

Kea New Zealand

NZTE Funding Agreement

Quarterly Report:

1 July to 30 September 2014

Presented 20 October 2014

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NZ Inc

(a) Attend a quarterly meeting with the Government Funders, arranged by NZTE, in order to review progress, address any issues and identify further opportunities to leverage the networks.

- Numerous formal and informal meetings were held during this reporting period to review progress, identify issues and opportunities to leverage the network:
 - *Better by Strategy* one day planning session with NZTE.
 - An NZTE executive attended Kea's Board Meeting in September.
 - NZTE's globally-based Network Managers were briefed about Kea/WCNZ.
 - MFAT meeting to review progress, receive feedback from MFAT posts around the world, and consider ways to improve Kea's interaction with and support of MFAT.
 - Numerous meetings with Immigration NZ around Kea's active support of the campaign to attract USA migrants.
 - Many informal interactions with multiple agencies.

(b) Outcomes of Kea's Better By Strategy workshop, which will include refreshed purpose, focus and 'greatest imaginable challenge'.

- In August, Kea's leadership team participated in a *Better By Strategy* session facilitated by Jamie Fitzgerald, along with Ruth Macleod and Simone Hunter.
- A strategy canvas was created alongside refreshed purpose, character, beliefs and greatest imaginable challenge.
- This was shared with Kea's Board and staff, resulting in a decision to refine Kea's purpose to achieve greater resonance with users, staff, and stakeholders. Work is underway and should be completed in early Q2.
- We are taking this through a Peak Performance framework and it will be submitted for approval at Kea's next board meeting in November.

MBIE

(c) Initiate and develop a specific science and innovation cohort of members in discussion in partnership with the Science, Skills and Innovation Group. Outcomes of MBIE/Kea meeting to outline the goals and actions required to develop a specific science and innovation cohort of members.

- A meeting to progress this project is planned for Q2.

MFAT

(d) Encourage NZ Aid programme scholarship recipients to join Kea's online network.

- Kea will promote its network to NZ Aid programme scholarship recipients when MFAT is ready to do that and provides the information needed.

ENZ

(e) Develop a marketing plan to attract international students currently studying in NZ to join Kea and to attract previous students to join.

- Kea is currently collaborating with Education New Zealand to create a youth marketing plan to increase membership of international students to Kea's online community.

Non-Government Partners

(a) *Work collaboratively with other non-government NZ partners offshore (eg Chambers of Commerce, KiwiConnect groups, Business Councils) to enhance NZ's engagement with its diaspora and to avoid duplication of effort.*

- Kea collaborated with local Chambers of Commerce on the 'Kea Inspire' events held in Singapore and Tokyo.
- Meetings with Chambers of Commerce and Kiwi Connect groups:
 - Kea team member, Courtney Jarrett, held social media workshops for several groups to increase their awareness of using social media to grow their networks:
 - San Francisco Kiwis and Kia Ora USA
 - Kiwis and Aussies in Portland
 - Kiwis in Seattle
 - NZ Victoria Business Group, Melbourne – ongoing discussions about collaborations, particularly over events.
 - NZ Chamber in Singapore: invited to collaborate on Inspire Singapore; met with them while in Singapore; attended Kiwi Ball in Singapore; ongoing assistance with speakers for their events; promoted Chamber to Kea/WCNZ members in Singapore.
 - NZ Chamber in Bangkok: met with several committee members while in Bangkok to build the relationship; attended Chamber drinks event in Bangkok.
 - Australian and New Zealand Chamber of Commerce in Japan: invited to collaborate on Inspire Tokyo.
- Kea also provided support to numerous non-government NZ partners by promoting over 40 events for free on its website.

Network Growth/Communications

(a) *Grow the online community of members by 150,000 with 40% of growth to come from China, India, ASEAN, and the Gulf Cooperation Council (GCC).*

- Kea's online community decreased this quarter from 453,686 to 444,267 due to some Weibo members unsubscribing following competition giveaways. All other online channels grew.
- Connections from China, India, ASEAN and the GCC grew by over 11,000 people during this three month period (~8.5%). See Appendix 1 for a breakdown of members by country.

| | Previous Q | Current Q | Difference % | % Difference |
|--------------|------------|-----------|--------------|--------------|
| China Total | 114567 | 125310 | 10743 | 9% |
| India Total | 411 | 509 | 98 | 24% |
| GCC Total | 1247 | 1297 | 50 | 4% |
| ASEAN Total | 13779 | 13934 | 155 | 1% |
| Total Target | 130004 | 141050 | 11046 | 8% |

(b) Online community - size, reach, level of engagement and where available location, profession and education levels of online members.

Size

| Quarter | As at 1 Jul 2014 | Q1 | Q2 | Q3 | Q4 | Growth YTD # | Growth YTD % |
|---------------|---------------------|----------------|----|----|----|-----------------|-----------------|
| LinkedIn | 13,997 | 14,767 | | | | 770 | 5.5% |
| Twitter | 6,763 | 7,233 | | | | 470 | 6.9% |
| YouTube | 110 | 129 | | | | 19 | 17.3% |
| Facebook | 141,905 | 142,595 | | | | 690 | 0.5% |
| Weibo | 246,527 | 220,539 | | | | -25,988 | -10.5% |
| E-subscribers | 42,791 | 44,209 | | | | 1,418 | 3.3% |
| WeChat | 1,232 | 1,553 | | | | 321 | 26.1% |
| Google+ | 361 | 419 | | | | 58 | 16.1% |
| Website/App | n/a | 12,823 | | | | 12,823 | |
| TOTAL | 453,686 | 444,267 | | | | -9,419 | -2.1% |

Reach

Reach is the number of people who have seen Kea's posts. Reach is counted when a post is loaded and shown in someone's newsfeed.

| Impressions | Q1 | Q2 | Q3 | Q4 | Total YTD |
|-------------|-----------|----|----|----|-----------|
| Facebook | 3,107,474 | | | | 3,107,474 |

Engagement

Engagement is the number of unique people who have clicked on Kea's posts within a 28 day period.

| People | Q1 | Q2 | Q3 | Q4 | Total YTD |
|----------|---------|----|----|----|-----------|
| Facebook | 105,472 | | | | 105,472 |

Twitter Impressions

Number of times users saw Kea tweets.

| People | Q1 | Q2 | Q3 | Q4 | Total YTD |
|----------|--------------------|----|----|----|-----------|
| Facebook | 60,200 (Sept only) | | | | 60,200 |

(c) Promote at least 15 'NZ Inc' stories to Kea and WCNZ members relating to investment (attracting high net worth investor migrants), education and science and innovation opportunities. The stories would be communicated via the WCNZ and Kea newsletters and would be sourced from each agency.

- See Appendices 2 and 3 for social media posts and newsletters sent this quarter.

(d) *Social media posts relating to promoting NZ Inc stories or agency initiatives e.g. events internationally.*

- See Appendix 2 for social media posts during this reporting period.

(e) *Media and PR activity that increases the NZ business community's awareness of the networks and the benefits of leveraging the networks, to increase the number of business connections made by the network.*

- See Appendix 4 for Media/PR activity this quarter.

(f) *Notify in advance and collaborate with MFAT, NZTE and ENZ of any Kea or WCNZ events in international markets to ensure maximum leverage of the events for Kea and NZ Inc.*

| Event | Location | Date | NZ Inc | Details |
|----------------------------|------------------------|-----------|--|--|
| Cambodia Govt Visit | Auckland | Oct 8-10 | Kea / MFAT / MBIE | Meeting with MBIE & NZ Asian Leaders Network |
| Dr Mohr, WCNZ Award winner | Auckland Wellington | Oct 13-23 | Kea / WCNZ | Dr Mohr presenting: <ul style="list-style-type: none"> ▪ University of Auckland ▪ AUT University ▪ Callaghan Innovation |
| Kea / NZ Society | London | Oct 22 | Kea / NZ Society | Motivational speaker Mark Inglis |
| NZ Inc | San Francisco | Oct 27 | Kea / MFAT / Immigration NZ MBIE / NZTE | |
| NZ Inc | New York | Oct 29 | Kea / MFAT / Immigration NZ MBIE / NZTE | |
| NZ Inc | Chicago | Oct 31 | Kea / MFAT / Immigration NZ MBIE / NZTE | |
| Kea / NZTE | Shanghai | Oct 31 | Kea / NZTE | Speaker: Glen Murphy, Regional Director, NZTE China |
| All Blacks game | Chicago | Nov 1 | | Meetings scheduled with influential WCNZers in town; huge Kiwi expat attendance expected |
| Kea | New York | Nov 3 | Kea / WCNZ | Daniel Swasbrook |
| Inspire Wellington | Wellington | Nov 20 | Kea / WCNZ / Entrehub | Speaker: Matthew Tukaki |
| Kea/Zespri | Shanghai | TBC | Kea / Zespri | Speaker: Matt Crawford, Relationship Manager, Zespri China |
| Inspire Shanghai | Shanghai | Dec 4 | Kea / WCNZ | Speaker: Stephen Tindall |
| Inspire Hong Kong | Hong Kong | Dec 8 | Kea / WCNZ | Speaker: Stephen Tindall |
| Inspire UK | London | Dec 11 | Kea / WCNZ | Speakers: Mark Wilson & Ross McEwan |

World Class New Zealand

Network Recruitment/Induction Process

(a) *Overview of recruitment and induction process for new WCNZ Network members.*

- See Appendix 5 for the WCNZ member recruitment and induction process information pack.

Recruitment:

Where possible, new members are selected from priority regions, but Kea continues to induct prospects from other regions who meet the four key criteria for membership:

- Acknowledged expertise: recognised innovators and industry leaders.
- Excellent connections: well connected in their field of influence both locally and internationally.
- Affinity for New Zealand: passionate about New Zealand and committed to furthering Kiwi ambitions globally.
- High EQ: identify with the ambitions of others and show a genuine desire to assist them in making their mark.

Induction:

- Prospects are approached by a senior Kea representative: Phil Veal (Chairman), Craig Donaldson (Global CEO), Richard McLean (WCNZ General Manager) or Stephen Dee (WCNZ Director).
- Interested prospects not already known to Kea are interviewed via Skype or phone (or in person, if available) to assess their suitability and interest.
- Prospects that meet the membership criteria and want to become members are emailed a document outlining the Network's purpose and function, and the Kea brochure.
- Prospects who agree to become members are asked to complete a questionnaire (Appendix 6) which includes their contact details, career history, experience, and key motivators. (Membership is not conditional upon completing the questionnaire, but most new members are happy to do so.)
- At this point, members have 'inducted' status and are included in WCNZ communications and invited to join the closed LinkedIn group.
- Soon after induction, new members receive a personalised letter from Phil Veal (Chair) welcoming them to the Network (Appendix 7).

Network Growth

(b) *Grow the WCNZ Network to 360 with at least 80% of new members from EU, China, India, ASEAN, and the Gulf Cooperation Council (GCC) states and at least 3 to be non-New Zealanders who have been NZ educated. Seek input and suggestions from NZTE, MFAT and ENZ on prospective new WCNZ members.*

- Kea inducted 15 new members into the Network this quarter. Six (40%) were from the EU, China, India, ASEAN or the GCC states and one was a non-New Zealander educated in New Zealand.
- Kea has a campaign to target new members from China, India, ASEAN and the GCC states and expects to induct 25 new members from those regions (~83% of this year's new

member target). We expect to exceed the full year target of 360 members with additional members inducted from other regions, eg Australia, The Americas, and the EU.

- NZTE, MFAT and ENZ have been invited to provide input/suggestions for new members, but we're not aware of any at this point in time.
- See Appendix 8 for a list of WCNZ Network members including location, sector and role.

| Quarter | Inducted Members | Total Members | % Growth | % Target Regions |
|------------------|------------------|---------------|----------|------------------|
| Q1: 30 Sept 2014 | 15 | 345 | 4.54 | 40% |
| Q2: 31 Dec 2014 | | | | |
| Q3: 31 Mar 2015 | | | | |
| Q4: 30 June 2015 | | | | |

Network Access

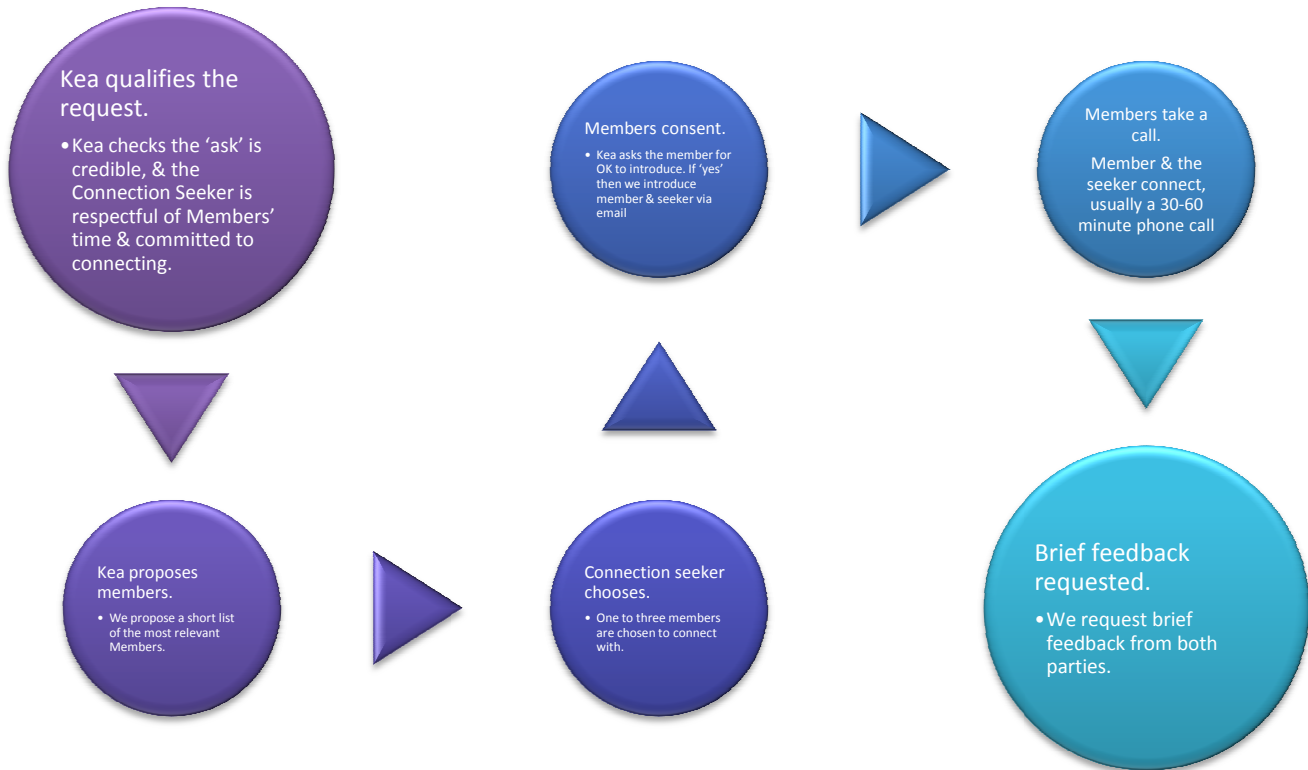
(c) *Provide access to individual WCNZ members to support agencies' in-market activities such as business or investment leveraging events; strengthen government to government relationships [MFAT and NZTE]; provide market insights and contacts for NZTE and NZ businesses focused on international growth; support business leveraging activities for the Cricket World Cup 2015; FIFA Under 20s World Cup 2015 and the Rugby World Cup 2015 [NZTE and MFAT]; support business leveraging events in EU: SIAL Trade Fair (France); World Expo 2014 (Milan) and ANZAC Leveraging 2014 (Istanbul) [NZTE and MFAT].*

- The WCNZ team is ready to facilitate meetings for MFAT and NZTE around these events. Network Relationship Managers have been in touch with the Cricket World Cup organisers to arrange high level meetings with WCNZers around the schedule of events early in 2015.

Network Connections

(d) Overview of the process for connecting business, organizations and individuals with WCNZ.

- The basic steps in the connection process are:



(e) Connect 150 businesses, organisations or individuals with WCNZ members.

- See Appendix 9 for connection details and outcomes.

| Quarter | # of Connections | Total YTD |
|------------------|------------------|-----------|
| Q1: 30 Sept 2014 | 47 | 47 |
| Q2: 31 Dec 2014 | | |
| Q3: 31 Mar 2015 | | |
| Q4: 30 June 2015 | | |

WCNZ Awards

(a) All activities required to organise, promote and deliver the 2015 WCNZ Awards, including more than 500K PR value.

- The 2015 Awards will be held on 2 July 2015 and a “save the date” email has been sent to all key stakeholders and previous table buyers. Thirty-one tables have been pre-booked.
- All nominations for 2015 winners have been accepted, the judging process is well underway, and will be completed by December 2014.
- A new event management company has been secured and a new venue booked.
- An event timeline has been developed and Kea is well on track to deliver.
- The 2014 Awards generated PR value worth \$2.3M and Kea expects to exceed this in 2015.

- (b) *One NZTE nominated person on the WCNZ awards judging panel [NZTE].*
- Andrew Ferrier, Chairman, NZTE Board of Directors.
- (c) *Provide Government Funders (co-ordinated through NZTE) with two tables for the WCNZ Awards at no charge.*
- Kea has made a note to add this to the invitation list and seating plan for 2015.
- (d) *Provide access to Award winners for communications and leveraging if requested.*
- The Awards judging process will be completed by December 2014. As in previous years, winners' names will be embargoed up until the Awards event, but Kea will provide access where necessary.

WCNZ Inspire

- (a) *Agree with Government Funders (through NZTE) the format and focus of associated 2015 Inspire Events that leverage the WCNZ Award winners.*
- It's anticipated that this process will begin in November 2014.
- (b) *Work with NZTE Sponsorship Manager (Kerry Greene) to maximise sponsorship value for Kea's sponsors [NZTE].*
- It's anticipated that this process will begin in November 2014.

Financial

- (a) *Use best endeavours to attract private sector revenue and sponsorship of \$700,000.*
- Kea has generated ~125K of private sector revenue this quarter.

**Appendix 1: Kea Members by Country
July to September 2014**

| Country | Region | Total |
|-------------------|---------------|--------------|
| Afghanistan | Asia | 7 |
| Albania | Europe | 4 |
| Algeria | Africa | 0 |
| American Samoa | Oceania | 1 |
| Angola | Africa | 5 |
| Antigua & Barbuda | South America | 0 |
| Argentina | South America | 73 |
| Aruba | South America | 1 |
| Australia | Australia | 65,127 |
| Austria | Europe | 90 |
| Azerbaijan | Asia | 4 |
| Bahamas | South America | 1 |
| Bahrain | Middle East | 24 |
| Bangladesh | Asia | 85 |
| Barbados | South America | 1 |
| Belgium | Europe | 112 |
| Belize | South America | 1 |
| Bermuda | North America | 8 |
| Bolivia | South America | 1 |
| Botswana | Africa | 2 |
| Brazil | South America | 487 |
| Brunei | Asia | 43 |
| Bulgaria | Europe | 5 |
| Burma | Asia | 2 |
| Cambodia | Asia | 16 |
| Cameroon | Africa | 1 |
| Canada | North America | 4,654 |
| Cayman Islands | South America | 5 |
| Chile | South America | 75 |
| China | China | 125,239 |
| Colombia | South America | 7 |
| Cook Islands | Oceania | 9 |
| Costa Rica | South America | 7 |
| Croatia | Europe | 7 |
| Cyprus | Middle East | 2 |
| Czech Republic | Europe | 29 |
| Denmark | Europe | 118 |
| Ecuador | South America | 4 |
| Egypt | Africa | 59 |

**Appendix 1: Kea Members by Country
July to September 2014**

| | | |
|------------------|---------------|--------|
| El Salvador | South America | 1 |
| Ethiopia | Africa | 1 |
| Fiji | Oceania | 463 |
| Finland | Europe | 30 |
| France | Europe | 1,553 |
| French Polynesia | Oceania | 1 |
| Georgia | Europe | 10 |
| Germany | Europe | 4,227 |
| Ghana | Africa | 2 |
| Greece | Europe | 76 |
| Guatemala | South America | 1 |
| Guernsey | Europe | 2 |
| Guyana | South America | 1 |
| Haiti | South America | 1 |
| Honduras | South America | 3 |
| Hong Kong | Asia | 29,963 |
| Hungary | Europe | 5 |
| Iceland | Europe | 4 |
| India | Asia | 537 |
| Indonesia | Asia | 495 |
| Iran | Asia | 57 |
| Iraq | Middle East | 9 |
| Ireland | Europe | 696 |
| Israel | Middle East | 15 |
| Italy | Europe | 300 |
| Jamaica | South America | 1 |
| Japan | Asia | 709 |
| Jersey | Europe | 1 |
| Kazakhstan | Asia | 5 |
| Kenya | Africa | 10 |
| Kuwait | Middle East | 12 |
| Kyrgyzstan | Asia | 3 |
| Laos | Asia | 2 |
| Latvia | Europe | 4 |
| Lebanon | Middle East | 10 |
| Liberia | Africa | 1 |
| Libya | Africa | 2 |
| Liechtenstein | Europe | 1 |
| Lithuania | Europe | 3 |
| Luxembourg | Europe | 16 |

**Appendix 1: Kea Members by Country
July to September 2014**

| | | |
|------------------|---------------|--------|
| Macau | Asia | 2 |
| Macedonia | Europe | 4 |
| Malaysia | Asia | 11,319 |
| Maldives | Asia | 3 |
| Malta | Europe | 9 |
| Marshall Islands | Oceania | 1 |
| Mauritania | Africa | 1 |
| Mauritius | Africa | 2 |
| Mexico | South America | 159 |
| Micronesia | Oceania | 2 |
| Monaco | Europe | 4 |
| Mongolia | Asia | 1 |
| Montenegro | Europe | 3 |
| Morocco | Africa | 4 |
| Mozambique | Africa | 2 |
| Nepal | Asia | 48 |
| Netherlands | Europe | 695 |
| New Caledonia | Oceania | 4 |
| New Zealand | New Zealand | 57,691 |
| Niger | Africa | 2 |
| Nigeria | Africa | 5 |
| Norway | Europe | 204 |
| Oman | Middle East | 17 |
| Pakistan | Asia | 133 |
| Papua New Guinea | Oceania | 69 |
| Peru | South America | 5 |
| Philippines | Asia | 290 |
| Poland | Europe | 19 |
| Portugal | Europe | 16 |
| Puerto Rico | South America | 3 |
| Qatar | Middle East | 54 |
| Romania | Europe | 8 |
| Russia | Europe | 29 |
| Saint Lucia | South America | 1 |
| Samoa | Oceania | 193 |
| Saudi Arabia | Middle East | 84 |
| Senegal | Africa | 1 |
| Serbia | Europe | 4 |
| Singapore | Asia | 1,390 |
| Slovakia | Europe | 4 |

**Appendix 1: Kea Members by Country
July to September 2014**

| | | |
|----------------------|---------------|--------|
| Slovenia | Europe | 2 |
| Solomon Islands | Oceania | 1 |
| South Africa | Africa | 285 |
| South Korea | Asia | 136 |
| Spain | Europe | 483 |
| Sri Lanka | Asia | 61 |
| Sudan | Africa | 2 |
| Sweden | Europe | 304 |
| Switzerland | Europe | 381 |
| Syria | Middle East | 1 |
| Taiwan | Asia | 124 |
| Tanzania | Africa | 4 |
| Thailand | Asia | 291 |
| Tonga | Oceania | 19 |
| Trinidad & Tobago | South America | 0 |
| Tunisia | Africa | 3 |
| Turkey | Middle East | 25 |
| Uganda | Africa | 5 |
| Ukraine | Europe | 7 |
| United Arab Emirates | Middle East | 1,141 |
| United Kingdom | Europe | 25,692 |
| United States | North America | 29,499 |
| Uruguay | South America | 4 |
| Vanuatu | Oceania | 2 |
| Venezuela | South America | 5 |
| Vietnam | Asia | 62 |
| Virgin Islands | South America | 2 |
| Yemen | Middle East | 1 |
| Zambia | Africa | 2 |
| Zimbabwe | Africa | 6 |
| Unknown | Unknown | 77,480 |

Appendix 2: Kea Social Media Posts

July to September 2014

| Month | Topic | Sector |
|--------|---|-------------------------|
| Jul-14 | Valerie Adams winning 600th Commonwealth Games medal! | Int'l Connections |
| Jul-14 | Allpress Coffee -Backyard at the Roxy, celebrating the NZ at Edinburgh | Int'l Connections |
| Jul-14 | Kiwi-owned Michelin Star restaurant, The Musket Room | Int'l Connections |
| Jul-14 | Kiwi weightlifter Richie Patterson wins gold for New Zealand! | Int'l Connections |
| Jul-14 | Gold for Sophie Pascoe in the 100m breaststroke final | Int'l Connections |
| Jul-14 | 200 leading New Zealanders - New Zealand arts held internationally. This is NZ at Edinburgh 2014 | Int'l Connections |
| Jul-14 | Kiwi expat Greg Foran announced as the new CEO of Walmart's US division | Int'l Connections |
| Jul-14 | Congratulations to our Kiwi team at the Glasgow 2014 Commonwealth Games. | Int'l Connections |
| Jul-14 | Good luck at the Glasgow 2014 Commonwealth Games. Kia kaha. | Int'l Connections |
| Jul-14 | Kiwi I Love Ugly is set to open its first international store in LA | Int'l Connections |
| Jul-14 | NZ at Edinburgh is the largest season of New Zealand arts | Int'l Connections |
| Jul-14 | New Zealand choreographer and dancer Corey Baker will perform free solo shows | Int'l Connections |
| Jul-14 | Join the NZ Society (UK) & The NZ Cellar next Tuesday to taste some of NZ's fines | Int'l Connections |
| Jul-14 | Icebreaker New Zealand, sale | Int'l Connections |
| Jul-14 | 23-year-old Kiwi Sean Kelly, contestant in the 13th season of Project Runway, | Int'l Connections |
| Jul-14 | Stuff.co.nz would love to hear expats thoughts on your expat home | Int'l Connections |
| Jul-14 | injured top NZ wakeboarder Brad Smeele are rallying to raise funds to bring him home | Int'l Connections |
| Jul-14 | The Musical Island Boys, won 76th Annual International Barbershop Convention | Int'l Connections |
| Jul-14 | Kiwi expat artist Jason Manukau meeting Dwayne 'The Rock' Johnson | Int'l Connections |
| Jul-14 | The Black Caps claimed their first overseas test win | Int'l Connections |
| Jul-14 | 100 Māori words every Kiwi should know | Maori |
| Jul-14 | 30 years since NZ had its last Te Reo Maori hit - Stan Walker new single | Maori |
| Jul-14 | Keisha Castle-Hughes role in Game of Thrones | Maori/Int'l Connections |
| Jul-14 | 3 Gold 2 Silver 7 Bronze Glasgow 2014 #ProudKiwis | NZ inc |
| Jul-14 | Festival for the Future | NZ inc |
| Jul-14 | Where will you be voting from this September? | NZ inc |
| Jul-14 | Who's the most inspirational Kiwi you know? #Kealnspire | NZ inc |
| Jul-14 | Air New Zealand's new 787-9 Dreamliner has just touched down | NZ inc |
| Jul-14 | Meanwhile, in New Zealand... (Photo: Gotta Love New Zealand) | NZ inc |
| Jul-14 | #MakingUsProud #ProudKiwis | Promoting Kea |
| Jul-14 | The new Kea app lets you chat with Kiwis worldwide, and find Kiwi events and businesses near you. | Promoting Kea |
| Jul-14 | Kea - New Zealand's global network's cover photo | Promoting Kea |
| Jul-14 | .kiwi domains names | Promoting Kea |
| Jul-14 | Join our breakfast with Sir Stephen Tindall at the Penthouse in London next Thursday | Promoting Kea |
| Jul-14 | Kea is giving away two double passes to Kiwi comedian Rhys Darby's latest UK tour | Promoting Kea |
| Jul-14 | Beca is hosting a free event at New Zealand House in London | Talent Attraction |
| Jul-14 | Enter the 2014 Entrepreneurs' Challenge | talent attraction |
| Jul-14 | job opportunities available at Fiserv in Auckland now | Talent Attraction |
| Jul-14 | The Icehouse WANTED campaign – Kiwi business owners who will grow NZ's economy. | Talent Attraction |
| Jul-14 | Opus International Consultants looking for a Director of International Growth | Talent Attraction |
| Jul-14 | The Entrepreneurs' Challenge has a fund to find business mentor | Talent Attraction |
| Aug-14 | New Zealand Central in Shanghai can help you connect with people and events throughout China | China |
| Aug-14 | New Zealand can lift its export performance through food and beverage opportunities in Asia | China |
| Aug-14 | Kiwi business Storm Worldwide is a universal design consultancy based in Qatar. | Int'l Connections |
| Aug-14 | In Ottawa? Don't miss out on Lorde playing in the Ottawa Folk Fest on September 11 | Int'l Connections |
| Aug-14 | Young New Zealand entrepreneurs won first and second place FedEx International Trade Challenge | Int'l Connections |
| Aug-14 | Kiwi business Track Three Espresso is a cafe by day and a Tapas Bar by night based in Australia | Int'l Connections |
| Aug-14 | Congratulations to Kiwi start-up Smalls, who have just been picked up by Selfridges in London | Int'l Connections |
| Aug-14 | Director Lee Tamahori is in the Czech Republic filming Emperor, starring A-lister Adrien Brody | Int'l Connections |
| Aug-14 | Kiwi company Snakk Media named on the 'Top 10 Hottest Emerging Tech' list by the TIN | Int'l Connections |
| Aug-14 | Tristan Clark, Kiwi expat who works as the Game Director at the studio that brought you Candy Crush | Int'l Connections |
| Aug-14 | If you're in Sydney, head along to the New Zealand Short Film Festival on September 3 | Int'l Connections |
| Aug-14 | The Guardian has rated Kiwi singer Kimbra's new album 4 out of 5 stars | Int'l Connections |
| Aug-14 | Lorde is auctioning off handwritten lyrics to 'Royals' to raise money for the Play It Strange Trust | Int'l Connections |
| Aug-14 | The All Blacks have won the 2014 Bledisloe Cup! | Int'l Connections |
| Aug-14 | Have you heard Stan Walker's new single 'Aotearoa'? | Int'l Connections |
| Aug-14 | 12 year-old Kiwi Otto Ingham has been chosen to play for Barcelona FC's elite futsal side | Int'l Connections |
| Aug-14 | Central city restaurants in Auckland are serving up street food at Street Eats this Saturday | Int'l Connections |

Appendix 2: Kea Social Media Posts
July to September 2014

| Month | Topic | Sector |
|--------|--|-----------------------|
| Aug-14 | Kiwi fashion designer Sean Kelly, of Project Runway, his dress worn by Heidi Klum at Emmys | Int'l Connections |
| Aug-14 | Kiwi fashion designer Annah Stretton has been selected London Fashion Week Opening Event | Int'l Connections |
| Aug-14 | Kiwi songstress Anika Moa will grace London this October | Int'l Connections |
| Aug-14 | Don't miss the show 'On The Upside Down Of The World' in Edinburgh for the NZ at Edinburgh season | Int'l Connections |
| Aug-14 | David Dawson has become the first Kiwi to swim the 40km length of Loch Lomond in Scotland solo | Int'l Connections |
| Aug-14 | Kiwi opera singer Dame Kiri Te Kanawa, recently performed at the Ravinia Festival in Illinois | Int'l Connections |
| Aug-14 | Don't miss Backyard at the Roxy, the Kiwi pop-up bar in Edinburgh for the NZ at Edinburgh season | Int'l Connections |
| Aug-14 | New Zealand's Queen of Blues, Makuini returns to London this Friday | Int'l Connections |
| Aug-14 | Kiwi actress Lucy Lawless has landed a role in the hit TV series Agents of S.H.I.E.L.D. | Int'l Connections |
| Aug-14 | Kiwi surfboard designer Roy Stuart has created the world's most expensive surfboard | Int'l Connections |
| Aug-14 | Kiwi company Allpress Espresso has started to supply it's third international market, Japan | Int'l Connections |
| Aug-14 | Kiwi dance company Black Grace received four star review The Times for its performances Edinburgh | Int'l Connections |
| Aug-14 | Kiwi Joel Kefali has directed Katy Perry's new music video, 'This is How We Do | Int'l Connections |
| Aug-14 | students from the University of Auckland have won \$50,000 at Microsoft's Imagine Cup in Seattle | Int'l Connections |
| Aug-14 | 45 medals Congratulations to all the Kiwis who competed in the Glasgow 2014 Commonwealth Games | Int'l Connections |
| Aug-14 | Kiwi photographer Rolf Wahl Olsen shortlisted in the Astronomy Photographer of the Year competition | Int'l Connections |
| Aug-14 | New Zealand global satellite launch market with a unique space programme by 2015. | Int'l Connections |
| Aug-14 | New Zealand's first crowdfunded capital, craft beer company Renaissance Brewing \$700,000 | Investment Attraction |
| Aug-14 | Kiwi business graduatespent his gap year developingsport socks. Kickstarter campaign here | Investment Attraction |
| Aug-14 | The Kiwi maker of the Martin Jetpack is planning to list, New Zealand and Australian stock exchanges | Investment Attraction |
| Aug-14 | chief executive of the New Zealand Film Commission, three Maori-made films at Toronto Film Festival | Maori |
| Aug-14 | Export demand for New Zealand craft beer is expected to triple over the next decade | NZ Inc |
| Aug-14 | Web addresses are changing dramatically and a .kiwi domain name can display your Kiwiness online | NZ Inc |
| Aug-14 | Auckland has made it into the Economist's Top 10 liveable cities in the world | NZ Inc |
| Aug-14 | The New York Times has named Christchurch the second of 52 places in the world to visit this year | NZ Inc |
| Aug-14 | Auckland has been named the friendliest city in the world by Conde Nast Traveler | NZ Inc |
| Aug-14 | The Sydney Morning Herald has named the Tongariro Crossing the best day walk in New Zealand. | NZ Inc |
| Aug-14 | Kea's global chairman Phil Veal says Kiwi businesses are missing out by not tapping into expat network | Promoting Kea |
| Aug-14 | Last month Kea held an event with High Performance Sport New Zealand and Sir Stephen Tindall. | Promoting Kea |
| Aug-14 | Entrehub Co-Founder Matthew Tukaki spoke at Kea's Inspire Sydney | Promoting Kea |
| Aug-14 | Orion Health in New Zealand, need experienced software developers and project managers | Talent Attraction |
| Aug-14 | Teach First NZ are offering scholarships to graduates to join Leadership Development Programme | Talent Attraction |
| Aug-14 | Vodafone New Zealand ,Click the link to learn more and see their current job opportunities | Talent Attraction |
| Aug-14 | The Inspiring Stories Trust film competition 'Young Kiwis Making a Difference'. There's a \$2000 prize | Talent Attraction |
| Aug-14 | Are you a Kiwi IT or Marketing student? Apply now for Winternz! Applications close Aug 15. | Talent Attraction |
| Sep-14 | Kiwi beverage startup Coaqua deal with Givenchy to appear in the fashion label's stores across China | China |
| Sep-14 | World champion Kiwi barbershop quartet the Musical Island Boys are performing in Shanghai | China |
| Sep-14 | Christchurch Airport announced summer service by China Airlines connecting Taiwan to South Island | China |
| Sep-14 | The All Blacks have won their third successive rugby championship with their win against Argentina | Int'l Connections |
| Sep-14 | In Wales? See our boys live in the All Blacks VS Wales game in Cardiff | Int'l Connections |
| Sep-14 | Kiwi duo Burling and Tuke had six wins in Spain, finishing 46 points ahead of their nearest rivals | Int'l Connections |
| Sep-14 | In New York? Check out the Kiwi magazine 'Le Roy' at the New York Art Book Fair 2014 | Int'l Connections |
| Sep-14 | Calling all Auckland Grammar Old Boys in the US. cocktail evening to reconnect with other old boys | Int'l Connections |
| Sep-14 | Kiwi Steve Williams reflects on his career after being inducted to the Caddie Hall of Fame this week | Int'l Connections |
| Sep-14 | If you're in Melbourne, don't miss comedian Rhys Darby in his Australian Tour on October 11 | Int'l Connections |
| Sep-14 | Belfast students aim to beat the 1967 land speed record of Kiwi Burt Munro, the World's Fastest Indian | Int'l Connections |
| Sep-14 | Sonny Bill Williams is a must in the All Blacks squad to tour the US and Europe, as Ma'a Nonu is out | Int'l Connections |
| Sep-14 | Olympic bronze medalist Kiwi Jonelle Price won the Blenheim horse trials 2014 in England | Int'l Connections |
| Sep-14 | Inspiring Stories Trust, street art designed created by graffiti artist Berst, Fraser Graham, Diko | Int'l Connections |
| Sep-14 | Taika Waititi and Jemaine Clement's 'What We Do in the Shadows' won Toronto Film Festival award | Int'l Connections |
| Sep-14 | Kiwi chef at Molos Restaurant in New Jersey infuses Aotearoa through his cuisine | Int'l Connections |
| Sep-14 | What We Do in the Shadows, The Dead Lands, and The Dark Horse are playing Toronto Film Festival | Int'l Connections |
| Sep-14 | Kiwi berry company OOB's products will be stocked in all Coles supermarkets across Australia | Int'l Connections |
| Sep-14 | Kiwi business Hemingway's Restaurant is a piece of New Zealand in the heart of Toronto | Int'l Connections |
| Sep-14 | Cat Robinson, Kiwi Landing Pad, wake up callNZ software companies wanting to expand into America | Int'l Connections |
| Sep-14 | Kiwi company Nib New Zealand has launched an international health insurance plan | Int'l Connections |
| Sep-14 | Peeling shrimp, swilling wine, making connections. Head along to Kiwi start-up Wok+Wine's London gig | Int'l Connections |
| Sep-14 | Kiwi double scullers Fiona Bourke and Zoe Stevenson won gold 2014 World Rowing Championships | Int'l Connections |
| Sep-14 | In London? Don't miss out on Liam Finn playing at the Lexington on September 9 | Int'l Connections |
| Sep-14 | Attica, run by Kiwi Ben Shewry, been named the best restaurant in Australia by Gourmet Travellers | Int'l Connections |

Appendix 2: Kea Social Media Posts

July to September 2014

| Month | Topic | Sector |
|--------|---|-----------------------|
| Sep-14 | Dylan Schmidt first Kiwi Olympic gold medal in trampoline Nanjing Youth Olympic Games | Int'l Connections |
| Sep-14 | Christchurch Festival of Transitional Architecture CityUps, support from Kiwi expats \$25,000 | Investment Attraction |
| Sep-14 | Lee Tamahori's film The Patriarch based on Witi Ihimaera's novel. funding is being sought | Investment Attraction |
| Sep-14 | Kiwi catering company 'Kai Catering' Maori and Pacific Rim influences based in London | Maori |
| Sep-14 | SCAPE Public Art build Fanfare, a sculpture to put Christchurch's place on the map raise the \$50,000 | NZ Inc |
| Sep-14 | Experts are saying New Zealand is the next hotspot for #technology companies | NZ Inc |
| Sep-14 | New Zealand world's safest, friendliest, best place to travel on your own Travel + Leisure magazine | NZ Inc |
| Sep-14 | 2015 New Zealand own space programme with Rocket Lab world-first launch vehicle in Auckland | NZ Inc |
| Sep-14 | Vogue posted its 15 favourite things in Wellington. What's your favourite? | NZ Inc |
| Sep-14 | Christchurch's 'Cardboard Cathedral' Internationally the most recognised building in the country | NZ Inc |
| Sep-14 | The secret den Underhill, is a magical Middle-earth experience and a hideaway fit for hobbits | NZ Inc |
| Sep-14 | Stephen Fleming supported New Zealand education in India raiseawareness of study destination | NZ Inc |
| Sep-14 | Out of the country for the General Election? Kea's events page helps you find a polling station | NZ Inc |
| Sep-14 | got an idea for a better New Zealand? Enter your idea into the Live the Dream accelerator programme | NZ Inc |
| Sep-14 | Do you know about a New Zealand election party being held near you? List it on Kea's website | NZ Inc |
| Sep-14 | Virgin Voter Collective aiming to reverse the decline of young voter in New Zealand. | NZ Inc |
| Sep-14 | Do you think New Zealand needs a Tech Commissioner? | NZ Inc |
| Sep-14 | Out of the country for the General Election? Kea's events page lets you know a polling station | NZ Inc |
| Sep-14 | Kea and New Zealand Society (UK) will host Mark Inglis at an event in London | Promoting Kea |
| Sep-14 | Kea - New Zealand's global network | Promoting Kea |
| Sep-14 | Kea hosted Josh Bayliss, New Zealander and CEO of Virgin Group, at an event in London | Promoting Kea |
| Sep-14 | Bipartisan support for Kea's mission in the lead up to the election from John Key and David Cunliffe | Promoting Kea |
| Sep-14 | The new Kea app lets you chat with Kiwis worldwide, and find Kiwi events and businesses near you. | Promoting Kea |
| Sep-14 | Check out the highlights from Kea's Inspire Sydney event at Google HQ last month | Promoting Kea |
| Sep-14 | London event, Kiwi artificial intelligence expert Shane Legg | Promoting Kea |
| Sep-14 | Are you a talented techie? Innovation Islands, Find out how you can be part of the companies | Talent Attraction |
| Sep-14 | Baseball New Zealand are looking for players under 23 for the 2014 World Championships in Taiwan. | Talent Attraction |
| Sep-14 | Telecom's transformation into Spark has new era of digital innovation. see the job opportunities | Talent Attraction |

Appendix 3: Kea Newsletters

July to September 2014

| Month | Topic | Sector |
|--------|--|--|
| Jul-14 | Find new ways to connect with Kiwis in China and Asia through Kea | China |
| Jul-14 | A Shanghai Story | China |
| Jul-14 | Women in Business - Fun, Fortune and Fast Cars | China |
| Jul-14 | Kiwi Monthly Networking Drinks | China |
| Jul-14 | Singapore University of Auckland Alumni and Friends Reception | China |
| Jul-14 | ANZ Aotearoa Ball | China |
| Jul-14 | Job Opportunity: Beijing Fanzhidu International School | China Talent Attraction |
| Jul-14 | NZ China Trade Association event in Auckland | China/NZ Inc |
| Jul-14 | Producing Energy for Asian Markets event in Auckland | China/NZ Inc |
| Jul-14 | Japan Festival of Wellington | China/NZ Inc |
| Jul-14 | NZ Asian Leaders Asian Entrepreneurs event in Auckland | China/NZ Inc |
| Jul-14 | Experience New Zealand at Edinburgh | Int'l Connections |
| Jul-14 | NZ engineering company Beca wants to meet London-based engineers | Int'l Connections |
| Jul-14 | Can you help the All Blacks in the US? | Int'l Connections |
| Jul-14 | Tainui Stephens: A Whakapapa of Maori Film | Maori Int'l Connections |
| Jul-14 | Enrol and vote in the 2014 New Zealand General Election from overseas | NZ Inc |
| Jul-14 | Wear Nature from New Zealand | NZ Inc |
| Jul-14 | Morgo 2014: 18-19 September, Waitangi | NZ Inc |
| Jul-14 | Meet up with Kiwis at international events | Promoting Kea |
| Jul-14 | Market your organisation to expats | Promoting Kea |
| Jul-14 | Do you know a World Class Kiwi? | Promoting Kea |
| Jul-14 | Google hosts upcoming Kea Inspire events | Promoting Kea |
| Jul-14 | Kea member offer: Dilana Workshop | Promoting Kea |
| Jul-14 | Google hosts Kea Inspire events across Asia: Tickets still available | Promoting Kea |
| Jul-14 | Kea Member Profile: Melody Guo, New Zealand China Council | Promoting Kea |
| Jul-14 | How you're making NZ World Class | Promoting Kea |
| Jul-14 | Cracking the Gumnut: Doing business in Australia | Promoting Kea |
| Jul-14 | Kea and Google take to Asia Pacific | Promoting Kea |
| Jul-14 | Follow the Commonwealth Games thanks to .kiwi | Promoting Kea Int'l Connections |
| Jul-14 | Beca: Building the future with New Zealand's expats | Talent Attraction |
| Jul-14 | Job Opportunity: Chief Financial Officer, The Warehouse | Talent Attraction |
| Jul-14 | Job Opportunity: Opus, New Zealand | Talent Attraction |
| Jul-14 | Job Opportunity: Fletcher Building, New Zealand | Talent Attraction |
| Jul-14 | Job Opportunity: Director of Finance and Resources, Goodenough College, London | Talent Attraction |
| Jul-14 | Job Opportunity: Director Portfolio Management, Auckland | Talent Attraction |
| Jul-14 | North American sustainability distribution contacts wanted | Talent Attraction |
| Jul-14 | Influencer working for global brands sought | Talent Attraction Investment Attraction |
| Jul-14 | Food and beverage contacts in Australia | Talent Attraction Investment Attraction |
| Jul-14 | Do you have contacts in the superyacht industry? | Talent Attraction Investment Attraction |

Appendix 3: Kea Newsletters

July to September 2014

| Month | Topic | Sector |
|--------|--|------------------------------------|
| Aug-14 | Hangzhou Drinks: | China |
| Aug-14 | Beijing Drinks: | China |
| Aug-14 | Shanghai Drinks | China |
| Aug-14 | Find your feet in Shanghai with NZ Central | China Int'l Connections |
| Aug-14 | Education NZ launches online platforms in China | China/NZ Inc |
| Aug-14 | China Airlines boost Christchurch flights | China/NZ Inc |
| Aug-14 | Creative Kiwis at the Edinburgh Festival | Int'l Connections |
| Aug-14 | NZ Films at Toronto International Film Festival | Int'l Connections |
| Aug-14 | Auckland City: Boat Sheds For Sale | Investment Attraction |
| Aug-14 | NZ innovation needs your help | Investment Attraction |
| Aug-14 | Property: Investing in Auckland's future growth | Investment Attraction |
| Aug-14 | NZ innovation needs your help | Investment Attraction |
| Aug-14 | Auckland City: Boat Sheds For Sale | Investment Attraction |
| Aug-14 | Invest in Auckland's future growth | Investment Attraction |
| Aug-14 | Bring a bit of NZ to the table | NZ Inc |
| Aug-14 | Your alumni want to connect | NZ Inc Int'l Connections |
| Aug-14 | Vote from Australia in the New Zealand 2014 General Election | NZ Inc Int'l Connections |
| Aug-14 | Guest Blog: Taking control of the family business without breaking it | NZ Inc Promoting Kea |
| Aug-14 | Are you in Australia? | Promoting Kea |
| Aug-14 | What about North America? | Promoting Kea |
| Aug-14 | Or are you at the cutting edge in China? | Promoting Kea |
| Aug-14 | But what if I've returned home? | Promoting Kea |
| Aug-14 | Tell Kiwis in China and Asia about your events | Promoting Kea |
| Aug-14 | New Consul-Generals in Shanghai and Western China | Promoting Kea |
| Aug-14 | Are you a Dot Kiwi? | Promoting Kea |
| Aug-14 | Upcoming events in London | Promoting Kea |
| Aug-14 | Find Kiwis in the US and Canada | Promoting Kea |
| Aug-14 | Find your feet in Canada | Promoting Kea |
| Aug-14 | Find Kiwi events near you | Promoting Kea |
| Aug-14 | Kea at Google's Sydney HQ | Promoting Kea |
| Aug-14 | Tell Aussie expats about your business | Promoting Kea |
| Aug-14 | Ask the network for help | Promoting Kea |
| Aug-14 | Kea Member Profile: Darren Foo, Corporate Counsel at SunGard | Promoting Kea Int'l Connections |
| Aug-14 | Kea presents Google's DeepMind co-founder, Shane Legg | Promoting Kea Int'l Connections |
| Aug-14 | Mining Kiwi Gold: A Kea Breakfast with Sir Stephen Tindall and 'BlackGold' | Promoting Kea Int'l Connections |
| Aug-14 | Articles: expats and repats on returning to New Zealand | Promoting Kea NZ Inc |
| Aug-14 | Secure an internship in Silicon Valley | Talent Attraction |
| Aug-14 | Job Opportunity: Vodafone, New Zealand | Talent Attraction |
| Aug-14 | Job Opportunity: Director Portfolio Management, Auckland | Talent Attraction |
| Aug-14 | Job Opportunity: Chief Risk Officer, New Zealand | Talent Attraction |

Appendix 3: Kea Newsletters

July to September 2014

| Month | Topic | Sector |
|--------|---|------------------------------------|
| Aug-14 | Job Opportunity: Beca, New Zealand | Talent Attraction |
| Aug-14 | Job Opportunity: Minter Ellison Lawyers, Auckland | Talent Attraction |
| Aug-14 | Job Opportunity: General Manager, Community & Social Policy, Auckland Council | Talent Attraction |
| Aug-14 | Job Opportunity: General Manager, Design & Activation, Auckland Council | Talent Attraction |
| Aug-14 | Job Opportunity: General Manager, Auckland Plan Strategy & Research, Auckland Council | Talent Attraction |
| Aug-14 | Job Opportunity: Minter Ellison Lawyers, Auckland | Talent Attraction |
| Aug-14 | Job Opportunities: Auckland Council | Talent Attraction |
| Aug-14 | Interning a path to success in San Francisco | Talent Attraction |
| Sep-14 | NZ Music Festival arrives in Shanghai | China |
| Sep-14 | Asia New Zealand Foundation Gala Dinner | China |
| Sep-14 | Kiwi companies collaborate in China | China Int'l Connections |
| Sep-14 | NZ merino lands in the UK with Smalls for kids | Int'l Connections |
| Sep-14 | Auckland property investment service for expats launches | Investment Attraction |
| Sep-14 | Find NZ property investment opportunities with Augusta | Investment Attraction |
| Sep-14 | Vote from overseas in the New Zealand 2014 General Election | NZ Inc |
| Sep-14 | An International Education on Auckland's North Shore | NZ Inc |
| Sep-14 | Equity crowdfunding arrives in NZ | NZ Inc |
| Sep-14 | Keeping expats covered with nib | NZ Inc Int'l Connections |
| Sep-14 | Help The NZ Cellar top the International Wine & Spirit Competition | NZ Inc Int'l Connections |
| Sep-14 | Keeping expats covered with nib | NZ Inc Int'l Connections |
| Sep-14 | Vote from overseas in the New Zealand 2014 General Election | NZ Inc Int'l Connections |
| Sep-14 | Play your part in the New Zealand 2014 General Election | NZ Inc Int'l Connections |
| Sep-14 | Find connections in the Hong Kong wine industry | NZ Inc Int'l Connections |
| Sep-14 | Kea and Google connect Kiwis offshore | Promoting Kea |
| Sep-14 | Need international contacts? | Promoting Kea |
| Sep-14 | Find Kiwis near you | Promoting Kea |
| Sep-14 | Ask the network for help | Promoting Kea |
| Sep-14 | Job Opportunity: Business Manager, Kea | Promoting Kea |
| Sep-14 | What Kiwis are doing in London | Promoting Kea |
| Sep-14 | How do Kiwis find your business? | Promoting Kea |
| Sep-14 | Find New Zealanders near you through Kea | Promoting Kea |
| Sep-14 | Meet the Kiwi leading the charge in Artificial Intelligence at Google | Promoting Kea Int'l Connections |
| Sep-14 | Kea Member Profile: Emma Blackman | Promoting Kea Int'l Connections |
| Sep-14 | Kea Member Profile: World Class New Zealander Lukas Beech | Promoting Kea Int'l Connections |
| Sep-14 | Job Opportunities: Spark, New Zealand | Talent Attraction |
| Sep-14 | Job Opportunities: Fisher & Paykel, Auckland | Talent Attraction |
| Sep-14 | Return home to a managerial role | Talent Attraction |
| Sep-14 | Find your future in tech in New Zealand | Talent Attraction |
| Sep-14 | Job Opportunity: MFAT, Shanghai | Talent Attraction |

**Appendix 4: Kea Media Report
July to September 2014**

| Source | Progress | Date |
|-------------------|---|-------------|
| NZ Business | From the editor - inspired by family | 01-Jul-14 |
| NZ Business | Neville Jordan - looking for the light | 01-Jul-14 |
| NZ Business | Supreme winner masters 'sguiggly path' | 01-Jul-14 |
| Unlimited | Interview with Dr Murray Brennan, Kea and WCNZ mentions | 03-Jul-14 |
| Unlimited | Workhere/Beca article with Kea | 03-Jul-14 |
| Idealog | Kea events a springboard for global impact (Google events) | 08-Jul-14 |
| NZ Herald | Returning expats finding jobs article featuring Craig | 30-Jul-14 |
| NBR | Mention of WCNZ Awards and Neville Jordan | 01-Aug-14 |
| Dominion Post | Mention of Kea in Phil Veal CEO Rangatira Article | 05-Aug-14 |
| NBR | Mention of Kea in Phil Veal CEO Rangatira Article | 05-Aug-14 |
| Unlimited | Kea Google events partnership | 07-Aug-14 |
| NZ Herald | Kea mention in Bella Katz column about NZ businesses entering Aus | 12-Aug-14 |
| Idealog | WCNZ mention in story about Jane Hunter | 25-Aug-14 |
| Unlimited | Kea App story | 04-Sep-14 |
| NBR | Interview with Sam Mickell - Kea App and Google Events | 05-Sep-14 |
| Gisborne Herald | Interview with Stephen Tindall, mention of Kea | 08-Sep-14 |
| Voxy | Kea App article | 11-Sep-14 |
| Listener | Kea mention in diaspora voting story | 13-Sep-14 |
| stuff.co.nz | John Key and David Cunliffe show support for Kea in Q&A session | 14-Sep-14 |
| Sunday Star Times | John Key and David Cunliffe show support for Kea in Q&A session | 14-Sep-14 |
| RadioLive | Kea mention in election roundup | 21-Sep-14 |
| NZ Herald | Kea mention in interview with Craig Armstrong (NZTE) | 26-Sep-14 |
| Listener | Kea mention in 'Techs in the city' article | 27-Sep-14 |



World Class New Zealand Network

***Kea's purpose is to inspire, connect and enable a borderless nation
of one million advocates, champions and storytellers for New Zealand***

What is the World Class New Zealand Network?

World Class New Zealand is a global network of high achievers and industry leaders who lend their influence and insight to help internationally-minded Kiwi businesses and individuals succeed on the world stage.

Network members are united in their love of New Zealand and in their belief that, for Kiwis who aspire to achieve internationally, there should be no such thing as a cold call.

As the World Class New Zealand network grows, so too does its importance as a strategic tool in the development of New Zealand's global standing.

By providing globally minded New Zealanders access to the advice and meaningful connections they need to get to market faster and smarter, the network is in turn creating a platform to promote Kiwi excellence to the world.

How the Network works

World Class New Zealand's international team receives connection requests from a range of sources, including small and large enterprises, government agencies and EDAs. The team reviews all connection inquiries to ensure only the most genuine, committed and relevant opportunities are presented to Network members.

Once a connection is made, World Class New Zealand members work with connection seekers, providing strategic insights, local market education and introductions to key business contacts.

Common requests from connection seekers include:

- Introductions to key contacts in overseas markets for advice and/or business opportunities
- Board members and advisors
- Assistance with C-level recruitment for New Zealand organisations
- Governance and thought leadership
- Inspirational speakers

Some examples of the Network at work

With a world class product at the ready, a Rotorua-based biotechnology company was in search of a world class network to help them expand operations.

Working with a group of specialist breweries, the company had created a microbial probiotic brew enabling farmers to improve production while reducing the use of problematic chemical inputs – a product with potentially dramatic implications for global farming practices.

Through a World Class New Zealand introduction, the company was able to make an invaluable connection to the UK-based Kiwi responsible for embedding global sustainability into the supply chain of a major multi-national family restaurant chain.

A Dunedin-based industrial design company was looking to sell its IP for a new and extremely innovative sporting accessory, but without connections to the big international influencers in that sport the local team was stumped. They knew who they needed to talk to but had no way of making the introduction.

Thanks to a World Class New Zealand network member, executives from the company were put in touch with a senior Vice President of a US-based global sports product manufacturer, to whom they were given an opportunity to pitch their product.

About World Class New Zealand

World Class New Zealand is administered by Kea New Zealand – New Zealand’s global network of over 230,000 Kiwis and friends of New Zealand.

The World Class New Zealand Network counts among its members some of the country’s most knowledgeable people – leaders in business, technology, science, international diplomacy, and the creative sector.

Each of our members is well regarded as a leader in their chosen industry, shares a passion for facilitating business connections and is committed to New Zealand’s continued growth, visibility and success.

Although we are not a government agency, we work collaboratively with a range of public agencies, including MBIE, NZTE, MFAT and Te Puni Kōkiri, as well as regional EDAs such as ATEED and Grow Wellington.

The network currently numbers over 300 World Class New Zealanders, and will expand to over 500 by June 30, 2015

The World Class New Zealand programme receives funding from a range of sources, including government agencies, corporate sponsors, and a range of commercial activities. There is no membership fee.

World Class New Zealand Awards

Each year, World Class New Zealand honours a select group of outstanding New Zealanders, both members and non-members, through the World Class New Zealand Awards.

Established in 2003, the Awards are among New Zealand's most prestigious and significant honours recognising and celebrating inspiring, world-leading New Zealanders, based both locally and off-shore.

World Class New Zealand Network – Information for Members

Members

Being a World Class New Zealand network member means being part of an invitation-only network of New Zealanders and 'friends' of New Zealand who have skills, experience, significant connections and influence in a broad range of sectors.

To be invited to join the World Class New Zealand network, members must exhibit four key criteria:

- 1. Acknowledged expertise:** members are recognised innovators and industry leaders.
- 2. Excellent connections:** members are well connected in their field of influence both locally and internationally.
- 3. Affinity for New Zealand:** members are passionate about New Zealand and committed to furthering Kiwi ambitions globally.
- 4. High EQ:** members identify with the ambitions of others and show a genuine desire to assist them in making their mark.

Types of request

As the aspirations of our connection seekers vary, so too do their requests. World Class New Zealand members provide their support on a wide range of requests, from simple introductions and sharing knowledge of key markets to lending their profile to events and speaking opportunities.

Requests facilitated by World Class New Zealand members include:

- Assistance with introductions
- Advice on a particular industry or market
- Speaking at an event
- Mentoring
- Being profiled in media to highlight World Class New Zealand members' contribution to New Zealand's development
- Providing market and/or policy insight for national and local governments
- Providing suggestions for C-level recruitment and board positions in significant New Zealand organisations
- Assisting with general requests from World Class New Zealand, e.g. referring new members, providing nominations for World Class New Zealand Awards
- Networking and assisting with requests from other network members

Commitment

The team at World Class New Zealand is conscious of the time commitments of its members and, as such, actively manages all requests to ensure the process is never demanding.

Members should expect no more than two to three individual requests per year, each taking no more than an hour on average (not including mentoring, or keynote speaking). The goal of World Class New Zealand is to help the connection seeker take the next step in their journey, not to carry them to their destination.

In addition we will occasionally forward less specific requests to the whole Network, or to a group of members who have relevant expertise and interest.

While World Class New Zealand is an active network and members are asked to assist where they may be of benefit, we understand that other commitments take priority. If time becomes an issue, members are free to withdraw or put their membership on hold.

Benefits of membership

World Class New Zealand provides a unique opportunity to both foster the next wave of Kiwi success and to build relationships with other established New Zealanders who are illuminating our brand off-shore.

