

**MACQUARIE GROUP**

GRADUATE AND UNDERGRADUATE PROGRAM

[macquarie.com.au/careers](http://macquarie.com.au/careers)



MACQUARIE

**SUCCESSFULLY  
DIFFERENT**



Find us on Facebook  
Macquarie Group Careers  
(Australia and New Zealand)

## The Holey Dollar story

In 1813 Governor Lachlan Macquarie overcame an acute currency shortage by purchasing Spanish silver dollars, punching out the centres and creating two new coins - the 'Holey Dollar' and the 'Dump'. This single move not only doubled the number of coins in circulation but increased their total worth by 25 per cent and prevented the coins from leaving the colony.

It's this type of innovative thinking we encourage at Macquarie.

## Why Macquarie

Macquarie is a global provider of banking, financial, advisory, investment and funds management services, employing more than 15,000 people in over 28 countries. The diversity of our business and our commitment to managing career development ensures that the people we recruit have the ability to find their niche and excel in a challenging environment.

Our open, non-hierarchical environment fosters real team work. From day one you'll get hands-on experience, take responsibility and get the exposure and freedom to determine your career path and make your mark within a highly successful organisation.

We look for people who want to drive their own success - high calibre, motivated individuals from diverse backgrounds who can demonstrate flexibility and think creatively. At Macquarie you'll have the freedom to find your own career path and be successfully different.





## Graduate program

Under our program you'll join a specific group and be an integral member of a team from the start. You'll participate in a structured induction and networking program and gain real hands-on experience. Our diversity of business and commitment to career development gives you the opportunity to find your niche and excel.

## Summer Internship program

Macquarie's summer internship program is an exciting opportunity to get exposure to the financial services sector. You'll work full-time over the summer break as part of a team, gaining valuable experience. You'll have the chance to demonstrate your potential and have an advantage when applying for graduate positions.

**“New ideas are the key to our business and are welcomed, cultivated and expanded upon by all members of the team.”  
Jeremy, 2009 Graduate**

## Your success is in your own hands

Key to Macquarie's success is a unique management style that provides individual businesses with a balance between operating freedom, control on risk limits and observance of the highest professional standards. This philosophy encourages a sense of ownership and entrepreneurial endeavour among our people and has produced a stream of major financial innovations throughout Macquarie's history.

At Macquarie, you define success.

### Long-term commitment and rewards

Innovative and entrepreneurial

Opportunity to shine

Performance focused

Fast-track career

## Your success is supported

We are committed to the ongoing development of our people. That's why we've created specifically tailored programs to accelerate your career and ensure you reach your full potential.

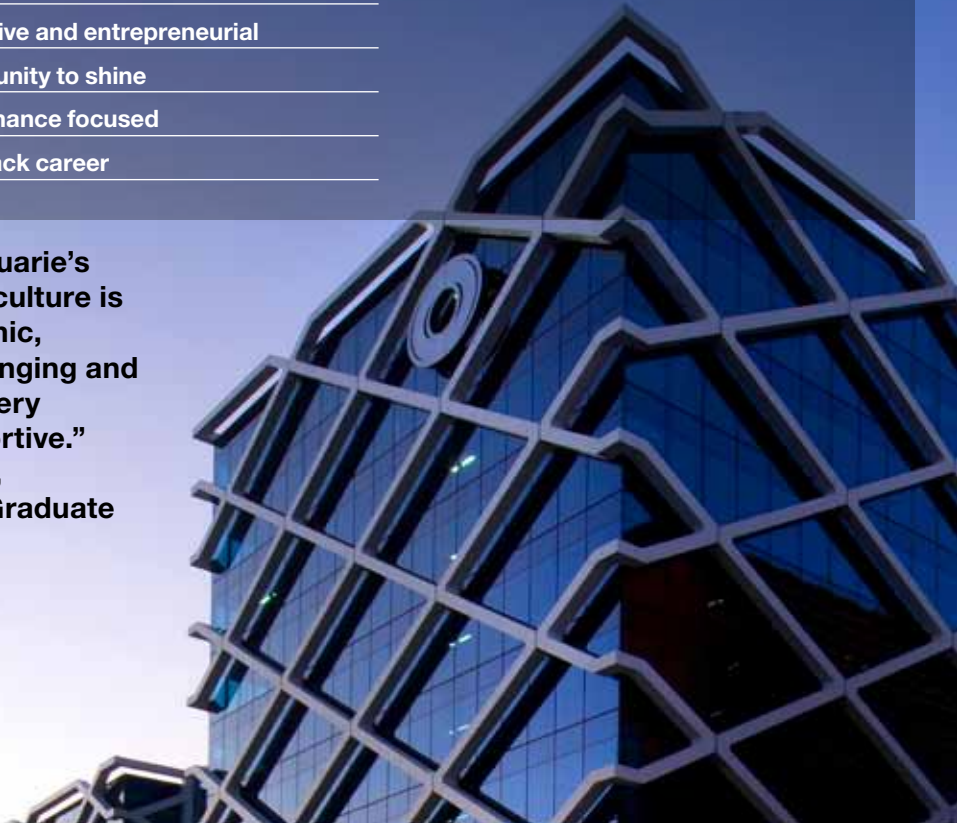
Comprehensive orientation programs

On-the-job training

Core graduate development programs

Opportunities for supported further study

**“Macquarie’s work culture is dynamic, challenging and also very supportive.”**  
**Sarah,**  
**2011 Graduate**



**“It is very motivating to be able to work with senior managers who began their careers as graduates in my role.”**

**Anna,  
2011 Graduate**

## **Your success benefits others**

We believe a company is a member of society and therefore one of its responsibilities is to work for the betterment of that society. We take enormous pride in our philanthropic achievements and environmental initiatives.

