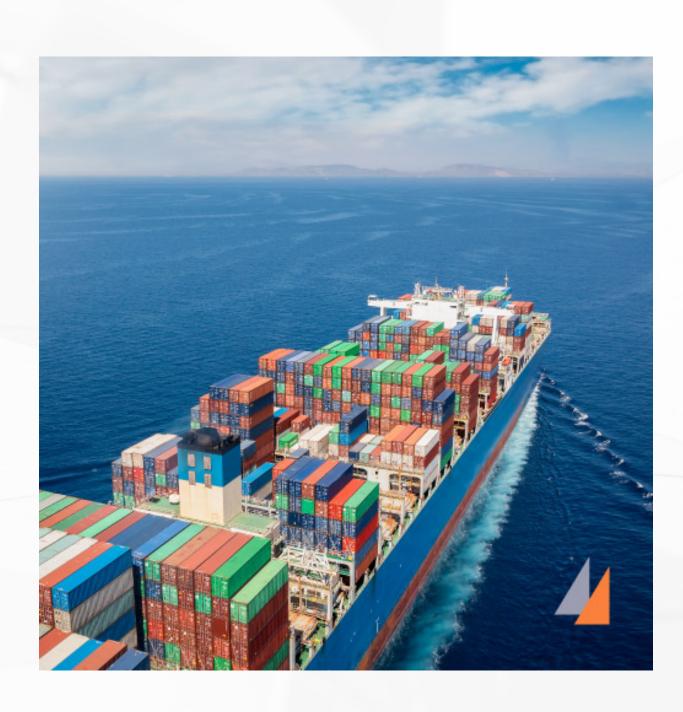


Investment 4 Advisory 4 Trade

Our Business | Trade

Investment 4 Advisory 4 Trade

We make complex international value chains work.



Where We Play:

- Mine offtake management
- Complex capital expenditure (capex) projects and sustaining capital projects
- Capex project feasibility support (value chain, supply chain, etc)
- International value chain mapping (risk, partners, etc)
- International supply chain risk management
- Special situations (high risk, high complexity, etc)

Sector Focus:

- Mining and extractive industries
- Raw materials and commodities
- Complex designed and engineered products

Corridors: Africa-China | China-Global | Australia

Corridors: Africa-China | China-Global | Australia-Global

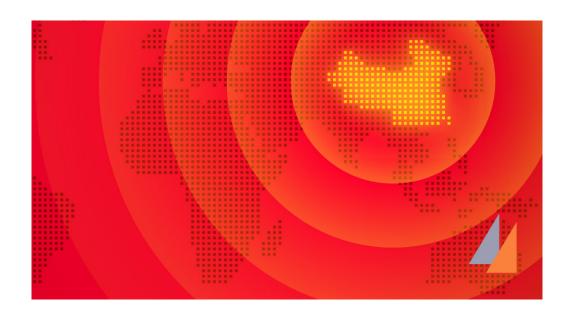
We play across our chosen markets but we have a particular focus in our cross-border work to provide solutions in 3 key corridors:

Africa-China Solutions



Africa-China cross-border advisory & trade solutions

China-Global Solutions



China cross-border advisory & trade solutions

Australia-Global Solutions



Australia cross-border advisory & trade solutions





Corridors: Africa-China | China-Global | Australia

Corridors: Africa-China | China-Global | Australia-Global

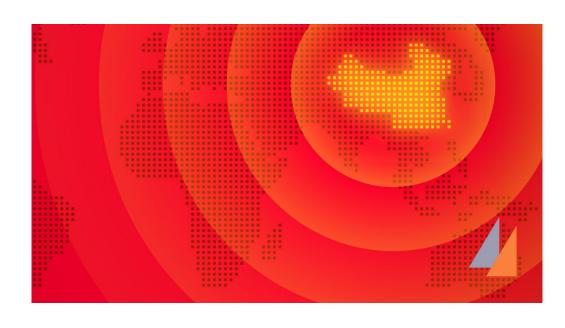
Africa-China Solutions



Typical Projects:

- Cross-Border advisory
- Investment development
- Trade development
- Partner identification, evaluation,
 and engagement support

China-Global Solutions



Typical Projects:

- China Inc globalisation support
- New market mapping and development
- Strategy and implementation support
- Marketing programme support
- Complexity and risk management support

Australia-Global Solutions



Typical Projects:

- New market mapping and development
- Global partner search and development
- International investment project management
- International fundraising and attracting investment partners and co-investors

Our Community

Our Community

Overview: We believe in community. We partner and collaborate with stakeholders to support the environment in which we operate in. As such, we are active in our community in several ways, and our current focus in on young professional development:



Scholarships

We support young professionals in their growth. Contact us for scholarships and support!



Internships

We provide meaningful learning opportunities across the chosen markets where we operate. Contact us for internships!

We welcome ideas and feedback on how we can make more social impact.



Cross-Border Solutions Investment 4 Advisory 4 Trade

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