MACQUARIE

3Q23 Trading Update

Macquarie Group Limited

7 February 2023

Image credit: Pennsylvania Department of Transportation

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Unless otherwise specified all information is at 31 December 2022.

This presentation provides further detail in relation to key elements of Macquarie's financial performance and financial position. It also provides an analysis of the funding profile of Macquarie because maintaining the structural integrity of Macquarie's balance sheet requires active management of both asset and liability portfolios. Active management of the funded balance sheet enables the Group to strengthen its liquidity and funding position.

Numbers are subject to rounding and may not fully reconcile.

MACQUARIE

Agenda

01

10:00am

Introduction

Sam Dobson

02

10:05am

3Q23 Trading update

Shemara Wikramanayake

03

10:20am

Q&A

MACQUARIE

01

Introduction

Sam Dobson

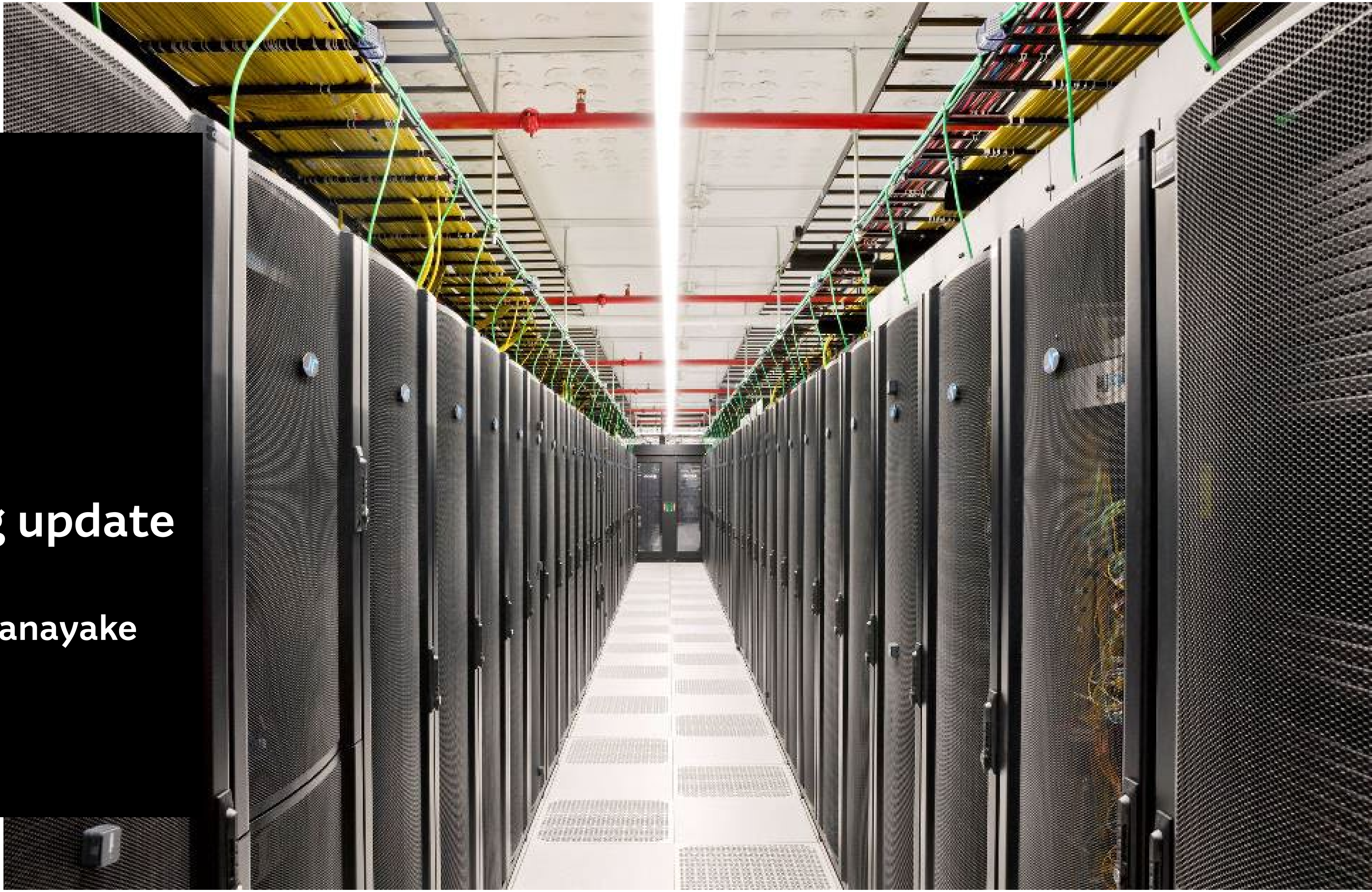
Head of Investor Relations

MACQUARIE

02

3Q23 Trading update

Shemara Wikramanayake
Managing Director and
Chief Executive Officer



About Macquarie

~50% Annuity-style activities | Net Profit Contribution

~50% Markets-facing activities | Net Profit Contribution

BFS
Banking and Financial Services

- Macquarie's retail banking and financial services business with total BFS deposits[1] of $A125.7b[2], loan portfolio[3] of $A125.0b[2] and funds on platform of $A117.0b[2]
- Provides a diverse range of personal banking, wealth management, and business banking products and services to retail clients, advisers, brokers and business clients

MAM
Macquarie Asset Management

Global specialist asset manager:

- $A797.8b[2] of assets under management building sustainable value for clients and communities, with the aim of investing to deliver positive impact for everyone
- Provides investment solutions to clients across a range of capabilities, including infrastructure, green investments, agriculture and natural assets, real estate, private credit, asset finance, equities, fixed income and multi-asset solutions

CGM
Commodities and Global Markets

Global business offering capital and financing, risk management, market access, physical execution and logistics solutions to its diverse client base across Commodities, Financial Markets and Asset Finance