Membership benefits include:

- Opportunity to connect with other members and develop business networks across a broad range of industries
- Opportunities to become involved with up and coming Kiwi innovators and businesses beyond the market validation stage
- Opportunity to contribute to New Zealand's ongoing success
- Media exposure through World Class New Zealand public relations initiatives
- Online forums and general discussions with other World Class New Zealand members
- Networking events

Communication

World Class New Zealand employs a team of Network Relationship Managers in Auckland, Shanghai and London who are tasked with ensuring your experience with World Class New Zealand is as it should be.

Network Relationship Managers will contact you via email in the first instance, or by telephone or Skype where agreed, to outline individual connection requests. You are welcome to contact our Network Relationship Managers at any time should you wish to ask questions or make a request of the network yourself.

A regular e-newsletter will keep you up to date on happenings around the network, and a closed LinkedIn group provides a forum for discussion between members – please do join this group.

The small print

- World Class New Zealand facilitates introductions between connection seekers and members and applies its best endeavours to ensuring only the most relevant, robust and committed requests are presented to members for assistance.
- It is expected that connection seekers are respectful of the member's time
- All information supplied by the connection seeker is confidential, as is yours. We request that members and connection seekers agree not to share this information further without express permission from the other party.
- World Class New Zealand facilitates the first connection only. Ongoing contact with the connection seeker is at the discretion of both parties.
- Members can cancel or put their membership on hold at any time. Equally, World Class New Zealand reserves the right to withdraw membership.
- An admin fee (currently NZ\$250) is payable by seekers for each request. This helps cover the cost of the service and does not reflect the value of the connection.

WORLD CLASS NEW ZEALAND NETWORK

MEMBER QUESTIONNAIRE

Section A: Personal Details

| | |
|---|---|
| Name | |
| Nationality/Nationalities | |
| Iwi affiliation (if applicable) | |
| Company/organisation information | (Title/s and Company/Organisation names) |
| Industry/Expertise Keywords | |
| Preferred email address | |
| Back-up email address (if applicable) | |
| Skype address | |
| Twitter address | |
| Mobile phone number | |
| Landline phone number | |
| Full delivery address (ie home or office, not P.O.Box) | |
| Personal website (if applicable) | |
| Assistant's name & title (if applicable) | |
| Assistant's phone number | |
| Assistant's email address | |
| University Qualification/s | (Highest university qualifications and institution) |
| Honours & Awards | |

WORLD CLASS NEW ZEALAND NETWORK

MEMBER QUESTIONNAIRE

Section B: Interests and preferences

| | |
|---|--|
| <p>What are you passionate about?</p> | <p>(Feel free to list anything that motivates you, from hobbies and cultural/sporting interests to business or social issues etc)</p> |
| <p>Network members may be asked to undertake a range of requests. Please could you indicate which of the following you are willing to consider</p> | <ul style="list-style-type: none"> ○ Assistance with introductions <input type="checkbox"/> ○ Advice on a particular industry or market <input type="checkbox"/> ○ Speaking at an event <input type="checkbox"/> ○ Mentoring <input type="checkbox"/> ○ Being profiled in media <input type="checkbox"/> ○ Providing market and/or policy insight for national and local governments <input type="checkbox"/> ○ Providing suggestions for C-level recruitment and board positions in significant New Zealand organisations <input type="checkbox"/> ○ Assisting with general requests from World Class New Zealand, eg: referring new members, providing nominations for World Class New Zealand Awards <input type="checkbox"/> ○ Networking and assisting with requests from other network members <input type="checkbox"/> |
| <p>Are there other ways that you feel you could contribute to the Network's work? If so, please list</p> | |
| <p>Do you travel frequently, and if so what parts of the world do you most frequently visit?</p> | |
| <p>If you don't live in New Zealand: how frequently do you travel to New Zealand?</p> | |
| <p>Would you consider attending and/or speaking at World Class NZ events while travelling abroad?</p> | |



WORLD CLASS NEW ZEALAND NETWORK

MEMBER QUESTIONNAIRE

Section C: Media

We are always keen to have updated media information about our members.

If you have any of the following, could you please email them to us?

- **A recent, hi-res portrait of yourself, or more than one if you have them**
- **Links to any recent published articles about you**
- **A list of any books or articles that you have published**
- **Links to any clips of you presenting at public events, conferences etc**

Section D: Bio

- 1. Please could you attach an updated bio, or the link to your online (eg LinkedIn) bio if that is more relevant.**
- 2. Please list below the life and/or career achievements of which you are proudest (feel free to add pages if there is insufficient space below!):**

If you prefer to mail us any written material that is not available in electronic form, our postal address is:

**Kea New Zealand
PO Box 105 892
Auckland City 1143
New Zealand**



Address: Suite 507, Level 5, 35 High Street
Auckland 1010
New Zealand

Mail: PO Box 105-892
Auckland 1143
New Zealand

Phone: + 64 9 373 4057
Email: info@keanewzealand.com
Web: www.keanewzealand.com

30 June 2014

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[XXXXXXXX](#)

Dear xxxxx

It is my great pleasure to welcome you as a member of the World Class New Zealand Network, and to thank you for your willingness to give a little of your time, your knowledge, and your connections for the benefit of ambitious and entrepreneurial Kiwis and of New Zealand as a nation.

The World Class NZ Network is an inspirational project. The idea is that influential and well-connected Kiwis and friends of New Zealand link hands across the globe, enabling us to realise the vision that for the citizens of our borderless nation there should be no such thing as a cold call. Thank you for participating in that vision.

We have exciting plans for the Network that will be announced as we grow towards our 'critical mass' of 500 members over the next 12-18 months. The Network will become one of the most powerful and best-connected diaspora groups globally, and will act as eyes and ears for New Zealand as our nation continues to punch above its weight, charting its course for continuing economic development and growing prosperity.

With these words of welcome, I will leave you in the care of our global World Class NZ team, who will be doing their very best to ensure that your experience of Network membership is consistently excellent. However I'm always happy to hear from Network members, so if you have any feedback or suggestions, please don't hesitate to get in touch with me.

I hope to catch up with you at one of our global events before too long.

With best wishes

Phil Veal
Global Chairman

Appendix 8: WCNZ Network Members - 16 October 2014

| Salutation | First Name | Last Name | Organisation | Title | Industry Sector/s | Region | Country | LinkedIn Profile | Induction date | WCNZ Contact Type |
|---------------|------------------|--------------|---|--|--|----------------|----------------|---|----------------|-------------------|
| | Sam | Cheow | L'Oreal | VP / Head of CMO Agency | Advertising, Marketing & PR | North America | United States | https://www.linkedin.com/in/samcheowloreal | 26/09/2014 | WCNZ Member |
| | Geoff | Collins | Ingenuity (Thailand) Co Ltd | Managing Director | | Asia | Thailand | http://th.linkedin.com/pub/geoff-collins/8/447/881 | 21/08/2014 | WCNZ Member |
| | Eric | Kearley | Telstra Media | Head of IPTV and Pay TV | Media & Creative | Australia | Australia | au.linkedin.com/in/erickearley | 20/08/2014 | WCNZ Member |
| | Craig | White | Harvard University / Quintiles Transnational | Healthcare Consultant | Healthcare & Social Assistance | North America | United States | www.linkedin.com/pub/craig-white/0/5a/734 | 15/08/2014 | WCNZ Member |
| | Ann | Sherry | Carnival Australia | CEO | Accommodation & Hospitality;Tourism | Australia | Australia | au.linkedin.com/pub/ann-sherry/12/948/b00 | 07/08/2014 | WCNZ Member |
| | David | Thodey | Telstra Corporation Ltd | CEO | ICT | Australia | Australia | au.linkedin.com/pub/david-thodey/37/922/7a1 | 06/08/2014 | WCNZ Member |
| | Richard | Mathews | MHB Holdings | Partner | ICT;Investment & Business;Prof, Sci & Tech | Australia | Australia | https://www.linkedin.com/profile/view?id=38549400 | 03/08/2014 | WCNZ Member |
| | Elmar | Toime | E Toime Consulting | Founder & Chairman | Investment & Business | United Kingdom | United Kingdom | https://www.linkedin.com/in/elmaritoime | 24/07/2014 | WCNZ Member |
| | Joseph | Healy | National Australia Bank | Group Executive - Business Banking | Financial & Insurance | Australia | Australia | au.linkedin.com/pub/joseph-healy/4b/897/663 | 23/07/2014 | WCNZ Member |
| | Jonathan (Jonny) | Hendriksen | Shuttlecock Ltd | Founder & CEO | Investment & Business | New Zealand | New Zealand | www.linkedin.com/in/jonathanhendriksen | 23/07/2014 | WCNZ Member |
| | Jan | Beagle | United Nations | Assistant Secretary General | Government;Public Policy | Europe | Switzerland | http://ch.linkedin.com/pub/jan-beagle/35/551/33 | 07/07/2014 | WCNZ Member |
| | Amanda | Ellis | MFAT - Ministry of Foreign Affairs and Trade | Head of Mission, Ambassador | Government | Europe | Switzerland | | 07/07/2014 | WCNZ Member |
| | Alister R. | Mathieson | Humber College | VP Advancement and External Affairs | Education & Training;Food and Beverage | North America | Canada | ca.linkedin.com/pub/alister-mathieson/4/b6a/802 | 03/07/2014 | WCNZ Member |
| | Colin | Leach | Aliaxis Group | Chief Operating Officer | Construction & Architecture | Europe | Belgium | be.linkedin.com/pub/colin-leach/13/981/749 | 02/07/2014 | WCNZ Member |
| | Mark | Burlace | Melbourne Festival | Head of Programming | Arts & Entertainment | Australia | Australia | http://www.linkedin.com/pub/mark-burlace/14/574/b00 | 01/07/2014 | WCNZ Member |
| | David | McLean | Westpac Banking Corporation | CEO (Acting) | Financial & Insurance | New Zealand | New Zealand | www.linkedin.com/pub/david-mclean/13/243/521 | 30/06/2014 | WCNZ Member |
| | Mark | Hadley | E Digital Consulting (EDC) | Managing Director | ICT;Media & Creative | United Kingdom | United Kingdom | uk.linkedin.com/pub/mark-hadley/1/79/a85 | 30/06/2014 | WCNZ Member |
| | George | Forbes | Rhodes & Co | Partner | Legal | New Zealand | New Zealand | nz.linkedin.com/pub/george-forbes/2/b29/94a | 30/06/2014 | WCNZ Member |
| | Linley | Watson | Peak Performance International | Managing Director | Academia;Investment & Business | Australia | Australia | http://www.linkedin.com/pub/linley-watson/2/635/630 | 30/06/2014 | WCNZ Member |
| | Andrew (Andy) | Hamilton | The ICEHOUSE LTD | CEO | Investment & Business | New Zealand | New Zealand | http://linkd.in/1oWe4XB | 30/06/2014 | WCNZ Member |
| | Andrew | Adamson | Independent Artist | Film Director | Media & Creative | New Zealand | New Zealand | | 30/06/2014 | WCNZ Award Winner |
| | Bella | Katz | Bella Katz Brand & Marketing | Managing Director | Advertising, Marketing & PR Finance, Investment & Business Services, Human Resources, Imports & Exports | Australia | Australia | http://au.linkedin.com/in/bellakatz | 30/06/2014 | WCNZ Member |
| | Lukas | Beech | Nowak & Partner Co., Ltd | Director of HR Services | | Asia | South Korea | kr.linkedin.com/in/lukasbeech | 30/06/2014 | WCNZ Member |
| | Denise | Cosgrove | WorkSafe Victoria | Chief Executive | Financial & Insurance;Government | Australia | Australia | http://www.linkedin.com/profile/view?id=53164252&authType | 30/06/2014 | WCNZ Member |
| | Jon | Mayson | Several organisations | Professional Director | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/jon-mayson/b/254/a17 | 30/06/2014 | WCNZ Member |
| | Sean | Horgan | West Coast Energy Pty Ltd | Chief Executive Manager, Sales Infrastructure, Large | Utilities | Australia | Australia | au.linkedin.com/pub/sean-horgan/16/2a3/824 | 30/06/2014 | WCNZ Member |
| | Scott | Riddle | Google Inc. | Publisher Solutions | Prof, Sci & Tech;Govt & Non-Govt Organisations | North America | United States | www.linkedin.com/in/scottriddle | 30/06/2014 | WCNZ Member |
| | Kerry | Osborne | Citywide Service Solutions Pty Ltd | MD | Construction | Australia | Australia | au.linkedin.com/pub/kerry-osborne/17/18a/31a | 30/06/2014 | WCNZ Member |
| Dr. | Murray | Brennan | Memorial Sloan-Kettering Cancer Center | Dr. | Healthcare & Social Assistance | North America | United States | www.linkedin.com/pub/murray-brennan/10/497/70a | 30/06/2014 | WCNZ Award Winner |
| | David | Mace | Mace Consulting | Chairman | Financial & Insurance Agriculture, Forestry, Fishing & Mining, Food & Beverage | New Zealand | New Zealand | | 30/06/2014 | WCNZ Member |
| | Craig | Bell | Leitissimo | Director | | South America | Brazil | br.linkedin.com/pub/craig-bell/2/475/392 | 30/06/2014 | WCNZ Member |
| | Matthew | Tukaki | EntreHub.org | Co Founder and Chairman | Government;ICT;Investment & Business | Australia | Australia | au.linkedin.com/in/matthewtukaki | 30/06/2014 | WCNZ Member |
| | Shane | Legg | Google | Senior Research Scientist | Academia;Prof, Sci & Tech | United Kingdom | United Kingdom | https://www.linkedin.com/pub/shane-legg/1/115/4b2 | 30/06/2014 | WCNZ Member |
| Dr. | Catherine | Mohr | Intuitive Surgical | Director of Medical Research | Healthcare & Social Assistance | North America | United States | www.linkedin.com/pub/catherine-mohr/3/a20/627 | 30/06/2014 | WCNZ Award Winner |
| Emeritus Prof | John | Hawk | Kings College London | Honorary Consultant Dermatologist | Healthcare & Social Assistance | United Kingdom | United Kingdom | uk.linkedin.com/pub/john-hawk/36/b98/a01 | 30/06/2014 | WCNZ Member |
| | Simon | Valentine | Standard Chartered Bank | Global Head of Talent Acquisition | Human Resources | Asia | Singapore | sg.linkedin.com/in/simonvalentine | 30/06/2014 | WCNZ Member |
| | Bevan | Killick | The Canterbury Club | President | Financial & Insurance | New Zealand | New Zealand | nz.linkedin.com/pub/bevan-killick/5/176/55b | 30/06/2014 | WCNZ Member |
| | Don | Churchill | Churchill Consulting and Communications Pty Ltd | Managing Director | Advertising, Marketing & PR;Media & Creative | Australia | Australia | http://linkd.in/1ykdDKv | 30/06/2014 | WCNZ Member |
| | Fay | Drummond | QSC China | Manager | Investment & Business | China | China | http://linkd.in/1woiPKw | 30/06/2014 | WCNZ Member |
| | Craig | Elliott | Pertino | Conservation Program Committee Managing Director, also Adjunct Professor | ICT;Investment & Business | North America | United States | www.linkedin.com/pub/craig-elliott/0/27/780 | 30/06/2014 | WCNZ Award Winner |
| | Peter | Rajsingh | Castellar Partners | Professor | Financial & Insurance | North America | United States | http://linkd.in/1oCf2VP | 30/06/2014 | WCNZ Member |
| | Audette | Exel | ISIS (ASIA PACIFIC) PTY LIMITED | Chief Executive Officer (CEO) | Investment & Business | Australia | Australia | http://www.linkedin.com/pub/audette-exel/0/2b9/516 | 30/06/2014 | WCNZ Member |
| | Ben | Fisher | Innoture Limited / Fisher Ventures | Director | Investment & Business | United Kingdom | United Kingdom | http://linkd.in/1rmYntj | 27/06/2014 | WCNZ Member |
| | Edward (Ed) | Hanson | Babcock & Brown | CEO | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/edward-hanson/17/a93/a68 | 27/06/2014 | WCNZ Member |
| Sir | Paul | Beresford MP | British Parliament | Member of Parliament | Government | United Kingdom | United Kingdom | | 27/06/2014 | WCNZ Member |
| | Tom | Mockridge | Virgin Media | Chief Executive | Media & Creative | United Kingdom | United Kingdom | | 27/06/2014 | WCNZ Member |
| | Molly | Bedingfield | Global Angels Foundation | Founder & CEO | Not For Profit | United Kingdom | United Kingdom | https://www.linkedin.com/pub/molly-bedingfield/4/214/b7b | 27/06/2014 | WCNZ Member |
| Prof. | Gael | McDonald | MIT International University Vietnam | President and General Director | Academia | Asia | Vietnam | | 26/06/2014 | WCNZ Member |
| | Shelly | Park | Monash Health | CEO | Healthcare & Social Assistance | Australia | Australia | au.linkedin.com/pub/shelly-park/1b/650/500 | 26/06/2014 | WCNZ Member |
| | Ross | McEwan | Royal Bank of Scotland | Group Chief Executive | Financial & Insurance;Investment & Business | United Kingdom | United Kingdom | | 30/04/2014 | WCNZ Member |
| | Graham | Stuart | Sealord | Chief Executive | Ag, Forestry & Fishing | New Zealand | New Zealand | nz.linkedin.com/pub/graham-stuart/5/378/11 | 30/04/2014 | WCNZ Member |
| Dr. | Alan | Bollard | APEC - Asia Pacific Economic Cooperation | Executive Director | Government;Public Policy | Asia | Singapore | | 15/04/2014 | WCNZ Member |
| | Johnny | Weiss | Trans-Tasman Business Circle | Global CEO | Other | Australia | Australia | au.linkedin.com/pub/john-weiss/1/469/451 | 13/04/2014 | WCNZ Member |
| | John | MacFarlane | ANZ | Member of Global Board | Financial & Insurance;Investment & Business | Australia | Australia | http://au.linkedin.com/pub/john-macfarlane/1a/5a4/206 | 10/04/2014 | WCNZ Member |
| | Tim | Cameron | Cravath Law Firm | Partner | Prof, Sci & Tech | North America | United States | | 09/04/2014 | WCNZ Member |
| | Scott | Weenink | Ooredoo | General Counsel- Ooredoo | ICT | Asia | Singapore | sg.linkedin.com/pub/scott-weenink/23/96a/800 | 08/04/2014 | WCNZ Member |
| | Simon | Rees | Govett-Brewster Gallery | Director | Arts & Entertainment | New Zealand | New Zealand | | 04/04/2014 | WCNZ Member |
| | Richard | McDonald | Epsilon Consultants | SVP | Media & Creative | North America | United States | www.linkedin.com/pub/richard-mcdonald/0/247/a1b | 31/03/2014 | WCNZ Member |
| | Raymond | Webb | Pico Holdings | Vice President | Financial & Insurance | North America | United States | http://www.linkedin.com/profile/view?id=131184396&authType | 31/03/2014 | WCNZ Member |

Appendix 8: WCNZ Network Members - 16 October 2014

| | | | | | | | | | | |
|-----|-----------------|----------------|--|--|--|----------------|----------------|--|------------|-------------|
| | Dave | Gibson | NZ Film Commission | Chief Executive | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/dave-gibson/5/172/416 | 31/03/2014 | WCNZ Member |
| | Michelle | Boag | Boag Allan Pirie Ltd | Director | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/michelle-boag/b/202/b1 | 31/03/2014 | WCNZ Member |
| | Paul | Richards | UBS | Head of FX, Rates and Credit Distribution | Financial & Insurance | North America | United States | www.linkedin.com/pub/paul-richards/52/aa2/b05 | 31/03/2014 | WCNZ Member |
| | Stephen | Jacobi | Jacobi Consulting Limited | Chairman of the Board | Public Policy | New Zealand | New Zealand | http://nz.linkedin.com/pub/stephen-jacobi/3/984/60b | 31/03/2014 | WCNZ Member |
| | David | Whitwam | New Zealand Chamber of Commerce in Hong Kong | Chairman | Investment & Business | China | Hong Kong | http://hk.linkedin.com/pub/david-c-whitwam/37/145/3ab | 31/03/2014 | WCNZ Member |
| | Rob | Steele | ISO | Secretary General | Public Policy | Europe | Switzerland | ch.linkedin.com/pub/rob-steele/20/39a/91b | 31/03/2014 | WCNZ Member |
| | Michael | Carr-Smith | Barclays | Director | Financial & Insurance;Investment & Business | North America | United States | www.linkedin.com/pub/michael-carr-smith/10/63a/413 | 31/03/2014 | WCNZ Member |
| | Craig | Hillier | Ernst & Young LLP | Director of International Tax Services | Prof, Sci & Tech | North America | United States | www.linkedin.com/pub/craig-hillier/12/933/4b8 | 31/03/2014 | WCNZ Member |
| | Lucy | Leahy (Foster) | method products inc. | VP, General Manager, Asia Pacific | Food and Beverage | China | Hong Kong | www.linkedin.com/pub/lucy-leahy-foster/2/725/a87 | 31/03/2014 | WCNZ Member |
| | Lindsay | Wright | Harvest Fund Management Group | CEO Harvest Global Investments Ltd | Financial & Insurance | China | Hong Kong | hk.linkedin.com/pub/lindsay-wright/61/704/440 | 31/03/2014 | WCNZ Member |
| | Mike | Hearn | American Chamber of Commerce in New Zealand Inc. | Executive Director | Investment & Business;Not For Profit | New Zealand | New Zealand | nz.linkedin.com/pub/mike-hearn/4/319/81b | 31/03/2014 | WCNZ Member |
| | William | McKegg | Lion Rock Ventures Limited | Creative Director and co-owner | Arts & Entertainment | New Zealand | New Zealand | nz.linkedin.com/pub/william-mckegg/1/717/438 | 31/03/2014 | WCNZ Member |
| | Andrew | Gerrie | Lush Cosmetics | Co-Founder & CEO | Retail | United Kingdom | United Kingdom | uk.linkedin.com/pub/andrew-gerrie/3/105/420 | 31/03/2014 | WCNZ Member |
| | Victoria | Ransom | Wildfire Interactive | CEO | ICT | North America | United States | www.linkedin.com/pub/victoria-ransom/3/572/141 | 31/03/2014 | WCNZ Member |
| | Al | Monro | Broadfield Advisory | Principal | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/al-monro/0/769/240 | 31/03/2014 | WCNZ Member |
| | Peter | Nicholl | Nicholl Consulting | Manager | Financial & Insurance | Europe | Italy | http://ba.linkedin.com/pub/peter-nicholl/9/514/252 | 31/03/2014 | WCNZ Member |
| | Greg | Knight | Caxton | Trader | Financial & Insurance | United Kingdom | United Kingdom | | 31/03/2014 | WCNZ Member |
| | Grant | Kreft | Dialadin | Chief Revenue Officer | ICT | North America | United States | www.linkedin.com/pub/grant-kreft/2/ab8/810 | 31/03/2014 | WCNZ Member |
| | Ron J | Halls | LightKnight Ltd | President and CEO - International | Retail | New Zealand | New Zealand | nz.linkedin.com/pub/ron-halls/38/933/34a | 31/03/2014 | WCNZ Member |
| | Poojitha (Pooj) | Preena | GR Partners, LLC | Principal | Investment & Business | North America | United States | www.linkedin.com/in/poojip | 31/03/2014 | WCNZ Member |
| | Richard | Suhr | Google | Director. JAPAC. Enterprise Geospatial | ICT | Australia | Australia | au.linkedin.com/pub/richard-suhr/32/3ab/334 | 31/03/2014 | WCNZ Member |
| | Josh | Bayliss | Virgin | CEO | Investment & Business | Europe | Switzerland | http://ch.linkedin.com/pub/josh-bayliss/29/804/91b | 31/03/2014 | WCNZ Member |
| | Sam | Barclay | StayinFront, Inc | Executive Vice President & Managing Director | ICT | North America | United States | www.linkedin.com/in/barclaysam | 31/03/2014 | WCNZ Member |
| | Holly | Knill | Independent | Product Development | Media & Creative | United Kingdom | United Kingdom | uk.linkedin.com/in/hollyknill | 31/03/2014 | WCNZ Member |
| | Chris | Leuschke | The Westpac Group | Head of FX, Trade and Commodities, NZ Non Executive Director, Executive Coach, Policy Consultant | Financial & Insurance | New Zealand | New Zealand | uk.linkedin.com/pub/chris-leuschke/35/b58/516 | 31/03/2014 | WCNZ Member |
| Dr. | Ruth | Harley | None | Administrator | Media & Creative | Australia | Australia | au.linkedin.com/pub/ruth-harley/57/a27/34 | 31/03/2014 | WCNZ Member |
| | Giarna | Te Kanawa | Aroha Productions | Administrator | Investment & Business;Arts & Entertainment | North America | United States | www.linkedin.com/pub/giarna-tekanawa/1a/561/1ba | 31/03/2014 | WCNZ Member |
| | Scott | Perkins | None | Retired | Financial & Insurance | Australia | Australia | | 31/03/2014 | WCNZ Member |
| | Miles | Valentine | Coates Avenue Ventures | CEO | ICT;Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/miles-valentine/0/666/887 | 31/03/2014 | WCNZ Member |
| | James | Lowrey | ANZ Banking Group | Director, Natural Resources Group Director, Laboratory for Animate Technologies | Financial & Insurance | Asia | Singapore | sg.linkedin.com/pub/james-lowrey/b/1a6/a1a | 31/03/2014 | WCNZ Member |
| Dr. | Mark | Sagar | University of Auckland | Technologies | ICT;Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/mark-sagar/1/49a/12 | 31/03/2014 | WCNZ Member |
| | Lucy | Hockings | BBC | News Presenter/Anchor | Media & Creative | United Kingdom | United Kingdom | uk.linkedin.com/pub/lucy-hockings/87/165/75a | 31/03/2014 | WCNZ Member |
| | Sam | Martin | Exterior Architecture | Founder & Director | Construction & Architecture | United Kingdom | United Kingdom | http://www.linkedin.com/pub/sam-martin/1/abb/78 | 31/03/2014 | WCNZ Member |
| | Jenny | Morel | Morgo Conferences | CEO | Investment & Business | Asia | New Zealand | http://nz.linkedin.com/pub/jenny-morel/0/127/228 | 31/03/2014 | WCNZ Member |
| | Andrew | Burdon | Redwood Private Wealth | Owner | Financial & Insurance | Australia | Australia | http://linkd.in/W5KJQJ | 31/03/2014 | WCNZ Member |
| | Jeffrey | Lamb | UKTI | Managing Partner; Adjunct Professor | Government;Investment & Business | Asia | Cambodia | http://www.linkedin.com/in/lambjeffrey | 31/03/2014 | WCNZ Member |
| | Sam (Samuelu) | Sefuiva | Samuelu Sefuiva Consulting | Owner and Partner | Public Policy | New Zealand | New Zealand | nz.linkedin.com/pub/samuelu-sefuiva/15/935/57 | 25/03/2014 | WCNZ Member |
| | Mark | Wilson | Aviva plc | CEO | Financial & Insurance;Investment & Business | United Kingdom | United Kingdom | | 28/02/2014 | WCNZ Member |
| | Anthony | Hoy Fong | Anthony Hoy Fong | Director | Accommodation & Hospitality | North America | United States | www.linkedin.com/pub/anthony-hoy-fong/4/956/50b | 25/01/2014 | WCNZ Member |
| | Rob | Ellis | TSM NZ Ltd | Chief Executive | ICT;Investment & Business | New Zealand | New Zealand | uk.linkedin.com/in/robertjellis | 31/12/2013 | WCNZ Member |
| | Royal | Reed | Prestige Lawyers | Principal | Legal | New Zealand | New Zealand | nz.linkedin.com/in/royalfreed | 31/12/2013 | WCNZ Member |
| | Stephen | Robertson | WataWata | Associate Partner | Advertising, Marketing & PR | Asia | Singapore | http://www.linkedin.com/pub/stephen-robertson/4/3a/814 | 31/12/2013 | WCNZ Member |
| | Grant | Harrison | The Future Customer | Founding Partner | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/grant-harrison/1/843/943 | 31/12/2013 | WCNZ Member |
| | Mark | Tanner | China Skinny | Managing Director | Advertising, Marketing & PR | China | China | cn.linkedin.com/in/marktannernz | 31/12/2013 | WCNZ Member |
| | Sarah | Kennedy | Taking time out | CEO | Ag, Forestry & Fishing | New Zealand | New Zealand | nz.linkedin.com/pub/sarah-kennedy/13/40b/a8 | 31/12/2013 | WCNZ Member |
| | Rachel | Catanach | Fleishman-Hillard Hong Kong | Managing Director, SVP and Senior Partner | Advertising, Marketing & PR | China | Hong Kong | hk.linkedin.com/pub/rachel-catanach/4/83/138 | 31/12/2013 | WCNZ Member |
| | Luke | Minford | Rouse & Co. International | Managing Director (MD) | Legal | United Kingdom | United Kingdom | uk.linkedin.com/pub/luke-minford/7/92a/870 | 19/12/2013 | WCNZ Member |
| | John | O'Loughlin | Gung Ho Ventures | Founder/CEO | Finance, Investment & Business Services | China | China | http://www.linkedin.com/profile/view?id=34036301&authType=17/12/2013 | 17/12/2013 | WCNZ Member |
| | Gavin | Faull | Swiss-Belhotel International Hotels & Resorts | Chairman and President | Accommodation & Hospitality | China | Hong Kong | hk.linkedin.com/pub/gavin-m-faull/1/134/2b5 | 14/12/2013 | WCNZ Member |
| Dr. | Ray | Wilson | BrisConnections | CEO | Utilities | Australia | Australia | au.linkedin.com/pub/raymond-wilson/28/4/804 | 12/12/2013 | WCNZ Member |
| | Geert | Van der Elst | Gelst | Director | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/in/gvanderelst | 08/12/2013 | WCNZ Member |
| | Stefan | Ammann | Capital Dynamics | CEO & Managing Director | Investment & Business | Europe | Switzerland | ch.linkedin.com/pub/stefan-ammann/18/641/120 | 05/12/2013 | WCNZ Member |
| | Vivian | Zhang | Pure NZ Greenshell Mussels | General Manager | Food and Beverage | China | China | cn.linkedin.com/pub/vivian-zhang/42/8b4/57 | 30/11/2013 | WCNZ Member |
| | Robert | Oliver | Robert Oliver Enterprises | Consulting Chef | Accommodation & Hospitality;Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/robert-oliver/1/b63/402 | 30/11/2013 | WCNZ Member |
| | Crosbie | Burns | A.C and S.P Burns Ltd | Managing Director | ICT | United Kingdom | United Kingdom | uk.linkedin.com/pub/crosbie-burns/0/675/910 | 25/11/2013 | WCNZ Member |
| | Glen | Murphy | NZTE - New Zealand Trade and Enterprise | Regional Director | Government;Investment & Business | China | China | cn.linkedin.com/pub/glen-murphy/0/342/a35 | 06/11/2013 | WCNZ Member |
| | Keiran | Gallagher | perapera | CEO | Financial & Insurance | Middle East | Turkey | tr.linkedin.com/pub/keiran-gallagher/67/248/56b | 05/11/2013 | WCNZ Member |
| | Peter | Jiang | Uwin International | Managing Director | Other | China | China | | 30/09/2013 | WCNZ Member |
| | Sharon | Fraser | Intercontinental Chongqing | General Manager | Accommodation & Hospitality | China | China | cn.linkedin.com/pub/sharon-fraser/7/b63/592 | 30/09/2013 | WCNZ Member |
| | Jonty | Kelt | Onswipe | CEO | ICT | North America | United States | www.linkedin.com/in/jontykelt | 30/09/2013 | WCNZ Member |

Appendix 8: WCNZ Network Members - 16 October 2014

| | | | | | | | | | | |
|-----|-----------------|-----------------|--|---|--|----------------|----------------------|--|------------|-------------------|
| | Grant | Knuckey | ANZ Royal | CEO, Cambodia, Laos and Myanmar | Financial & Insurance | Asia | Cambodia | http://cn.linkedin.com/pub/grant-knuckey/0/202/97 | 30/09/2013 | WCNZ Member |
| | Crispin | Garden-Webster | Oman Oil Company S.A.O.C | Assessment Manager | Utilities | Middle East | Oman | om.linkedin.com/in/crispingardenwebster | 30/09/2013 | WCNZ Member |
| | David | Shackleton | Dusit Hotels | Chief Operating Officer | Accommodation & Hospitality | China | China | th.linkedin.com/pub/david-shackleton/a/a59/212 | 30/09/2013 | WCNZ Member |
| | Tim | Stanhope | Emaar Hospitality Group | Corporate Director of Food and Beverage | Accommodation & Hospitality; Food and Beverage | Middle East | United Arab Emirates | http://cn.linkedin.com/pub/tim-stanhope/26/4b0/9b7 | 30/09/2013 | WCNZ Member |
| | Michael | Beechey | PTT Family | General Manager | Accommodation & Hospitality | Asia | Indonesia | id.linkedin.com/in/mcstvb | 30/09/2013 | WCNZ Member |
| | Tim | Bezencoon | ANZ Banking Group | Group General Manager | Financial & Insurance | Australia | Australia | http://cn.linkedin.com/pub/tim-bezencoon/46/133/770 | 30/09/2013 | WCNZ Member |
| | Charlotte | Read | Villa Maria Estate Ltd | Asia Middle East Market Manager | Media & Creative | China | China | cn.linkedin.com/pub/charlotte-read/4/574/756 | 30/09/2013 | WCNZ Member |
| | Kirsten | Mason | Clef Cultural Promotion Ltd | Director | Arts & Entertainment | China | China | cn.linkedin.com/pub/kirsten-mason/4/996/86 | 30/09/2013 | WCNZ Member |
| | Anna | Hansen | The Modern Pantry | Owner | Accommodation & Hospitality | United Kingdom | United Kingdom | | 29/09/2013 | WCNZ Member |
| | John | Gallagher | MediaFed Ltd | Chairman | Media & Creative | United Kingdom | United Kingdom | uk.linkedin.com/pub/john-gallagher/25/11b/a57 | 27/09/2013 | WCNZ Member |
| | Robyn | Scott | One Leap | Co-Founder / Managing Director | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/in/roblynsco | 04/09/2013 | WCNZ Member |
| | Nicky | Bell | Saatchi & Saatchi | CEO | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/nicola-bell/5/b77/431 | 04/08/2013 | WCNZ Member |
| | Aaron | Snodgrass | Eastland Group | CFO | Investment & Business; Utilities | New Zealand | New Zealand | nz.linkedin.com/in/apsnodgrass | 31/07/2013 | WCNZ Member |
| | Jacqui | Macalister | McDonald's Europe | Senior Manager | Food and Beverage | United Kingdom | United Kingdom | uk.linkedin.com/pub/jacqui-macalister/5/955/5b7 | 17/07/2013 | WCNZ Member |
| | Tim | Alpe | Jucy Group Ltd | Founder; Director | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/tim-alpe/15/67/3a8 | 15/07/2013 | WCNZ Member |
| | Tee | Twyford | Burberry | Senior Social Media Manager | Media & Creative | United Kingdom | United Kingdom | uk.linkedin.com/in/teetwyford | 11/07/2013 | WCNZ Member |
| | Fiona | Cooper Clarke | Cooper Clarke Consulting | Principal | Government | New Zealand | New Zealand | nz.linkedin.com/pub/fiona-cooper-clarke/6/547/205 | 10/07/2013 | WCNZ Member |
| | Derek | Lockwood | Saatchi & Saatchi | Worldwide Director of Design | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/derek-lockwood/7/19a/b2a | 09/07/2013 | WCNZ Member |
| | Jade | Gray | Gung Hol Pizza | Co-founder | Food & Beverage | China | China | cn.linkedin.com/pub/jade-gray/7/b29/a61 | 04/07/2013 | WCNZ Member |
| | Ken | Edmonds | YoULiNG International | Partner; MD | ICT | Australia | Australia | http://au.linkedin.com/pub/ken-edmonds/0/115/b45 | 02/07/2013 | WCNZ Member |
| | Jim | Minto | TAL Life | Managing Director | Financial & Insurance | Australia | Australia | au.linkedin.com/pub/jim-minto/23/6a1/b6 | 30/06/2013 | WCNZ Member |
| | Andrew | Holden | Fairfax Media | Editor-in-Chief | Media & Creative | Australia | Australia | au.linkedin.com/pub/andrew-holden/76/556/204 | 30/06/2013 | WCNZ Award Winner |
| | Christopher | Wright | Sandvik Mining | President | Mining | Europe | Netherlands | http://cn.linkedin.com/in/christopherwrightnshanghai | 30/06/2013 | WCNZ Member |
| Dr. | Doug | Clevery | Argenta | Co-Founder and Managing Director | Prof, Sci & Tech | New Zealand | New Zealand | nz.linkedin.com/pub/doug-clevery/1/483/235 | 30/06/2013 | WCNZ Award Winner |
| | Geraldine | McBride | MyWave | Co-Founder | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/geraldine-mcbride/b/852/790 | 30/06/2013 | WCNZ Award Winner |
| Dr. | Sean | Simpson | LanzaTech | Dr. | Manufacturing; Prof, Sci & Tech | New Zealand | New Zealand | | 30/06/2013 | WCNZ Award Winner |
| | Compton | Tohill | Thomas Webb Management | Consultant | Education & Training | China | China | cn.linkedin.com/in/comptontohill | 30/06/2013 | WCNZ Member |
| | Bev | Booker | Australand Property Group | Group Company Secretary | Construction & Architecture | Australia | Australia | au.linkedin.com/pub/bev-booker/75/223/522 | 30/06/2013 | WCNZ Member |
| | Bruce | Aitken | Methanex | ex President & CEO | Investment & Business | North America | Canada | | 30/06/2013 | WCNZ Member |
| | Carl | Church | Deloitte AP ICE | Managing Director | Financial & Insurance | China | Hong Kong | hk.linkedin.com/pub/carl-church/32/3b/31 | 30/06/2013 | WCNZ Member |
| | Rob | Fyfe | Icebreaker Ltd | CEO | Investment & Business | New Zealand | New Zealand | | 30/06/2013 | WCNZ Award Winner |
| | Annabel | Langbein | Annabel Langbein Media | CEO | Accommodation & Hospitality; Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/annabel-langbein/5/b25/536 | 30/06/2013 | WCNZ Award Winner |
| | Guy | Horrocks | Carnival Mobile | CEO & Co-Founder | ICT | North America | United States | http://nz.linkedin.com/pub/guy-horrocks/23/281/a77 | 27/06/2013 | WCNZ Member |
| | Kirsty | Graham | Pfizer | VP Primary Care | Healthcare & Social Assistance | North America | United States | www.linkedin.com/pub/kirsty-graham/1/1108/696 | 25/06/2013 | WCNZ Member |
| | David | Grose | Castlepines Global Equities Limited | Principal | Investment & Business | United Kingdom | United Kingdom | | 24/06/2013 | WCNZ Member |
| | Dale Nirvani | Pfeifer | Goodworld | Founder | Media & Creative | North America | United States | http://www.linkedin.com/pub/dale-pfeifer/1/776/a90 | 21/06/2013 | WCNZ Member |
| | Josh | Gilbertson | Workshare | Director | ICT | United Kingdom | United Kingdom | uk.linkedin.com/in/joshuagilbertson | 21/06/2013 | WCNZ Member |
| | Robert | Genieser | Environmental Technologies Fund | Manager | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/rob-genieser/5/99a/99 | 20/06/2013 | WCNZ Member |
| | Helen | Klisser During | Westport Art Center | Global Art Advisor and Curator | Media & Creative | North America | United States | www.linkedin.com/pub/helen-klisser-during/b/624/997 | 20/06/2013 | WCNZ Member |
| | Nick | Wheeler | Ketchum NewsScan Public Relations | General Manager | Media & Creative | China | China | cn.linkedin.com/in/nickjwheeler | 20/06/2013 | WCNZ Member |
| | Hema | Dey | Iffel International Inc. | President & Chief Marketing Strategist | Advertising, Marketing & PR | North America | United States | http://www.linkedin.com/in/hemadey | 19/06/2013 | WCNZ Member |
| | Wayne | Tollemache | JTC Consulting | Founder & Managing Director | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/wayne-tollemache/43/83/643 | 17/06/2013 | WCNZ Member |
| Dr. | Nigel | Jollands | European Bank for Reconstruction & Dev | Senior Policy Manager | Financial & Insurance; Investment & Business | United Kingdom | United Kingdom | http://uk.linkedin.com/in/nigeljollands | 14/06/2013 | WCNZ Member |
| | Richard | Boon | Artefact Partners LLP | Founder | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/richard-boon/56/43/947 | 13/06/2013 | WCNZ Member |
| | Hugh | Richardson | Dot Kiwi Ltd | Chairman | ICT | North America | Canada | ca.linkedin.com/pub/hugh-richardson/52/9a4/8a6 | 12/06/2013 | WCNZ Member |
| | John | McKay | Farmers Marketing Network | Managing Director | Ag, Forestry & Fishing | Australia | Australia | au.linkedin.com/pub/john-mckay/4/b27/89 | 12/06/2013 | WCNZ Member |
| | Mark | Smith | ANZ Lawyers | Principal Marketing & Business Development Consultant | Legal | Australia | Australia | au.linkedin.com/pub/mark-smith/b/301/70b | 12/06/2013 | WCNZ Member |
| | Yvonne | Lundon-Marchant | eBay Inc | Consultant | Retail | United Kingdom | United Kingdom | uk.linkedin.com/in/yvonneplm | 12/06/2013 | WCNZ Member |
| | Hamish | Forsyth | One Leap | Co-Founder / Director | Investment & Business | North America | United States | www.linkedin.com/in/hamishforsyth | 11/06/2013 | WCNZ Member |
| | Anton | Oliver | M&G Investments | Director | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/anton-oliver/27/263/733 | 06/06/2013 | WCNZ Member |
| | Stephen | Bellamy | QBM Limited | Director | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/stephen-bellamy/2/190/a80 | 06/06/2013 | WCNZ Member |
| | Neil | Berkett | Guardian Media group | Non-Executive/Professional Director | Media & Creative | United Kingdom | United Kingdom | uk.linkedin.com/pub/neil-berkett/74/77/b2b | 04/06/2013 | WCNZ Member |
| | Ronnie | Peters | Planet Three Sixty | President and CEO | Media & Creative | North America | United States | www.linkedin.com/in/ronniepeters | 31/05/2013 | WCNZ Member |
| | Adrian | van Schie | Apteryx LLC | CEO | Investment & Business; Legal | North America | United States | | 30/05/2013 | WCNZ Member |
| | Anthony | Aucutt | IPS Goup Ltd | Head of Shanghai | Human Resources | China | China | cn.linkedin.com/in/anthonyaucutt | 30/05/2013 | WCNZ Member |
| | Andrew | Legge | Havelock Group | Co-Founder & CEO | Investment & Business | North America | United States | www.linkedin.com/pub/andrew-legge/10/11b/699 | 30/05/2013 | WCNZ Member |
| | Emma | Loisel | The Exchangelab | Global COO | Investment & Business | United Kingdom | United Kingdom | http://uk.linkedin.com/in/emmaloisel | 20/05/2013 | WCNZ Member |
| | Peter | Gillingwater | 360 Leaders | Director | Prof, Sci & Tech | United Kingdom | United Kingdom | uk.linkedin.com/in/petergillingwater | 14/05/2013 | WCNZ Member |
| | Nick | Gerritsen | Crispstart.com | Director | Investment & Business | New Zealand | New Zealand | http://www.linkedin.com/pub/nick-gerritsen/2/360/206 | 10/05/2013 | WCNZ Member |
| | Catherine (Cat) | Robinson | Kiwi Landing Pad | Director | Investment & Business | North America | United States | www.linkedin.com/in/carobinson | 08/05/2013 | WCNZ Member |
| | Philip | Carden | Number Eight Capital | Partner | Investment & Business; Telecommunications | Europe | New Zealand | nz.linkedin.com/in/pcarden | 08/05/2013 | WCNZ Member |

Appendix 8: WCNZ Network Members - 16 October 2014

| | | | | | | | | | | |
|-------------|--------------------|----------------|--|---|---|----------------|----------------|---|------------|-------------------|
| | Melissa | Clark-Reynolds | Looxie | CEO | ICT | United Kingdom | New Zealand | nz.linkedin.com/pub/melissa-clark-reynolds/3/a16/67 | 08/05/2013 | WCNZ Member |
| | Scott | Mackie | Quanttus | VP | Healthcare & Social Assistance | North America | United States | www.linkedin.com/in/srmackie | 07/05/2013 | WCNZ Member |
| | Kent | Gardner | Evans Randall | Chief Executive | Investment & Business;Real Estate | United Kingdom | United Kingdom | http://www.linkedin.com/pub/kent-gardner/12/912/478 | 02/05/2013 | WCNZ Member |
| | Elizabeth | Iorns | Science Exchange | Co-founder & CEO | Prof, Sci & Tech | North America | United States | www.linkedin.com/in/elizabethiorns | 01/05/2013 | WCNZ Member |
| | Phil | Veal | Rangatira Ltd | CEO | Investment & Business | North America | United States | www.linkedin.com/in/philveal | 30/04/2013 | WCNZ Member |
| | Roger | Sharp | Co-Investor | Founder and Managing Director | Investment & Business | Asia | Singapore | sg.linkedin.com/pub/roger-sharp/0/a79/61 | 30/04/2013 | WCNZ Member |
| | Craig | Donaldson | Several organisations | Director,CEO | Education & Training;Investment & Business;Not For Profit | New Zealand | New Zealand | nz.linkedin.com/pub/craig-donaldson/10/bb2/520 | 30/04/2013 | WCNZ Member |
| | Richard | Dellabarca | KlickEx | CEO - Europe | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/richard-dellabarca/0/3a9/37b | 30/04/2013 | WCNZ Member |
| | Hal | Josephson | MediaSense | Founder | Media & Creative | New Zealand | New Zealand | www.linkedin.com/pub/hal-josephson/0/6/65 | 24/04/2013 | WCNZ Member |
| | Scott | Brown | Redfern Associates | Managing Director | Investment & Business | China | China | http://cn.linkedin.com/pub/scott-brown/2/79/b36 | 31/12/2012 | WCNZ Member |
| Dr. | David | Kirk | Bailador | Co-founder and Managing Partner | Investment & Business | Australia | Australia | | 30/06/2012 | WCNZ Award Winner |
| | Ian | Taylor | Animation Research | Executive Director | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/ian-taylor/7/a46/761 | 30/06/2012 | WCNZ Award Winner |
| Dr The Hon | Peter S. | Watson | Dwight Group | President & CEO | Investment & Business | North America | United States | | 30/06/2012 | WCNZ Award Winner |
| | Jeremy | Moon | Icebreaker Ltd | Founder & Executive Chairman | Manufacturing | New Zealand | New Zealand | nz.linkedin.com/in/jrmoon | 30/06/2012 | WCNZ Award Winner |
| Sir | Graeme | Douglas | Douglas Pharmaceuticals | Managing Director | Manufacturing;Prof, Sci & Tech | New Zealand | New Zealand | | 30/06/2012 | WCNZ Award Winner |
| Dame | Kiri | Te Kanawa | Several organisations | Singer, coach and teacher | Education & Training;Arts & Entertainment | United Kingdom | United Kingdom | | 30/06/2012 | WCNZ Award Winner |
| | Simon | Walker | IoD | Director General | Investment & Business | United Kingdom | United Kingdom | | 30/09/2011 | WCNZ Member |
| | Howard | Moore | Taranaki Dairy Technologies Ltd | Director | Ag, Forestry & Fishing;Investment & Business | China | China | cn.linkedin.com/in/howardmoorebpv | 30/09/2011 | WCNZ Member |
| | Chris | Liddell | 818 Sports | Former CFO | Investment & Business | North America | United States | | 30/09/2011 | WCNZ Award Winner |
| | Charles | Ward | Charles Ward Consulting | Founder | Government | United Kingdom | United Kingdom | uk.linkedin.com/pub/charles-ward/0/9a/407 | 30/09/2011 | WCNZ Member |
| | Mark | West | Labelux Group | Group CTO | Retail | Europe | Switzerland | ch.linkedin.com/in/ppsk | 30/09/2011 | WCNZ Member |
| Dr. | Karen | Willcox | MIT Boston | Engineerin | Academia | North America | United States | | 30/09/2011 | WCNZ Member |
| | Lorraine | Witten | Simply Security | Managing Director | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/lorraine-witten/4/63/18a | 30/09/2011 | WCNZ Member |
| Prof. Sir | Malcolm | Grant | NHS England | Chair | Government | United Kingdom | United Kingdom | uk.linkedin.com/pub/malcolm-grant/90/49a/641 | 30/09/2011 | WCNZ Award Winner |
| Dr. | Simon | Moroney | Morphosys | CEO | Prof, Sci & Tech | Europe | Germany | de.linkedin.com/pub/simon-moroney/24/396/82a | 30/09/2011 | WCNZ Award Winner |
| | Jan | Zijderveld | Unilever N.V. | President Europe Independent International Affairs | Manufacturing | Europe | Netherlands | nl.linkedin.com/pub/jan-zijderveld/1/878/530 | 30/09/2011 | WCNZ Member |
| Rt Hon Sir | Don | McKinnon | Several organisations | Professional | Government;Public Policy | New Zealand | New Zealand | nz.linkedin.com/pub/don-mckinnon/15/60a/8a8 | 30/09/2011 | WCNZ Award Winner |
| Sir | Ken | Stevens | Glidepath Limited | Founder | Manufacturing | New Zealand | New Zealand | nz.linkedin.com/pub/ken-stevens/44/95b/986 | 30/09/2011 | WCNZ Award Winner |
| | Tim | Miles | Gen-i | CEO | ICT | New Zealand | New Zealand | http://nz.linkedin.com/pub/tim-miles/9/2a9/980 | 30/09/2011 | WCNZ Member |
| | Ben | Anderson | Renaissance Leadership | CEO | Admin & Support;Human Resources | North America | United States | www.linkedin.com/in/worldclassleadership | 30/09/2011 | WCNZ Member |
| | John | Barr | Ayrshire | Managing Director | Ag, Forestry & Fishing | New Zealand | New Zealand | nz.linkedin.com/pub/john-barr/0/16a/209 | 30/09/2011 | WCNZ Member |
| | Linda | Jenkinson | LesConcierges | Chairman | Investment & Business | North America | United States | www.linkedin.com/in/lindajenkinson | 30/09/2011 | WCNZ Member |
| | Claudia | Batten | Broadli Inc | Cofounder | Media & Creative | North America | United States | www.linkedin.com/in/claudiabatten | 30/09/2011 | WCNZ Award Winner |
| | Tony | Falkenstein | Just Water International Ltd | Director | Food and Beverage;Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/tony-falkenstein/20/956/52a | 30/09/2011 | WCNZ Award Winner |
| | Peter (Biggsy) | Biggs | Clemenger BBDO | CEO | Media & Creative | Australia | Australia | au.linkedin.com/pub/peter-biggs/37/508/68b | 30/09/2011 | WCNZ Member |
| | Mai | Chen | Chen Palmer | Founding Partner | Legal | New Zealand | New Zealand | nz.linkedin.com/pub/mai-chen/7/76a/8a9 | 30/09/2011 | WCNZ Member |
| Rt Hon Sir | James (Jim) | Bolger | University of Waikato | Chancellor | Education & Training;Public Policy | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Mark | Bowman | Enable Services Ltd | Chairman | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/in/markbowmannz | 30/09/2011 | WCNZ Member |
| | Peter | Bryant | Clareo | Partner | Investment & Business | New Zealand | United States | www.linkedin.com/pub/peter-bryant/0/12/71b | 30/09/2011 | WCNZ Member |
| Hon | Philip | Burdon | Asia New Zealand Foundation | Chair | Investment & Business | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Neil | Campbell | Mosaigen Inc | Chairman & Managing Director (MD) | ICT | North America | United States | www.linkedin.com/in/neilcampbellbiotechit | 30/09/2011 | WCNZ Member |
| | Steven | Carden | Landcorp | CEO | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/steven-carden/0/173/54a | 30/09/2011 | WCNZ Member |
| | Bernard | Cazenove | Beachheads | Ex-MD | Investment & Business | United Kingdom | United Kingdom | | 30/09/2011 | WCNZ Member |
| | Paul | Axworthy | Johnson Matthey Plc | Head of IT and Communications | Info & Communications Technology | United Kingdom | United Kingdom | uk.linkedin.com/pub/paul-axworthy/4/761/286 | 30/09/2011 | WCNZ Member |
| | Greg | Cross | PowerbyProxi | Executive Chair, Business Director | ICT | New Zealand | New Zealand | nz.linkedin.com/in/gregcross | 30/09/2011 | WCNZ Member |
| | Michael | Daniell | Fisher & Paykel Healthcare | CEO | Healthcare & Social Assistance | New Zealand | New Zealand | nz.linkedin.com/pub/michael-daniell/31/4a4/959 | 30/09/2011 | WCNZ Member |
| | Glenn | Renwick | Progressive Insurance | President,CEO and Chairman | Financial & Insurance | North America | United States | | 30/09/2011 | WCNZ Member |
| | Michael | Davies | Endeavour Partners | Chair | ICT | North America | United States | www.linkedin.com/in/michaelamdavies | 30/09/2011 | WCNZ Member |
| | Chip | Dawson | IBML - International Business Management Ltd | CEO, MD | ICT | New Zealand | New Zealand | nz.linkedin.com/pub/chip-dawson/0/34/20b | 30/09/2011 | WCNZ Member |
| | Claire | Eeles | Markor Home | Chief Operating Officer | Manufacturing | China | China | cn.linkedin.com/in/claireeeles | 30/09/2011 | WCNZ Member |
| | Theresa | Gattung | y Food Bag | Co-Founder | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/theresa-gattung/16/9a9/902 | 30/09/2011 | WCNZ Member |
| | Frederick J (Fred) | Dorey | Cooley LLP | Special Counsel | Investment & Business;Legal | North America | United States | www.linkedin.com/pub/fred-dorey/4/831/802 | 30/09/2011 | WCNZ Member |
| Sir | Eion | Edgar | Forsyth Barr Group Ltd | Chair | Investment & Business | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Elhamy | El Zayat | Emeco Group | Chair and Chief Executive Officer | Tourism | Middle East | Egypt | eg.linkedin.com/pub/elhamy-elzayat/14/77b/b6a | 30/09/2011 | WCNZ Member |
| | Josh | Emett | Rata Restaurant | Chef de Cuisine | Accommodation & Hospitality | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Richard | Excell | PegasusBridge Investment Fund Limited | Company Director | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/richard-excell/11/a95/434 | 30/09/2011 | WCNZ Member |
| | Paul | Feenstra | Paul W. Feenstra & Associates | Media Strategist | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/paul-w-feenstra/1a/8a6/788 | 30/09/2011 | WCNZ Member |
| Rt Hon Dame | Jenny | Shiple | Independent Director, Keynote Speaker, Advisor | Independent Director | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/jenny-shiple/27/927/827 | 30/09/2011 | WCNZ Member |
| | Andrew | Ferrier | NZTE - New Zealand Trade and Enterprise | Chair | Investment & Business | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| Dr. | Ian | Foster | University of Chicago | Director | Academia | North America | United States | www.linkedin.com/in/ianfoster | 30/09/2011 | WCNZ Member |

