

ANNUAL REPORT 2020

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.



SUPPORTING THE RESILIENCE AND SUSTAINABILITY OF OUR MEMBERS, THE FINANCIAL SERVICES ECO-SYSTEM AND THE WIDER ECONOMY

Chair and Executive Director’s Report

MEMBER SURVEY JUNE 2020:

94%

POSITIVE

satisfaction level

(84% in 2012)

67%

rated experience as

VERY GOOD OR EXCELLENT

(44% in 2012)

AT 30 SEPTEMBER 2020:

1809 TOTAL MEMBERSHIP
DOUBLED IN 6 YEARS

56%

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

50%

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

30%

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

SUCCESSFULLY NAVIGATED
A CHALLENGING YEAR

602

REGISTERED FOR THE OCTOBER 2020 CONFERENCE (185 IN 2012)

627

attended 20 October INFINZ Awards Dinner

60 plus

on-line events provided through calendar 2020, all complimentary for members

LOUISE TONG,
INFINZ'S CHAIR



SUPPORTING OUR MEMBERS AND THE WIDER INDUSTRY

INFINZ PURPOSE AND MISSION “WE HELP CREATE A MORE PROSPEROUS NEW ZEALAND BY IMPROVING THE CAPABILITY AND EFFECTIVENESS OF THE NEW ZEALAND FINANCIAL AND CAPITAL MARKETS AND OUR MEMBERS IN FINANCE ROLES AND IN THE FINANCIAL SERVICES ECO-SYSTEM.”

IN WRITING THIS, we firstly wish to acknowledge the challenges and disruption that Covid has brought to you both personally and professionally, to the suppliers you rely on and the clients you support. These have been difficult times and our mission has been to support you and your organisations and hence the broader economy. How have we done this?

One of our first actions was to deliver thought leadership during the lockdowns through a weekly email newsletter, INNews. This also supported organisations wishing to communicate to the marketplace.

Where Covid restrictions necessitated, our F2F events were moved on-line - we were able to provide over 60 webinars to our members this year, some of which we produced and others held partnership with organisations such as CFA Society NZ and AUT Investment Club.

These webinars and the F2F events that we were able to

run over the last eight months have been provided free to members. This has also provided greater member value, particularly for those outside of Auckland and Wellington.

We have maintained our mentorship program with over 30 mentor and mentees paired up in the 2020 intake. The insights and support our senior mentors can provide, having navigated “tricky times” before, has been invaluable to the younger cohorts.

Recognising that Covid adversely impacted some members financially, we introduced a compassionate leave policy with some 50 members accessing complimentary membership through this scheme, alongside similar benefits provided for those on parental leave and long-standing retired members.

We are also supporting students, including **15 scholars** attending our Conference, prizes have been awarded to three

PHD/Masters theses (**Lincoln Thesis, Waikato Thesis and AUT Thesis**) and we are supporting scholarships established at Victoria University of Wellington in the names of two of our Distinguished Fellows, **Sir John Anderson and Rob Cameron**.

Advocating for best practice settings and standards in financial and capital markets is one of INFINZ's core objects. We have been active in submitting and presenting on the RBNZ's Bank Capital Review, Phase 2 of the RBNZ Act Review and on responsible investment products. The Chair of INFINZ's Advocacy Committee, Ross Pennington, deserves special acknowledgement for his expertise and tireless efforts in advocating for enhanced market structures, settings and standards. In recognition of his outstanding contribution, Ross was inducted as a Distinguished Fellow at the 2020 INFINZ Awards.

In response to the Covid restrictions, the INFINZ Awards were rescheduled from May to 20 October 2020. Having all endured long periods without social functions, it was fantastic to get together, enjoy each other's company, network and reconnect across the financial services eco-system, with almost 630 attendees enjoying the evening. The Awards play an important role in rewarding and inspiring market participants to pursue and adopt best practice and innovate to better meet their client's needs. Vibrant, highly performing financial and capital markets are an important contributor to NZ's economic prosperity and well-being.



We are committed to enhance the value proposition for members.

SUSTAINABLE RECOVERY

Whilst Covid is not behind us, we are in an enviable place globally - we need to use this time to turn our minds to the recovery. In doing so, we must address challenges that will hinder or accelerate our longer term economic and environmental performance. We must also seek to enhance resilience - of ourselves personally, of our businesses and organisations, and of the wider economy.

