



Capabilities Statement 2023

indianocean

Indian Ocean's foundations are strong client relationships that have been built on trust, through the provision of best-in-class strategic, corporate and financial advisory services

GROWTH PILLARS



indianocean
specialist growth and corporate advisors

STRATEGY

- Clearly articulating a strategy for growth is key to gaining & sustaining a high performance advantage
- An important part of the strategy is an organisation's valuable formula: the unique product/service propositions that will help the company achieve growth
- The valuable formula must communicate a clear focus, and its market proposition must be responsive to customer needs

CAPABILITY

- The means and resources required to meet growth needs and realise full growth potential
- Even with a strong commitment to growth, a great growth strategy, and a valuable formula, the organization must possess the appropriate capability to implement
- Management processes and infrastructure must be in place to support growth

COMMITMENT

- Strong leadership, effective communication and employee motivation are key to developing commitment across the company
- Management, and the wider organisation, must possess a deep belief and conviction that growth drives value creation
- Successful organisations typically become synonymous with their founders who possess an extraordinary commitment to success

INDIAN OCEAN IS A TRUSTED ADVISOR

Indian Ocean’s exceptional corporate and financial advisory services enable clients to achieve their long-term strategic objectives and growth ambitions

ABOUT INDIAN OCEAN



INDIAN OCEAN CORPORATE - CAPABILITIES

Indian Ocean Corporate focuses on assisting companies in corporate advisory and fund raising

We have a highly experienced team of senior executives with substantial commercial and financial skills.

- Corporate Advisory & Growth Consulting
- Strategic & business planning
 - Finance modelling & analysis
 - Financing options [debt vs equity]
 - Sale and purchase of businesses
 - Turnaround strategies & implementation
 - Operational performance reviews & improvements
 - Corporate secretarial services for ASX listed companies
 - Coaching & mentoring for boards & senior management teams

- Capital Raising
- Strategic advice on capital raising
 - Tax and structuring advice
 - Indicative valuations and pricing for capital raisings
 - Preparation of information memorandums, prospectuses and other documents
 - Introduction to potential investors, high net wealth individuals and/or private equity firms
 - Introduction to brokers, underwriters and merchant bankers
 - Co-ordination of due diligence activities
 - Project management of the overall capital raising process

Indian Ocean are specialist growth, corporate and taxation advisors. We work with the directors and senior management of growing businesses, both private and publicly listed, to assist with setting and achieving business objectives

Indian Ocean Corporate provides independent, objective & unbiased advice, free from the conflicts and cross-selling pressures inherent in full-service banks

CORPORATE VALUE PROPOSITION

Specialist Corporate Advisors

- Indian Ocean Corporate (IOC) specialises in the provision of independent strategic corporate advisory and execution services for corporate finance and capital markets transactions
 - Objective, unbiased advice, free from conflicts and cross-selling pressure
 - Relationship driven approach, which focuses on client needs – our point of difference is the quality of the service provided to clients, not the size of our balance sheet

Client Focus

- Integral to IOC's value proposition is our long-term client focus. The executives who own IOC are the ones providing clients with the strategic advisory services
 - Your long-term and viable success is perfectly aligned to ours – avoiding the usual conflicts-of-interest that are inherent with other segments of the financial services industry

Extensive Experience

- Our senior executives have extensive investment banking, accounting and financial advisory expertise and experience
 - Achieved through many years of market practise at the most senior levels of Tier-1 global organisations
 - Our team are amongst the most experienced in the industry with significant transactional experience and are recognised as leading specialists in Financial Services

Relationships & Network

- IOC has a network of affiliates and strong investor and corporate relationships in key international locations to support our client service offering and strategic advisory capabilities
 - IOC has strong relationships with clients and advisors located domestically and overseas, providing access to opportunities and capital sources for our clients
 - IOC has been particularly successful in developing long-term relationships with major offshore corporations and investors based in China and wider Asia

Cross-border Expertise

- IOC has particularly strong capabilities in cross-border transactions, with our team members possessing formidable international experience
 - Our senior executives have lived and worked in numerous financial centres globally being deployed on assignments throughout international financial markets across a broad range of client mandates and banking products

