

ANNUAL REPORT 2015

The Institute of Finance Professionals New Zealand Inc (INFINZ) is the leading professional body for those operating in New Zealand's financial and capital markets.

→ REAL MOMENTUM AND MANY SIGNIFICANT ACHIEVEMENTS

Chairman and Executive Director's Report

85%

Positive satisfaction level amongst membership, per survey November 2014

RATING VERY GOOD OR EXCELLENT:

2012: 44% (actual)
 2013: 47% (actual)
 2014: 58% (actual)
 2015: 63% (target)

989

members as at 30 July 2015

30%

MEMBERSHIP UNDER 35,
UP FROM 9%
 ON 2 APRIL 2014

35%

growth in membership overall

6X

increase in under-30s membership

2X

increase in female membership

OVER THE 16 MONTHS TO 30 JULY 2015

317

attended the 2014 Conference

 up **36%** on 2013

2014/15 INFINZ-BRANDED BREAKFASTS/SEMINARS

20 EVENTS/1240 REGISTRANTS

2015/16 TARGET: an additional four events in Wellington (to nine) and three in the South Island.

ADVOCACY



Role in FMCA acknowledged by being asked by MBIE to represent the capital markets industry at the 1 December official launch. At the INFINZ 2014 Conference, FMA CEO notes INFINZ one of most influential industry organisations.

2015/16 FOCUS

Facilitate industry feedback on FAA review. Assist industry in transition to new regulations under FMCA. Address adverse impact of the approved issuer levy on debt capital markets.



INFINZ CONFERENCE

WEDNESDAY 14 OCTOBER 2015

ANZ Viaduct Events Centre – Auckland

- **Hon Steven Joyce, Minister**
Encouraging FDI into New Zealand and opportunities for New Zealand business in India and China

- **Graeme Wheeler, Reserve Bank of New Zealand**
Monetary policy and economic conditions

- **Susie Bell, Barratt Homes (UK)**
Best practice in investor relations as viewed by a FTSE 100 corporate

- **Peter Chun, Colonial First State, Australia**
Global trends in fund management product development and implications for the New Zealand marketplace

- **Michael Daniell, Fisher & Paykel Healthcare**
Leadership and taking advantage of growth in the global healthcare market

- **Jason Juma-Ross, Facebook Australia**
Disruption and digital intelligence

- **Liam Mason, FMA**
Culture and conduct

- **Simon Peisley, Bloomberg**
Milk sector, China and the impact to New Zealand and NZ Dollar going forward

- **Rebecca Sellers, EY Law**
Mis-selling in the UK and Australia – key lessons to be learnt for boards and senior management

- **Ian Waddell, Bloomberg LP**
Milk sector, China and the impact to New Zealand and NZ Dollar going forward

Early-bird pricing available till Friday 12 September.
Special pricing applies to the buy side,
academics, regulators and INFINZ Young
Finance Professionals.



RAISING STANDARDS AND INCREASING EDUCATIONAL OPPORTUNITIES

Delivering the keynote address at the 2015 INFINZ Industry Awards to 800 assembled guests, the Deputy Prime Minister and Finance Minister Hon Bill English (above) said it was important that over the next few years the way the finance industry efficiently allocates capital is acknowledged and seen as critical to the growth of the economy.

One of the objectives of the INFINZ Industry Awards is to communicate learnings and best practice in order to raise standards in the industry. A confirmed speaker for the 2015 INFINZ Conference is Michael Daniell, CEO of Fisher & Paykel Healthcare, who was winner of the 2015 Leadership Award. FPH was also winner of the Market Leaders Best Corporate Communicator Award.

“INFINZ BELIEVES THAT THE GOVERNMENT AND MARKET SHOULD SET AN EXPLICIT GOAL THAT NEW ZEALAND DEVELOPS THE STRONGEST REGIONAL CAPITAL MARKET IN ITS LEGAL, TAX AND INSTITUTIONAL SETTINGS.”