Appendix 8: WCNZ Network Members - 16 October 2014

| | | | | | | | | | | |
|-------|------------|----------------|--|--|---|----------------|--------------------|---|------------|-------------------|
| | Scott | Gilmour | NextSpace | Director | ICT | New Zealand | New Zealand | nz.linkedin.com/pub/scott-gilmour/11/88b/352 | 30/09/2011 | WCNZ Member |
| | Max | Gimblett | Max Gimblett Studio | Owner | Arts & Entertainment | North America | United States | www.linkedin.com/pub/max-gimblett/44/288/752 | 30/09/2011 | WCNZ Member |
| | Derek | Smail | African Media Investments Ltd | Advisory Board Member | Media & Creative | New Zealand | New Zealand | uk.linkedin.com/pub/derek-smail/0b/18/102/ | 30/09/2011 | WCNZ Member |
| | John | Hackett | AJ Park | Partner | Legal | New Zealand | New Zealand | nz.linkedin.com/pub/john-hackett/9/727/89b | 30/09/2011 | WCNZ Member |
| | Judith | Hanratty | Commonwealth Education Trust | Chairman | Investment & Business | United Kingdom | United Kingdom | | 30/09/2011 | WCNZ Award Winner |
| | Bill | Highet | Currently seeking new opportunities | Chief Operating Officer | Advertising, Marketing & PR;Manufacturing | New Zealand | New Zealand | nz.linkedin.com/in/billhighet | 30/09/2011 | WCNZ Member |
| | Alan | Nunns | Nunns and Rogan LLC | President | Utilities | North America | United States | www.linkedin.com/pub/alan-nunns/5/756/5bb | 30/09/2011 | WCNZ Member |
| Dr. | Elizabeth | Hill | Collis Enterprises Ltd | Head of Transaction Support | ICT | United Kingdom | United Kingdom | | 30/09/2011 | WCNZ Member |
| | Alison | Holt | Longitude 174 Ltd | Founder & Director | ICT | New Zealand | New Zealand | nz.linkedin.com/pub/alison-holt/1/655/804 | 30/09/2011 | WCNZ Member |
| | Erica | Crawford | Tentpole Holdings Ltd | Member | Food and Beverage;Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/erica-crawford/14/8ba/b95 | 30/09/2011 | WCNZ Member |
| | Shane | Grant | Coca Cola | VP | Food and Beverage | North America | Canada | www.linkedin.com/pub/shane-grant/1/8/a47/842 | 30/09/2011 | WCNZ Member |
| | Neville | Jordan | Endeavour Capital | Founder and Chairman | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/neville-jordan-cnzm/15/53b/a0 | 30/09/2011 | WCNZ Award Winner |
| | Richard | Keyse | Zeosoft Ltd | Board Chairman | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/richard-keyse/0/b6a/b45 | 30/09/2011 | WCNZ Member |
| | Chuan Seng | Lee | Beca Asia | Emeritus Chair | Construction & Architecture | Asia | Singapore | sg.linkedin.com/pub/chuan-seng-lee/32/3b/194 | 30/09/2011 | WCNZ Member |
| | Robin | Lewis | Lewis Gordon Partners LLC | Partner | Retail | North America | United States | www.linkedin.com/pub/robin-lewis/7/712/b3a | 30/09/2011 | WCNZ Member |
| | Bridget | Liddell | 212 Equity Management | Managing Director | Investment & Business | North America | United States | www.linkedin.com/pub/bridget-liddell/4/33b/620 | 30/09/2011 | WCNZ Member |
| | Leo | Lonergan | None | Retired | Utilities | New Zealand | New Zealand | nz.linkedin.com/pub/leo-lonergan/75/385/b82 | 30/09/2011 | WCNZ Member |
| | Nick | Main | retired | Retired | Financial & Insurance | New Zealand | New Zealand | nz.linkedin.com/pub/nick-main/19/9b/13b0 | 30/09/2011 | WCNZ Member |
| Sir | Peter | Maire | Tahia Investments | Chair | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/in/petermaire | 30/09/2011 | WCNZ Member |
| Sir | Graeme | Davies | University of London | Retired Vice Chancellor | Academia | United Kingdom | United Kingdom | uk.linkedin.com/pub/graeme-davies/20/308/964 | 30/09/2011 | WCNZ Member |
| Dame | Malvina | Major | University of Waikato | Opera Singer | Education & Training;Arts & Entertainment | New Zealand | New Zealand | nz.linkedin.com/pub/dame-malvina-major/7b/33b/924 | 30/09/2011 | WCNZ Member |
| | Kevin | Malloy | Starcom | Country Chair | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/kevin-malloy/19/461/593 | 30/09/2011 | WCNZ Member |
| | Katherine | Corich | Sysdoc Group | Global CEO | Investment & Business | United Kingdom | United Kingdom | http://uk.linkedin.com/in/katherinecorich | 30/09/2011 | WCNZ Member |
| | Glenn | Martin | Martin Aircraft Company | Founder | Manufacturing | New Zealand | New Zealand | nz.linkedin.com/pub/glenn-martin/83/a7b/616 | 30/09/2011 | WCNZ Member |
| Sir | Stephen | Tindall | Several organisations | Director | Investment & Business;Not For Profit;Retail | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Deborah | Mazzafarro | Several organisations | Business Coach & Consultant | Education & Training | North America | United States | www.linkedin.com/in/coachmaz | 30/09/2011 | WCNZ Member |
| | Alan | McCarthy | MFAT - Ministry of Foreign Affairs and Trade | Honorary Consul-General | Government | Europe | Ireland | | 30/09/2011 | WCNZ Member |
| Dr. | Di | McCarthy | Royal Society of New Zealand - Te Ap rangi | Chief Executive | Academia | New Zealand | New Zealand | nz.linkedin.com/pub/di-mccarthy/4/7b9/821 | 30/09/2011 | WCNZ Member |
| | Derek | Handley | The B team | Co-founder and CEO | Investment & Business;Media & Creative | North America | United States | www.linkedin.com/in/derekhandley | 30/09/2011 | WCNZ Member |
| | Stuart | McKenzie | ArcActive | CEO | Prof, Sci & Tech | New Zealand | New Zealand | nz.linkedin.com/pub/stuart-mckenzie/0/b20/a66 | 30/09/2011 | WCNZ Member |
| | Peter | Dengate Thrush | Top Line Domain Names Plc | Barrister | ICT | North America | United States | www.linkedin.com/pub/peter-dengate-thrush/0/580/a69 | 30/09/2011 | WCNZ Member |
| Hon | Jim | McLay | NZ Permanent Mission to the UN | Permanent Rep to the UN | Public Policy | North America | United States | | 30/09/2011 | WCNZ Member |
| | Peter | Menzies | Company Director and Consultant | Retired | Ag, Forestry & Fishing | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Garry | Muriwai | retired | Consultant | Financial & Insurance | Middle East | Kingdom of Bahrain | bh.linkedin.com/pub/garry-muriwai/8/73a/263 | 30/09/2011 | WCNZ Member |
| | Kirsten | Nevill-Manning | Happy Bones | Co-Founder | Food and Beverage | North America | United States | www.linkedin.com/pub/kirsten-nevill-manning/8/aa1/786 | 30/09/2011 | WCNZ Member |
| | Phil | Norman | Nortek Management Services Ltd | Managing Director | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/phil-norman/0/467/268 | 30/09/2011 | WCNZ Member |
| | Wayne | Norrie | Fronde | Company Director | ICT;Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/wayne-norrie/1/ba2/63b | 30/09/2011 | WCNZ Member |
| | Tony | Nowell | SCION | Founding Director | Food and Beverage;Public Policy | New Zealand | New Zealand | nz.linkedin.com/pub/tony-nowell-cnzm/4/5b9/114 | 30/09/2011 | WCNZ Member |
| Sir | Tipene | O'Regan | University of Canterbury | Associate Lecturer and Assistant Vice-Chancellor (Maori) | Academia;Ag, Forestry & Fishing;Investment & Business | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Phil | O'Reilly | Business NZ | CEO | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/phil-o-reilly/10/8/517 | 30/09/2011 | WCNZ Member |
| Dr. | Mike | Pratt | University of Waikato | Professor and Co-founder | Utilities | New Zealand | New Zealand | nz.linkedin.com/pub/mike-pratt/16/6a2/273 | 30/09/2011 | WCNZ Member |
| | Stefan | Preston | Ingenio | CEO | Retail | New Zealand | New Zealand | nz.linkedin.com/in/stefanpreston | 30/09/2011 | WCNZ Member |
| | Kerry | Prendergast | None | Board member, Patron | Government;Tourism | New Zealand | New Zealand | nz.linkedin.com/pub/kerry-prendergast/26/485/61b | 30/09/2011 | WCNZ Member |
| | Malcolm | Rands | EcoStore | leader | Manufacturing | New Zealand | New Zealand | nz.linkedin.com/pub/malcolm-rands/4/506/394 | 30/09/2011 | WCNZ Member |
| | Ian | Phillips | KUMARA Inc. | President | Financial & Insurance | North America | United States | | 30/09/2011 | WCNZ Member |
| | Garry | Reynolds | The Resources Guys | Director - Commercialisation | Prof, Sci & Tech | New Zealand | New Zealand | nz.linkedin.com/pub/garry-reynolds/0/317/ba9 | 30/09/2011 | WCNZ Member |
| | Sarah | Robb O'Hagan | Equinox | | Sport & Recreation | North America | United States | www.linkedin.com/pub/sarah-robb-o-hagan/0/130/249 | 30/09/2011 | WCNZ Member |
| | Diana | Rowland | Wickhambrook Horticultural Society Reports | President | Media & Creative | United Kingdom | United Kingdom | | 30/09/2011 | WCNZ Member |
| Sir | David | Rowland | Several organisations | Chairman (retired) | Investment & Business | United Kingdom | United Kingdom | | 30/09/2011 | WCNZ Member |
| | Richard | Seline | Regionnovate | Principal | Investment & Business | North America | United States | www.linkedin.com/in/richardseline | 30/09/2011 | WCNZ Member |
| Dr. | David | Skilling | Landfall Strategy Group | Director | Investment & Business | Asia | Singapore | sg.linkedin.com/pub/david-skilling/2b/248/8a1 | 30/09/2011 | WCNZ Member |
| | Vaughan | Smith | Facebook | Vice President | ICT | North America | United States | www.linkedin.com/pub/vaughan-smith/0/22/209 | 30/09/2011 | WCNZ Member |
| | Brian | Sweeney | SweeneyVesty | Chairman | Advertising, Marketing & PR Biotechnology & Healthcare, Food & Beverage, | North America | United States | www.linkedin.com/pub/brian-sweeney/6/332/b4a | 30/09/2011 | WCNZ Member |
| Dr. | Garth | Smith | Biovittoria | Co-founder | Science & Research | China | China | | 30/09/2011 | WCNZ Member |
| Dame | Cheryll | Sotheran | NZTE - New Zealand Trade and Enterprise | Strategic Director | Government | New Zealand | New Zealand | nz.linkedin.com/pub/dame-cheryll-sotheran/a/544/aaa | 30/09/2011 | WCNZ Member |
| | John | Stace | The John Stace Geography Society | Owner/Founder | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/john-stace/4/80a/34b | 30/09/2011 | WCNZ Member |
| Prof. | David | Teece | Berkeley Research Group | Principal Executive Officer and Chairman | Investment & Business | North America | United States | www.linkedin.com/pub/david-teece/8/4a4/693 | 30/09/2011 | WCNZ Member |
| | Eric | Tracey | Several organisations | Independent Director and Investment Manager | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/eric-tracey/4/507/7ab | 30/09/2011 | WCNZ Member |

Appendix 8: WCNZ Network Members - 16 October 2014

| | | | | | | | | | | |
|----------------------|-------------------------------|---------------------------------|--|---|---|---|---|--|--|---|
| Emeritus Prof Dr. | Barry John | Vercoe Villiger | One Laptop Per Child NZ Proacta | Emeritus Professor Director | Education & Training Healthcare & Social Assistance Academia;Education & Training;Investment & Business | New Zealand New Zealand | New Zealand New Zealand | nz.linkedin.com/in/barryvercoe nz.linkedin.com/pub/john-villiger/16/849/922 | 30/09/2011 30/09/2011 | WCNZ Member WCNZ Member |
| Dame | Geoff Judith | Whitcher Mayhew Jonas | University of Auckland Independent Public Policy Professional | Commercial Director, Director Chair and Non Executive Director | Public Policy | New Zealand United Kingdom | New Zealand United Kingdom | nz.linkedin.com/pub/geoff-whitcher/0/2a4/999 uk.linkedin.com/pub/dame-judith-mayhew-jonas-dbe/11/336/ | 30/09/2011 30/06/2011 | WCNZ Member WCNZ Award Winner |
| Dame Dr. | Sam Anne Michael | Morgan Salmond Stedman | Jasmine Social Investments University of Auckland None | Founder Distinguished Professor Former MD | Investment & Business;Not For Profit Academia Media & Creative | New Zealand New Zealand New Zealand | New Zealand New Zealand New Zealand | nz.linkedin.com/pub/dame-judith-mayhew-jonas-dbe/11/336/ nz.linkedin.com/pub/anne-salmond/43/775/7ba nz.linkedin.com/pub/michael-stedman/0/128/a04 | 30/06/2011 30/06/2011 30/06/2011 | WCNZ Award Winner WCNZ Award Winner WCNZ Award Winner |
| Emeritus Prof Sir | Robert (Bob) George Aki | Elliott Fistonich Von Roy | Living Cell Technologies Villa Maria Estate RvR Associates | Medical Director Founder and Owner Founder & Director | Academia;Prof, Sci & Tech Food and Beverage Investment & Business Healthcare & Social Assistance;ICT;Investment & Business | New Zealand New Zealand New Zealand | New Zealand New Zealand New Zealand | www.linkedin.com/pub/michael-boustridge/0/128/a04 nz.linkedin.com/pub/aki-von-roy/0/176/b61 | 30/06/2011 30/06/2011 29/04/2011 | WCNZ Award Winner WCNZ Award Winner WCNZ Member |
| Dr. | Ian | McCrae | Orion Health | CEO and Founder Former Co-Founder, Vice-President and Lead Biologist | CEO | New Zealand | New Zealand | nz.linkedin.com/pub/ian-mccrae/6/2a/b01 | 30/06/2010 | WCNZ Award Winner |
| Prof. | Jilly | Evans | PharmAria | Former Co-Founder, Vice-President and Lead Biologist | Prof, Sci & Tech | North America | United States | www.linkedin.com/pub/jilly-evans/3/b06/428 | 30/06/2010 | WCNZ Award Winner |
| Sir | Ian | Witten | University of Waikato | Professor | Academia | New Zealand | New Zealand | nz.linkedin.com/pub/ian-witten/26/664/921 | 30/06/2010 | WCNZ Award Winner |
| Dr. | Julian | Robertson | Tiger Fund | Founder | Investment & Business | North America | United States | www.linkedin.com/pub/mark-d-arcy/55/26a/b5 | 30/06/2010 | WCNZ Award Winner |
| Dr. | Kerry | Spackman | Neuroscientist | Neuroscientist | Prof, Sci & Tech | New Zealand | New Zealand | nz.linkedin.com/pub/ron-carter/2b/12/748 | 30/06/2010 | WCNZ Award Winner |
| Sir | Ron | Carter | Beca | Company Director | Construction & Architecture | New Zealand | New Zealand | www.linkedin.com/pub/mark-d-arcy/55/26a/b5 | 30/06/2010 | WCNZ Award Winner |
| Prof. | Mark | D'Arcy | Facebook | Director, Facebook Creative Shop | Media & Creative | United Kingdom | United Kingdom | nz.linkedin.com/pub/sir-william-gallagher-knzm-mbe-hond/17 | 30/06/2010 | WCNZ Award Winner |
| Sir | Richard | Faulk | University of Auckland | Professor, Director | Academia | New Zealand | New Zealand | nz.linkedin.com/pub/philip-mills/8/442/78 | 30/06/2009 | WCNZ Award Winner |
| Sir | William (Bill) Phillip | Gallagher Mills | Gallagher Les Mills International | CEO and Chairman Owner and CEO Professor of Engineering Science, Director | Manufacturing Sport & Recreation Academia | New Zealand New Zealand New Zealand | New Zealand New Zealand New Zealand | nz.linkedin.com/pub/peter-hunter/7/13/453 | 30/06/2009 30/06/2009 30/06/2009 | WCNZ Award Winner WCNZ Award Winner WCNZ Award Winner |
| Prof. | Peter | Hunter | University of Auckland | Professor of Engineering Science, Director | Academia | New Zealand | New Zealand | nz.linkedin.com/pub/peter-hunter/7/13/453 | 30/06/2009 | WCNZ Award Winner |
| Sir | Richard | Taylor | Weta Group | Co-Founder & Co-Director | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/peter-hunter/7/13/453 | 30/06/2009 | WCNZ Award Winner |
| Sir | Karen | Walker | Karen Walker | Fashion Designer | Clothing & Fashion | New Zealand | New Zealand | nz.linkedin.com/pub/ray-avery/4/340/644 | 30/06/2009 | WCNZ Award Winner |
| Sir | Ray | Avery | Medicine Mondiale | CEO and Founder | Prof, Sci & Tech | New Zealand | New Zealand | uk.linkedin.com/pub/john-buchanan/17/19b/617 | 30/06/2009 | WCNZ Award Winner |
| Sir | John | Buchanan | Smith & Nephew | Chairman | ICT | United Kingdom | United Kingdom | www.linkedin.com/pub/craig-nevill-manning/0/2/a62/ | 30/06/2009 | WCNZ Award Winner |
| Dr. | Craig | Nevill-Manning | Google | Engineering Director | ICT | North America | United States | http://www.linkedin.com/pub/jane-hunter/1a/bb4/b5 | 30/06/2009 | WCNZ Award Winner |
| Dr. | Jane | Hunter | Hunters Wines | Managing Director | Food and Beverage | New Zealand | New Zealand | nz.linkedin.com/pub/craig-norgate/27/5a3/976 | 30/06/2008 | WCNZ Award Winner |
| Dr. | Craig | Norgate | Several organisations | Company Director | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/margaret-brimble/18/474/347 | 30/06/2008 | WCNZ Award Winner |
| Dr. | Maurice | Prendergast | Comvita New Zealand Ltd | Director Professor of Organic and Medicinal Chemistry | Manufacturing Academia;Science & Research | New Zealand | New Zealand | nz.linkedin.com/pub/margaret-brimble/18/474/347 | 30/06/2008 | WCNZ Award Winner |
| Prof. | Margaret | Brimble | University of Auckland | Professor of Organic and Medicinal Chemistry | Academia;Science & Research | New Zealand | New Zealand | nz.linkedin.com/pub/margaret-brimble/18/474/347 | 30/06/2008 | WCNZ Award Winner |
| Prof. | Garth | Cooper | University of Manchester | Professor, Co-Founder | Academia | United Kingdom | New Zealand | nz.linkedin.com/pub/roddrury | 30/06/2008 | WCNZ Award Winner |
| Prof. | Rod | Drury | Xero | Founder & CEO | ICT | New Zealand | New Zealand | nz.linkedin.com/pub/roddrury | 30/06/2008 | WCNZ Award Winner |
| Prof. | Peri | Drysdale | Untouched World | Founding Director | Clothing & Fashion | New Zealand | New Zealand | nz.linkedin.com/pub/peri-drysdale/4/849/511 | 30/06/2008 | WCNZ Award Winner |
| Prof. | Bruce | Farr | Farr Yacht Design | Vice President, Director, Founder | Manufacturing | North America | United States | www.linkedin.com/pub/bruce-farr/31/526/225 | 30/06/2008 | WCNZ Award Winner |
| Prof. | Phil | Keoghan | The Amazing Race | Television Producer & Presenter | Media & Creative | North America | United States | www.linkedin.com/pub/bruce-farr/31/526/225 | 30/06/2008 | WCNZ Award Winner |
| Prof. | Brian | Peace | Peace Software | Founder and Former CEO | ICT | North America | Seychelles | http://www.fonterra.com/nz/en/about/our+governance/board+ | 30/06/2007 | WCNZ Award Winner |
| Sir | Ralph | Norris | Several organisations | Director | Investment & Business | New Zealand | New Zealand | http://www.fonterra.com/nz/en/about/our+governance/board+ | 30/06/2007 | WCNZ Award Winner |
| Sir | Geoff | Ross | The Business Bakery | Director | Investment & Business | New Zealand | New Zealand | http://www.fonterra.com/nz/en/about/our+governance/board+ | 30/06/2007 | WCNZ Award Winner |
| Sir | Kevin | Roberts | Saatchi & Saatchi | CEO | Media & Creative | North America | United States | www.linkedin.com/pub/kevin-roberts/3/876/719 | 30/06/2007 | WCNZ Award Winner |
| Dr. | John | Bedbrook | DuPont Agriculture Biotechnology | Vice President | Prof, Sci & Tech Education & Training;Investment & Business;Not For Profit | North America | United States | www.linkedin.com/pub/john-bedbrook/88/24a/870 | 30/06/2007 | WCNZ Award Winner |
| Sir | John | Hood | Robertson Foundation | CEO | For Profit | United Kingdom | United Kingdom | nz.linkedin.com/pub/mark-billinghurst/0/36/4a6 | 30/06/2007 | WCNZ Award Winner |
| Prof. | Mark | Billinghurst | The HIT Lab NZ | Director Former President, Creative and Editor-in-Chief | Prof, Sci & Tech Media & Creative | New Zealand United Kingdom | New Zealand United Kingdom | nz.linkedin.com/pub/mark-billinghurst/0/36/4a6 uk.linkedin.com/pub/brent-hansen/9/14b4/b09 | 30/06/2006 30/06/2006 | WCNZ Award Winner WCNZ Award Winner |
| Prof. Sir | Brent | Hansen | MTV Network International | Former President, Creative and Editor-in-Chief | Media & Creative | United Kingdom | United Kingdom | uk.linkedin.com/pub/brent-hansen/9/14b4/b09 | 30/06/2006 | WCNZ Award Winner |
| Prof. Sir | Peter | Gluckman | Office of the PM's Chief Science Advisor | Chief Science Advisor to the PM | Prof, Sci & Tech;Public Policy | New Zealand | New Zealand | nz.linkedin.com/pub/peter-gluckman/3a/a3/576 | 30/06/2006 | WCNZ Award Winner |
| Dr. | Richard | Mander | Visualant Inc. | Chief Technology Officer | ICT | North America | United States | www.linkedin.com/pub/in/richardmander | 30/06/2004 | WCNZ Award Winner |
| Dr. | Andrew (Andy) | Lark | CBA Bank | Vice President | Telecommunications | Australia | Australia | au.linkedin.com/in/andylark | 30/06/2003 | WCNZ Award Winner |

Connections Q1 for NZTE report :

| Connection Stage | Project Type | Project Name | Primary Connection Purpose | Who did we connect? | What was the connection outcome? |
|---------------------|---------------------------|---|--|---|---|
| 61 - Connected (39) | Connection Service | Heyrex - seeking distributors animal health monitoring & products | Seeking Distributors | Connected Kim to Tim Brown 360 degree supply chain | Tim introduced Kim to a couple of friends who run plastics factories in China |
| | Connection Service | Pride & Joy Ice Cream - seeking JV partners Brisbane | Seeking Partners | Connected Joanne to Bella Katz & Garth Henderson (Brisbane Council) | Garth helping Pride & Joy identify potential partners in Brisbane |
| | Connection Service | 5th Element - seeking medical device commercialisation expertise | Seeking In-Market Knowledge/Advice | Introduced Romi Patel to Dr Catherine Mohr & Paul Van Saarloos | Romi Patel meeting with Catherine in NZ Oct 2014 |
| | Recruitment/Talent Search | Kerridge & Partners - seeking talent search help | Seeking Talent | Kerridge Executive search company to WCNZ'ers | World Class NZ helped facilitate a C-level exec search for talent to fulfil a NZ-based role |
| | Connection Service | Connect: MFAT Geneva / Josh Bayliss | Member connect | Josh Bayliss, Virgin / WCNZ Amanda Ellis, MFAT John Adank, MFAT Carl Reaich, MFAT | Josh Bayliss learned how Virgin could complement Amanda Ellis' work with Global Women |
| | Connection Service | Connect: Rob Steele / MFAT Geneva | Member connect | Rob Steele, ISO / WCNZ Amanda Ellis, MFAT John Adank, MFAT Carl Reaich, MFAT | Rob Steele is a member of the WCNZ Network, and CEO of ISO. Introduced him to NZ Inc folk in Geneva - namely MFAT diplomats. Rob and MFAT now have a better understanding of how they can work together |
| | Connection Service | Connect: Craig Donaldson / Simon Upton | Promote Kea/World Class NZ | Craig Donaldson, Kea Simon Upton, OECD | Simon has a better understanding of how Kea can help facilitate conversations with expat's on key issues e.g. Intl tax, voting etc |
| | Connection Service | Connect: Rob Steele / Kea Asia & Events | Connect with Members/Prospects | Rob Steele, ISO / WCNZ Gillian Moore, Kea China / Asia Ngapera Riley, WCNZ / Events | Rob Steele is CEO Intn'l Standards Org. Keen to get invites to future Google/Kea events |
| | Connection Service | Connect: Kea / NZers in Brussels | Connect with Members/Prospects; Promote Kea/World Class NZ | Ambassador Paula Wilson (MFAT) Bridgid Hawley, Craig Donaldson (Kea) Luke Gaskin (BritCham) Hermione Bushong (Kiwis in Belgium) Howard Honick (Alexander Hughes). | NZ Ambassador Paula Wilson, Hermione Bushong (Kiwis in Belgium) & Howard Honick have a better understanding of how they can help Kea identify prospective WCNZ kiwis in market happy to help NZ business |
| | Connection Service | Connect: Craig Donaldson / Colin Leach | Promote Kea/World Class NZ | Craig Donaldson, Kea Colin Leach, Aliaxis / WCNZ | Bridgid Hawley Kea UK working with Colin Leach to engage him in NZ Inc./NZTE activities in Russia/East EU |
| | Recruitment/Talent Search | Melbourne Beachheads Advisor | Connect with Members/Prospects | NG completed a shortlist which was sent to NZTE 14 July | Helped NZTE find Beachheads Advisor in Melbourne |
| | Recruitment/Talent Search | Seqel Partners -seeking help to find CFO for The Warehouse | Seeking Talent | Stephen Dee emailed 37 WCNZ'ers and 41 from kea database | World Class NZ helped facilitate talent search by emailing 37 WCNZ'ers and 41 from kea database |
| | Connection Service | Connect: Hamish Wiig / Kea WCNZ Team | Promote Kea/World Class NZ | Hamish Wiig, Tait Ngapera Riley, Kea Richard McLean, Kea | Hamish works for Tait Communications, and is helping World Class NZ identify potential network members in South America. |
| | Connection Service | Connect: Murray Brennan to Stephen Elms | Seeking In-Market Knowledge/Advice | Connected Stephen Elms to Murray Brennan | Murray Brennan working with Bioinformatics whose package was developed in NZ. (whats referred to here as speed optimized) Whole Genome Sequencing enabling intervention in a timely fashion is the holy grail for Diagnostics. |

| | | | | |
|---------------------------|---|---|--|---|
| Recruitment/Talent Search | Assisting OCG to identify candidates for senior Westpac role | Seeking Talent | Westpac to World Class NZer's | World Class NZ helped search for talent by contacting 30 WCNZers who could be approached for advice/introductions |
| Recruitment/Talent Search | Auckland Council - GM AKL Plan, Strategy & Research | Seeking Talent | Auckland Council to WCNZer's | World Class NZ network facilitated a global talent search to fulfill an Auckland-based role |
| Connection Service | Recovered Energy - seeking expressions of interest | Seeking Capital/Investment | Connected Paul to Peter Bryant | Peter Bryant has introduced Recovered Energy to 2 potential investors. Derek Handley also a potential investor |
| Recruitment/Talent Search | Auckland Council - GM Community & Social Policy | Seeking Talent | Auckland Council to WCNZer's | World Class NZ facilitated a search for global talent |
| Recruitment/Talent Search | Auckland Council - GM Design & Activation | Seeking Talent | Auckland Council to WCNZer's | World Class NZ facilitated a global search for talent |
| Connection Service | Introduce Grant Harrison to Cat Robinson | Member connect | SD wrote to Cat, forwarding Grant;s request | Introduced Cat Robinson KLP to Grant Harrison who has a friend able to help at KLP |
| Connection Service | CG International/Parnell Partners - wants to find Kiwis interested in All Blacks tours | Seeking Customer Contacts | Connected Tony to Claire Richardson Manager - New Partnerships NZ Rugby | Connected Tony to Claire Richardson Manager - New Partnerships NZ Rugby. Currently exploring partnership ops |
| Connection Service | NZTE - seeking judges Intl Business Awards 2015 | Seeking Awards Judges | Connected Kerry Greene to Leo Lonergan and Peter Biggs (Biggsy) | Leo Lonergan agreed to judge 'Excellence in Operations' & Peter Biggs agreed to judge 'Excellence in Marketing' 2015 NZ Int'nl Business Awards |
| Connection Service | AD Instruments via NZTE - seeking board member | Seeking Board Members | Ken Aitcheson NZTE Dunedin to Scott Gilmour (known to Ken already) | World Class NZ member Scott Gilmour having a conversation with AdD Instruments about becoming a non-exec director |
| Connection Service | Resolution Mining Polymers via Callaghan Innovation- seeking commercialisation partners | Seeking Customer Contacts | Connected Resolution Mining to Peter Bryant | Peter Bryant WCNZ member is connected to CEO's from the top 25 mining companies and has offered to connect Resolution Mining. A Phone call planned for late October |
| Connection Service | CONNECT: Glen Murphy / Luke Minford | Member connect | Luke Minford, Glen Murphy. | Glen Murphy helping Rouse & Co with opportunities in China |
| Connection Service | CONNECT: Rod Drury / Ross McEwan | Seeking Customer Contacts | Ross McEwan / Rod Drury. | Rod had breakfast with Ross and is progressing some work with them - he moved quickly and was able to engage with Ross easily. |
| Connection Service | CONNECT: Stefan Ammann / NZ Inc Geneva | Member connect;Promote Kea/World Class NZ;Support Govt/NZ Inc. Initiative/Project | Stefan Ammann (WCNZ) Amanda Ellis / John Adank / Carl Reaich (MFAT, Geneva). | Connected Switzerland-based WCNZer with NZ Inc in Geneva for the purpose of exploring investment ops. |
| Event or speaker | Kea 'Inspire' Event: Shane Legg | Promote NZ/NZ Story | Kea members, WCNZers, NZTE. | WCNZer Shane Legg keynote at Inspire London to promote NZ Story |
| Connection Service | CONNECT: Stephen Barclay to Sarah Robb-O'Hagan | Member connect | Phil Veal connected SRO to Stephen Barclay | Stephen Barclay (BMW Oracle syndicate) had a conversation with Sarah Rob O'Hagan about sports marketing in relation to NZ |
| Connection Service | CONNECT: Chris Liddell to Stephen Barclay | Member connect | Phil Veal connected Stephen Barclay to Chris Liddell | Connected to explore mutual business interest and opportunities in relation to NZ |
| Connection Service | CONNECT: Mark D'Arcy / Paul Adams | Member connect;Promote Kea/World Class NZ | Mark D'Arcy / Paul Adams. | Mark D'Arcy working with Paul Adams to identify in-market NZ companies he can help |
| Connection Service | Connect: Stefan Ammann / Marcus Scoliege | Member connect | Stefan Ammann / Marcus Scoliege. | Connected NZTE Hamburg with WCNZ member Stefan Ammann (Zurich) for the purpose exploring how he may help in-market/govt initiative |

| | | | | | |
|-----------------------------|--------------------|---|---|---|--|
| | Connection Service | CONNECT: Shane Legg / Mary Fenwick | Support Govt/NZ Inc. Initiative/Project | Mary Fenwick / Shane Legg | World Class NZ facilitated engagement between Ak Uni alumni and Google DeepMind |
| | Connection Service | CONNECT: Erica Crawford to Valerie Worsdale | Member connect | Connected Erica Crawford to Valerie Worsdale | WCNZer Erica Crawford mentoring Valerie Worsdale who is developing a vineyard in Martinborough & has export aspirations |
| | Connection Service | Seeking Hong Kong expert for radio interview | Connect with Members/Prospects; Seeking Info; Seeking In-Market Knowledge/Advice; Seeking Interview/ees | WCNZ'er David Mace to Andrew Patterson | David Mace interviewed by Andrew Patterson who was delighted with his insights which proved ideal for radio broadcast |
| | Connection Service | Connect: Jo Allison to Poojitha Preena re Amazon Web Services | Connect with Members/Prospects | Craig Donaldson introduced Jo to Pooj who offered to connect her to someone at Amazon | Spark have started a conversation with Amazon Web Services |
| | Connection Service | Seat Renew Global - seeking | Seeking Customer Contacts | Phil introduced Adrian to Andy from Smyle UK | Seat Renew NZ working with SMYLE UK to identify partners in stadium seat restoration |
| | Event or speaker | CONNECT: Samuel Green / Anton Oliver | Member connect; Promote NZ/NZ Story | Sam Green / Anton Oliver | Helped raise the profile of NZ to London Business School MBA programme and encourage grads to consider applying their talent in NZ as a place to live/work |
| | Connection Service | CONNECT: Eric Tracey / Michael Braithwaite | Member connect | Eric Tracey / Michael Braithwaite | World Class NZ helped identify a Kiwi working at Merlin Entertainment who may have an interest in an Oz opportunity |
| 62 - Feedback requested (3) | Connection Service | NZTE WLG -Nuenz seeking contacts in 3m US | Seeking Customer Contacts | Connected Troy Dougherty to Dr. Jim Sax VP R&D 3M North America. | 3M R&D undertaking 'Due Diligence' prior to accepting IP for testing in industrial product range |
| | Connection Service | CONNECT: Scott Gilmour to Ted Manson | Connect with Members/Prospects | Connected: Craig Donaldson connected SD to Mark Francis, MD of Augusta Capital, who forwarded an introduction to Ted Manson. Ted Manson replied saying that he was willing to talk to Scott, and inviting Scott to get in touch. | Scott Gilmour meeting with Ted when he visits NZ late 2014 |
| | Connection Service | I Measure U - seeking contacts in Garmin/Polar Electra | Seeking In-Market Knowledge/Advice | Connected Mark Finch to Myles Sutherland | WCNZ'er Myles Sutherland working with I Measure u on collecting market validation feedback |
| 63 - Feedback given (5) | Connection Service | Little Flock of Horrors - seeking distributors | Seeking Distributors | Connected Lucy Frost to Peri Drysdale | Peri Drysdale 'Untouched World' now stocking LFOH range in Christchurch |
| | Connection Service | Fleetsafe - seeking contacts with large fleets/insurers of fleets | Seeking Customer Contacts | Connected Nick Hill (Fleetsafe) to Bella Katz who introduced Nick to Gary (personal contact) Connected Dim to Richard Suhr who has contacts in Australia & Japan for Fleetsafe Connected Dim to Steven Newman CEO and Peter Batcheler Head of Global Sales at EROAD | Fleetsafe have engaged Gary Watson to help them with Oz market entry strategy |
| | Connection Service | YURS - seeking insights into US distribution | Seeking In-Market Knowledge/Advice | Connected Andrew Henry to Ron Halls | Ron Halls providing ongoing mentorship to Andrew Henry (Graem's son) as he tries to launch into US premium sneaker market |
| | Connection Service | Cambodian Govt officials connected to MBIE | Support Govt/NZ Inc. Initiative/Project | Connected Jeffrey Lamb (Head UK Trade & Invest/WCNZ) to David Smol (CEO MBIE) | 6 senior Cambodian Govt officials visited NZ to participate in MBIE programme for the purpose of helping them implement company registration system |

Total records in this page :47 Records

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Kea New Zealand

Quarterly Report on Deliverables: October to December 2014

1. Network contact i.e. newsletter communications to WCNZ and Kea Communities

20 official media postings were made in the period Oct-Dec 2014.

We refer to Appendix 1 for a detailed overview of Kea's Social Media/Newsletter Stories.

2. Online community – size, reach. Level of engagement of online members

Size

Kea's total online community increased this quarter from 444,267 to 548,439, an increase of 23.4%. This is an overall increase of 94,573 for FY15 to date, 63% of our target for the year.

| Medium | As at 1/7/14 | Q1 | Q2 | Q3 | Q4 | Growth YTD # | Growth YTD % |
|--------------|----------------|----------------|----------------|----|----|---------------|--------------|
| LinkedIn | 13,997 | 14,767 | 15,420 | | | 1,423 | 10.2% |
| Twitter | 6,763 | 7,233 | 7,613 | | | 850 | 12.6% |
| YouTube | 110 | 129 | 137 | | | 27 | 24.5% |
| Facebook | 141,905 | 142,595 | 245,295 | | | 103,390 | 72.8% |
| Weibo | 246,527 | 220,539 | 220,097 | | | -26,430 | -10.7% |
| E-subscr. | 42,791 | 44,209 | 45,120 | | | 2,329 | 5.4% |
| WeChat | 1,232 | 1,553 | 2,268 | | | 1,036 | 84.1% |
| Google+ | 361 | 419 | 512 | | | 151 | 62% |
| Website/App | n/a | 10,342 | 11,977 | | | 11,977 | n/a |
| TOTAL | 453,686 | 444,267 | 548,439 | | | 94,753 | 20.8% |

Community connections from China, India, ASEAN and the GCC grew by 89,149 people during this three-month period. Our growth in these regions for FY15 so far is 100,195, which exceeds our KPI of 60,000 by 67%. This brings our total connection number within these regions to 230,199.

| Region | As at 1 July 2014 | Q1 | Q2 | Q3 | Q4 | Growth | Growth % |
|-------------|-------------------|----------------|----------------|----|----|----------------|------------|
| China Total | 114,567 | 125,310 | 125,638 | | | 11,071 | 10% |
| India Total | 411 | 509 | 53,405 | | | 52,994 | 12894% |
| GCC Total | 1,247 | 1,297 | 1,610 | | | 363 | 29% |
| ASEAN Total | 13,779 | 13,934 | 49,546 | | | 35,767 | 260% |
| Total | 130,004 | 141,050 | 230,199 | | | 100,195 | 77% |

Reach

Reach is the number of people who have seen Kea's posts. Reach is counted when a post is loaded and shown in someone's newsfeed.

| Impressions | Q1 | Q2 | Q3 | Q4 | Total YTD |
|-------------|-----------|-----------|----|----|-----------|
| Facebook | 3,107,474 | 4,843,860 | | | 7,951,334 |

Engagement

Engagement is the number of unique people who have clicked on Kea's posts within a 28-day period.

| People | Q1 | Q2 | Q3 | Q4 | Total YTD |
|----------|---------|---------|----|----|-----------|
| Facebook | 105,472 | 298,772 | | | 404,244 |

Twitter Impressions

Number of times users saw Kea tweets.

| People | Q1 | Q2 | Q3 | Q4 | Total YTD |
|----------|---------|---------|----|----|-----------|
| Facebook | 168,700 | 118,900 | | | 287,600 |

We refer to Appendix 2 for a detailed breakdown of members by country.

3. WCNZ Network – number of new members inducted and total membership by sector, location, role and progress towards target of 25 new members from China, India, ASEAN and GCC states

- Kea inducted 17 new members into the Network this quarter. Two were from the EU, China, India, ASEAN or the GCC states. The Q1-Q2 total new membership from these regions is 8. A further six new members have been targeted from China, Hong Kong and Korea; these individuals are currently being processed and will be added in the Q3 report. Furthermore, new prospects are being sourced in GCC now that Kea has part-time representation there, and we expect several new members to be inducted from GCC states in Q3 and Q4.

Note: As advised in the Q1 report, Kea has a campaign to target new members from China, India, ASEAN and the GCC states and expects to induct 25 new members from those regions thereby exceeding 80% (83%) of this year's new member target. Kea has just achieved 100% of the full year target of 360 members, with additional members inducted from other regions, eg Australia, The Americas, and the EU.

- Two of the new members are non-New Zealanders who have been educated in New Zealand.
- In Q1 and Q2 a total of 9 new Australian-based members have been inducted, strengthening a region that has historically been weak for the Network. Additionally, a new South American member was inducted in this period.
- Several of the new members have considerable expertise and connections in other regions, specifically the Pacific, Japan, and Asia.
- Kea has initiated a campaign to target new members from China, India, ASEAN and the GCC states and expects to induct a total of 25 new members from those regions, ie. a further 17 by 30 June 2015.
- The full year target of 360 members has already been reached, and we expect total membership to reach 400 by year-end.
- NZTE, MFAT and ENZ are regularly invited to provide input/suggestions for new members.

| Quarter | Inducted Members Q-t-d | Total Members | % Growth Y-t-d |
|-------------------|---------------------------|---------------|-------------------|
| Q1: 30 Sept 2014 | 15 | 345 | 4.54% |
| Q2: 31 Dec 2014 | 17 | 362 | 9.70% |
| Q3: 31 March 2015 | | | |
| Q4: 30 June 2015 | | | |

We refer to Appendix 3 for a list of WCNZ Network members including location, sector and role.

4. Social Media posts – relating to promoting NZ Inc stories or agency initiatives

We refer to Appendix 1 for a detailed breakdown of Kea's Social Media activity.

5. Events activity – where NZ Inc agencies are also involved

We refer to Appendix 4 for a detailed breakdown of Kea's 2014 events activity.

5. Media and PR activity

We refer to Appendix 5 for Kea's Media Report Oct-Dec 2014.

6. Number of Connections made and outcomes of those Connections

A total of 41 connections were made over the period Oct-Dec 2014.

We refer to Appendix 6 for a detailed breakdown of connections made.

7. Any other information reasonably requested by the Government Funders, co-ordinated through NZTE

Over the period Oct-Dec 2014, we received no further specific requests.

Many informal interactions with various funding agencies were held over the last quarter though, and a formal review meeting will be scheduled (action NZTE) to review the progress under our overall deliverables, address any issues and identify further opportunities to leverage the networks.

Auckland, 20 January 2015

Appendix 1- Kea Social Media/Newsletter Stories

| Month | Topic | Sector |
|--------|---|---------------------------|
| Oct-14 | Event - Stephen Tindall in Shanghai | China |
| Oct-14 | Event - Stephen Tindall in Hong Kong | China |
| Oct-14 | Event - NZ wine in Shanghai | China |
| Oct-14 | Event - Victoria Uni Alumni | China |
| Oct-14 | Kea member profile, Shanghai | China |
| Oct-14 | Growing business in Asia - WCNZ | China |
| Oct-14 | ASEAN-Australia-New Zealand FTA efficiency | China |
| Oct-14 | Event - Kiwi day in Shanghai | China |
| Oct-14 | Event - Maisey Rika in Shanghai | China |
| Oct-14 | Event - Len Brown Mayoral Delegation - Shanghai | China |
| Oct-14 | Baseball New Zealand looking for players under 23 for the IBAF 21U 2014 World Championships in Taiwan. | International Connections |
| Oct-14 | Promoting the Otago Online MBA | International Connections |
| Oct-14 | Event - Auckland Uni Alumni in San Francisco | International Connections |
| Oct-14 | Business - Kiwi construction company in NYC | International Connections |
| Oct-14 | Broods tour the US with Sam Smith | International Connections |
| Oct-14 | Promoting #Kiwisforkiwi - out to protect our national bird from impending extinction. | International Connections |
| Oct-14 | Event - Kiwi jazz musician Nathan Haines with vocalist Vanessa Freeman. | International Connections |
| Oct-14 | Kiwi Sean Kelly has won season 13 of Project Runway! | International Connections |
| Oct-14 | Supporting the Live More Awesome waterslide | Investment Attraction |
| Oct-14 | Snowball Effect - Call to invest in Carbonscape | Investment Attraction |
| Oct-14 | ANZ Expat account | Investment Attraction |
| Oct-14 | Snowball Effect - launch in New Zealand | Investment Attraction |
| Oct-14 | Event - Promoting the Rua Rau Festival 2014 is commemorating the 200 years of Maori in Parramatta, Australia | Maori |
| Oct-14 | .Kiwi domain names | NZ Inc |
| Oct-14 | Billboard magazine named Lorde as the hottest star under 21 | NZ Inc |
| Oct-14 | New Zealand was ranked second as the most beautiful country in the world by Ranker website. | NZ Inc |
| Oct-14 | New Zealand ranked in the top 6 on the Creative Productivity Index in Asian Pacific countries | NZ Inc |
| Oct-14 | Two Kiwi hotels, Wharekauhau Lodge in the Wairarapa and Waipoua Lodge in Northland, make the prestigious 2014 Fodor's 100 Hotel Awards, which honours the best hotels around the world: | |
| Oct-14 | http://bit.ly/1uHPw77 | NZ Inc |
| Oct-14 | Nearly four years after the Christchurch earthquakes, Freerange Press have released 'Once in a Lifetime: City-building after Disaster'. | NZ Inc |

| | |
|--|-------------------|
| Oct-14 Promoting No-8 Rewired | NZ Inc |
| Oct-14 Kiwi burger chain 'BurgerFuel' hits Kuwait! Promoting the New Zealand Women of Influence | NZ Inc |
| Oct-14 awards Air New Zealand was ranked as having the 'coolest | NZ Inc |
| Oct-14 airline paint job in the world' New Zealand is one of the best countries in the | NZ Inc |
| Oct-14 AgeWatch Index world to grow old in, according to the Global | NZ Inc |
| Oct-14 new national flag at the end of next year New Zealanders are likely to get their first vote on a | NZ Inc |
| Oct-14 Lady Gaga uses Kiwi software ShutterRock to connect with her enormous fan base | NZ Inc |
| Oct-14 New Zealand's campaign to win a seat on the United Nations Security Council has been successfu | NZ Inc |
| Oct-14 Lydia Ko and Lorde have been named on TIME Magazine's '25 Most Influential Teens' list | NZ Inc |
| Oct-14 Queenstown has been named Australasia's leading destination at the 2014 World Travel Awards | NZ Inc |
| Oct-14 Event - All Blacks Tour events NZ Breweries Yeastie Boys and Tuatara make their | NZ Inc |
| Oct-14 UK debut | NZ Inc |
| Oct-14 Taika Waititi writing Polynesian Disney movie The first point of New Zealand's ww100 heritage | NZ Inc |
| Oct-14 trail has been unveiled in Wellington Have you seen Air New Zealand's new Hobbit- | NZ Inc |
| Oct-14 inspired safety video? New Zealand has ranked sixth in a global survey on | NZ Inc |
| Oct-14 the best places to live abroad Ancient subterranean water from beneath Nelson's | NZ Inc |
| Oct-14 Zealand and around the world mountains will soon be quenching thirsts in New | NZ Inc |
| Oct-14 Who's excited to watch the All Blacks play in Chicago this weekend? #KiaOraChicago #USAvNZL | NZ Inc |
| Oct-14 Event - All Blacks Tour events New Zealand has been named one of the easiest | NZ Inc |
| Oct-14 places in the world to run a business | NZ Inc |
| Oct-14 Event - Shane Legg in London | Promoting Kea |
| Oct-14 Kim Chambers - Kiwi success story | Promoting Kea |
| Oct-14 Event - Mark Ingliss in London | Promoting Kea |
| Oct-14 Event - Catherine Mohr | Promoting Kea |
| Oct-14 Promoting the World Class NZ Connection Service | Promoting Kea |
| Oct-14 Pushing the App | Promoting Kea |
| Oct-14 Growing business in Europe - WCNZ | Promoting Kea |
| Oct-14 Growing Business in Australia - WCNZ | Promoting Kea |
| Oct-14 Kea in the US - Kea App | Promoting Kea |
| Oct-14 Growing business in North America - WCNZ | Promoting Kea |
| Oct-14 The 'Innovation Islands' | Talent Attraction |

| | | |
|--------|---|---------------------------|
| Oct-14 | The 'Innovation Islands' | Talent Attraction |
| Oct-14 | Talent attraction - Venture Taranaki promotion | Talent Attraction |
| Oct-14 | Promoting Seqel | Talent Attraction |
| Oct-14 | President of Sales role for US | Talent Attraction |
| Oct-14 | Job opportunity - SMX Auckland | Talent Attraction |
| Oct-14 | Job Opportunity - Theta | Talent Attraction |
| Oct-14 | Job Opportunity - NZTE Washington | Talent Attraction |
| | Top Kiwi chef Al Brown has teamed up with China Southern Airlines to produce New Zealand-themed | |
| Nov-14 | in-flight menus. | China |
| Nov-14 | Len Brown Mayoral Delegation - Shanghai | China |
| Nov-14 | Event - Stephen Tindall in Hong Kong | China |
| Nov-14 | Event - Stephen Tindall in Shanghai | China |
| Nov-14 | Kea Member Profile - Beijing | China |
| Nov-14 | Job Opportunity - Senior Research Consultant | China |
| | Top Kiwi chef Matt Lambert will be adding New Zealand clams and cheeses to the menu of his | |
| Nov-14 | Michelin star New York restaurant | International Connections |
| Nov-14 | All Blacks lay wreaths in Hyde Park | International Connections |
| | Discussion about the New Zealand flag and how it | |
| Nov-14 | should change | International Connections |
| | The All Blacks performing the haka at Soldier Field | |
| Nov-14 | last weekend. | International Connections |
| | Event - The New Zealand Society (UK) hosting their | |
| Nov-14 | annual Christmas Fayre | International Connections |
| | This spectacular satellite image shows an almost | |
| | perfect 9.6 kilometre circle of foliage around Mount | |
| Nov-14 | Taranaki. | International Connections |
| | Tekapo photographer Maki Yanagimachi captured | |
| | this magnificent image of a rare 'moonbow' in the | |
| Nov-14 | Tekapo sky | International Connections |
| | Applications for tickets to the annual Westminster | |
| | Abbey Service of Thanksgiving and Commemoration | |
| | in London on Saturday 25 April 2015 will open on | |
| Nov-14 | Monday 1 December 2014 | International Connections |
| | Call for nominations for 2015 UK New Zealander of | |
| Nov-14 | the Year. | International Connections |
| Nov-14 | Event - Wok+Wine | International Connections |
| | Kimberley Chambers has been nominated for the | |
| | World Open Water Swimming Association's Woman | |
| Nov-14 | of the Year award! | International Connections |
| | What's your work commute like? These Kiwis travel | |
| | from Dannevirke, New Zealand to Blonduos, Iceland | |
| Nov-14 | every year for their jobs | International Connections |
| | Event - the New Zealand Cellar in London is having | |
| Nov-14 | a Garage Sale! | International Connections |

| | | |
|--------|---|---------------------------|
| Nov-14 | UK law changes for public sector defined benefits or final salary schemes in April 2015 that can seriously impact you. | International Connections |
| Nov-14 | Congratulations to Richie McCaw who captained his 100th All Blacks test yesterday, against Wales. | International Connections |
| Nov-14 | Congratulations to Valerie Adams on winning World Athlete of the Year! | International Connections |
| Nov-14 | Launch of Dream Catchers UK | International Connections |
| Nov-14 | Event - Kiwi Connect Christmas Party | International Connections |
| Nov-14 | Investment - the Wellington Chocolate Factory Kickstarter | Investment Attraction |
| Nov-14 | Expatriate banking - ANZ | Investment Attraction |
| Nov-14 | Tongariro Lodge for sale | Investment Attraction |
| Nov-14 | Have you heard Stan Walker's single 'Aotearoa'? | Maori |
| Nov-14 | International coverage of the All Blacks vs USA game | NZ Inc |
| Nov-14 | A new report from the Commonwealth Exchange has recommended that Australians and New Zealanders should be free to live and work in UK | NZ Inc |
| Nov-14 | New Zealand has ranked third on the annual World Prosperity Index | NZ Inc |
| Nov-14 | Taranaki inventor Ayla Hutchinson, 15, has been included in the American TeenBusiness Top Twenty | NZ Inc |
| Nov-14 | The Kiwis have beaten Australia to claim the 2014 Four Nations title! | NZ Inc |
| Nov-14 | The New Zealand government is investing \$139 million into 48 of New Zealand's most promising research programmes | NZ Inc |
| Nov-14 | Victoria University of Wellington student Valerie Chan will learn from the top tech minds this summer as she interns at Google's Sydney headquarters | NZ Inc |
| Nov-14 | A new set of designs for New Zealand bank notes have just been revealed | NZ Inc |
| Nov-14 | Kiwi film What We Do in the Shadows, which won the Toronto Film Festival's People's Choice Award, will debut in Los Angeles and New York on February 13 | NZ Inc |
| Nov-14 | Oscar-winning Kiwi filmmaker, Sir Peter Jackson, will be honoured with a Hollywood star on 8 December. | NZ Inc |
| Nov-14 | Disney has announced that it will shoot a remake of the 1977 classic musical movie 'Pete's Dragon' in New Zealand | NZ Inc |
| Nov-14 | Have your say about New Zealand's identity - NZ Flag | NZ Inc |
| Nov-14 | Guest Blog - Seven digital truths from Southeast Asia | NZ Inc |

| | |
|--|---------------------------|
| Nov-14 Air NZ launches dreamliner in Shanghai | NZ Inc |
| Nov-14 NZ shines at China Education Expo | NZ Inc |
| Nov-14 NZ and Korea FTA | NZ Inc |
| Introducing new Consul-Generals, Ambassadors and | |
| Nov-14 High Commissioners | NZ Inc |
| Nov-14 Event - Ross McEwan and Mark Wilson | Promoting Kea |
| Nov-14 Event - Kea and Grow Wellington in Sydney | Promoting Kea |
| Nov-14 Kea competition | Promoting Kea |
| Opinion piece - New Zealand as a 'borderless nation' | |
| Nov-14 needing to recruit young people to the board room | Talent Attraction |
| Nov-14 Event - The New Zealand Jobs Expo in Perth | Talent Attraction |
| Nov-14 Event - the New Zealand Job Expo in Sydney | Talent Attraction |
| The Babcock International Group are looking for a | |
| Port Operations Manager for the Devonport Naval | |
| Nov-14 Base | Talent Attraction |
| Babcock International Group opening for Quantity | |
| Nov-14 Surveyor | Talent Attraction |
| Nov-14 New Zealand job fairs in Sydney and Perth | Talent Attraction |
| Nov-14 Fisher and Paykel UK career event | Talent Attraction |
| Nov-14 Job Opportunity - EasiYo | Talent Attraction |
| Kiwi superstar Kimbra has made an appearance on | |
| the iconic children's TV show, Sesame Street: | |
| Dec-14 http://bit.ly/1yQVd7a | International Connections |
| Dec-14 What makes you proud to be a Kiwi? | International Connections |
| Dec-14 One to Watch - Miles Kirby | International Connections |
| NZ Productions at 2015 London International Mime | |
| Dec-14 Festival | International Connections |
| Dec-14 Once to Watch - Tessa Gould | International Connections |
| Foreign students talk about education in New | |
| Dec-14 Zealand | International Connections |
| Investment opportunity - Wellington Chocolate | |
| Dec-14 Factory Kickstarter | Investment Attraction |
| Dec-14 ANZ Expat Banking | Investment Attraction |
| Ngā mihi harikoa kia koutou mo nga hararei. Kia | |
| humarie to koutou haere i nga wa whakatā. | |
| Wishing you all a joyous season. Travel safely these | |
| Dec-14 holidays. | Maori |
| Our friends at Air New Zealand have been voted | |
| airline of the year for the second year running by | |
| Dec-14 Airlineratings.comS | NZ Inc |
| Sir Ian McKellen has said that he is not sure the | |
| final Hobbit film will actually be "the end of the | |
| Dec-14 journey" | NZ Inc |
| New Zealand has been named the best country in | |
| Dec-14 the world | NZ Inc |

| | | |
|--------|---|-------------------|
| | Kiwi tech company Snapper is up for an | |
| Dec-14 | international award (TTPI2015Awards) | NZ Inc |
| Dec-14 | 10 reasons why New Zealand is the bee's knees | NZ Inc |
| | Claudia Batten has been announced as the new New Zealand Trade & Enterprise Regional Director for | |
| Dec-14 | North America | NZ Inc |
| | Wellington continues its reign as one of the world's most desirable travel stops, placing sixth in the | |
| Dec-14 | Rough Guides Top 10 city destinations for 2015 | NZ Inc |
| | New Zealand cleaning products company Ecostore has signed a deal that will see the company export | |
| Dec-14 | to South Korea | NZ Inc |
| | Keira Knightley will join the star-studded cast of the movie about a tragic expedition to Mt Everest that | |
| Dec-14 | killed Kiwi climbers Rob Hall and Andy Harris | NZ Inc |
| Dec-14 | Kea competition | Promoting Kea |
| Dec-14 | Kea competition | Promoting Kea |
| Dec-14 | Kea competition | Promoting Kea |
| Dec-14 | Event - Mark Wilson and Ross McEwen | Promoting Kea |
| Dec-14 | Kea competiion | Promoting Kea |
| Dec-14 | Kea competiion | Promoting Kea |
| Dec-14 | Kea competiion | Promoting Kea |
| Dec-14 | Kea competiion | Promoting Kea |
| Dec-14 | Kea competiion | Promoting Kea |
| Dec-14 | Event - Ross McEwan and Mark Wilson | Promoting Kea |
| Dec-14 | Event - Ross McEwan and Mark Wilson | Promoting Kea |
| Dec-14 | Kea competiion | Promoting Kea |
| Dec-14 | Kea competiion | Promoting Kea |
| Dec-14 | Kea competiion | Promoting Kea |
| Dec-14 | Venture Taranaki Promotion | Talent Attraction |
| Dec-14 | Venture Taranaki Promotion | Talent Attraction |
| Dec-14 | Job Opportunity - EROAD | Talent Attraction |
| Dec-14 | Job Opportunity - CEO, Wellington | Talent Attraction |

Appendix 2: Kea Connections by Country

| Country | Facebook | MailChimp | Twitter | Weibo | WeChat | LinkedIn | Google+ | Youtube | App | Total |
|----------------------|----------|-----------|---------|--------|--------|----------|---------|---------|------|--------|
| China | 330 | 808 | 29 | 123307 | 855 | | | | 309 | 125638 |
| Unknown | | 2412 | 33 | 52628 | 1334 | 11564 | 328 | 137 | 525 | 68961 |
| Australia | 61054 | 8000 | 563 | | | | 27 | | 4665 | 74309 |
| New Zealand | 26518 | 11294 | 4812 | 15489 | 79 | 3856 | 105 | | 1967 | 64120 |
| United States | 17414 | 12222 | 611 | | | | 34 | | 1383 | 31664 |
| Hong Kong | 1023 | 216 | 27 | 28673 | | | | | 58 | 29997 |
| United Kingdom | 21291 | 5419 | 802 | | | | 18 | | 1433 | 28963 |
| Malaysia | 15876 | 97 | 17 | | | | | | 25 | 16015 |
| Canada | 3716 | 960 | 130 | | | | | | 466 | 5272 |
| Germany | 4051 | 240 | 46 | | | | | | 90 | 4427 |
| France | 1348 | 247 | 38 | | | | | | 61 | 1694 |
| Singapore | 858 | 423 | 56 | | | | | | 124 | 1461 |
| United Arab Emirates | 831 | 296 | 21 | | | | | | 67 | 1215 |
| Japan | 369 | 265 | 31 | | | | | | 58 | 723 |
| Ireland | 471 | 167 | 19 | | | | | | 56 | 713 |
| Netherlands | 708 | 330 | 21 | | | | | | 113 | 1172 |
| Fiji | 446 | 14 | 3 | | | | | | 2 | 465 |
| Spain | 426 | 83 | 21 | | | | | | 33 | 563 |
| Brazil | 472 | 30 | 18 | | | | | | 11 | 531 |
| India | 53302 | 37 | 42 | | | | | | 24 | 53405 |
| Indonesia | 31145 | 15 | 23 | | | | | | 12 | 31195 |
| Switzerland | 276 | 202 | 14 | | | | | | 74 | 566 |
| Sweden | 261 | 60 | 5 | | | | | | 36 | 362 |
| South Africa | 143 | 116 | 31 | | | | | | 22 | 312 |
| Thailand | 187 | 116 | 11 | | | | | | 23 | 337 |
| Italy | 381 | 70 | 14 | | | | | | 32 | 497 |
| Philippines | 302 | 32 | 6 | | | | | | 33 | 373 |
| Samoa | 173 | 9 | | | | | | | | 182 |
| Norway | 155 | 60 | 9 | | | | | | 12 | 236 |
| Mexico | 131 | 27 | 11 | | | | | | 13 | 182 |
| South Korea | 109 | 35 | 5 | | | | | | 16 | 165 |
| Denmark | 133 | 57 | 2 | | | | | | 4 | 196 |
| Pakistan | 164 | 3 | 5 | | | | | | 5 | 177 |
| Taiwan | 115 | 28 | 5 | | | | | | 5 | 153 |
| Belgium | 118 | 40 | 11 | | | | | | 6 | 175 |
| Austria | | 38 | 7 | | | | | | 6 | 51 |
| Papua New Guinea | 72 | 2 | | | | | | | | 74 |
| Argentina | 62 | 11 | 5 | | | | | | 6 | 84 |
| Saudi Arabia | 97 | 21 | 6 | | | | | | 16 | 140 |
| Greece | 169 | 18 | 3 | | | | | | 8 | 198 |
| Bangladesh | 119 | 2 | 2 | | | | | | | 123 |
| Sri Lanka | 67 | 6 | 2 | | | | | | 1 | 76 |
| Turkey | 111 | 18 | 10 | | | | | | 6 | 145 |
| Qatar | | 51 | 2 | | | | | | 8 | 61 |
| Egypt | | 8 | 3 | | | | | | 1 | 12 |
| Iran | | 2 | | | | | | | 3 | 5 |
| Vietnam | | 48 | 5 | | | | | | 21 | 74 |
| Brunei | | 40 | | | | | | | 3 | 43 |
| Czech Republic | 72 | 28 | 1 | | | | | | 3 | 104 |
| Russia | | 24 | 2 | | | | | | 3 | 29 |
| Chile | | 16 | 11 | | | | | | 11 | 38 |
| Bahrain | | 20 | 1 | | | | | | 4 | 25 |
| Tonga | | 19 | | | | | | | | 19 |
| Israel | | 15 | | | | | | | 2 | 17 |
| Cambodia | | 15 | | | | | | | 3 | 18 |
| Poland | 91 | 14 | 3 | | | | | | 8 | 116 |
| Finland | | 14 | 5 | | | | | | 11 | 30 |
| Luxembourg | | 14 | | | | | | | 2 | 16 |
| Kuwait | | 11 | 1 | | | | | | 1 | 13 |
| Oman | | 14 | | | | | | | 5 | 19 |
| Kenya | | 7 | 3 | | | | | | 5 | 15 |
| Lebanon | | 8 | 1 | | | | | | 1 | 10 |
| Cook Islands | | 7 | 2 | | | | | | | 9 |
| Croatia | | 5 | 2 | | | | | | | 7 |
| Hungary | | 3 | 2 | | | | | | 1 | 6 |

| | | | | | | | | | |
|-------------------|----|---|---|--|--|--|--|---|----|
| Portugal | 61 | 6 | 2 | | | | | 7 | 76 |
| Bermuda | | 9 | | | | | | 1 | 10 |
| Colombia | | 5 | 1 | | | | | 2 | 8 |
| Burma | | 2 | | | | | | | 2 |
| Malta | | 7 | | | | | | 1 | 8 |
| Romania | | 6 | 1 | | | | | 3 | 10 |
| Iraq | | 7 | 1 | | | | | 1 | 9 |
| Costa Rica | | 6 | | | | | | 1 | 7 |
| Afghanistan | | 4 | 2 | | | | | 1 | 7 |
| Kazakhstan | | 5 | | | | | | | 5 |
| Latvia | | 4 | 1 | | | | | | 5 |
| Bulgaria | | 5 | | | | | | | 5 |
| Ukraine | | 3 | 2 | | | | | 2 | 7 |
| Cayman Islands | | 5 | | | | | | | 5 |
| Venezuela | | | 5 | | | | | | 5 |
| Angola | | 3 | | | | | | 2 | 5 |
| Morocco | | 3 | 1 | | | | | | 4 |
| Tanzania | | 3 | 2 | | | | | | 5 |
| Azerbaijan | | 4 | | | | | | | 4 |
| Nepal | 77 | 2 | 1 | | | | | | 80 |
| Macedonia | | 2 | 2 | | | | | | 4 |
| Monaco | | 4 | | | | | | | 4 |
| New Caledonia | | 3 | 1 | | | | | | 4 |
| Ecuador | | 3 | | | | | | 1 | 4 |
| Peru | | 4 | 1 | | | | | 4 | 9 |
| Tunisia | | 3 | | | | | | 2 | 5 |
| Zimbabwe | | 3 | 1 | | | | | 2 | 6 |
| Kyrgyzstan | | 3 | | | | | | | 3 |
| Iceland | | 3 | | | | | | 2 | 5 |
| Slovakia | | 2 | 2 | | | | | | 4 |
| Honduras | | 3 | | | | | | | 3 |
| Puerto Rico | | 1 | 2 | | | | | | 3 |
| Trinidad & Tobago | | | | | | | | | 0 |
| Botswana | | 2 | | | | | | 1 | 3 |
| Ghana | | 1 | 1 | | | | | | 2 |
| Libya | | 1 | | | | | | | 1 |
| Mauritius | | 2 | | | | | | | 2 |
| Mozambique | | 2 | | | | | | | 2 |
| Nigeria | | 2 | 2 | | | | | 3 | 7 |
| Sudan | | 1 | 1 | | | | | | 2 |
| Uganda | | 3 | | | | | | 3 | 6 |
| Laos | | 2 | | | | | | | 2 |
| Macau | | 2 | | | | | | | 2 |
| Maldives | | 1 | | | | | | 1 | 2 |
| Lithuania | | 2 | | | | | | 1 | 3 |
| Albania | | 2 | | | | | | 2 | 4 |
| Georgia | | 5 | | | | | | 5 | 10 |
| Serbia | | 1 | 1 | | | | | 1 | 3 |
| Slovenia | | 2 | | | | | | | 2 |
| Cyprus | | 2 | | | | | | | 2 |
| Micronesia | | 2 | | | | | | | 2 |
| Vanuatu | | 1 | 1 | | | | | | 2 |
| Antigua & Barbuda | | | | | | | | | 0 |
| El Salvador | | 1 | | | | | | | 1 |
| Uruguay | | 3 | | | | | | 1 | 4 |
| Virgin Islands | | 2 | | | | | | 2 | 4 |
| Algeria | | | 2 | | | | | | 2 |
| Cameroon | | | 1 | | | | | | 1 |
| Ethiopia | | 1 | | | | | | 1 | 2 |
| Liberia | | 1 | | | | | | | 1 |
| Mauritania | | 1 | | | | | | | 1 |
| Niger | | 1 | | | | | | 1 | 2 |
| Senegal | | 1 | | | | | | | 1 |
| Zambia | | 2 | | | | | | 2 | 4 |
| Mongolia | | | 1 | | | | | | 1 |
| Guernsey | | | 1 | | | | | 1 | 2 |
| Jersey | | 1 | | | | | | | 1 |
| Liechtenstein | | 1 | | | | | | | 1 |

| | | | | | | | | | | |
|--------------------|--|---|---|--|--|--|--|---|---|---|
| Montenegro | | 1 | | | | | | | 2 | 3 |
| Syria | | | 1 | | | | | | | 1 |
| Yemen | | 1 | | | | | | | | 1 |
| American Samoa | | | | | | | | | | 0 |
| French Polynesia | | 1 | | | | | | | | 1 |
| Marshall Islands | | 1 | | | | | | | | 1 |
| Solomon Islands | | 1 | | | | | | | | 1 |
| Aruba | | 1 | | | | | | | | 1 |
| Bahamas | | 1 | | | | | | | | 1 |
| Barbados | | 1 | | | | | | | | 1 |
| Belize | | 1 | | | | | | | | 1 |
| Bolivia | | 1 | | | | | | 1 | | 2 |
| Guatemala | | | 1 | | | | | | | 1 |
| Guyana | | | 1 | | | | | | | 1 |
| Haiti | | 1 | | | | | | | | 1 |
| Jamaica | | 1 | | | | | | | | 1 |
| Saint Lucia | | 1 | | | | | | | | 1 |
| Andorra | | | | | | | | 1 | | 1 |
| Anguilla | | | | | | | | 1 | | 1 |
| Belarus | | | | | | | | 1 | | 1 |
| Virgin Islands | | 2 | | | | | | 2 | | 4 |
| Burundi | | | | | | | | 1 | | 1 |
| Cuba | | | | | | | | 1 | | 1 |
| Dominican Republic | | | | | | | | 1 | | 1 |
| Isle of Man | | | | | | | | 1 | | 1 |
| Jordan | | | | | | | | 1 | | 1 |
| Mali | | 1 | | | | | | 1 | | 2 |
| Moldova | | | | | | | | 1 | | 1 |
| Nicaragua | | | | | | | | 1 | | 1 |
| Panama | | | | | | | | 1 | | 1 |
| Rwanda | | 1 | | | | | | 1 | | 2 |