COMMITTED AND EXPERIENCED TEAM

Perth

- Head Office providing a range of financial services including corporate advisory, capital raising, taxation and accounting
 - ~20 full time finance professionals
- Australian Financial Services Licence (AFSL 336409) held through Indian Ocean Management Group Pty Ltd



Key Personnel - Perth



Luke Martino
Executive Director



John O'Gorman
Director



Adam Deane
Financial Consultant & Accounting Professional



Enrico Mattiaccio
Director - Securities



Alexander Sasha Nikolic
Director - Securities



Amisha Miller
Corporate Management & Investor Relations



Silvana Genovese
Corporate Advisory & Administration Management

Key Personnel - Sydney



Domenic Martino
Chairman



James Notaras
CEO



Louisa Youens
Corporate Finance

Sydney

- Headquarters of the Corporate Finance division
 - 10 full-time staff focused on Capital Markets and M&A transactions
- Highly experienced senior level corporate advisory staff
- Significant flow of transaction opportunities and access to a large base of institutional, wholesale and high net-worth investors

"An independent integrated corporate solution for our clients"

TEAM EXPERIENCE



Financial Advisor to Zijin Mining on US\$298m acquisition of 47.5% of Barrick Gold's Porgera Mine and Global Strategic Cooperation Agreement



Financial Advisor to KKR on the acquisition of a 10% interest in OZ Minerals



Financial Advisor & debt provider to Tinkler Group on attempted A\$5.25bn acquisition of Whitehaven Coal



Member of the Board of Directors of Cokal (ASX) focused on building a global coking coal business



Financial Advisor to Adani on the A\$155m acquisition of the Carmichael Royalty from Linc Energy



Provider of a US\$200m short-term leveraged finance facility to PT Bumi Resources & subsequent refinance



Financial Advisor to major Chinese consortium on US\$476m acquisition of 74.5% interest in Palabora Minerals from Rio Tinto and Anglo American



Advisor to Adani in relation to financing & development of the \$10bn+ Carmichael Coal project



Member of Board of Directors of Pan Asia Corp Ltd (ASX), an Indonesian thermal coal project developer



Independent Financial Advisor to Xstrata on the US\$2.0bn acquisition of Prodeco Coal from Glencore



Financial Advisor to Peabody Energy on their initial A\$3.8bn takeover bid for Macarthur Coal



Financial Advisor to New Hope Coal on A\$2.45bn sale of New Saraji Coal Project to BHP Billiton Mitsubishi Alliance

Members of the Indian Ocean Corporate team have worked on a number of global & industry leading transactions

