



MACQUARIE  
BANK

# Macquarie Bank Limited

Presentation to  
Securities Institute - CFO Forum

*Greg Ward, Chief Financial Officer*

*20 March 2003*



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Skill ... Set ...

# Adjacency



Mat Rogers



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1. The specialist fund story

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2. The Bank's Strategy

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3. Performance

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# Privileged assets across the globe





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# Specialist Funds

World class assets –  
No1 Martin Place, Australia

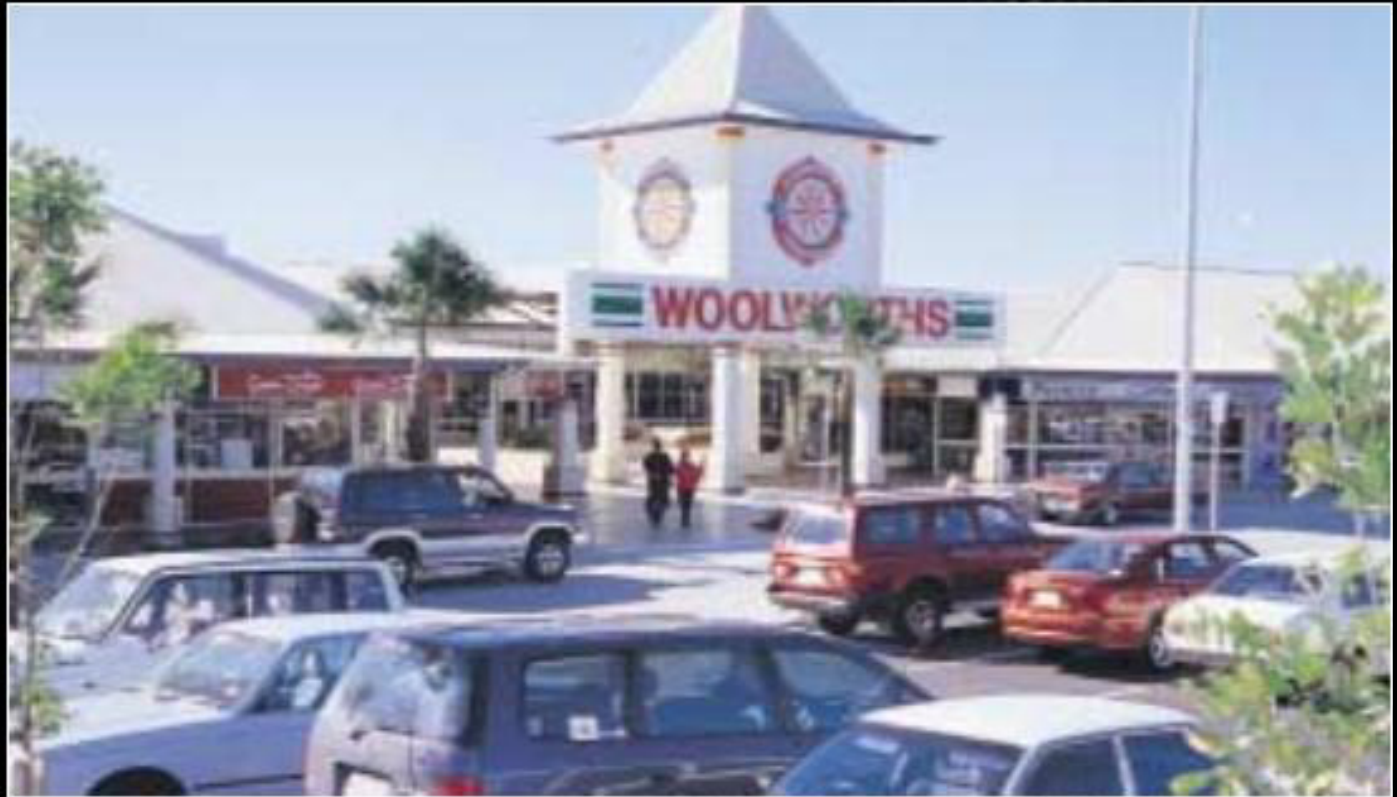




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# Specialist Funds

World class assets –  
shopping centres, Australia





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# Specialist Funds

World class assets –  
warehouse, USA



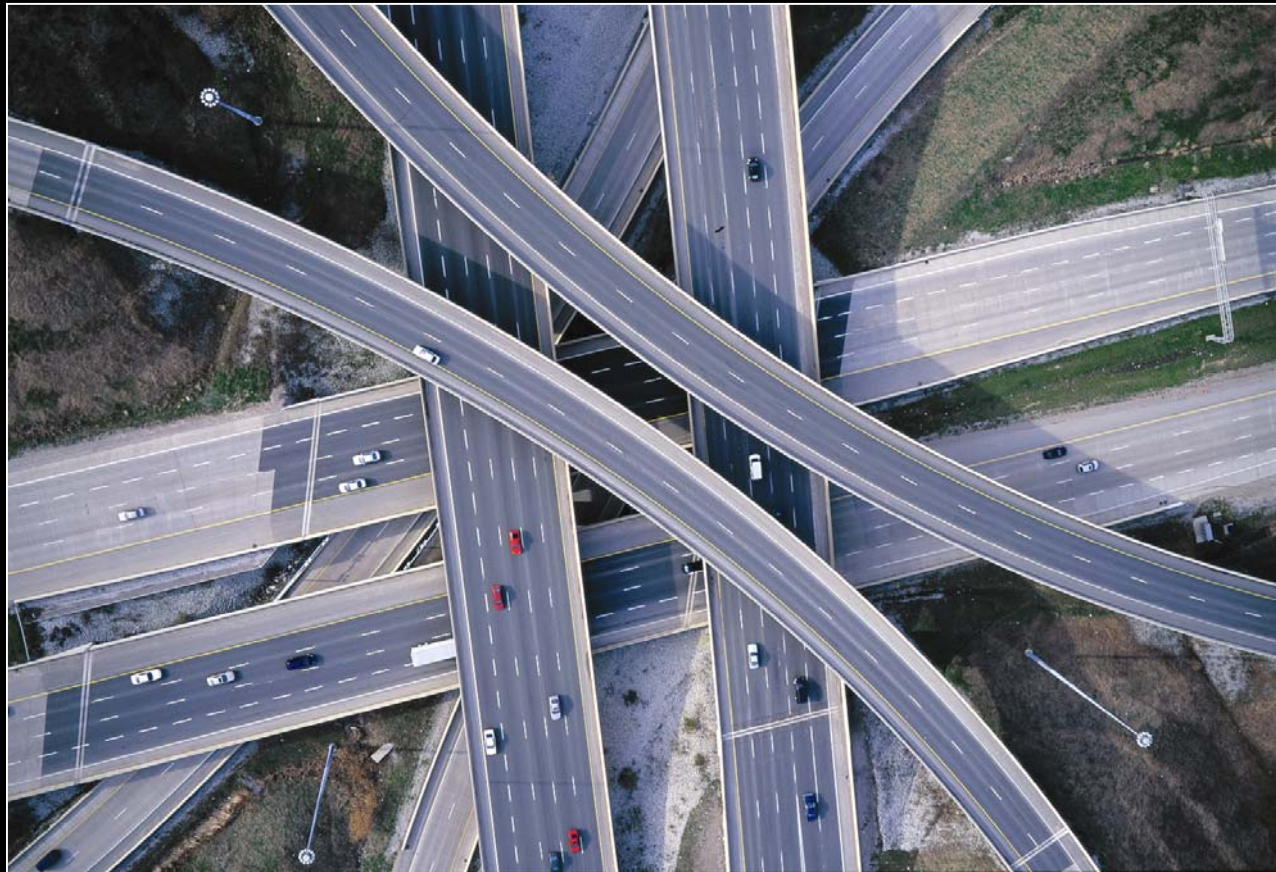




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# Specialist Funds

World class assets –  