- Capital and financing: provides clients with financing and asset management solutions across the capital structure
- Risk Management: helping clients manage exposure to price changes in commodities, currencies, credit and equity markets
- Market access: helping clients access assets and prices via liquidity and electronic markets globally
- Physical execution & logistics: supporting clients with access to physical commodities and facilitating their transport from production to consumption

CGM's deep expertise and physical presence allow us to optimise how we manage both our clients' risk exposures and trading opportunities we see which are conducted within Macquarie's strong internal risk management framework

MacCap
Macquarie Capital

Global capability in:

- Advisory and capital raising services, investing alongside partners and clients across the capital structure, providing clients with specialist expertise, advice and flexible capital solutions across a range of sectors
- Development and investment in infrastructure and energy projects and companies, with a focus on transport, digital and social infrastructure
- Equities brokerage, providing clients with access to equity research, sales, execution capabilities and corporate access

1H23 Net Profit Contribution

BFS	MAM	CGM	CGM	MacCap
~13%	~31%	~6%	~37%	~13%

Risk Management Group

An independent and centralised function responsible for objective review and challenge, oversight, monitoring and reporting in relation to Macquarie's material risks.

Legal and Governance Group

Provides a full range of legal and corporate governance services, including strategic legal and governance advice and risk assessment.

Financial Management Group

Provides financial, tax, treasury, corporate affairs and advisory services to all areas of Macquarie.

Corporate Operations Group

Provides specialist support services through technology, operations, human resources, workplace, strategy, operational risk management, data and transformation, resilience and global security, and also includes the Macquarie Group Foundation.

Note: Where referenced in this document, net profit contribution is management accounting profit before unallocated corporate costs, profit share and income tax. All numbers in this presentation have been reclassified to reflect the transfer of the Green Investment Group from Macquarie Capital to Macquarie Asset Management effective 1 Apr 22. 1. BFS deposits include home loan offset accounts and exclude corporate/wholesale deposits. 2. As at 31 Dec 22. 3. The loan portfolio comprises home loans, loans to businesses, car loans and credit cards.

3Q23
Overview

- Varied conditions for our diverse businesses in the December 2022 quarter (3Q23) with FY23 YTD NPAT slightly up on FY22 YTD which included a record quarterly result in 3Q22
- Macquarie's annuity-style businesses' (MAM and BFS) combined 3Q23 net profit contribution substantially down on the prior corresponding period (pcp) (3Q22) mainly due to larger green energy sector asset realisations in MAM in the pcp. This was partially offset by continued growth in BFS
  - FY23 year to date (YTD) net profit contribution significantly down on FY22 YTD primarily due to larger green energy sector asset realisations in MAM in the pcp. This was partially offset by continued growth in BFS
- Macquarie's markets-facing businesses' (CGM and Macquarie Capital) combined 3Q23 net profit contribution was substantially up on pcp primarily due to the CGM result for 3Q23 which was substantially up on 1H23 driven by commodities including gas and power contributions across all regions partially offset by a lower level of realisations and lower fee and commission income in Macquarie Capital
  - FY23 YTD net profit contribution substantially up on FY22 YTD mainly due to exceptionally strong results in commodities including gas and power contributions across all regions in CGM partially offset by a lower level of realisations and lower fee and commission income in Macquarie Capital

3Q23 Overview

Annuity-style businesses

Macquarie Asset Management

~31%

1H23 contribution[1]

- AUM[2] of $A797.8b at Dec 22, broadly in line with Sep 22
- Private Markets: $A284.3b in AUM[2], up 3% on Sep 22, driven by fund investments and increased asset valuations
- Private Markets: $A193.1b in EUM, $A7.4b in new equity raised; $A5.3b of equity invested; $A0.5b equity divested in 3Q23; $A31.6b of equity to deploy at Dec 22
- Public Investments: $A513.5b in AUM[3], down 1% on Sep 22, driven by foreign exchange movements and net flows, partially offset by positive market movements
- Public Investments: Strong fund performance, with 78% of assets under management outperforming their respective 3-year benchmarks[3]
- Macquarie AirFinance has entered into an agreement for acquisition of an aircraft portfolio from ALAFCO Aviation Lease and Finance Company K.S.C.P for $US2.2b
- Reached final close of fundraising for Series 2 of Macquarie Super Core Infrastructure Fund, with €12.6b committed to and alongside the fund since inception

Banking and Financial Services

~13%

1H23 contribution[1]

- Total BFS deposits[4] of $A125.7b at Dec 22, up 8% on Sep 22
- Home loan portfolio of $A105.4b at Dec 22, up 4% on Sep 22
- Funds on platform[5] of $A117.0b at Dec 22, up 5% on Sep 22
- Business banking loan portfolio of $A12.5b at Dec 22, up 2% on Sep 22
- Car loans portfolio of $A6.6b at Dec 22, down 10% on Sep 22

1. Based on 1H23 net profit contribution from operating groups as reported on 28 Oct 22. Net profit contribution is management accounting profit before unallocated corporate costs, profit share and income tax. 2. As at 31 Dec 22. Private Markets Assets under Management (AUM) is calculated as the proportional ownership interest in the underlying assets of funds and mandated assets that Macquarie actively manages or advises for the purpose of wealth creation, adjusted to exclude cross-holdings in funds and reflect Macquarie's proportional ownership interest of the fund manager. Private Markets AUM excludes uninvested equity. 3. As at 31 Dec 22. 4. BFS deposits include home loan offset accounts and exclude corporate/wholesale deposits. 5. Funds on platform includes Macquarie Wrap and Vision.