GLOBAL PRESENCE

AUSTRALIA AND ASIA PACIFIC

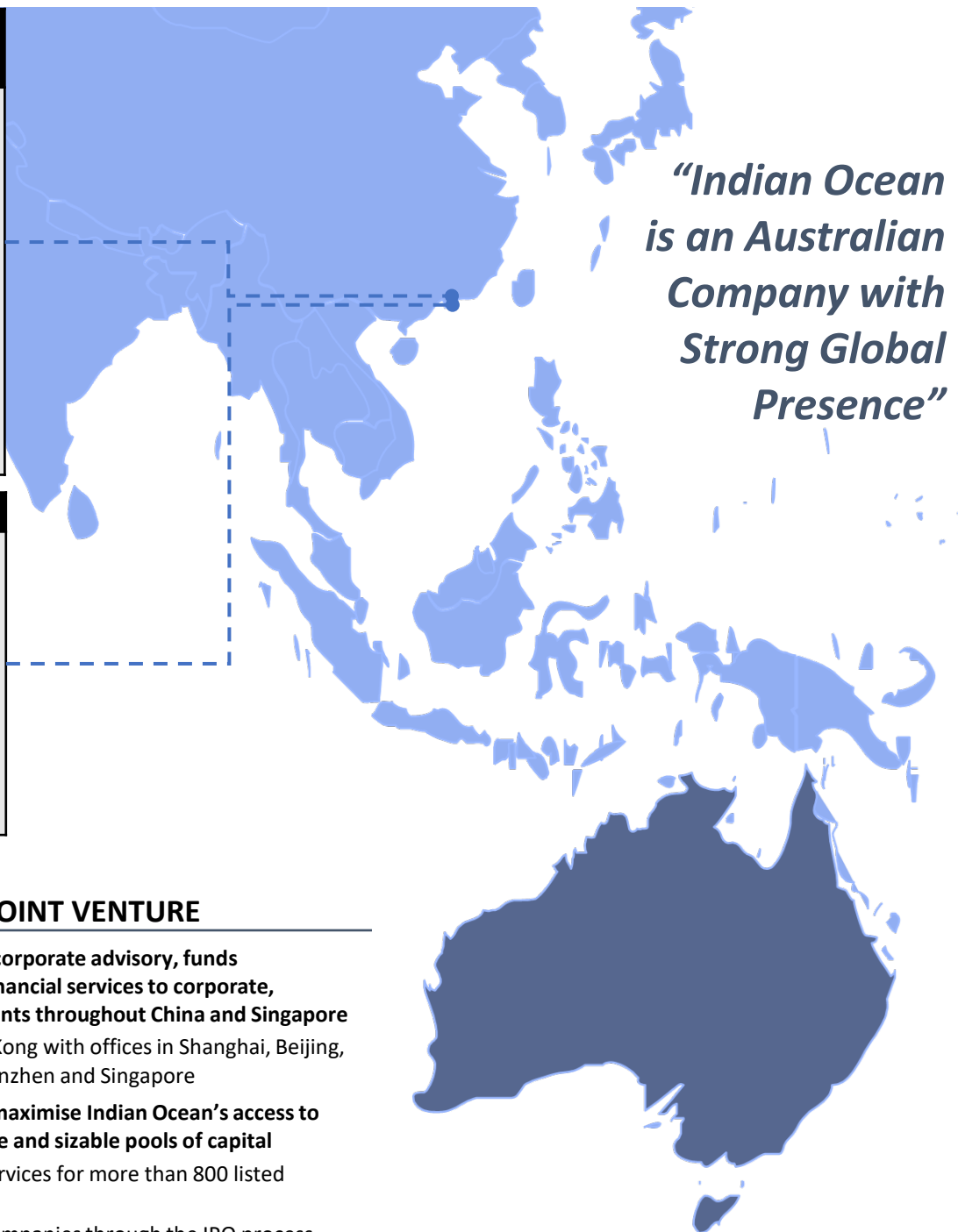
Shenzhen and Guangzhou

- Indian Ocean's long-term partners in Shenzhen and Guangzhou provide an important network of referrals and opportunities
 - Source of considerable investor support for Australian clients looking to raise capital
 - Significant value-add opportunities available for product supply and distribution into China

Hong Kong

- Indian Ocean has formed a joint venture with BM Intelligence ("BMI") - a China focused financial advisory and securities company
- Representative office functioning as an additional platform for the Hong Kong and Chinese Markets

"Indian Ocean is an Australian Company with Strong Global Presence"



BM INTELLIGENCE - JOINT VENTURE

- **BM Intelligence provides corporate advisory, funds management and other financial services to corporate, institutional and retail clients throughout China and Singapore**
 - Headquartered in Hong Kong with offices in Shanghai, Beijing, Guangzhou, Xiamen, Shenzhen and Singapore
- **Joint Venture formed to maximise Indian Ocean's access to BMI's extensive client base and sizable pools of capital**
 - BMI provides financial services for more than 800 listed enterprises
 - Assisted more than 80 companies through the IPO process
 - Provides funds management services for institutional, corporate and high net-worth clients
- **Access to BMI's corporate client base provides numerous value-adding options for partnership opportunities for Indian Ocean's clients**
 - e.g. supply & distribution to China, manufacturing

TEAM BIOGRAPHIES



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Indian Ocean Management Group Pty Ltd
(AFSL 336409)



**Based in
Sydney**

BACKGROUND & EXPERIENCE

- Domenic has extensive managerial experiences, taking on senior roles across a wide range of companies, including coking and thermal coal, oil, gas, truck body, engineering, food and beverage.
- Domenic was previously the Chief Executive Officer of Deloitte in Australia from 2001 to 2003; during that time he was also a member of the Global Executive Committee of Deloitte Touche Tohmatsu International.
- Prior to taking on the role of Deloitte CEO, Domenic was the Managing Partner of Deloitte's New South Wales operations from 1998 to 2001; and was a Partner of Deloitte Touche Tohmatsu and its predecessor firms from 1981 to 2003.
- During his 15 years with Deloitte, Domenic specialised in the corporate finance area, including mergers and acquisitions, initial public offerings and strategic opportunities.
- Domenic holds the Bachelor of Business from Curtin University, and also the fellow of Institute of Chartered Accountants in Australia, Australian Society of Certified Practising Accountants and Australian Institute of Company Directors.

