



our difference

About Macquarie

Founded in Australia in 1969, the Macquarie Group has always been committed to continuous growth. Since 1992, this global provider of banking, financial, advisory, investment and funds management services has reported successive years of profits and growth.

Macquarie Private Wealth offers investors tailored financial solutions, award-winning research, recognized financial strength, and a global vantage point — a world of opportunities to build your personal wealth.

 Toll-free 1 866 775 7704

 macquarieprivatewealth.ca

Who is Macquarie?

- We are a global provider of banking, financial, advisory, investment and funds management services.
- Our main business focus is providing products and services to clients.
- We are listed on the Australian Securities Exchange (ASX: MQG; ADR: MQBKY).
- We are regulated by APRA (the Australian banking regulator) as a non-operating holding company of a licensed Australian bank.
- We hold \$C304b¹ in assets under management.
- Macquarie was founded in 1969, currently operates in more than 70 office locations in 28 countries and employs more than 15,500⁴ people (50% of our staff are located outside of the Australian head office).
- Macquarie has remained profitable for 40 consecutive years.
- Macquarie's strategy is to enter markets where our skills and expertise deliver real benefit to clients.

Macquarie in the Americas

- We have been active in the region for more than a decade.
- We employ 3,478 people.²
- Our income is \$C1.256 billion (21 per cent of Macquarie's total income).³
- Our regional headquarters is located in New York.
- We operate in 32 office locations across five countries.

Macquarie in Canada

- We have been active in Canada since the late 1990s.
- Today, we have approximately 1,000 staff located in 14 office locations across the country.
- Macquarie's activities in Canada include specialized asset management, advisory and capital markets, financial markets, and lending.
- Macquarie Group acquired Blackmont Capital in January 2010.

Canadian/ North American capabilities

- We now have more than 1,000 staff working in 14 Canadian cities.
- MPW has recruited over 25 new advisors and now has more than 150 advisors in 12 offices across Canada.
- More than 550 stocks are covered in the US and 208 are currently covered in Canada.
- We are one of the top five natural gas traders in North America.
- We have funded \$5 billion in Canadian mortgages.
- We manage approximately \$9⁵ billion in assets under administration through Macquarie Private Wealth.
- The enterprise value of Macquarie-managed Canadian Infrastructure assets is around \$7 billion.

Global numbers

- 40 years of continuous growth
- 15,400⁴ staff in 28 countries and 70 different locations worldwide
- 8th largest equities research platform
- 7th largest provider of research globally
- 2,200 stocks under coverage
- 250 analysts, 160 associates worldwide
- \$317⁴ billion under management
- \$100 billion of M&A activity advised in 200\9

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The Macquarie difference

Financial strength: Established in 1969, Macquarie now manages more than \$300 billion in assets globally, with a market capitalization on the Australian stock exchange of about \$23 billion. We were one of the few investment firms to avoid the 2008 financial crisis by focusing on timeless investing principles. We take corporate governance seriously: our focus on monetary and audit controls is consistent throughout the organization. Macquarie ensures that the entire firm follows transparent accounting policies — policies and procedures that are regularly assessed by an independent, external auditor.

Award-winning research: Our independent, award-winning global research analysts are among the finest in the world and have won numerous awards for their industry-leading work. They deliver quality information that helps us to shape our investment decisions and provide clients with informed advice. Macquarie Research Equities has a highly rated global team of analysts — approximately half of whom are ranked in the top five in their sector of specialization. Our research team covers multiple regions across the globe, including Canada, the US, Asia, the UK, Europe, Australia, and New Zealand with a collective research strategy of producing high-quality, thought-provoking research. We offer macro-economic capabilities across economics, strategy and quantitative analysis.

Strength in infrastructure: Every day, 100 million people use essential services provided by Macquarie-managed businesses.

- With ownership of the largest water services company in the UK, Thames Water, Macquarie provides more than 6.5 million households with water.
- Macquarie funded the reconstruction and ongoing management of the Sea to Sky Highway for the Vancouver 2010 Olympics. In fact, 1.5 million vehicles per day travel on Macquarie owned and operated roads.
- We provide 8,200 beds and 8,300 units for aged care facilities and retirement villages.
- More than 450 million people a year use airport services, busses, trains and ferries owned and operated by Macquarie.

Client focus with unbiased advice: In Canada, our offering has expanded beyond asset stewardship and advice. The Macquarie Circle of Benefits program provides all clients of Macquarie with a world of opportunities from the Macquarie family of businesses, including mortgages, foreign exchange transactions and commercial lending.

With Macquarie Private Wealth's open management platform, Investment Advisors have the flexibility to create customized solutions for their clients without restriction. Investment Advisors receive no incentives to sell our in-house products so they have no conflict of interest. Their agenda is aligned with our clients' best interests, and they have the opportunity to choose from a wide universe of investment options and products.

We have a global perspective: Well-capitalized and well-funded, Macquarie Private Wealth can draw from the best investment opportunities and ideas in the world, through professionals who have direct experience in global markets. Our macro and micro research spans the globe, and our highly-acclaimed investment banking team offers access to world-class deal flow. We offer breadth and depth of resources, a global platform and some of the world's finest research analysts. Yet, every one of our clients receives boutique service personally customized by their best-in-class investment professional.

Employee focus: Macquarie staff around the world range in experiences, skills and views, providing a diversity of services across various communities. Macquarie's head office in Sydney, Australia is frequently featured in architectural magazines; it is, like the company it houses, remarkably forward-thinking, providing an efficient and healthy environment for all.

Macquarie Group Foundation: Macquarie and its staff have been making meaningful philanthropic contributions across the world since the firm was founded. In the most recent year, the Macquarie Group Foundation gave more than \$20 million to 900 community groups around the world.

1. As at September 30, 2010. CAD amounts have been converted solely for the convenience of the reader at the September 30, 2010 exchange rate: AUD = CAD0.9311. / 2. As at September 30, 2010. 3. Income for the full year to September 30, 2010. / 4. As at October 29, 2010. / 5. As at October 18, 2010.

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