

Media Release

MaxCap continues to ramp up its Capital Team with two new hires

Melbourne – 1 November 2023 – MaxCap Group, one of Australia’s leading commercial real estate investment Managers, today announced two new appointments to its Capital team. These latest appointments are part of a significant team build out since Rob Hattersley joined MaxCap as Group Head of Capital 12 months ago.

Penny Tao, CFA, has joined as Director, Private Capital with a focus on capital raising strategies across the Asian investor community including ultra high net worth, inter-generational family wealth, and distribution networks. Penny joins MaxCap from HSBC where she has had 19-year career working across Australia, China, Hong Kong and the UK in a variety of retail banking, wealth management and private banking roles. She reports to Ben Klein, Head of Private Capital and is based in Melbourne.

Rory Hain is joining on 8 November as Associate, Capital - Institutional Mandates. He will be responsible for investor servicing of MaxCap’s key institutional investor clients who are made up of some of the largest global institutions. He joins MaxCap from Westpac Commercial Bank in Brisbane, where he spent three years most recently as a relationship manager in their property division. Before this, Rory held civil engineering roles for five years with United Finance Group, Acciona and FKG Group. He will report to Domenic Demaria, Associate Director Capital - Institutional Mandates and will be based in Melbourne.

Commenting on the latest hires Rob said “We are thrilled to have Penny and Rory join our team. Their combined calibre and experience will bolster our existing team and round out our coverage of domestic based Asian clients and institutional investors.”

“It is a significant period for our industry and sector which is uniquely positioned to provide appealing risk-adjusted returns to an expanding investor audience both domestically in Australia and on the global stage.”

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About MaxCap Group:

MaxCap Group is one of Australia’s leading Commercial Real Estate investment managers and is an established investment manager for domestic and global institutions with current Funds Under Management and Advice of circa \$7 billion, having invested more than \$18 billion across more than 650 loans and investments since inception in 2007.