Highway 407, Canada





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# Specialist Funds

World class assets –  
Eastern Distributor, Australia





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# Specialist Funds

World class assets –  
Midlands Expressway, England





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# Specialist Funds

World class assets –  
transmission towers, Australia





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# Specialist Funds

World class assets –  
Sydney Airport, Australia



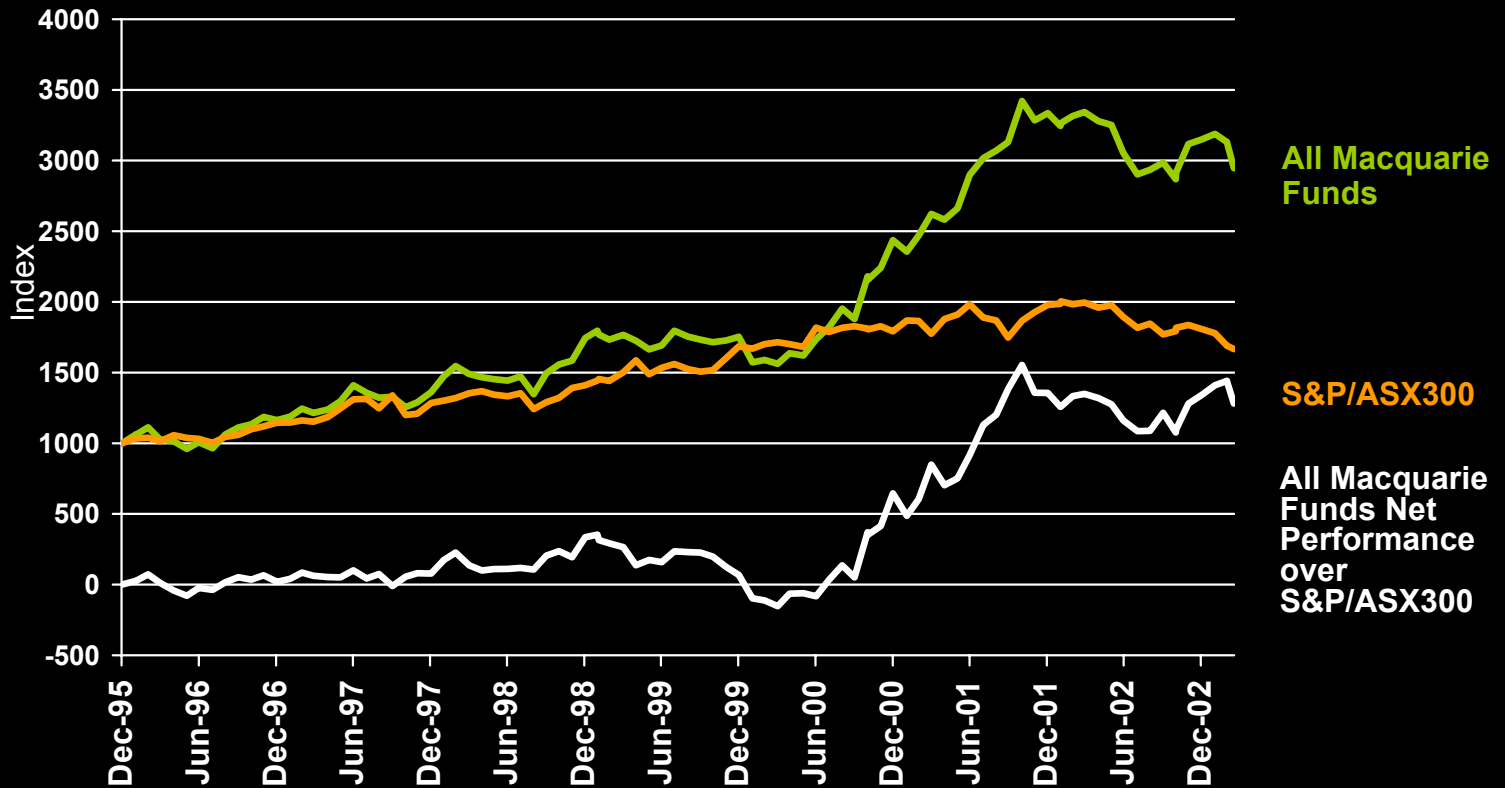


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# Macquarie “family” of listed funds

Significant outperformance  
over the long haul

Performance Since 1996



\* All data as at 14 March 2003



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1. The specialist fund story = success

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2. The Bank's Strategy

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3. Performance

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1. The specialist fund story = success

