

# INSEAD

The Business School  
for the World



## INSEAD and Macquarie partner to create a new Master of Finance program

*The world's first full master's degree program from a top-tier business school tailored specifically for one global company and for investment banking professionals.*

4 September 2006: INSEAD, the international business school with campuses in Europe (France) and Asia (Singapore), and the Macquarie Group<sup>1</sup> (Macquarie), the international investment bank and financial services provider, will launch a global Master of Finance program for Macquarie's investment banking managers. This new degree will be available from early 2007 to eligible Macquarie employees around the world.

The program targets Macquarie's top young investment banking executives, who will be selected based on their abilities, performance and potential. Macquarie expects hundreds of its people to undertake the program in coming years, and has made a long-term commitment beyond 2010 to make the INSEAD Master of Finance (Investment Banking) degree a centrepiece in its professional development activities. All participants will need to comply with INSEAD's high academic standards – from entry to graduation.

"This is a truly innovative way for a leading company to develop its people and an investment in talent which, I am sure, will generate extraordinary returns for Macquarie over the years," said Frank Brown, Dean of INSEAD. "The participants will gain new skills and knowledge tailored specifically to the needs of their industry. At the same time, thanks to INSEAD's unique multicultural environment, they will develop a strong cultural awareness and a worldly perspective enabling them to operate effectively across borders. That is a very powerful combination."

"This is the first program of its kind in the world. Macquarie has always provided opportunities for our people to further develop their skills through education. We are confident this latest initiative will benefit the individuals working in our team today, and that it will also attract the best and brightest graduates from all countries to join us," said Nicholas Moore, head of Macquarie's Investment Banking Group.

"The program is designed to help people fulfil their ambition to be tomorrow's global financial leaders. The advantages of this program include providing students with an international foundation in investment banking; and students can earn as they learn. In all, combining theory, skills and practice to develop their career in this dynamic business," he said.

The new Master of Finance (Investment Banking) complements INSEAD's existing program portfolio which includes a full-time MBA program, an Executive MBA program, a PhD degree, and a broad range of executive education programs. The curriculum has been developed by INSEAD

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<sup>1</sup> Macquarie Group (Macquarie) refers to the Macquarie Group of companies which comprises Macquarie bank Limited, its subsidiaries and affiliates worldwide and the funds or companies that they manage.

with input from Macquarie's senior investment banking group management. It combines INSEAD's academic expertise with the latest developments in international investment banking. Over the coming years, INSEAD's faculty will work closely with Macquarie to regularly update the curriculum and to develop a suite of case studies specific to investment banking practice and management.

The program integrates courses on finance, accounting, leadership, management, and strategy in the context of global investment banking. Participants will spend a total of 14 weeks on campus over a four year period with multiple groups attending classes on INSEAD's Europe and Asia campuses as well as in Australia and the USA. In addition to the class room sessions, the program includes individual on-line learning and virtual teamwork activities.

Pierre Hillion, The de Picciotto Chaired Professor of Alternative Investments at INSEAD and Director of the Master of Finance commented: "INSEAD is proud to team up with Macquarie to help develop its next generation of global executives. Like Macquarie, INSEAD is a leader in its field. The school is the world's largest provider of executive education, with close to 7,000 international executives participating in its programs each year. Our world class faculty, close links to the international business community, unique participative teaching style and outstanding facilities are some of the aspects which have contributed to building our reputation as 'the business school for the world'."

Mr Moore added: "Macquarie is recognised as an innovator in Australia and in its rapidly expanding international operations. We are committed to developing our staff, wherever they are located, and we believe that INSEAD is the right global partner for delivering both a tailored and demanding program to help create Macquarie's future financial and business leaders."

### **Media Queries**

#### **INSEAD**

Asia: Adrian Wee, Media Relations, Asia Campus  
Tel: +65 6799 5388 DID: +65 6799 5280, Email: [adrian.wee@insead.edu](mailto:adrian.wee@insead.edu)

Europe: Helle Jensen, Media Relations, Europe Campus  
Tel: +33 (6) 86 07 33 75, Email: [helle.jensen@insead.edu](mailto:helle.jensen@insead.edu)

USA: Amy Airasian, Cubitt Jacobs & Prosek Communications  
Tel: +1 212 279 31 15, Email: [amy@cjpcom.com](mailto:amy@cjpcom.com)

#### **Macquarie Group**

Australia: Matthew Russell, Media Relations, Sydney  
Tel: +612 8232 4102, Email: [matthew.russell@macquarie.com](mailto:matthew.russell@macquarie.com)

North America: Kathryn Bonnefin, Media Relations, New York  
Tel: +1 212 231 1739, Email: [kathryn.bonnefin@macquarie.com](mailto:kathryn.bonnefin@macquarie.com)

Europe: Karen Smith, Media Relations, London  
Tel: +44 20 7065 2420, Email: [karen.smith@macquarie.com](mailto:karen.smith@macquarie.com)

Asia: Lotte Pang, Media Relations, Hong Kong  
Tel: +852 2823 359, Email: [lotte.pang@macquarie.com](mailto:lotte.pang@macquarie.com)

## **About INSEAD, The Business School for the World**

As one of the world's leading and largest graduate business schools, INSEAD brings together people, cultures and ideas from around the world to change lives and transform organizations. The unique global perspective and multicultural diversity of INSEAD are reflected in all aspects of its research and teaching. Currently, at the school's two comprehensive and fully connected campuses in Asia (Singapore) and Europe (France), 143 renowned faculty members from 31 countries inspire more than 880 MBA participants, 56 executive MBAs, over 7,000 executives and 74 PhD candidates. On both campuses, faculty conduct leading edge research projects with the support of 17 Centres of Excellence. The INSEAD-Wharton Alliance extends the reach of INSEAD business education and research across three continents.

More information on INSEAD can be found at [www.insead.edu](http://www.insead.edu)

## **About Macquarie**

Macquarie is a diversified international provider of financial and investment banking services, headquartered in Sydney, Australia. It was established in 1969 as a subsidiary of the UK merchant bank, Hill Samuel & Co. In 1985 a banking licence was granted in Australia and operations began under the name Macquarie Bank. In 1996 Macquarie Bank listed on the Australian Stock Exchange.

In Australia, Macquarie is a full service investment bank providing financial market trading and advisory products and services. In the Asia-Pacific region, Macquarie provides a broad range of investment banking services, whilst in the Americas, Europe, Africa and the Middle East, Macquarie focuses on selected business areas where its expertise provides particular value to clients. Macquarie organises its activities into six principal operating groups specialising in defined product or market sectors. Technical expertise, strong risk management and an enterprising approach underlie our activities in all areas.

Macquarie's strength lies in its unique structure and management approach, which provides businesses with a balance between operating freedom and controls on risk limits and observance of professional standards. Macquarie's management approach fosters an entrepreneurial spirit among staff. Strong prudential management is fundamental to this approach. The focus of central management is on risks to Macquarie rising from market and industry forces and issues of medium and long-term significance. While businesses have significant operating freedom, all activities are encompassed by a robust, independent risk management framework.

Macquarie has reported successive years of record profits and growth since 1992, and now employs over 8600 people in 24 countries. Macquarie's approach is characterised by a commitment to the chosen markets in which it operates and a clear focus on achieving outstanding results.

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