

MaxCap grows capital team

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COMMERCIAL real estate investment manager MaxCap is continuing to build out its team, announcing two new appointments to its capital team who will both be based in its Melbourne office.

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.

Tao 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 will report to Ben Klein, head of private capital and is based in Melbourne.

Rory Hain will be joining as associate, capital – institutional mandates. He joins MaxCap from Westpac Commercial Bank in Brisbane, where he spent three years most recently as a relationship manager in its property division. Before this, Hain 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 also be based in Melbourne.

Rob Hattersley, MaxCap group head of capital 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.”

MaxCap has made multiple new hires since Hattersley joined the company over a year ago.