The 2020 INFINZ Conference held over

October and November focussed on these themes, "Championing the return to sustainable growth – how can the financial services eco-system assist in the economic recovery whilst solving some of New Zealand's biggest challenges including: productivity, sustainability and inclusive growth."

This event was held on-line which afforded flexibility in uncertain times, enabled us to make it available at a much lower price point to members, increased



accessibility and meant we could secure world class speakers from New Zealand and around the globe. While it was a difficult decision at the time, it has proved to be the right one, with over 600 participants registered, over 150 more than our previous

record attendance. An objective with all our events is to provide actionable insights – both for our members in attendance, and us as an organisation. We intend to pursue and further develop ideas and feedback from our conference in future events and activity during 2021.





INFINZ AWARDS 2020



INFINZ CONFERENCE 2020



INFINZ CONFERENCE 2020



INFINZ AWARDS 2020

FINANCIAL RESILIENCE

Covid has had a material adverse impact on our finances as can be seen in the Annual Performance Report to 30 June 2020. Postponement of the 2020 Awards Dinner, the second largest income generator after membership subscriptions, was the major factor that saw annual revenue in FY20 down 35% on FY19. The overall loss of \$162k was after receipt of two rounds of wage subsidies and significant expense reductions.

In response to the impact of Covid, actions were taken to reduce expenditure including reduced travel, producing a digital-only INFINZ Journal in June and reduced staff and contractor remuneration, the full-year effect of which reduced the total budgeted administration expenditure by some \$100k, or 17%, FY21 on FY20.

As part of the review of the ongoing expenditure base, the Board made the difficult decision

to wind down the learning & development programme in response to the lower levels of spend in this area amongst the membership base. However, we have retained some value from the programme, with development of ten "101" webinars, which can be accessed by members anytime **<Members Area/ Resources>**

The robust level of reserves at 30 June 2019 enabled INFINZ to sustain

operations through a very challenging environment. Provided the 2021 Awards Dinner can progress F2F as scheduled, then reserves at 30 June 2021 should be restored to approximate 30 June 2019 levels. Should the Awards Dinner not be able to be held in May 2021, then we would likely postpone this event until later in that calendar year as we did in 2020, thereby preserving our financial resilience, albeit with some timing impacts on the financial statements.

**“KUA WHĀIA E MĀTOU NGĀ ITI KAHURANGI -
HEI MERE POUNAMU KI TŌ RINGARINGA**

We have strived for excellence, so that you have something precious in your possession to be able to wield during challenging times.”

**RENATA BLAIR, DIRECTOR OF THE NGATI WHATUA
ORAKEI TRUST IN AUCKLAND, TĀMAKI MAKĀURAU,
AOTEAROA**

A RESILIENT AND ADAPTABLE ORGANISATION

The organisation has displayed considerable resilience in meeting the challenges of the last eight months and the adaptability and resourcefulness of staff has been much appreciated. This has involved moving events on-line, developing a virtual conference and maintaining focus during the disruption. The postponed awards dinner resulted in INFINZ running its two major events of the year contemporaneously post balance date, including the conference in a different format.

Many thanks to our Event Coordinator Emma Macfarlane and our Admin Manager Iona Gibbs, who celebrated ten years with the organisation in January of this year! Special thanks to the tremendous efforts from Bernice Archer, our Events and Marketing Manager, who project-managed simultaneous production of both of our signature events this year.

The team can be proud that the value provided by INFINZ membership was not only maintained but was at record levels based on the member survey conducted in June 2020. Well done!

ENGAGED GOVERNANCE

Charting a way forward for the organisation has also made greater demands at a governance level. The Chair Louise Tong, Deputy Chair Mark Edwards and Finance Chair Clyde D'Souza met several times with management during March through June 2020 to review budgets and to provide strategic input in response to the challenges presented by Covid disruption.

Will Goodwin, Tim Olphert and Leah Scales joined the Board at the 2019 AGM.