Selected Experience



- Director of Cokal Limited, focused on building a global coking coal business



- Director of Pan Asia Corporation Ltd, developing thermal coal projects in Indonesia



- Director of South Pacific Resources Ltd, PNG focused oil and gas company



- Chairman of Australasian Resources Ltd, engaged in mineral exploration and evaluation



- Chairman of ORH Ltd, a truck body and engineering company



- Chairman of Gladstone Pacific Nickel Limited, engaged in exploration and evaluation of mineral properties



- Director of Skyland Petroleum, an oil and gas exploration and production company



- Founding Director and former Chairman of coal bed methane companies Sydney Gas Limited (recently taken over by AGL Energy Limited) and Blue Energy Limited (formerly Energy Investment Limited)



- Past Director and Member of the Board – Australia Business Arts Foundation Limited



- Former Chairman of the Tax Task Force of Business Council of Australia



- Former Member of the Finance & Budget Committee for the Economic Development of Australia (CEDA)

TEAM BIOGRAPHIES



LUKE MARTINO EXECUTIVE DIRECTOR

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Based in
Perth

BACKGROUND & EXPERIENCE

- Luke has over 40 years' experience at partner and board level with major accounting firms and is a Director of several public & private companies. He has gained significant experience and established credibility in the mining & resources, property and hospitality industries. Luke has an entrepreneurial passion for nurturing businesses and specializes in corporate & growth consulting.
- Luke was previously lead partner in the Perth office of Deloitte Growth Solutions practice. He also served as a Board member of the Deloitte National Practice for 2 years.
- Luke is Executive Director of Indian Ocean Consulting Group, a boutique corporate & investment banking services firm in Perth & Sydney, Australia, with joint interests in Mainland China.
- Luke is a Director of WestZone Enterprises Pty Ltd, a property development company that completed a major shopping centre development with 30,000 square metres of retail, including two major discount department stores (Armadale Central).
- Luke is current chairman of EV Resources Limited and non executive director of Balkan Mining & Minerals Limited, two companies focused on precious and green metal exploration and renewable green energy.
- Luke was a principal & director of Woodstock West & Indian Ocean Living, that developed 123 unit retirement village in Bunbury, Western Australia
- Luke is the principal owner of the Guildford Hotel Redevelopment and associated property development. This involved a successful redevelopment of the heritage listed Guildford Hotel & associated mixed use development in WA.
- In his role at Indian Ocean, Luke is involved in strategy consulting, corporate advisory & financial services & funds management. He is active in the IPO & RTO field & capital raising activities.

Selected Experience

- Non-Executive Chariman of EV Resources Limited (ASX: EVR); A strategically diversified precious and green metal explorer.



- Non-executive director of Balkan Mining & Minerals Limited (ASX: BMM); A new IPO focused on the green renewable energy, electric vehicle market in Europe & the Balkan states.



- Former director of Skin Elements Limited; Corporate Advisers & lead manager for successful IPO in 2018: Skin Elements (ASX: SKN) is focused on development of natural & organic skin care products



- Former Director of Pan Asia Corporation Ltd, developing thermal coal projects in Indonesia & Australia



- Director & Advisers to circa \$1billion property management group. Involved as principal on major shopping centre development, retail & commercial property ownership portfolio



- Advisers & corporate lead for the raising of \$50million to 100million AUD for a major Gold project in Africa – valuation of \$500million to \$1billion



- Principal & owner of the successful historical Guildford Hotel; redevelopment of the hotel and retail mixed use



- Major shareholder & principal in the development of Bunbury first retirement village. Incorporating 123 units & full amenities including community library, kitchens, pool & caravan facilities.



- Director of Listed Company on Canadian Securities Exchange for Gold projects in Indonesia.

