## **Media Release**

## MACQUARIE ADDS TO U.S. FINANCIAL INSTITUTIONS ADVISORY GROUP WITH APPOINTMENT OF ERIC HANSON



**NEW YORK, AUGUST 24, 2010** — Macquarie Group ("Macquarie") (ASX: MQG; ADR: MQBKY) today announced that Eric Hanson will join Macquarie Capital Advisors as a Senior Managing Director, in a further expansion of the Financial Institutions Group (FIG) corporate advisory team. Mr. Hanson will join the firm in September from Lazard Ltd., where he was a Managing Director within the Financial Institutions Group. He will be based in Macquarie's New York office.

Mr. Hanson has had a 26-year tenure at Lazard Ltd and more than 30 years of corporate advisory experience. In his last role he led the firm's specialty finance practice, advising financing companies and banks including GE Capital, CIT Group, IBM Global Financing, CapitalSource, Caterpillar Finance, Fortress, Cerberus, Perry Capital, Triton Container International, and GMAC.

"Since the successful integration of Fox-Pitt Kelton in December 2009, Macquarie's US FIG business has experienced substantial growth and solid deal flow. We have strengthened this position through the addition of experienced FIG capital markets professionals including Chris Hogg and Victor Sack," said Len Caronia, Senior Managing Director and Macquarie's Global Head of FIG.

"Globally, we were recently joint bookrunner for Agricultural Bank of China's IPO, one of the world's largest IPOs, and the Sole International Placing Agent for the sale of the Government of Indonesia's shares in Bank Negara Indonesia. This underscores our client-focused approach to the financial sector and the wide breadth of our global franchise."

"Eric is a highly regarded advisor with experience across a broad range of financial institutions clients, with a particular focus on the specialty finance sector," said John Roddy, Senior Managing Director and Macquarie's US Head of FIG. "His long-term industry relationships, as well as transaction expertise in the equipment leasing, finance company, and bank sectors, is directly relevant to our franchise and will complement and broaden our existing FIG-sector capabilities."

In recent FIG transactions, Macquarie was joint bookrunner for First Commonwealth Financial Corporation's follow-on offering, sole bookrunner for Tennessee Commerce Bancorp's follow-on offering, and sole structuring agent for Zions Bancorporation's preferred offering. In the insurance sector, Macquarie also advised Cooper Gay on its merger with Swett & Crawford, The Doctors Company on its acquisition of APCapital, and Old Republic International Corporation on its \$365 million acquisition of PMA Capital Corporation.

Macquarie announced the completion and integration of its purchase of financial services specialist investment bank Fox-Pitt Kelton Cochran Caronia Waller in December 2009. The acquisition added to Macquarie's global FIG capabilities by providing expertise in North America and Europe, complementing Macquarie's wellestablished FIG position in the Asia-Pacific region. Macquarie is currently ranked #1 in insurance M&A in the US.

Mr. Hanson holds an MBA from the Kellogg Graduate School of Management, where he is currently an Advisory Board Director.

## **About Macquarie**

Macquarie Group (Macquarie) is a global provider of banking, financial, advisory, investment and funds management services. Macquarie's main business focus is making returns by providing a diversified range of services to clients. Founded in 1969, Macquarie operates in more than 70 office locations in 28 countries and employs more than 14,600 people. Assets under management total approximately US\$299 billion at March 31, 2010. For more information, visit www.macquarie.com.

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