Appendix 3 World Class New Zealand Network - Member List at December 31, 2014

| Salutation | First Name | Last Name | Organisation | Title | Industry Sector/s | Region | Physical Country | LinkedIn Profile | Induction date | WCNZ Contact Type |
|--------------------|------------------|--------------|--|--|--|----------------|------------------|--|----------------|-------------------|
| | Anna | Mowbray | ZURU | COO | Manufacturing | China | China | cn.linkedin.com/pub/anna-mowbray/37/823/573 | 19/12/2014 | WCNZ Member |
| Mr. | Myles | Sutherland | ESRI | Emerging business manager | ICT | North America | United States | https://www.linkedin.com/in/mylessutherland | 26/11/2014 | WCNZ Member |
| | Fleur | Knowsley | Google | Corporate Counsel | Legal | North America | United States | www.linkedin.com/in/fleurknowsley | 25/11/2014 | WCNZ Member |
| | Suzanne (Sue) | Tindal | PricewaterhouseCoopers | Director - Consulting | Financial & Insurance | New Zealand | New Zealand | http://link.in/1x1BBoBb | 19/11/2014 | WCNZ Member |
| | Kevin | Little | HRD Partners Limited | Co-Founder and Managing Director | | North America | Canada | ca.linkedin.com/in/kcollette/ | 14/11/2014 | WCNZ Member |
| | Jan | Zawadzki | Hapara | | ICT | North America | United States | www.linkedin.com/in/janzawadzki | 12/11/2014 | WCNZ Member |
| | Priv | Bradoo | Blue Oak | CEO and Co-Founder | Other | North America | United States | http://www.linkedin.com/pub/privahini-bradoo/1/b49/455 | 31/10/2014 | WCNZ Member |
| | Frank | Owen | Terminus Intermediaire Ltd | | ICT | Europe | Austria | at.linkedin.com/pub/frank-owen/6/835/3b6 | 29/10/2014 | WCNZ Member |
| | Emma | Trask | None | Stylist/Costume Designer | Arts & Entertainment;Clothing & Fashion | North America | United States | | 27/10/2014 | WCNZ Member |
| | Iain | Leech | ANZ Banking Group | Head of Transaction Banking, Pacific | | Australia | Australia | au.linkedin.com/pub/iain-leech/73/678/827 | 23/10/2014 | WCNZ Member |
| | Kelly | Glass | Karib Cable | | | South America | | | 21/10/2014 | WCNZ Member |
| | Christine | Pariker | Westpac Group | Group Executive-Human Resources & Corporate Affairs | Financial & Insurance | Australia | Australia | au.linkedin.com/pub/christine-pariker/9c/543/384 | 29/09/2014 | WCNZ Member |
| | Sam | Cheow | L'Oréal | VP / Head of CMO Agency | Advertising, Marketing & PR | North America | United States | https://www.linkedin.com/in/samchowloréal | 26/09/2014 | WCNZ Member |
| | Phil | Chronican | ANZ | Chief Executive Officer, Australia | Financial & Insurance | Australia | Australia | au.linkedin.com/pub/philip-chronican/0/6b0/454 | 03/09/2014 | WCNZ Member |
| | Geoff | Collins | Ingenuity (Thailand) Co Ltd | Managing Director | | Asia | Thailand | http://th.linkedin.com/pub/geoff-collins/8/447/881 | 21/08/2014 | WCNZ Member |
| | Eric | Kearley | Telstra Media | Head of IPTV and Pay TV | Media & Creative | Australia | Australia | au.linkedin.com/in/erickearley | 20/08/2014 | WCNZ Member |
| | Craig | White | Harvard University / Quintiles Transnational | Healthcare Consultant | Healthcare & Social Assistance | North America | United States | www.linkedin.com/pub/craig-white/0/5a/734 | 15/08/2014 | WCNZ Member |
| | Ann | Sherry | Carnival Australia | CEO | Accommodation & Hospitality;Tourism | Australia | Australia | au.linkedin.com/pub/ann-sherry/12/948/b00 | 07/08/2014 | WCNZ Member |
| | David | Thodey | Telstra Corporation Ltd | CEO | ICT | Australia | Australia | au.linkedin.com/pub/david-thodey/37/922/7a1 | 06/08/2014 | WCNZ Member |
| | Richard | Mathews | MHB Holdings | Partner | ICT;Investment & Business;Prof. Sci & Tech | Australia | Australia | https://www.linkedin.com/profile/view?id=38549400 | 03/08/2014 | WCNZ Member |
| | Elnar | Toime | E Toime Consulting | Founder & Chairman | Investment & Business | United Kingdom | United Kingdom | https://www.linkedin.com/in/elmaroime | 24/07/2014 | WCNZ Member |
| | Joseph | Healy | Unknown | | Financial & Insurance | Australia | Australia | au.linkedin.com/pub/joseph-healy/4b/897/663 | 23/07/2014 | WCNZ Member |
| | Jonathan (Jonny) | Hendriksen | Shutterstock Ltd | Founder & CEO | Investment & Business | New Zealand | New Zealand | www.linkedin.com/in/jonathanhendriksen | 23/07/2014 | WCNZ Member |
| | Ian | Beagle | United Nations | Assistant Secretary General | Government;Public Policy | Europe | Switzerland | http://ch.linkedin.com/pub/jan-beagle/35/551/33 | 07/07/2014 | WCNZ Member |
| | Amanda | Ellis | MFAF - Ministry of Foreign Affairs and Trade | Head of Mission, Ambassador | Government | Europe | Switzerland | | 07/07/2014 | WCNZ Member |
| | Alister R. | Mathieson | Humber College | VP Advancement and External Affairs | Education & Training;Food and Beverage | North America | Canada | ca.linkedin.com/pub/alister-mathieson/4/b6a/802 | 03/07/2014 | WCNZ Member |
| | Colin | Leach | Alstia Group | Chief Operating Officer | Construction & Architecture | Europe | Belgium | ba.linkedin.com/pub/colin-leach/13/981/749 | 02/07/2014 | WCNZ Member |
| | Mark | Burlace | Melbourne Festival | Head of Programming | Arts & Entertainment | Australia | Australia | http://www.linkedin.com/pub/mark-burlace/14/574/b00 | 01/07/2014 | WCNZ Member |
| | David | McLean | Westpac Banking Corporation | CEO (Acting) | Financial & Insurance | New Zealand | New Zealand | www.linkedin.com/pub/david-mclean/13/243/521 | 30/06/2014 | WCNZ Member |
| | Mark | Hadley | E Digital Consulting (EDC) | Managing Director | ICT;Media & Creative | United Kingdom | United Kingdom | uk.linkedin.com/pub/mark-hadley/179/a85 | 30/06/2014 | WCNZ Member |
| | George | Forbes | Rhodes & Co | Partner | Legal | New Zealand | New Zealand | nz.linkedin.com/pub/george-forbes/2/b29/94a | 30/06/2014 | WCNZ Member |
| | Linley | Watson | Peak Performance International | Managing Director | Academia;Investment & Business | Australia | Australia | http://www.linkedin.com/pub/linley-watson/2/635/630 | 30/06/2014 | WCNZ Member |
| | Andrew (Andy) | Hamilton | The ICEHOUSE LTD | CEO | Investment & Business | New Zealand | New Zealand | http://link.in/1w0e4XB | 30/06/2014 | WCNZ Member |
| | Andrew | Adamson | Independent Artist | Film Director | Media & Creative | New Zealand | New Zealand | | 30/06/2014 | WCNZ Award Winner |
| | Bella | Katz | Bella Katz Brand & Marketing | Managing Director | Advertising, Marketing & PR | Australia | Australia | http://au.linkedin.com/in/bellakatz | 30/06/2014 | WCNZ Member |
| | Lukas | Beech | Nowak & Partner Co., Ltd | Director of HR Services | Human Resources | Asia | South Korea | http://au.linkedin.com/in/lukasbeech | 30/06/2014 | WCNZ Member |
| | Denise | Cosgrove | WorkSafe Victoria | Chief Executive | Financial & Insurance;Government | Australia | Australia | http://link.in/1v6lAGj | 30/06/2014 | WCNZ Member |
| | Jon | Mayson | Several organisations | Professional Director | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/jon-mayson/b/254/a17 | 30/06/2014 | WCNZ Member |
| | Sean | Horgan | West Coast Energy Pty Ltd | Chief Executive | Utilities | Australia | Australia | au.linkedin.com/pub/sean-horgan/16/2a/384 | 30/06/2014 | WCNZ Member |
| | Scott | Riddle | Google Inc. | Manager, Sales Infrastructure, Large Publisher Solutions | Prof. Sci & Tech;Govt & Non-Govt Orgs | North America | United States | www.linkedin.com/in/scottriddle | 30/06/2014 | WCNZ Member |
| | Kerry | Osborne | Citywide Services Solutions Pty Ltd | MD | Construction | Australia | Australia | au.linkedin.com/pub/kerry-osborne/17/18a/31a | 30/06/2014 | WCNZ Member |
| Prof. Sir | Murray | Brennan | Memorial Sloan-Kettering Cancer Center | Dr. | Healthcare & Social Assistance | North America | United States | www.linkedin.com/pub/murray-brennan/10/497/70a | 30/06/2014 | WCNZ Award Winner |
| | David | Mace | Mace Consulting | Chairman | Financial & Insurance | New Zealand | New Zealand | | 30/06/2014 | WCNZ Member |
| | Craig | Bell | Leitissimo | Director | Agriculture, Food & Beverage | South America | Brazil | br.linkedin.com/pub/craig-bell/2/475/392 | 30/06/2014 | WCNZ Member |
| | Matthew | Tukaki | EntreHub.org | Co Founder and Chairman | Government;ICT;Investment & Business | Australia | Australia | au.linkedin.com/in/matthewtukaki | 30/06/2014 | WCNZ Member |
| | Shane | Legg | Google | Senior Research Scientist | Academia;Prof. Sci & Tech | United Kingdom | United Kingdom | https://www.linkedin.com/pub/shane-legg/1/115/4b2 | 30/06/2014 | WCNZ Member |
| Dr. | Catherine | Mohr | Intuitive Surgical | Director of Medical Research | Healthcare & Social Assistance | North America | United States | www.linkedin.com/pub/catherine-mohr/3/a20/627 | 30/06/2014 | WCNZ Award Winner |
| Emeritus Professor | John | Hawk | Kings College London | Honorary Consultant Dermatologist | Healthcare & Social Assistance | United Kingdom | United Kingdom | uk.linkedin.com/pub/john-hawk/36/b98/a01 | 30/06/2014 | WCNZ Member |
| | Simon | Valentine | Standard Chartered Bank | Global Head of Talent Acquisition | Human Resources | Asia | Singapore | sg.linkedin.com/in/simonvalentine | 30/06/2014 | WCNZ Member |
| | Bevan | Killick | The Canterbury Club | President | Financial & Insurance | New Zealand | New Zealand | nz.linkedin.com/pub/bevan-killick/5/176/55b | 30/06/2014 | WCNZ Member |
| | Don | Churchill | Churchill Consulting and Comms Pty Ltd | Managing Director | Advertising, Marketing & PR;Media & Creative | Australia | Australia | http://link.in/1yk4DKv | 30/06/2014 | WCNZ Member |
| | Fay | Drummond | QSC China | Manager | Investment & Business | China | China | http://link.in/1w0lPKw | 30/06/2014 | WCNZ Member |
| | Craig | Elliott | Petrino | Conservation Program Committee | ICT;Investment & Business | North America | United States | www.linkedin.com/pub/craig-elliott/0/277/780 | 30/06/2014 | WCNZ Award Winner |
| | Peter | Risjagh | Castellar Partners | Managing Director, also Adjunct Professor | Financial & Insurance | North America | United States | http://link.in/1oC2j2P | 30/06/2014 | WCNZ Member |
| | Audette | Exel | ISIS (ASIA PACIFIC) PTY LIMITED | Chief Executive Officer (CEO) | Investment & Business | Australia | Australia | http://www.linkedin.com/pub/audette-exel/0/2b9/516 | 30/06/2014 | WCNZ Member |
| | Ben | Fisher | Innoture Limited / Fisher Ventures | Director | Investment & Business | United Kingdom | United Kingdom | http://link.in/1mYnj | 27/06/2014 | WCNZ Member |
| | Edward (Ed) | Hanson | Babcock & Brown | CEO | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/edward-hanson/17/a93/a68 | 27/06/2014 | WCNZ Member |
| Sir | Paul | Beresford MP | British Parliament | Member of Parliament | Government | United Kingdom | United Kingdom | | 27/06/2014 | WCNZ Member |
| | Tom | Mockridge | Virgin Media | Chief Executive | Media & Creative | United Kingdom | United Kingdom | | 27/06/2014 | WCNZ Member |
| | Molly | Bedingfield | Global Angels Foundation | Founder & CEO | Not For Profit | United Kingdom | United Kingdom | https://www.linkedin.com/pub/molly-bedingfield/4/214/57b | 27/06/2014 | WCNZ Member |
| Prof. | Gael | McDonald | RMIT International University Vietnam | President and General Director | Academia | Asia | Vietnam | | 26/06/2014 | WCNZ Member |
| | Shelly | Park | Monash Health | CEO | Healthcare & Social Assistance | Australia | Australia | au.linkedin.com/pub/shelly-park/1b/650/500 | 26/06/2014 | WCNZ Member |
| | Ross | McEwan | Royal Bank of Scotland | Group Chief Executive | Financial & Insurance;Investment & Business | United Kingdom | United Kingdom | | 30/04/2014 | WCNZ Member |
| | Graham | Stuart | Sealord | Chief Executive | Ag. Forestry & Fishing | New Zealand | New Zealand | nz.linkedin.com/pub/graham-stuart/5/378/11 | 30/04/2014 | WCNZ Member |
| Dr. | Alan | Bolland | APEC - Asia Pacific Economic Cooperation | Executive Director | Government;Public Policy | Asia | Singapore | | 15/04/2014 | WCNZ Member |
| | Johnny | Weiss | Trans-Tasman Business Circle | Global CEO | Other | Australia | Australia | au.linkedin.com/pub/john-weiss/1/469/451 | 13/04/2014 | WCNZ Member |
| | John | MacFarlane | ANZ | Member of Global Board | Financial & Insurance;Investment & Business | Australia | Australia | http://au.linkedin.com/pub/john-macfarlane/1a/5a/4206 | 10/04/2014 | WCNZ Member |
| | Tim | Cameron | Partner | Partner | Prof. Sci & Tech | North America | United States | | 09/04/2014 | WCNZ Member |
| | Scott | Weerink | Ooredoo | General Counsel- Ooredoo | ICT | Asia | Singapore | sg.linkedin.com/pub/scott-weerink/23/96a/800 | 08/04/2014 | WCNZ Member |
| | Simon | Rees | Govett-Brewster Gallery | Director | Arts & Entertainment | New Zealand | New Zealand | | 04/04/2014 | WCNZ Member |
| | Richard | McDonald | Epsilon Consultants | SVP | Media & Creative | North America | United States | www.linkedin.com/pub/richard-mcdonald/0/247/a1b | 31/03/2014 | WCNZ Member |
| | Raymond | Webb | Pico Holdings | Vice President | Financial & Insurance | North America | United States | http://link.in/1AT3RDj | 31/03/2014 | WCNZ Member |
| | Dave | Gibson | NZ Film Commission | Chief Executive | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/dave-gibson/5/172/416 | 31/03/2014 | WCNZ Member |
| | Michelle | Boag | Boag Allan Prie Ltd | Director | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/michelle-boag/b/202/b1 | 31/03/2014 | WCNZ Member |
| | Paul | Richards | UBS | Head of FX, Rates and Credit Distribution | Financial & Insurance | North America | United States | www.linkedin.com/pub/paul-richards/52/aa2/b05 | 31/03/2014 | WCNZ Member |
| | Stephen | Jacobi | Jacobi Consulting Limited | Chairman of the Board | Public Policy | New Zealand | New Zealand | http://nz.linkedin.com/pub/stephen-jacobi/3/984/60b | 31/03/2014 | WCNZ Member |
| | David | Whitwam | New Zealand Chamber of Commerce in HK | Chairman | Investment & Business | China | Hong Kong | http://hk.linkedin.com/pub/david-c-whitwam/37/145/3ab | 31/03/2014 | WCNZ Member |
| | Rob | Steele | ISO | Secretary General | Public Policy | Europe | Switzerland | ch.linkedin.com/pub/rob-steele/20/39a/91b | 31/03/2014 | WCNZ Member |
| | Michael | Carr-Smith | Barclays | Director | Financial & Insurance;Investment & Business | North America | United States | www.linkedin.com/pub/michael-carr-smith/10/63a/413 | 31/03/2014 | WCNZ Member |
| | Craig | Hillier | Ernst & Young LLP | Director of International Tax Services | Prof. Sci & Tech | North America | United States | www.linkedin.com/pub/craig-hillier/12/933/4b8 | 31/03/2014 | WCNZ Member |

World Class New Zealand Network - Member List at December 31, 2014

| Salutation | First Name | Last Name | Organisation | Title | Industry Sector/s | Region | Physical Country | LinkedIn Profile | Induction date | WCNZ Contact Type |
|------------|----------------|----------------|---|--|---|----------------|----------------------|--|----------------|-------------------|
| | Lucy | Leahy (Foster) | method products inc. | VP, General Manager, Asia Pacific | Food and Beverage | China | Hong Kong | www.linkedin.com/pub/lucy-leahy-foster/2725/a87 | 31/03/2014 | WCNZ Member |
| | Lindsay | Wright | Harvest Fund Management Group | CEO Harvest Global Investments Ltd | Financial & Insurance | China | Hong Kong | hk.linkedin.com/pub/lindsay-wright/61704/440 | 31/03/2014 | WCNZ Member |
| | Mike | Hearn | American Chamber of Commerce in NZ | Executive Director | Investment & Business;Not For Profit | New Zealand | New Zealand | nz.linkedin.com/pub/mike-hearn/41319/81b | 31/03/2014 | WCNZ Member |
| | William | McKegg | Lion Rock Ventures Limited | Creative Director and co-owner | Arts & Entertainment | New Zealand | New Zealand | nz.linkedin.com/pub/william-mckegg/17171/438 | 31/03/2014 | WCNZ Member |
| | Andrew | Gerrie | Lush Cosmetics | Co-Founder & CEO | Retail | United Kingdom | United Kingdom | uk.linkedin.com/pub/andrew-gerrie/3105/420 | 31/03/2014 | WCNZ Member |
| | Victoria | Ransom | Wildfire Interactive | CEO | ICT | North America | United States | www.linkedin.com/pub/victoria-ransom/3/572/141 | 31/03/2014 | WCNZ Member |
| | Al | Monro | Broadfield Advisory | Principal | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/al-monro/0/769/240 | 31/03/2014 | WCNZ Member |
| | Peter | Nicholl | Nicholl Consulting | Manager | Financial & Insurance | Europe | Italy | http://ba.linkedin.com/pub/peter-nicholl/9/514/252 | 31/03/2014 | WCNZ Member |
| | Greg | Knight | Caxton | Trader | Financial & Insurance | United Kingdom | United States | | 31/03/2014 | WCNZ Member |
| | Grant | Kreft | DialedIn | Chief Revenue Officer | ICT | North America | United States | www.linkedin.com/pub/grant-kreft/2/ab8/810 | 31/03/2014 | WCNZ Member |
| | Ron J | Halls | Lightknight Ltd | President and CEO - International | Retail | New Zealand | New Zealand | nz.linkedin.com/pub/ron-halls/39/933/34a | 31/03/2014 | WCNZ Member |
| | Poojitha (Poo) | Preena | GR Partners, LLC | Principal | Investment & Business | North America | United States | www.linkedin.com/in/poojitha | 31/03/2014 | WCNZ Member |
| | Richard | Suhr | Google | Director, JAPAC, Enterprise Geospatial | ICT | Australia | Australia | au.linkedin.com/pub/richard-suhr/32/3ab/334 | 31/03/2014 | WCNZ Member |
| | Josh | Bayliss | Virgin | CEO | Investment & Business | Europe | Switzerland | http://ch.linkedin.com/pub/josh-bayliss/29/804/91b | 31/03/2014 | WCNZ Member |
| | Sam | Barclay | StayinFront, Inc | Executive Vice President & Managing Director | ICT | North America | United States | www.linkedin.com/in/barclaysam | 31/03/2014 | WCNZ Member |
| | Holly | Knill | Independent | Product Development | Media & Creative | United Kingdom | United Kingdom | uk.linkedin.com/in/hollyknill | 31/03/2014 | WCNZ Member |
| | Chris | Leuschke | The Westpac Group | Head of FX, Trade and Commodities, NZ | Financial & Insurance | New Zealand | New Zealand | uk.linkedin.com/pub/chris-leuschke/35/b58/516 | 31/03/2014 | WCNZ Member |
| Dr. | Ruth | Harley | None | Non Executive Director, Exec Coach, Consultant | Media & Creative | Australia | Australia | au.linkedin.com/pub/ruth-harley/57/a27/34 | 31/03/2014 | WCNZ Member |
| | Giama | Te Kanawa | Aroha Productions | Administrator | Investment & Business;Arts & Entertainment | North America | United States | www.linkedin.com/pub/giama-tekanawa/1a/561/1ba | 31/03/2014 | WCNZ Member |
| | Scott | Perkins | None | Retired | Financial & Insurance | Australia | Australia | | 31/03/2014 | WCNZ Member |
| | Miles | Valentine | Coates Avenue Ventures | CEO | ICT;Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/miles-valentine/0/666/887 | 31/03/2014 | WCNZ Member |
| | James | Lowrey | ANZ Banking Group | Director, Natural Resources Group | Financial & Insurance | Asia | Singapore | sg.linkedin.com/pub/james-lowrey/b/1a6/a1a | 31/03/2014 | WCNZ Member |
| Dr. | Mark | Sagar | University of Auckland | Director, Laboratory for Animate Technologies | ICT;Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/mark-sagar/1/49a/12 | 31/03/2014 | WCNZ Member |
| | Lucy | Hockings | BBC | News Presenter/Anchor | Media & Creative | United Kingdom | United Kingdom | uk.linkedin.com/pub/lucy-hockings/87/185/75a | 31/03/2014 | WCNZ Member |
| | Sam | Martin | Exterior Architecture | Founder & Director | Construction & Architecture | United Kingdom | United Kingdom | http://www.linkedin.com/pub/sam-martin/1/abb/78 | 31/03/2014 | WCNZ Member |
| | Jenny | Burdton | Morgo Conferences | CEO | Investment & Business | Asia | New Zealand | http://nz.linkedin.com/pub/jenny-burdton/0/127/228 | 31/03/2014 | WCNZ Member |
| | Andrew | Lamb | Ridewood Private Wealth | Owner | Financial & Insurance | Australia | Australia | http://nz.linkedin.com/pub/andrew-lamb/0/127/228 | 31/03/2014 | WCNZ Member |
| | Jeffrey | Lamb | American University of Phnom Penh | Board Member | Government;Investment & Business | Asia | Cambodia | http://www.linkedin.com/in/lambjeffrey | 31/03/2014 | WCNZ Member |
| | Sam (Samuelu) | Seljuva | Samuelu Seljuva Consulting | Owner and Partner | Public Policy | New Zealand | New Zealand | nz.linkedin.com/pub/samuelu-seljuva/1/5/935/57 | 25/03/2014 | WCNZ Member |
| | Mark | Wilson | Aviva plc | CEO | Financial & Insurance;Investment & Business | United Kingdom | United Kingdom | | 28/02/2014 | WCNZ Member |
| | Anthony | Hoy Fong | Anthony Hoy Fong | Director | Accommodation & Hospitality | North America | United States | www.linkedin.com/pub/anthony-hoy-fong/4/956/50b | 25/01/2014 | WCNZ Member |
| | Rob | Ellis | Semble | Chief Executive | ICT;Investment & Business | New Zealand | New Zealand | uk.linkedin.com/in/robertjellis | 31/12/2013 | WCNZ Member |
| | Royal | Reed | Prestige Lawyers | Principal | Legal | New Zealand | New Zealand | nz.linkedin.com/in/royalreed | 31/12/2013 | WCNZ Member |
| | Stephen | Robertson | WataWata | Associate Partner | Advertising, Marketing & PR | Asia | Singapore | http://www.linkedin.com/pub/stephen-robertson/4/3a/814 | 31/12/2013 | WCNZ Member |
| | Grant | Harrison | The Future Customer | Founding Partner | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/grant-harrison/1/843/843 | 31/12/2013 | WCNZ Member |
| | Mark | Tanner | China Skinny | Managing Director | Advertising, Marketing & PR | China | China | cn.linkedin.com/in/marktannermz | 31/12/2013 | WCNZ Member |
| | Sarah | Kennedy | Taking time out | CEO | Ag, Forestry & Fishing | New Zealand | New Zealand | nz.linkedin.com/pub/sarah-kennedy/13/40b/a8 | 31/12/2013 | WCNZ Member |
| | Rachel | Catanach | Fleishman-Hillard Hong Kong | Managing Director, SVP and Senior Partner | Advertising, Marketing & PR | China | Hong Kong | hk.linkedin.com/pub/rachel-catanach/4/83/138 | 31/12/2013 | WCNZ Member |
| | Luke | Minford | Rouse & Co. International | Managing Director (MD) | Legal | United Kingdom | United Kingdom | uk.linkedin.com/pub/luke-minford/7/92a/870 | 19/12/2013 | WCNZ Member |
| | John | Loghin | Gung Ho Ventures | Founder/CEO | Finance, Investment & Business Services | Asia | China | cn.linkedin.com/pub/john-loghin/0/143/235 | 17/12/2013 | WCNZ Member |
| | Gavin | Faull | Swiss-Belhotel International Hotels & Resorts | Chairman and President | Accommodation & Hospitality | China | Hong Kong | nz.linkedin.com/pub/gavin-faull/1/134/285 | 14/12/2013 | WCNZ Member |
| Dr. | Ray | Wilson | BrisConnections | CEO | Utilities | Australia | Australia | au.linkedin.com/pub/raymond-wilson/28/4/804 | 12/12/2013 | WCNZ Member |
| | Geert | Van der Elst | Gelst | Director | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/in/vanderelst | 08/12/2013 | WCNZ Member |
| | Stefan | Ammann | Capital Dynamics | CEO & Managing Director | Investment & Business | Europe | Switzerland | ch.linkedin.com/pub/stefan-ammann/18/641/120 | 05/12/2013 | WCNZ Member |
| | Vivian | Zhang | Pure NZ Greenshell Mussels | General Manager | Food and Beverage | China | China | cn.linkedin.com/pub/vivian-zhang/42/8b/4/57 | 30/11/2013 | WCNZ Member |
| | Robert | Oliver | Robert Oliver Enterprises | Consulting Chef | Accommodation & Hospitality;Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/robert-oliver/1/b63/402 | 30/11/2013 | WCNZ Member |
| | Crosbie | Burns | A.C and S.P Burns Ltd | Managing Director | ICT | United Kingdom | United Kingdom | uk.linkedin.com/pub/crosbie-burns/0/675/910 | 25/11/2013 | WCNZ Member |
| | Glan | Murphy | NZTE - New Zealand Trade and Enterprise | Regional Director | Government;Investment & Business | China | China | cn.linkedin.com/pub/glan-murphy/0/342/a35 | 06/11/2013 | WCNZ Member |
| | Keiran | Gallagher | perapera | CEO | Financial & Insurance | Middle East | Turkey | tr.linkedin.com/pub/keiran-gallagher/67/248/56b | 05/11/2013 | WCNZ Member |
| | Peter | Jiang | Uwin International | Managing Director | Other | China | China | | 30/09/2013 | WCNZ Member |
| | Sharon | Fraser | Intercontinental Chongqing | General Manager | Accommodation & Hospitality | China | China | cn.linkedin.com/pub/sharon-fraser/7/b63/592 | 30/09/2013 | WCNZ Member |
| | Jonty | Kalt | Onswipe | CEO | ICT | North America | United States | www.linkedin.com/in/jontykalt | 30/09/2013 | WCNZ Member |
| | Grant | Kruckey | ANZ Royall | CEO, Cambodia, Laos and Myanmar | Financial & Insurance | Asia | Cambodia | http://cn.linkedin.com/pub/grant-kruckey/0/202/97 | 30/09/2013 | WCNZ Member |
| | Crispin | Girdan-Webster | Oran Oil Company S.A.O.C | Assessment Manager | Utilities | Middle East | Oman | cn.linkedin.com/in/crispingardenwebster | 30/09/2013 | WCNZ Member |
| | David | Shackleton | Dusk Hotels | Chief Operating Officer | Accommodation & Hospitality | Asia | Thailand | th.linkedin.com/pub/david-shackleton/a/59/212 | 30/09/2013 | WCNZ Member |
| | Tim | Stanhope | Emaar Hospitality Group | Corporate Director of Food and Beverage | Accommodation & Hospitality;Food and Beverage | Middle East | United Arab Emirates | http://cn.linkedin.com/pub/tim-stanhope/26/4b0/9b7 | 30/09/2013 | WCNZ Member |
| | Michael | Beechey | PTT Family | General Manager | Accommodation & Hospitality | Asia | Indonesia | id.linkedin.com/in/mcbeey | 30/09/2013 | WCNZ Member |
| | Tim | Bezencon | ANZ Banking Group | Group General Manager | Financial & Insurance | Australia | Australia | http://cn.linkedin.com/pub/tim-bezencon/46/133/770 | 30/09/2013 | WCNZ Member |
| | Charlotte | Read | Villa Maria Estate Ltd | Asia Middle East Market Manager | Media & Creative | China | China | cn.linkedin.com/pub/charlotte-read/4/574/756 | 30/09/2013 | WCNZ Member |
| | Kirsten | Mason | Clef Cultural Promotion Ltd | Director | Arts & Entertainment | China | China | cn.linkedin.com/pub/kirsten-mason/4/996/86 | 30/09/2013 | WCNZ Member |
| | Anna | Hansen | The Modern Pantry | Owner | Accommodation & Hospitality | United Kingdom | United Kingdom | | 29/09/2013 | WCNZ Member |
| | John | Gallagher | MediaFed Ltd | Chairman | Media & Creative | United Kingdom | United Kingdom | uk.linkedin.com/pub/john-gallagher/25/11b/a57 | 27/09/2013 | WCNZ Member |
| | Robyn | Scott | One Leap | Co-Founder / Managing Director | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/in/roblynscott | 04/09/2013 | WCNZ Member |
| | Nicky | Bell | Saatchi & Saatchi | CEO | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/nicola-bell/5/b77/431 | 04/08/2013 | WCNZ Member |
| | Aaron | Snodgrass | Eastland Group | CFO | Investment & Business;Utilities | New Zealand | New Zealand | nz.linkedin.com/in/apsnodgrass | 31/07/2013 | WCNZ Member |
| | Jacqui | Macalister | McDonald's Europe | Senior Manager | Food and Beverage | United Kingdom | United Kingdom | uk.linkedin.com/pub/jacqui-macalister/5/955/567 | 17/07/2013 | WCNZ Member |
| | Tim | Alpe | Juicy Group Ltd | Founder, Director | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/tim-alpe/15/67/3a8 | 15/07/2013 | WCNZ Member |
| | Tae | Twyford | Senior Social Media Manager | Senior Social Media Manager | Media & Creative | United Kingdom | United Kingdom | uk.linkedin.com/in/tweford | 11/07/2013 | WCNZ Member |
| | Fiona | Cooper Clarke | Cooper Clarke Consulting | Principal | Government | New Zealand | New Zealand | nz.linkedin.com/pub/fiona-cooper-clark/6/547/205 | 10/07/2013 | WCNZ Member |
| | Derek | Lockwood | Saatchi & Saatchi | Worldwide Director of Design | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/derek-lockwood/7/19a/b2a | 09/07/2013 | WCNZ Member |
| | Jade | Gray | Gung Hol Pizza | Co-founder | Food & Beverage | China | China | cn.linkedin.com/pub/jade-gray/7/b29/a61 | 04/07/2013 | WCNZ Member |
| | Ken | Edmonds | YOULING International | Partner; MD | ICT | Australia | Australia | http://au.linkedin.com/pub/ken-edmonds/0/115/b45 | 02/07/2013 | WCNZ Member |
| | Jim | Minto | TAL Life | Financial Director | Financial & Insurance | Australia | Australia | au.linkedin.com/pub/jim-minto/23/6a1/b6 | 30/06/2013 | WCNZ Member |
| | Andrew | Holden | Fairfax Media | Editor-in-Chief | Media & Creative | Australia | Australia | au.linkedin.com/pub/andrew-holden/76/556/204 | 30/06/2013 | WCNZ Award Winner |
| Dr. | Christopher | Wright | Sandvik Mining | President | Mining | Europe | Netherlands | http://cn.linkedin.com/in/christopherwrightnshanghai | 30/06/2013 | WCNZ Member |
| | Doug | Clevery | Argenta | Co-Founder and Managing Director | Prof, Sci & Tech | New Zealand | New Zealand | nz.linkedin.com/pub/doug-clevery/1/483/235 | 30/06/2013 | WCNZ Award Winner |
| | Geraldine | McBride | MyWave | Co-Founder | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/geraldine-mcbride/b/852/790 | 30/06/2013 | WCNZ Award Winner |
| Dr. | Sean | Simpson | LanzaTech | Dr. | Manufacturing;Prof, Sci & Tech | New Zealand | New Zealand | | 30/06/2013 | WCNZ Award Winner |
| | Compton | Tohill | Thomas Webb Mgmt Consulting Co. Ltd | Consultant | Education & Training | China | China | cn.linkedin.com/in/comptontohill | 30/06/2013 | WCNZ Member |
| | Bev | Booker | Australand Property Group | Group Company Secretary | Construction & Architecture | Australia | Australia | au.linkedin.com/pub/bev-booker/75/223/522 | 30/06/2013 | WCNZ Member |

World Class New Zealand Network - Member List at December 31, 2014

| Salutation | First Name | Last Name | Organisation | Title | Industry Sector/s | Region | Physical Country | LinkedIn Profile | Induction date | WCNZ Contact Type |
|------------|-----------------|-----------------|--------------------------------------|--|--|----------------|------------------|--|----------------|-------------------|
| | Bruce | Aitken | Methanex | ex President & CEO | Investment & Business | North America | Canada | | 30/06/2013 | WCNZ Member |
| | Carl | Church | Deloitte AP ICE | Managing Director | Financial & Insurance | China | Hong Kong | | 30/06/2013 | WCNZ Member |
| | Rob | Fyle | Icebreaker Ltd | CEO | Investment & Business | New Zealand | New Zealand | | 30/06/2013 | WCNZ Award Winner |
| | Annabel | Langbein | Annabel Langbein Media | CEO | Accommodation & Hospitality;Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/annabel-langbein/5/b25/5336 | 30/06/2013 | WCNZ Award Winner |
| | Bill | Buckley | BSL Buckley Systems | President | Manufacturing | New Zealand | New Zealand | | 30/06/2013 | WCNZ Award Winner |
| | Guy | Horrocks | Carnival Mobile | CEO & Co-Founder | ICT | North America | United States | http://nz.linkedin.com/pub/guy-horrocks/23/281/a77 | 27/06/2013 | WCNZ Member |
| | Kirsty | Graham | Pfizer | VP Primary Care | Healthcare & Social Assistance | North America | United States | www.linkedin.com/pub/kirsty-graham/11/108/696 | 25/06/2013 | WCNZ Member |
| | David | Grose | Castlepin Global Equities Limited | Principal | Investment & Business | United Kingdom | United Kingdom | | 24/06/2013 | WCNZ Member |
| | Dale Nirvani | Pfeifer | Goodworld | Founder | Media & Creative | North America | United States | http://www.linkedin.com/pub/dale-pfeifer/1/1776/a90 | 21/06/2013 | WCNZ Member |
| | Josh | Gilbertson | Workshare | Director | ICT | United Kingdom | United Kingdom | uk.linkedin.com/in/joshugilbertson | 21/06/2013 | WCNZ Member |
| | Robert | Genieser | Environmental Technologies Fund | Manager | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/rob-genieser/5/99a/99 | 20/06/2013 | WCNZ Member |
| | Helen | Klisser During | Westport Art Center | Global Art Advisor and Curator | Media & Creative | North America | United States | www.linkedin.com/pub/helen-klisser-during/b/624/997 | 20/06/2013 | WCNZ Member |
| | Nick | Wheeler | Ketchum Newscon Public Relations | General Manager | Media & Creative | China | China | cn.linkedin.com/in/nickwheeler | 20/06/2013 | WCNZ Member |
| | Hema | Day | Ifel International Inc. | President & Chief Marketing Strategist | Advertising, Marketing & PR | United States | United States | http://www.linkedin.com/in/hemaday | 19/06/2013 | WCNZ Member |
| | Wayne | Tollmache | JTC Consulting | Founder & Managing Director | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/wayne-tollmache/43/83/643 | 17/06/2013 | WCNZ Member |
| Dr. | Nigel | Jollands | European Bank for Recon & Dev (EBRD) | Senior Policy Manager | Financial & Insurance;Investment & Business | United Kingdom | United Kingdom | http://uk.linkedin.com/in/nigeljollands | 14/06/2013 | WCNZ Member |
| | Richard | Boon | Artefact Partners LLP | Founder | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/richard-boon/56/43/947 | 13/06/2013 | WCNZ Member |
| | Hugh | Richardson | Dot Kiwi Ltd | Chairman | ICT | North America | Canada | ca.linkedin.com/pub/hugh-richardson/52/9a/4/8a6 | 12/06/2013 | WCNZ Member |
| | John | McKay | Farmers Marketing Network | Managing Director | Ag, Forestry & Fishing | Australia | Australia | au.linkedin.com/pub/john-mckay/4/b27/789 | 12/06/2013 | WCNZ Member |
| | Mark | Smith | ANZ Lawyers | Principal | Legal | Australia | Australia | au.linkedin.com/pub/mark-smith/b/301/70b | 12/06/2013 | WCNZ Member |
| | Yvonne | Lundon-Marchant | eBay Inc | Marketing & Business Development Consultant | Retail | United Kingdom | United Kingdom | uk.linkedin.com/in/yvonneplm | 12/06/2013 | WCNZ Member |
| | Hamish | Forsyth | One Leap | Co-Founder / Director | Investment & Business | North America | United States | www.linkedin.com/in/hamishforsyth | 11/06/2013 | WCNZ Member |
| | Anton | Oliver | M&G Investments | Director | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/anton-oliver/27/263/733 | 06/06/2013 | WCNZ Member |
| | Stephen | Bellamy | QBM Limited | Director | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/stephen-bellamy/2/190/a80 | 06/06/2013 | WCNZ Member |
| | Neil | Berkett | Guardian Media group | Non-Executive/Professional Director | Media & Creative | United Kingdom | United Kingdom | uk.linkedin.com/pub/neil-berkett/7/477/b2b | 04/06/2013 | WCNZ Member |
| | Ronnie | Peters | Planet Three Sixty | President and CEO | Media & Creative | North America | United States | www.linkedin.com/in/ronniepeters | 31/05/2013 | WCNZ Member |
| | Adrian | van Schie | Aster International Inc. | CEO | Investment & Business;Legal | United States | United States | | 30/05/2013 | WCNZ Member |
| | Anthony | Aucutt | IPS Group Ltd | Head of Shanghai | Human Resources | China | China | cn.linkedin.com/in/anthonyaucutt | 30/05/2013 | WCNZ Member |
| | Andrew | Legge | Havelock Group | Co-Founder & CEO | Investment & Business | North America | United States | www.linkedin.com/pub/andrew-legge/10/11/b/899 | 30/05/2013 | WCNZ Member |
| | Emma | Loisel | The ExchangeLab | Global COO | Investment & Business | United Kingdom | United Kingdom | http://uk.linkedin.com/in/emmaloisel | 20/05/2013 | WCNZ Member |
| | Peter | Gillingwater | 360 Leaders | Director | Prof, Sci & Tech | United Kingdom | United Kingdom | uk.linkedin.com/in/petgillingwater | 14/05/2013 | WCNZ Member |
| | Nick | Gerritsen | Crispstart.com | Director | Investment & Business | New Zealand | New Zealand | http://www.linkedin.com/pub/nick-gerritsen/2/360/206 | 10/05/2013 | WCNZ Member |
| | Catherine (Cat) | Robinson | Kiwi Landing Pad | Director | Investment & Business | North America | United States | www.linkedin.com/in/carobinson | 08/05/2013 | WCNZ Member |
| | Philip | Carden | Number Eight Capital | Partner | Investment & Business;Telecommunications | Europe | New Zealand | nz.linkedin.com/in/pcarden | 08/05/2013 | WCNZ Member |
| | Melissa | Clark-Reynolds | Looxie | CEO | ICT | United Kingdom | New Zealand | nz.linkedin.com/pub/melissa-clark-reynolds/3/a16/67 | 08/05/2013 | WCNZ Member |
| | Scott | Mackie | Quantus | VP | Healthcare & Social Assistance | North America | United States | www.linkedin.com/in/srmackie | 07/05/2013 | WCNZ Member |
| | Kent | Gardner | Evans Randall | Chief Executive | Investment & Business;Real Estate | United Kingdom | United Kingdom | http://www.linkedin.com/pub/kent-gardner/1/2/912/478 | 02/05/2013 | WCNZ Member |
| | Elizabeth | Iorns | Science Exchange | Co-founder & CEO | Prof, Sci & Tech | North America | United States | www.linkedin.com/in/elizabethiorns | 01/05/2013 | WCNZ Member |
| | Phil | Veal | Rangitira Ltd | CEO | Investment & Business | New Zealand | United States | www.linkedin.com/in/phiveal | 30/04/2013 | WCNZ Member |
| | Ron | Sharp | Asia Pacific Digital Limited | Chairman | Investment & Business | Asia | Singapore | sg.linkedin.com/pub/roger-sharp/0/a/79/61 | 31/04/2013 | WCNZ Member |
| | Craig | Donaldson | Several organisations | Director;CEO | Education & Training;Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/craig-donaldson/10/bb2/520 | 30/04/2013 | WCNZ Member |
| | Richard | DellaBarca | KickEx | CEO - Europe | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/richard-della-barca/0/3a9/37b | 30/04/2013 | WCNZ Member |
| | Hal | Josephson | MediaSense | Founder | Media & Creative | New Zealand | New Zealand | www.linkedin.com/pub/hal-josephson/0/6/65 | 24/04/2013 | WCNZ Member |
| | Scott | Brown | Redfern Associates | Managing Director | Investment & Business | China | China | http://cn.linkedin.com/pub/scott-brown/2/7/9/b36 | 31/12/2012 | WCNZ Member |
| Dr. | David | Kirk | Bailador | Co-founder and Managing Partner | Investment & Business | Australia | Australia | | 30/06/2012 | WCNZ Award Winner |
| | Ian | Taylor | Animation Research | Executive Director | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/ian-taylor/7/a46/761 | 30/06/2012 | WCNZ Award Winner |
| Dr The Hon | Peter S. | Watson | Dwight Group | President & CEO | Investment & Business | North America | United States | | 30/06/2012 | WCNZ Award Winner |
| | Jeremy | Moon | Icebreaker Ltd | Founder & Executive Chairman | Manufacturing | New Zealand | New Zealand | nz.linkedin.com/in/jmoon | 30/06/2012 | WCNZ Award Winner |
| Sir | Graeme | Douglas | Douglas Pharmaceuticals | Managing Director | Manufacturing;Prof, Sci & Tech | New Zealand | New Zealand | | 30/06/2012 | WCNZ Award Winner |
| Dame | Kiri | Te Kanawa | Several organisations | Singer, coach and teacher | Education & Training;Arts & Entertainment | United Kingdom | United Kingdom | | 30/06/2012 | WCNZ Award Winner |
| | Simon | Walker | IoD | Director General | Investment & Business | United Kingdom | United Kingdom | | 30/09/2011 | WCNZ Member |
| | Howard | Moore | Taranaki Dairy Technologies Ltd | Director | Ag, Forestry & Fishing;Investment & Business | China | China | cn.linkedin.com/in/howardmoorebtpv | 30/09/2011 | WCNZ Member |
| | Chris | Liddell | 818 Sports | Former CFO | Investment & Business | North America | United States | www.linkedin.com/in/chrisliddell | 30/09/2011 | WCNZ Award Winner |
| | Charles | Ward | Charles Ward Consulting | Founder | Government | United Kingdom | United Kingdom | uk.linkedin.com/pub/charles-ward/0/9a/407 | 30/09/2011 | WCNZ Member |
| | Mark | West | Labelux Group | Group CTO | Retail | Europe | Switzerland | ch.linkedin.com/in/ppswk | 30/09/2011 | WCNZ Member |
| Dr. | Karen | Wilcox | MIT Boston | Assoc. Prof of Aeronautics and Astronautics | Academia | North America | United States | | 30/09/2011 | WCNZ Member |
| | Lorraine | Witten | Simply Security | Managing Director | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/lorraine-witten/4/63/18a | 30/09/2011 | WCNZ Member |
| Prof. Sir | Malcolm | Grant | NHS England | Chair | Government | United Kingdom | United Kingdom | uk.linkedin.com/pub/malcolm-grant/90/49a/641 | 30/09/2011 | WCNZ Award Winner |
| Dr. | Simon | Moroney | Morphosys | CEO | Prof, Sci & Tech | Europe | Germany | de.linkedin.com/pub/simon-moroney/24/396/82a | 30/09/2011 | WCNZ Award Winner |
| | Jan | Zijdeveld | Unilever N.V. | President Europe | Manufacturing | Europe | Netherlands | nl.linkedin.com/pub/jan-zijdeveld/1/878/530 | 30/09/2011 | WCNZ Member |
| Rt Hon Sir | Don | McKinnon | Several organisations | Independent International Affairs Commissioner | Government;Public Policy | New Zealand | New Zealand | nz.linkedin.com/pub/don-mckinnon/1/5/60a/8a8 | 30/09/2011 | WCNZ Award Winner |
| Sir | Ken | Stevens | Glidepath Limited | Founder | Manufacturing | New Zealand | New Zealand | nz.linkedin.com/pub/ken-stevens/44/95b/986 | 30/09/2011 | WCNZ Award Winner |
| | Tim | Miles | Gen-i | CEO | ICT | New Zealand | New Zealand | http://nz.linkedin.com/pub/tim-miles/9/2a9/980 | 30/09/2011 | WCNZ Member |
| | Ben | Anderson | Renaissance Leadership | CEO | Admin & Support;Human Resources | North America | United States | www.linkedin.com/in/worldclassleadership | 30/09/2011 | WCNZ Member |
| | John | Barr | Ayrshire | Managing Director | Ag, Forestry & Fishing | New Zealand | New Zealand | nz.linkedin.com/pub/john-barr/0/16a/209 | 30/09/2011 | WCNZ Member |
| | Linda | Jenkinson | BiosConcierge | Chairman | Investment & Business | North America | United States | www.linkedin.com/in/lindajenkinson | 30/09/2011 | WCNZ Member |
| | Claudia | Batten | Brospoll Inc | Co-founder | Media & Creative | North America | United States | www.linkedin.com/in/claudiabatten | 30/09/2011 | WCNZ Award Winner |
| | Tony | Falkenstein | Just Water International Ltd | Director | Food and Beverage;Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/tony-falkenstein/20/956/652a | 30/09/2011 | WCNZ Award Winner |
| | Peter (Biggy) | Biggs | Clemenger BDO | CEO | Media & Creative | Australia | Australia | au.linkedin.com/pub/peter-biggs/37/508/68b | 30/09/2011 | WCNZ Member |
| | Mai | Chen | Chen Palmer | Founding Partner | Legal | New Zealand | New Zealand | nz.linkedin.com/pub/mai-chen/7/76a/8a9 | 30/09/2011 | WCNZ Member |
| Rt Hon Sir | James (Jim) | Bolger | University of Waikato | Chancellor | Education & Training;Public Policy | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Mark | Bowman | Magic Memories | Chairman/Director | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/in/markbowmannz | 30/09/2011 | WCNZ Member |
| | Peter | Bryant | Clareo | Partner | Investment & Business | North America | United States | www.linkedin.com/pub/peter-bryant/0/12/71b | 30/09/2011 | WCNZ Member |
| | Philip | Burdon | Asia New Zealand Foundation | Chair | Investment & Business | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Neil | Campbell | Mosaigen Inc | Chairman & Managing Director (MD) | ICT | North America | United States | www.linkedin.com/in/neilcampbellbiotech | 30/09/2011 | WCNZ Member |
| | Steven | Carden | Landcorp | CEO | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/steven-carden/0/173/54a | 30/09/2011 | WCNZ Member |
| | Bernard | Cazenove | Beachheads | Ex-MD | Investment & Business | United Kingdom | United Kingdom | | 30/09/2011 | WCNZ Member |
| | Paul | Axworthy | Johnson Matthey Plc | Head of IT and Communications | Info & Communications Technology | United Kingdom | United Kingdom | uk.linkedin.com/pub/paul-axworthy/4/761/286 | 30/09/2011 | WCNZ Member |
| | Greg | Cross | PowerByProxi | Executive Chair, Business Director | ICT | New Zealand | New Zealand | nz.linkedin.com/in/gregcross | 30/09/2011 | WCNZ Member |
| | Michael | Daniell | Fisher & Paykel Healthcare | CEO | Healthcare & Social Assistance | New Zealand | New Zealand | nz.linkedin.com/pub/michael-daniell/31/4a4/959 | 30/09/2011 | WCNZ Member |