TEAM BIOGRAPHIES



JAMES NOTARAS CEO

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Based in
Sydney

BACKGROUND & EXPERIENCE

- James has extensive Investment Banking experience, working for a number of Global Banks across Asia throughout his career.
- James has gained expertise across a broad spectrum of Investment Banking transactions, having advised multinational clients on numerous mergers and acquisitions, leveraged & structured financings, equity raisings / IPOs, and fixed income transactions.
- James has executed a number of high profile transactions involving blue chip clients such as Glencore, BHP Billiton, Xstrata, Shell, & Rio Tinto.
- James was previously a Director at Standard Chartered Bank advising on Mergers & Acquisition and Capital Markets transactions.
- Prior to this, James worked in Hong Kong for Barclays Investment Bank as a senior member of the Metals & Mining Corporate Finance team, where he advised on a wide range of cross-border transactions throughout the Asia Pacific region
- James holds a Bachelor of Commerce from the University of Sydney, with a double major in Finance and Accounting

Selected Transaction Experience



- Financial Advisor to KKR on the acquisition of a 10% interest in OZ Minerals



- Financial Advisor to Zijin Mining on US\$298m acquisition of 47.5% of Barrick Gold's Porgera Mine and Global Strategic Cooperation Agreement



- Financial Advisor to Adani on the A\$155m acquisition of the Carmichael Royalty from Linc Energy



- Financial Advisor to Intrepid Mines on the A\$122m merger with Blackthorn Resources



- Sale of the Toyota Tsusho and Chubu Electric interests in Integra Coal mine to Glencore



- Advisor to Adani in relation to financing and development of the \$10bn+ Carmichael Coal project



- Financial Advisor to major Chinese consortium on US\$476m acquisition of 74.5% interest in Palabora Minerals for from Rio Tinto and Anglo American



- Provider of a US\$200m short-term leveraged finance facility to PT Bumi Resources Tbk and subsequent refinancing



- Global coal strategic advisory mandate for state-owned Korea Electric Power Company ("KEPCO")



- Financial Advisor and debt provider to Tinkler Group on attempted A\$5.25bn acquisition of Whitehaven Coal



- Sole Global Coordinator and left lead Joint Bookrunner for Paladin Energy on their US\$300m convertible bond issuance



- Sole Lead Manager and Sole Bookrunner for China Hongqiao on their US\$150m convertible bond issuance



- Joint Bookrunner and Lead Manager for China Hongqiao on their US\$817m Initial Public Offering on the Hong Kong Stock Exchange



- Financial Advisor to Shell on their joint A\$3.3bn acquisition of Arrow Energy with PetroChina



- Independent Financial Advisor to Xstrata on the US\$2.0bn acquisition of the Prodeco Coal Mine from Glencore



- Strategic and Defence Advisor to Extract Resources (subsequently acquired for A\$2.1bn by China Guangdong Nuclear Power Group)



- Financial Advisor to Peabody Energy on their initial A\$3.8bn takeover bid for Macarthur Coal



- Financial Advisor to New Hope Coal on the sale of the New Saraji Coal Project to BHP Billiton Mitsubishi Alliance for A\$2.45 billion



- Financial Advisor to New Hope Coal on the A\$750 million hostile takeover attempt of Resource Pacific

TEAM BIOGRAPHIES



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**Based in
Perth**

BACKGROUND & EXPERIENCE

- John has 35 years' experience of management consulting, board advisory and project management work in both Australia and the UK, and assists his clients to understand their core business & revenue models, develop strategies and achieve tangible results.
- John is a Co-Founder and Director of Indian Ocean Consulting Group, a boutique corporate & investment banking services firm in Perth & Sydney, Australia, with joint interests in Mainland China.
- Previously a director of one of the 'Big 4' accounting firms, John has consulted to many industries including government, public and private companies and the not-for-profit sector in the areas of:
 - Strategic Planning
 - Project Management
 - Financial Modelling
 - Workshop Facilitation
 - Technology Implementation
 - Business Process Improvement
 - Change Management
 - Tender Development
- John's facilitation strengths, energy and 'down to earth' personality assist to maximise buy-in & ownership of change on all client projects.
- Passionate about the not for profit sector, John held the role of Treasurer and Vice President from 2011 to 2022 for Armadale Soccer Club, a founding member of the National Premier League in WA. Using his strategic and operational expertise, John turned the club around from technically insolvent, to strong and sustainable surpluses year on year with a robust and healthy balance sheet and zero debt.
- Clients benefit from John's ability to think critically, strategically and systematically. His innovative and adaptable ideas provide clients with tangible results.