3Q23 Overview

Markets-facing businesses

Commodities and Global Markets

~43%

1H23 contribution[1]

- Exceptionally strong results across the commodities platform, particularly in global Gas & Power and Oil products, driven by increased trading, physical execution and logistics and client risk management opportunities from unusually volatile market conditions
- Solid contribution from client risk management, market access and financing activity across the Financial Markets businesses including fixed income, foreign exchange, credit, futures and equities
- Strong performance from Asset Finance driven by TMT and Structured Lending with strong annuity revenues continuing across the platform
- No.5 physical gas marketer in North America[2]
- ~8 billion cubic feet of natural gas volume traded across North America daily[2]
- House of the Year: Derivatives[3], Oil and Products[3], Natural Gas/LNG[4], Commodity Trade Finance[5] and Emissions[5]
- Maintained ranking as No.1 Futures Broker on ASX[6]

Macquarie Capital

~13%

1H23 contribution[1]

- 84 transactions valued at $A92b completed globally[7], down on pcp
- Fee revenue significantly down on pcp however up on prior period. Investment-related income significantly down on pcp and prior period, with significant realisations in the comparative periods – notable deals:
  - Churchill Downs Incorporated on its $US2.75b acquisition of Peninsula Pacific Entertainment LLC
  - Financial adviser to ECI Partners and other shareholders on their sale of the Clear Group to Goldman Sachs Asset Management
  - APA Group on its acquisition of Basslink, the electricity interconnector between Victoria and Tasmania
- Principal Finance credit portfolio of over $A16b[8], with more than $A1b deployed in 3Q23 through focused investment in credit markets and bespoke financing solutions including:
  - GO Partner's acquisition of an 858-unit multifamily portfolio across two luxury high-rise complexes in Manhattan
  - Silver Lake's acquisition of Facile.it, a leading price comparison and insurance brokerage platform in Italy
- Lead developer, equity sponsor and exclusive financial adviser to sponsors for "Package One" of the Pennsylvanian Major Bridge P3 Program (to repair six bridges), a $US2.1b P3 transaction
- Outstanding Financial Adviser[9] - for Macquarie Capital's track record in the infrastructure sector
- Equities Research ranked 1st in Institutional Investor's 2022 Asia-Pacific (ex-Japan) Regional/Local Broker Rankings[10]

1. Based on 1H23 net profit contribution from operating groups as reported on 28 Oct 22. Net profit contribution is management accounting profit before unallocated corporate costs, profit share and income tax. 2. Platts Q2 – Jun 22. 3. Energy Risk Awards 2022 and Energy Risk Asia Awards 2022. 4. Energy Risk Awards 2022. 5. Energy Risk Asia Awards 2022. 6. Based on overall market share on ASX24 Futures volumes as at 31 Dec 22. 7. Dealogic & IJ Global for Macquarie Group completed M&A, investments, ECM & DCM transactions converted as at the relevant report date. Deal values reflect the full transaction value and not an attributed value. Comparatives are presented as previously reported. 8. Principal Finance committed portfolio as at Dec 22. 9. Inspiratia Awards 2022. 10. Ranked Top 3 in all 11 countries with 4 winning positions at firm level supported by 37 ranked analysts, up from 24 last year.

Macquarie's global footprint

Total staff[1]
19,908

52%
International staff

Americas

Staff
3,338

CANADA
Calgary
Montreal
Toronto
Vancouver

LATIN AMERICA
Las Condes
Mexico City
Santiago
Sao Paulo

USA
Boise
Boston
Chicago
Dallas
Houston
Jacksonville
Los Angeles
Minneapolis
Mission
Nashville
New York
Orlando
Overland Park
Philadelphia
San Diego
San Francisco
San Jose
Seattle
Walnut Creek

EMEA

Staff
2,783

EUROPE
Amsterdam
Braintree
Brussels
Coventry
Dublin
Edinburgh
Frankfurt
Geneva
Limerick
London
Luxembourg
Madrid
Munich
Paris
Reading
Solihull
Vienna
Watford
Zurich

MIDDLE EAST
Dubai

SOUTH AFRICA
Johannesburg

Asia

Staff
4,172

ASIA
Bangkok
Beijing
Gurugram
Hong Kong
Hsin-Chu
Jakarta
Kuala Lumpur
Manila
Mumbai
Seoul
Shanghai
Singapore
Taipei
Tokyo

Australia[2]

Staff
9,615

AUSTRALIA
Adelaide
Brisbane
Canberra
Gold Coast
Manly
Melbourne
Newcastle
Perth
Sydney

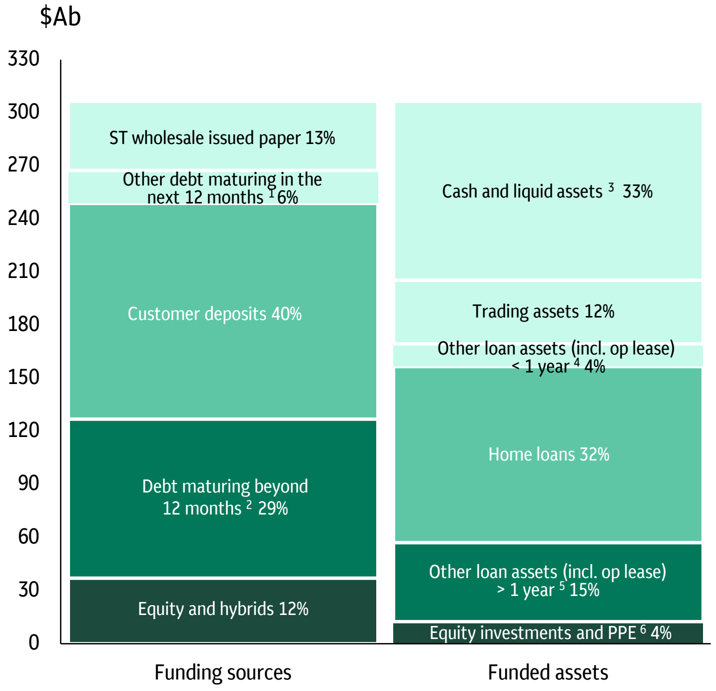
NEW ZEALAND
Auckland
Wellington

1. As at 31 Dec 22. Where referenced in this document headcount numbers include staff employed in certain operationally segregated subsidiaries. 2. Includes New Zealand.

