

**Our vision is to deliver outstanding outcomes for our clients with a platform that attracts, liberates and challenges the very best people.**

## About us

Barrenjoey is a proudly Australian financial services firm. We're uniquely majority staff owned and locally managed with global reach through our strategic partnership with Barclays.

Entrepreneurial and partnership focused, we aim to deliver great ideas and opportunities to help clients succeed. We're also passionate about driving positive social outcomes for communities.

We officially launched on 21 September 2020 with the capital and funding support of our foundation investors, Magellan and Barclays. Today, we employ over 250 people and have teams based in Sydney, Melbourne and Perth.

## Ownership and governance structure

**90%** locally owned

**Barrenjoey Employees**  
50.01% economic interest  
90.02% voting rights

**Magellan Financial Group**  
40.00% economic interest  
4.99% voting rights

**Barclays**  
9.99% economic interest  
4.99% voting rights

- We have a genuine partnership model
- While we are a private company, we have a governance framework similar to a listed company
- Our Board is highly credentialed and diverse and combines the leadership and functional expertise of independent and internal directors
- Our Executive Committee has extensive experience across products and geographies and is responsible for our business strategy and risk management

## What we do

We aim to deliver outstanding outcomes for our clients through our advice, products and services. Across our four businesses, we support a broad range of domestic and international corporates, financial institutions, governments, investment managers and asset managers.

We've hired people from over 70 organisations to bring together the very best talent and some of the most experienced people in the Australian market.

### Corporate Finance

- Strategic Advisory
- Mergers and Acquisitions
- Equity Capital Markets
- Debt Capital Markets

### Equities

- Cash Equities, Sales Trading & Execution
- Prime Financing
- Equity Derivatives
- Corporate Access

### Research

- ASX/NZX stocks
- Macro, strategy, quantitative & ESG
- Barclays global research

### Fixed Income

- Government, Corporate, Securitisation & Derivative AUD/NZD product
- Interest Rate, Credit & Liquidity Risk Management
- Global coverage via Barclays

▶ Operating since October 2020

▶ Operating since mid 2021

▶ Operating From Q3 2021

## Who we are

Having the right culture is fundamental to us. Our values, embedded right from the start, are at the heart of everything we do. We're committed to building a gender balanced and inclusive workplace for all our employees. We value people for their ideas, drive and tenacity to collectively succeed. We don't believe in antiquated, hierarchical structures – our people are either Partner or Principal. And being newly established, we're unrestrained by legacy systems and processes allowing us to be nimble in our approach.



### PARTNERSHIP

Partnership runs deep and lives at the core of who we are. We treat people with respect and seek their unique differences and views.



### BIG PICTURE

We'll make decisions in the long-term interest of the partnership and our clients. Never for short-term gains.



### RIGHT WAY

We will always act with integrity and never forget we are representing our clients, our firm and Australia more broadly.



### JUST SOLVE IT

How we manage setbacks will define us. When things do go wrong, we won't attribute blame – we will focus on fixing the problem.



### IT'S A SPADE

We will be open, authentic and honest always. We'll tell clients what they need to hear, not what they want to hear.



### HAVE FUN

We want to have fun at work. Life is serious enough.

We make decisions that are in the long-term interest of our clients and the communities we operate in.

## Partnering with Barclays

Our strategic partnership gives us enhanced scale and reach while allowing us to maintain an Australian focus and independence.



- World's Best Bank for Markets<sup>1</sup>
- Best Investment Bank, UK<sup>2</sup>
- Best Investment Bank, Western Europe<sup>2</sup>
- Leading investment bank outside the US by investment banking revenue<sup>3</sup>
- More than 1500 stocks under Research coverage across the US and Europe.

## Summary



### ENVIRONMENT



### SOCIAL



### GOVERNANCE

- Diversity and inclusion are priorities and critical to our success; we can only create great ideas and opportunities for our clients if we have diverse minds
- Our board currently has a **25%** female representation targeting **30%+** later in 2021
- We partner with **Adara Group** to support women and children living in extreme poverty across remote parts of the world. Our staff volunteer their time on transactions with Adara Partners, Adara's 'for purpose' corporate advisory business
- Being proudly Australian we plan to support Indigenous communities through our Foundation once established
- We're working alongside our strategic partner, Barclays, to restrict business in energy sensitive sectors with the aim of accelerating the transition to a low-carbon future
- Our office in Sydney, Liberty Place, has pioneered sustainable approaches with a **6 star** 'Green Star' carbon neutral designed refurbishment
- Our innovative Software as a Service (SaaS) cloud hosted technology strategy is efficient, flexible and secure and also minimises our environmental footprint

## Our strategic partnership gives our clients access to:

- Balance sheet support and underwriting capability
- Leveraged Finance
- Cross-border advisory including access to global industry sector expertise
- ESG leadership
- Leading global equity and debt distribution network
- Global best in class research

## Milestones

### OCTOBER 2020

'Advisory' Australian Financial Services licence obtained from ASIC  
Corporate Finance business operational

### APRIL 2021

Kelly O'Dwyer appointed as Non-Executive Director

### JULY 2021

Research business operational

### SEPTEMBER 2020

Barrenjoey Capital Partners is formally launched with foundation investors Magellan and Barclays

### MARCH 2021

David Gonski appointed as Non-Executive Chair  
'Markets' Australian Financial Services licence obtained from ASIC  
Barrenjoey Markets Pty Limited admitted as an ASX, Chi-X and Austraclear Participant

### MAY 2021

Equities business operational

### Q3 2021

Fixed Income business to be operational

<sup>1</sup> Euromoney Awards for Excellence 2020

<sup>2</sup> Euromoney Awards for Excellence 2021

<sup>3</sup> Dealogic Q2 2021