

# ANNUAL REPORT 2016

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.

## → DELIVERING ON THE STRATEGY Chair and Executive Director's Report

MEMBER SURVEY NOVEMBER 2015:

89%

POSITIVE  
satisfaction level

65%

rated experience as  
VERY GOOD  
OR EXCELLENT  
(44% in 2012)

AT 30 SEPTEMBER 2016:

1344

total membership

DOUBLED IN 5 YEARS

51%

of total  
membership  
under 40

(20%: 31 March 2014)

24%

of total  
membership  
female

(13%: 31 March 2014)



544

"LIKES"

on INFINZ  
YFPs  
Facebook  
page

at 7 November 2016

820

attended May  
2016 INFINZ  
Awards Dinner



410

attended the  
November 2016  
Conference

(185 in 2012)

1992

registrations at events outside of Awards  
and Conference (YE March 2016)

# DELIVERING ON THE STRATEGY

In February 2016 the INFINZ Board undertook a strategy review and to recap, the findings were:

## INFINZ PURPOSE AND MISSION

“We help create a more prosperous New Zealand by improving the capability and effectiveness of the New Zealand capital markets and our members within them.”



PHILIP KING,  
INFINZ CHAIR

## STRATEGY STATEMENT TO DELIVER ON PURPOSE

“Keep increasing the value provided to an expanding membership base.

Achieved by engaging with members in ways relevant to who they are, where they are and what they do.

Delivered through an independent collegial network of financial markets professionals.”

### We are delivering on this strategy based on the following pillars and initiatives:

#### WHAT YOU DO:

During 2017 we will offer provision of two grants towards a master’s research topic of relevance to New Zealand’s financial markets.

Engagement with universities includes, for example, joint events with AUT, VUW, and Massey.

#### WHO YOU ARE:

Emerging Leaders Group established, led by Daniel Keiser, to address the needs of members in their late 20s/mid-30s and specifically with respect to their leadership aspirations.

We held a lunchtime presentation – ‘Getting back into the workforce’ – as ex-pats and those on maternity leave face challenges re-entering the market.

#### WHERE YOU ARE:

INFINZ wishes to increase the relevance of its offering to those operating in the mid-market and to offer more activities outside of Auckland and Wellington.

We held panel sessions on treasury management in both Tauranga (20 October) and Christchurch (24 November) with more than 50 registrations for each. A regular programme of events will be held in these locations.

#### DIGITAL:

A LinkedIn group has been established for financial members and MailChimp utilised to monitor the effectiveness of our communications. Redesign of the INFINZ website is underway, with one of the objectives being to facilitate more advertisement of job opportunities.

→ We are committed to enhancing the value proposition for members.

# PROMOTING YOUTH AND GREATER DIVERSITY

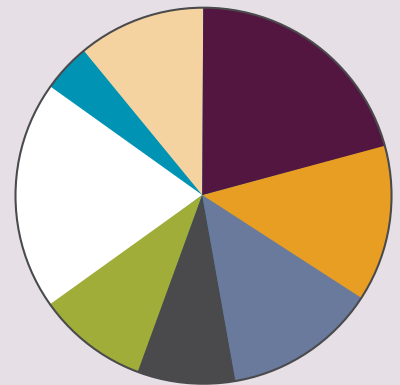


↑ JAN DAWSON, CHAIR OF WESTPAC NEW ZEALAND, LAUNCHING THE INFINZ WOMEN IN FINANCE SERIES AT RUSSELL MCVEAGH, OCTOBER 2016

## DEVELOPING THE FUTURE LEADERSHIP OF OUR INDUSTRY

- The INFINZ Young Finance Professionals initiative was launched in 2014.
- A committee of nine YFPs, chaired by Richard Milsom of Elevation Capital, assists the board in driving this initiative.
- 2016 is the third year of operation of the mentoring programme, with 12 mentee/mentor matches.
- Eight dedicated YFP or student events in both Auckland and Wellington with over 600 attendees in 2015/16.
- YFPs under 35 years of age now total 616, or 46% of the total membership – up from 9% over 30 months.
- A First Director programme has been established, with the first appointment being Richard Milsom, who chairs our YFP Committee.
- Daniel Kieser has been appointed to head the Emerging Leaders initiative.

## MEMBERSHIP COMPOSITION AT 30 SEPTEMBER 2016



- Brokers/IB/CF (21%)
- Other service providers (13%)
- Corporates and issuers (13%)
- Investment managers (9%)
- Academics and students (9%)
- Bankers (20%)
- Government (4%)
- Lawyers (11%)

## FEMALE MEMBERSHIP AT 30 SEPTEMBER 2016

# 319

OF INFINZ MEMBERS ARE FEMALE UP FROM 97 OVER 30 MONTHS

# 36%

of new members over the past 30 months were female

**24%** OF TOTAL MEMBERSHIP IS FEMALE AT 30 SEPTEMBER 2016, **UP FROM 13%** 30 MONTHS AGO



## SOUND GOVERNANCE AND FINANCES

Strong financial position provides a robust platform for investment

- Cash operating deficit of \$8k in 2015/16 compares with budgeted deficit of \$49k, owing to better than expected attendances and sponsorship at events.
- Reserves of \$355k and cash on hand of \$468k at 30 June 2016 provide working capital for running events and gives the board the confidence to undertake further investment.
- Modest cash operating deficit of \$30k budgeted for 2016/17 reflects further investment in the membership value proposition.

### APPROVAL OF ANNUAL REPORT

The chair and board are pleased to present the Annual Report of the Institute of Finance Professionals New Zealand Inc, including the financial statements, for the 15 months ended 30 June 2016.



**Philip King**  
Chair  
11 October 2016



**Paul Goodwin**  
Board Member  
11 October 2016

## INFINZ 14TH ANNUAL GENERAL MEETING

**DATE: 7 December 2016 Time: 5.00pm – 7.00pm**

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

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](mailto:admin@infinz.com).

### BOARD MEMBERS

- **Philip King**, INFINZ (Cert) Chair
- **Binaifer Behdin**, INFINZ (Cert)
- **Andy Bowley**, INFINZ (Cert)
- **Mark Butcher**, INFINZ (Cert)
- **Clyde D'Souza**, INFINZ (Cert)
- **Sara Double**, INFINZ (Cert)
- **Mark Edwards**, INFINZ (Cert)
- **Paul Goodwin**, INFINZ (Cert)
- **Fiona Mackenzie**, INFINZ (Cert)
- **Paul Mowbray**, INFINZ (Cert)
- **Ross Pennington**, INFINZ (Cert) (Fellow)
- **Louise Tong**, INFINZ (Cert)
- **Richard Milsom**, (First Director, non-voting)

### STAFF

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

### ADDRESS AND CONTACT

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**ACCOUNTANTS:** KPMG

**AUDITORS:** Grant Thornton

**BANKERS:** Bank of New Zealand

**SOLICITORS:** Chapman Tripp