Selected Experience



- Development of strategic plans, financial models & implementation plans, with ongoing board support, facilitation and advice.



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TEAM BIOGRAPHIES



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**Based in
Sydney**

BACKGROUND & EXPERIENCE

- Louisa has extensive experience in company secretarial and accounting services, having worked as an accountant for over 25 years and specialized in company secretarial for the last six years
- Before joining Indian Ocean, Louisa worked for a corporate finance company, assisting with company compliance (ASIC and ASX) and capital raisings.
- Prior to this, Louisa gained experience working for a government organization in its Business Development division where she performed reviews of business opportunities and prepared business case documents for projects seeking Government funding.
- As an accountant, Louisa worked for Deloitte in Perth, London and Sydney where she provided corporate advisory services and performed due diligence reviews.
- Louisa holds a Bachelor of Commerce from the University of Western Australia, is a member of Chartered Accountants Australia and New Zealand (CA ANZ) and a member of the Financial Services Institute of Australia (FINSIA).

Selected Experience



BACKGROUND & EXPERIENCE

- Adam Deane is a seasoned accountant with a passion for transforming chaos into order. He specializes in untangling the complexities of business finances.
- With a solid foundation built on an Accounting & Finance degree plus qualifying as a Chartered Accountant and Chartered Secretary, Adam brings over 20 years of diverse experience in public practice plus experience across a range of industries including ASX100 companies including two years in the UK.



**Based in
Perth**

TEAM BIOGRAPHIES

China Team



BILL DUAN

Bill Duan currently is the General Manager (China) of Indian Ocean. Bill has extensive experience in Capital Raising and International Immigration Services, and he has advised a few broad investment transactions, including the Food Revolution Group IPO and ORH Limited placement.

Bill has spent over 10 years at Immigration and Lawyers firms, providing professional advices to multinational clients on numerous working sponsor visa and business visa. Bill was previously the marketing manager of Hamilton Watts (now is part of Newland Chase) and PA to Partner of Ryan Carlisle Thomas LAWYERS. Bill is graduate with a Economy and Finance Bachelor degree from RMIT University.



JANICE CHEN

Janice Chen has extensive experience in corporate finance and investment, working for a number of big firms, including HSBC, Amway and Merchant Insurance. Janice was previously the managing director of CNE capital and investment director of Guangzhou Marketstreet Investment Consulting. Prior to taking on the role of senior treasury supervisor of Amway China, she was the risk control accountant of HSBC Guangzhou Branch. Janice is graduate with a Accounting Master degree from Jinan university and holds a B.A degree from Guangdong University of Finance & Economics.

Janice is a certified semi-senior accountant in China and holds certificate of Securities (China) and she is Acca Student.



MIRANDA YUAN (BASED IN SYDNEY)

Miranda Yuan has been with Indian Ocean Group (IOG) for 2 years as an Assistant to the Executive Chairman of and her role with IOG will be to manage the China Affairs. Miranda has experience in reviewing Chinese corporate structures and development complementary structures in Australia, providing advice on Chinese/Australian regulatory requirements for companies looking to raise capital and funding in their respective markets.

Miranda is graduate with a Master of Art in Finance from University of Aberdeen (UK), Master of Professional Accounting from CSU and Master of Commerce (Finance) from the University of New South Wales.



CYRUS XIE

Cyrus Xie currently is the Trade & Marketing manager (China) of Indian Ocean. He has extensive experience in cross-broader trade. He is experienced and skilled shipping specialist with strong communication skills. He has gained experience in distributing Australian products.

He was previously the senior shipping specialist of JF Hillebrand China and DSV Air & Sea Co., Ltd (Guangzhou) and shipping specialist of Guangzhou AFL international Freight Co., Ltd.

He holds a English Bachelor degree from Guangzhou University Foreign Language Institute.