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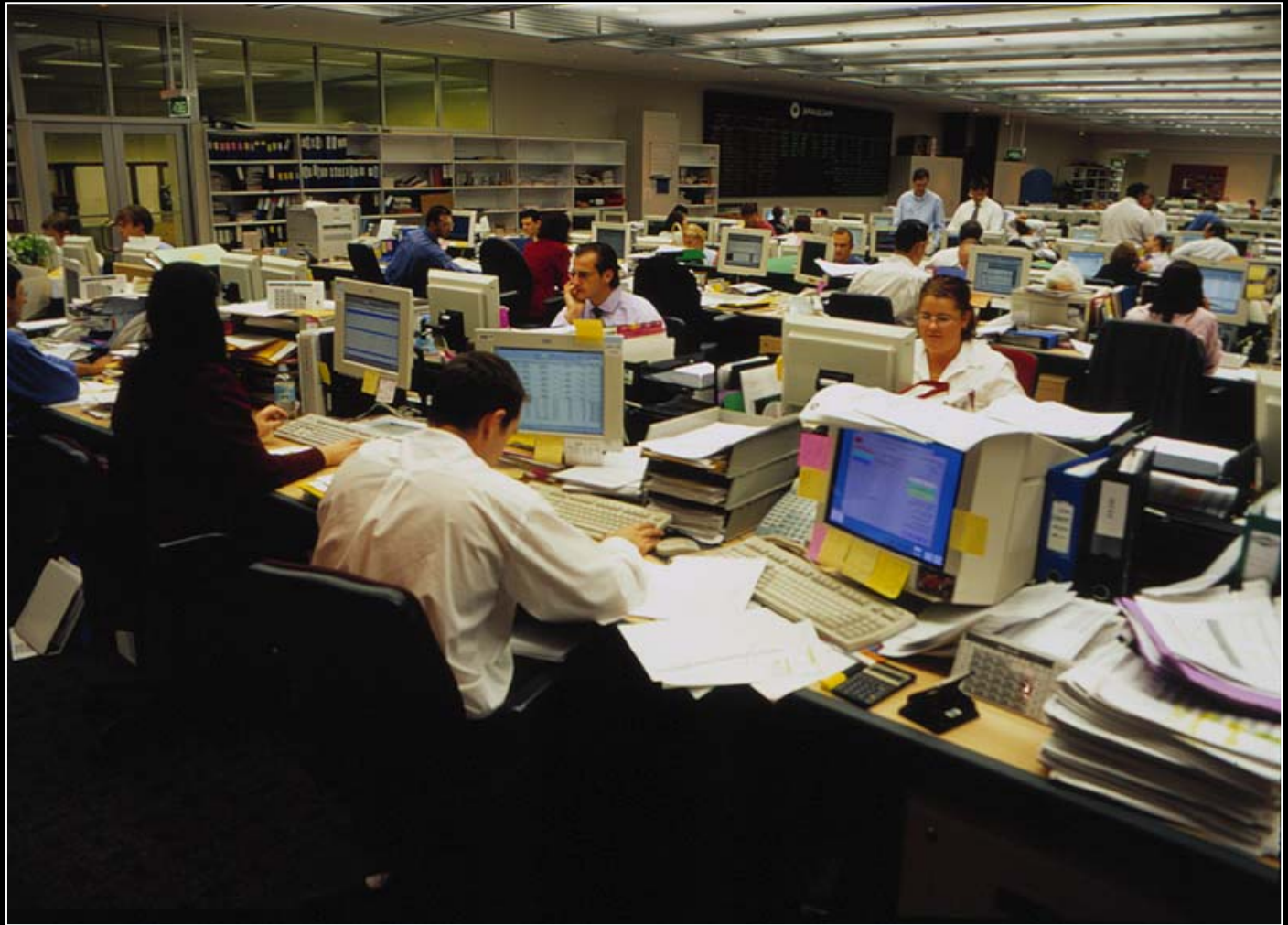
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..... growth is largely organic



