

# INFORMATION SHEET



### **MACQUARIE GROUP**

Macquarie Group Limited (Macquarie) is a global provider of banking, financial, advisory, investment and funds management services. Macquarie acts on behalf of institutions, corporate and retail clients and counterparties around the world.

Founded in 1969, Macquarie is listed in Australia (ASX: MQG), operates in more than 70 office locations in 28 countries and employs more than 14,600. Macquarie is regulated by APRA, the Australian banking regulator, and is the owner of Macquarie Bank Limited, an authorized deposit taker.

In the Americas, Macquarie has a significant and expanding presence, having been active in the region for over a decade. Today, Macquarie has more than 3,500 professionals in offices in 32 locations across the Americas.

## **SNAPSHOT**

- US\$11.3bn market capitalisation¹
- A-/A2 S&P & Moody's long-term ratings<sup>1</sup>
- US\$134 billion total assets<sup>2</sup>
- US\$299 billion assets under management<sup>2</sup>
- Over 14,600 staff in 28 countries<sup>2</sup>
- US\$36bn equity capital market raisings<sup>2</sup>

### MACQUARIE CAPITAL ADVISERS

Macquarie Capital Advisers, the corporate advisory, and public and private capital markets arm of Macquarie Group.

Macquarie Capital Advisers comprises of six industry groups with specialist knowledge of the real estate, infrastructure and utilities, industrials, financial institutions, resources, and telecommunications, media, entertainment and technology sectors.

### **SNAPSHOT**

- Over 2,000 staff across North America, South America, Europe, the Middle East, South Africa, Asia, Australia and New Zealand<sup>2</sup>
- 272 advisory transactions completed in the year to March 31, 2010

### MACQUARIE CAPITAL ADVISERS REAL ESTATE

Macquarie Capital Adviser's Real Estate group consists of some of the most experienced advisers in the market. With a large team of over 80 professionals, it provides global coverage and on-the-ground expertise and execution of real estate transactions to clients in Europe, the Americas, Asia, Australia, and the Middle East.

The team has a reputation for successfully advising and arranging capital for large and complex real estate transactions. It has the combined capital markets and real estate skills to deliver clients and investors innovative real estate products and solutions. With the globalization of real estate as an asset class, the team has been at the forefront of cross-border real estate acquisitions, structuring, securitization and capital sourcing.

# SNAPSHOT

- Specialist unlisted capital solutions
- Traditional advisory and M&A services
- Listed real estate investment trust and real estate company raisings
- Debt arranging and lending
- Restructuring and special situations
- Specialist global real estate market analytics

### REAL ESTATE PRIVATE CAPITAL MARKETS

Macquarie Capital Adviser's Real Estate Private Capital Markets is the specialist private capital markets business within the Real Estate group. Led by Brett Robson, the business has advised on some of the largest private capital transactions globally including such as the recent US\$1 billion recapitalization and restructure of CFSGAM Property Retail Partnership, and the US\$400 million hybrid investment by China Investment Corporation into the Goodman Group, awarded Most Innovative Deal in 2009 by FinanceAsia.

- 2008 & 2009 PERE Asian Placement Agent of the Year
- US\$18 billion of closed equity<sup>1</sup>
- 53 completed transactions<sup>1</sup>

<sup>1</sup> As at September 19, 2010

<sup>2</sup> As at March 31, 2010

### PRESIDIO PARTNERS LLC

Presidio Partners LLC (Presidio) is a San Francisco based real estate private capital raising and advisory business.

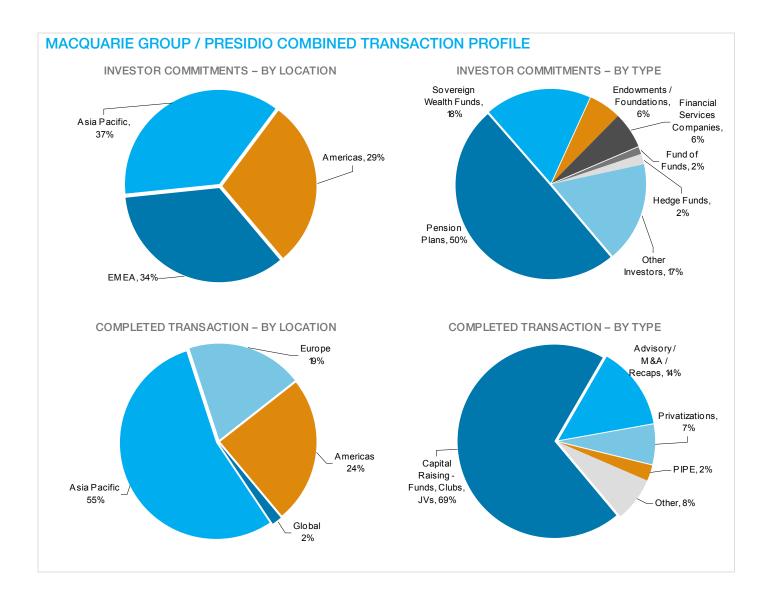
Presidio's principals average 22 years of experience and bring to clients corporate finance, real estate portfolio management, M&A, accounting and marketing expertise. Its principals have completed approximately \$17.3 billion of private equity assignments since 1998.

Presidio works with clients from all segments of the investment style, experience, property focus and geographic focus continuums. Clients include first-time and repeat real estate fund sponsors, private operators and REITs.

### **SNAPSHOT**

- Ranked third by total equity raised by equity placement agents (Preqin, June 2010)
- US\$12 billion of closed equity since 2003
- 21 completed transactions

Subject to successfully completing the agreement to acquire Presidio Partners LLC (including regulatory approvals), Macquarie Real Estate Private Capital Markets will become a leading global real estate private capital markets business, with 19 private capital executives having raised a combined US\$30 billion for 74 private real estate equity transactions from 390 institutional institutions.



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