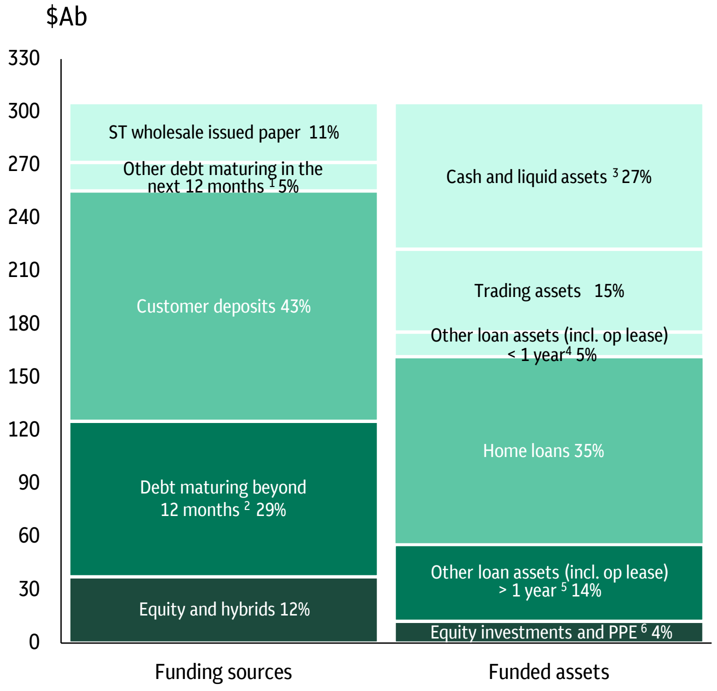
Funded balance sheet remains strong

Term liabilities exceed term assets

30 Sep 22



31 Dec 22



Total customer deposits[7]

$A130.2b

↑ 7%
FROM SEP 22

Term funding raised[8]

$A5.5b

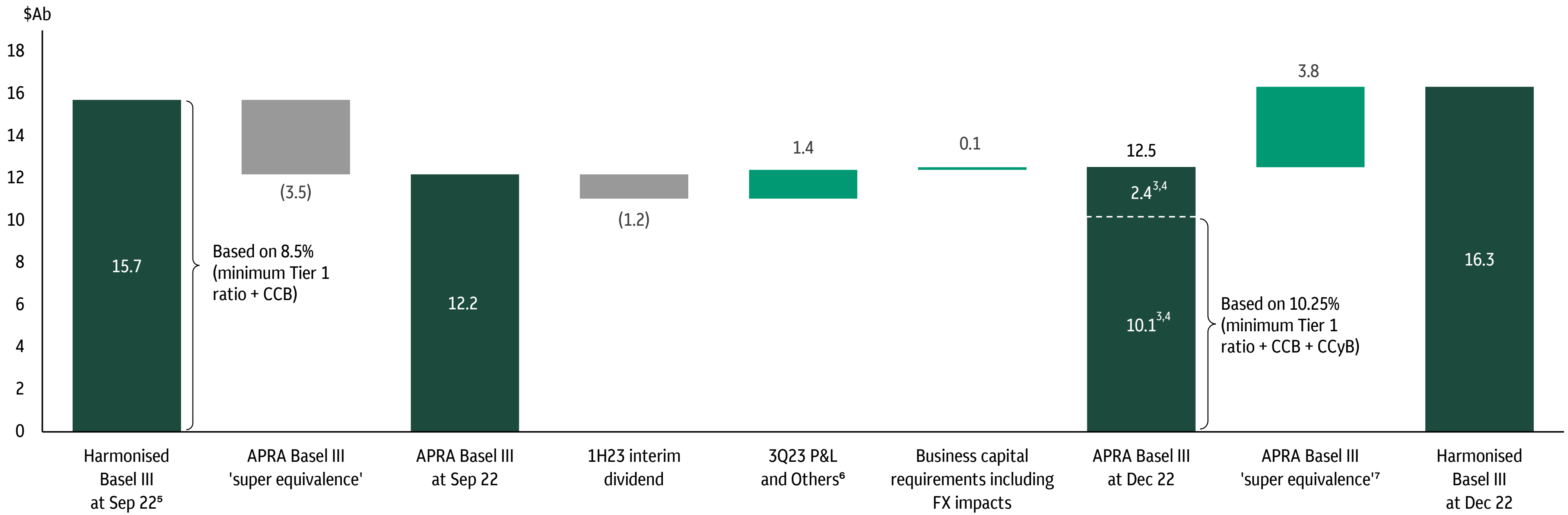
Since
SEP 22

These charts represent Macquarie's funded balance sheets at the respective dates noted above. The funded balance sheet is a simple representation of Macquarie's funding requirements once accounting related gross-ups and self-funded assets have been netted down from the statement of financial position. The funded balance sheet is not a liquidity risk management tool, as it does not consider the granular liquidity profiling of all on and off-balance sheet components considered in both Macquarie's internal liquidity framework and the regulatory liquidity metrics. 1. Other debt maturing in the next 12 months includes Secured funding (including RBA TFF), Bonds, Other loans and Net trade creditors. 2. Debt maturing beyond 12 months includes Subordinated debt, Structured notes, Secured funding (including RBA TFF), Bonds, Syndicated loan facilities and Other loans not maturing within next 12 months. 3. As at Sep 22, Cash and liquid assets included self-securitisation of repo eligible Australian assets originated by Macquarie and held as contingent collateral for RBA facilities (such as the CLF). These assets are not included as at Dec 22 since MBL's CLF has reduced to zero, consistent with the industry-wide phase out of the CLF. 4. Other loan assets (incl. op lease) < 1 year includes Net trade debtors. 5. Other loan assets (incl. op lease) > 1 year includes Debt investments. 6. Equity investments and PPE includes Macquarie's co-investments in Macquarie-managed funds and other equity investments. 7. Total customer deposits as per the funded balance sheet ($A130.2b) differs from total deposits as per the statutory balance sheet ($A130.4b). The funded balance sheet reclassifies certain balances to other funded balance sheet categories. 8. Issuances cover a range of tenors, currencies and product types and are AUD equivalent based on FX rates at the time of issuance. Includes refinancing of loan facilities.