World Class New Zealand Network - Member List at December 31, 2014

| Salutation | First Name | Last Name | Organisation | Title | Industry Sector/s | Region | Physical Country | LinkedIn Profile | Induction date | WCNZ Contact Type |
|--------------------|--------------------|----------------|--|--|---|----------------|--------------------|---|----------------|-------------------|
| | Glenn | Renwick | Progressive Insurance | President, CEO and Chairman | Financial & Insurance | North America | United States | | 30/09/2011 | WCNZ Member |
| | Michael | Davies | Endeavour Partners | Chair | ICT | North America | United States | www.linkedin.com/in/michaelmdavies | 30/09/2011 | WCNZ Member |
| | Chip | Dawson | IBML - International Business Management Ltd | CEO, MD | ICT | New Zealand | New Zealand | nz.linkedin.com/pub/chip-dawson/0/34/20b | 30/09/2011 | WCNZ Member |
| | Claire | Eeles | Markor Home | Chief Operating Officer | Manufacturing | China | China | cn.linkedin.com/in/claireeeles | 30/09/2011 | WCNZ Member |
| | Theresa | Gattung | y Food Bag | Co-Founder | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/theresa-gattung/1/6/9a9/902 | 30/09/2011 | WCNZ Member |
| Sir | Frederick J (Fred) | Dorey | Cooley LLP | Special Counsel | Investment & Business, Legal | North America | United States | www.linkedin.com/pub/fred-dorey/4/831/802 | 30/09/2011 | WCNZ Member |
| | Eion | Edgar | Forsyth Barr Group Ltd | Chair | Investment & Business | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Elhamy | El Zayat | Emeco Group | Chair and Chief Executive Officer | Tourism | Middle East | Egypt | eg.linkedin.com/pub/elhamy-elzayat/1/4/77/b6a | 30/09/2011 | WCNZ Member |
| | Josh | Emett | Rata Restaurant | Chef de Cuisine | Accommodation & Hospitality | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Richard | Excell | PegasusBridge Investment Fund Limited | Company Director | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/richard-excell/11/a95/434 | 30/09/2011 | WCNZ Member |
| Rt Hon Dame | Paul | Feenstra | Paul W. Feenstra & Associates | Media Strategist | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/paul-w-feenstra/1/a/8a6/788 | 30/09/2011 | WCNZ Member |
| | Jenny | Shilpie | Independent Director, Keynote Speaker, Advisor | Independent Director | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/jenny-shilpie/2/7/92/7827 | 30/09/2011 | WCNZ Member |
| Dr. | Andrew | Farrier | NZTE - New Zealand Trade and Enterprise | Chair | Investment & Business | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Ian | Foster | University of Chicago | Director | Academia | North America | United States | www.linkedin.com/in/ianfoster | 30/09/2011 | WCNZ Member |
| | Scott | Gilmour | NextSpace | | ICT | New Zealand | New Zealand | nz.linkedin.com/pub/scott-gilmour/1/1/88b/352 | 30/09/2011 | WCNZ Member |
| | Max | Gimblett | Max Gimblett Studio | Owner | Arts & Entertainment | North America | United States | nz.linkedin.com/pub/max-gimblett/4/288/752 | 30/09/2011 | WCNZ Member |
| | Derek | Small | African Media Investments Ltd | Advisory Board Member | Media & Creative | New Zealand | New Zealand | uk.linkedin.com/pub/derek-small/0/b/18/102/ | 30/09/2011 | WCNZ Member |
| | Peter | Gordon | dine by Peter Gordon | Chef, Restaurateur and Media Presenter | Accommodation & Hospitality | United Kingdom | United Kingdom | | 30/09/2011 | WCNZ Member |
| | John | Hackett | AJ Park | Partner | Legal | New Zealand | New Zealand | nz.linkedin.com/pub/john-hackett/9/727/89b | 30/09/2011 | WCNZ Member |
| | Judith | Hanratty | Commonwealth Education Trust | Chairman | Investment & Business | United Kingdom | United Kingdom | | 30/09/2011 | WCNZ Award Winner |
| | Bill | Highet | Currently seeking new opportunities | Chief Operating Officer | Advertising, Marketing & PR, Manufacturing | New Zealand | New Zealand | nz.linkedin.com/in/billhighet | 30/09/2011 | WCNZ Member |
| Dr. | Alan | Nunns | Nunns and Rogan LLC | President | Utilities | North America | United States | www.linkedin.com/pub/alan-nunns/5/756/5bb | 30/09/2011 | WCNZ Member |
| | Elizabeth | Hill | Collis Enterprises Ltd | Head of Transaction Support | ICT | United Kingdom | United Kingdom | | 30/09/2011 | WCNZ Member |
| | Alison | Holt | Longitude 174 Ltd | Founder & Director | ICT | New Zealand | New Zealand | nz.linkedin.com/pub/alison-holt/1/655/804 | 30/09/2011 | WCNZ Member |
| | Erica | Crawford | Tentpole Holdings Ltd | Managing Director, Advisory Board Member | Food and Beverage, Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/erica-crawford/1/4/8ba/b95 | 30/09/2011 | WCNZ Member |
| Sir | Shane | Jordan | Endeavour Capital Ltd | Exec Chair | Investment & Business | New Zealand | New Zealand | www.linkedin.com/pub/shane-jordan/1/8a7/942 | 30/09/2011 | WCNZ Award Winner |
| | Richard | Keays | ZeoSoft Ltd | Board Chairman | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/richard-keays/0/b6a/b45 | 30/09/2011 | WCNZ Member |
| | Chuan Seng | Lee | Beca Asia | Emeritus Chair | Construction & Architecture | Asia | Singapore | sg.linkedin.com/pub/chuan-seng-lee/3/2/3b/194 | 30/09/2011 | WCNZ Member |
| | Robin | Lewis | Lewis Gordon Partners LLC | Partner | Retail | North America | United States | www.linkedin.com/pub/robin-lewis/7/712/b3a | 30/09/2011 | WCNZ Member |
| | Bridget | Coates | Kura Nutrition | Managing Director | Investment & Business | North America | United States | www.linkedin.com/pub/bridget-iddell/4/33b/620 | 30/09/2011 | WCNZ Member |
| | Leo | Loneragan | None | Retired | Utilities | New Zealand | New Zealand | nz.linkedin.com/pub/leo-loneragan/7/5/385/b82 | 30/09/2011 | WCNZ Member |
| | Pradip | Madhavji | Indian Merchants' Chamber | Chairman - Tourism and Hospitality Committee | Other | Asia | India | | 30/09/2011 | WCNZ Member |
| Sir | Nick | Main | retired | Retired | Financial & Insurance | New Zealand | New Zealand | nz.linkedin.com/pub/nick-main/19/9b/13b0 | 30/09/2011 | WCNZ Member |
| | Peter | Maire | Tahia Investments | Chair | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/in/petermaire | 30/09/2011 | WCNZ Member |
| Sir | Graeme | Davies | University of London | Retired Vice Chancellor | Academia | United Kingdom | United Kingdom | uk.linkedin.com/pub/graeme-davies/20/308/964 | 30/09/2011 | WCNZ Member |
| Dame | Malvina | Major | University of Waikato | Opera Singer | Education & Training, Arts & Entertainment | New Zealand | New Zealand | nz.linkedin.com/pub/dame-malvina-major/7b/33b/924 | 30/09/2011 | WCNZ Member |
| | Kevin | Malloy | Starcom | Country Chair | Media & Creative | New Zealand | New Zealand | nz.linkedin.com/pub/kevin-malloy/19/461/593 | 30/09/2011 | WCNZ Member |
| | Katherine | Corlich | Sysdoc Group | Global CEO | Investment & Business | United Kingdom | United Kingdom | http://uk.linkedin.com/in/katherinecorlich | 30/09/2011 | WCNZ Member |
| Sir | Martin | Arcand | Martin Arcand Company | Founder | Manufacturing | New Zealand | New Zealand | nz.linkedin.com/pub/gjerm-martin-arcand/3a/7b/616 | 30/09/2011 | WCNZ Member |
| | Stephen | Tindall | Several organisations | Director | Investment & Business, Not For Profit, Retail | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Deborah | Mazzaferro | Several organisations | Business Coach & Consultant | Education & Training | North America | United States | www.linkedin.com/in/coachmaz | 30/09/2011 | WCNZ Member |
| Dr. | Alan | McCarthy | MFAT - Ministry of Foreign Affairs and Trade | Honorary Consul-General | Government | Europe | Ireland | | 30/09/2011 | WCNZ Member |
| | Di | McCarthy | DCM Solutions Ltd | Director | Academia | New Zealand | New Zealand | nz.linkedin.com/pub/di-mccarthy/4/7b9/821 | 30/09/2011 | WCNZ Member |
| | Derek | Handley | The B team | Co-founder and CEO | Investment & Business, Media & Creative | North America | United States | www.linkedin.com/in/derekhandley | 30/09/2011 | WCNZ Member |
| | Stuart | McKenzie | ArcoActive | CEO | Prof, Sci & Tech | New Zealand | New Zealand | nz.linkedin.com/pub/stuart-mckenzie/0/b/20/ab6 | 30/09/2011 | WCNZ Member |
| Hon | Peter | Dengate Thrush | Top Line Domain Names Plc | Barrister | ICT | North America | United States | www.linkedin.com/pub/peter-dengate-thrush/0/580/a69 | 30/09/2011 | WCNZ Member |
| | Jim | McLay | NZ Permanent Mission to the UN | New Zealand Ambassador and Perm Rep to the UN | Public Policy | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Peter | Menzies | Company Director and Consultant | Retired | Ag, Forestry & Fishing | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Garry | Muriwai | retired | Consultant | Financial & Insurance | Middle East | Kingdom of Bahrain | bh.linkedin.com/pub/garry-muriwai/8/73a/263 | 30/09/2011 | WCNZ Member |
| | Kirsten | Nevill-Manning | Happy Bones | Co-Founder | Food and Beverage | North America | United States | www.linkedin.com/pub/kirsten-nevill-manning/8/aa1/786 | 30/09/2011 | WCNZ Member |
| | Phil | Norman | Nortek Management Services Ltd | Managing Director | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/phil-norman/0/467/268 | 30/09/2011 | WCNZ Member |
| | Wayne | Norrie | Fronde | Company Director | ICT, Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/wayne-norrie/1/ba2/63b | 30/09/2011 | WCNZ Member |
| | Tony | Nowell | SCION | Founding Director | Food and Beverage, Public Policy | New Zealand | New Zealand | nz.linkedin.com/pub/tony-nowell-cnmz/4/5b/9114 | 30/09/2011 | WCNZ Member |
| Sir | O'Regan | O'Regan | University of Canterbury | Consultant | Academia, Investment & Business | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| | Phil | O'Reilly | Business NZ | CEO | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/phil-o-reilly/10/8/517 | 30/09/2011 | WCNZ Member |
| Dr. | Mike | Pratt | University of Waikato | Professor and Co-founder | Utilities | New Zealand | New Zealand | nz.linkedin.com/pub/mike-pratt/1/6/8a2/273 | 30/09/2011 | WCNZ Member |
| | Stefan | Preston | Ingenio | CEO | Retail | New Zealand | New Zealand | nz.linkedin.com/in/stefanpreston | 30/09/2011 | WCNZ Member |
| | Kerry | Prendergast | None | Company Director, Trustee, Advisory Board member | Government, Tourism | New Zealand | New Zealand | nz.linkedin.com/pub/kerry-prendergast/2/6/485/61b | 30/09/2011 | WCNZ Member |
| | Malcolm | Rands | EcoStore | leader | Manufacturing | New Zealand | New Zealand | nz.linkedin.com/pub/malcolm-rands/4/506/394 | 30/09/2011 | WCNZ Member |
| | Ian | Phillips | KUMARA Inc. | President | Financial & Insurance | North America | United States | | 30/09/2011 | WCNZ Member |
| | Garry | Reynolds | The Resources Guys | Director - Commercialisation | Prof, Sci & Tech | New Zealand | New Zealand | nz.linkedin.com/pub/garry-reynolds/0/317/ba9 | 30/09/2011 | WCNZ Member |
| | Sarah | Robb O'Hagan | Equinox | | Sport & Recreation | North America | United States | www.linkedin.com/pub/sarah-robb-o-hagan/0/130/249 | 30/09/2011 | WCNZ Member |
| Sir | Diana | Rowland | Wickhambrook Horticultural Society Reports | President | Media & Creative | United Kingdom | United Kingdom | | 30/09/2011 | WCNZ Member |
| | Richard | Rowland | Several organisations | Chairman (retired) | Investment & Business | United Kingdom | United Kingdom | | 30/09/2011 | WCNZ Member |
| Dr. | Richard | Selnie | Regionovate | Principal | Investment & Business | North America | United States | www.linkedin.com/in/richardselnie | 30/09/2011 | WCNZ Member |
| | David | Skilling | Landfall Strategy Group | Director | Investment & Business | Asia | Singapore | sg.linkedin.com/pub/david-skilling/2b/248/8a1 | 30/09/2011 | WCNZ Member |
| | Vaughan | Smith | SCION | Vice President | ICT | North America | United States | www.linkedin.com/pub/vaughan-smith/0/22/209 | 30/09/2011 | WCNZ Member |
| Dr. | Brian | Sweeney | Sweeney/Vesty | Chairman | Advertising, Marketing & PR | North America | United States | www.linkedin.com/pub/brian-sweeney/6/332/b4a | 30/09/2011 | WCNZ Member |
| | Garth | Smith | Biovittoria | Co-founder | Biotechnology & Healthcare, Food & Beverage | China | China | | 30/09/2011 | WCNZ Member |
| Dame | Cheryll | Sotheran | retired | Retired | Government | New Zealand | New Zealand | nz.linkedin.com/pub/dame-cheryll-sotheran/a/544/aaa | 30/09/2011 | WCNZ Member |
| | John | Stace | The John Stace Geography Society | Owner/Founder | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/john-stace/4/80a/34b | 30/09/2011 | WCNZ Member |
| | Wally | Stone | Whale Watch Kaikoura | Chair | Arts & Recreation, Investment & Business | New Zealand | New Zealand | | 30/09/2011 | WCNZ Member |
| Prof. | David | Teece | Berkeley Research Group | Principal Executive Officer and Chairman | Investment & Business | North America | United States | www.linkedin.com/pub/david-teece/8/4a/4/693 | 30/09/2011 | WCNZ Member |
| | Eric | Tracey | Several organisations | Independent Director and Investment Manager | Investment & Business | United Kingdom | United Kingdom | uk.linkedin.com/pub/eric-tracey/4/507/7ab | 30/09/2011 | WCNZ Member |
| Emeritus Professor | Barry | Vercoe | One Laptop Per Child NZ | Emeritus Professor | Education & Training | New Zealand | New Zealand | nz.linkedin.com/in/barryvercoe | 30/09/2011 | WCNZ Member |
| Dr. | John | Villiger | Proacta | Director | Healthcare & Social Assistance | New Zealand | New Zealand | nz.linkedin.com/pub/john-villiger/1/6/849/922 | 30/09/2011 | WCNZ Member |
| | Geoff | Whitcher | University of Auckland | Commercial Director, Director | Academia, Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/geoff-whitcher/0/2a/4/999 | 30/09/2011 | WCNZ Member |
| Dame | Judith | Mayhew Jonas | Independent Public Policy Professional | Chair and Non Executive Director | Public Policy | United Kingdom | United Kingdom | uk.linkedin.com/pub/dame-judith-mayhew-jonas-dbe/11/336/755 | 30/06/2011 | WCNZ Award Winner |
| | Sam | Morgan | Jasmine Social Investments | Founder | Investment & Business, Not For Profit | New Zealand | New Zealand | | 30/06/2011 | WCNZ Award Winner |

World Class New Zealand Network - Member List at December 31, 2014

| Salutation | First Name | Last Name | Organisation | Title | Industry Sector/s | Region | Physical Country | Linkedin Profile | Induction date | WCNZ Contact Type |
|--------------------|----------------|----------------|--|--|--------------------------------------|----------------|------------------|---|----------------|-------------------|
| Dame | Anne | Salmond | University of Auckland | Distinguished Professor | Academia | New Zealand | New Zealand | nz.linkedin.com/pub/anne-salmond/43/775/7ba | 30/06/2011 | WCNZ Award Winner |
| Dr. | Michael | Stedman | None | Former MD | Media & Creative | New Zealand | New Zealand | | 30/06/2011 | WCNZ Award Winner |
| | Michael | Boustridge | Contact Solutions | CEO | ICT | North America | United States | www.linkedin.com/pub/michael-boustridge/0/128/a04 | 30/06/2011 | WCNZ Award Winner |
| Emeritus Professor | Robert (Bob) | Elliott | Living Cell Technologies | Medical Director | Academia:Prof, Sci & Tech | New Zealand | New Zealand | | 30/06/2011 | WCNZ Award Winner |
| Sir | George | Fistonich | Villa Maria Estate | Founder and Owner | Food and Beverage | New Zealand | New Zealand | | 30/06/2011 | WCNZ Award Winner |
| | Aki | Von Roy | RvR Associates | Founder & Director | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/aki-von-roy/0/176/b61 | 29/04/2011 | WCNZ Member |
| | Ian | McCrae | Orion Health | CEO and Founder | ICT:Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/ian-mccrae/6/2a/b01 | 30/06/2010 | WCNZ Award Winner |
| Dr. | Jilly | Evans | PharmAria | Former Co-Founder, Vice-President and Lead Biologist | Prof, Sci & Tech | North America | United States | www.linkedin.com/pub/jilly-evans/3/b06/428 | 30/06/2010 | WCNZ Award Winner |
| Prof. | Ian | Witten | University of Waikato | Professor | Academia | New Zealand | New Zealand | nz.linkedin.com/pub/ian-witten/26/664/921 | 30/06/2010 | WCNZ Award Winner |
| Sir | Julian | Robertson | Tiger Fund | Founder | Investment & Business | North America | United States | | 30/06/2010 | WCNZ Award Winner |
| Dr. | Kerry | Spackman | Neuroscientist | Neuroscientist | Prof, Sci & Tech | New Zealand | New Zealand | | 30/06/2010 | WCNZ Award Winner |
| Sir | Ron | Carter | Beca | Company Director | Construction & Architecture | New Zealand | New Zealand | nz.linkedin.com/pub/ron-carter/2b/12/748 | 30/06/2010 | WCNZ Award Winner |
| | Mark | D'Arcy | Facebook | Director, Facebook Creative Shop | Media & Creative | United Kingdom | United Kingdom | www.linkedin.com/pub/mark-d-arcy/55/26a/b5 | 30/06/2010 | WCNZ Award Winner |
| Prof. | Richard | Faul | University of Auckland | Professor, Director | Academia | New Zealand | New Zealand | | 30/06/2010 | WCNZ Award Winner |
| Sir | William (Bill) | Gallagher | Gallagher | CEO and Chairman | Manufacturing | New Zealand | New Zealand | nz.linkedin.com/pub/sir-william-gallagher-knzm-mbe-hond/17/3a/0 | 30/06/2010 | WCNZ Award Winner |
| | Phillip | Mills | Les Mills International | Owner and CEO | Sport & Recreation | New Zealand | New Zealand | nz.linkedin.com/pub/philip-mills/8/442/78 | 30/06/2009 | WCNZ Award Winner |
| Prof. | Peter | Hunter | University of Auckland | Professor of Engineering Science, Director | Academia | New Zealand | New Zealand | nz.linkedin.com/pub/peter-hunter/7/13/453 | 30/06/2009 | WCNZ Award Winner |
| Sir | Richard | Taylor | Weta Group | Co-Founder & Co-Director | Media & Creative | New Zealand | New Zealand | | 30/06/2009 | WCNZ Award Winner |
| | Karen | Walker | Karen Walker | Fashion Designer | Clothing & Fashion | New Zealand | New Zealand | | 30/06/2009 | WCNZ Award Winner |
| Sir | Ray | Avery | Medicine Mondiale | CEO and Founder | Prof, Sci & Tech | New Zealand | New Zealand | nz.linkedin.com/pub/ray-avery/4/340/644 | 30/06/2009 | WCNZ Award Winner |
| Sir | John | Buchanan | Smith & Nephew | Chairman | ICT | United Kingdom | United Kingdom | uk.linkedin.com/pub/john-buchanan/17/19b/617 | 30/06/2009 | WCNZ Award Winner |
| Dr. | Craig | Nevill-Manning | Google | Engineering Director | ICT | North America | United States | www.linkedin.com/pub/craig-nevill-manning/0/2/a62/ | 30/06/2009 | WCNZ Award Winner |
| | Jane | Hunter | Hunters Wines | Managing Director | Food and Beverage | New Zealand | New Zealand | http://www.linkedin.com/pub/jane-hunter/1a/bb4/b5 | 30/06/2009 | WCNZ Award Winner |
| | Craig | Norgate | Several organisations | Company Director | Investment & Business | New Zealand | New Zealand | nz.linkedin.com/pub/craig-norgate/27/5a/3/976 | 30/06/2008 | WCNZ Award Winner |
| | Maurice | Prndergast | Comvita New Zealand Ltd | Director | Manufacturing | New Zealand | New Zealand | | 30/06/2008 | WCNZ Award Winner |
| Prof. | Margaret | Brimble | University of Auckland | Professor of Organic and Medicinal Chemistry | Academia:Science & Research | New Zealand | New Zealand | nz.linkedin.com/pub/margaret-brimble/1/8/474/347 | 30/06/2008 | WCNZ Award Winner |
| Prof. | Garth | Cooper | University of Manchester | Professor, Co-Founder | Academia | United Kingdom | New Zealand | | 30/06/2008 | WCNZ Award Winner |
| | Rod | Drury | Xero | Founder & CEO | ICT | New Zealand | New Zealand | nz.linkedin.com/in/roddrury | 30/06/2008 | WCNZ Award Winner |
| | Peri | Drysdale | Untouched World | Founding Director | Clothing & Fashion | New Zealand | New Zealand | nz.linkedin.com/pub/peri-drysdale/4/849/511 | 30/06/2008 | WCNZ Award Winner |
| | Bruce | Farr | Farr Yacht Design | Vice President, Director, Founder | Manufacturing | North America | United States | www.linkedin.com/pub/bruce-farr/31/526/225 | 30/06/2008 | WCNZ Award Winner |
| | Phil | Keoghnan | The Amazing Race | Television Producer & Presenter | Media & Creative | North America | United States | | 30/06/2008 | WCNZ Award Winner |
| | Brian | Peace | Peace Software | Founder and Former CEO | ICT | North America | Seychelles | | 30/06/2007 | WCNZ Award Winner |
| Sir | Ralph | Norris | Several organisations | Director | Investment & Business | New Zealand | New Zealand | http://bit.ly/1Ber1Tr | 30/06/2007 | WCNZ Award Winner |
| | Geoff | Ross | The Business Bakery | Director | Investment & Business | New Zealand | New Zealand | | 30/06/2007 | WCNZ Award Winner |
| Dr. | Kevin | Roberts | Saatchi & Saatchi | CEO | Media & Creative | North America | United States | www.linkedin.com/pub/kevin-roberts/3/876/719 | 30/06/2007 | WCNZ Award Winner |
| Sir | John | Bedbrook | DuPont Agriculture Biotechnology | Vice President | Prof, Sci & Tech | North America | United States | www.linkedin.com/pub/john-bedbrook/88/24a/870 | 30/06/2007 | WCNZ Award Winner |
| Prof. | John | Hood | Robertson Foundation | CEO | Investment & Business;Not For Profit | United Kingdom | United Kingdom | | 30/06/2007 | WCNZ Award Winner |
| | Mark | Billinghurst | The HIT Lab NZ | Director | Prof, Sci & Tech | New Zealand | New Zealand | nz.linkedin.com/pub/mark-billinghurst/0/36/4a6 | 30/06/2006 | WCNZ Award Winner |
| | Brent | Hansen | MTV Network International | non executive director | Media & Creative | United Kingdom | United Kingdom | uk.linkedin.com/pub/brent-hansen/91/4b4/609 | 30/06/2006 | WCNZ Award Winner |
| Prof. Sir | Peter | Gluckman | Office of the PM's Chief Science Advisor | Chief Science Advisor to the PM | Prof, Sci & Tech;Public Policy | New Zealand | New Zealand | nz.linkedin.com/pub/peter-gluckman/3a/a3/576 | 30/06/2006 | WCNZ Award Winner |
| Dr. | Richard | Mander | ikeGPS | Chief Technology Officer | ICT | North America | United States | www.linkedin.com/in/richardmander | 30/06/2004 | WCNZ Award Winner |
| | Andrew (Andy) | Lark | Xero | Chief Marketing Officer | Telecommunications | Australia | Australia | au.linkedin.com/in/andy/lark | 30/06/2003 | WCNZ Award Winner |



Appendix 4: Kea Events 2014

| Month | Event Name | Location | Date | Involvement | Notes |
|---------------|--|----------------------------|-------------|-------------|--|
| March | Business Breakfast w High Commissioner Lockwood Smith. | London | 4 March | Kea/MFAT | WCNZ only Event |
| | Evening event with Josh Bayliss (CEO, Virgin). | London | 18 March | Kea Event | General Kea Event |
| April | | | | | |
| May | Event with Prof. Gerry Gilmore (Cambridge University, Gaia Mission). | London | 1 May | Kea | General Kea event |
| | *NZ CEO Summit | Sky City Convention Centre | 14 May | ConfereNZ | Kea CEO Craig Donaldson attended |
| | INSPIRE Canterbury | Wigram Airforce Museum | Tue 27 May | | Kea/WCNZ/CECC |
| | INSPIRE Wellington | Soundings Theatre, Te Papa | Mon 26 May | | Kea/WCNZ/Grow Wellington/WCC |
| | INSPIRE Auckland | Telecom Theatre | Wed 28 May | | Kea/WCNZ/ATEED/AUT |
| | WCNZ Awards AKL | Langham | May 29 | | WCNZ |
| | WCNZ in Melbourne Event | TBC | May 21 | Stephen Dee | Need to build WCNZ Networks in this area |
| June | *NZ CIO Summit | Sky City Auckland | 11- 12 June | Conferenz | Not a Kea/WCNZ Event but may be worth a look |
| July | Inspire Tokyo | Google Tokyo | July 23rd | Kea/Google | WCNZer Jonny Henricksen |
| August | Inspire Bangkok | Google Bangkok | | Kea/Google | Postponed |

| | | | | | |
|------------------|-----------------------------------|--------------------------------|-------------|---------------------------------------|--|
| | Inspire Sydney | Google Sydney | August 6 | Kea/Google | WCNZer Matthew Tukaki |
| | Inspire Singapore | Google Singapore | August 25 | Kea/Google | WCNZer Roger Sharp, NZ Inc Partners invited as VIPs |
| | Cracking the Gumnut | KEA/ANZ/BDO Auckland | August 22 | Kea/ANZ/BDO | Doing Business in...Australia NZTE clients invited |
| September | Education NZ Alumni Event | Tokyo & Osaka | Sep 1 & 4 | Education NZ event | Kea targeted promotion |
| | Education NZ Alumni Event | Vietnam | Sep 12 | Education NZ event | Kea targeted promotion |
| | Kea Inspire | UK | Sep 17 | Kea | WCNZer Shane Legg speaks MFAT/NZTE in London invited to attend |
| | Education NZ Alumni Event | Korea | Sep 23 | Education NZ event | Kea targeted promotion |
| October | Cambodia Govt Visit | Auckland | Oct 8 - 10 | Kea/MFAT/MBIE | Meeting with MBIE & NZ Asian Leaders network |
| | Dr Mohr WCNZ Award winner in town | Auckland | Oct 15 – 23 | Kea/WCNZ/Callaghan Innovation/AUT/UoA | Several events with Dr Mohr as guest speaker |
| | Kea & NZ Society Event | London | Oct 22 | Kea/NZ Society | Mark Inglis motivational speaker presenting |
| | NZ Inc Event | Waterbar, San Francisco | Oct 27 | Kea/MFAT/Immigration NZ/MBIE/NZTE | Kea targeted promotion of event |
| | NZ Inc Event | Public, NYC | Oct 29 | Kea/MFAT/Immigration NZ/MBIE/NZTE | Kea targeted promotion of event |
| | NZ Inc Event | Chicago, Soldiers Field Museum | Oct 31 | Kea/MFAT/Immigration NZ/MBIE/NZTE | Kea targeted promotion of event |
| | Kea/NZTE Event | Shanghai | Oct 30 | Kea/NZTE | Glen Murphy, Regional Director, NZTE China |
| November | All Black Game in Chicago | Soldiers Field, Chicago | Nov 1 | | Huge kiwi expat attendance expected |
| | Kea Event NYC | NYC | Nov 5 | Kea | |
| | Kea Event Shanghai | Shanghai | Nov 25 | Kea/MFAT | Mayor Len Brown visiting |
| | Inspire Wellington | Wellington TPK Office | Nov 20 | Kea/WCNZ/Entrehub/TPK | WCNZers Matthew Tukaki and Malcolm Rands |

| | | | | | |
|-----------------|----------------------------|-----------|------------|-------------------------|--|
| | | | | | Speaking |
| | NZ Job Fair | Perth | Nov 22, 23 | Kea/Immigration NZ/MBIE | Kea targeted promotion |
| | Kea/Zespri Event | Shanghai | TBC | Kea/Zespri | Matt Crawford, Zespri, China |
| | The Wellington Story Event | Sydney | Nov 27 | Kea/Grow Wellington | Kea Keyturn event |
| | NZ Job Fair | Sydney | Nov 28, 29 | Kea/Immigration NZ/MBIE | Kea promotion |
| December | Inspire Shanghai | Shanghai | Dec 4 | Kea/WCNZ/AUT | Stephen Tindall speaking |
| | Inspire Hong Kong | Hong Kong | Dec 8 | Kea/WCNZ/AUT/HKCC | Stephen Tindall speaking |
| | Inspire UK | London | Dec 11 | Kea/WCNZ | WCNZers Mark Wilson & Ross McEwan speaking |

Appendix 5 - Kea Media Report - Oct-Dec 2014

| Media Report | | |
|------------------------|---|------------------|
| Oct - Dec 2014 | | |
| Source | Progress | Date |
| Idealog | Kea 500k story | 10 December 2014 |
| NZ Herald | Kea mention in story about Sam Mickell | 10 December 2014 |
| Herald on Sunday | Kea mention in Sir Stephen Tindall piece | 7 December 2014 |
| Dom Post | Kea 500k story | 6 December 2014 |
| The Press | Kea 500k Story | 5 December 2014 |
| Dominion Post | Kea 500k story | 4 December 2014 |
| Timaru Herald | Kea 500k story | 4 December 2014 |
| Taranaki Daily News | Kea 500k story | 4 December 2014 |
| Exportermagazine.co.nz | Kea 500k story | 4 December 2014 |
| Scoop.co.nz | Kea 500k story | 4 December 2014 |
| Unlimited | Kea 500k story | 4 December 2014 |
| Southland Times | Kea 500k story | 4 December 2014 |
| stuff.co.nz | Kea 500k story on front page of stuff.co.nz | 3 December 2014 |
| Business Desk | WCNZ mention in Richard Mander story | 10 November 2014 |
| Unlimited | Story about WCNZ connections | 7 November 2014 |
| NZ Herald | Kea mention in British immigration story | 4 November 2014 |
| NZ Business | Article about Kea app | 1 November 2014 |
| NZ Exporter | Article about Kea app | 1 November 2014 |
| Daily Post, BOP | Article about Kea and WCNZ network | 23 October 2014 |
| Unlimited | Kea Article on exec-level hiring with Seqel | 2 October 2014 |

Appendix 6: Connections Q2 for NZTE Report :

| Project Type | Project Name | Primary Connection Purpose | Who did we connect? | What was the connection outcome? |
|---------------------------|---|---|--|--|
| Connection Service | SaaS TourWriter - setting-up in-market office in EU | 1.0 Seeking In-Market Knowledge/Advice | Connected Glenn Campbell to Merryn Straker & Bridgid Hawley | Not disclosed. |
| Connection Service | Assisting Infotools find new customers | 1.3 Seeking Customer Contacts | Connected Chris Spence to Sir Stephen Tindall | Infotools is putting a proposal to Samsung and regional interest in its offering is highly likely to result in an introduction and meeting is likely in the coming weeks |
| Connection Service | Recovered Energy - seeking expressions of interest | 1.7 Seeking Capital/Investment | Connected Paul to Peter Bryant | Peter Bryant has introduced Recovered Energy to 2 potential investors. Derek Handley also a potential investor |
| Connection Service | Resolution Mining Polymers via Callaghan Innovation- seeking commercialisation partners | 1.3 Seeking Customer Contacts | Connected Callaghan to Peter Bryant | Peter Bryant WCNZ member is connected to CEO's from the top 25 mining companies and has offered to connect Resolution Mining. A Phone call planned for late October. |
| Connection Service | SaaS Comet - seeking strategic direction re SaaS | 1.0 Seeking In-Market Knowledge/Advice | Connected Roger Harvison to Merryn Straker - Straker Translations | Feedback from Rover Harvison 141126: "Yes meeting was fine. At this stage I'm not sure about additional help. I will let you know." |
| Connection Service | Valueroad - Ryan Everton wanting to get access to WCNZ list | Connect with Members/Prospects | Referred to Kea LinkedIn page to make general promotional connections with members. | |
| Connection Service | Seeking Hong Kong expert for radio interview | 1.0 Seeking In-Market Knowledge/Advice | WCNZ'er David Mace to Andrew Patterson | David Mace interviewed by Andrew Patterson who was delighted with his insights which proved ideal for radio broadcast |
| Connection Service | Manukee - seeking distributors China, HK, UAE, Asia | 1.1 Seeking Distributors | York Spencer to Gavin Faull York Spencer to Merv Stark | Connection seeker pleased with outcome, discussing how we can help further. |
| Connection Service | Fiasco Ltd - seeking market strategy help | 1.5 Seeking Info | Referred Matt to NZTE | Referred on to NZTE, outcome not known. |
| Connection Service | VNDE - seeking distribution partners in Muslim countries | 1.1 Seeking Distributors | Connected David Wilson to Oliver Faull and Gavin Faull Connected David Wilson to Tim Stanhope | Connections made. |
| Connection Service | Kotahi Tours - marketing tours to expats | Seeking advertising/promo opportunities | Elected to use mass media marketing rather than specific connections. | Referred to Kea's promotional social media comms. |
| Connection Service | Connect: Ronnie Peters to Weta Workshop & CD + RM | Member connect | Ronnie Peters to Sir Richard Taylor | Ronnie meeting Sir Richard Taylor 29 Oct in Wellington |
| Connection Service | CONNECT: Eric Tracey / Michael Braithwaite | Member connect | Eric Tracey / Michael Braithwaite | World Class NZ helped identify a Kiwi working at Merlin Entertainment who may have an interest in an Oz opportunity |
| Recruitment/Talent Search | Assisting Propero with search for Non-exec director | Seeking Talent | Propero to WCNZ network members | Process identified 3 viable candidates plus other names who Propero can look at for future opportunities. |

| | | | | |
|---------------------------|--|---|---|---|
| Connection Service | Inviting guests to Mondiale launch | Connect with Members/Prospects | See list attached to project - invitations set to all | List of WCNZers selected by Sr Ray was contacted, many responded. As far as I know only one (Rob Ellis) was available to attend the event, but the exercise was still valuable both as a member engagement exercise and to raise awareness of Sir Ray's invention and fund raising project. |
| Connection Service | Software Services: TouchTech - setting up UK office | 1.0 Seeking In-Market Knowledge/Advice | Connected Adrian to Glenn Campbell from Tourwriter Connected Adrian to Bridgid Hawley Adrian meeting Phil Veal in WLG 31 Oct | Adrian connected to fellow connection seeker Glenn Campbell TourWriter another Kiwi software company setting-up an UK office. They're working out how they could work through the process together to mutual benefit. Adrian was also introduced to Bridgid Hawley Kea UK and will meet him when in the New year. He's also connecting with Phil Veal to explore investment opportunities |
| Connection Service | Assisting Auckland Theatre Co with meetings in NYC | 2.1 Promote NZ/NZ Story | Connected Lester McGrath with 10 New York-based World Class New Zealanders, and others, who work in tech/marketing industries. | Excellent result. Connection seeker very pleased. |
| Connection Service | Connect: Ronnie Peters to Sir Richard Taylor | Member connect | Ronnie Peters to Sir Richard Taylor | Successful meeting, details not disclosed. |
| Recruitment/Talent Search | CONNECT: Peter Gillingwater / Brett Avery | Member connect;Offering Help;Seeking Talent | Brett Avery / Peter Gillingwater | Not disclosed. |
| Connection Service | Connect: Phil Veal connected Forsyth Barr NZ to Erin Cleary | 1.0 Seeking In-Market Knowledge/Advice | Phil Veal connected Forsyth Barr NZ to Erin Cleary | Erin Cleary provided Forsyth Barr NZ with an overview of the Healthcare/Medical Device sector in the US |
| Connection Service | Ali Esalat Dubai - seeking to set-up IP broker business in NZ | 1.7 Seeking Capital/Investment | Referred Ali on to Colin McKinnon NZVCA | Referred on to NZVCA, outcome unknown. |
| Connection Service | Shanghai Uoutlook Education agent - seeking NZ schools for study visit | 1.0 Seeking In-Market Knowledge/Advice | Connected Aaron to Education NZ who circulated his request regionally. That resulted in 3 schools expressing interest in placing the students in Feb 2015 | Aaron has 3 schools interested in hosting these children |
| Connection Service | NAM Trip: Connecting Julie Fry with Anita Birkanic | 3.0 Member connect | Introduced Julie Fry to Anita Brkanic at NZTE | Julie has offered to do some research for Kea on the Diaspora. I put her in touch with Anita who is a senior economist at NZTE so they could discuss research findings and share information. Julie is putting together a proposal on the benefits of a global NZ diaspora (Kea) to NZ treasury and Immigration. |
| Connection Service | NAM Trip: Connecting Ian Foster to Richard Suhr | 3.0 Member connect | Ian Foster and Richard Suhr | Not yet disclosed |
| Connection Service | NAM Trip: Connecting Ian Foster to Sean Gourley | 3.0 Member connect | Dr Ian Foster and Dr Sean Gourley | Dr Gourley and Dr Foster now working together on a project - but information on this is currently confidential |
| Connection Service | NAM Trip: Connecting Ian Foster with Shane Legg | 3.0 Member connect | Dr Foster with Shane Legg | Not disclosed - confidential |
| Connection Service | NAM Trip: Connect Dale Pfeifer with Andy Hamilton | 3.0 Member connect | Dale & Andy | Introduced Dale to Andy at Icehouse. Who has now introduced Dale to other aspiring Kiwi entrepreneurs. The Icehouse promoted Dales "Obama pitch" in the Icehouse annual Kiwi Entrepreneur success story. |

| | | | | |
|--------------------|--|---|---|--|
| Connection Service | NAM Trip: Connect Dale Pfeifer with Sean Gourley | 3.0 Member connect | Sean & Dale | Sean and Dale met to discuss ways they could help each other with business data and share industry connections. Dale spends a lot of time in SFO where Sean is based. Sean has many big clients that could be mutually beneficial to Dale. |
| Connection Service | NAM Trip: Connect Dale Pfeifer with Geoff Andrews, Craig and Kirsten | 3.0 Member connect | Dale, Geoff & Kirsten & Craig | I connected Dale with Kirsten, as Dale was seeking a female mentor to help guide her in her new position as CEO, now her company has grown substantially. |
| Connection Service | NAM Trip: Connect Dale Pfeifer with Dr Peter S Watson | 3.0 Member connect | Dale and Dr Peter Watson | Dale met with Dr Peter Watson (they both live in Washington DC) Dr Watson is a philanthropist and Dales Goodworld company aligns perfectly with Dr Watsons Philanthropic work. |
| Connection Service | NAM Trip: Connect Annette Dixon with Bridget Coates | 3.0 Member connect | Annette Dixon with Bridget Coates | Annette and Bridget have met in person in NYC. Outcome not disclosed |
| Connection Service | NAM Trip: Introduce Annette Dixon to Dale Pfeifer | 3.0 Member connect | Dale & Annette | Dale & Annette met in person to discuss the potential for GoodWorld to be used in the philanthropic purposes and projects in developing countries that the World Bank is involved in. Outcome not yet disclosed. |
| Connection Service | NAM Trip: Introduce Kirsty Graham to Dale Pfeifer | 3.0 Member connect | Kirsty & Dale | Not disclosed |
| Connection Service | CONNECT: Craig Donaldson / Mark Hadley | 3.0 Member connect | Mark Hadley / Craig Donaldson / Richard McLean / Sam Mickell | Explored ways Mark can help New Zealand. |
| Connection Service | CONNECT: Erica Crawford & Annette Dixon | 3.0 Member connect | Erica Crawford & Annette Dixon | Erica and Annette are going to meet in NYC re: Global Womens Forum |
| Connection Service | CONNECT Sian Simpson to Fleur Knowsley | 1.0 Seeking In-Market Knowledge/Advice | Fleur Knowsely & Sian Simpson | Fleur and Sian met in San Francisco and are now working together to find ways to improve outcomes for young Kiwi entrepreneurs at the Kiwi Landing Pad in SFO |
| Connection Service | CONNECT: Matthew Tukaki / Hemi Rolleston | 1.2 Seeking Partners | Matthew & Hemi | Hemi attended the event and met Matthew in person. They have since discovered that he and Matthew are from the same Iwi and are now working together to seek global opportunities for Maori business. |
| Connection Service | CONNECT: Gerard Casey to Hemi Rolleston | 1.0 Seeking In-Market Knowledge/Advice | Gerard and Hemi | Gerard and Hemi are now discussing a potential "Maori Interest Group" for the Bay of Plenty Region. Given Hemi is from the Bay of Plenty and was the former CEO of an Iwi owned Kiwifruit company and Gerard is wanting to work more closely with Iwi to source local organic produce, there could be great synergies. |
| Connection Service | CONNECT: Hilary Timmins / Holly Ryan | 2.1 Promote NZ/NZ Story;3.0 Member connect | Hilary Timmins / Holly Ryan | Article appeared in the Weekend Herald, 10/01/2015: http://www.nzherald.co.nz/business/news/article.cfm?c_id=3&objectid=11353888 |
| Connection Service | CONNECT: Myles Sutherland to Grant Harrison | 3.0 Member connect | Myles Sutherland, Emerging Business manager, ESRI, and Grant Harrison, The Future Customer. | Grant and Myles met. Outcome not disclosed |
| Connection Service | CONNECT: Priv Bradoo / Holly Ryan | 1.0 Seeking In-Market Knowledge/Advice;2.1 Promote NZ/NZ Story;3.0 Member connect | Priv Bradoo / Holly Ryan | Article appeared in the NZ Herald, 12/01/2015: http://nzh.tw/11384992 |

Report Generated By :Richard McLean

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Kea New Zealand

Quarterly Report on Deliverables: January to March 2015 (Q3)

1. Network contact i.e. newsletter communications to WCNZ and Kea Communities

We refer to Appendix 1 for a detailed overview of Kea's Social Media/Newsletter Stories.

2. Online community – size, reach. Level of engagement of online members

Size

Kea's total online community increased this quarter from 548,439 to 586,722, an increase of 7%. This is an overall increase of 133,036 for FY15 to date, 88.7% of our target for the year.

| Medium | As at 1/7/14 | Q1 | Q2 | Q3 | Q4 | Growth YTD # | Growth YTD % |
|--------------|----------------|----------------|----------------|----------------|----|----------------|--------------|
| LinkedIn | 13,997 | 14,767 | 15,420 | 16,259 | | 2,262 | 16.2% |
| Twitter | 6,763 | 7,233 | 7,613 | 7,972 | | 1,209 | 17.8% |
| YouTube | 110 | 129 | 137 | 147 | | 37 | 33.6% |
| Facebook | 141,905 | 142,595 | 245,295 | 282,144 | | 140,239 | 98.8% |
| Weibo | 246,527 | 220,539 | 220,097 | 219,343 | | -27,184 | -11.0% |
| E-subscr. | 42,791 | 44,209 | 45,120 | 44,693 | | 2,329 | 4.4% |
| WeChat | 1,232 | 1,553 | 2,268 | 2,789 | | 1,902 | 126.4% |
| Google+ | 361 | 419 | 512 | 553 | | 192 | 53.2% |
| Website/App | n/a | 10,342 | 11,977 | 12,822 | | 12,822 | n/a |
| TOTAL | 453,686 | 444,267 | 548,439 | 586,722 | | 133,036 | 29.3% |

Community connections from China, India, ASEAN and the GCC grew by 32,907 people during this three-month period. Our growth in these regions for FY15 so far is 133,102, which exceeds our KPI of 60,000 by 122%. This brings our total connection number within these regions to 263,106.

| Region | As at 1 July 2014 | Q1 | Q2 | Q3 | Q4 | Growth | Growth % |
|--------------|-------------------|----------------|----------------|----------------|----|----------------|------------|
| China Total | 114,567 | 125,310 | 125,638 | 126,212 | | 11,645 | 10% |
| India Total | 411 | 509 | 53,405 | 53,405 | | 65,875 | 16159% |
| GCC Total | 1,247 | 1,297 | 1,610 | 1,681 | | 434 | 35% |
| ASEAN Total | 13,779 | 13,934 | 49,546 | 68,927 | | 55,148 | 400% |
| Total | 130,004 | 141,050 | 230,199 | 263,106 | | 133,102 | 63% |

Reach

Reach is the number of people who have seen Kea's posts. Reach is counted when a post is loaded and shown in someone's newsfeed.

| Impressions | Q1 | Q2 | Q3 | Q4 | Total YTD |
|-------------|-----------|-----------|-----------|----|------------|
| Facebook | 3,107,474 | 4,843,860 | 3,025,624 | | 10,976,958 |

Engagement

Engagement is the number of unique people who have clicked on Kea's posts within a 28-day period.

| People | Q1 | Q2 | Q3 | Q4 | Total YTD |
|----------|---------|---------|---------|----|-----------|
| Facebook | 105,472 | 298,772 | 227,071 | | 631,315 |

Twitter Impressions

Number of times users saw Kea tweets.

| People | Q1 | Q2 | Q3 | Q4 | Total YTD |
|----------|---------|---------|--------|----|-----------|
| Facebook | 168,700 | 118,900 | 81,500 | | 369,100 |

We refer to Appendix 2 for a detailed breakdown of members by country.

3. WCNZ Network – number of new members inducted and total membership by sector, location, role and progress towards target of 25 new members from China, India, ASEAN and GCC states

- Five new members were inducted into the Network this quarter. One was in China, and has since moved to Argentina, one is in Italy, one in South Korea, and one each in Australia and New Zealand. Active member prospecting is ongoing in GCC, Europe, China and SE Asia, and we are confident of comfortably reaching the above target by year end.
- One of the new members is a non-New Zealander who has lived in New Zealand, and whose children were both born here.
- Several of the new members have considerable expertise and connections in other regions, specifically the Pacific, Japan, and Asia.
- With the help of MFAT and NZTE we are actively building connections in India and in Malaysia, which should lead to members being inducted from these countries.
- NZTE, MFAT and ENZ are regularly invited to provide input/suggestions for new members.

| Quarter | Inducted Members Q-t-d | Total Members | % Growth Y-t-d |
|-------------------|---------------------------|---------------|-------------------|
| Q1: 30 Sept 2014 | 15 | 345 | 4.54% |
| Q2: 31 Dec 2014 | 17 | 362 | 9.70% |
| Q3: 31 March 2015 | 5 | 367 | 11.20% |
| Q4: 30 June 2015 | | | |

We refer to Appendix 3 for a list of WCNZ Network members including location, sector and role.

4. Social Media posts – relating to promoting NZ Inc stories or agency initiatives

We refer to Appendix 1 for a detailed breakdown of Kea's Social Media activity.

5. Events activity – where NZ Inc agencies are also involved

We refer to Appendix 4 for a detailed breakdown of Kea's 2015 events activity.

5. Media and PR activity

14 official media postings were made in the period Jan - Mar 2015.

We refer to Appendix 5 for Kea's Media Report Jan – Mar 2015.

6. Number of Connections made and outcomes of those Connections

A total of 80 new connection requests from NZ companies were initiated over the period Jan-Mar 2015. In this period, we have also hired a new support staff to manage the connection process. As the number of requests for the connection services increases, the WCNZ team is reviewing the connection service process to ensure high quality requests and connections are being made through our WCNZ network.

We refer to Appendix 6 for a detailed breakdown of connections made.

7. WCNZ Highlights / success stories

We refer to Appendix 7 for an overview of some WCNZ connection highlights and success stories over the period Jan-March 2015

8. Any other information reasonably requested by the Government Funders, co-ordinated through NZTE

Over the period Jan-March 2015, we received no further specific requests.

Auckland, 20 April 2015

Appendix 1 - Kea Social Media/Newsletter Stories

| Month | Topic | Sector |
|--------|---|---------------------------|
| Jan-15 | Meet NZ's Minister for small business in Shanghai | China |
| Jan-15 | Join us for Waitangi Day in Shanghai | China |
| Jan-15 | The Talent Centre recruits global talent for top China-based organisations. Kiwi Scientist, Dr Rolston, has received a Chinese prestigious science prize for his work in | China |
| Jan-15 | grasslands seed development. | China |
| Jan-15 | Starbucks has added the humble Flat White to its North American menu. New Kiwi technology listing ikeGPS has secured a \$500,000 contract with a United | International Connections |
| Jan-15 | States power company. Shane Legg, having sold his company DeepMind Technologies to Google, believes that | International Connections |
| Jan-15 | his Kiwi background was helpful to his success overseas. | International Connections |
| Jan-15 | Meet Craig Nevill-Manning, the Kiwi heading up Google's engineering team. | International Connections |
| Jan-15 | Kiwi expat and marketing consultant Bella Katz shares her top ten tips for business | International Connections |
| Jan-15 | success in Australia. Kiwi actress Rose McIver is taking Hollywood by storm in her new role in iZombie. | International Connections |
| Jan-15 | Read more about her journey here. | International Connections |
| Jan-15 | Kiwi expat John Dennis will travel 1170km in 37 days from Hercules Inlet to the South | International Connections |
| Jan-15 | Pole to raise awareness for depression. A Kiwi adventure pilot who decided to strap mountain bikes under the wings of his | International Connections |
| Jan-15 | plane is surprised to find himself suddenly world famous. | International Connections |
| Jan-15 | Kiwi Bella Katz shares her ten tips for Australia business success | International Connections |
| Jan-15 | Kiwi beer comes to London with the New Zealand Craft Beer Collective | International Connections |
| Jan-15 | The hunt is on for the Great Kiwi Classic. What is your favourite New Zealand novel? | International Connections |
| Jan-15 | Trade Me has invested \$7.7 million into Kiwi peer-to-peer lending start up Harmony. Yealands Estate Wine will donate \$105,000 over the next three years to help | Investment Attraction |
| Jan-15 | conservation initiatives in the Marlborough Sounds. Cruise onboard Viaggio ANZACIOO's Ponant LE LYRIAL on her inaugural cruise and be | Investment Attraction |
| Jan-15 | off Gallipoli Peninsula. ANZ offers a range of products for Kiwi expats' needs. Find out how ANZ can help you | Investment Attraction |
| Jan-15 | achieve your savings wherever you are in the world. | Investment Attraction |
| Jan-15 | To show ANZ's support of Kiwis to 'Dream Big' ANZ has created a series of TV spots International students are the key to connecting New Zealand businesses with the | Investment Attraction |
| Jan-15 | world. | NZ Inc |
| Jan-15 | Wellington has been named in the 2015 'Hottest Cities' list released by the BBC. BuzzFeed has named Hahei Beach as one of the world's top 15 'Spectacular Places to | NZ Inc |
| Jan-15 | Swim'. | NZ Inc |
| Jan-15 | Don't miss the Wine & Food New Zealand 2015 event in Ho Chi Minh City next week. Universities and other training providers are looking to double the number of | NZ Inc |
| Jan-15 | international students studying in Wellington by 2023. The Aoraki Mackenzie Dark Sky Reserve has been named one of the seven best spots | NZ Inc |
| Jan-15 | on earth for stargazing. Congratulations to the Black Caps for their 2-0 test series win over Sri Lanka! 37 days | NZ Inc |
| Jan-15 | until #CWC2015! | NZ Inc |
| Jan-15 | Happy Anniversary Day, Wellington. McLaren has sold a \$1.5m car, complete with custom Kiwi logos, to a person from | NZ Inc |
| Jan-15 | Hawkes Bay. Victoria University in Wellington has introduced a new initiative to attract a more | NZ Inc |
| Jan-15 | diverse student culture. | NZ Inc |
| Jan-15 | Happy Anniversary, Auckland. | NZ Inc |
| Jan-15 | Katherine Corich named UK New Zealander of the Year 2015. | NZ Inc |
| Jan-15 | Sign up to Kea's newsletter | Promoting Kea |
| Jan-15 | If you have upcoming events or meet-ups you want the Kiwi community in China and Asia | Promoting Kea |
| Jan-15 | If you have upcoming events or meet-ups you want the Kiwi community in Australia to | Promoting Kea |
| Jan-15 | know about, list it on Kea's website. Kea is pleased to announce Tania Bearsley as Kea's new Regional Director in the UK and | Promoting Kea |
| Jan-15 | Europe. | Promoting Kea |
| Jan-15 | If you have upcoming events or meet-ups you want the Kiwi community in the UK/ | Promoting Kea |
| Jan-15 | Europe to know about, list it on Kea's website. | Promoting Kea |
| Jan-15 | Discussions on Kea's LinkedIn group are waiting for your input. Join the discussion or start | Promoting Kea |

| | | |
|--------|---|---------------------------|
| | A recent report has found that the #1 factor Kiwis look for in a job is work-life balance and you can't look past Christchurch during summer. | Talent Attraction |
| Jan-15 | Rediscover Taranaki, it's the New Zealand you've been skiting about! | Talent Attraction |
| Jan-15 | There are many scholarships available for international students to come and study in New Zealand | Talent Attraction |
| Jan-15 | Why Kiwi expats should come home immediately | Talent Attraction |
| Jan-15 | There is an exciting job opportunity to work with NZTE in Beijing. NZTE is looking for an exceptional leader to oversee their food and beverage strategy in China. | Talent Attraction |
| Jan-15 | Why Kiwi expats should come home. | Talent Attraction |
| Jan-15 | Ministry of Business Innovation and Employment have announced job expos in Brisbane and Melbourne. | Talent Attraction |
| Jan-15 | There's a lot going on back home. Explore NZ job opportunities at Workhere. | Talent Attraction |
| Jan-15 | Why Kiwi expats should come home. NZ employers and Immigration NZ will be heading to the UK and Ireland to attend the Working International Expos this March. You can also attend. | Talent Attraction |
| Jan-15 | There's a lot going on back home. Explore NZ job opportunities at Workhere. | Talent Attraction |
| Jan-15 | Why Kiwi expats should come home. | Talent Attraction |
| Feb-15 | Hundreds of Chinese travellers will celebrate Chinese New Year this month by travelling to the South Island | China |
| Feb-15 | Kiwi golfer Lydia Ko has become the youngest ever world golf number 1! | International Connections |
| Feb-15 | The Great New Zealand Cookbook has been named 'Best New Zealand Cookbook of the Year' in the 'Gourmand Best in the World' awards! | International Connections |
| Feb-15 | New York-based Kiwi entrepreneur Guy Horrocks talks about the 15 Kiwi start ups to watch in 2015 | International Connections |
| Feb-15 | Popular Kiwi operatic trio Sol3 Mio are creating a stir in the music industry, and have even outsold Lorde | International Connections |
| Feb-15 | Sam Altman, the President of Y Combinator, gave a huge endorsement of New Zealand entrepreneurs during a Startup Grind presentation. | International Connections |
| Feb-15 | Congratulations to the team at What We Do in the Shadows who have successfully funded the American release of their film through Kickstarter | International Connections |
| Feb-15 | 94-year-old Kiwi Veteran Penwell Moore is set to receive a prestigious French Medal of Honour | International Connections |
| Feb-15 | Irish Zoologist Suzanne Burns discusses why she's fallen "hopelessly in love" with New Zealand | International Connections |
| Feb-15 | Congratulations to the New Zealand men's track cycling team who have won gold in the Team Pursuit event at the World Championships! | International Connections |
| Feb-15 | Kiwi DJ Zane Lowe is set to leave BBC's Radio 1 after more than a decade at the station | International Connections |
| Feb-15 | Three Kiwi blokes have been named among the US's most eligible bachelors by Elle magazine | International Connections |
| Feb-15 | NZ theatre company Playground NZ has announced it is heading to New York to partake in a Performance Festival. | International Connections |
| Feb-15 | good Waitangi Day. | International Connections |
| Feb-15 | NZ on Screen Content Director Irene Gardiner gives Kiwis inspiration for Valentine's Day with a selection of great New Zealand love songs | International Connections |
| Feb-15 | New Zealand born actress Danielle Cormack talks about her most challenging TV role yet | International Connections |
| Feb-15 | Kiwi Stephen Hunter, an actor in The Hobbit trilogy, discusses his extreme on-screen transformations | International Connections |
| Feb-15 | Marlborough tech company Carbonscape has broken a Kiwi crowdfunding record, raising more than \$700,000 | Investment Attraction |
| Feb-15 | Raglan-based Aeronavics has broken a record for largest crowdfunding raise in New Zealand. | Investment Attraction |
| Feb-15 | ANZ offers a range of products for Kiwi expats' needs. Find out how ANZ can help you achieve your savings wherever you are in the world. | Investment Attraction |
| Feb-15 | Help bring Jemaine Clement's latest movie What We Do in the Shadows to the US. Find out how you can help them raise funds. | Investment Attraction |
| Feb-15 | There is an exciting opportunity to join the NZ delegation in Austin to promote your company to visitors and meet top talent and investments | Investment Attraction |
| Feb-15 | A series of interactive graphic novellas in the Maori language has been launched by Kiwa Digital | Maori |
| Feb-15 | Kiwi beer comes to London with the New Zealand Craft Beer Collective | NZ Inc |
| Feb-15 | NZ craft beer will be more freely available in Britain after signing a deal with an international drinks distributor | NZ Inc |

| | | |
|--------|---|---------------------------|
| Feb-15 | Kiwi James Lucas has won the Oscar for Best Short Film | NZ Inc |
| Feb-15 | Kiwi Sarah Perry, Chief Operating Officer and part owner of SnapComms NZ has been nominated for a prestigious International Business Award | NZ Inc |
| Feb-15 | Kiwi company Movio have tapped into the UK/Europe Cinema market. | NZ Inc |
| Feb-15 | Stephen Fleming explains how you can mix business and sport during the Cricket World Cup | NZ Inc |
| Feb-15 | The finalists of the New Zealand International Business Awards 2015 have been announced | NZ Inc |
| Feb-15 | to commemorate the centenary of Anzac | NZ Inc |
| Feb-15 | Kiwi company Kiwa Digital looks at storytelling in the digital age | NZ Inc |
| Feb-15 | Take a look at the incredible photo of New Zealand taken from the International Space Station | NZ Inc |
| Feb-15 | Congratulations to Kea's Co-Founder Sir Stephen Tindall, who was awarded the title of 2015 New Zealander of the Year, last night | NZ Inc |
| Feb-15 | Check out these 12 epic photos of New Zealand | NZ Inc |
| Feb-15 | Go the BLACKCAPS! Kane Williamson sealing victory against Australia with a six! | NZ Inc |
| Feb-15 | In 2014 the team One to Watch started interviewing successful Kiwis and inspiring people. They're looking for more people to talk to in 2015. | NZ Inc |
| Feb-15 | The 2015 New Zealand International Business Awards held at Sky City in Auckland on March 25 will celebrating shining stars of NZ business. | NZ Inc |
| Feb-15 | Immigration NZ, Grow Wellington, NZTech and NZ Music are joining forces to showcase NZ's technology industry. Head along to see how NZ is becoming one of the world's top | NZ Inc |
| Feb-15 | Serial entrepreneur and World Class NZ Supreme Award Winner Claudia Batten has been appointed the North American Regional Director for NZTE | NZ Inc |
| Feb-15 | Katherine Corich named UK New Zealander of the Year 2015. | NZ Inc |
| Feb-15 | The World Class New Zealand Connection Service provides NZ organisations with international expertise and connections. Find the connections to help your business. | Promoting Kea |
| Feb-15 | If you have upcoming events or meet-ups you want the Kiwi community to know about, list it on Kea's website. | Promoting Kea |
| Feb-15 | Discussions on Kea's LinkedIn group are waiting for your input. Join the discussion or start your own. | Promoting Kea |
| Feb-15 | Kea is pleased to announce Tania Bearsley as Kea's new Regional Director in the UK and | Promoting Kea |
| Feb-15 | Why Kiwi expats should come home. | Talent Attraction |
| Feb-15 | Kiwi expats should come home immediately, says Ellen Williams from Consult Recruitment | Talent Attraction |
| Feb-15 | Rediscover the people, the places, the familiar faces. It's time to come home to Taranaki | Talent Attraction |
| Feb-15 | NZ firms are hiring in Australia to help meet demand for IT recruits. | Talent Attraction |
| Feb-15 | There are plenty of job opportunities across NZ currently. Take a look at the job listings on Workhere. | Talent Attraction |
| Feb-15 | Why Kiwi expats should come home. | Talent Attraction |
| Feb-15 | NZ employers and Immigration NZ will be heading to the UK and Ireland to attend the | Talent Attraction |
| Feb-15 | There are plenty of job opportunities across NZ currently. Take a look at the job listings on Workhere. | Talent Attraction |
| Mar-15 | Join Shanghai F&B professionals at 'The Bach.' Kiwis and friends of NZ in Shanghai are welcome. | China |
| Mar-15 | There are upcoming Alumni events in Asia. Click below for more information. | China |
| Mar-15 | The New Zealand Chamber of Commerce in Hong Kong hosts former All Black's captain Wayne 'Buck' Shelford. | China |
| Mar-15 | NZTE's Regional Director Glen Murphy writes about how China is becoming a 'normal' place to do business. | China |
| Mar-15 | NZ has been named one of the top five overseas study destinations for China's wealthy. | China |
| Mar-15 | The Rotary Club of Shanghai has announced it's fifth leadership awards. Individuals and businesses have the opportunity to show their programme is the best. | China |
| Mar-15 | designer, has been shortlisted for the British Fashion Council/ Vogue Designer Fashion Fund | International Connections |
| Mar-15 | Technologies Innovation World Cup for a fabric stretch sensor that's specially toughened for sport and fitness | International Connections |

