

I N F I N Z

ANNUAL REPORT 2018

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 eco-system.



MAKING A DIFFERENCE FOR OUR MEMBERS,
FOR THE INDUSTRY AND THE WIDER COMMUNITY
Chair and Executive Director's Report

MEMBER SURVEY JUNE 2018:

91%

POSITIVE

satisfaction level
(84% in 2012)

66%

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

AT 30 SEPTEMBER 2018:

1531 total membership
DOUBLED IN 4 YEARS

52%

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

64%

of the net growth
in membership
since June 2017
has been female

28%

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



635 on INFINZ YFP
Facebook page
"LIKES" at 18 October 2018



435

registered so far
for the November
2018 Conference
(185 in 2012)

850

attended May
2018 INFINZ
Industry
Awards Dinner

2750

registrations at
50 events outside
of Awards and
Conference
(YE June 2018)

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 2019 we will offer two grants towards a Masters research topic of relevance to New Zealand's financial markets and award prizes to top finance students. We also offer 12 places to our Conference for selected INFINZ Scholars.

We regularly present to university students on the architecture of the financial and capital markets ecosystem and on how they can position themselves to secure roles in the industry.

We have hired a Learning and Development contractor to establish an initial series of Masterclasses to provide deeper insight into selected topics than is possible during the breakfast/lunchtime/evening events we presently run.

WHO YOU ARE:

An Emerging Leaders Group (ELG) 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 30 months.

Over thirty mentor/mentee pairs were established in 2018. For the first time, the ELGs who were mentored the previous year have mentored selected Young Finance Professionals (YFPs)

– who are members in their twenties. A fresh cohort of ELGs are being mentored by senior members and they will be expected to mentor a fresh cohort of YFPs in 2019.

We established a partnership with the Auckland-based Young Women in Finance (YWF) Group – this important initiative is covered in more detail on the next page.

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.

We are investigating use of webinars to record and distribute the more technical sessions we run.

We are looking to partner with other institutions to enable us to run more events in Christchurch, supported by an ELG group to be established.

DIGITAL:

The INFINZ website was launched to improve navigability on mobile devices and includes a jobs board. We continue to refine this. We will establish an on-line membership application process for all members.



We are committed to enhance the value proposition for members.



the four-fold growth in our younger demographic and greater diversity of our membership base have been particularly rewarding

– RETIRING CHAIR PHILIP KING



BOARD COMPOSITION CHANGES

During the year, Andrew McGavin resigned and we thank him for his service. Fiona Mackenzie has also resigned from the Board and we thank her especially for facilitating the relationship with the Young Women in Finance Group.

We have welcomed Richard Milsom, a Principal of Elevation Capital, as a full-voting member of the Board, having served as a First Director for the preceding two years. Andrew Woodward, General Manager, NZ with Commonwealth Bank has also joined the Board.

Philip King advised a year ago he would retire from the Board at the 2018 AGM. The Board thanks him for his service over the last seven years including his oversight of the Awards process. During his tenure membership has more than doubled reflecting initiatives around the YFP, ELG and YWF programs.

As previously signalled, the current Deputy Chair, Louise Tong who is Head of Capital Markets and Tax with Contact Energy, will become Chair following the 2018 AGM.

Long standing Board member Mark Butcher has also advised he will step down following the AGM. Mark has fostered thought leadership and relationships with the corporate membership group, which is appreciated. Kim Martin, Head of Funding Strategy and Engagement with the NZ Debt Management Office will join the Board following the AGM.

STAFF CHANGES

Our Events Co-ordinator, Emma Macfarlane, joined INFINZ as a full-time employee from 1 July 2018. Emma joins Bernice Archer, our Marketing and Events Manager and Iona Gibbs our Administration Manager, who along with the Executive Director form the full-time staff complement. Their commitment to high levels of service are valued and fundamental to delivering enhancements to the member value proposition.



JIM MCELWAIN,
INFINZ EXECUTIVE DIRECTOR

YOUNG WOMEN IN FINANCE INITIATIVE

Earlier this year, INFINZ entered into a partnership with the Young Women in Finance (YWF) group. The objective is to support the work they are doing in encouraging and developing a pipeline of women developing their careers in finance-related, roles.

Events undertaken this year include presentations from Justine Smyth Chair of Spark, a session on wellness and an upcoming event "Having difficult conversations". A fun quiz night will conclude the year's activities. Over the last 15 months our total female membership has increased by a third and contributed almost two-thirds of the net growth in membership.

We will be launching the YWF initiative in Wellington on International Women's Day, 8 March 2019, with Dame Therese Walsh as keynote speaker. The Board acknowledges and appreciates the sponsorship support of the NZ Financial Markets Association for this partnership.

BOARD MEMBERS

(meetings attended/held since 2017 AGM)

- **Philip King**, INFINZ (Cert) Chair (5/6)
- **Louise Tong**, INFINZ (Cert) Deputy Chair (5/6)
- **Binaifer Behdin**, INFINZ (Cert) (2/6)
- **Andy Bowley**, INFINZ (Cert) (4/6)
- **Mark Butcher**, INFINZ (Cert) (5/6)
- **Clyde D'Souza**, INFINZ (Cert) (6/6)
- **Mark Edwards**, INFINZ (Cert) (5/6)
- **Paul Goodwin**, INFINZ (Cert) (3/6)
- **Richard Milsom**, INFINZ (Cert) (3/6)
- **Paul Mowbray**, INFINZ (Cert) (3/6)
- **Ross Pennington**, INFINZ (Cert) (Fellow) (5/6)
- **Andrew Woodward**, (Cert) N/A

STAFF

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

ADDRESS AND CONTACT

Suite 3, 3 Kitchener Street,
Martinborough 5711, New Zealand
PO Box 10 350, The Terrace,
Wellington 6143, New Zealand

TELEPHONE: +64 4 499 1870

FACSIMILE: +64 4 499 1840

EMAIL: mail@infinz.com

www.infinz.com

ACCOUNTANTS: KPMG

AUDITORS: Grant Thornton

BANKERS: Bank of New Zealand

SOLICITORS: Chapman Tripp

Strong financial position and sound governance underpins INFINZ's ability to provide a high value proposition to its members

- Net cash operating surplus of \$26k in 2017/18 compares to the budgeted deficit of \$33k due to better than expected attendances and sponsorship at events.
- Reserves of \$375k and cash and investments on hand of \$581k at 30 June 2018 provide working capital for running events and give the board confidence to undertake further investment.
- A break-even cash operating position is budgeted for 2018/19.

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 2018



Philip King
Chair
25 October 2018



Clyde D'Souza
Board Member
25 October 2018

INFINZ SIXTEENTH AGM AND END OF YEAR COCKTAILS

DATE: Tuesday 13 November 2018 **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 confirm your attendance or send a proxy by emailing Emma Macfarlane on events@infinz.com. All members are welcome!