Basel III capital position

- Strong capital position to support business activity and invest in new opportunities where expected risk adjusted returns are attractive
- APRA Basel III Group capital at Dec 22 of $A37.4b; Group capital surplus of $A12.5b[1,2]
- APRA's UQS[3] reforms effective from 1 Jan 23 are estimated to reduce Group's surplus by $A2.4b to $A10.1b[4]. MGL's capital surplus has included a provision for these regulatory changes for some time
- APRA Basel III Level 2 CET1 ratio: 13.3%; Harmonised Basel III Level 2 CET1 ratio: 16.9%

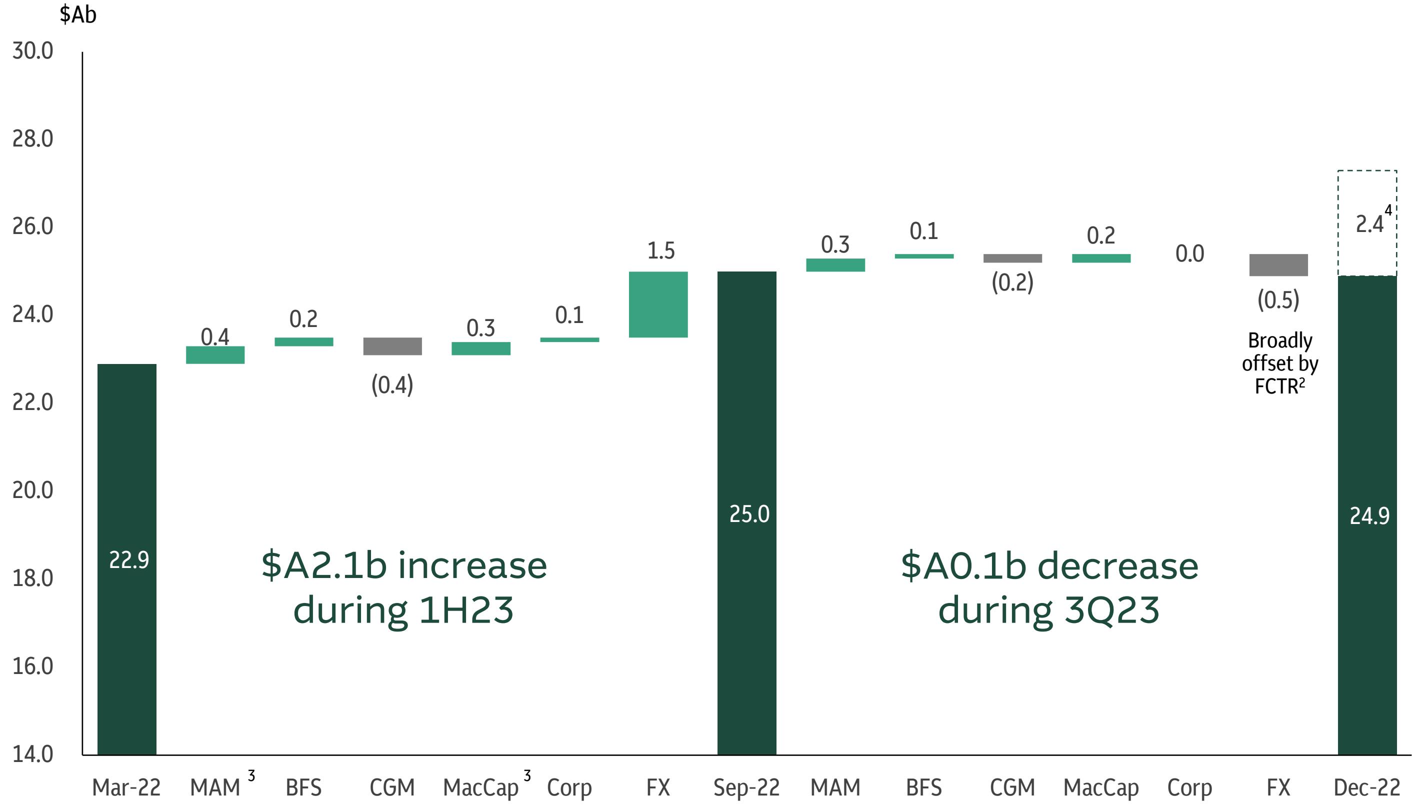
Group regulatory surplus: Basel III (Dec 22)



1. The capital surplus shown is above regulatory minimums including the capital conservation buffer (CCB), per APRA ADI Prudential Standard 110, calculated at 8.5% RWA on a Level 2 basis for MBL. This surplus also includes provision for internal capital buffers, forthcoming regulatory changes, as well as differences between Level 2 and Level 1 capital requirements, including the $A500m Level 1 operational capital overlay imposed by APRA from 1 Apr 21. 2. Based on materiality, the 8.5% used to calculate the Group capital surplus does not include the countercyclical buffer (CCyB) of ~9bps. The individual CCyB varies by jurisdiction and the Bank Group's CCyB is calculated as a weighted average based on exposures in different jurisdictions. 3. APRA's "Unquestionably Strong" capital framework which came into effect 1 Jan 23. 4. The estimated pro forma UQS impact is as at 30 Sep 22. The reduction in surplus is largely on account of the increases to regulatory capital buffers. 5. Basel III applies only to the Bank Group and not the Non-Bank Group. 'Harmonised' Basel III estimates are calculated in accordance with the BCBS Basel III framework, noting that MBL is not regulated by the BCBS and so impacts shown are indicative only. 6. Includes movements in foreign currency translation reserve, share based payment reserve and other movements. 7. APRA Basel III 'super-equivalence' includes the impact of changes in capital requirements in areas where APRA differs from the BCBS Basel III framework, including: the treatment of mortgages $A1.5b; capitalised expenses $A0.6b; equity investments $A0.6b; investment into deconsolidated subsidiaries $A0.2b; DTAs $A0.8b; IRRBB $A0.1b.