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|--------|---|---------------------------|
| Mar-15 | Last night in London, Dame Kiri Te Kanawa received an honorary doctorate from Prince Charles | International Connections |
| Mar-15 | Kiwi army veteran Bruce Neal's ANZAC tattoo has become an internet sensation | International Connections |
| Mar-15 | Speaking Kiwi with Steven Adams Project 15 is a conference themed on taking NZ innovation global. Register now and save \$100 off full price. | International Connections |
| Mar-15 | Studies show Kiwis are packing their bags and seeing the world more often than they used to | International Connections |
| Mar-15 | Crowdfunding - Breathe Easy is a Kiwi company developing Citramel™ Tourism Radio New Zealand is currently raising capital through Equitise. Find out how you can invest now. | Investment Attraction |
| Mar-15 | ANZ's Buy Ready gives you the tools and expertise you need to help you manage property | Investment Attraction |
| Mar-15 | A new urban precinct is to be developed in Auckland's inner city suburb of Newton, SKHY. Auckland's St James Theatre will soon be restored with over 300 freehold luxury suites to be built above it. | Investment Attraction |
| Mar-15 | Auckland's quality of life has been rated third best in the world in a survey by recruitment consultancy Mercer | NZ Inc |
| Mar-15 | \$600,000 contract for an Auckland engineering firm Heading to SXSW this weekend? Make sure you head along to the Kiwi Flat White Meetup | NZ Inc |
| Mar-15 | The All Blacks rugby jerseys have been named in the 'Top 5 Greatest Uniforms in Sports' by Sportsnet Magazine | NZ Inc |
| Mar-15 | Kiwi firms like HamiltonJet could make further trade inroads into India as the subcontinent reaches out for manufacturing and agribusiness expertise | NZ Inc |
| Mar-15 | million funding round from venture capital firm Accel Partners and Matrix Capital | NZ Inc |
| Mar-15 | Vote for Queenstown to be included in the 2015 edition of Monopoly Here & Now | NZ Inc |
| Mar-15 | Young kiwi entrepreneur George Smith has created a mobile app that allows roommates to automatically pay their bills and rent in a single payment each month. | NZ Inc |
| Mar-15 | The BLACKCAPS have beaten Bangladesh by three wickets in their final pool match! They remain unbeaten in the 2015 Cricket World Cup! #CWC15 | NZ Inc |
| Mar-15 | Andy Hamilton, CEO of The Icehouse, says Kiwi companies need to think bigger Artist Tony McNeight writes to Kea members for help in bulding the biggest Poppy in the world to honour WW100. | NZ Inc |
| Mar-15 | If you have upcoming events or meet-ups you want the Kiwi community to know about, The World Class New Zealand Connection Service provides NZ organisations with international expertise and connections. Find the connections to help your business. | Promoting Kea |
| Mar-15 | The World Class New Zealand Awards black tie gala will be held on July 02 2015. Tickets go on sale next week. | Promoting Kea |
| Mar-15 | If you have upcoming events or meet-ups you want the Kiwi community in China and Asia to know about, list it on Kea's website. | Promoting Kea |
| Mar-15 | Kea is delighted to announce Royal Reed has joined the Kea Board Discussions on Kea's LinkedIn group are waiting for your input. Join the discussion or start your own. | Promoting Kea |
| Mar-15 | The Christchurch Quarterly Economic Report has been released, and the future is looking good! | Talent Attraction |
| Mar-15 | It's still beautifully summery here in Taranaki for our anniversary day | Talent Attraction |
| Mar-15 | There is an exciting job opportunity for a Project and Activation Manager in Shanghai. | Talent Attraction |
| Mar-15 | There is an exciting job opportunity as an MFAT Policy Advisor in Shanghai. There are plenty of opportunities across NZ for engineers currently. Take a look at the job listings on Workhere. | Talent Attraction |

Appendix 2: Kea Connections by Country

| Country | Facebook | MailChimp | Twitter | Weibo | WeChat | LinkedIn | Google+ | Youtube | App | Total |
|----------------------|----------|-----------|---------|--------|--------|----------|---------|---------|------|--------|
| China | 338 | 831 | 30 | 123307 | 1368 | | | | 338 | 126212 |
| Australia | 63355 | 7373 | 594 | | | | 25 | | 4777 | 76124 |
| Unknown | 2126 | 3190 | 49 | 51874 | 1328 | 12533 | 360 | 147 | 498 | 72105 |
| India | 66172 | 41 | 43 | | | | | | 30 | 66286 |
| New Zealand | 27007 | 12079 | 5026 | 15489 | 79 | 3726 | 104 | | 2276 | 65786 |
| Indonesia | 48935 | 10 | 23 | | | | | | 14 | 48982 |
| United States | 17216 | 12062 | 618 | | | | 37 | | 1468 | 31401 |
| Hong Kong | 1023 | 273 | 25 | 28673 | | | | | 66 | 30060 |
| United Kingdom | 20949 | 4635 | 856 | | 14 | | 27 | | 1614 | 28095 |
| Malaysia | 17237 | 71 | 17 | | | | | | 27 | 17352 |
| Canada | 3677 | 833 | 131 | | | | | | 478 | 5119 |
| Germany | 3980 | 238 | 53 | | | | | | 103 | 4374 |
| France | 1332 | 246 | 39 | | | | | | 69 | 1686 |
| Singapore | 910 | 400 | 62 | | | | | | 137 | 1509 |
| United Arab Emirates | 869 | 244 | 19 | | | | | | 81 | 1213 |
| Netherlands | 728 | 329 | 23 | | | | | | 119 | 1199 |
| Japan | 369 | 236 | 30 | | | | | | 63 | 698 |
| Ireland | 462 | 142 | 19 | | | | | | 57 | 680 |
| Switzerland | 272 | 191 | 14 | | | | | | 80 | 557 |
| Spain | 416 | 74 | 19 | | | | | | 36 | 545 |
| Brazil | 484 | 26 | 21 | | | | | | 13 | 544 |
| Italy | 400 | 65 | 17 | | | | | | 33 | 515 |
| Thailand | 359 | 96 | 14 | | | | | | 29 | 498 |
| Fiji | 442 | 12 | 3 | | | | | | 2 | 459 |
| Philippines | 317 | 30 | 6 | | | | | | 35 | 388 |
| Sweden | 265 | 54 | 6 | | | | | | 40 | 365 |
| South Africa | 156 | 103 | 34 | | | | | | 24 | 317 |
| Norway | 153 | 48 | 9 | | | | | | 12 | 222 |
| South Korea | 129 | 47 | 5 | | | | | | 17 | 198 |
| Denmark | 140 | 51 | 2 | | | | | | 4 | 197 |
| Greece | 169 | 14 | 3 | | | | | | 8 | 194 |
| Mexico | 132 | 31 | 11 | | | | | | 13 | 187 |
| Saudi Arabia | 152 | 11 | 5 | | | | | | 16 | 184 |
| Pakistan | 164 | 3 | 6 | | | | | | 5 | 178 |
| Samoa | 164 | 9 | | | | | | | 1 | 174 |
| Belgium | 116 | 33 | 18 | | | | | | 6 | 173 |
| Bangladesh | 163 | 2 | 2 | | | | | | | 167 |
| Taiwan | 130 | 20 | 3 | | | | | | 5 | 158 |
| Turkey | 115 | 19 | 9 | | | | | | 7 | 150 |
| Poland | 86 | 18 | 5 | | | | | | 9 | 118 |
| Nepal | 113 | | 1 | | | | | | | 114 |
| Czech Republic | 74 | 24 | 1 | | | | | | 4 | 103 |
| Cambodia | 76 | 14 | | | | | | | 4 | 94 |
| Vietnam | | 57 | 6 | | | | | | 23 | 86 |
| Argentina | 62 | 10 | 5 | | | | | | 8 | 85 |
| Portugal | 66 | 6 | 2 | | | | | | 7 | 81 |
| Sri Lanka | 71 | 5 | 2 | | | | | | 1 | 79 |
| Papua New Guinea | 73 | 2 | | | | | | | | 75 |
| Qatar | | 42 | 2 | | | | | | 8 | 52 |
| Austria | | 32 | 7 | | | | | | 7 | 46 |
| Chile | | 17 | 13 | | | | | | 13 | 43 |
| Finland | | 21 | 7 | | | | | | 11 | 39 |
| Russia | | 21 | 2 | | | | | | 8 | 31 |
| Kenya | | 14 | 3 | | | | | | 7 | 24 |
| Bahrain | | 11 | 1 | | | | | | 4 | 16 |
| Luxembourg | | 13 | | | | | | | 2 | 15 |
| Oman | | 10 | | | | | | | 5 | 15 |
| Georgia | | 8 | | | | | | | 6 | 14 |
| Brunei | | 8 | | | | | | | 4 | 12 |
| Egypt | | 8 | 2 | | | | | | 2 | 12 |
| Romania | | 6 | 1 | | | | | | 4 | 11 |
| Bermuda | | 9 | | | | | | | 1 | 10 |
| Israel | | 8 | | | | | | | 2 | 10 |
| Colombia | | 5 | 2 | | | | | | 2 | 9 |
| Malta | | 8 | | | | | | | 1 | 9 |

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| Iceland | | 6 | | | | | | 2 | 8 |
| Kuwait | | 6 | 1 | | | | | 1 | 8 |
| Nigeria | | 3 | 2 | | | | | 3 | 8 |
| Peru | | 3 | 1 | | | | | 4 | 8 |
| Cook Islands | | 5 | 2 | | | | | | 7 |
| Iraq | | 5 | 1 | | | | | 1 | 7 |
| Lebanon | | 5 | 1 | | | | | 1 | 7 |
| New Caledonia | | 5 | 1 | | | | | 1 | 7 |
| Uganda | | 4 | | | | | | 3 | 7 |
| Ukraine | | 2 | 3 | | | | | 2 | 7 |
| Afghanistan | | 2 | 2 | | | | | 1 | 5 |
| American Samoa | | | | | | | | 5 | 5 |
| Angola | | 3 | | | | | | 2 | 5 |
| Cayman Islands | | 4 | | | | | | 1 | 5 |
| Costa Rica | | 4 | | | | | | 1 | 5 |
| Croatia | | 3 | 2 | | | | | | 5 |
| Iran | | 2 | | | | | | 3 | 5 |
| Latvia | | 4 | 1 | | | | | | 5 |
| Tonga | | 5 | | | | | | | 5 |
| Venezuela | | | 5 | | | | | | 5 |
| Zambia | | 3 | | | | | | 2 | 5 |
| Zimbabwe | | 2 | 1 | | | | | 2 | 5 |
| Albania | | 2 | | | | | | 2 | 4 |
| Bulgaria | | 4 | | | | | | | 4 |
| Ecuador | | 3 | | | | | | 1 | 4 |
| Ghana | | 2 | 1 | | | | | 1 | 4 |
| Hungary | | 1 | 2 | | | | | 1 | 4 |
| Macedonia | | 2 | 2 | | | | | | 4 |
| Monaco | | 4 | | | | | | | 4 |
| Morocco | | 3 | 1 | | | | | | 4 |
| Slovakia | | 2 | 2 | | | | | | 4 |
| Tanzania | | 2 | 2 | | | | | | 4 |
| Tunisia | | 2 | | | | | | 2 | 4 |
| Virgin Islands | | 2 | | | | | | 2 | 4 |
| Algeria | | | 2 | | | | | 1 | 3 |
| Ethiopia | | 2 | | | | | | 1 | 3 |
| Kazakhstan | | 3 | | | | | | | 3 |
| Montenegro | | | | | | | | 3 | 3 |
| Puerto Rico | | 1 | 2 | | | | | | 3 |
| Serbia | | 1 | 1 | | | | | 1 | 3 |
| Slovenia | | 2 | | | | | | 1 | 3 |
| Uruguay | | 2 | | | | | | 1 | 3 |
| Anguilla | | | | | | | | 2 | 2 |
| Bolivia | | 1 | | | | | | 1 | 2 |
| Botswana | | 1 | | | | | | 1 | 2 |
| Cyprus | | 2 | | | | | | | 2 |
| Guernsey | | | 1 | | | | | 1 | 2 |
| Jordan | | | | | | | | 2 | 2 |
| Kyrgyzstan | | 2 | | | | | | | 2 |
| Lithuania | | 1 | | | | | | 1 | 2 |
| Macau | | 2 | | | | | | | 2 |
| Maldives | | 1 | | | | | | 1 | 2 |
| Mauritius | | 2 | | | | | | | 2 |
| Micronesia | | 2 | | | | | | | 2 |
| Nicaragua | | | | | | | | 2 | 2 |
| Sudan | | 1 | 1 | | | | | | 2 |
| Virgin Islands | | | | | | | | 2 | 2 |
| Andorra | | | | | | | | 1 | 1 |
| Aruba | | 1 | | | | | | | 1 |
| Azerbaijan | | 1 | | | | | | | 1 |
| Bahamas | | 1 | | | | | | | 1 |
| Belarus | | | | | | | | 1 | 1 |
| Burundi | | | | | | | | 1 | 1 |
| Cameroon | | | 1 | | | | | | 1 |
| Cuba | | | | | | | | 1 | 1 |
| Dominican Republic | | | | | | | | 1 | 1 |
| French Polynesia | | 1 | | | | | | | 1 |
| Guatemala | | | 1 | | | | | | 1 |

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|------------------|--|---|---|--|--|--|---|--|---|
| Guyana | | | 1 | | | | | | 1 |
| Haiti | | 1 | | | | | | | 1 |
| Honduras | | 1 | | | | | | | 1 |
| Isle of Man | | | | | | | 1 | | 1 |
| Jersey | | 1 | | | | | | | 1 |
| Laos | | 1 | | | | | | | 1 |
| Liechtenstein | | 1 | | | | | | | 1 |
| Madagascar | | | | | | | 1 | | 1 |
| Mali | | | | | | | 1 | | 1 |
| Marshall Islands | | 1 | | | | | | | 1 |
| Moldova | | | | | | | 1 | | 1 |
| Mongolia | | | 1 | | | | | | 1 |
| Mozambique | | 1 | | | | | | | 1 |
| Niger | | | | | | | 1 | | 1 |
| Panama | | | | | | | 1 | | 1 |
| Rwanda | | | | | | | 1 | | 1 |
| Saint Lucia | | 1 | | | | | | | 1 |
| Solomon Islands | | 1 | | | | | | | 1 |
| Syria | | | 1 | | | | | | 1 |
| Togo | | | | | | | 1 | | 1 |
| Vanuatu | | | 1 | | | | | | 1 |

Appendix 3 - WCNZ Member List

| Region | Physical Country | Physical City | Title | Industry Sector/s | Full Name |
|-------------|----------------------|-------------------------|---|---|------------------------|
| Asia | Cambodia | | Board Member | Government; Investment & Business | Jeffrey Lamb |
| Asia | Cambodia | Phnom Penh | CEO, Cambodia, Laos and | Financial & Insurance | Grant Knuckey |
| Asia | India | Mumbai | Chairman - Tourism and Hospitality Committee | Other | Pradiy Madhavji |
| Asia | Indonesia | Bali | General Manager | Accommodation & Hospitality | Michael Beechey |
| Asia | Singapore | Singapore | Executive Director | Government; Public Policy | Alan Bolland |
| Asia | Singapore | Singapore | Chairman | Investment & Business | Roger Sharp |
| Asia | Singapore | Singapore | Emeritus Chair | Construction & Architecture | Chuan Seng Lee |
| Asia | Singapore | Singapore | Director | Investment & Business | David Skilling |
| Asia | Singapore | Singapore | CEO | Investment & Business | Jenny Morel |
| Asia | Singapore | Singapore | General Counsel- Ooredoo | ICT | Scott Weemink |
| Asia | Singapore | Singapore | Associate Partner | Advertising, Marketing & PR | Stephen Robertson |
| Asia | Singapore | Singapore | Global Head of Talent | Human Resources | Simon Valentine |
| Asia | Singapore | Singapore | Director, Natural Resources | Financial & Insurance | James Lowrey |
| Asia | South Korea | Seoul | Director of HR Services | Finance, Investment & Business Services, Human Resources, Imports & Exports | Lukas Beech |
| Asia | South Korea | Seoul | CEO/Owner | Food and Beverage | Lewis Patterson |
| Asia | Thailand | Bangkok | Managing Director | | Geoff Collins |
| Asia | Vietnam | Ho Chi Minh City/Saigon | President and General Director | Academia | Gael McDonald |
| Australia | Australia | Brisbane | Owner | Financial & Insurance | Andrew Burdon |
| Australia | Australia | Brisbane | Partner: MD | ICT | Ken Edmonds |
| Australia | Australia | Brisbane | CEO | Utilities | Ray Wilson |
| Australia | Australia | Brisbane | Partner | ICT; Investment & Business; Prof. Sci & Tech | Richard Mathews |
| Australia | Australia | Melbourne | Managing Director | Advertising, Marketing & PR; Media & Creative | Don Churchill |
| Australia | Australia | Melbourne | Group General Manager | Financial & Insurance | Tim Bezencon |
| Australia | Australia | Melbourne | Member of Global Board | Financial & Insurance; Investment & Business | John MacFarlane |
| Australia | Australia | Melbourne | MD | Construction | Kerry Osborne |
| Australia | Australia | Melbourne | Head of Transaction Banking, | | Iain Leech |
| Australia | Australia | Melbourne | Managing Director | Academia; Investment & Business | Linley Watson |
| Australia | Australia | Melbourne | Editor-in-Chief | Media & Creative | Andrew Holden |
| Australia | Australia | Melbourne | Managing Director | Advertising, Marketing & PR | Bella Katz |
| Australia | Australia | Melbourne | Head of Programming | Arts & Entertainment | Mark Burlace |
| Australia | Australia | Melbourne | CEO | Healthcare & Social Assistance | Shelley Park |
| Australia | Australia | Melbourne | Chief Executive | Financial & Insurance; Government | Denise Cosgrove |
| Australia | Australia | Melbourne | Chief Executive | Utilities | Sean Horgan |
| Australia | Australia | Melbourne | Chief Executive Officer, Australia | Financial & Insurance | Phil Chronican |
| Australia | Australia | Sydney | CEO | ICT | David Thodey |
| Australia | Australia | Sydney | Non Executive Director, | Media & Creative | Ruth Harley |
| Australia | Australia | Sydney | Executive Coach, Media and | | |
| Australia | Australia | Sydney | CEO | Financial & Insurance | Ian Narov |
| Australia | Australia | Sydney | Group Executive Human Resources & Corporate Affairs | Financial & Insurance | Christine Parker |
| Australia | Australia | Sydney | Retired | Financial & Insurance | Scott Perkins |
| Australia | Australia | Sydney | Global CEO | Other | Johnny Weiss |
| Australia | Australia | Sydney | Co-founder and Managing | Investment & Business | David Kirk |
| Australia | Australia | Sydney | Chief Marketing Officer | Telecommunications | Andrew (Andy) Lark |
| Australia | Australia | Sydney | Company Director | Financial & Insurance | Jim Minto |
| Australia | Australia | Sydney | Group Company Secretary | Construction & Architecture | Bev Booker |
| Australia | Australia | Sydney | Managing Director | Ag, Forestry & Fishing | John McKay |
| Australia | Australia | Sydney | Principal | Legal | Mark Smith |
| Australia | Australia | Sydney | Head of IPTV and Pay TV | Media & Creative | Eric Kearley |
| Australia | Australia | Sydney | Co Founder and Chairman | Government; ICT; Investment & Business | Matthew Tukaki |
| Australia | Australia | Sydney | Chief Executive Officer (CEO) | Investment & Business | Audette Exel |
| Australia | Australia | Sydney | | Financial & Insurance | Joseph Healy |
| Australia | Australia | Sydney | CEO | Accommodation & Hospitality; Tourism | Ann Sherry |
| China | Argentina | Buenos Aires | VP Special Projects | | Boris BOURDIN |
| China | China | Beijing | General Manager | Media & Creative | Nick Wheeler |
| China | China | Beijing | Co-founder | Food & Beverage | Jade Gray |
| China | China | Beijing | Asia Middle East Market | Media & Creative | Charlotte Read |
| China | China | Beijing | Founder/CEO | Finance, Investment & Business Services | John O'Loghlin |
| China | China | Chongqing City | General Manager | Accommodation & Hospitality | Sharon Fraser |
| China | China | Guangzhou | Manager | Investment & Business | Fay Drummond |
| China | China | Gullin City | Co-founder | Biotechnology & Healthcare, Food & Beverage, Science & Research | Garth Smith |
| China | China | Hong Kong | Managing Director, SVP and Senior Director | Advertising, Marketing & PR | Rachel Catanach |
| China | China | Hong Kong | Chairman | Investment & Business | David Whitwam |
| China | China | Hong Kong | Regional Head of Institutional, Alternatives and Investment | Financial & Insurance | Lindsay Wright |
| China | China | Hong Kong | Managing Director | Financial & Insurance | Carl Church |
| China | China | Hong Kong | VP, General Manager, Asia | Food and Beverage | Lucy Leahy (Foster) |
| China | China | Hong Kong | Chairman and President | Accommodation & Hospitality | Gavin Faulk |
| China | China | Kunming | Managing Director | Ag, Forestry & Fishing | Lewis (Lew) Dagger |
| China | China | Shanghai | Managing Director | Investment & Business | Scott Brown |
| China | China | Shanghai | Managing Director | Other | Peter Jiang |
| China | China | Shanghai | Consultant | Education & Training | Compton Iothill |
| China | China | Shanghai | Head of Shanghai | Human Resources | Anthony Aucutt |
| China | China | Shanghai | Director | Arts & Entertainment | Kirsten Mason |
| China | China | Shanghai | General Manager | Food and Beverage | Vivian Zhang |
| China | China | Shanghai | Managing Director | Advertising, Marketing & PR | Mark Tanner |
| China | China | Shanghai | Regional Director | Government; Investment & Business | Glen Murphy |
| China | China | Shenzhen | COO | Manufacturing | Anna Mowbray |
| China | China | Shenzhen | Adviser to Chairman | Ag, Forestry & Fishing; Investment & Business | Howard Moore |
| Europe | Austria | Vienna | Managing Director | ICT | Frank Owen |
| Europe | Belgium | Brussels | Chief Operating Officer | Construction & Architecture | Colin Leach |
| Europe | Germany | Munich | CEO | Prof. Sci & Tech | Simon Moroney |
| Europe | Ireland | Dublin | Honorary Consul-General | Government | Alan McCarthy |
| Europe | Italy | Dolo | Manager | Financial & Insurance | Peter Nicholl |
| Europe | Italy | Milan | Partner | Financial & Insurance; Investment & Business | Dimitri Christopher |
| Europe | Netherlands | Amsterdam 1077 | President | Mining | Christopher Wright |
| Europe | Netherlands | Rotterdam | President Europe | Manufacturing | Jan Zijdeveld |
| Europe | New Zealand | Auckland | Partner | Investment & Business; Telecommunications | Philip Garden |
| Europe | Switzerland | Geneva | Assistant Secretary General UN | Government; Public Policy | Jan Beagle |
| Europe | Switzerland | Geneva | Head of Mission, Ambassador, MD to the UN and Permanent Secretary General | Government | Amanda Ellis |
| Europe | Switzerland | Geneva Area | CEO | Public Policy | Rob Steele |
| Europe | Switzerland | Ticino | Group CTO | Investment & Business | Josh Bayliss |
| Europe | Switzerland | Zug | CEO & Managing Director | Retail | Mark West |
| Middle East | Egypt | Cairo | Chair and Chief Executive | Investment & Business | Stefan Ammann |
| Middle East | Kingdom of Bahrain | Manama | Consultant | Tourism | Elhamy El Zayat |
| Middle East | Oman | Muscat | Assessment Manager | Financial & Insurance | Garry Murival |
| Middle East | Turkey | Istanbul | CEO | Utilities | Crispin Garden-Webster |
| Middle East | United Arab Emirates | Dubai | Corporate Director of Food and Beverage | Financial & Insurance | Keiran Gallagher |
| New Zealand | New Zealand | Auckland | Director, CEO | Accommodation & Hospitality; Food and Beverage | Tim Stanhope |
| New Zealand | New Zealand | Auckland | Director, CEO | Education & Training; Investment & Business; Not For Profit | Craig Donaldson |
| New Zealand | New Zealand | Auckland | Commercial Director, Director | Academia; Education & Training; Investment & Business | Geoff Whitcher |
| New Zealand | New Zealand | Auckland | CEO and Founder | Healthcare & Social Assistance; ICT; Investment & Business | Ian McCrae |
| New Zealand | New Zealand | Auckland | Director | Media & Creative | Michelle Boag |
| New Zealand | New Zealand | Auckland | Professor of Engineering | Academia | Peter Hunter |
| New Zealand | New Zealand | Auckland | Director | Investment & Business | Ralph Norris |
| New Zealand | New Zealand | Auckland | Chief Executive | ICT; Investment & Business | Rob Ellis |
| New Zealand | New Zealand | Auckland | Director | Food and Beverage; Investment & Business | Tony Falkenstein |
| New Zealand | New Zealand | Auckland | Founding Partner | Legal | Mai Chen |
| New Zealand | New Zealand | Auckland | CEO | Ag, Forestry & Fishing | Sarah Kennedy |
| New Zealand | New Zealand | Auckland | CEO | Investment & Business | Rob Fyfe |
| New Zealand | New Zealand | Auckland | Film Director | Media & Creative | Andrew Adamson |
| New Zealand | New Zealand | Auckland | Founder: Director | Media & Creative | Tim Alpe |
| New Zealand | New Zealand | Auckland | President | Manufacturing | Blair Buckley |
| New Zealand | New Zealand | Auckland | Principal | Government | Fiona Cooper Clarke |
| New Zealand | New Zealand | Auckland | Managing Director: Advisory | Food and Beverage; Investment & Business | Erica Crawford |
| New Zealand | New Zealand | Auckland | Co-Founder | Investment & Business | Theresa Gattung |
| New Zealand | New Zealand | Auckland | Chairman of the Board | Public Policy | Stephen Jacobi |
| New Zealand | New Zealand | Auckland | Head of FX, Trade and | Financial & Insurance | Chris Leuschke |
| New Zealand | New Zealand | Auckland | Independent International | Government; Public Policy | Don McKinnon |
| New Zealand | New Zealand | Auckland | CEO (Acting) | Financial & Insurance | David McLean |
| New Zealand | New Zealand | Auckland | CEO | ICT | Tim Miles |
| New Zealand | New Zealand | Auckland | Independent Director | Investment & Business | Jonny Shipley |
| New Zealand | New Zealand | Auckland | Dr. | Manufacturing; Prof. Sci & Tech | Sean Simpson |
| New Zealand | New Zealand | Auckland | CEO and Founder | Prof. Sci & Tech | Ray Avery |
| New Zealand | New Zealand | Auckland | Professor of Organic and | Academia; Science & Research | Margaret Brimble |
| New Zealand | New Zealand | Auckland | Company Director | Construction & Architecture | Ron Carter |
| New Zealand | New Zealand | Auckland | Medical Director | Academia; Prof. Sci & Tech | Robert (Bob) Elliott |

| | | | | | |
|---------------|---------------|-------------------------|----------------------------------|---|----------------------------|
| New Zealand | New Zealand | Auckland | Professor, Director | Academia | Richard Faulk |
| New Zealand | New Zealand | Auckland | Founder and Owner | Food and Beverage | George Fistonich |
| New Zealand | New Zealand | Auckland | Chief Science Advisor to the PM | Prof. Sci & Tech:Public Policy | Peter Gluckman |
| New Zealand | New Zealand | Auckland | Owner and CEO | Sport & Recreation | Phillip Mills |
| New Zealand | New Zealand | Auckland | Company Director | Investment & Business | Craig Norgate |
| New Zealand | New Zealand | Auckland | Director | Manufacturing | Maurice Prendergast |
| New Zealand | New Zealand | Auckland | Director | Investment & Business | Geoff Ross |
| New Zealand | New Zealand | Auckland | Distinguished Professor | Academia | Anne Salmond |
| New Zealand | New Zealand | Auckland | Neuroscientist | Prof. Sci & Tech | Kerry Spackman |
| New Zealand | New Zealand | Auckland | Founder | Manufacturing | Ken Stevens |
| New Zealand | New Zealand | Auckland | Fashion Designer | Clothing & Fashion | Karen Walker |
| New Zealand | New Zealand | Auckland | Executive Chair, Business | ICT | Greg Cross |
| New Zealand | New Zealand | Auckland | CEO | Healthcare & Social Assistance | Michael Daniell |
| New Zealand | New Zealand | Auckland | CEO, MD | ICT | Chip Dawson |
| New Zealand | New Zealand | Auckland | Chef de Cuisine | Accommodation & Hospitality | Josh Emmett |
| New Zealand | New Zealand | Auckland | Chair | Investment & Business | Andrew Ferrier |
| New Zealand | New Zealand | Auckland | CEO | Advertising, Marketing & PR:Manufacturing | Bill Highet |
| New Zealand | New Zealand | Auckland | Retired | Financial & Insurance | Nick Main |
| New Zealand | New Zealand | Auckland | Chair | Investment & Business | Peter Maire |
| New Zealand | New Zealand | Auckland | Country Chair | Media & Creative | Kevin Malloy |
| New Zealand | New Zealand | Auckland | Retired | Ag, Forestry & Fishing | Peter Menzies |
| New Zealand | New Zealand | Auckland | Managing Director | Investment & Business | Phil Norman |
| New Zealand | New Zealand | Auckland | Founding Director | Food and Beverage:Public Policy | Tony Nowell |
| New Zealand | New Zealand | Auckland | leader | Manufacturing | Malcolm Rands |
| New Zealand | New Zealand | Auckland | Director - Commercialisation | Prof. Sci & Tech | Garry Reynolds |
| New Zealand | New Zealand | Auckland | Retired | Government | Cheryl Sotheran |
| New Zealand | New Zealand | Auckland | Founder & Director | Investment & Business | Aki Von Roy |
| New Zealand | New Zealand | Auckland | CEO | Media & Creative | Nicky Bell |
| New Zealand | New Zealand | Auckland | CEO | Accommodation & Hospitality:Media & Creative | Annabel Langbein |
| New Zealand | New Zealand | Auckland | Worldwide Director of Design | Investment & Business | Richard Dellabarca |
| New Zealand | New Zealand | Auckland | CEO | Media & Creative | Derek Lockwood |
| New Zealand | New Zealand | Auckland | Consultant | Retail | Stefan Preston |
| New Zealand | New Zealand | Auckland | Consulting Chef | Investment & Business | Ian Palliser |
| New Zealand | New Zealand | Auckland | CEO | Accommodation & Hospitality:Media & Creative | Robert Oliver |
| New Zealand | New Zealand | Auckland | Creative Director and co-owner | Investment & Business | Andrew (Andy) Hamilton |
| New Zealand | New Zealand | Auckland | Founder & Managing Director | Arts & Entertainment | William McKegg |
| New Zealand | New Zealand | Auckland | CEO | Investment & Business | Wayne Tollemache |
| New Zealand | New Zealand | Auckland | President and CEO - | ICT:Investment & Business | Miles Valentine |
| New Zealand | New Zealand | Auckland | Executive Director | Retail | Ron J Halls |
| New Zealand | New Zealand | Auckland | Director, Laboratory for Animato | Investment & Business;Not For Profit | Mike Hearn |
| New Zealand | New Zealand | Auckland | Co-Founder and Managing | ICT:Media & Creative | Mark Sagar |
| New Zealand | New Zealand | Auckland | Founder & Executive Chairman | Prof. Sci & Tech | Doug Cleverly |
| New Zealand | New Zealand | Auckland | Owner and Partner | Manufacturing | Jeremy Moon |
| New Zealand | New Zealand | Auckland | Principal | Public Policy | Sam (Samuelu) Sefuiva |
| New Zealand | New Zealand | Auckland | Chairman | Investment & Business | Al Monro |
| New Zealand | New Zealand | Auckland | Chairman | Financial & Insurance | David Mace |
| New Zealand | New Zealand | Auckland | CFO | ICT | Jan Zawadzki |
| New Zealand | New Zealand | Auckland 0610 | Managing Director | Financial & Insurance | Suzanne (Sue) Tindal |
| New Zealand | New Zealand | Auckland 0622 | Director | Manufacturing:Prof. Sci & Tech | Graeme Douglas |
| New Zealand | New Zealand | Auckland 1010 | Partner | Investment & Business;Not For Profit:Retail | Stephen Tindall |
| New Zealand | New Zealand | Auckland 1010 | Principal | Legal | John Hackett |
| New Zealand | New Zealand | Bay of Islands | Professor and Co-founder | Legal | Royal Reed |
| New Zealand | New Zealand | Blenheim | Director | Utilities | Mike Pratt |
| New Zealand | New Zealand | Blenheim 7301 | Managing Director | Academia | Di McCarthy |
| New Zealand | New Zealand | Canterbury & West Coast | Chairman/Director | Food and Beverage | Jane Hunter |
| New Zealand | New Zealand | Christchurch | Advisory Board Member | Investment & Business | Mark Bowman |
| New Zealand | New Zealand | Christchurch | Director | Media & Creative | Derek Small |
| New Zealand | New Zealand | Christchurch | Founding Director | Prof. Sci & Tech | Mark Billinghurst |
| New Zealand | New Zealand | Christchurch | Managing Director | Clothing & Fashion | Peri Drysdale |
| New Zealand | New Zealand | Christchurch | Chair | Ag, Forestry & Fishing | John Barr |
| New Zealand | New Zealand | Christchurch | Co-founder | Investment & Business | Philip Burdon |
| New Zealand | New Zealand | Christchurch | CEO | Manufacturing | Glenn Martin |
| New Zealand | New Zealand | Christchurch | Associate Lecturer and Assistant | Prof. Sci & Tech | Stuart McKenzie |
| New Zealand | New Zealand | Christchurch | Partner | Academia:Ag, Forestry & Fishing:Investment & Business | Tipene O'Regan |
| New Zealand | New Zealand | Christchurch | President | Legal | George Forbes |
| New Zealand | New Zealand | Dunedin | Former MD | Financial & Insurance | Bovan Killick |
| New Zealand | New Zealand | Dunedin | Executive Director | Media & Creative | Michael Stedman |
| New Zealand | New Zealand | Gisborne | CFO | Media & Creative | Ian Taylor |
| New Zealand | New Zealand | Hamilton | CEO and Chairman | Investment & Business;Utilities | Aaron Snodgrass |
| New Zealand | New Zealand | Hamilton | Opera Singer | Manufacturing | William (Blair) Gallagher |
| New Zealand | New Zealand | Hamilton | Professor | Education & Training:Arts & Entertainment | Melvina Major |
| New Zealand | New Zealand | Havelock North | Owner/Founder | Academia | Ian Witten |
| New Zealand | New Zealand | Havelock North | Founder | Investment & Business | John Stace |
| New Zealand | New Zealand | Hawkes Bay | Founder & CEO | Media & Creative | Hal Josephson |
| New Zealand | New Zealand | Kaikoura | Chair | ICT | Rod Drury |
| New Zealand | New Zealand | Mt Maunganui | Professional Director | Arts & Recreation:Investment & Business | Wally Stone |
| New Zealand | New Zealand | New Plymouth | Director | Investment & Business | Jon Mayson |
| New Zealand | New Zealand | Pictou | Director | Arts & Entertainment | Simon Rees |
| New Zealand | New Zealand | Queenstown | Co-Founder | Investment & Business | Nick Gerritsen |
| New Zealand | New Zealand | Queenstown | Chair | Investment & Business | Geraldine McBride |
| New Zealand | New Zealand | Rangiora | Founder & CEO | Investment & Business | Eion Edgar |
| New Zealand | New Zealand | Richmond | Emeritus Professor | Investment & Business;Not For Profit | Jonathn (Jonny) Hendrikson |
| New Zealand | New Zealand | Tauranga | Chancellor | Education & Training | Sam Morgan |
| New Zealand | New Zealand | Te Kuiti | CEO | Education & Training:Public Policy | Barry Vercoe |
| New Zealand | New Zealand | Wanaka | CEO | Education & Training:Public Policy | James (Jim) Bolger |
| New Zealand | New Zealand | Wellington | Partner, APAC Digital Lead | ICT | Scott Gilmour |
| New Zealand | New Zealand | Wellington | Co-Founder & Co-Director | Investment & Business | Phil Neal |
| New Zealand | New Zealand | Wellington | CEO | Media & Creative | Richard Suhr |
| New Zealand | New Zealand | Wellington | CEO | Media & Creative | Richard Taylor |
| New Zealand | New Zealand | Wellington | CEO | Media & Creative | Peter (Biggsy) Biggs |
| New Zealand | New Zealand | Wellington | Media Strategist | Investment & Business | Steven Carden |
| New Zealand | New Zealand | Wellington | Founder & Director | Media & Creative | Paul Feenstra |
| New Zealand | New Zealand | Wellington | Exec Chair | ICT | Alison Holt |
| New Zealand | New Zealand | Wellington | Fmr Chief Procurement Officer | Investment & Business | Neville Jordan |
| New Zealand | New Zealand | Wellington | Company Director | Mining:Utilities | Leo Lonergan |
| New Zealand | New Zealand | Wellington | CEO | ICT:Investment & Business | Wayne Norrie |
| New Zealand | New Zealand | Wellington | Company Director, Trustee, | Investment & Business | Phil O'Reilly |
| New Zealand | New Zealand | Wellington | Advisory Board member, Patron | Government:Tourism | Kerry Prendergast |
| New Zealand | New Zealand | Wellington | Managing Director | Investment & Business | Lorraine Witten |
| New Zealand | New Zealand | Wellington | Chairman | Investment & Business | Rob Cameron |
| New Zealand | New Zealand | Wellington | CEO | ICT | Melissa Clark-Reynolds |
| New Zealand | New Zealand | Wellington | Chief Executive | Media & Creative | Dave Gibson |
| North America | Canada | Montreal | Co-Founder and Managing | Investment & Business | Kevin Little |
| North America | Canada | Toronto, Ontario | VP Advancement and External | Education & Training:Food and Beverage | Alistar R. Mathieson |
| North America | Canada | Vancouver | ex-President & CEO | Investment & Business | Bruce Altken |
| North America | Canada | Vancouver | Chairman | ICT | Hugh Richardson |
| North America | New Zealand | Wanaka | Conservation Program | ICT:Investment & Business | Craig Elliott |
| North America | Seychelles | Victoria | Founder and Former CEO | ICT | Brian Peace |
| North America | United States | | EVP and Managing Director, | ICT | Sam Barclay |
| North America | United States | Boston | VP | Healthcare & Social Assistance | Scott Mackle |
| North America | United States | Boston | Chair | ICT | Michl Davies |
| North America | United States | Boston | Healthcare Consultant | Healthcare & Social Assistance | Craig White |
| North America | United States | California | Special Counsel | Investment & Business:Legal | Frederik J (Fred) Dorey |
| North America | United States | Cambridge | Associate Professor of | Academia | Karen Willcox |
| North America | United States | Chicago | Aeronautics and Astronautics, | | |
| North America | United States | Chicago | SVP | Media & Creative | Richard McDonald |
| North America | United States | Chicago | Director | Academia | Ian Foster |
| North America | United States | Cleveland, OH | President,CEO and Chairman | Financial & Insurance | Glenn Benwick |
| North America | United States | Detroit | Former CFO | Investment & Business | Chris Liddell |
| North America | United States | Florida | Business Coach & Consultant | Education & Training | Deborah Mazzaferro |
| North America | United States | Greater Denver Area | Regional Director - North | Media & Creative | Claudia Batten |
| North America | United States | La Jolla, CA | Vice President | Financial & Insurance | Raymond Webb |
| North America | United States | Los Angeles | President & Chief Marketing | Advertising, Marketing & PR | Horns Day |
| North America | United States | Los Angeles | Partner | Investment & Business | Peter Bryant |
| North America | United States | Los Angeles | Stylist/Costume Designer | Arts & Entertainment:Clothing & Fashion | Emma Trask |
| North America | United States | Manhattan Beach, CA | Emerging business manager | ICT | Myles Sutherland |
| North America | United States | Maryland | Vice President, Director, | Manufacturing | Bruce Farr |
| North America | United States | Maryland | Chairman & Managing Director | ICT | Neil Campbell |
| North America | United States | Mountain View | Director of Medical Research | Healthcare & Social Assistance | Catherine Mohr |
| North America | United States | New York | Chairman | Advertising, Marketing & PR | Brian Sweeney |
| North America | United States | New York | Engineering Director | ICT | Craig Nevill-Manning |
| North America | United States | New York | Professor | Healthcare & Social Assistance | Murray Brennan |
| North America | United States | New York | CEO | Media & Creative | Kevin Roberts |
| North America | United States | New York | Partner | Prof. Sci & Tech | Tim Cameron |
| North America | United States | New York | Senior VP/General Manager | Food and Beverage | Shane Grant |
| North America | United States | New York | Co-Founder and CEO | Investment & Business:Media & Creative | Derek Handley |
| North America | United States | New York | CEO & Co-Founder | ICT | Guy Horrocks |

| | | | | | |
|----------------|-----------------------|-----------------------------|--|---|------------------------------|
| North America | United States | New York | Executive | ICT | Jonty Kelt |
| North America | United States | New York | Chief Revenue Officer | ICT | Grant Kreft |
| North America | United States | New York | President and CEO | Media & Creative | Ronnie Peters |
| North America | United States | New York | President | Financial & Insurance | Ian Phillips |
| North America | United States | New York | Managing Director, also Adjunct | Financial & Insurance | Peter Rajsingh |
| North America | United States | New York | Administrator | Investment & Business: Arts & Entertainment | Giarna Te Kanawa |
| North America | United States | New York | Founder | Investment & Business | Julian Robertson |
| North America | United States | New York | Owner | Arts & Entertainment | Max Gimblett |
| North America | United States | New York | Partner | Retail | Robin Lewis |
| North America | United States | New York | New Zealand Ambassador and Permanent Representative to | Public Policy | Jim McLay |
| North America | United States | New York | Co-Founder | Food and Beverage | Kirsten Nevill-Manning |
| North America | United States | New York | Director | Sport & Recreation | Sarah Robb O'Hagan |
| North America | United States | New York | Director | Financial & Insurance: Investment & Business | Michael Carr-Smith |
| North America | United States | New York | Director of International Tax | Prof. Sci & Tech | Craig Hillier |
| North America | United States | New York | VP Primary Care | Healthcare & Social Assistance | Kirsty Graham |
| North America | United States | New York | CEO | Investment & Business: Legal | Adrian van Schlie |
| North America | United States | New York | Managing Director | Investment & Business | Bridget Coates |
| North America | United States | New York | Director | Accommodation & Hospitality | Arithony Hoy Fong |
| North America | United States | New York | Co-Founder / Director | Investment & Business | Hamish Forsyth |
| North America | United States | New York | VP Worldwide Software Business | ICT | Mark Register |
| North America | United States | New York | VP / Head of CMO Agency | Advertising, Marketing & PR | Sam Cheow |
| North America | United States | Palo Alto | Co-founder & CEO | Prof. Sci & Tech | Elizabeth Iorns |
| North America | United States | Piedmont | Principal | Investment & Business | Poojltha (Pooj) Preena |
| North America | United States | Redwood City, San Francisco | CEO | Admin & Support: Human Resources | Ben Anderson |
| North America | United States | Reston, VA | CEO | ICT | Michael Boustridge |
| North America | United States | San Diego | Former Co-Founder, Vice-President and Lead Product | Prof. Sci & Tech | Jilly Evans |
| North America | United States | San Francisco | General Manager - Global B2B | Manufacturing | Claire Eeles |
| North America | United States | San Francisco | CEO and Co-Founder | Other | Priv Bradoo |
| North America | United States | San Francisco | Chairman | Investment & Business | Linda Jenkinson |
| North America | United States | San Francisco | Vice President | Prof. Sci & Tech | Peter Bedbrook |
| North America | United States | San Francisco | Vice President | ICT | Vaughan Smith |
| North America | United States | San Francisco | Manager, Sales Infrastructure, Trans Publisher Relations | Prof. Sci & Tech: Govt & Non-Govt Organisations | Scott Riddle |
| North America | United States | San Francisco | Director San Francisco | Investment & Business | Catherine Robinson |
| North America | United States | San Francisco | Corporate Counsel | Legal | Fleur Knowsley |
| North America | United States | San Francisco area | Principal Executive Officer and | Investment & Business | David Teece |
| North America | United States | San Francisco area | CEO | ICT | Victoria Ransom |
| North America | United States | San Francisco area | Co-Founder & CEO | Investment & Business | Andrew Legge |
| North America | United States | San Francisco area | President | Utilities | Alan Nunns |
| North America | United States | Santa Monica | Television Producer & Presenter | Media & Creative | Phil Keoghan |
| North America | United States | Seattle | Chief Technology Officer | ICT | Richard Mander |
| North America | United States | Washington DC | Barrister | ICT | Peter Duggate Thrusch |
| North America | United States | Washington DC | Founder | Media & Creative | Dale Nirvani Pfeifer |
| North America | United States | Washington DC | President & CEO | Investment & Business | Peter S. Watson |
| North America | United States | Washington DC | Principal | Investment & Business | Richard Selline |
| North America | United States | Washington DC | Artist-in-Residence | Arts & Entertainment | Peter Waddell |
| North America | United States | Westport | Global Art Advisor and Curator | Media & Creative | Helen Killick Daring |
| North America | United States | Westport | Head of FX, Rates and Credit Distribution | Financial & Insurance | Paul Richards |
| South America | Brazil | Sao Paulo | Director | Agriculture, Forestry, Fishing & Mining, Food & Beverage | Craig Bell |
| South America | Saint Vincent and the | St Vincent | | | Kelly Glass |
| South America | New Zealand | Manchester | Professor, Co-Founder | Academia | Garth Cooper |
| United Kingdom | United Kingdom | Berkshire | Founder | Government | Charles Ward |
| United Kingdom | United Kingdom | Cambridge | Head of Transaction Support | ICT | Elizabeth Hill |
| United Kingdom | United Kingdom | East Sussex | Singer, coach and teacher | Education & Training: Arts & Entertainment | Kiri Te Kanawa |
| United Kingdom | United Kingdom | East Sussex | Chairman | Media & Creative | John Gallagher |
| United Kingdom | United Kingdom | Kent | Director | Investment & Business | Stephen (Steve) Bellamy |
| United Kingdom | United Kingdom | London | Director | Investment & Business | Anton Oliver |
| United Kingdom | United Kingdom | London | non executive director | Media & Creative | Brent Hansen |
| United Kingdom | United Kingdom | London | Independent Director and | Investment & Business | Eric Tracey |
| United Kingdom | United Kingdom | London | Chair | Government | Malcolm Grant |
| United Kingdom | United Kingdom | London | Global COO | Investment & Business | Emma Loisel |
| United Kingdom | United Kingdom | London | Global CEO | Investment & Business | Katherine Corich |
| United Kingdom | United Kingdom | London | Director | ICT | Josh Gilbertson |
| United Kingdom | United Kingdom | London | Retired Vice Chancellor | Academia | Graeme Davies |
| United Kingdom | United Kingdom | London | Co-owner, The Providers and Tapa Room, London Co-owner, | Accommodation & Hospitality | Peter Gordon |
| United Kingdom | United Kingdom | London | CEO | Education & Training: Investment & Business: Not For Profit | John Hood |
| United Kingdom | United Kingdom | London | Senior Policy Manager | Financial & Insurance: Investment & Business | Nigel Jollands |
| United Kingdom | United Kingdom | London | Chief Executive | Media & Creative | Tom Mockridge |
| United Kingdom | United Kingdom | London | Founder & Chairman | Investment & Business | Elmar Toime |
| United Kingdom | United Kingdom | London | Director, Facebook Creative | Media & Creative | Mark D'Arcy |
| United Kingdom | United Kingdom | London | Trustee | Public Policy | Dame Judith Mayhew Jonas DBE |
| United Kingdom | United Kingdom | London | Ex-MD | Investment & Business | Bernard Cazenove |
| United Kingdom | United Kingdom | London | Company Director | Investment & Business | Richard Excell |
| United Kingdom | United Kingdom | London | Chairman | Investment & Business | Judith Hanratty |
| United Kingdom | United Kingdom | London | Board Chairman | Investment & Business | Richard Keyse |
| United Kingdom | United Kingdom | London | Director General | Investment & Business | Simon Walker |
| United Kingdom | United Kingdom | London | Owner | Accommodation & Hospitality | Anna Hansen |
| United Kingdom | United Kingdom | London | Founding Partner | Investment & Business | Grant Harrison |
| United Kingdom | United Kingdom | London | Product Development | Media & Creative | Holly Knill |
| United Kingdom | United Kingdom | London | Chief Executive | Investment & Business: Real Estate | Kent Gardner |
| United Kingdom | United Kingdom | London | Director | Prof. Sci & Tech | Peter Gillingswater |
| United Kingdom | United Kingdom | London | Founder | Investment & Business | Richard Boon |
| United Kingdom | United Kingdom | London | Founder & Director | Construction & Architecture | Sam Martin |
| United Kingdom | United Kingdom | London | Non-Executive/Professional | Media & Creative | Neil Berkett |
| United Kingdom | United Kingdom | London | Head of IT and Communications | Info & Communications Technology | Paul Axworthy |
| United Kingdom | United Kingdom | London | Co-Founder & CEO | Retail | Andrew Gerrie |
| United Kingdom | United Kingdom | London | News Presenter/Anchor | Media & Creative | Lucy Hockings |
| United Kingdom | United Kingdom | London | Marketing & Business Development Consultant | Retail | Yvonne Lundon-Marchant |
| United Kingdom | United Kingdom | London | CEO | Financial & Insurance: Investment & Business | Mark Wilson |
| United Kingdom | United Kingdom | London | Managing Director (MD) | Legal | Luke Minford |
| United Kingdom | United Kingdom | London | Member of Parliament | Government | Paul Beresford MP |
| United Kingdom | United Kingdom | London | Senior Social Media Manager | Media & Creative | Tea Ivyford |
| United Kingdom | United Kingdom | London | Principal | Investment & Business | David Grose |
| United Kingdom | United Kingdom | London | Manager | Investment & Business | Robert Genieser |
| United Kingdom | United Kingdom | London | Senior Manager | Food and Beverage | Jacqui Macalister |
| United Kingdom | United Kingdom | London | Co-Founder / Managing Director | Investment & Business | Robyn Scott |
| United Kingdom | United Kingdom | London | Group Chief Executive | Financial & Insurance: Investment & Business | Ross McEwan |
| United Kingdom | United Kingdom | London | Director | Investment & Business | Geert Van der Elst |
| United Kingdom | United Kingdom | London | Senior Research Scientist | Academia: Prof. Sci & Tech | Shane Legg |
| United Kingdom | United Kingdom | London | Managing Director | ICT: Media & Creative | Mark Hadley |
| United Kingdom | United Kingdom | London | Honorary Consultant | Healthcare & Social Assistance | John Hawk |
| United Kingdom | United Kingdom | London | Dermatologist and recent Head | | |
| United Kingdom | United Kingdom | London | Founder & CEO | Not For Profit | Molly Beddingfield |
| United Kingdom | United Kingdom | London | Director | Investment & Business | Ben Fisher |
| United Kingdom | United Kingdom | London | CEO | Investment & Business | Edward (Ed) Hanson |
| United Kingdom | United Kingdom | Slough | Managing Director | ICT | Crosbie Burns |
| United Kingdom | United Kingdom | Suffolk | President | Media & Creative | Diana Rowland |
| United Kingdom | United Kingdom | Suffolk | Chairman (retired) | Investment & Business | David Rowland |
| United Kingdom | United Kingdom | Surrey | Chairman | ICT | John Buchanan |
| United Kingdom | United States | New York | Trader | Financial & Insurance | Greg Knight |

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Appendix 4 - Kea Events Calendar 2015

| Month | Event Name | Location | Date | Contact | Notes |
|-----------------|---|----------------------|---|--------------------------------|---|
| January | | | | | |
| | WCNZ Events planning day | | 10 Jan | | Plan in conjunction with NZ Inc to obtain objectives for summits – align with trade missions etc |
| | Kea/Immigration NZ event with Associate Minister of Immigration Hon. Craig Foss | Shanghai | 28 Jan | Gillian Moore, Hon. Craig Foss | |
| February | Waitangi Day | Shanghai | Feb 6 | Gillian Moore | |
| | WCNZ and Chamber of Commerce Event | Singapore | Feb 6 | Chamber of Commerce | Andy Hamilton WCNZer is the key note speaker |
| | WCNZ Wellington Event | Wellington | Feb 19 | | Massive Theatre Company Event |
| | Cricket World Cup | | February | NZTE/MBIE/MFAT | High level meetings, events and VIP invites around the games. Full list of all the Cricket World Cup fixtures via the NZTE website: https://www.nzte.govt.nz/en/events/icc-cricket-world-cup-2015/ |
| March | Inspire London | NZ House, London | 10 March | Tania/WCNZ/Kea | Women in London |
| | NZ CFO Summit | Sky City | 11 March | Conferenz | Not a Kea/WCNZ Event but many WCNZ will be in attendance |
| | Kea Business Breakfast with the new Consul General NZ | Shanghai | 19 March | Gillian Moore | Details TBC |
| | New Zealand International Business Awards | Sky City Auckland. | 25 March | Kerry Greene, NZTE | |
| April | Cracking the Gumnut 1 st of three Events | Wellington | 1 April | ANZ/BDO/Kea | Doing Business in Australia Forum |
| | NZ Companies visit Shanghai | NZ Central, Shanghai | 7 April | AJ Park/Kea | TBC |
| | InterNZ | San Francisco | 14 April | AUT/KLP | Connecting US business with Kiwi Interns from AUT |
| | Wellington Story Event | Melbourne | 16 April | Adelle Kenny, Grow Wellington | |
| | NZ Job Fair | Melbourne | 17 th 18 th April | Immigration NZ/MBIE | |
| | Kea Business Breakfast with Fonterra CEO, Johan Priem | Shanghai | 19 April | Gillian Moore. Fonterra | |
| | Anzac Inspire X - Perth | Perth | 23 rd April | Nick Teulon | Chris Ellison - tbc |
| May | Cebit Tech Show | Sydney | 3-5 th May | Grow Wellington/Kea | Richard McLean |

| | | | | | |
|------------------|---|---------------------------------------|-------------------|--|--|
| | Cracking the Gumnut 2 nd of 3 Events | Wellington | 6 May | Kea/BDO/ANZ | Doing Business in Australia Forum |
| | Inspire San Francisco | Kiwi Landing Pad/Google | 6 May | Kea/KLP /Cam Calkoen | |
| | Anzac Games | Instanbul, Turkey | TBC | | Assisting NZ Inc where requested |
| | SIAL China | Shanghai International Expo Centre | 6 - 8 | | Set up meetings & events around this Fair |
| | Inspire London | Robert Walters Boardroom | 19 May | Kea/Robert Walters | |
| | World Fair, Expo 2015 | Milan, Italy | 1 May - 31 Oct | NZTE/MBIE/MFAT | Set up meetings & events around this Fair |
| | FIFA U20 World Cup Opens | | Sat 30 | NZTE/MBIE/MFAT | High level meetings, events and VIP invites around the games with a business focus |
| June | Cracking the Gumnut 3rd of 3 Events | Wellington | 6 May | Kea/BDO/ANZ | Doing Business in Australia Forum |
| | Final of FIFA U20 world Cup | | June 20 | NZTE/MBIE/MFAT | High level meetings, events and VIP invites around the games with a focus on Doing business in UK/UAE |
| | From Africa to Aotearoa – Kiwi DNA Gala | High Commission, London | June 17 | Massey Uni/Royal Society/National Geographic | |
| | Inspire Auckland | AUT | Mon 29 Jun | Kea/AUT | |
| | Inspire Wellington | Te Papa | Tues 30 Jun | Kea/WCC/Grow Wellington | |
| July | Inspire Canterbury | Wigram Airforce | Weds July 1 | Kea/CECC | |
| | WCNZ Awards | Viaduct Events Centre | Thurs July 2 | Kea/Sponsors | |
| August | Doing Business in China | | TBC | ANZ/ BDO | |
| | Kea Connect Event | | TBC | | Around 100 businesses and numerous investors attend this conference |
| September | Inspire UK | | TBC | | |
| | Rugby World Cup | | Sep - Oct | NZTE/MBIE/MFAT | High level meetings, events and VIP invites around the games |
| | ICE Angels' 5th Annual New Zealand Angel Investment Showcase | | Thurs 24 | | |
| | Inspire New York | | TBC | | |
| | Inspire Dubai | | TBC | | |
| | Inspire Kuala Lumpur | | TBC | | Work with Immigration MFAT/NZ Inc |
| October | Doing Business in China | | | | |
| November | | | | | |
| December | | | | | |

Other external NZ events to be aware of:

Delliotte Fast 50 - Delloite

NZ innovators Awards - NZIC

Westpac Business Excellence Awards (18 regional events around the country)

EY Entrepreneur of the year
Blake Leadership Awards
AUT Business Excellence Awards
Kiwibank New Zealander of the year Awards
The Flying Kiwi Award for the HiTech Hall of Fame
Westpac Women on Influence Awards
Wellington Gold Awards
Aotearoa NZ Maori Business Leaders Awards
AMCHam- DHL Express Success and Innovation Awards Dinner
Pacific Leadership Awards
Champion Canterbury Business Awards
NZI Sustainable Business Network Awards
NZ Business Excellence Awards - NZBE

International Events to be aware of

Hong Kong Ball
Singapore Ball
Global Chamber of Commerce Events
SIAL China
World Fair - Milan

Media Report

Jan - Mar 2015

| Source | Progress | Date |
|--------------------------|--|-----------------|
| Good | Kea mention on Bridget Coates article | 1 April 2015 |
| Idealog | Kea and WCNZ mention in article featuring Ray Avery | 1 April 2015 |
| Daily Post | Kea and WCNZ story with Richard McLean | 26 March 2015 |
| Southland times | Kea mention in Tim Shadbolt article | 21 March 2015 |
| National Business Review | Royal Reed appointment to board` | 20 March 2015 |
| NZ Exporter | WCNZ Story | 1 March 2015 |
| Maori TV | Richard and Ngapera on Ata Mārie - Waitangi 2015 special | 6 February 2015 |
| Idealog | Are we rockstars? - Comments from Phil Veal | 1 February 2015 |
| Radio NZ | Ronnie Peters on The Expats feature | 30 January 2015 |
| NZ Herald | Kea mention in article featuring Penelope Barr | 14 January 2015 |
| NZ Herald | Kea mention in article featuring Terry Wright | 13 January 2015 |
| NZ Herald | Kea mention in Craig Nevill-Manning article | 13 January 2015 |
| NZ Herald | Kea mention in Shane Legg article | 10 January 2015 |
| Herald on Sunday | Kiwis taking on the world and winning - WCNZ piece | 4 January 2015 |