ROSS PENNINGTON
Chair, INFINZ Advocacy Committee

PROMOTING YOUTH AND GREATER DIVERSITY



↑ BARBARA CHAPMAN, CEO OF ASB, ADDRESSING YFPS

DEVELOPING THE FUTURE LEADERSHIP OF OUR INDUSTRY

- The INFINZ Young Finance Professionals (YFP) initiative was launched in 2014

- A committee of eight YFPs, chaired by Richard Milsom of Elevation Capital, assists the board in driving this initiative

- 2015 is the second year of operation of the mentoring programme, with 11 mentee/mentor matches

- Eight dedicated YFP or student events in Auckland and Wellington with over 500 attendees in 2014/15

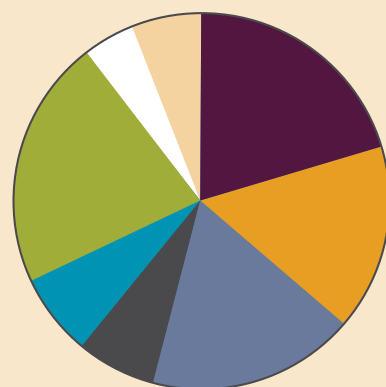
- The under-30s membership has grown sixfold since launch

- The board has agreed to extend the YFP initiative to those aged between 30-34; a leadership programme is envisaged for launch in 2016

- YFPs under 35 years of age now total almost 300, or 30% of the total membership – up from 9% 16 months ago

MEMBERSHIP COMPOSITION

AT 30 JULY 2015



- Corporate and accountants (18%)
- Broker/IB/CF (21%)
- Banker (22%)
- Investment management (7%)
- Consultant, advisor, service, other (16%)
- Lawyer, accountant (7%)
- Academic, student (7%)
- Government (4%)

FEMALE MEMBERSHIP INCREASE

X2

OVER THE PAST 16 MONTHS

40%

of new members over the past 16 months were female

20% OF TOTAL MEMBERSHIP IS FEMALE AT 30 JULY 2015, **UP FROM 13%** 16 MONTHS AGO 🍷🍷

BOARD MEMBERS

- **Anthony Quirk**,
INFINZ (Cert) (Fellow), Chairman
- **Binaifer Behdin**, INFINZ (Cert)
co-opted 16 October 2014
- **David Bell**, INFINZ (Cert)
- **Mark Butcher**, INFINZ (Cert)
- **Clyde D'Souza**, INFINZ (Cert)
- **Mike Faville**, INFINZ (Cert)
- **Paul Goodwin**,
INFINZ (Cert) co-opted 4 June 2014
- **Philip King**, INFINZ (Cert)
- **Paul Mowbray**, INFINZ (Cert)
- **Ross Pennington**,
INFINZ (Cert) (Fellow)
- **Louise Tong**, INFINZ (Cert)
- **Geoff Zame**, INFINZ (Cert)
- **Maree Webster**, INFINZ (Cert)
resigned August 2014

STAFF

- **Jim McElwain**,
INFINZ (Cert), Executive Director
- **Iona Gibbs**,
Administration Manager
- **Catherine Gardiner**,
Director Prescient Marketing,
provides contracted marketing and
sponsorship services

SOUND GOVERNANCE AND FINANCES

Strong financial position provides a robust platform for investment

- Cash operating surplus of \$30k in 2014/15, as opposed to budgeted deficit of \$20k, due to better than expected attendances and sponsorship at events.
- Reserves of \$365k and cash on hand of \$637k at 31 March 2015 provide working capital for running events and gives the board confidence to undertake further investment.
- Modest cash operating deficit budgeted for 2015/16 of \$25k (\$50k after one-off expenses such as for review of Constitution) reflects further investment in the membership value proposition.

APPROVAL OF ANNUAL REPORT

The chairman and board are pleased to present the Annual Report of the Institute of Finance Professionals New Zealand Inc, including the financial statements, for the year ended 31 March 2015.



Anthony Quirk
Chairman
30 July 2015



Clyde D'Souza
Board Member
30 July 2015

INFINZ THIRTEENTH ANNUAL GENERAL MEETING

DATE: 27 August 2015 Time: 5.00pm - 7.00pm

VENUE: Chapman Tripp, ANZ Centre, 23 Albert Street, Auckland

Two significant items of business will be considered at the AGM:

- **BOARD ELECTION**
- **CHANGES TO CONSTITUTION**

Drinks and canapés will be provided at the conclusion of the AGM.

For catering and quorum purposes, please confirm your attendance by emailing Iona Gibbs on admin@infinz.com.

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ACCOUNTANTS: KPMG

AUDITORS: Grant Thornton

BANKERS: Bank of New Zealand

SOLICITORS: Chapman Tripp