**Macquarie Group Foundation**

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**Graduate and staff community initiatives**

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**Pro-bono services**

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**Not-for-profit board memberships**

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**Office sustainability ratings and targets**

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**Carbon footprint reduction and offsetting**

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**Staff-driven sustainability events**

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## **Your success is international**

Overseas travel, as well as permanent and temporary placements among our 70 offices around the world are features of our international presence and global business.

**28 countries**

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**Opportunity for international placements**

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**Overseas travel**

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**Cross-border transactions**

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# SUCCESSFULLY DIFFERENT

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MACQUARIE

Discover the freedom to create your own success within a global provider of banking, financial, advisory, investment and funds management services firm. Be the future you want to be.

To learn more about our graduate and summer internship programs visit [macquarie.com.au/careers](http://macquarie.com.au/careers)



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## Banking and Financial Services Group

Banking and Financial Services Group (BFS) is the primary relationship manager for Macquarie Group's retail client base in Australia and internationally. The group brings together Macquarie's retail banking and financial services businesses providing a diverse range of wealth management products and services to financial advisers, stockbrokers, mortgage brokers, professional service industries and the end consumer.

## Corporate and Asset Finance Group

Corporate and Asset Finance Group (CAF) is the leasing and lending business of Macquarie Group and has operations in multiple locations around the world. With investments across a range of industries and capital structures, CAF provides asset and corporate finance, leasing, trading, sourcing and remarketing services to clients globally.

## Fixed Income, Currencies and Commodities

Fixed Income, Currencies and Commodities (FICC) offers a variety of services across the world with a speciality in credit, interest rate, foreign exchange and commodity related institutional trading, hedging, marketing, lending, clearing or platform provision. FICC's predominant clients are financial institutions and significant commodity producers and consumers.





## Macquarie Capital

Macquarie Capital Advisers specialises in capital raisings, mergers and acquisitions (M&A), private treaty acquisitions and divestments, debt and equity financing and corporate restructuring, aligned across six different industry groups. Macquarie Capital Advisers also undertakes principal investments across a range of industries.

## Macquarie Funds Group

Macquarie Funds Group (MFG) is Macquarie Group's funds management business. MFG is a full-service asset manager, offering a diverse range of capabilities and products including infrastructure and real asset management, securities investment management and structured access to funds, equity-based products and alternative assets. The group had \$A324 billion in assets under management as at 30 September 2011.

## Macquarie Securities Group

Macquarie Securities Group (MSG) is a global institutional securities house with strong Asia-Pacific foundations covering sales, research, Equity Capital Markets (ECM), execution and derivatives and delta one activities. The group uses its research and risk management skills to develop equity-based solutions and services for clients internationally.

**“...you have the opportunity to learn from the best in the business every day.”**  
**David, 2010 Graduate**

## Corporate Services Group

The Corporate Services Group (CSG) provides specialist professional services and workplace infrastructure across all areas of Macquarie. The group's primary purpose is to support and enhance the value of Macquarie and its businesses by focusing on four key areas: Efficiency, Effectiveness, People and Value. CSG comprises the Business Improvement and Strategy, Business Services and Human Resources divisions.

## Financial Management Group

The Financial Management Group (FMG) provides financial, tax and treasury services to all areas of Macquarie. The Finance division supports Macquarie by providing financial management and control, management reporting and forecasting, regulatory and tax reporting and business advisory services. The Treasury Division is responsible for the funding, liquidity and interest rate risk management of Macquarie. The Taxation Division provides taxation support and advice to all areas of Macquarie, managing relationships with revenue authorities worldwide and compliance with taxation legislation.

## Group Legal

Group Legal assists Macquarie and its businesses in achieving their objectives by providing strategic legal advice and managing Group-wide legal issues. Group Legal also comprises Company Secretarial which is responsible for the administration of all Macquarie Group companies as well as administrative services for non-group companies.

**“The culture is lively and vibrant, people are friendly and helpful.”**

**Georgie,  
2011 Graduate**





## **Market Operations and Technology**

Market Operations and Technology (MOT) provides technology and market operations to Macquarie's businesses. The Market Operations division provides independent specialist verification, confirmation, control and settlement facilities for a variety of products and currencies for many of Macquarie's businesses globally. The Technology Division is responsible for the management of Macquarie's technology infrastructure, the support and development of existing business systems and the delivery and deployment of new systems, technologies and services.

## **Risk Management Group**

Risk Management Group (RMG) is an independent, centralised unit responsible for assessing, quantifying and mitigating risks across Macquarie. Supporting the growth of all businesses, approving principal transactions, new businesses and new products, RMG is pivotal to Macquarie's success.