Appendix 6 - WCNZ Connections Jan-March 2015

| Project Type | Project Name | Primary Connection Purpose | Who did we connect? | What was the connection outcome? |
|---------------------------|--|---|---|--|
| Recruitment/Talent Search | The Talent Centre NZTE Recruitment | 1.0 Seeking In-Market Knowledge/Advice | Connected with Kea community and Kea alumni | The Talent Centre received good response from Kea WeChat posts. |
| Event or speaker | Minister Foss Shanghai Event | 2.0 Support Govt/NZ Inc. Initiative/Project | Kea business community | Indirect contacts |
| Connection Service | CONNECTION REQUEST Investment partner for thermal storage solution in Solar power industry | 1.2 Seeking Partners | | Despite several attempts to contact Kerry he did not respond |
| Connection Service | Food manufacturing contacts for ingredient supplier, Taranaki Bio Extracts | 1.0 Seeking In-Market Knowledge/Advice | Carole Wright, Maria Hellyer | NZTE did a massive chunk of research for Taranaki which found that there were no real opportunities for beef or bone stock in the UK because of the food fraud scandal (Horsegate) which now means that food manufacturers are largely sourcing composite products from the UK |
| Connection Service | Briefing on Australian market/distribution for Organic juices | 1.0 Seeking In-Market Knowledge/Advice | Matt Clarke, former Australian Country Manager of Phoenix Organic Juices. | Connected to Matt Clarke, outcome not yet disclosed |
| Other | MBIE Science and Innovation Cohort | 2.0 Support Govt/NZ Inc. Initiative/Project | | Work in progress - meeting with Callaghan Innovation, MBIE to discuss further |
| Connection Service | CONNECTION REQUEST: Wine Grenade | 1.0 Seeking In-Market Knowledge/Advice | Initial thoughts are to connect him with Andrea McBride, Erica Crawford and David Strada | WCNZers was impressed with the product. In addition to using the product for her own vineyards, when the company has the prototype ready she will potentially introduce them to one of the World Largest wine distributors Diageo. |
| Connection Service | Assisting Massive Theatre Co to raise profile with WCNZers | 2.1 Promote NZ/NZ Story; 3.0 Member connect | Dave Gibson Hal Josephson Melissa Clark-Reynolds Lorraine Witten Kerry Prendergast Phil O'Reilly Wayne Norrie Leo Loneragan Neville Jordan Alison Holt | Fantastic engagement for WCNZ to showcase Massive Theatre Company |
| Connection Service | CONNECTION REQUEST: Seismic Engineering Introductions | 1.0 Seeking In-Market Knowledge/Advice | | I reached out to Luca several times to offer assistance but he did not respond |
| Event or speaker | CONNECTION REQUEST: Introduction to World Class NZ members based in Asia | 6.4 Seeking Event Speakers | Connected Martin to Stephen Dee in the first instance | Stephen Dee connected Martin to several WCNZers in Singapore who could be of assistance |
| Connection Service | Economics school textbooks + online courses | 1.0 Seeking In-Market Knowledge/Advice | | Work in progress |
| Connection Service | Wine Sector expertise in US, preferably West Coast | 1.2 Seeking Partners | Searched network, suggested several names to NZTE | We suggested Erica Crawford, co founder of Kim Crawford Wines, and passed them onto NZTE |
| Connection Service | Dunninghams - looking for distributors in Asia | 1.1 Seeking Distributors | We asked advice from a number of people in Bangkok (no WCNZers). Passed on a low level connection made by John Whitelaw with a consultancy business in Thailand. | Outcome not disclosed |
| Connection Service | CONNECT: Ged Casey to Deb Mazzaferro | 1.0 Seeking In-Market Knowledge/Advice | Ged Casey and WCNZer Deb Mazzaferro | Outcome not disclosed |
| Connection Service | The Markers Project | 2.1 Promote NZ/NZ Story | | Work in progress |
| Connection Service | CONNECTION REQUEST: Finding furniture manufacturers in China | 1.2 Seeking Partners | Connected Tamzyn with Amelia and Kim Redmond in Los Angeles and with Fay Drummond in Guangzhou | Tamzyn received excellent in-market advice from the connection service contacts. After hearing how committed she needed to be to build the relationships with potential manufacturers in China, she is now considering selling the business to someone who can drive the business to take it global. |
| Connection Service | Assist Coherent Solutions with connections in China | 1.0 Seeking In-Market Knowledge/Advice; 1.3 Seeking Customer Contacts | | Work in progress |
| Connection Service | CONNECT Rob Hamill/ KiwiConnect Australia | 1.2 Seeking Partners | Rob Hamill with KiwiConnect Members in Sydney and the NZ Victoria Business Group in Melbourne | Through Kiwi Connect, Rob was able to screen and promote his movie Int Sydney and Canberra |
| Connection Service | New Website Request From Misti Melville | 1.0 Seeking In-Market Knowledge/Advice | | Work in progress |
| Event or speaker | Assisting NZTE/MFAT with Anzac Day Conference in NYC 2015 | 1.0 Seeking In-Market Knowledge/Advice | We contacted Anne Salmond, Janet Wilson and Evan Roberts, and Chris Pugsley. | We were not able to find anyone for this. |
| Connection Service | Finding keynote speakers on Sustainability | 3.0 Member connect | Alex Williams with WCNZer Priv Bradoo and Nick Gerritsen | Outcome not disclosed |
| Connection Service | Seeking Kiwi with manufacturing experience in China | 1.0 Seeking In-Market Knowledge/Advice | | Work in progress |
| Connection Service | ANZ Private Bank speakers 2 | 6.4 Seeking Event Speakers | | Work in progress, have suggested Molly Bedingfield and Roger Sharp |

| | | | | |
|--------------------|--|---|--|---|
| Connection Service | Connection Request: From Charlotte Downes | 1.0 Seeking In-Market Knowledge/Advice | | Work in progress |
| Connection Service | Kiwi chef in Brussels | 1.0 Seeking In-Market Knowledge/Advice | No Kiwi chefs in Brussels in CRM. | No Kiwi chefs found in Brussels. NZ Tourism decided to hold event at the embassy, no further action required. |
| Connection Service | Charity - Head2Head | 6.3 Seeking Sponsors/Sponsorship | | Work in progress |
| Connection Service | Medical services to NZ expats in China | 1.3 Seeking Customer Contacts | | Work in progress |
| Connection Service | The longest journey - Africa to Aotearoa | 2.1 Promote NZ/NZ Story | Irena Smith from Te Karere, UK distributors Yealands and the NZ beer collective. Tania also connected Wendy to the media mafia in UK, along with UK catering services, AV companies and will assist with VIP guest list. | 2 major events happening in London at the High Commission |
| Connection Service | US based wine expert to join Beachheads | 1.4 Seeking Board Members | Nominated 3 - Erica Crawford, Andrea McBride + James Reid | NZTE passed names onto the US NZTE team. |
| Connection Service | Exporting NZ Government IP | 1.3 Seeking Customer Contacts | | Work in progress |
| Connection Service | Claudia Batten to speak at NZVCA Women in PE | 6.4 Seeking Event Speakers | | Work in progress |
| Connection Service | Kiwis who might buy or help sell 'Ka Mate the aka the legend' documentary | 1.3 Seeking Customer Contacts | | Work in progress |
| Connection Service | Promote NZ anthology feature film 'Encounters' | 1.3 Seeking Customer Contacts | | Work in progress |
| Connection Service | Connection Request: Looking for mentors, board member and capital | 1.4 Seeking Board Members | | Seeker did not proceed. |
| Connection Service | Assisting Career Engagement Group/Fuel50 with senior HR connections | 1.0 Seeking In-Market Knowledge/Advice; 1.3 Seeking Customer Contacts; 1.5 Seeking Info | | Work in progress |
| Connection Service | New Website Request From Nathan Mitchell | 1.0 Seeking In-Market Knowledge/Advice | | Work in progress |
| Connection Service | Connection Request: CriqHQ seeking capital | 1.7 Seeking Capital/Investment | | Work in progress |
| Connection Service | Assisting Akina with getting Wellington based WCNZers to attend launch event | 1.6 Seeking mentor; 1.7 Seeking Capital/Investment; 2.0 Support Govt/NZ Inc. Initiative/Project | List attached | Members were pleased to know about the event, though I'm not sure how many were able to attend - very few, I think. |
| Connection Service | Assisting ANZ with guests for event in Singapore 150319 | 8.0 Connect with Members/Prospects | See below | Work in progress |
| Connection Service | Sustainable Wine Supplier | 3.0 Member connect | James Irwin of Acre with Tulp Hambleton of Sustainable Wines UK | Acre Recruitment connected with NZ owned Sustainable Wines UK to discuss supply of wine at events, as Acre specialise in recruitment in sustainability. |
| Other | SD meetings in Melbourne April 2015 | 8.0 Connect with Members/Prospects; 8.2 Promote Kea/World Class NZ | Not relevant | Work in progress |
| Connection Service | Connection Request: Looking looking to establish a medical services business in the diagnostic area in Jakarta | 1.2 Seeking Partners | Jamie Richards in Jakarta with Dr Andrew Wong | Not disclosed |
| Connection Service | Connection Request: Seeking COO for Magic Memories | 6.0 Seeking Talent | Helen During with Stefan Preston | Outcome not disclosed |
| Connection Service | Helping William McKegg with investment-related connections | 1.0 Seeking In-Market Knowledge/Advice; 1.7 Seeking Capital/Investment; 3.0 Member connect | Phil Veal, Rob Cameron | Work in progress |
| Connection Service | Seeking Fisheries Contacts in Norway, for wet weather gear distribution | 1.0 Seeking In-Market Knowledge/Advice | | Work in progress |
| Connection Service | Youmans Capsule | 1.1 Seeking Distributors | | Work in progress |
| Event or speaker | Seeking speakers for The Project | 6.4 Seeking Event Speakers | Scott Mackie, Helen During, Deb Mazzaferro, et al | Posted this in the WCNZ Bulletin, with responses from WCNZers Scott Mackie, Helen During, Deb Mazzaferro and NY-based WCNZ members |
| Connection Service | Introduce to Grant Jenkins ATEED | 3.0 Member connect | Robin Hopkins with Grant Jenkins | ANZ and ATEED to meet and discuss each others objectives in the UK marketplace and to learn more about each others endeavours. |
| Event or speaker | Helping Kiwinet identify prospective keynote speakers for their Awards event 150617 | 3.0 Member connect | | Work in progress |
| Event or speaker | Kea/WCNZ WREDA event - Melbourne 150416 | 2.1 Promote NZ/NZ Story | | We hosted a full event of 80 executives in Melbourne with 6 WCNZers in attendance. |
| Connection Service | Connection Request: Seeking Advisory Board member, distributors, in-market advice | 1.0 Seeking In-Market Knowledge/Advice | Shane Grant VP Coca-cola, Julie Suckling from Love that Product, and Justin Frizzell from Drinks Connect | Outcomes not yet disclosed but still a work in progress |
| Connection Service | Connection Request: CUPPACOFFEECUP | 1.0 Seeking In-Market Knowledge/Advice | | Work in progress |
| Connection Service | Connection Request: Curtain Magic Mould Remover | 1.3 Seeking Customer Contacts | | Work in progress |
| Connection Service | Connection Request: Sanitarium | 1.0 Seeking In-Market Knowledge/Advice | | Work in progress |
| Connection Service | Connection Request: ExportNZ | 1.0 Seeking In-Market Knowledge/Advice | | Work in progress |

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|--|--|---|--|--|
| Connection Service | Connection Request: Kura Nutrition | 1.0 Seeking In-Market Knowledge/Advice | Gemma Ross with Jeff Spear | Connected Kura with Jeffrey Spear CEO and Founder of Spear Studios. Outcome not disclosed |
| Connection Service | Connection Request: Hustle & Bustle | 6.0 Seeking Talent | Gemma Ross to Jeffrey Spear | Connected H&B to Jeffrey Spear in NYC who is well connected in this industry |
| Connection Service | Connection Request: Connecting with Mobile & International SaaS companies | 1.0 Seeking In-Market Knowledge/Advice | | Work in progress |
| Connection Service | Len Lye | 1.0 Seeking In-Market Knowledge/Advice | | Work in progress |
| Event or speaker | Keynote speaker for Wellington 'Cracking the Gumnut' | 6.4 Seeking Event Speakers | Peter Biggs | Biggs agreed to be Keynote Speaker |
| Connection Service | Introduce Johnny Weiss to Peter Biggs | 1.2 Seeking Partners | Peter Biggs + Johnny Weiss | Outcome not yet disclosed |
| Event or speaker | Callaghan/Grow Wellington event Washington DC June 16 2015 | 2.0 Support Govt/NZ Inc. Initiative/Project | | Work in progress |
| Connection Service | Connection Request: Simon Garrett requests to connect with Matthew Bennett (Segel) | 1.0 Seeking In-Market Knowledge/Advice | Simon Garrett to Matthew Bennett | Simon met for an interview with Matthew re: finding a job in New Zealand |
| Connection Service | Connection Request: U.S. Wine Expertise sought for Marlborough Winery | 1.0 Seeking In-Market Knowledge/Advice | | Work in progress |
| Connection Service | Connection Request: Agro-Ecological Investment Management | 1.7 Seeking Capital/Investment | | Work in progress |
| Connection Service | Connection Request: CommonKindness.com | 1.0 Seeking In-Market Knowledge/Advice | | This request is more suited to a bulletin so we will add this to the next WCNZ bulletin. |
| Connection Service | Connection Request: Coast to David Howell | 1.2 Seeking Partners | David Howell NYC designer and Architect & the Owner of Coast Nicola Webster | TBC |
| Connection Service | CONNECT Rob Hamill/ Kiwis in Canberra | 2.1 Promote NZ/NZ Story | Rob Hamill with... Ian Fitzgerald, Chief Human Capital Officer Australian Government - David Butler, former CEO of NZ Inland Revenue Department. | Through Kiwi Connect, Rob was able to screen and promote his movie in Canberra |
| Connection Service | Connection Request: Health Supplements marketing | 1.1 Seeking Distributors | | Work in progress |
| Recruitment/Talent Search | Connection Request: Biolumic | 6.0 Seeking Talent | | Work in progress |
| Connection Service | Connection Request: 1Above, The Flight Drink | 6.0 Seeking Talent | | Work in progress |
| Connection Service | Connection Request: Sorbet Cosmetics | 1.0 Seeking In-Market Knowledge/Advice | | Work in progress |
| Connection Service | Connection Request: Wine distribution in China | 1.0 Seeking In-Market Knowledge/Advice | | Work in progress - Gillian recommended connecting MJ with Ruby Red, waiting on reply from Roger |
| Connection Service | Connection Request: Accordo Group | 6.0 Seeking Talent | | Work in progress |
| Connection Service | Connection Request: Christchurch Tech sector strategy | 1.0 Seeking In-Market Knowledge/Advice | | Work in progress |
| Event or speaker | Kea University | 1.6 Seeking mentor | | Work in progress |
| Connection Service | Connection - China Forestry Project | 1.0 Seeking In-Market Knowledge/Advice | Mike Barnes with Steve McCombie, MBIE Shanghai and David Allen NZTE Auckland | Mike Barnes received information requested from both parties. |
| Connection Service | Connection : Eugenio della Valle with Tim Bezencon | 1.3 Seeking Customer Contacts | | Nil - Eugenio secured employment independently |
| Connection Service | R&D Contacts in NZ - Biotechnology/Pharmaceutical | 1.0 Seeking In-Market Knowledge/Advice | Dr Steven Thompson, British High Commission | Dr Steven Thompson is the science officer at the British High Commission in Wellington. With the role there to help build commercially orientated R&D collaborations between Britain and NZ. Sending Dr Itshak Golan paper to NZ contacts in the health field, with an invitation to contact you directly if they would like to enquire further. |
| Connection Service | Intro to Robert Sinclair | 3.0 Member connect | Katherine Corich with Robert Sinclair | Robert was happy to have Katherine contact him. Jan Parkinson (Katherine's PA very happy with outcome). Details were gained via Elizabeth Welch of Chartered Accountants NZ/Aus |
| Total: 80 Connections Service requests | | | | |

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Appendix 7 - Sample of World Class NZ network connections made Jan-March 2015

| Company | Sector | Assistance requested | Outcome |
|--|--------------------------|---|--|
| Pure Sports Nutrition | Food & Beverage | In-market partners and knowledge of US beverage market | Connected to Senior Vice President of the Glaceau Unit at Coca Cola, WCNZer Shane Grant |
| Rebekah Craig | Apparel | Young shoe designer looking for advice on how to enter and compete in the US market | Connected to the Vice President/Global Creative Director of Nike Running footwear. WCNZer Andreas Harlow |
| Wine Grenade | Wine | Seeking in-market knowledge/advice and feedback on their product for the US market | Connected to Andrea McBride, who owns vineyards in Marlborough and the central Coast of California and who is signed with Diageo. She was super impressed with the product and willing to make introductions to her key connections in the US. |
| Rob Hamill | Film | Seeking help in Australia to launch film | Connected Rob with KiwiConnect and WCNZer Michael Durie who helped him find theatre locations and promoted Robs feature film in Sydney and Canberra. |
| Conferenz | Meetings and Conferences | Securing keynote speakers for CEO summit, Auckland, May 2015 | Roger Sharp and Molly Bedingfield agreed to speak at the conference |
| Grow Wellington | EDA | Developing connections in Melbourne | Several WCNZers attended a dinner in Melbourne, and Kea has been organising a cocktail event in Melbourne for April 2015 which will be attended by c.80 people, including eight WCNZers |
| Festival for the Future/Live the Dream Foundation | Social Enterprise/Youth | Mentors for young NZers developing social enterprises | Five NZ-based WCNZers took part in this programme |
| Cream Ltd | Primary Produce | Connections with dairy expertise in China | Connected Cream with Howard Moore |
| Grow Wellington | EDA | Developing connections in Melbourne | Several WCNZers attended a dinner in Melbourne, and Kea has been organising a cocktail event in Melbourne for April 2015 which will be attended by c.80 people, including eight WCNZers |
| Miss Lolo | Furniture | Seeking in market knowledge/advice & partners about doing business in China | Connected to Amelia and Kind Redmond in Los Angeles who gave Tamzyn excellent advice and a couple of introduction to furniture manufacturing contacts in China. |

Kea New Zealand

Quarterly Report on Deliverables: April to 3 July 2015 (Q4, including the Awards)

1. Network contact i.e. newsletter communications to WCNZ and Kea Communities

We refer to Appendix 1 for a detailed overview of Kea's Social Media/Newsletter Stories.

2. Online community – size, reach. Level of engagement of online members

Size

Kea's total online community decreased this quarter from 586,722 to 515,641, a decrease of 12%. This means an overall increase of 61,955 for FY15, 41.3% of our target for the year.

NOTE: It is important to note that the decrease in our numbers is due wholly to the Kea Weibo platform, which saw a Q4 decrease of 77,748 followers due to Sina Weibo removing inactive and fake accounts. If this decrease is overlooked, Kea's other platforms grew by 166,887 for FY2015, which is 111% of the FY2015 target.

| Medium | As at 1/7/14 | Q1 | Q2 | Q3 | Q4 | Growth YTD # | Growth YTD % |
|--------------|----------------|----------------|----------------|----------------|----------------|---------------|--------------|
| LinkedIn | 13,997 | 14,767 | 15,420 | 16,259 | 17,029 | 3,032 | 21.7% |
| Twitter | 6,763 | 7,233 | 7,613 | 7,972 | 8,469 | 1,706 | 25.2% |
| YouTube | 110 | 129 | 137 | 147 | 157 | 47 | 42.7% |
| Facebook | 141,905 | 142,595 | 245,295 | 282,144 | 285,022 | 143,117 | 100.9% |
| Weibo | 246,527 | 220,539 | 220,097 | 219,343 | 141,595 | -104,932 | -42.6% |
| E-subscr. | 42,791 | 44,209 | 45,120 | 44,693 | 44,668 | 1,877 | 4.4% |
| WeChat | 1,232 | 1,553 | 2,268 | 2,789 | 3,689 | 2,457 | 199.4% |
| Google+ | 361 | 419 | 512 | 553 | 598 | 237 | 65.7% |
| Website/App | n/a | 10,342 | 11,977 | 12,822 | 14,414 | 14,414 | n/a |
| TOTAL | 453,686 | 444,267 | 548,439 | 586,722 | 515,641 | 61,955 | 13.7% |

Community connections from China, India, ASEAN and the GCC decreased by 17,412 people during the final quarter of FY2015 due to the Weibo situation mentioned above. Despite this, our growth in these regions for FY15 was 115,690 - 193% of our FY2015 target. This brings our total connection number within these regions to 245,694.

| Region | As at 1 July 2014 | Q1 | Q2 | Q3 | Q4 | Growth | Growth % |
|--------------------|-------------------|----------------|----------------|----------------|----------------|----------------|--------------|
| China Total | 114,567 | 125,310 | 125,638 | 126,212 | 108,275 | -6,292 | -5.5% |
| India Total | 411 | 509 | 53,405 | 53,405 | 65,696 | 65,285 | 15884% |
| GCC Total | 1,247 | 1,297 | 1,610 | 1,681 | 1,811 | 564 | 45.2% |
| ASEAN Total | 13,779 | 13,934 | 49,546 | 68,927 | 69,912 | 56,133 | 407.4% |
| Total | 130,004 | 141,050 | 230,199 | 263,106 | 245,694 | 115,690 | 89.0% |

Reach

Reach is the number of people who have seen Kea's posts. Reach is counted when a post is loaded and shown in someone's newsfeed.

| Impressions | Q1 | Q2 | Q3 | Q4 | Total YTD |
|-----------------|-----------|-----------|-----------|-----------|-------------------|
| Facebook | 3,107,474 | 4,843,860 | 3,025,624 | 3,364,608 | 14,341,566 |

Engagement

Engagement is the number of unique people who have clicked on Kea's posts within a 28-day period.

| People | Q1 | Q2 | Q3 | Q4 | Total YTD |
|-----------------|---------|---------|---------|---------|------------------|
| Facebook | 105,472 | 298,772 | 227,071 | 541,240 | 1,172,555 |

Twitter Impressions

Number of times users saw Kea tweets.

| People | Q1 | Q2 | Q3 | Q4 | Total YTD |
|-----------------|---------|---------|--------|---------|----------------|
| Facebook | 168,700 | 118,900 | 81,500 | 100,200 | 469,300 |

We refer to Appendix 2 for a detailed breakdown of members by country.

3. WCNZ Network – number of new members inducted and total membership by sector, location, role and progress towards target of 25 new members from EU, China, India, ASEAN and GCC states, including at least 3 non New Zealanders who have been NZ educated.

- Fourteen new members were inducted into the Network this quarter, including the four 2015 World Class NZ Award winners who were not already in the Network. Two new members are in China, four are in Europe, one in Malaysia, and two in Australia, four in New Zealand and one in the US. Active member prospecting is ongoing in GCC, Europe, China and SE Asia.

- One of the new members is a New Zealander who is Malaysian by birth.
- Performance over the 12 month period:
 - New Network members: target 30, achieved 51
 - New members in Asia, EU, China, India, GCC: target 25, achieved 17
 - Non New Zealanders educated in NZ: target 3, achieved 3
- Several of the new New Zealand-based members have considerable expertise and connections in other regions, specifically Europe, Asia, and the Caribbean.
- Twelve of the new members are in Australia, an important region where we have been historically under-represented. Australian-based Network membership has increased from 2 in July 2012 to 36 in July 2015
- With the help of MFAT and NZTE we are actively building connections in Malaysia, which should lead to members being inducted from these countries.
- NZTE, MFAT and ENZ are regularly invited to provide input/suggestions for new members.
- Notes:
 - GCC: there are potentially a number of excellent member prospects in the GCC area, and our colleague in market is building relationships there, in collaboration with MFAT and NZTE. We expect to see some GCC members in 2015-16
 - India: we have not been successful in identifying member prospects in India, and work will continue on this in 2015-16

| Quarter | Inducted Members Q-t-d | Total Members | % Growth Y-t-d |
|-------------------|---------------------------|---------------|-------------------|
| Q1: 30 Sept 2014 | 15 | 345 | 4.54% |
| Q2: 31 Dec 2014 | 17 | 362 | 9.70% |
| Q3: 31 March 2015 | 5 | 367 | 11.20% |
| Q4: 30 June 2015 | 14 | 381 | 15.45% |

We refer to Appendix 3 for a list of WCNZ Network members including location, sector and role.

4. Social Media posts – relating to promoting NZ Inc stories or agency initiatives

We refer to Appendix 1 for a detailed breakdown of Kea's Social Media activity.

5. Events activity – where NZ Inc agencies are also involved

This quarter was busy for Kea with several international events in China, London and Australia engaging around 600 expats and business people. On the home front, Kea hosted a sold out Inspire series in Auckland, Wellington and Christchurch. We also hosted a successful and sold out WCNZ Awards Gala night, with a wrap around student engagement piece connecting scholarship students with the World Class New Zealand network. Throughout Awards week we hosted, connected and engaged with 1,898 business people, entrepreneurs, government officials, secondary and undergraduate

students and World Class New Zealanders. We also garnered a good amount of press, PR and media activity around these events.

We refer to Appendix 4 for a detailed breakdown of Kea's 2015 events activity.

5. Media and PR activity

119 official media postings were made in the period April – 3 July 2015.

We refer to Appendix 5 for Kea's Media Report April – 3 July 2015.

6. Number of Connections made and outcomes of those Connections

We closed a total of 66 connection requests between April – June 2015, facilitating at least 148 connections to World Class New Zealanders and Kea network members. In the same period, we opened 63 new connection requests from NZ companies. The connection service process is constantly evolving, and the WCNZ team is working hard to ensure high quality requests and connections are being made not only through our WCNZ members, but also through our wider Kea network.

We refer to Appendix 6 for a detailed breakdown of connections made.

7. WCNZ Highlights / success stories

We refer to Appendix 7 for an overview of some WCNZ connection highlights and success stories, including feedback directly from our connection seekers, over the period April – June 2015.

8. Any other information reasonably requested by the Government Funders, co-ordinated through NZTE

During this quarter we were able to progress the Science and Innovation Cohort project, working with MBIE. A workshop was held in Wellington on June 24, and a 'next steps' paper is being circulated among workshop attendees before being forwarded to NZTE for input.

Work also progressed with Education NZ on a project to build relationships with Asian and Chinese alumni.

Globally, we've achieved 117.7% of the private sector revenue target based only on FY2015 revenue, ie excluding sponsorship that has to be accrued into FY2016 (Note: these figures are subject to change when BDO completes Kea's consolidated accounts). Kea will provide NZTE with a copy of the FY2015 audited financial statements after they've been reviewed and approved by the Global Board at the AGM in November.

Auckland, 20 July 2015

Appendix 1 - Kea Social Media/Newsletter Stories

| Month | Topic | Sector |
|--------|---|---------------------------|
| Apr-15 | China Kea is looking for a part-time regional director to lead the team | China |
| Apr-15 | in Asia Member profile for Olivia Fowler & Ryan McCloud. Two Kiwis in | China |
| Apr-15 | Shanghai selling meat pies Creative NZ searching for proposals for collaborative projects | China |
| Apr-15 | between NZ and Asia organisations to build connection Kiwi Prima Ballerina Hannah O'Neill is set to play the lead in the | China |
| Apr-15 | Paris Opera Ballet's version of Swan Lake A Kiwi trackside television presenter has become a viral hit | International Connections |
| Apr-15 | online after his euphoric reaction of a racehorse's victory New Zealand has been named as one of the '13 Best Beer | International Connections |
| Apr-15 | Drinking Countries in the World' Dwayne Johnson is set to play 'Maui' in Disney's film 'Moana,' | International Connections |
| Apr-15 | with the screenplay written by Kiwi film maker Taika Waititi Congratulations to Kiwi brothers Sam and James O'Connor on | International Connections |
| Apr-15 | their win with Oxford in the 161st Boat Race Former Australian cricket captain Steve Waugh says the English | International Connections |
| Apr-15 | cricket team should copy the Black Caps Emerging Kiwi designer Wendy Jerard has jumped off the Sky | International Connections |
| Apr-15 | Tower in one of her ensembles and will walk the Hudson River in the prestigious J Spring Fashion show | International Connections |
| Apr-15 | Kea will be hosting a brunch date with award-winning Kiwi Chef Al Brown this Friday in London. | International Connections |
| Apr-15 | Kiwi artist Simon Denny has opened his first American show, "The Innovator's Dilemma", at MoMA PS1 | International Connections |
| Apr-15 | Help Christchurch develop a successful tech sector by participating in online forums | International Connections |
| Apr-15 | series Dreamcatchers NZ Cellar launch retail space after successful fundraising | International Connections |
| Apr-15 | campaign Looks at Kiwi highlights at the London coffee festival | International Connections |
| Apr-15 | Kiwi winemakers Invivo have broken a New Zealand crowdfunding record, raising \$2 million | Investment Attraction |
| Apr-15 | selected for one of the world's leading accelerator programmes Neil Finn and Jim Carter have re-recorded "Blue Smoke", | Investment Attraction |
| Apr-15 | composed by Ruru Karaitiana in 1940. NZME has launched their 'Pin a Poppy' Appeal | Investment Attraction |
| Apr-15 | Neil Finn and Jim Carter have re-recorded "Blue Smoke", composed by Ruru Karaitiana in 1940 | Investment Attraction |
| Apr-15 | Kiwi celebrity chef Annabell Langbein has her show picked up by PBS in the US | Investment Attraction |
| Apr-15 | Barfoot & Thompson new Kea partner providing up to date market information for expats | Investment Attraction |
| Apr-15 | Auckland HomeFinders can help Kiwi expats find property in Auckland | Investment Attraction |
| Apr-15 | Canada's Banff Centre, will reserve one spot for a Māori artist in each of their indigenous dance and writing residency | Maori |
| Apr-15 | AUT holding events to launch the Intern programme in San Francisco | NZ Inc |

| | |
|---|---------------------------|
| Ngā Tapuwāe Gallipoli is a travel guide where you can explore famous ANZAC battle sites | NZ Inc |
| Apr-15 To mark the ANZAC centenary, the world's largest poppy is being built in Auckland | NZ Inc |
| Apr-15 Air New Zealand is celebrating its 75th anniversary by offering 100 £75 return tickets from London to Auckland | NZ Inc |
| Apr-15 The New Zealand passport is one of the most powerful passports in the world | NZ Inc |
| Apr-15 Air New Zealand is set to launch services to Houston, Texas via Auckland over the next six months | NZ Inc |
| Apr-15 Directors James Cameron and Peter Jackson want people around the world to watch New Zealand film The Dead Lands | NZ Inc |
| Apr-15 Villa Maria has been named one of the top four most-admired wine brands in the world | NZ Inc |
| Apr-15 Special online offer on Kura breakfast protein for kiwis in North America | NZ Inc |
| Apr-15 article | NZ Inc |
| Apr-15 Will you be remembering our fallen at a Dawn Service offshore? Looking for an ANZAC event near you? Take a look at Kea's events listings | Promoting Kea |
| Apr-15 offshore? | Promoting Kea |
| Apr-15 mum! Win your Kiwi mum one of three prize packs here explaining use of World Class NZ network to those in North America | Promoting Kea |
| Apr-15 Join us for the World Class NZ Awards July 2nd | Promoting Kea |
| Apr-15 Why do Kiwis move overseas? A linkedin discussion World Class NZ event in London with guest speaker Katherine Corric | Promoting Kea |
| Apr-15 Guest blog from Dan Taylor about taking advantage of opportunities in the UK market | Promoting Kea |
| Apr-15 Move home to Taranaki (Venture Taranaki Easter Post) | Talent Attraction |
| Apr-15 Searching for tech experts for Serko | Talent Attraction |
| China, The Great New Zealand Cookbook won the title for 'Best Easy Recipes' and was placed third overall for 'Best Cookbook in | China |
| May-15 NZ Wine Fair travels across China | China |
| May-15 NZ Milk Bar grows in China | China |
| May-15 Kiwi Jemaine Clement is set to star in Steven Spielberg's adaptation of Roald Dahl's The BFG. | International Connections |
| May-15 A New Zealand café has been named the best designed coffee shop in the world | International Connections |
| May-15 Kiwi rugby player Paul Lasike has been signed by NFL's Arizona Cardinals | International Connections |
| May-15 Meet Karen Walker in London at the launch of her new fragrances | International Connections |
| May-15 Todd Gisby, the co-founder of tech start-up StretchSense has taken his creations of wearable sensors from Auckland to Silicon Valley | International Connections |
| May-15 Kiwi songstress Lorde has been immortalised at Madame Tussauds Wax Museum in Hollywood. | International Connections |

| | | |
|--------|--|---------------------------|
| | Helen Clark has been named alongside Michelle Obama and Hillary Clinton in Forbes' list of the world's 100 most powerful women | International Connections |
| May-15 | named as one of this year's Distinguished Women in Chemistry or Chemical Engineering | International Connections |
| | New Zealand has won the FIBA U18 World U18 3x3 Championships, defeating Argentina in the final 20-18 | International Connections |
| May-15 | Stay connected with the last NZ business news | International Connections |
| May-15 | Karen Walker launches new fragrance in London | International Connections |
| May-15 | Australia & New Zealand Festival of Literature and Arts | International Connections |
| May-15 | Kiwi and international investors have backed Auckland-based wool tech firm, Texus Fibre to the tune of \$1m | Investment Attraction |
| May-15 | Find opportunities in Auckland's property market | Investment Attraction |
| | Kiwi company Rocket Lab has unveiled a 3D-printed, battery-powered rocket engine that will slash the cost of space travel | NZ Inc |
| May-15 | If you're an international student in NZ, you could win the chance to bring a friend here from your home country. | NZ Inc |
| | What do you stand for? All New Zealanders have a decision to make about whether or not to change the New Zealand flag. | NZ Inc |
| May-15 | about New Zealand job opportunities, and to stay in touch with could win the chance to bring a friend here from your home | NZ Inc |
| May-15 | country and travel on an all-expenses-paid adventure around NZ | NZ Inc |
| May-15 | about New Zealand job opportunities, and to stay in touch with New Zealand alumni | NZ Inc |
| | Did you study in New Zealand? Sign up to Kea to find out about New Zealand job opportunities, and to stay in touch with New Zealand alumni | NZ Inc |
| May-15 | Hollywood heavyweights get behind Kiwi drone-tech competition | NZ Inc |
| | Flying into Queenstown has been voted the world's most scenic airport approach | NZ Inc |
| May-15 | NZ On Air Music has launched #AllTracks, a new portal where lovers of New Zealand music can listen to Kiwi playlists on Youtube, Spotify and Soundcloud. | NZ Inc |
| May-15 | as one of the hardest countries in the world to invade | NZ Inc |
| May-15 | Missing Kiwi brands in Singapore? Head to the The Taste Of New Zealand Pop-up store at Plaza Singapura, open until 24 May. | NZ Inc |
| May-15 | 2015 starting with the upcoming launches of limited-release brews Conehead and Sauvinoval. | NZ Inc |
| May-15 | 14 stunning landscapes that you'll only find in New Zealand | NZ Inc |
| | Missing Kiwi beer in Australia? Head along to the Great Australasian Beer SpectAPular tomorrow | NZ Inc |
| May-15 | Kiwi film 'The Dark Horse' has been named the best film of the 2015 Seattle International Film Festival | NZ Inc |
| May-15 | Do you know International Students who want to study in NZ? | NZ Inc |

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| May-15 The power of NZ Education | NZ Inc |
| May-15 Growing women in leadership roles in NZ Agribusiness sector | NZ Inc |
| May-15 Promoting the Winternz Programme | NZ Inc |
| May-15 expats, friends of New Zealand, events and businesses around | Promoting Kea |
| May-15 Kea is proud to announce Inspire 2015. | Promoting Kea |
| May-15 Cam Calkoen is speaking in NYC tomorrow night! | Promoting Kea |
| May-15 Republic of Congo, is trying to make the world a better place, | Promoting Kea |
| May-15 banking and law to improve the lives of people living in poverty. | Promoting Kea |
| May-15 Promoting events on the Kea website | Promoting Kea |
| May-15 Kea Member Profile | Promoting Kea |
| May-15 Join us at Inspire London for Molly Bedingfield | Promoting Kea |
| May-15 Download the Kea App | Promoting Kea |
| May-15 Meet Kiwis near you | Promoting Kea |
| May-15 Celebrate our 2015 World Class New Zealand Awards | Promoting Kea |
| May-15 Hear inspirational stories of World Class Kiwis | Promoting Kea |
| May-15 the job climate first? Workhere New Zealand has you covered. | Talent Attraction |
| May-15 face if you came home. | Talent Attraction |
| May-15 weekend. Taranaki salutes you! | Talent Attraction |
| May-15 Returning to NZ? Find a job with Workhere | Talent Attraction |
| May-15 Job Opportunity: Business Development Manager | Talent Attraction |
| May-15 Job Opportunity: Chief Executive | Talent Attraction |
| May-15 Job Opportunity: Cloud Architects | Talent Attraction |
| May-15 Job Opportunity: FMCG & Consumer Sales and Marketing Leads | Talent Attraction |
| | |
| Kiwi Zane Lowe is now one of the world's most powerful DJs, Jun-15 with the launch of Apple Music and Beats 1 Radio | International Connections |
| | |
| Jun-15 Join Kiwis in Sydney at the Matariki Charity Ball | International Connections |
| Jun-15 Summer Cocktail Reception in London | International Connections |
| Jun-15 Can you help MBA student projects in Tokyo? | International Connections |
| Jun-15 Be at the Rugby World Cup in England | International Connections |
| Help The Royal New Zealand Ballet take two brand-new Anzac- | |
| Jun-15 inspired works to London. | Investment Attraction |
| quality used by Andy Summers, Sting, the Arctic Monkeys and | |
| Jun-15 more around the world. Check out an equity offer from this | Investment Attraction |
| Jun-15 showcases emerging New Zealand filmmakers to the world. The | Investment Attraction |
| heating up, and New Zealand is making moves to be a leading | |
| Jun-15 contender | Investment Attraction |
| | |
| Jun-15 Help bring NZ art and dance to London | Investment Attraction |
| | |
| Jun-15 Purchasing property in New Zealand? | Investment Attraction |
| | |
| Jun-15 Want information about NZ's financial markets? | Investment Attraction |

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| Jun-15 | How is NZ's property boom affecting you? | Investment Attraction |
| | During June, New Zealand's Zespri Sungold Kiwifruit will be | |
| Jun-15 | served with every Happy Meal purchase at McDonald's in Mexico | NZ Inc |
| | Kiwi company Zealong Tea is taking on the world, with a new | |
| | flagship store in Beijing, and a supply deal with Harrods in | |
| Jun-15 | London | NZ Inc |
| Jun-15 | make sure you're there watching our boys make history. | NZ Inc |
| Jun-15 | Here's why New Zealand is a great place to test digital products | NZ Inc |
| Jun-15 | showing off New Zealand technology for small businesses | NZ Inc |
| Jun-15 | 22 New Zealand hikes you need to do | NZ Inc |
| Jun-15 | opened in the middle of New York | NZ Inc |
| Jun-15 | sustainability measures according to a recent global | NZ Inc |
| Jun-15 | Help grow New Zealand's education sector | NZ Inc |
| Jun-15 | Have your say in Auckland's future | NZ Inc |
| Jun-15 | Meet Kiwis near you | Promoting Kea |
| Jun-15 | Download Kea's app | Promoting Kea |
| Jun-15 | Hear inspiring stories from World Class New Zealanders at Inspire | Promoting Kea |
| Jun-15 | Join us on LinkedIn | Promoting Kea |
| Jun-15 | Year, under stunning night skies. Make a resolution and | Talent Attraction |
| Jun-15 | along to our business breakfast on 8 July to find out how | Talent Attraction |
| Jun-15 | Job Opportunity: Deputy Director, Waikato University | Talent Attraction |
| Jun-15 | Considering a move to NZ? | Talent Attraction |
| Jun-15 | University of Waikato | Talent Attraction |
| Jun-15 | Job Opportunity: Engineering NZ | Talent Attraction |

Appendix 2: Kea Connections by Country

| Country | Facebook | MailChimp | Twitter | Weibo | WeChat | LinkedIn | Google+ | Youtube | App | Total |
|----------------------|----------|-----------|---------|--------|--------|----------|---------|---------|------|--------|
| China | 356 | 833 | 33 | 104946 | 1722 | | | | 385 | 108275 |
| Australia | 65,062 | 7973 | 621 | | | | 37 | | 4745 | 78438 |
| India | 65,538 | 49 | 58 | | | | | | 51 | 65696 |
| New Zealand | 28,074 | 11177 | 5357 | 10008 | 79 | | 110 | | 2536 | 57341 |
| Indonesia | 48,738 | 33 | 28 | | | | | | 52 | 48851 |
| Unknown | 1784 | 2189 | 31 | 13792 | 1888 | 17029 | 397 | 157 | 1630 | 38897 |
| United States | 17,274 | 11894 | 659 | | | | 32 | | 1454 | 31313 |
| United Kingdom | 21,028 | 5286 | 886 | | | | 22 | | 1526 | 28748 |
| Malaysia | 17,306 | 166 | 18 | | | | | | 125 | 17615 |
| Hong Kong | 1,030 | 241 | 26 | 12849 | | | | | 64 | 14210 |
| Canada | 3,707 | 981 | 134 | | | | | | 480 | 5302 |
| Germany | 4,006 | 243 | 50 | | | | | | 94 | 4393 |
| France | 1,323 | 258 | 41 | | | | | | 66 | 1688 |
| Singapore | 993 | 436 | 65 | | | | | | 164 | 1658 |
| United Arab Emirates | 871 | 301 | 22 | | | | | | 80 | 1274 |
| Netherlands | 754 | 347 | 26 | | | | | | 119 | 1246 |
| Japan | 425 | 262 | 34 | | | | | | 66 | 787 |
| Thailand | 544 | 116 | 17 | | | | | | 69 | 746 |
| Ireland | 470 | 164 | 20 | | | | | | 58 | 712 |
| Brazil | 557 | 34 | 28 | | | | | | 22 | 641 |
| Switzerland | 281 | 206 | 16 | | | | | | 78 | 581 |
| Spain | 435 | 89 | 17 | | | | | | 35 | 576 |
| Philippines | 411 | 58 | 10 | | | | | | 75 | 554 |
| Italy | 425 | 70 | 17 | | | | | | 34 | 546 |
| Fiji | 435 | 13 | 2 | | | | | | 2 | 452 |
| Sweden | 270 | 63 | 8 | | | | | | 36 | 377 |
| South Africa | 176 | 115 | 37 | | | | | | 22 | 350 |
| Vietnam | 138 | 65 | 6 | | | | | | 49 | 258 |
| Pakistan | 227 | 7 | 8 | | | | | | 10 | 252 |
| Norway | 163 | 59 | 9 | | | | | | 13 | 244 |
| Saudi Arabia | 193 | 24 | 8 | | | | | | 16 | 241 |
| South Korea | 128 | 75 | 5 | | | | | | 16 | 224 |
| Greece | 188 | 18 | 4 | | | | | | 8 | 218 |
| Denmark | 148 | 56 | 4 | | | | | | 5 | 213 |
| Bangladesh | 193 | 3 | 2 | | | | | | 2 | 200 |
| Mexico | 137 | 30 | 13 | | | | | | 16 | 196 |
| Belgium | 118 | 41 | 16 | | | | | | 6 | 181 |
| Taiwan | 136 | 32 | 4 | | | | | | 8 | 180 |
| Samoa | 153 | 10 | | | | | | | 1 | 164 |
| Turkey | 123 | 20 | 8 | | | | | | 6 | 157 |
| Nepal | 148 | 2 | 1 | | | | | | | 151 |
| Cambodia | 97 | 18 | | | | | | | 5 | 120 |
| Poland | 90 | 16 | 5 | | | | | | 8 | 119 |
| Czech Republic | 72 | 27 | 1 | | | | | | 3 | 103 |
| Sri Lanka | 85 | 6 | 2 | | | | | | 1 | 94 |
| Portugal | 77 | 6 | 2 | | | | | | 7 | 92 |
| Argentina | 62 | 12 | 5 | | | | | | 7 | 86 |
| Papua New Guinea | 73 | 3 | | | | | | | | 76 |
| Qatar | | 52 | 5 | | | | | | 8 | 65 |
| Austria | | 38 | 8 | | | | | | 7 | 53 |
| Brunei | | 41 | | | | | | | 6 | 47 |
| Chile | | 18 | 16 | | | | | | 11 | 45 |
| Finland | | 15 | 8 | | | | | | 11 | 34 |
| Russia | | 24 | 2 | | | | | | 3 | 29 |
| Bahrain | | 20 | 2 | | | | | | 5 | 27 |
| Oman | | 15 | | | | | | | 7 | 22 |
| Kenya | | 10 | 5 | | | | | | 5 | 20 |
| Tonga | | 19 | | | | | | | | 19 |
| Israel | | 15 | | | | | | | 3 | 18 |
| Colombia | | 7 | 4 | | | | | | 6 | 17 |
| Luxembourg | | 14 | | | | | | | 2 | 16 |
| Egypt | | 8 | 4 | | | | | | 2 | 14 |
| Kuwait | | 11 | 1 | | | | | | 1 | 13 |
| Lebanon | | 9 | 1 | | | | | | 2 | 12 |
| Romania | | 7 | 1 | | | | | | 3 | 11 |

| | | | | | | | | | | |
|-------------------|--|---|---|--|--|--|--|--|---|----|
| Bermuda | | 9 | | | | | | | 1 | 10 |
| Georgia | | 5 | | | | | | | 5 | 10 |
| Ukraine | | 3 | 5 | | | | | | 2 | 10 |
| Cook Islands | | 7 | 2 | | | | | | | 9 |
| Costa Rica | | 7 | | | | | | | 2 | 9 |
| Iraq | | 7 | 1 | | | | | | 1 | 9 |
| Peru | | 4 | 1 | | | | | | 4 | 9 |
| Malta | | 7 | | | | | | | 1 | 8 |
| Croatia | | 5 | 2 | | | | | | | 7 |
| Nigeria | | 2 | 2 | | | | | | 3 | 7 |
| Virgin Islands | | 5 | | | | | | | 2 | 7 |
| Zimbabwe | | 4 | 1 | | | | | | 2 | 7 |
| Afghanistan | | 3 | 2 | | | | | | 1 | 6 |
| Cayman Islands | | 6 | | | | | | | | 6 |
| Hungary | | 3 | 2 | | | | | | 1 | 6 |
| Iran | | 3 | | | | | | | 3 | 6 |
| Myanmar | | 5 | | | | | | | 1 | 6 |
| New Caledonia | | 5 | 1 | | | | | | | 6 |
| Serbia | | 2 | 1 | | | | | | 3 | 6 |
| Uganda | | 3 | | | | | | | 3 | 6 |
| Venezuela | | | 6 | | | | | | | 6 |
| Angola | | 3 | | | | | | | 2 | 5 |
| Bulgaria | | 5 | | | | | | | | 5 |
| Ghana | | 3 | 1 | | | | | | 1 | 5 |
| Iceland | | 3 | | | | | | | 2 | 5 |
| Kazakhstan | | 5 | | | | | | | | 5 |
| Latvia | | 4 | 1 | | | | | | | 5 |
| Tanzania | | 3 | 2 | | | | | | | 5 |
| Tunisia | | 3 | | | | | | | 2 | 5 |
| Albania | | 2 | | | | | | | 2 | 4 |
| Azerbaijan | | 4 | | | | | | | | 4 |
| Botswana | | 2 | | | | | | | 2 | 4 |
| Ecuador | | 3 | | | | | | | 1 | 4 |
| Macedonia | | 2 | 2 | | | | | | | 4 |
| Monaco | | 4 | | | | | | | | 4 |
| Montenegro | | 2 | | | | | | | 2 | 4 |
| Morocco | | 3 | 1 | | | | | | | 4 |
| Slovakia | | 2 | 2 | | | | | | | 4 |
| Uruguay | | 3 | | | | | | | 1 | 4 |
| Curacao | | 1 | | | | | | | 2 | 3 |
| Ethiopia | | 2 | | | | | | | 1 | 3 |
| Guernsey | | 1 | 1 | | | | | | 1 | 3 |
| Honduras | | 3 | | | | | | | | 3 |
| Kyrgyzstan | | 3 | | | | | | | | 3 |
| Lithuania | | 2 | | | | | | | 1 | 3 |
| Mali | | 2 | | | | | | | 1 | 3 |
| Puerto Rico | | 1 | 2 | | | | | | | 3 |
| Trinidad & Tobago | | 3 | | | | | | | | 3 |
| Zambia | | 1 | | | | | | | 2 | 3 |
| Algeria | | | 2 | | | | | | | 2 |
| Antigua & Barbuda | | 2 | | | | | | | | 2 |
| Bolivia | | 1 | | | | | | | 1 | 2 |
| Burma | | 2 | | | | | | | | 2 |
| Cyprus | | 2 | | | | | | | | 2 |
| Gambia | | 1 | | | | | | | 1 | 2 |
| Guatemala | | | 2 | | | | | | | 2 |
| Guyana | | 1 | 1 | | | | | | | 2 |
| Isle of Man | | 1 | | | | | | | 1 | 2 |
| Jordan | | 1 | | | | | | | 1 | 2 |
| Laos | | 2 | | | | | | | | 2 |
| Macau | | 2 | | | | | | | | 2 |
| Maldives | | 1 | | | | | | | 1 | 2 |
| Mauritius | | 2 | | | | | | | | 2 |
| Micronesia | | 2 | | | | | | | | 2 |
| Mozambique | | 2 | | | | | | | | 2 |
| Niger | | 1 | | | | | | | 1 | 2 |
| Panama | | | | | | | | | 2 | 2 |
| Rwanda | | 1 | | | | | | | 1 | 2 |

| | | | | | | | | | |
|--------------------|--|---|---|--|--|--|--|---|---|
| Slovenia | | 2 | | | | | | | 2 |
| Sudan | | 1 | 1 | | | | | | 2 |
| Vanuatu | | 1 | 1 | | | | | | 2 |
| American Samoa | | 1 | | | | | | | 1 |
| Andorra | | | | | | | | 1 | 1 |
| Anguilla | | | | | | | | 1 | 1 |
| Aruba | | 1 | | | | | | | 1 |
| Barbados | | 1 | | | | | | | 1 |
| Belarus | | | | | | | | 1 | 1 |
| Belize | | 1 | | | | | | | 1 |
| Burundi | | | | | | | | 1 | 1 |
| Cameroon | | | 1 | | | | | | 1 |
| Cuba | | | | | | | | 1 | 1 |
| Dominican Republic | | | | | | | | 1 | 1 |
| El Salvador | | 1 | | | | | | | 1 |
| French Polynesia | | 1 | | | | | | | 1 |
| Haiti | | 1 | | | | | | | 1 |
| Jamaica | | 1 | | | | | | | 1 |
| Jersey | | 1 | | | | | | | 1 |
| Liberia | | 1 | | | | | | | 1 |
| Liechtenstein | | 1 | | | | | | | 1 |
| Madagascar | | 1 | | | | | | | 1 |
| Malawi | | | | | | | | 1 | 1 |
| Marshall Islands | | 1 | | | | | | | 1 |
| Mauritania | | 1 | | | | | | | 1 |
| Moldova | | | | | | | | 1 | 1 |
| Mongolia | | | 1 | | | | | | 1 |
| Montserrat | | | | | | | | 1 | 1 |
| Nicaragua | | | | | | | | 1 | 1 |
| Saint Lucia | | 1 | | | | | | | 1 |
| Senegal | | 1 | | | | | | | 1 |
| Solomon Islands | | 1 | | | | | | | 1 |
| Syria | | | 1 | | | | | | 1 |
| Togo | | 1 | | | | | | | 1 |
| West Sahara | | 1 | | | | | | | 1 |
| Yemen | | 1 | | | | | | | 1 |

Appendix 3 - Current WCNZ members

| Region | Physical Country | Physical City | Title | Industry Sector/s | Full Name |
|-----------|------------------|-------------------------|---|---|-----------------------------|
| Asia | Cambodia | Phnom Penh | CEO, Cambodia, Laos and | Financial & Insurance | Grant Knuckey |
| Asia | India | Mumbai | Chairman - Tourism and Hospitality Committee | Other | Pradip Madhavji |
| Asia | Indonesia | Bali | General Manager | Accommodation & Hospitality | Michael Beechey |
| Asia | Malaysia | Kuala Lumpur | Executive Chairman | Other | Halim Saad |
| Asia | Singapore | Singapore | Executive Director | Government;Public Policy | Alan Bollard |
| Asia | Singapore | Singapore | Chairman | Investment & Business | Roger Sharp |
| Asia | Singapore | Singapore | Emeritus Chair | Construction & Architecture | Chuan Seng Lee |
| Asia | Singapore | Singapore | Director | Investment & Business | David Skilling |
| Asia | Singapore | Singapore | CEO | Investment & Business | Jenny Morel |
| Asia | Singapore | Singapore | General Counsel- Ooredoo | ICT | Scott Weenink |
| Asia | Singapore | Singapore | Associate Partner | Advertising, Marketing & PR | Stephen Robertson |
| Asia | Singapore | Singapore | Global Head of Talent Acquisition | Human Resources | Simon Valentine |
| Asia | Singapore | Singapore | Director, Natural Resources Group | Financial & Insurance | James Lowrey |
| Asia | South Korea | Seoul | Director of HR Services | Finance, Investment & Business Services, Human Resources, Imports & Exports | Lukas Beech |
| Asia | South Korea | Seoul | Director | Food and Beverage | Lewis Patterson |
| Asia | Thailand | Bangkok | Managing Director | | Geoff Collins |
| Asia | Vietnam | Ho Chi Minh City/Saigon | President and General Director | Academia | Gael McDonald |
| Australia | Australia | Brisbane | Owner | Financial & Insurance | Andrew Burdon |
| Australia | Australia | Brisbane | Partner; MD | ICT | Ken Edmonds |
| Australia | Australia | Brisbane | CEO | Utilities | Ray Wilson |
| Australia | Australia | Brisbane | Partner | ICT;Investment & Business;Prof, Sci & Tech | Richard Mathews |
| Australia | Australia | Melbourne | Managing Director | Advertising, Marketing & PR;Media & Creative | Don Churchill |
| Australia | Australia | Melbourne | Group General Manager | Financial & Insurance | Tim Bezencon |
| Australia | Australia | Melbourne | Member of Global Board | Financial & Insurance;Investment & Business | John MacFarlane |
| Australia | Australia | Melbourne | Consultant | Construction | Kerry Osborne |
| Australia | Australia | Melbourne | Global Head Trade Operations Production Management | | Iain Leech |
| Australia | Australia | Melbourne | Managing Director | Academia;Investment & Business | Linley Watson |
| Australia | Australia | Melbourne | Editor-in-Chief | Media & Creative | Andrew Holden |
| Australia | Australia | Melbourne | Managing Director | Advertising, Marketing & PR | Bella Katz |
| Australia | Australia | Melbourne | Head of Programming | Arts & Entertainment | Mark Burlace |
| Australia | Australia | Melbourne | CEO | Healthcare & Social Assistance | Shelly Park |
| Australia | Australia | Melbourne | Chief Executive | Financial & Insurance;Government | Denise Cosgrove |
| Australia | Australia | Melbourne | Chief Executive | Utilities | Sean Horgan |
| Australia | Australia | Melbourne | Chief Executive Officer, Australia | Financial & Insurance | Phil Chronican |
| Australia | Australia | Melbourne | Executive Producer | Arts & Entertainment | Elizabeth (Beth) Woollacott |
| Australia | Australia | Sydney | CEO | ICT | David Thodey |
| Australia | Australia | Sydney | Non Executive Director, Executive Coach, Media and Public Policy Consultant | Media & Creative | Ruth Harley |
| Australia | Australia | Sydney | CEO | Financial & Insurance | Ian Narev |
| Australia | Australia | Sydney | Group Executive.Human Resources & Corporate Affairs | Financial & Insurance | Christine Parker |
| Australia | Australia | Sydney | Retired | Financial & Insurance | Scott Perkins |
| Australia | Australia | Sydney | Global CEO | Other | Johnny Weiss |
| Australia | Australia | Sydney | Co-founder and Managing Partner | Investment & Business | David Kirk |
| Australia | Australia | Sydney | Chief Marketing Officer | Telecommunications | Andrew (Andy) Lark |
| Australia | Australia | Sydney | Company Director | Financial & Insurance | Jim Minto |
| Australia | Australia | Sydney | Group Company Secretary | Construction & Architecture | Bev Booker |
| Australia | Australia | Sydney | Managing Director | Ag, Forestry & Fishing | John McKay |

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|-----------|-------------|----------------|---|---|---------------------|
| Australia | Australia | Sydney | Principal | Legal | Mark Smith |
| Australia | Australia | Sydney | Head of IPTV and Pay TV | Media & Creative | Eric Kearley |
| Australia | Australia | Sydney | Co Founder and Chairman | Government;ICT;Investment & Business | Matthew Tukaki |
| Australia | Australia | Sydney | Chief Executive Officer (CEO) | Investment & Business | Audette Exel |
| Australia | Australia | Sydney | CEO | Financial & Insurance | Joseph Healy |
| Australia | Australia | Sydney | Chief Executive | Accommodation & | Ann Sherry |
| China | Argentina | Buenos Aires | CEO | Sport & Recreation | Raelene Castle |
| China | China | Beijing | General Manager | Media & Creative | Boris BOURDIN |
| China | China | Beijing | Co-founder | Food & Beverage | Nick Wheeler |
| China | China | Beijing | Asia Middle East Market Manager | Media & Creative | Jade Gray |
| China | China | Beijing | Founder/CEO | Finance, Investment & Business Services | Charlotte Read |
| China | China | Chongqing City | General Manager | Accommodation & Hospitality | John O'Loghlen |
| China | China | Guangzhou | Manager | Investment & Business | Sharon Fraser |
| China | China | Guilin City | Co-founder | Biotechnology & Healthcare, Food & Beverage. Science & Research | Fay Drummond |
| China | China | Hong Kong | Managing Director, SVP and Senior Partner | Advertising, Marketing & PR | Garth Smith |
| China | China | Hong Kong | Chairman | Investment & Business | Rachel Catanach |
| China | China | Hong Kong | Regional Head of Institutional, Alternatives and Investment Solutions. Asia Pacific | Financial & Insurance | David Whitwam |
| China | China | Hong Kong | Managing Director | Food and Beverage | Lindsay Wright |
| China | China | Hong Kong | VP, General Manager, Asia Pacific | Accommodation & Hospitality | Carl Church |
| China | China | Hong Kong | Chairman and President | Ag, Forestry & Fishing | Lucy Leahy (Foster) |
| China | China | Kunming | Managing Director | Investment & Business | Gavin Faul |
| China | China | Shanghai | Managing Director | Other | Lewis (Lew) Dagger |
| China | China | Shanghai | Managing Director | Education & Training | Scott Brown |
| China | China | Shanghai | Consultant | Human Resources | Peter Jiang |
| China | China | Shanghai | Head of Shanghai | Arts & Entertainment | Compton Tothill |
| China | China | Shanghai | Director | Food and Beverage | Anthony Aucutt |
| China | China | Shanghai | General Manager | Advertising, Marketing & PR | Kirsten Mason |
| China | China | Shanghai | Managing Director | Government;Investment & Manufacturing | Vivian Zhang |
| China | China | Shanghai | Regional Director | Ag, Forestry & Fishing;Investment & Business | Mark Tanner |
| China | China | Shenzhen | COO | Manufacturing | Glen Murphy |
| China | China | Shenzhen | Adviser to Chairman | Manufacturing | Anna Mowbray |
| China | China | Shenzhen | Managing Director | Manufacturing | Howard Moore |
| Europe | Austria | Vienna | Managing Director | ICT | Ian Gordon |
| Europe | Belgium | Brussels | Chief Operating Officer | Construction & Architecture | Frank Owen |
| Europe | Germany | Munich | CEO | Prof, Sci & Tech | Colin Leach |
| Europe | Ireland | Dublin | Honorary Consul-General | Government | Simon Moroney |
| Europe | Italy | Dolo | Manager | Financial & Insurance | Alan McCarthy |
| Europe | Italy | Milan | Partner | Financial & Insurance;Investment & Business | Peter Nicholl |
| Europe | Netherlands | Amsterdam 1077 | Head of Compliance | Mining | Dimitri Christopher |
| Europe | Netherlands | Rotterdam | President Europe | Manufacturing | Christopher Wright |
| Europe | New Zealand | Auckland | Partner | Investment & Business:Telecommunications | Jan Zijderveld |
| Europe | Switzerland | Geneva | Assistant Secretary General UN and Den Exec Dir UNATDS | Government;Public Policy | Philip Carden |
| Europe | Switzerland | Geneva | Head of Mission, Ambassador, PR to the UN NZ Permanent Mission. Secretary General | Government | Jan Beagle |
| Europe | Switzerland | Geneva Area | CEO | Public Policy | Amanda Ellis |
| Europe | Switzerland | Ticino | Group CTO | Investment & Business | Rob Steele |
| Europe | Switzerland | Zug | CEO & Managing Director | Retail | Josh Bayliss |
| Europe | Switzerland | Zurich | Audit Partner | Investment & Business | Mark West |
| Europe | Switzerland | Zurich | Audit Partner | Prof, Sci & Tech | Stefan Ammann |
| Europe | Switzerland | Zurich | Audit Partner | Prof, Sci & Tech | Jamie Schmidt |

