



PRACTERRA

The sustainable resource company

CAPABILITY STATEMENT

Trading And Logistics
Mining Technical Advisory
Corporate Finance



Executive Summary

Practerra Commodities is an independent, multi-commodity trading, logistics and advisory firm operating across Australia, the United States and Asia. We work hands-on with miners, project developers and industrial clients to optimise production, unlock value, and deliver reliable commercial outcomes.

Our firm combines real-world trading experience, deep technical mining expertise and investment banking capability - allowing us to support clients from pit to port, and from feasibility through to financing and long-term offtake execution.

We specialise in coal and gold markets but operate across all bulk and semi-bulk commodities. Practerra provides senior-led, conflict-free advice, with flexibility to structure fees as cash and equity to align interests and support emerging projects.

Key Capabilities



Commodity Trading and Marketing



Shipping, logistics, and export execution



Corporate Finance and Strategic Advisory



Technical Due Diligence and Independent Review



Operational and Production Optimisation



TRADING AND LOGISTICS

Practerra provides a comprehensive range of services across Trading and Logistics.

Commodity Trading & Marketing

- Multi-commodity trading capability with active focus on **coal, gold, and copper**.
- Domestic and international market coverage across **Australia, the US, Africa, and Asia**.
- Structuring, negotiating and managing long-term **offtake, BOO/BOT** supply arrangements, and **royalty-linked** sales.
- Market intelligence and price discovery using benchmark indices (e.g., Platts, Argus).
- Product positioning and competitive analysis for juniors looking to enter premium markets.
- Ability to secure buyers, run competitive sales processes, and manage commercial negotiations end-to-end.

Shipping, Logistics & Export Execution

- **Road, rail, and sea transport optimisation**, including cost modelling and route evaluation.
- Full **export logistics management**: scheduling, blending, stockpiles, sampling, assay coordination, and vessel interface.
- **Chartering and shipping advisory**: voyage planning, demurrage/laytime review, fixture strategy, and port selection.
- **Coastal shipping advisory**, including Temporary and General Licence processes, minimum-voyage planning, and compliance documentation.
- **International trade documentation**: Letters of Credit (UCP600), bank presentations, amendments, transferable LCs, DP/DA, URC/URDG structures.
- Port-to-port cost optimisation and throughput improvement for juniors scaling production.
- Logistics troubleshooting and crisis management—unblocking stalled shipments or problematic supply chains.

CORPORATE FINANCE & STRATEGIC ADVISORY

Transaction Advisory

- Independent M&A and divestment advisory for junior and mid-tier resources companies.
- Structuring project-level equity, farm-ins, JV agreements, and earn-in structures.
- Distressed asset strategy, including turnaround plans and off-market acquisitions.

Financing Solutions

- Offtake-linked finance, prepayment structures, and commodity-secured funding.
- Vendor finance structuring for mine sales and development projects.
- Royalty and streaming structures tailored to early-stage producers.
- Capital raising support (equity & debt) for emerging and growing resource companies.
- Assistance preparing IMs, data rooms, and investor presentations.

Strategic Advisory

- Strategic repositioning and market-entry strategy for juniors.
- Cost reduction initiatives and operational turnaround planning.
- Commercial negotiations on behalf of boards or management teams.
- Board advisory, governance guidance and risk reviews.
- Independent, conflict-free advice without institutional constraints

MINING & TECHNICAL ADVISORY

Practerra provides a comprehensive range of services across Mining and Technical Advisory.

Technical Due Diligence & Independent Reviews

- Comprehensive review of geology, mine plans, scheduling, reserves, and operational design.
- Independent technical due diligence for acquisitions, project financing and JV formation.
- Validation of vendor claims; identification of hidden risks or deal-breaking assumptions.
- On-the-ground site visits, plant inspections and operational workflow assessments.
- Rehabilitation strategy reviews and regulatory compliance guidance.
- Workforce, contractor and organisational structure evaluation.
- Vendor and stakeholder negotiation support, including mediating buyer–seller disputes.

Operational & Production Optimisation

Our focus is on efficiency, cost optimisation, and achieving reliable production outcomes.

- Cost–production modelling for underground and open cut operations.
- Mining method review, equipment optimisation, and productivity uplift strategies.
- Assessment of development plans, expansion options and production sequencing.
- Operating cost benchmarking and margin analysis.
- ROM quality and blend optimisation to maximise realised pricing.



WHY PRACTERRA

- **Full-spectrum capability** across Trading, Logistics, Technical and Corporate Finance—rare in a boutique firm.
- **Hands-on operational experience** including underground and open-cut site inspections, due diligence, and technical modelling.
- **Deep shipping and international logistics expertise**, including complex chartering and coastal shipping regulatory work.
- **Proven ability to identify hidden risks** in deals, assets and counterparties before they become liabilities.
- **Agile, senior-led execution** with fast turnaround and flexible fee models (cash + equity).
- **Global network** spanning Australia, Asia and the US.
- **Independent and conflict-free**—we work solely for the client's commercial best outcome.

Leadership Team



**Erik
Anderson**

CEO and
Director, Trading
and Logistics

Erik has more than 16 years' experience in logistics, supply chain management and project origination and delivery.