Business capital requirements[1]

3Q23 business capital requirement growth of $A0.4b excluding FX movements



3Q23 Key drivers

MAM

- Growth in new fund co-investments and underwrites to seed core and adjacent fund strategies

BFS

- Growth in home loans and business banking, partially offset by run off in vehicles financing

CGM

- Reduction in credit risk capital driven by market movements in commodities, partially offset by increase in market risk

Macquarie Capital

- Growth in infrastructure investments

1. Regulatory capital requirements are calculated at 8.5% RWA. 2. The foreign currency translation reserve (FCTR) forms part of capital supply and broadly offsets FX movements in capital requirements. 3. 1H23 movements do not include the impact of the transfer of the Green Investment Group from MacCap to MAM on 1 Apr 22. 4. ~$A2.4b increase in business capital requirements (predominantly in CGM) is expected upon implementation of UQS reforms, largely on account of the increases to regulatory capital buffers.

Capital management update

Dividend Reinvestment Plan (DRP)

- On 13 Dec 22, the DRP in respect of the 1H23 dividend was satisfied through the allocation of ordinary shares at a price of $178.80[1] per share. The shares allocated under the DRP were acquired on-market.

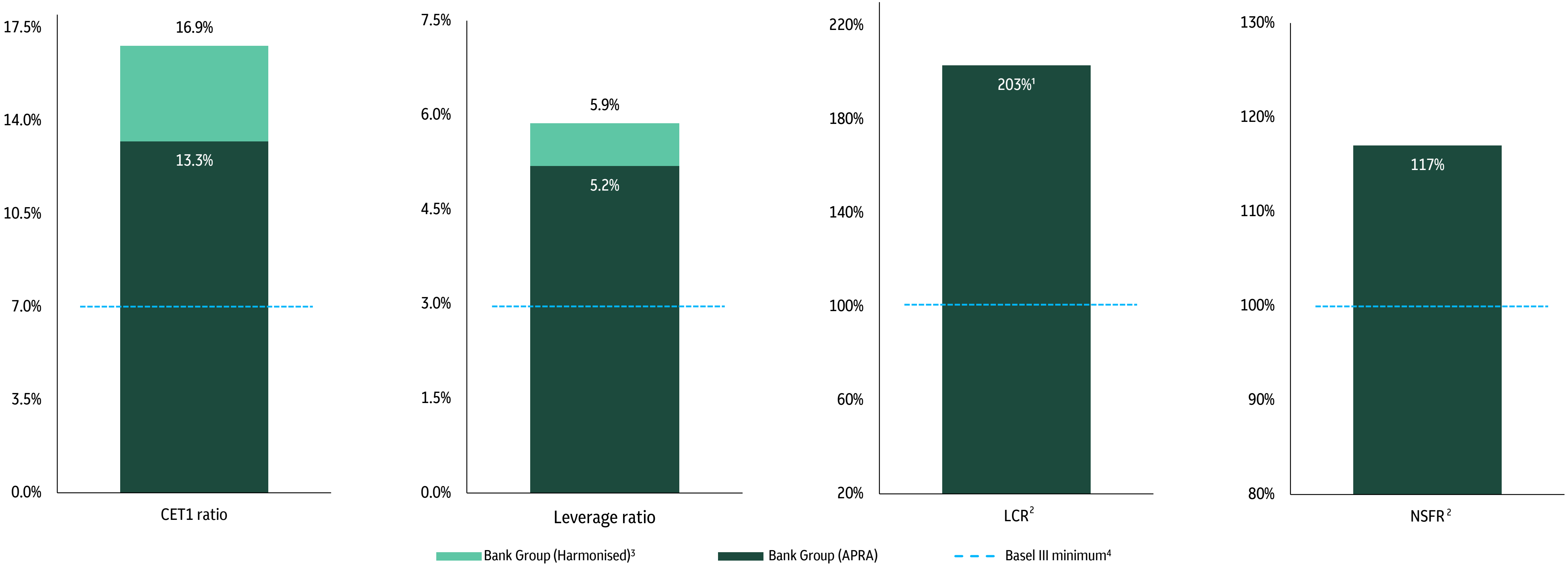
Tier 2 Capital - Loss-Absorbing Capacity (LAC)

- Following quarter end, on 18 Jan 23, MBL issued $US1.0b of Tier 2 capital as part of its program to meet APRA Loss-Absorbing Capacity requirements.

1. The DRP price was determined in accordance with the DRP Rules, being the arithmetic average of the daily volume-weighted average price of all Macquarie Group shares sold through a Normal Trade on the ASX automated trading system over the five trading days from 14 Nov 22 to 18 Nov 22.

Strong regulatory ratios

Bank Group Level 2 Ratios (Dec 22)



1. Average LCR for Dec 22 quarter is based on an average of daily observations and excludes CLF allocation (208% including CLF allocation). MBL's CLF reduced to zero as at Dec 22, consistent with the industry-wide phase out of the CLF. 2. APRA imposed a 15% add-on to the Net Cash Outflow component of the LCR calculation, and a 1% decrease to the Available Stable Funding component of the NSFR calculation, effective from 1 Apr 21. The LCR Net Cash Outflow add-on increased to 25% from 1 May 22. 3. 'Harmonised' Basel III estimates are calculated in accordance with the BCBS Basel III framework, noting that MBL is not regulated by the BCBS and so impacts shown are indicative only. 4. Includes the capital conservation buffer in the minimum CET1 ratio requirement. APRA released the final 'Prudential Standard APS 110 Capital Adequacy' on 29 Nov 21 which has a minimum requirement for the leverage ratio of 3.5% effective 1 Jan 23.