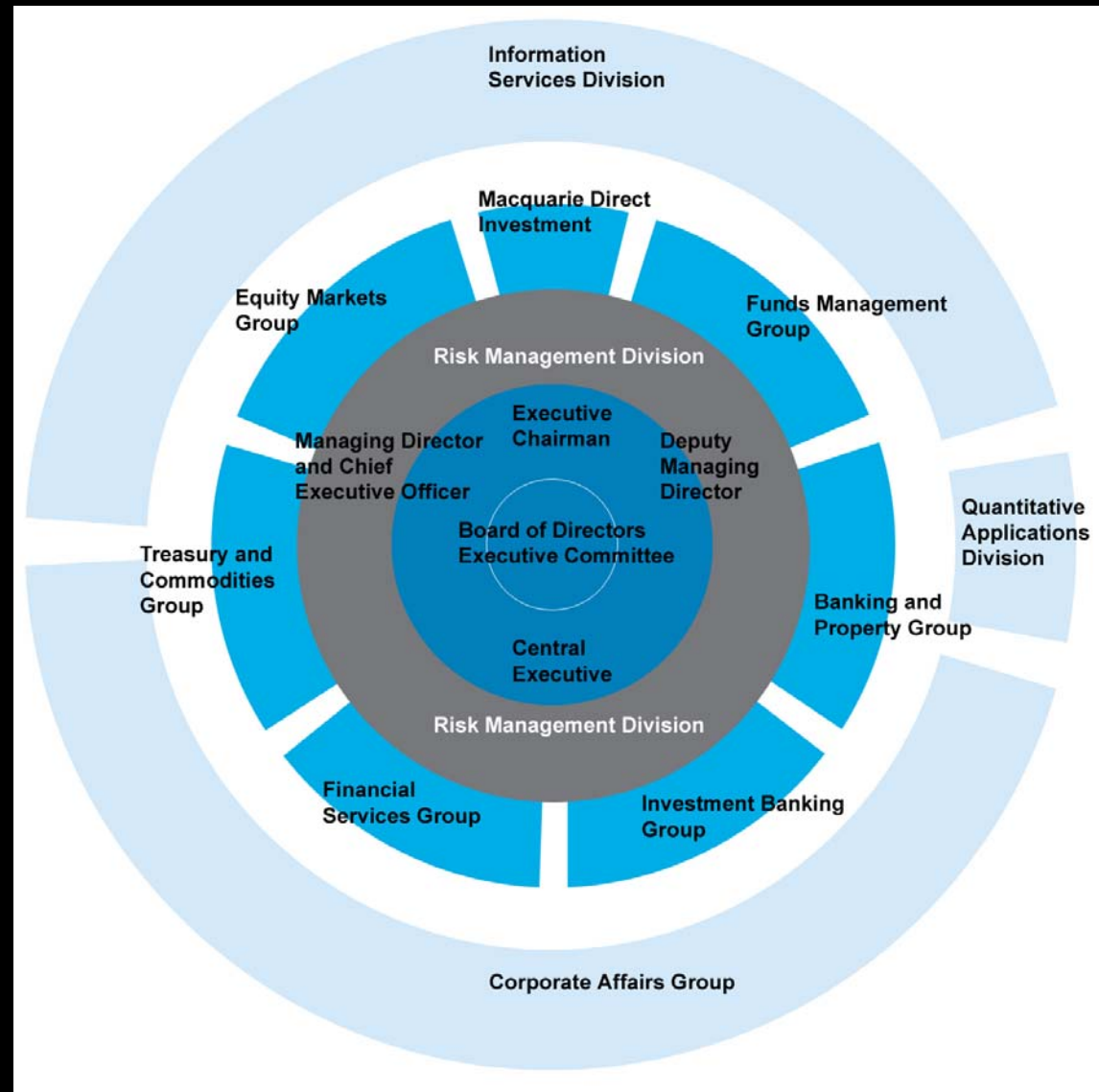
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**..... an entrepreneurial culture**



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.... robust risk management



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**..... Australian base is a key difference**



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1. The specialist fund story = success

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2. The Bank's Strategy = unique

