



ANDAMAN  
PARTNERS

**ANDAMAN PARTNERS**

Global Cross-Border Business Solutions

Company Profile  
Q4 | 2024

Investment  Advisory  Trade

[www.andamanpartners.com](http://www.andamanpartners.com)



## About Us | What We Do

**ANDAMAN PARTNERS** supports international business 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



#### **ANDAMAN Investment**

Providing seed and growth capital to early-stage companies.

### We Advise



#### **ANDAMAN Advisory**

Transaction origination & execution and strategy formulation & implementation support.

### We Trade



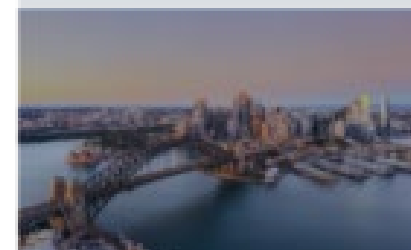
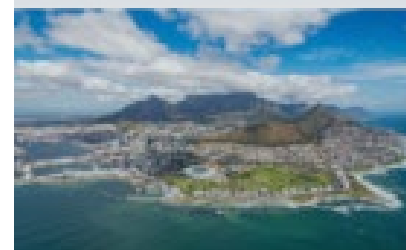
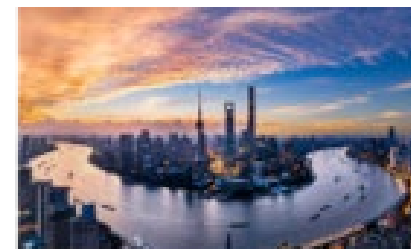
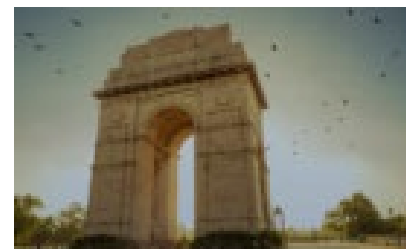
#### **ANDAMAN Trade**

We make complex international value chains work.

## About Us | Chosen Markets

**ANDAMAN PARTNERS** focuses on markets and industries where we have a proven track-record and where we can add value.

- ▲ Australia and New Zealand
- ▲ East Asia
- ▲ Indian Subcontinent
- ▲ Middle East and Africa



## About Us | Chosen Markets – Corridors

**ANDAMAN PARTNERS** works globally and across our chosen markets, but has a particular focus on three key corridors: Africa-China, China-Global and Australia-Global.

### Africa-China



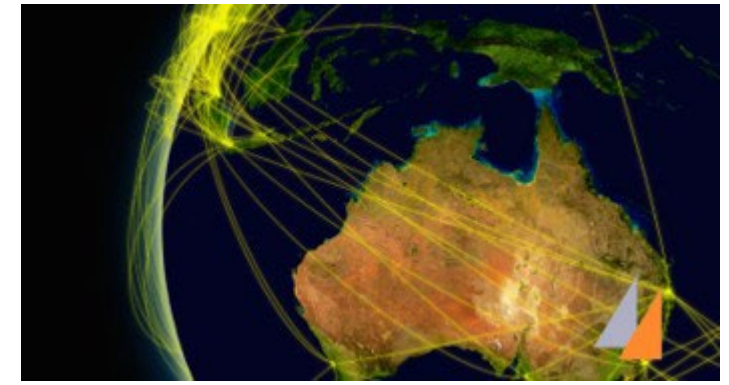
Africa-China cross-border  
advisory & trade solutions

### China-Global



China-Global cross-border  
advisory & trade solutions

### Australia-Global



Australia-Global cross-border  
advisory & trade solutions

## About Us | Sector Focus

Focus industries and sectors:

- ▲ Agriculture (and processed agri industries)
- ▲ Mining, oil & gas; chemicals
- ▲ Heavy industrial and process industries
- ▲ Manufacturing, engineering and construction
- ▲ Infrastructure, power and renewables
- ▲ Service industries





## About Us | Our Values

We are serious about the way we conduct ourselves and our engagement with clients, partners and other stakeholders. Our values are our guiding principles.

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

**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 outcomes, performance and profitability.*  
*We also measure impact for 'people & planet.'*



## Our Community | Scholarships and Internships

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



### Scholarships

We support young professionals to become internationally aware and globally capable. Contact us for international scholarships and support.



### Internships

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

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

## Leadership | Co-Founders

The **ANDAMAN PARTNERS** Co-Founders bring together a unique set of skills and a significant collective experience curve.



**Kobus van der Wath** | Co-Founder

Kobus is a Co-Founder of **ANDAMAN PARTNERS** and serves as the current Chairman. He has lived and worked in Africa, Europe, Asia, Australia, the Middle East and globally for over 30 years and is currently based between Thailand, China and Australia.



**Xuemei Rachel Wu** | Co-Founder

Rachel is a Co-Founder of **ANDAMAN PARTNERS**. She has lived and worked in China, Asia, Australia, South Africa and the Middle East for over 20 years and is currently based between Thailand, China and Australia.

### Collective experience

- ▲ 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 | Experience and Track Record (I)

The founders have worked across many regions and industries; selected past project examples include:

- ▲ Advice for Strategic Investment in Listed Mining Company; and Subsequent Full Acquisition of Company
  - Australian Investment Holding Company
- ▲ Global Marketing Strategy Formulation, Strategic Options Review and 'First-Client' Engagement for Mine Offtake Management
  - Leading Global Diversified Mining Company
- ▲ Comprehensive Should-Cost Analysis to Determine Global Offshoring, Reshoring and Nearshoring Options for the Manufacture of Complex Oil & Gas Industry Equipment
  - Global Oil/Gas Equipment Technology Company
- ▲ International Growth Opportunity Scoping, Market Strategy Formulation and Detailed Implementation Support to Develop Global Market (including First International Customer Engagement)
  - Chinese EPC/M with a Mining, Oil & Gas and Infrastructure Focus

Our problem-solving ethos, experience and capabilities – along with our values, 'integrity, trust and impact,' make **ANDAMAN PARTNERS** a cross-border partner of choice.

## Leadership | Experience and Track Record (II)

- ▲ China/Asia Strategic Partner Identification, Selection, Direct Engagement and Due Diligence to Form Manufacturing JV in Asia
  - International Minerals Processing Technology Company
- ▲ Australia Market Landscaping, Acquisition Target Identification and Implementation Support
  - Leading International EPC Player
- ▲ China Strategic Market Map, Industry Structure and Key Chinese Stakeholder Engagement
  - A Global Cement and Construction Materials Player
- ▲ India Market Map and Industry Landscaping of Industrial Capability; Export Readiness for Mining Equipment; Top Targets to Engage with for Partnering in India
  - South African Mining Project Engineering Company
- ▲ Asia Partner Identification, Strategic Options and Engagement with Leading Asian Insurance Targets for Asia Market Entry Project
  - Leading International Insurance Company
- ▲ International Growth Strategy – Market Analysis, Strategic Options, Roadmap and Implementation Support
  - Leading Chinese SOE in Resource & Industrial Sector



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