Regulatory update

Australia

APRA has finalised or is in the process of implementing changes to a number of prudential standards[1]. Macquarie notes the following key updates:

- APRA's new bank capital framework, designed to embed "Unquestionably Strong" levels of capital, came into effect as of 1 Jan 23[2]. The estimated pro forma impact on MGL's capital surplus above regulatory minimums as at 30 Sep 22 is a reduction of ~$A2.4b[3], largely on account of the increases to regulatory capital buffers. MGL's capital surplus has included a provision for these regulatory changes for some time.
- On 24 Oct 22, APRA advised it will undertake a review of the prudential framework for groups[4] including those that have a NOHC[5] in their structure, such as Macquarie Group. The review will commence with a Discussion Paper in the first half of 2023 to seek industry feedback on five key topics related to groups: financial resilience, governance, risk management, resolution and competition issues. APRA expects to consult on any revisions to the relevant standards over 2023-2024, with any changes effective from 2025.
- On 28 Nov 22, APRA released for consultation additional proposed revisions to APS 117 - Capital Adequacy: Interest Rate Risk in the Banking Book (IRRBB), to be finalised mid-2023 and implemented 1 Jan 25[6]. The revisions aim to simplify the IRRBB framework, reduce volatility in the IRRBB capital charge and creating better incentives for managing IRRBB risk.
- On 1 Dec 22, APRA finalised Prudential Standard CPS 190 Recovery and Exit Planning, with a 1 Jan 24 implementation date, other than for superannuation (Jan 2025)[7]. The new requirements aim to ensure that APRA-regulated entities are better prepared to manage periods of severe financial stress. APRA is also planning to finalise Prudential Standard CPS 900 Resolution Planning (CPS 900) in the first half of 2023[8]. CPS 900 is also expected to come into effect from the beginning of 2024.
- APRA released the final versions of the transitional and new Prudential Standard APS 330 Public Disclosure (APS 330)[9]. The updates to APS 330 are to align Pillar 3 disclosures with international standards for public disclosure as set by the Basel Committee and with APRAs new Unquestionably Strong Framework for Capital. The transitional standard came into effect on 1 Jan 2023 with the new APS 330 coming into effect on 1 Jan 2025.
- Macquarie has been working with APRA to strengthen the voice of MBL within the Group, and making good progress on a comprehensive remediation plan, including detailed programs of work across governance, remuneration, risk culture, regulatory reporting, prudential risk management, and a simplified group structure. The changes proposed under the plan, on which we will continue to deliver through 2023 and beyond, will have a positive impact on MBL through improved systems, frameworks, processes, and further strengthen its risk culture.

Germany

- The ongoing, industry-wide investigation in Germany relating to dividend trading has progressed in recent months. As previously noted, in total, the German authorities have designated as suspects approximately 100 current and former Macquarie staff, most of whom are no longer at Macquarie and there are a number of civil claims against Macquarie. Macquarie continues to respond to requests for information about its historical activities, and has provided for German dividend trading matters.

1. These changes include APS 110, APS 112, APS 113, APS 115, APS 116, APS 117, APS 180, APS 210. 2. 'APRA finalises new bank capital framework designed to strengthen financial system resilience'; 29 Nov 21. 3. This estimate includes the impact of finalised standards for APS 110, 112, 113 and 115. Assumes a default level Australian CCyB of 1.0%, which combined with the increase in the CCB of 1.25% gives rise to an increase in the regulatory minimum of 1.75% based on Macquarie's business and geographic mix as at 30 Sep 22. 4. 'APRA releases letter on a review of the prudential framework for groups'; 24 Oct 22. 5. Non-Operating Holding Company. 6. 'Revisions to the capital framework for authorised deposit-taking institutions'; 28 Nov 22. 7. 'APRA releases final prudential standard on recovery and exit planning'; 1 Dec 22. 8. 'APRA moves to strengthen crisis preparedness in banking, insurance and superannuation'; 2 Dec 21. 9. 'APRA releases final prudential standard on public disclosure requirements for authorised deposit-taking institutions'; 9 Dec 22.

Short-term outlook

Factors impacting short-term outlook

Annuity-style businesses	Markets-facing businesses

Non-Banking Group

Macquarie Asset Management (MAM)

- Base fees expected to be broadly in line with raising and deployment in Private Markets and the impact of recent Public Investments acquisitions, substantially offset by unfavourable market movements
- Net Other Operating Income[1] expected to be significantly down due to non repeat of MIC gains partially offset by higher performance fees
- Green Investment Group expected to be significantly down due to strong FY22 performance. Material gains on realisations in 1H23 not expected to recur in 2H23

Macquarie Capital (MacCap)

Subject to market conditions:

- Transaction activity is expected to be substantially down on a record FY22, with market conditions weakening in FY23
- Investment-related income expected to be broadly in line with FY22 with increased revenue from growth in the Principal Finance credit portfolio, offset by lower revenue from asset realisations. No material realisations are expected in 4Q23
- Continued balance sheet deployment in both debt and equity investments

Banking Group

Banking and Financial Services (BFS)

- Growth in loan portfolio, deposits and platform volumes
- Market dynamics to continue to drive margins
- Ongoing monitoring of provisioning
- Higher expenses to support volume growth, technology investment and regulatory requirements

Commodities and Global Markets[2] (CGM)

Subject to market conditions, which make forecasting difficult:

- Commodities income, which has benefitted from strong trading conditions in FY23 YTD, is expected to be substantially up on FY22, including the impact of timing of income recognition on gas and power transport and storage contracts
- Increased contribution from the Financial Markets platform across client and trading activity
- Continued contribution from Asset Finance across sectors (excluding FY22 gain on disposal of certain assets)

Corporate

- Compensation ratio expected to be within the range of historical levels
- The FY23 effective tax rate is expected to be within the range of recent historical outcomes

1. Net Other Operating Income includes all operating income excluding base fees as well as income related to GIG. 2. Certain assets of the Credit Markets business and certain activities of the Commodity Markets and Finance business, and some other less financially significant activities are undertaken from within the Non-Banking Group.