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3. Performance

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1. The specialist fund story = success

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2. The Bank's Strategy = unique

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3. Performance

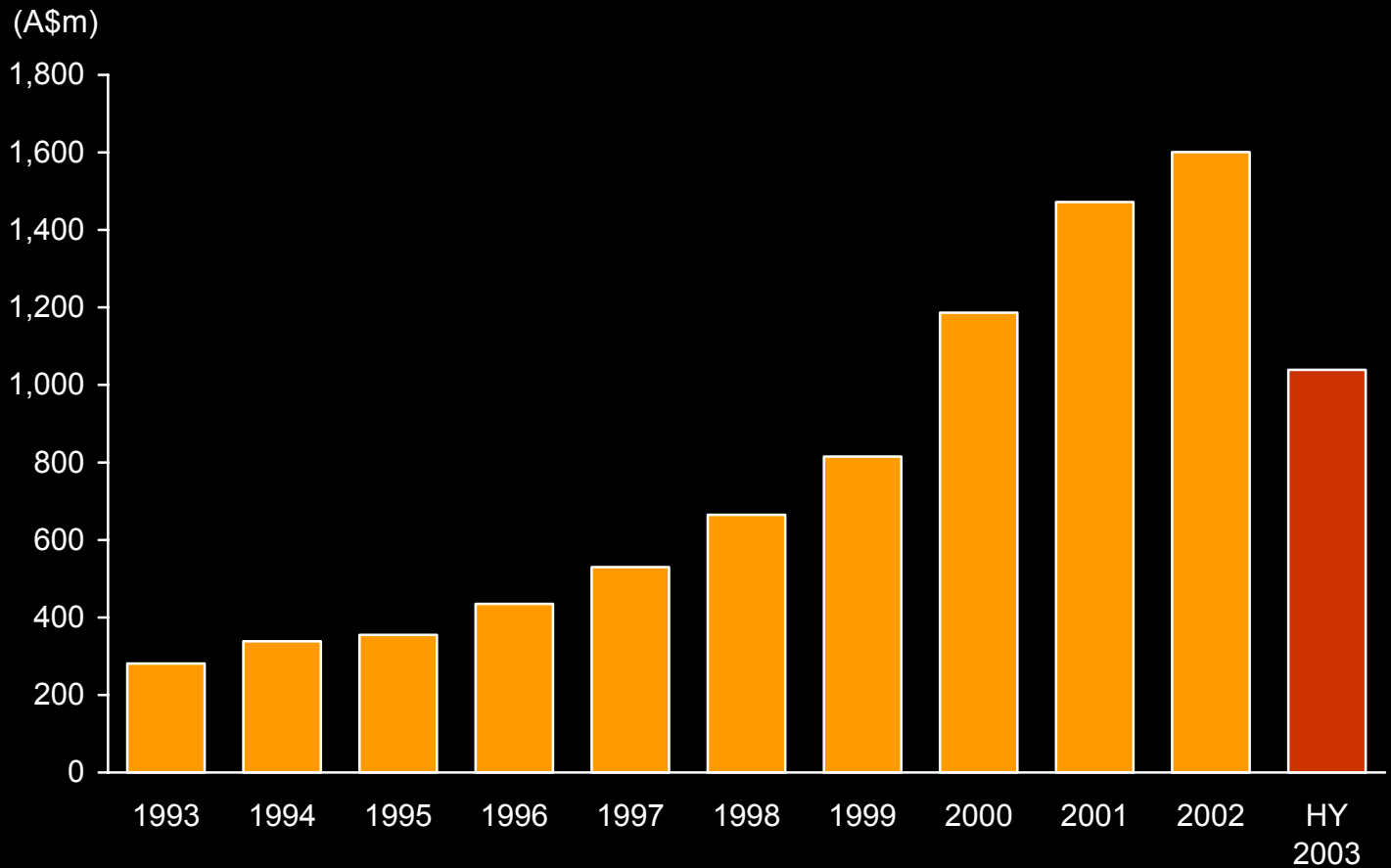
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# Revenue growth over the decade

