



Media Release

Macquarie top performer in subdued project finance markets

(13 January 2006 – Australia) Macquarie Bank continues to be the outstanding performer in Australasia's project finance markets and was active in more than half of all transactions over the past 12 months, according to East & Partners.

East's annual Australasian Project Finance Market Report shows that Macquarie was the leading project advisor, having participated in almost 55 percent of all executed transactions.

Macquarie was a long way ahead of nearest rival JPMorgan, which lead advised on 11.4 percent of all transactions.

The report, which is based on interviews with transaction sponsors in Australia and New Zealand, finds that Macquarie was also used as primary investment banker by more than 20 percent of all project sponsors.

UBS was ranked second principal investment bank by project finance sponsors with 18.6 percent, followed by JP Morgan with 13.6, and Citigroup with just under 12 percent.

Macquarie was rated highest for its technical competence, deal origination and structuring, industry knowledge, and the quality of its advisory and deal execution people.

The markets generally rated their primary project finance advisors and arrangers positively although in several areas slipping compared to 2004, reflecting extremely competitive 2005 market conditions.

"Much of what is written about Macquarie Bank revolves around its offshore activities but the bank is equally performing strongly in its home market, as this report highlights," East & Partners principal analyst Paul Dowling said.

East's report shows that A\$16 billion worth in deals were executed in Australia and New Zealand throughout 2005, ranging from deals worth A\$54 million to A\$4.6 billion.

The project finance markets are forecast to remain stable through 2006 by East, due chiefly to the modest appetite for debt of the major corporates.

Satisfaction Ratings with Key Service Factors – Whole of Market Lead Arrangers

	Average Satisfaction Rating Reported									
	1	2	3	4	5	6	7	8	9	10
	(Low/Poor)					(High/Good)				
	2005					2004				
Technical Competence Displayed	8.15					8.32				
Quality of People Involved										
Origination	8.30					8.19				
Execution and Delivery	8.38					8.22				
Relationship Management	6.44					6.38				
General Advisory	7.82					7.72				
Complete Solution Delivery										
Senior Debt	6.24					6.31				
Subordinated Debt Underwriting	7.67					7.56				
Equity Underwriting	5.71					5.58				
Bridge Financing	7.38					7.26				
Capital Markets	6.58					6.40				
Project Documentation	7.67					7.59				
Responsiveness	8.57					8.51				
Deal Creation	6.70					6.57				
Credit Approval Process	6.07					6.11				
Deal Execution	6.71					6.60				
Innovative Deal Structuring	7.71					7.60				
Knowledge of Your Industry	8.34					8.17				
Knowledge of the Asset Type	6.30					6.19				
Knowledge of Market Risks	6.78					6.60				
Existing/Previous Relationship	7.95					8.03				
Speed in Closing Transaction	7.90					7.80				
Preparedness to use Balance Sheet	7.85					7.93				
Separately Mandated Project Advice	7.23					7.16				
Debt Distribution Abilities of Arranger	7.94					7.76				
Post Deal Support and Interest	8.09					7.99				
Pricing Achieved	7.34					7.23				
Helpfulness of General Advice	8.50					8.40				
Strength/Reputation in the Markets	8.55					8.44				
Relevance of Other Banking Relationships	6.78					6.93				

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