

# Craig Swanger

*Chief Investment Officer & Head of Alternative Investments*

*Bridging Institutional Investing & Wealth Distribution*

AUSTRALIAN · AVAILABLE FOR INTERNATIONAL RELOCATION · E-3 US VISA ELIGIBLE

## EXECUTIVE PROFILE

**H**ow do you take an investment strategy that works at institutional scale and make it accessible for the advisor sitting across from their client? I have spent thirty years answering that question, first inside Macquarie Bank, then as a founder and operating CIO across fintech, credit, and real assets, in fourteen countries, under multiple regulatory frameworks.

At Macquarie I built and ran a US\$10B alternatives platform generating more than US\$108M in annual revenue, raised US\$2.8B from financial advisors, and secured institutional capital from the Gates/Buffett family office (Cascade) and the world's largest pension fund (APG). I managed US\$6B in GFC-impacted client assets through to resolution with zero financial penalties and zero legal proceedings. The agricultural business I conceived and built was exited in 2025–2026 for US\$3B+.

Since leaving Macquarie I have co-founded a licensed digital advice platform, designed private credit funds for three early-stage managers, and built a biological real assets fund delivering 35%+ annual returns against a 20% target. I have served as a director across 15+ entities collectively representing US\$69B in AUM.

## CAREER HIGHLIGHTS

- Built and led a **US\$10B alternatives platform** at Macquarie across 14 countries with revenues exceeding US\$108M.
- Built agricultural funds management from a strategy paper to **US\$1.5B+ AUM** across Australia and Brazil; exited 2025–2026 for US\$3B+.
- Raised **US\$2.8B via financial advisors** and secured institutional capital from Cascade (Gates/Buffett) and Dutch pension fund APG.
- Led the Macquarie Group-wide **US\$6B GFC workout** with zero financial penalties and zero regulatory proceedings.
- Grew Macquarie Global Investments revenue **26% year-on-year** through the Global Financial Crisis.
- Drove **108% revenue growth** in year one at FIIG Securities; offshore revenue from <2% to 55% of total.
- Co-founded Australia's first fully licensed digital advice platform; ~4,500 compliant SoAs at <US\$1 each; ~US\$300M in member fee savings.
- Served as **director across 15+ entities** globally, collectively representing US\$69B AUM.

## EXECUTIVE EXPERIENCE · MACQUARIE BANK, BANKING & FINANCIAL SERVICES GROUP

### Macquarie Bank · *Banking & Financial Services Group*

1998–2013 · 15 yrs

**Executive Director · Global CIO & Chief Innovation Officer** · preceded by *Division Director (Alternatives & Agricultural Funds Management) and Country CEO, Macquarie New Zealand*

- Progressed from financial engineer to Group CIO and first-ever Chief Innovation Officer; Executive Committee member leading a 120-person team across 14 countries.
- Built and led a US\$10B AUM funds management business with revenues exceeding US\$108M across agricultural, infrastructure, structured credit, private equity / venture capital, and direct investments.
- Built and implemented the alternative investments distribution framework for retail and HNW wealth clients across 14 countries. Became the industry benchmark.
- Managed US\$6B in GFC-impacted client assets through to resolution: zero financial penalties, zero regulatory proceedings.

## POST-MACQUARIE EXPERIENCE

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### Revolver Capital · *Co-Founder & Chief Investment Officer*

2013–Present

- Platform for operating CIO and board roles inside alternative investment businesses at critical inflection points — capital formation, product launch, business model transformation, regulatory licensing. Full P&L accountability in each engagement.
- Since 2013, engagements have collectively involved more than US\$800M in capital formation, product structuring, or assets under advice across private credit, biological real assets, digital advice, impact capital, and venture capital.

### FIIG Securities · *Head of Markets & Chief Investment Officer*

2013–2017

- Delivered 108% revenue growth in year one; repositioned credit research around conviction-based investment themes.
- Increased offshore revenue from <2% to 55% of total. Served as market-facing CIO across investor, advisor, and media channels.

### Super Fierce · *Co-Founder & CIO*

2018–2024

- Co-founded Australia's first digital personal advice platform fully licensed by Australia's most demanding regulator.
- Reduced advisor discovery time from three hours to five minutes through workflow and platform redesign.

### Income Asset Management · *ASX: IAM · Non-Executive Director & CIO*

2019–2025

- Led a business-model transformation from a cash-focused business to a credit and capital markets platform generating 95% of revenue from those segments within three years.
- Served concurrently as CIO, leading investor presentations, market commentary, and revenue-focused content strategy.

## SELECTED BOARD & ADVISORY ROLES

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- MAD Ventures · CIO & General Partner (2022–Present). Impact fund investing in food, energy, health, water, and waste.
- Stoic VC · General Partner (2023–Present). Life sciences and deep tech venture fund; Investment Committee leadership.
- Wisr · ASX: WZR · Non-Executive Director & Responsible Manager (2015–2025).
- Longreach Alternatives · Product design lead, inaugural private credit fund, cash + 8.9% pa (2018–Present).

## EDUCATION & CREDENTIALS

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**Harvard Business School**, Strategic Change & Innovation. **University of Adelaide**, Honours in Commerce (Portfolio Theory). **University of Queensland**, Bachelor of Commerce (Investments). Graduate Diploma in Applied Finance & Investment (Finsia). Regulatory Responsible Manager across 15+ licensed AFSL entities.

## SPEAKING & THOUGHT LEADERSHIP

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Published author and frequent keynote speaker on alternative investments, wealth distribution, and financial innovation. 15–20 keynotes annually to investor, media, and advisor audiences across Australia, Asia, and the US, including institutional forums. Weekly investment commentary to thousands of subscribers during CIO tenures at Macquarie, FIIG, and IAM. LinkedIn series on institutional capital flows and the future of wealth advice.

## TESTIMONIALS

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“ I hired Craig as a young financial engineer, watching him grow into one of the most versatile senior executives in our group. When we needed someone to run New Zealand, I sent Craig. When we needed a Chief Investment Officer and our first Chief Innovation Officer, Craig was the obvious choice. He built our agricultural investment platform from nothing and raised capital from some of the world's most sophisticated investors, including global pension funds and the Gates/Buffett family office.

**Peter Maher** · Former Head of BFS, Macquarie Group

“ Craig is one of the smartest structured investment product developers I know. He built a long list of products that won their flow because they were designed for the investor first. He has carried that same standard since, most visibly through Super Fierce and board roles at Wisr, Income Asset Management and others. Our investment structure is more honest and the pathway to capital is clearer, because he is part of it.

**Mark Falzon** · Co-Founder & Director, MAD VC