5.7 times to FY2002

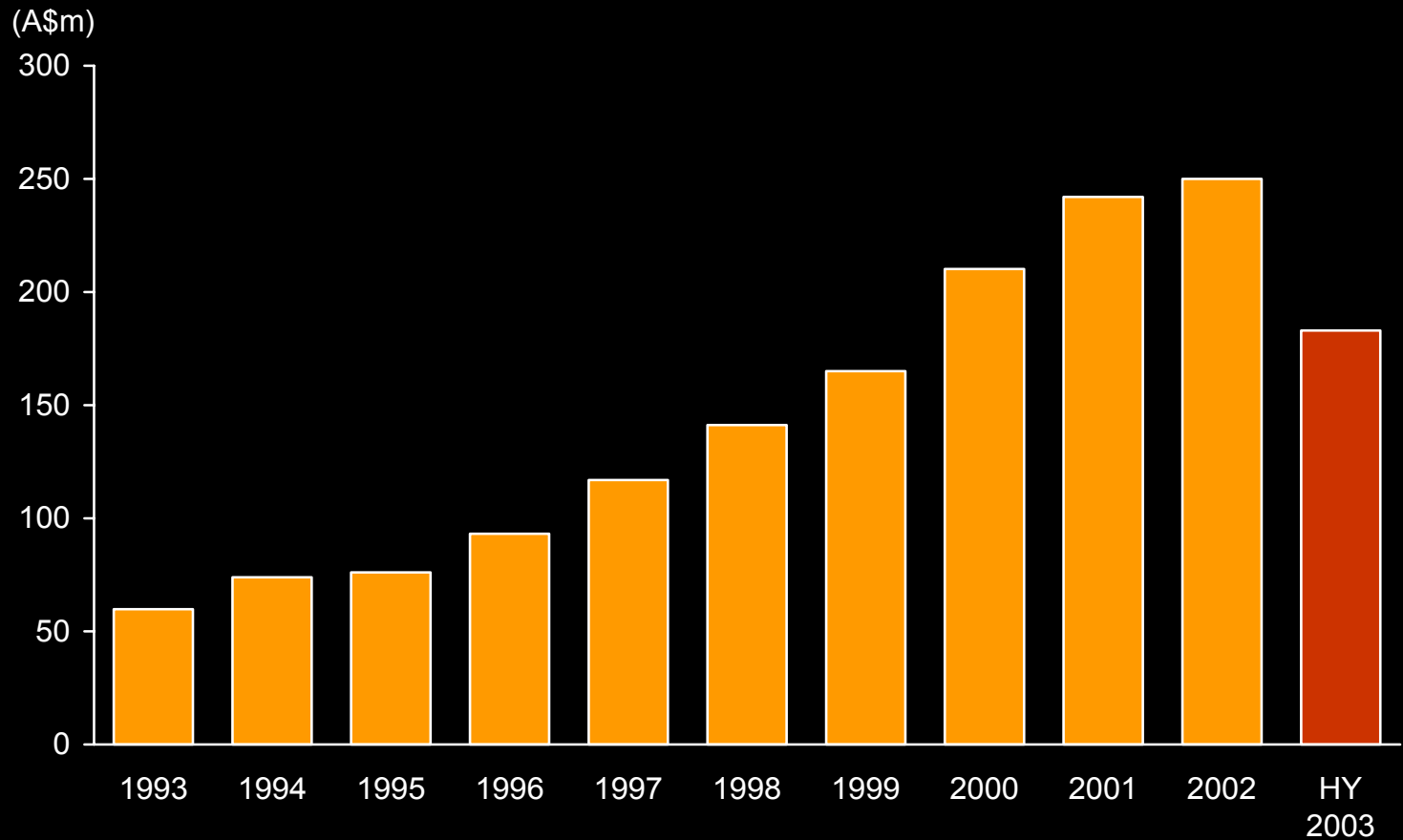




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# Profit growth over the decade

