

I N F I N Z

ANNUAL REPORT 2017

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.



ENHANCING THE MEMBER VALUE PROPOSITION Chair and Executive Director's Report

MEMBER SURVEY JUNE 2017:

91%

POSITIVE
satisfaction level
(84% in 2012)

68%

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

AT 30 SEPTEMBER 2017:

1450 total membership
DOUBLED IN 4 YEARS

52%

of total
membership
under 40
(20%: 31 March 2014)

36%

of the net growth
in membership
since April 2014
has been female

24%

of total
membership
female
(13% at 31 March 2014)



596 on INFINZ YFP
Facebook page
"LIKES" at 16 October 2017



410

attended the
November 2016
INFINZ Conference
(185 in 2012)

820

attended May
2017 INFINZ
Industry
Awards Dinner

2050

registrations at
40 events outside
of Awards and
Conference
(YE March 2017)

DELIVERING ON THE STRATEGY

In February 2016 the 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 it.”



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 2018 we will offer two grants towards a Masters research topic of relevance to NZ’s financial markets and present prizes to top finance students.

Engagement with universities includes, for example, joint events with AUT, VUW, and Massey. We regularly present on how the financial and capital markets eco-system fits together and on how students can position themselves to secure roles in the industry.

WHO YOU ARE:

An Emerging Leaders Group has been established to address the needs of members in their thirties and specifically with respect to their leadership

aspirations. Membership within this cohort has doubled over the last 18 months.

In addition to keynote addresses such as from Business NZ’s CEO on “Influencing without power”, a lunchtime “snackable” series has been launched. Commencing with establishing, funding and exiting entrepreneurial businesses, snackable series for 2018 are planned on governance and leadership.

Over twenty mentor/mentee pairs were established in 2017 with the intention that the mentees in 2017 would in turn mentor selected YFPs.

Eligibility for the Emerging Leader Award in 2018 will be extended to encompass all INFINZ members under 40 to

align with the ELG cohort. The Award includes a grant towards a personal study program.

WHERE YOU ARE:

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

Events held in Christchurch this year have featured the CFO of Christchurch International Airport and CEO of recently listed Scales Corporation. In Tauranga presentations have been made by Neil Craig, Chair of Comvita on that company’s M&A program and from the Treasurer of Fletcher Building, Thornton Williams, on best practice in Treasury management.

DIGITAL:

A LinkedIn group has been established for financial members and mailchimp utilised to monitor the effectiveness of our communications.

The redesigned INFINZ website has been launched to improve navigability on mobile devices and includes a jobs board.



We are committed to enhance the value proposition for members.

BOARD COMPOSITION CHANGES

During the year, Sara Double resigned from the Board upon taking a demanding position in a private investment company, we thank her for her contribution, including to our digital strategy.

We welcomed Andrew McGavin onto the board, he is a senior executive with CBA in New Zealand and recently returned from offshore where he held numerous senior finance roles within Shell globally.

DEPUTY CHAIR ROLE ESTABLISHED

At its August meeting, the Board appointed Louse Tong, Head of Capital Markets and Tax at Contact Energy, as the inaugural appointee to the role of Deputy Chair, with the intention that she will assume the role of Chair at the 2018 AGM, when Philip King intends to retire from the board.

STAFF CHANGES

Catherine Gardiner our Marketing and Events Manager resigned in August upon purchase of a family business – we thank her for her creativity and commercial acumen in sponsorship and event planning for the Awards and Conference.

Bernice Archer formerly with Fairfax and other business associations assumed Catherine's role and has made a fine start. Iona Gibbs continues to provide outstanding member service.

NEW DIVERSITY AND INCLUSION AWARD

The 2018 INFINTZ Awards will be held at The Langham on 17 May. A new, Diversity and Inclusion in Financial Services, Award will be made in 2018 which seeks to recognise and acknowledge an inspirational role model from within the INFINTZ membership.

Those nominated will have proactively cultivated focus on encouraging and nurturing diversity, aiming to achieve equal gender and diverse representation at all levels. The emphasis is on the relative impact that the nominee has personally made within their organisations.

YOUNG WOMEN IN FINANCE INITIATIVE

In a joint initiative with the CFA Society, a team of female members have been presenting to female students encouraging them to consider a career in finance. Well done to Zoe Wallis, Roimata Mitchell, Chelsea Leadbetter and Brooke Anderson.



JIM MCELWAIN,
INFINTZ EXECUTIVE
DIRECTOR

STATS

SINCE MARCH 2014

 **3X**
INCREASE
in female membership

 **10X**
INCREASE
in membership from those in
their twenties

CONTRIBUTION TO BENCHMARK REFORM

Financial Markets Authority's published guidance on BKBM and Closing Rates is a very significant positive from more than a year of engagement.

SOUND GOVERNANCE AND FINANCES

Strong financial position provides a robust platform for investment

- Net cash operating surplus of \$2k in 2016/17 compares to budgeted deficit of \$53k due to better than expected attendances and sponsorship at events.
- Reserves of \$354k and cash and investments on hand of \$632k at 30 June 2017 provide working capital for running events and gives the board confidence to undertake further investment.
- Modest cash operating deficit of \$40k budgeted for 2017/18 reflects further investment in the membership value proposition.

APPROVAL OF ANNUAL REPORT

The Chairman and Board are pleased to present the Annual Performance Report of the Institute of Finance Professionals New Zealand Inc. including the financial statements, for the 12 months ended 30 June 2017



Philip King
Chair
18 October 2017



Clyde D'Souza
Board Member
18 October 2017

INFINZ 15TH ANNUAL GENERAL MEETING

DATE: Tuesday 14 November 2017 **TIME:** Drinks and canapes will be provided from 5pm until 7pm. Formalities 6-6.30pm.

VENUE: The Fox Sporting Bar & Restaurant, Viaduct Basin, Auckland

For catering and quorum purposes, please indicate you confirm your attendance by emailing Iona Gibbs on admin@infinz.com. All members are welcome!

BOARD MEMBERS

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

STAFF

- **Jim McElwain**, INFINZ (Cert), Executive Director
- **Bernice Archer**, Marketing and Events Manager
- **Iona Gibbs**, Administration Manager
- **Emma Macfarlane**, Events Administrator

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ACCOUNTANTS: KPMG

AUDITORS: Grant Thornton

BANKERS: Bank of New Zealand

SOLICITORS: Chapman Tripp