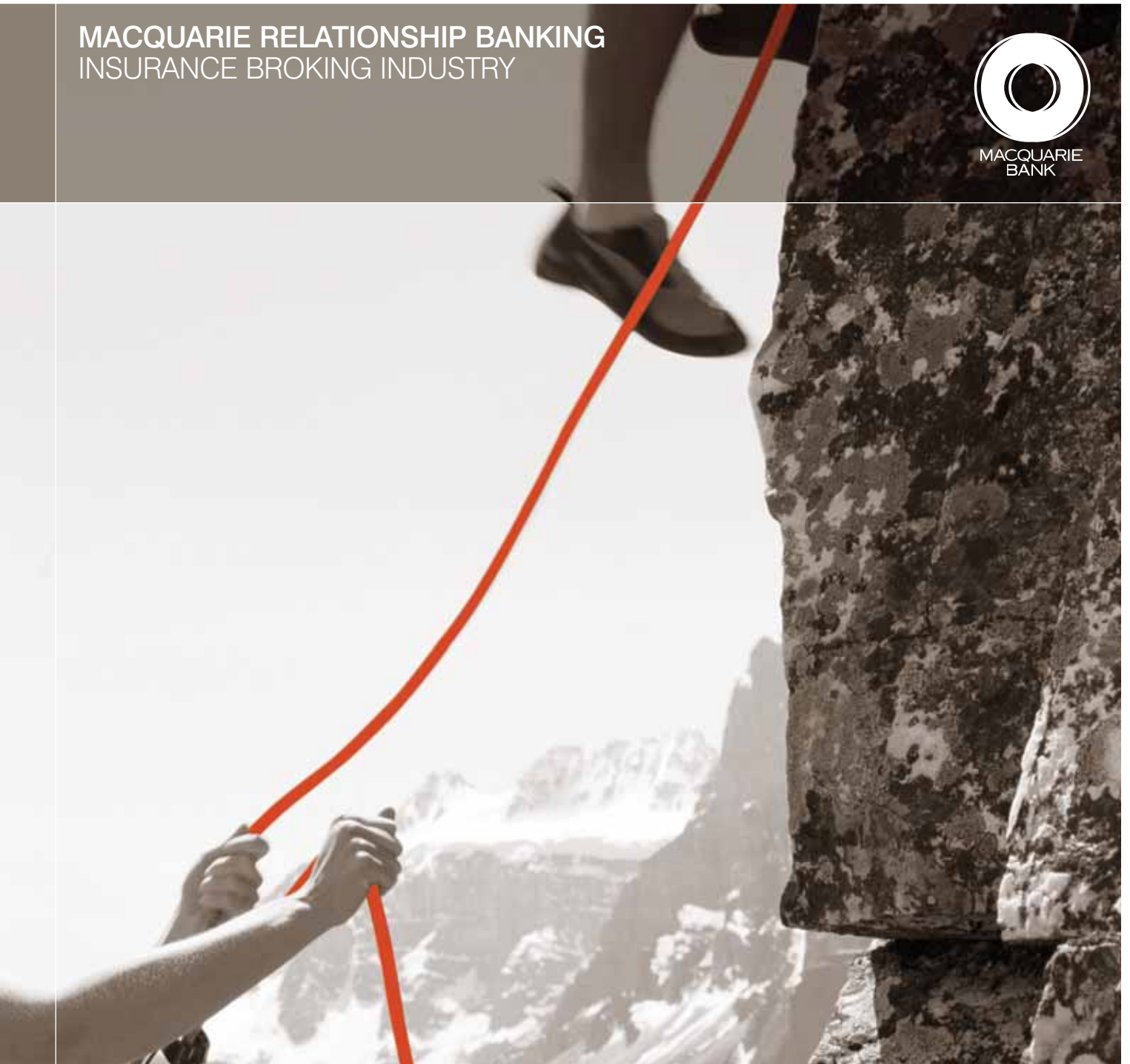


A distinctly different banking experience for insurance brokers

MACQUARIE RELATIONSHIP BANKING
INSURANCE BROKING INDUSTRY



The difference for success

The Macquarie Bank Group is an international investment bank and financial services company. Our approach is to enter business areas where we believe there is a real opportunity to create value for our clients.

Our entry into the UK business banking market with specialist finance solutions for the insurance broking industry reflects this philosophy.

Macquarie Relationship Banking offers a distinctly different business banking experience. Our clients have a vision for success - we help them achieve their vision and more. This is the edge that Macquarie brings.

If you're looking for non-traditional business thinkers who are on your side of the table and understand your industry, then Macquarie is the bank for you. Maximise your options and grow your future with Macquarie Relationship Banking.

That's the difference for success that we offer.

Fulfil your goals

If you are looking to take your business to the next stage, we can help. Macquarie Relationship Banking can provide the finance and ongoing, long-term support to help you achieve your goals.

We work with you to understand your objectives and ensure that the lending solution we offer is unique and relevant. Whether it be acquiring another business, implementing your succession plan with certainty, refinancing your borrowings or buying new premises, our flexible lending solutions can help.

We have a deep understanding of the insurance broking industry, enabling us to quantify and lend against the value of your fee income so that you can unlock the value in your business. And we offer flexible repayment options to help make the most of your cash flow.

Our approach seeks to reward well-run, profitable businesses by providing access to potentially higher levels of borrowings. This may allow you to free up your personal assets for other wealth creation opportunities.



Planning your future

Maximise your options

Our flexible business lending solutions increase the options available to you in planning your future. The finance we provide could enable you to:

- acquire or merge with another broking business
- succession plan with certainty
- exit your business
- buy out other directors
- lock in quality staff
- invite someone new into your business
- rearrange shareholdings
- purchase commercial or residential property
- refinance existing borrowings on flexible terms.

Macquarie Relationship Banking can help you explore these options and then provide the right finance – whichever strategy you choose.

Experience the difference

Our unique offering is the result of 20 years of experience in the insurance broking industry. As our clients and the industry have evolved, so too has our range of services.

Importantly, you can expect to work with a dedicated Relationship Manager who will take the time and effort to understand your business. You can expect them to have a strong understanding of the insurance broking industry and to draw on their broad business banking experience, as well as the wider expertise and networks of the Macquarie Bank Group, to bring you knowledge, ideas, research and tools.

Expect to have direct phone access to your Relationship Manager who'll be there when you need them to get things done. All of our Relationship Managers are highly experienced and knowledgeable and so you can expect a consistent approach and level of service every time you pick up the phone.

We look forward to making a difference to your success.

Contact us

Please call 020 7065 2268 and you'll be immediately connected to one of our insurance broking specialists.

www.macquarie.com/eu/relationshipbanking

Experience the distinctly
different banking experience
that Macquarie Relationship
Banking offers.