Erik specialises in cross border transactions and the import/export of commodities ranging from timber to energy products and metals. He has experience in the financing of energy projects in a variety of jurisdictions and is dedicated to long term strategic partnerships.



**Lawrence
Narayan**

Managing Director,
Corporate Finance

Lawrence has 10 years' experience in oil & gas (upstream) and over 15 years' experience within Corporate Banking where he led and executed M&A, financing and strategic partnership transactions.

Lawrence completed his dual trade qualifications in electrical & instrumentation in 2001, is a member of the Institution of Fire Engineers (UK), completed his MBA from the Macquarie Graduate School of Management, Grad Dip Applied Finance, RG146 qualified and Graduate of the Australian Institute of Company Directors.

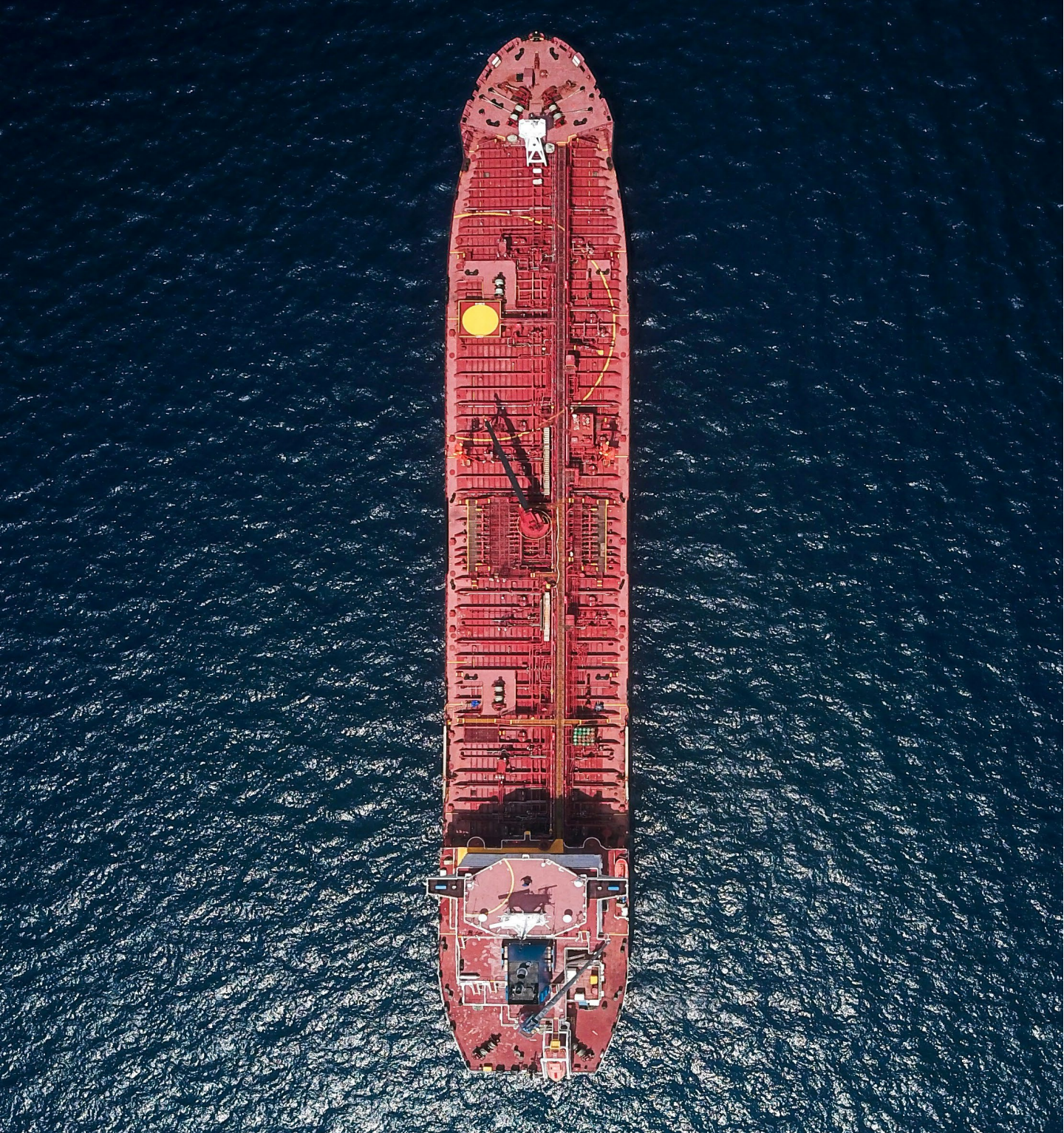


**Leonard
Rowe**

Managing Director,
Engineering and
Advisory

Leonard is a seasoned mining professional with extensive experience and engagement in the mining industry across a multitude of commodities from Coal, Iron Ore, Copper, Uranium, and Gold. In a variety of operational and commodity market analytic roles providing insights on the resources sector to the likes of Mitsubishi, Marubeni, Mitsui, Itochu, Sojitz, BaoWu, BHP, Anglo American and Glencore for many years.

Leonard is passionate about working with companies and trading houses to develop long term sustainable revenue streams from multiple resource sectors.



Contact Information

For further information, please contact:

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