The Chair Louise Tong is stepping down at this year's AGM and the Board has elected Mark Edwards to succeed as Chair - his current term expires at this year's AGM and he is seeking re-election. Andy Bowley's current term finishes at this year's AGM and he is not seeking re-election. In the interim, pending board elections, two Board Observers have been appointed, Sarah Minhinnick, Head of Issuer Relationships at NZX and Mahina Puketapu, an Investment Manager at NZTE. ■



WORDS FROM DEPARTING CHAIR

I am writing this at my kitchen table, a place that has developed a new context for many of us this year. It has been a challenging, extraordinary year, and yet, there is much to be grateful for. Covid has taught us many lessons, including the benefits of taking time to pause and reflect. When I look back on my time on the INFINZ board – it seems just yesterday David Green mooted the idea – I feel many simultaneous emotions and thoughts.

I am immensely proud of what the team has achieved – past and present board members, and the strong and stable management team. We have more than doubled our membership, it is younger, more diverse and noticeably more vibrant (I sense a correlation!). But there is always more to do – I would love to see greater representation from Maori and Pasifika communities in our industry. INFINZ already has some great initiatives underway, but my plea is “kia hoe tahi tatou” – let us paddle in unison to achieve this.

I feel particularly grateful to the INFINZ board members – all of whom devote their time and effort voluntarily, somehow fitting this generous gift into already busy lives – and who bring such a wealth of experience, ideas and perspectives. I have thoroughly enjoyed discussing and debating issues with them, and in the process have gained a better understanding of our wider industry.

Stepping into the role as Chair in such esteemed company was, I confess, a little daunting – but it has been a privilege and an honour. I appreciate the support that has enabled me to hold this position and, I hope, do it justice. And finally, I am filled with optimism – for the future of INFINZ, heading into its 20th year, and for our industry – neither will be without its challenges, but both are backed by capable, passionate people with a common goal of inclusive prosperity for Aotearoa New Zealand.

Kia ora me te aroha
Louise ■

YOUR SUPPORT AND FEEDBACK IS ENCOURAGED

Thank you for your support, especially over the last year, as the organisation could not thrive without it. Please contact the Executive Director Jim McElwain exec@infinz.com with any feedback or offers of assistance, as they would be much appreciated.

INFINZ EIGHTEENTH AGM and end of year cocktails

DATE: WEDNESDAY 18 NOVEMBER 2020

TIME: DRINKS AND CANAPES WILL BE PROVIDED FROM 5.30PM UNTIL 7.30PM. FORMALITIES 6-6.30PM

VENUE: BREW ON QUAY, 102 QUAY STREET, AUCKLAND

For catering and quorum purposes, please advise attendance by emailing Emma Macfarlane on events@infinz.com.

All members are welcome!

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 2020.



LOUISE TONG
CHAIR
25 OCTOBER 2020



CLYDE D'SOUZA
CHAIR FINANCE
25 OCTOBER 2020

DIRECTORY

BOARD MEMBERS

(meetings attended/held since 2019 AGM)

- › Louise Tong, INFINZ (Cert) Chair (5/5)
- › Mark Edwards, INFINZ (Cert) Deputy Chair (5/5)
- › Andrew Bashford, INFINZ (Cert) (5/5)
- › Andy Bowley, INFINZ (Cert) (5/5)
- › Clyde D'Souza, INFINZ (Cert) (5/5)
- › Will Goodwin, INFINZ (Cert) (4/5)
- › Kim Martin, INFINZ (Cert) (5/5)
- › Richard Milsom, INFINZ (Cert) (3/5)
- › Tim Olphert, INFINZ (Cert) (5/5)
- › Ross Pennington, INFINZ (Cert) (Distinguished Fellow) (5/5)
- › Leah Scales, INFINZ (Cert) (4/5)
- › Andrew Woodward INFINZ (Cert) (4/5)

BOARD OBSERVERS (NON-VOTING)

- › Sarah Minhinnick, INFINZ (Cert)
- › Mahina Puketapu, INFINZ (Cert)

FIRST (NON-VOTING) MEMBER

- › Megan Blenkarne, INFINZ (Cert)
(stepping down at October 2020 AGM)
- › Daniela Bossard, INFINZ (Cert) (from November 2020)

BOARD OBSERVER (NON-VOTING)

- › Imogen Swain, INFINZ (Executive Director, Young Women in Finance Auckland)

STAFF

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

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ACCOUNTANTS: KPMG

AUDITORS: Grant Thornton

BANKERS: Bank of New Zealand, ANZ

SOLICITORS: Chapman Tripp