4.2 times to FY2002

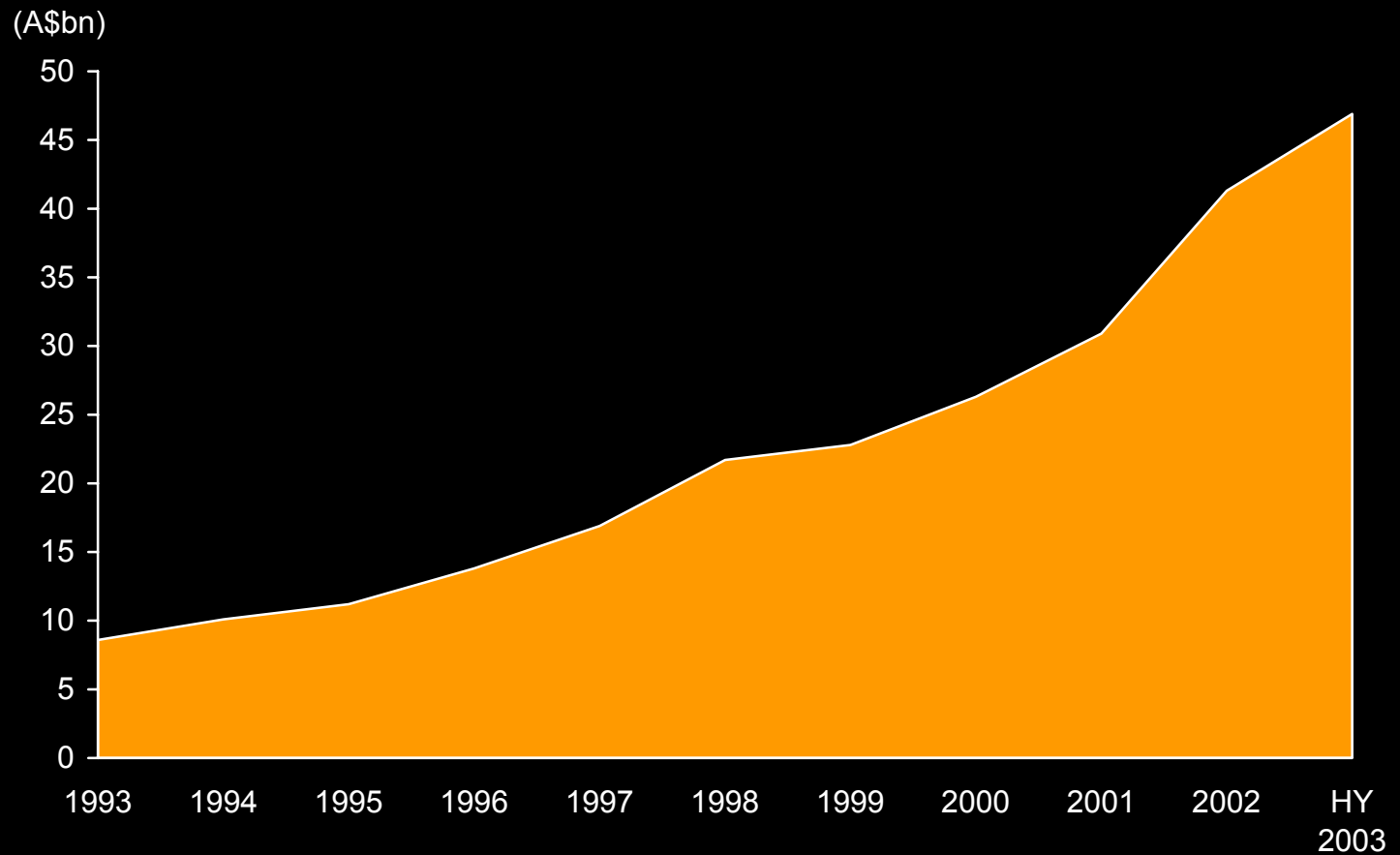






# Funds Under Management growth over the decade

5.5 times



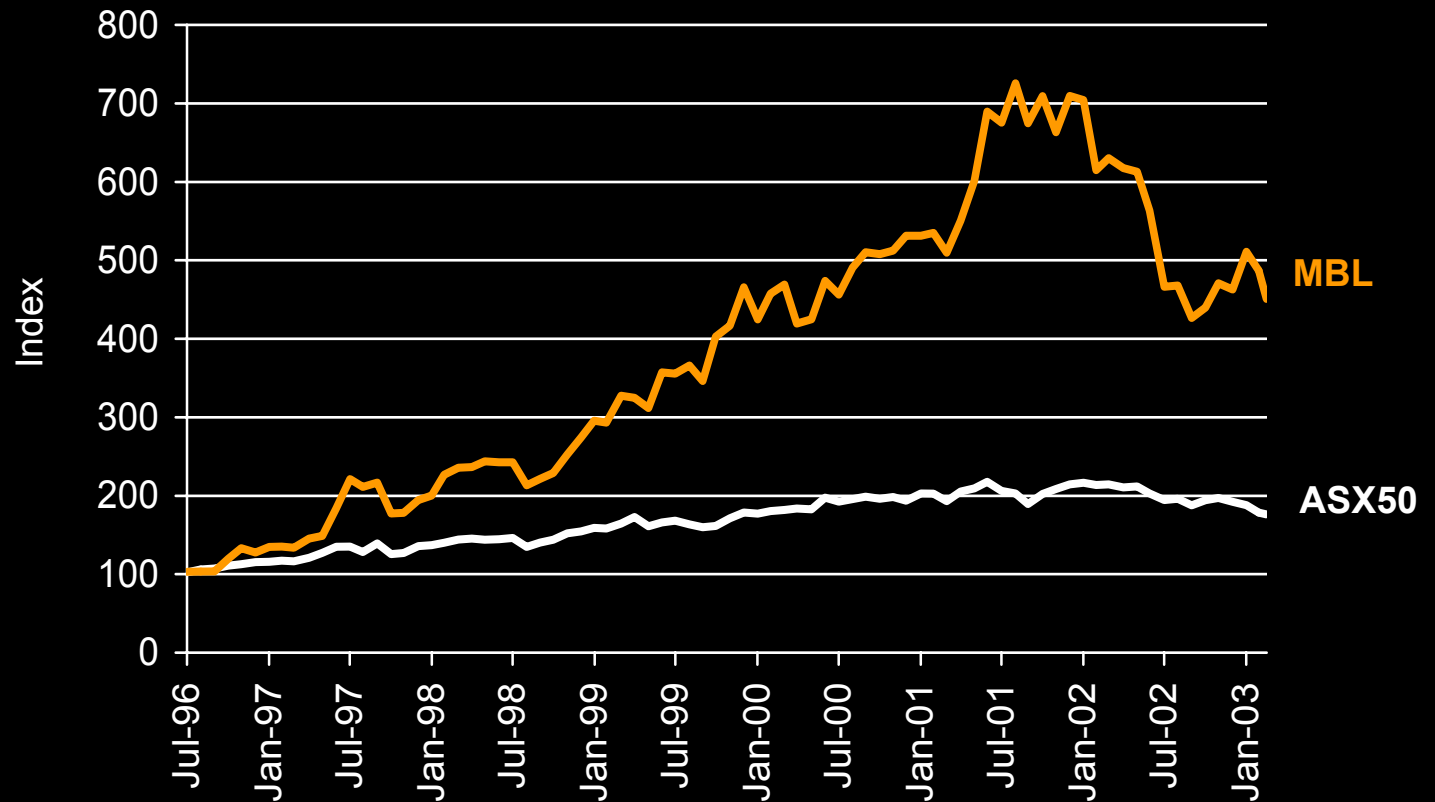
Includes listed & unlisted (retail & wholesale) funds



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# Outstanding long-term performance

Performance since 1996





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1. The specialist fund story = success

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2. The Bank's Strategy = unique

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3. Performance = outstanding

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1. The specialist fund story = success
  2. The Bank's Strategy = unique
  3. Performance = outstanding
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# Skill ... Set .... Match





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