Short-term outlook

The range of factors that may influence our short-term outlook include:

- Market conditions including: global economic conditions, inflation and interest rates, significant volatility events, and the impact of geopolitical events
- Completion of period-end reviews and the completion rate of transactions
- The geographic composition of income and the impact of foreign exchange
- Potential tax or regulatory changes and tax uncertainties

We continue to maintain a cautious stance, with a conservative approach to capital, funding and liquidity that positions us well to respond to the current environment

Medium-term outlook

Macquarie remains well-positioned to deliver superior performance in the medium term

Deep expertise in major markets

Build on our strength in business and geographic diversity and continue to adapt our portfolio mix to changing market conditions

- Annuity-style income is primarily provided by two Operating Groups' businesses which are delivering superior returns following years of investment and acquisitions
  - Macquarie Asset Management and Banking and Financial Services
- Two markets-facing businesses well positioned to benefit from improvements in market conditions with strong platforms and franchise positions
  - Commodities and Global Markets and Macquarie Capital

Ongoing program to identify cost saving initiatives and efficiency

Ongoing technology spend across the group

Strong and conservative balance sheet

- Well-matched funding profile with short-term wholesale funding covered by short-term assets and cash and liquid assets
- Surplus funding and capital available to support growth

Proven risk management framework and culture

Medium-term outlook

Annuity-style businesses	Markets-facing businesses

Non-Banking Group

Macquarie Asset Management (MAM)

- Global specialist asset manager, well-positioned to respond to current market conditions and grow assets under management through its diversified product offering, track record and experienced investment teams
- Commitment to investing and managing its portfolio in line with global net zero emissions by 2040; integration of Green Investment Group to provide strong momentum as the transition to net zero accelerates

Macquarie Capital (MacCap)

- Continues to support clients globally across themes including tech-enabled innovation, energy transition and sustainability
- Opportunities for balance sheet investment alongside clients and infrastructure project development
- Continues to tailor the business offering to current opportunities and market conditions including providing flexible capital solutions across sectors and regions
- Positioned to respond to changes in market conditions

Banking Group

Banking and Financial Services (BFS)

- Growth opportunities through intermediary and direct retail client distribution, platforms and client service
- Opportunities to increase financial services engagement with existing business banking clients and extend into adjacent segments
- Modernising technology to improve client experience and support growth

Commodities and Global Markets[1] (CGM)

- Opportunities to grow the commodities business, both organically and through acquisition
- Development of institutional and corporate coverage for specialised credit, rates and foreign exchange products
- Tailored financing solutions globally across a variety of industries and asset classes
- Continued investment in the asset finance portfolio
- Supporting the client franchise as markets evolve, particularly as it relates to the energy transition
- Growing the client base across all regions

1. Certain assets of the Credit Markets business and certain activities of the Commodity Markets and Finance business and some other less financially significant activities are undertaken from within the Non-Banking Group.

Approximate business Basel III Capital and ROE

30 Sep 22

Operating Group	APRA Basel III Capital @ 8.5% ($Ab)	Approx. 1H23 Return on Ordinary Equity[1]	Approx. 16-year Average Return on Ordinary Equity[2]
Annuity-style businesses	**10.9**		
Macquarie Asset Management	5.7	22%	22%
Banking and Financial Services	5.2		
Markets-facing businesses	**12.3**		
Commodities and Global Markets	8.2	20%	16%
Macquarie Capital	4.1		
Corporate	**1.8**		
Total regulatory capital requirement @ 8.5%	25.0		
Group surplus	12.2		
Total APRA Basel III capital supply	**37.2[3]**	**15.6%**	**14%**

1. NPAT used in the calculation of approximate 1H23 ROE is based on Operating Groups' annualised net profit contribution adjusted for indicative allocations of profit share, tax and other corporate items. Accounting equity is attributed to businesses based on quarterly average allocated ordinary equity. 2. 16-year average covers FY07 to FY22, inclusive, and has not been adjusted for the impact of business restructures or changes in internal P&L and capital attribution. 3. Comprising of $A31.4b of ordinary equity and $A5.8b of hybrids.

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03

Q&A

04

Glossary

Glossary

$A / AUD	Australian Dollar
$US / USD	United States Dollar
£ / GBP	Pound Sterling
€	Euro
1H23	Half Year ended 30 September 2022
3Q23	Three months ended 31 December 2022
ADI	Authorised Deposit-Taking Institution
APRA	Australian Prudential Regulation Authority
AUM	Assets under Management
BCBS	Basel Committee on Banking Supervision
BFS	Banking and Financial Services
CCB	Capital Conservation Buffer
CET1	Common Equity Tier 1
CGM	Commodities and Global Markets
CLF	Committed Liquid Facility
CMA	Cash Management Account
DCM	Debt Capital Markets
DPS	Dividends Per Share
DRP	Dividend Reinvestment Plan
ECM	Equity Capital Markets
EMEA	Europe, the Middle East and Africa
EPS	Earnings Per Share
EUM	Equity Under Management
FCTR	Foreign currency translation reserve and net investment hedge reserve
FX	Foreign Exchange
FY23	Full Year ending 31 March 2023
GIG	Green Investment Group
HVDC	High-voltage direct current
LAC	Loss-Absorbing Capacity
LCR	Liquidity Coverage Ratio
M&A	Mergers and Acquisitions
MacCap	Macquarie Capital
MAM	Macquarie Asset Management
MBL	Macquarie Bank Limited
MGL / MQG	Macquarie Group Limited
MIC	Macquarie Infrastructure Corporation
NPAT	Net Profit After Tax
NPC	Net Profit Contribution
NSFR	Net Stable Funding Ratio
P&L	Profit and Loss
PPP/P3	Public-Private Partnerships
RBA	Reserve Bank of Australia
ROE	Return on Equity
RWA	Risk Weighted Assets
TFF	Term Funding Facility
TMT	Technology, Media and Telecoms

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3Q23 Trading Update

Macquarie Group Limited

7 February 2023