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|-------------|----------------------|----------|--|--|------------------------|
| Middle East | Egypt | Cairo | Chair and Chief Executive Officer | Tourism | Elhamy El Zayat |
| Middle East | Kingdom of Bahrain | Manama | Consultant | Financial & Insurance | Garry Muriwai |
| Middle East | Oman | Muscat | Assessment Manager | Utilities | Crispin Garden-Webster |
| Middle East | Turkey | Istanbul | CEO | Financial & Insurance | Keiran Gallagher |
| Middle East | United Arab Emirates | Dubai | Corporate Director of Food and Beverage | Accommodation & Hospitality; Food and Beverage | Tim Stanhope |
| New Zealand | | | | ICT | Alison Holt |
| New Zealand | New Zealand | | DIRECTOR | Media & Creative | Tim Alpe |
| New Zealand | New Zealand | Auckland | Director, CEO | Education & Training; Investment & Business; Not For Profit | Craig Donaldson |
| New Zealand | New Zealand | Auckland | Commercial Director, Director | Academia; Education & Training; Investment & Business | Geoff Whitcher |
| New Zealand | New Zealand | Auckland | CEO and Founder | Healthcare & Social Assistance; ICT; Investment & Media & Creative | Ian McCrae |
| New Zealand | New Zealand | Auckland | Director | Academia | Michelle Boag |
| New Zealand | New Zealand | Auckland | Professor of Engineering Science, Director | | Peter Hunter |
| New Zealand | New Zealand | Auckland | Director | Investment & Business | Ralph Norris |
| New Zealand | New Zealand | Auckland | Chief Executive | ICT; Investment & Business | Rob Ellis |
| New Zealand | New Zealand | Auckland | Director | Food and Beverage; Investment & Business | Tony Falkenstein |
| New Zealand | New Zealand | Auckland | Founding Partner | Legal | Mai Chen |
| New Zealand | New Zealand | Auckland | CEO | Ag, Forestry & Fishing | Sarah Kennedy |
| New Zealand | New Zealand | Auckland | CEO | Investment & Business | Rob Fyfe |
| New Zealand | New Zealand | Auckland | Film Director | Media & Creative | Andrew Adamson |
| New Zealand | New Zealand | Auckland | President | Manufacturing | Bill Buckley |
| New Zealand | New Zealand | Auckland | Principal | Government | Fiona Cooper Clarke |
| New Zealand | New Zealand | Auckland | Managing Director; Advisory Board Member | Food and Beverage; Investment & Business | Erica Crawford |
| New Zealand | New Zealand | Auckland | Co-Founder | Investment & Business | Theresa Gattung |
| New Zealand | New Zealand | Auckland | Chairman of the Board | Public Policy | Stephen Jacobi |
| New Zealand | New Zealand | Auckland | Head of FX, Trade and Commodities. NZ | Financial & Insurance | Chris Leuschke |
| New Zealand | New Zealand | Auckland | Independent International Affairs Professional | Government; Public Policy | Don McKinnon |
| New Zealand | New Zealand | Auckland | CEO (Acting) | Financial & Insurance | David McLean |
| New Zealand | New Zealand | Auckland | CEO | ICT | Tim Miles |
| New Zealand | New Zealand | Auckland | Independent Director | Investment & Business | Jenny Shipley |
| New Zealand | New Zealand | Auckland | | Manufacturing; Prof, Sci & Tech | Sean Simpson |
| New Zealand | New Zealand | Auckland | CEO and Founder | Prof, Sci & Tech | Ray Avery |
| New Zealand | New Zealand | Auckland | Professor of Organic and Medicinal Chemistry | Academia; Science & Research | Margaret Brimble |
| New Zealand | New Zealand | Auckland | Company Director | Construction & Architecture | Ron Carter |
| New Zealand | New Zealand | Auckland | Medical Director | Academia; Prof, Sci & Tech | Robert (Bob) Elliott |
| New Zealand | New Zealand | Auckland | Professor, Director | Academia | Richard Faull |
| New Zealand | New Zealand | Auckland | Founder and Owner | Food and Beverage | George Fistonich |
| New Zealand | New Zealand | Auckland | Chief Science Advisor to the PM | Prof, Sci & Tech; Public Policy | Peter Gluckman |
| New Zealand | New Zealand | Auckland | Owner and CEO | Sport & Recreation | Phillip Mills |
| New Zealand | New Zealand | Auckland | Director | Manufacturing | Maurice Prendergast |
| New Zealand | New Zealand | Auckland | Director | Investment & Business | Geoff Ross |
| New Zealand | New Zealand | Auckland | Distinguished Professor | Academia | Anne Salmond |
| New Zealand | New Zealand | Auckland | Neuroscientist | Prof, Sci & Tech | Kerry Spackman |
| New Zealand | New Zealand | Auckland | Founder | Manufacturing | Ken Stevens |
| New Zealand | New Zealand | Auckland | Fashion Designer | Clothing & Fashion | Karen Walker |
| New Zealand | New Zealand | Auckland | Executive Chair, Business Director | ICT | Greg Cross |
| New Zealand | New Zealand | Auckland | CEO | Healthcare & Social Assistance | Michael Daniell |
| New Zealand | New Zealand | Auckland | CEO, MD | ICT | Chip Dawson |
| New Zealand | New Zealand | Auckland | Chef de Cuisine | Accommodation & Hospitality | Josh Emett |
| New Zealand | New Zealand | Auckland | Chair | Investment & Business | Andrew Ferrier |
| New Zealand | New Zealand | Auckland | Partner | Legal | John Hackett |

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| New Zealand | New Zealand | Auckland | CEO | Advertising, Marketing & PR;Manufacturing | Bill Highet |
| New Zealand | New Zealand | Auckland | Retired | Financial & Insurance | Nick Main |
| New Zealand | New Zealand | Auckland | Chair | Investment & Business | Peter Maire |
| New Zealand | New Zealand | Auckland | Country Chair | Media & Creative | Kevin Malloy |
| New Zealand | New Zealand | Auckland | Retired | Ag, Forestry & Fishing | Peter Menzies |
| New Zealand | New Zealand | Auckland | Managing Director | Investment & Business | Phil Norman |
| New Zealand | New Zealand | Auckland | Founding Director | Food and Beverage;Public Policy | Tony Nowell |
| New Zealand | New Zealand | Auckland | leader | Manufacturing | Malcolm Rands |
| New Zealand | New Zealand | Auckland | Director - Commercialisation | Prof, Sci & Tech | Garry Reynolds |
| New Zealand | New Zealand | Auckland | Retired | Government | Cheryl Sotheran |
| New Zealand | New Zealand | Auckland | Founder & Director | Investment & Business | Aki Von Roy |
| New Zealand | New Zealand | Auckland | CEO | Media & Creative | Nicky Bell |
| New Zealand | New Zealand | Auckland | CEO | Accommodation & Hospitality;Media & Creative | Annabel Langbein |
| New Zealand | New Zealand | Auckland | Director | Investment & Business | Richard Dellabarca |
| New Zealand | New Zealand | Auckland | Worldwide Director of Design | Media & Creative | Derek Lockwood |
| New Zealand | New Zealand | Auckland | CEO | Retail | Stefan Preston |
| New Zealand | New Zealand | Auckland | Co-ounder and Consultant | Investment & Business | Ian Palliser |
| New Zealand | New Zealand | Auckland | Consulting Chef | Accommodation & Hospitality;Media & Creative | Robert Oliver |
| New Zealand | New Zealand | Auckland | Founder and Chairman | | Ralf Müller |
| New Zealand | New Zealand | Auckland | CEO | Investment & Business | Andrew (Andy) Hamilton |
| New Zealand | New Zealand | Auckland | Creative Director and co-owner | Arts & Entertainment | William McKegg |
| New Zealand | New Zealand | Auckland | Founder & Managing Director | Investment & Business | Wayne Tollemache |
| New Zealand | New Zealand | Auckland | Board Member | Legal | Royal Reed |
| New Zealand | New Zealand | Auckland | CEO | ICT;Investment & Business | Miles Valentine |
| New Zealand | New Zealand | Auckland | President and CEO - International | Retail | Ron J Halls |
| New Zealand | New Zealand | Auckland | Executive Director | Investment & Business;Not For Profit | Mike Hearn |
| New Zealand | New Zealand | Auckland | Director, Laboratory for Animate Technologies | ICT;Media & Creative | Mark Sagar |
| New Zealand | New Zealand | Auckland | Co-Founder and Managing Director | Prof, Sci & Tech | Doug Cleverly |
| New Zealand | New Zealand | Auckland | Founder & Executive Chairman | Manufacturing | Jeremy Moon |
| New Zealand | New Zealand | Auckland | Owner and Partner | Public Policy | Sam (Samuelu) Sefuiva |
| New Zealand | New Zealand | Auckland | Chairman | Education & Training | Frances Valintine |
| New Zealand | New Zealand | Auckland | Principal | Investment & Business | Al Monro |
| New Zealand | New Zealand | Auckland | Chairman | Financial & Insurance | David Mace |
| New Zealand | New Zealand | Auckland | Head of Talent and People Strategy | Education & Training;Not For Profit | Beatrice Faumuina |
| New Zealand | New Zealand | Auckland | | ICT | Jan Zawadzki |
| New Zealand | New Zealand | Auckland | CFO | Financial & Insurance | Suzanne (Sue) Tindal |
| New Zealand | New Zealand | Auckland 0610 | Managing Director | Manufacturing;Prof, Sci & Tech | Graeme Douglas |
| New Zealand | New Zealand | Auckland 0622 | Director | Investment & Business;Not For Profit;Retail | Stephen Tindall |
| New Zealand | New Zealand | Bay of Islands | Professor and Co-founder | Utilities | Mike Pratt |
| New Zealand | New Zealand | Blenheim | Director | Academia | Di McCarthy |
| New Zealand | New Zealand | Blenheim 7301 | Managing Director | Food and Beverage | Jane Hunter |
| New Zealand | New Zealand | Canterbury & West Coast | Chairman/Director | Investment & Business | Mark Bowman |
| New Zealand | New Zealand | Christchurch | Chairman | Media & Creative | Derek Smail |
| New Zealand | New Zealand | Christchurch | Director | Prof, Sci & Tech | Mark Billinghurst |
| New Zealand | New Zealand | Christchurch | Founding Director | Clothing & Fashion | Peri Drysdale |
| New Zealand | New Zealand | Christchurch | Managing Director | Ag, Forestry & Fishing | John Barr |
| New Zealand | New Zealand | Christchurch | Chair | Investment & Business | Philip Burdon |
| New Zealand | New Zealand | Christchurch | Founder | Manufacturing | Glenn Martin |
| New Zealand | New Zealand | Christchurch | CEO | Prof, Sci & Tech | Stuart McKenzie |
| New Zealand | New Zealand | Christchurch | Associate Lecturer and Assistant Vice-Chancellor (Maori) | Academia;Ag, Forestry & Fishing;Investment & Business | Tipene O'Regan |
| New Zealand | New Zealand | Christchurch | Partner | Legal | George Forbes |
| New Zealand | New Zealand | Christchurch | President | Financial & Insurance | Bevan Killick |
| New Zealand | New Zealand | Dunedin | Former MD | Media & Creative | Michael Stedman |

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| New Zealand | New Zealand | Dunedin | Executive Director | Media & Creative | Ian Taylor |
| New Zealand | New Zealand | Gisborne | CFO | Investment & Business;Utilities | Aaron Snodgrass |
| New Zealand | New Zealand | Hamilton | CEO and Chairman | Manufacturing | William (Bill) Gallagher |
| New Zealand | New Zealand | Hamilton | Opera Singer | Education & Training;Arts & Entertainment | Malvina Major |
| New Zealand | New Zealand | Hamilton | Professor | Academia | Ian Witten |
| New Zealand | New Zealand | Havelock North | Owner/Founder | Investment & Business | John Stace |
| New Zealand | New Zealand | Havelock North | Founder | Media & Creative | Hal Josephson |
| New Zealand | New Zealand | Hawkes Bay | Founder & CEO | ICT | Rod Drury |
| New Zealand | New Zealand | Kaikoura | Chair | Arts & Recreation;Investment & Business | Wally Stone |
| New Zealand | New Zealand | Mt Maunganui | Professional Director | Investment & Business | Jon Mayson |
| New Zealand | New Zealand | New Plymouth | Director | Arts & Entertainment | Simon Rees |
| New Zealand | New Zealand | Picton | Director | Investment & Business | Nick Gerritsen |
| New Zealand | New Zealand | Queenstown | Co-Founder | Investment & Business | Geraldine McBride |
| New Zealand | New Zealand | Queenstown | Chair | Investment & Business | Eion Edgar |
| New Zealand | New Zealand | Rangiora | Founder & CEO | Investment & Business | Jonathan (Jonny) Hendriksen |
| New Zealand | New Zealand | Richmond | Founder | Investment & Business;Not For | Sam Morgan |
| New Zealand | New Zealand | Tauranga | Emeritus Professor | Education & Training | Barry Vercoe |
| New Zealand | New Zealand | Te Kuiti | Chancellor | Education & Training;Public Policy | James (Jim) Bolger |
| New Zealand | New Zealand | Wanaka | | ICT | Scott Gilmour |
| New Zealand | New Zealand | Wellington | Partner, APAC Digital Lead | ICT | Richard Suhr |
| New Zealand | New Zealand | Wellington | Professor in Plastic Surgery; | Prof, Sci & Tech | Swee Tan |
| New Zealand | New Zealand | Wellington | Director of Suraerv | | |
| New Zealand | New Zealand | Wellington | Co-Founder & Co-Director | Media & Creative | Richard Taylor |
| New Zealand | New Zealand | Wellington | CEO | Media & Creative | Peter (Biggsy) Biggs |
| New Zealand | New Zealand | Wellington | CEO | Investment & Business | Steven (Steve) Carden |
| New Zealand | New Zealand | Wellington | Media Strategist | Media & Creative | Paul Feenstra |
| New Zealand | New Zealand | Wellington | Exec Chair | Investment & Business | Neville Jordan |
| New Zealand | New Zealand | Wellington | | Mining;Utilities | Leo Lonergan |
| New Zealand | New Zealand | Wellington | Company Director | ICT;Investment & Business | Wayne Norrie |
| New Zealand | New Zealand | Wellington | CEO | Investment & Business | Phil O'Reilly |
| New Zealand | New Zealand | Wellington | Company Director, Trustee, Advisorv Board member. Patron | Government;Tourism | Kerry Prendergast |
| New Zealand | New Zealand | Wellington | Managing Director | Investment & Business | Lorraine Witten |
| New Zealand | New Zealand | Wellington | Chairman | Investment & Business | Rob Cameron |
| New Zealand | New Zealand | Wellington | CEO | ICT | Melissa Clark-Reynolds |
| New Zealand | New Zealand | Wellington | Chief Executive | Media & Creative | Dave Gibson |
| New Zealand | United States | Greater New York City Area | Chair | Investment & Business | Phil Veal |
| North America | Canada | Montreal | Co-Founder and Managing Director | | Kevin Little |
| North America | Canada | Toronto, Ontario | VP Advancement and External Affairs | Education & Training;Food and Beveraae | Alister R. Mathieson |
| North America | Canada | Vancouver | ex President & CEO | Investment & Business | Bruce Aitken |
| North America | Canada | Vancouver | Chairman | ICT | Hugh Richardson |
| North America | New Zealand | Wanaka | Conservation Program Committee | ICT;Investment & Business | Craig Elliott |
| North America | Seychelles | Victoria | Founder and Former CEO | ICT | Brian Peace |
| North America | United States | | EVP and Managing Director, North America | ICT | Sam Barclay |
| North America | United States | Boston | VP | Healthcare & Social Assistance | Scott Mackie |
| North America | United States | Boston | Chair | ICT | Michael Davies |
| North America | United States | Boston | Healthcare Consultant | Healthcare & Social Assistance | Craig White |
| North America | United States | California | Special Counsel | Investment & Business;Legal | Frederick J (Fred) Dorey |
| North America | United States | Cambridge | Associate Professor of Aeronautics and Astronautics, Co-Director | Academia | Karen Willcox |
| North America | United States | Cambridge MA | Center for Computational Board Member | | |
| North America | United States | Chicago | SVP | Government;Investment & Media & Creative | Jeffrey Lamb |
| North America | United States | Chicago | Director | Academia | Richard McDonald |
| North America | United States | Cleveland, OH | President,CEO and Chairman | Financial & Insurance | Ian Foster |
| | | | | | Glenn Renwick |

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| North America | United States | Detroit | Former CFO | Investment & Business | Chris Liddell |
| North America | United States | Florida | Business Coach & Consultant | Education & Training | Deborah Mazzaferro |
| North America | United States | Greater Denver Area | Regional Director - North America | Media & Creative | Claudia Batten |
| North America | United States | La Jolla, CA | Vice President | Financial & Insurance | Raymond Webb |
| North America | United States | Los Angeles | President & Chief Marketing | Advertising, Marketing & PR | Hema Dey |
| North America | United States | Los Angeles | Partner | Investment & Business | Peter Bryant |
| North America | United States | Los Angeles | Stylist/Costume Designer | Arts & Entertainment;Clothing & Fashion | Emma Trask |
| North America | United States | Manhattan Beach, CA | Emerging business manager | ICT | Myles Sutherland |
| North America | United States | Maryland | Vice President, Director, Founder | Manufacturing | Bruce Farr |
| North America | United States | Maryland | Chairman & Managing Director | ICT | Neil Campbell |
| North America | United States | Mountain View | Director of Medical Research | Healthcare & Social Assistance | Catherine Mohr |
| North America | United States | New York | Chairman | Advertising, Marketing & PR | Brian Sweeney |
| North America | United States | New York | Engineering Director | ICT | Craig Nevill-Manning |
| North America | United States | New York | Professor | Healthcare & Social Assistance | Murray Brennan |
| North America | United States | New York | CEO | Media & Creative | Kevin Roberts |
| North America | United States | New York | Partner | Prof, Sci & Tech | Tim Cameron |
| North America | United States | New York | Administrator | Other | Helen Clark |
| North America | United States | New York | Senior VP/General Manager | Food and Beverage | Shane Grant |
| North America | United States | New York | Co-founder and CEO | Investment & Business;Media & Creative | Derek Handley |
| North America | United States | New York | CEO & Co-Founder | ICT | Guy Horrocks |
| North America | United States | New York | Executive | ICT | Jonty Kelt |
| North America | United States | New York | Chief Revenue Officer | ICT | Grant Kreft |
| North America | United States | New York | President and CEO | Media & Creative | Ronnie Peters |
| North America | United States | New York | President | Financial & Insurance | Ian Phillips |
| North America | United States | New York | Managing Director, also Adjunct Professor | Financial & Insurance | Peter Rajsingh |
| North America | United States | New York | Administrator | Investment & Business;Arts & Entertainment | Giarna Te Kanawa |
| North America | United States | New York | Founder | Investment & Business | Julian Robertson |
| North America | United States | New York | Owner | Arts & Entertainment | Max Gimblett |
| North America | United States | New York | Partner | Retail | Robin Lewis |
| North America | United States | New York | New Zealand Ambassador and Permanent Representative to the United Nations | Public Policy | Jim McLay |
| North America | United States | New York | Co-Founder | Food and Beverage | Kirsten Nevill-Manning |
| North America | United States | New York | Dierctor | Financial & Insurance;Investment & Business | Michael Carr-Smith |
| North America | United States | New York | Director of International Tax | Prof, Sci & Tech | Craig Hillier |
| North America | United States | New York | VP Primary Care | Healthcare & Social Assistance | Kirsty Graham |
| North America | United States | New York | CEO | Investment & Business;Legal | Adrian van Schie |
| North America | United States | New York | Managing Director | Investment & Business | Bridget Coates |
| North America | United States | New York | Director | Accommodation & Hospitality | Anthony Hoy Fong |
| North America | United States | New York | Co-Founder / Director | Investment & Business | Hamish Forsyth |
| North America | United States | New York | VP Worldwide Software Business Partners & Alliances | ICT | Mark Register |
| North America | United States | New York | VP / Head of CMO Agency | Advertising, Marketing & PR | Sam Cheow |
| North America | United States | Palo Alto | Co-founder & CEO | Prof, Sci & Tech | Elizabeth Iorns |
| North America | United States | Piedmont | Principal | Investment & Business | Poojitha (Pooj) Preena |
| North America | United States | Redwood City, San Francisco | CEO | Admin & Support;Human | Ben Anderson |
| North America | United States | Reston, VA | CEO | ICT | Michael Boustridge |
| North America | United States | San Diego | Former Co-Founder, Vice-President and Lead Bioloaist | Prof, Sci & Tech | Jilly Evans |
| North America | United States | San Francisco | General Manager - Global B2B | Manufacturing | Claire Eeles |
| North America | United States | San Francisco | CEO and Co-Founder | Other | Priv Bradoo |
| North America | United States | San Francisco | Chairman | Investment & Business | Linda Jenkinson |
| North America | United States | San Francisco | Vice President | Prof, Sci & Tech | John Bedbrook |
| North America | United States | San Francisco | Vice President | ICT | Vaughan Smith |

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| North America | United States | San Francisco | Manager, Sales Infrastructure, Larae Publisher Solutions | Prof, Sci & Tech;Govt & Non-Govt Organisations | Scott Riddle |
| North America | United States | San Francisco | Director San Francisco | Investment & Business | Catherine Robinson |
| North America | United States | San Francisco | Corporate Counsel | Legal | Fleur Knowsley |
| North America | United States | San Francisco area | Principal Executive Officer and Chairman | Investment & Business | David Teece |
| North America | United States | San Francisco area | CEO | ICT | Victoria Ransom |
| North America | United States | San Francisco area | Co-Founder & CEO | Investment & Business | Andrew Legge |
| North America | United States | San Francisco area | President | Utilities | Alan Nunns |
| North America | United States | Santa Monica | Television Producer & Presenter | Media & Creative | Phil Keoghan |
| North America | United States | Seattle | Chief Technology Officer | ICT | Richard Mander |
| North America | United States | Washington DC | Barrister | ICT | Peter Dengate Thrush |
| North America | United States | Washington DC | Founder | Media & Creative | Dale Nirvani Pfeifer |
| North America | United States | Washington DC | President & CEO | Investment & Business | Peter S. Watson |
| North America | United States | Washington DC | Principal | Investment & Business | Richard Seline |
| North America | United States | Washington DC | Artist-in-Residence | Arts & Entertainment | Peter Waddell |
| North America | United States | Westchester | | Sport & Recreation | Sarah Robb O'Hagan |
| North America | United States | Westport | Global Art Advisor and Curator | Media & Creative | Helen Klisser During |
| North America | United States | Westport | Head of FX, Rates and Credit Distribution | Financial & Insurance | Paul Richards |
| South America | Brazil | Sao Paulo | Director | Agriculture, Forestry, Fishing & Minina. Food & Beverage | Craig Bell |
| South America | Saint Vincent and the Grenadines | St Vincent | | | Kelly Glass |
| United Kingdom | New Zealand | Manchester | Professor, Co-Founder | Academia | Garth Cooper |
| United Kingdom | United Kingdom | Berkshire | Founder | Government | Charles Ward |
| United Kingdom | United Kingdom | Cambridge | Head of Transaction Support | ICT | Elizabeth Hill |
| United Kingdom | United Kingdom | East Sussex | Singer, coach and teacher | Education & Training;Arts & Entertainment | Kiri Te Kanawa |
| United Kingdom | United Kingdom | East Sussex | Chairman | Media & Creative | John Gallagher |
| United Kingdom | United Kingdom | Kent | Director | Investment & Business | Stephen (Steve) Bellamy |
| United Kingdom | United Kingdom | London | Director | Investment & Business | Anton Oliver |
| United Kingdom | United Kingdom | London | non executive director | Media & Creative | Brent Hansen |
| United Kingdom | United Kingdom | London | Independent Director and Investment Manager | Investment & Business | Eric Tracey |
| United Kingdom | United Kingdom | London | Chair | Government | Malcolm Grant |
| United Kingdom | United Kingdom | London | Global COO | Investment & Business | Emma Loisel |
| United Kingdom | United Kingdom | London | Global CEO | Investment & Business | Katherine Corich |
| United Kingdom | United Kingdom | London | Director | ICT | Josh Gilbertson |
| United Kingdom | United Kingdom | London | Retired Vice Chancellor | Academia | Graeme Davies |
| United Kingdom | United Kingdom | London | Co-owner, The Providores and Tapa Room, London Co-owner, Kopapa, London Co-owner, Waitaki Braids | Accommodation & Hospitality | Peter Gordon |
| United Kingdom | United Kingdom | London | CEO | Education & Training;Investment & Business:Not For Profit | John Hood |
| United Kingdom | United Kingdom | London | Senior Policy Manager | Financial & Insurance;Investment & Business | Nigel Jollands |
| United Kingdom | United Kingdom | London | Chief Executive | Media & Creative | Tom Mockridge |
| United Kingdom | United Kingdom | London | Founder & Chairman | Investment & Business | Elmar Toime |
| United Kingdom | United Kingdom | London | Director, Facebook Creative Shop | Media & Creative | Mark D'Arcy |
| United Kingdom | United Kingdom | London | Trustee | Public Policy | Judith Mayhew Jonas |
| United Kingdom | United Kingdom | London | Ex-MD | Investment & Business | Bernard Cazenove |
| United Kingdom | United Kingdom | London | Company Director | Investment & Business | Richard Excell |
| United Kingdom | United Kingdom | London | Chairman | Investment & Business | Judith Hanratty |
| United Kingdom | United Kingdom | London | Board Chairman | Investment & Business | Richard Keyse |
| United Kingdom | United Kingdom | London | Director General | Investment & Business | Simon Walker |
| United Kingdom | United Kingdom | London | Owner | Accommodation & Hospitality | Anna Hansen |
| United Kingdom | United Kingdom | London | Founding Partner | Investment & Business | Grant Harrison |
| United Kingdom | United Kingdom | London | Product Development | Media & Creative | Holly Knill |
| United Kingdom | United Kingdom | London | Director | Food and Beverage | Adam Wills |
| United Kingdom | United Kingdom | London | Chief Executive | Investment & Business;Real Estate | Kent Gardner |

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| United Kingdom | United Kingdom | London | Director | Prof, Sci & Tech | Peter Gillingwater |
| United Kingdom | United Kingdom | London | Founder | Investment & Business | Richard Boon |
| United Kingdom | United Kingdom | London | Founder & Director | Construction & Architecture | Sam Martin |
| United Kingdom | United Kingdom | London | Non-Executive/Professional Director | Media & Creative | Neil Berkett |
| United Kingdom | United Kingdom | London | Chief Business Officer | Investment & Business | Gerard Walsh |
| United Kingdom | United Kingdom | London | Head of IT and Communications | Info & Communications Technology | Paul Axworthy |
| United Kingdom | United Kingdom | London | Co-Founder & CEO | Retail | Andrew Gerrie |
| United Kingdom | United Kingdom | London | News Presenter/Anchor | Media & Creative | Lucy Hockings |
| United Kingdom | United Kingdom | London | Marketing & Business Development Consultant | Retail | Yvonne London-Marchant BSc. |
| United Kingdom | United Kingdom | London | Producer | Arts & Entertainment;Media & Business | Robert Whitehouse |
| United Kingdom | United Kingdom | London | CEO | Financial & Insurance;Investment & Business | Mark Wilson |
| United Kingdom | United Kingdom | London | Managing Director (MD) | Legal | Luke Minford |
| United Kingdom | United Kingdom | London | Member of Parliament | Government | Paul Beresford MP |
| United Kingdom | United Kingdom | London | Senior Social Media Manager | Media & Creative | Tee Twyford |
| United Kingdom | United Kingdom | London | Principal | Investment & Business | David Grose |
| United Kingdom | United Kingdom | London | Manager | Investment & Business | Robert Genieser |
| United Kingdom | United Kingdom | London | Senior Manager | Food and Beverage | Jacqui Macalister |
| United Kingdom | United Kingdom | London | Co-Founder / Managing Director | Investment & Business | Robyn Scott |
| United Kingdom | United Kingdom | London | Group Chief Executive | Financial & Insurance;Investment & Business | Ross McEwan |
| United Kingdom | United Kingdom | London | Director | Investment & Business | Geert Van der Elst |
| United Kingdom | United Kingdom | London | Senior Research Scientist | Academia;Prof, Sci & Tech | Shane Legg |
| United Kingdom | United Kingdom | London | Managing Director | ICT;Media & Creative | Mark Hadley |
| United Kingdom | United Kingdom | London | Honorary Consultant Dermatologist and recent Head of the Photobiology Unit | Healthcare & Social Assistance | John Hawk |
| United Kingdom | United Kingdom | London | Founder & CEO | Not For Profit | Molly Bedingfield |
| United Kingdom | United Kingdom | London | Director | Investment & Business | Ben Fisher |
| United Kingdom | United Kingdom | London | CEO | Investment & Business | Edward (Ed) Hanson |
| United Kingdom | United Kingdom | Slough | Managing Director | ICT | Crosbie Burns |
| United Kingdom | United Kingdom | Suffolk | President | Media & Creative | Diana Rowland |
| United Kingdom | United Kingdom | Suffolk | Chairman (retired) | Investment & Business | David Rowland |
| United Kingdom | United Kingdom | Surrey | Chairman | ICT | John Buchanan |
| United Kingdom | United States | New York | Trader | Financial & Insurance | Greg Knight |

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| Kea Events Calendar 2015 | | | | | |
|--------------------------|---|---------------------------------|---|--------------------------------|--|
| Month | Event Name | Location | Date | Contact | Notes |
| January | | | | | |
| | WCNZ Events planning day | | 10 Jan | | Plan in conjunction with NZ Inc to obtain objectives for summits – align with trade missions etc |
| | Kea/Immigration NZ event with Associate Minister of Immigration Hon. Craig Foss | Shanghai | 28 Jan | Gillian Moore, Hon. Craig Foss | |
| February | Waitangi Day | Shanghai | Feb 6 | Gillian Moore | |
| | WCNZ and Chamber of Commerce Event | Singapore | Feb 6 | Chamber of Commerce | Keynote Speaker:WCNZer Andy Hamilton |
| | WCNZ Wellington Event | Wellington | Feb 19 | Stephen Dee | Massive Theatre Company Event |
| | Cricket World Cup | | February | NZTE/MBIE/MFAT | High level meetings, events and VIP invites around the games. Full list of all the Cricket World Cup fixtures via the NZTE website: https://www.nzte.govt.nz/en/events/icc-cricket-world-cup-2015/ |
| March | Inspire London | NZ House, London | 10 March | Tania/WCNZ/Kea | Women in London |
| | NZ CFO Summit | Sky City | 11 March | Conferenz | Not a Kea/WCNZ Event but many WCNZ will be in attendance |
| | Kea Business Breakfast with the new Consul General NZ | Shanghai | 19 March | Gillian Moore | Details TBC |
| | New Zealand International Business Awards | Sky City Auckland. | 25 March | Kerry Greene, NZTE | |
| April | | | | | |
| | AJ Park in Shanghai | NZ Central, Shanghai | 7 April | Kea/AJ Park | |
| | InterNZ Event | Kiwi Landing Pad, San Francisco | 14 April | AUT/KLP/Kea | Keynote: WCNZer Fleur Knowsley & Derek McCormack |
| | Wellington Story Event | Melbourne | 16 April | Kea/Grow Wellington | Hosted by Minter Ellison & NZVBG. Keynote Peter Biggs, WCNZer |
| | NZ Job Fair | Melbourne | 17 th 18 th April | Immigration NZ/MBIE/Kea | |
| | Kea Business Breakfast with Fonterra CEO, Johan Priem | NZ Central, Shanghai | 19 April | Kea/Fonterra | |
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| May | | | | | |
| | VIP Business Breakfast with AI | Caravan at Kings Cross, London | | Kea/AI Brown | Attended by notable WCNZers |

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| | Brown | | | | |
| | Wellington Adds Up | Ivy Penthouse, Sydney | 7 May | Grow Wellington/Kea | Keynote: Richard McLean attended by notable WCNZers |
| | Anzac Games | Instanbul, Turkey | | | No assistance requested |
| | SIAL China | Shanghai International Expo Centre | 6 - 8 | | No assistance requested |
| | Casual lunch with WCNZers | Kea Boardroom | May 11 | Kea/WCNZers/Partners | Guests of Honor: Molly Bedingfield and Roger Sharp |
| | NZ CEO Summit | Auckland | May 12, 13 | | Keynotes WCNZers Molly Bedingfield and Roger Sharp |
| | Inspire San Francisco | Kiwi Landing Pad | May 13 | Kea/KLP | Keynote: Cam Calkoen |
| | Post Budget Address Luncheon | Sky City, Auckland | May 22 | TTBC/Kea/WCNZers | Keynote: Right Hon John Key. Hosted by Phil Veal |
| | World Fair, Expo 2015 | Milan, Italy | 1 May - 31 Oct | NZTE/MBIE/MFAT | Set up meetings & events around this Fair – no assistance requested |
| | FIFA U20 World Cup Opens | | Sat 30 | NZTE/MBIE/MFAT | High level meetings, events and VIP invites around the games with a business focus. No assistance requested |
| June | Inspire London | Robert Walters Boardroom | June 11 | Kea/Robert Walters | Keynote Speaker: WCNZer Molly Bedingfield |
| | Final of FIFA U20 world Cup | | June 20 | NZTE/MBIE/MFAT | High level meetings, events and VIP invites around the games with a focus on Doing business in UK/UAE |
| | From Africa to Aotearoa – Kiwi DNA Gala | High Commission, London | June 17 | Massey Uni/Royal Society/National Geographic | |
| | Inspire Auckland | AUT | Mon 29 Jun | Kea/AUT | Inspirational Speaker series highlighting World Class New Zealanders |
| | Inspire Wellington | Te Papa | Tues 30 Jun | Kea/WCC/Grow Wellington | Inspirational Speaker series highlighting World Class New Zealanders |
| July | Inspire Canterbury | Wigram Airforce | Weds July 1 | Kea/CECC | Inspirational Speaker series highlighting World Class New Zealanders |
| | WCNZ Awards | Viaduct Events Centre | Thurs July 2 | Kea | The most prestigious individual achievement Awards in NZ |
| August | | | | | |
| September | Inspire UK | | TBC | | |
| | Rugby World Cup | | Sep - Oct | NZTE/MBIE/MFAT | High level meetings, events and VIP invites around the games |
| | ICE Angels' 5th Annual New Zealand Angel Investment Showcase | | Thurs 24 | | |
| | Inspire New York | | TBC | | |
| | Inspire Dubai | | TBC | | |
| | Inspire Kuala Lumpur | | TBC | | Work with Immigration MFAT/NZ Inc |
| October | | | | | |
| November | | | | | |
| December | | | | | |

Other NZ events to be aware of:

Delliotte Fast 50 - Delloite

NZ innovators Awards - NZIC

Westpac Business Excellence Awards (18 regional events around the country)

EY Entrepreneur of the year

Innovation Heroes

Blake Leadership Awards

AUT Business Excellence Awards

Kiwibank New Zealander of the year Awards

The Flying Kiwi Award for the HiTech Hall of Fame

Westpac Women on Influence Awards

Wellington Gold Awards

Aotearoa NZ Maori Business Leaders Awards

AMCHam- DHL Express Success and Innovation Awards Dinner

Pacific Leadership Awards

Champion Canterbury Business Awards

NZI Sustainable Business Network Awards

International Events to be aware of

Hong Kong Ball

Singapore Ball

Global Chamber of Commerce Events

SIAL China

World Fair - Milan

Appendix 5 - Kea Media Report - Apr - Jul 2015

| Media Report | | |
|--------------------------|--|--------------|
| Apr - Jul 2015 | | |
| Source | Progress | Date |
| Sunday Star Times | About Town – Kea World Class New Zealand Awards 2015 | 12 July 2015 |
| Radiolive.co.nz | Audette Exel, Founder ADARA Group | 12 July 2015 |
| RadioLive | Audette Exel, Founder of ADARA Group (16 minutes 35 seconds) | 12 July 2015 |
| The Press | Silicon Valley CEO's love affair with NZ | 8 July 2015 |
| New Zealand Herald | 'Great leader, an inspiration' | 8 July 2015 |
| The Dominion Post | Silicon Valley boss has love affair with NZ | 8 July 2015 |
| Waikato Times | Silicon Valley boss's love affair with NZ | 8 July 2015 |
| Radio NZ | Panelist Michelle Boag confirms she attended the WCNZ Awards | 6 July 2015 |
| Sunday Star Times | Connect and relate | 5 July 2015 |
| Sunday Start Times | Aunty Helen | 5 July 2015 |
| Herald on Sunday | Herald on Sunday, Spy Magazine | 5 July 2015 |
| Stuff.co.nz | Helen Clark says women are still being held back by 'family duties' | 5 July 2015 |
| Weekend Press | Go for the slice of big pie- go-getter | 4 July 2015 |
| Timaru Herald | Be brave and ride startup rollercoast | 4 July 2015 |
| Greymouth Star | Entrepreneur mum makes flying visit | 4 July 2015 |
| Weekend Press | Go for the slick of big pie – go-getter | 4 July 2015 |
| Timaru Herald | Be brave and ride startup rollercoaster | 4 July 2015 |
| Newstalkzb.co.nz | Dr Swee Tan: Top New Zealand award recipient | 4 July 2015 |
| Newstalk ZB | Tame talks about the WCNZ Awards (13 minutes 40 seconds) | 4 July 2015 |
| New Zealand Herald | Entrepreneur mum makes flying visit | 3 July 2015 |
| The Press | Business Briefs Clark honoured | 3 July 2015 |
| NZ Business Magazine | Helen Clark wins Supreme Kea WCNZ Award | 3 July 2015 |
| National Business Review | Tall poppies celebrated at expat association awards | 3 July 2015 |
| Gisborne Herald | Quick visit to NZ for entrepreneur mother | 3 July 2015 |
| Idealog.co.nz | 15 minutes with philanthropist, WCNZ Award winner, and 'spy in the enemy camp', Audette Exel | 3 July 2015 |
| Radiolive.co.nz | Helen Clark in NZ to collect award, has sit down interview with Paul Henry | 3 July 2015 |
| Nbr.co.nz | Tall poppies celebrated at expat association awards | 3 July 2015 |
| 3news.co.nz | Helen Clark hints at UN reform | 3 July 2015 |
| 3news.co.nz | Helen Clark hints at UN reform | 3 July 2015 |
| TVNZ Breakfast | UN Development Programme head Helen Clark has been recognized for her lifetime achievements at the WCNZ Awards (39 seconds) | 3 July 2015 |
| TVNZ Breakfast | Former Prime Minister Helen Clark has won the top category of the WCNZ Awards (37 seconds) | 3 July 2015 |
| TVNZ Breakfast | Former Prime Minister Helen Clark is in NZ to receive the supreme award at the Kea 2015 WCNZ Awards (7 minutes 15 seconds) | 3 July 2015 |
| TVNZ Breakfast | Former Prime Minister Helen Clark will receive the Kiwi Expat Association supreme award for her role with the UN (42 seconds) | 3 July 2015 |
| NZ Rhema | Former Prime Minister Helen Clark has won the supreme award at the Kea WCNZ Awards (26 seconds) | 3 July 2015 |
| Newstalk ZB | Former Prime Minister Helen Clark has taken out the supreme award at the Kea WCNZ (20 seconds) | 3 July 2015 |
| Newstalk ZB | Hosking explains that UN Development Programme administrator Helen Clark has been given the Supreme Award at Kea's 2015 WCNZ Awards (29 seconds) | 3 July 2015 |
| Radiolive Paul Henry | Helen Clark in NZ to collect award, has sit down interview with Paul Henry (6 minutes 46 seconds) | 3 July 2015 |
| Newstalk ZB | Former Prime Minister Helen Clark has received the supreme award at the Kea WCNZ Awards (53 seconds) | 3 July 2015 |
| Newstalk ZB | "...praises Kea's 2015 WCNZ award winners..." (1 minute 3 seconds) | 3 July 2015 |
| NZ's Rhema | Former Prime Minister Helen Clark, who was honoured at last night's Kea 2015 WCNZ Awards (34 seconds) | 3 July 2015 |

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| Newstalk ZB | Former Prime Minister and now head of UN Development Programme Helen Clark (17 seconds) | 3 July 2015 |
| Newstalk ZB | UN Development Programme administrator Helen Clark (16 seconds) | 3 July 2015 |
| Stuff.co.nz/BusinessDay | Google's Victoria Ransom's tips for New Zealand entrepreneurs | 2 July 2015 |
| Stuff.co.nz/MarlboroughExpress | Google's Victoria Ransom's tips for New Zealand entrepreneurs | 2 July 2015 |
| Stuff.co.nz/BusinessDay | Google's Victoria Ransom's tips for New Zealand entrepreneurs | 2 July 2015 |
| Stuff.co.nz/TaranakiDailyNews | Google's Victoria Ransom's tips for New Zealand entrepreneurs | 2 July 2015 |
| Stuff.co.nz/SouthlandTimes | Google's Victoria Ransom's tips for New Zealand entrepreneurs | 2 July 2015 |
| 3news.co.nz/newsworthy | Is Helen Clark Hoping to Return to NZ? | 2 July 2015 |
| Stuff.co.nz/BusinessDay | Helen Clark wins Kea World Class New Zealand Award | 2 July 2015 |
| Stuff.co.nz/MarlboroughExpress | Google's Victoria Ransom's tip for NZ entrepreneurs | 2 July 2015 |
| Stuff.co.nz/TaranakiDailyNews | Google's Victoria Ransom's tip for NZ entrepreneurs | 2 July 2015 |
| Stuff.co.nz/SouthlandTimes | Google's Victoria Ransom's tips for NZ entrepreneurs | 2 July 2015 |
| Stuff.co.nz | Google's Victoria Ransom's tips for NZ entrepreneurs | 2 July 2015 |
| Stuff.co.nz/MarlboroughExpress | Helen Clark wins Kea World Class New Zealand Award | 2 July 2015 |
| Stuff.co.nz/SouthlandTimes | Helen Clark wins Kea World Class New Zealand Award | 2 July 2015 |
| Stuff.co.nz/SouthlandTimes | Helen Clark wins Kea World Class New Zealand Award | 2 July 2015 |
| Newsworthy | Is Helen Clark Hoping to Return to NZ? (2 minutes 52 seconds) | 2 July 2015 |
| Newsworthy | Former Prime Minister Helen Clark, who now heads the UN Development Programme, has won the Kea WCNZ Awards (2 minutes 52 seconds) | 2 July 2015 |
| Marlborough Express | Benjamin Mugisho and Beatrice Faumuina captivate Kea Inspire audience | 30 June 2015 |
| Auckland Eastern Courier | Benjamin Mugisho and Beatrice Faumuina captivate Kea Inspire audience | 30 June 2015 |
| Timaru Herald | Benjamin Mugisho and Beatrice Faumuina captivate Kea Inspire audience | 30 June 2015 |
| Manawatu Standard | Benjamin Mugisho and Beatrice Faumuina captivate Kea Inspire audience | 30 June 2015 |
| Dominion Post | Benjamin Mugisho and Beatrice Faumuina captivate Kea Inspire audience | 30 June 2015 |
| Nelson Mail | Benjamin Mugisho and Beatrice Faumuina captivate Kea Inspire audience | 30 June 2015 |
| Sunday Star Times | Benjamin Mugisho and Beatrice Faumuina captivate Kea Inspire audience | 30 June 2015 |
| Waikato Times | Benjamin Mugisho and Beatrice Faumuina captivate Kea Inspire audience | 30 June 2015 |
| The Press | Congo refugee inspires Kiwis | 30 June 2015 |
| Stuff.co.nz | Congo refugee inspires Kiwis | 30 June 2015 |
| Nzherald.co.nz/events | NZ Herald Events | 30 June 2015 |
| Stuff.co.nz | Kea Inspire Auckland write up | 30 June 2015 |
| New Zealand Herald | Kiwis out to inspire others | 29 June 2015 |
| Nzherald.co.nz | Kiwis out to inspire others | 29 June 2015 |
| nzherald.co.nz | Kea Inspire Q&As | 29 June 2015 |
| NZ Herald | Kea Inspire Q&As | 29 June 2015 |
| The Press | Startups looking Stateside | 24 June 2015 |
| The Press | Startups looking Stateside | 24 June 2015 |
| Stuff.co.nz/DominionPost | Kiwi tech start ups look to the US | 23 June 2015 |
| Stuff.co.nz/TaranakiDailyNews | Kiwi tech start ups look to the US | 23 June 2015 |
| Stuff.co.nz/SouthlandTimes | Kiwi tech start ups look to the US | 23 June 2015 |
| Stuff.co.nz/SundayStarTimes | Kiwi tech start ups look to the US | 23 June 2015 |
| Stuff.co.nz/MarlboroughExpress | Kiwi tech start ups look to the US | 23 June 2015 |
| Stuff.co.nz | Kiwi tech start ups look to the US | 23 June 2015 |
| Stuff.co.nz | Interview with Jonty Kelt, Kea mention | 23 June 2015 |
| Stuff.co.nz/DominionPost | Kiwi tech start ups look to the US | 23 June 2015 |
| Stuff.co.nz/TaranakiDailyNews | Kiwi tech start ups look to the US | 23 June 2015 |
| Stuff.co.nz/SouthlandTimes | Kiwi tech start ups look to the US | 23 June 2015 |
| Stuff.co.nz/SundayStarTimes | Kiwi tech start ups look to the US | 23 June 2015 |
| Stuff.co.nz/MarlboroughExpress | Kiwi tech start ups look to the US | 23 June 2015 |
| Stuff.co.nz/BusinessDay | Kiwi tech start ups look to the US | 23 June 2015 |

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| Sunday Star Times | Google's Kiwi millionaire took chance | 21 June 2015 |
| Stuff.co.nz/DominionPost | Google's Kiwi multimillionaire on how she did it | 21 June 2015 |
| Stuff.co.nz/TimaruHerald | Google's Kiwi multimillionaire on how she did it | 21 June 2015 |
| Stuff.co.nz/ManawatuStandard | Google's Kiwi multimillionaire on how she did it | 21 June 2015 |
| Stuff.co.nz/NelsonMail | Google's Kiwi multimillionaire on how she did it | 21 June 2015 |
| Stuff.co.nz | Google's Kiwi multimillionaire on how she did it | 21 June 2015 |
| Nelson Mail | Interview with Victoria Ransom ahead of Inspire | 21 June 2015 |
| Manuwatu Standard | Interview with Victoria Ransom ahead of Inspire | 21 June 2015 |
| Timaru Herald | Interview with Victoria Ransom ahead of Inspire | 21 June 2015 |
| Dom Post | Interview with Victoria Ransom ahead of Inspire | 21 June 2015 |
| Stuff.co.nz | Interview with Victoria Ransom ahead of Inspire | 21 June 2015 |
| SST | Interview with Victoria Ransom ahead of Inspire | 21 June 2015 |
| SST | Interview with Phil Veal, writeup on Awards and Inspire | 7 June 2015 |
| Sunday Star Times | Kea showcases World Class Kiwis | 7 June 2015 |
| Stuff.co.nz/TaranakiDailyNews | Kea celebrates World Class New Zealanders | 7 June 2015 |
| Stuff.co.nz/SouthlandTimes | Kea celebrates World Class New Zealanders | 7 June 2015 |
| Stuff.co.nz/MarlboroughExpress | Kea celebrates World Class New Zealanders | 7 June 2015 |
| Stuff.co.nz/BusinessDay | Kea celebrates World Class New Zealanders | 7 June 2015 |
| Oamaru Mail | WCNZ Awards mention in Sir Rray Avery article | 3 June 2015 |
| http://toptidings.net/about/ | Kiwis out to inspire others | 1 June 2015 |
| Events.nzherald.co.nz | 2015 World Class New Zealand Awards | 1 June 2015 |
| Scoop.co.nz | Inspirational stories of world-class Kiwis at Kea Inspire | 20 May 2015 |
| Scoop.co.nz | Kea Inspire release | 15 May 2015 |
| Southland Times | Kea partners with Education NZ to attract international students | 8 May 2015 |
| Dominion Post | Kea partners with Education NZ to attract international students | 8 May 2015 |
| The Press | Kea partners with Education NZ to attract international students | 8 May 2015 |
| Stuff.co.nz | Kea partners with Education NZ to attract international students | 7 May 2015 |
| NZ Herald | Kea mention in Bella Katz article about companies utilising expat networks | 21 April 2015 |
| Good | Kea mention on Bridget Coates article | 1 April 2015 |
| Idealog | Kea and WCNZ mention in article featuring Ray Avery | 1 April 2015 |

Appendix 6 - WCNZ Connection Service, April to June 2015

| Project Type | Project Name | What's the ask? | Primary Connection Purpose | No. of member connects | Who did we connect? | What was the connection outcome? | Connection Stage |
|--------------------|--|---|--|------------------------|---|--|------------------|
| Event or speaker | Connection request: Ash Lomborg looking for keynote speaker on Innovation for NZ Herald event | "The event is called Herald Talks: Innovation and is a speaker series event. The event is from 7am-9am on July the 1st. We need a keynote speaker around innovation. Someone who is using innovation at a global level, they can be international or kiwi but we would love to tie it back to KEA" | 6.4 Seeking Event Speakers | 1 | WCNZer Mark Sagar | Ash is stoked | 61 - Connected |
| Connection Service | Pure Sports Nutrition - seeking In-market manufacturers/distributors | Connection with member(s) who have experience in food manufacturing & distribution in North America. We have existing retail opportunities in the US/Canada, but would like referrals for outsourced contract manufacturers and wholesale distributors, so that we can prepare a solid supply chain locally (instead of high costs of exporting product). Particularly interested in connecting with any members or NZTE who plan on attending the North American Food Show in January, to possibly share costs of a shared expo stand. | 1.1 Seeking Distributors | 3 | Rosa to Shane Grant, VP of CocaCola, WCNZer Deb Mazzaferro & Phil Keoghan | Sent product to Phil Keoghan to try, and has a meeting with Shane Grant, VP of Coca Cola in New York | 61 - Connected |
| Connection Service | Assisting Wellnomics with search for contacts in US Insurance companies | Email from Paul Burke 141105: Can you recommend anyone in the KEA network who has experience in the US Insurance sector? I ask because I am working alongside a customer who have software tools to enable organisations to manage the health and safety of large numbers of office workers. The software prompts users to take breaks and recommends stretches etc. A model, which we want to research more, is one which would see their product white-labelled and used as part of a User Defined Insurance model. It's a concept that is being used in NZ by the likes of Tower with their SmartDriver<http://www.tower.co.nz/insurance/car/smartdriver/> programme. This would potentially see their product being paid for from the insurer's marketing budget, rather than the meagre health and safety budget. I am trying to track down someone with a good understanding of the corporate insurance market to support research. | 1.0 Seeking In-Market Knowledge/Advice | 1 | Glenn Renwick was approached 141112. Email was agreed with Paul Burke, see relevant correspondence in Paul's file, and in Glenn Renwick's file. | Very useful information, seeker happy | 61 - Connected |
| Connection Service | Food distribution/marketing contacts in Bangkok and Singapore | Food distribution/marketing contacts in Bangkok and Singapore, for trip to Bankok 9th to 13th February. | 1.1 Seeking Distributors | 1 | Marcus Glucina | TBA | 61 - Connected |
| Connection Service | Dairy industry contacts | Market introductions to dairy manufacturing people in Europe, to discuss populating Cream's dairy auction platform with product. | 1.3 Seeking Customer Contacts | 1 | Ian Palliser | TBA | 61 - Connected |
| Connection Service | Manukee - anything else Kea can do to help exports | How else could I connect with the KEA network apart from LinkedIn? | 1.3 Seeking Customer Contacts | 1 | Gavin Faull | Seeker says that the connection went fairly well, they are still in contact | 61 - Connected |
| Connection Service | Food manufacturing contacts for ingredient supplier, Taranaki Bio Extracts | Looking for Kiwis overseas active or with past experience in food manufacturing, to discuss how to get an ingredient into market, possible introductions. | 1.0 Seeking In-Market Knowledge/Advice | 3 | Carole Wright, Maria Hellyer, Charlotte Knight | Outcome not disclosed | 61 - Connected |
| Other | SD meetings in Melbourne April 2015 | Priority list for Melbourne meetings | 8.0 Connect with Members/Prospects: 8. 2 Promote Kea/World Class NZ | | Not relevant | Successfully completed | 61 - Connected |
| Connection Service | Connection request: Nutry Foods wanting to supply product to Chile and be connected to import/distribution and retailers | Nutry Foods are seeking to supply their product to Chile, and would like to be connected to import/distribution and retailers. They would also like to know more about their food import regulations so they can start thinking on a packaging/labelling that could be approved by them. | 1.0 Seeking In-Market Knowledge/Advice: 1.1 Seeking Distributors: 1.2 Seeking Partners | 1 | Mal Singh, Lion Heart Advisory and Investment (South Africa) | TBA | 61 - Connected |
| Connection Service | Connection request: Nuwanthie Samarakone (Ice Professionals) wanting to be connected to Ian Wright | Nuwanthie Samarakone (Ice Professionals) wanting to be connected to Ian Wright. | 1.5 Seeking Info: 3.0 Member connect | 1 | Connected Nuwanthie Samarakone with Prospective WCNZer Ian Wright | TBA | 61 - Connected |
| Event or speaker | Intro to NZTE for RWC Activity | Introduce Card Ninja to opportunities | 3.0 Member connect | 1 | Emily Davies RWC 2015 Project Manager | Added to entertainment list for RWC 2015 NZTE events | 61 - Connected |
| Connection Service | Connection request: Snowball Effect looking at Singapore as a potential market | Snowball effect are looking at Singapore as a potential market, and are currently doing an assessment of the regulatory environment to see how easily their technology and processes could be transplanted. It's early days, but if the market looks attractive, their preference would be to enter a joint venture with a local individual / group. They would rely on the local partner to grow both the company and investor sides of the market. They would provide the technology, know-how, and central office support. While assessing the regulatory environment, they are keen to understand other nuances of the Singapore market, such as how the startup ecosystem works, how investment groups work, and whether there's significant pain points in the equity funding process. | 1.0 Seeking In-Market Knowledge/Advice: 1.2 Seeking Partners: 1.5 Seeking Info | 1 | WCNZer Roger Sharp | Email from Josh Daniell: We had a good meeting for around 1.5 hours this morning, after which he introduced me to others at NZTE / Chamber of Commerce who I met with this afternoon. Thanks for the connection, very helpful. I think there's some opportunity in this market, although not necessarily where I was expecting. I'll be developing our strategies over the next few weeks. | 61 - Connected |
| Connection Service | Helping Fay Drummond with connections in Holland | Fay is moving to Holland and is keen to be connected with members there. | 3.0 Member connect | 2 | Jan Zijderveld, Christopher Wright | Successful connection | 61 - Connected |
| Event or speaker | Guy Ryan introductions | Guy wanted to be introduced to Claudia Batten, Victoria Ransom, and Priv Bradoo. | 6.4 Seeking Event Speakers | 3 | Victoria ransom, Claudia Batten, Priv Bradoo | Successful connections | 61 - Connected |
| Connection Service | Connection request: Julie Fry and Matthew Tukaki | Julie Fry is working on NZ Diaspora project for Immigration NZ and Treasury | 3.0 Member connect | 1 | WCNZer Matthew Tukaki | TBA | 61 - Connected |
| Connection Service | Connection request: the Story Board looking to meet with Advertising Agencies, PR Companies in Asia for Direct to Client | The Story Board want to meet with Advertising Agencies, PR Companies or even large Corporates in a Direct to Client relationship towards the production of Television Commercials and/ or online video content. | 1.2 Seeking Partners: 3.0 Member connect | 1 | Peter Eric Jobson (Hong Kong) | TBA | 61 - Connected |
| Event or speaker | Connection request: Te Hono Movement looking for speaker at business event in Stanford University | Te Hono Movement is looking for speakers who can provide engaging experiences and showcase their knowledge in the topic areas related to the theme understanding value - through consumer, digital/e-commerce and market innovation. Speaking sessions to be discussed as per area of interest. | 6.4 Seeking Event Speakers | 1 | WCNZer Craig Nevill-Manning agreed to speak (via Skype) at the event. | WCNZer Craig Nevill-Manning | 61 - Connected |

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|---------------------------|---|--|--|----|---|--|----------------|
| Connection Service | Connection request: Media Design School starting accelerator business model for education of gaming industry in NZ. | "One of the drivers for this project is to support games and creative technologies graduates to better prepare their projects for commercialisation, while connecting with the games industry and nurturing new talent in general. Media Design School and its graduates are already highly regarded by the industry as employees, but we are looking at how to encourage and develop more entrepreneurs." | 1.5 Seeking Info: 3.0 Member connect | 1 | WCNZer Claudia Batten | TBA | 61 - Connected |
| Connection Service | Connection request: Robett Hollis from ColabNZ Shared Workspace seeking connection with AUT | Robett Hollis seeking connection with AUT - there may be some really good opportunities for them to work with one another get the word out about ColabNZ Shared Workspace | 3.0 Member connect | 1 | Suzanne Moore (Director-Business & Community Relations, AUT) | TBA | 61 - Connected |
| Connection Service | Connection request: Ellen Read from Fairfax wants to interview Craig Elliott | "I have received a request from Ellen Read who is the National Business Editor for Fairfax Media here in NZ. She is in charge of the Business section in the Sunday Star times and www.stuff.co.nz. She would like to get in touch with you to regarding an interview for the Fairfax series on Kea/World Class New Zealand, she's interested in talking to you about your career, your positive influence on New Zealand through the Kea network, and your views on opportunities for NZ business, and much more I'm sure." | 3.0 Member connect | 1 | WCNZer Craig Elliott | TBA | 61 - Connected |
| Connection Service | The Markers Project | Advise WCNZ members (& maybe digital connections) about the Marker Project. | 2.1 Promote NZ/NZ Story | 2 | Jason Horobin, ANZ Bank Victoria Spackman, The Gibson Group | ANZ bank in discussion to explore ways to support this initiative in France. | 61 - Connected |
| Event or speaker | Kea/WCNZ WREDA event - Melbourne 150416 | Hosting an event in Melbourne to promote Wellington | 2.1 Promote NZ/NZ Story | 81 | | We hosted a full event of 80 executives in Melbourne with 6 WCNZers in attendance. | 61 - Connected |
| Connection Service | Connection Request: Kura Nutrition | Kura Nutrition are looking for a US-based PR agency that specialises in food and beverage to help create hype around their products and build the brand in the US market. If there is anyone they can talk to, it would be much appreciated. | 3.0 Member connect | 1 | Gemma Ross with Jeff Spear | Connected Kura with Jeffrey Spear CEO and Founder of Spear Studios. Outcome not disclosed | 61 - Connected |
| Recruitment/Talent Search | Connection Request: Hustle & Bustle | Hustle & Bustle are also looking for freelancers in the US (NY and LA) to help execute global campaigns on the ground in their markets. | 6.0 Seeking Talent | 3 | Andrew Taylor Peter Jobson Jeffrey Spear | Connected H&B to Jeffrey Spear in NYC who is well connected in this industry | 61 - Connected |
| Connection Service | Connection Request: StarNow launching new Dedicated Casting Microsite. | StarNow have launched a new offering: the Dedicated Casting Microsite. These neutral platforms are beautifully branded to promote a single project, accept applications from anyone, anywhere and are quietly powered by StarNow in the background. Better yet, you can combine casting via the StarNow website and use your microsite to reach out to non StarNow members, and applicants from both sources are funnelled seamlessly to one place for viewing, creating the most uniquely powerful casting engine in place today. We can offer complimentary use of this product, in return for high profile casting opportunities that can make full use of the scale of our platform, and welcome introductions that may lead to such a collaboration, especially from UK and AU based experts. | 3.0 Member connect | 1 | Paula Mason (BDA Creative, Singapore) | TBA | 61 - Connected |
| Connection Service | Connection Request: Sorbet Cosmetics | Sorbet Cosmetics are looking to partner directly with retailers and not through distributors for potential export partners, and would love to know if Kea have anyone with experience with FMCG in the UK, France, Germany or Scandinavian countries | 1.2 Seeking Partners | 1 | Debra Langley (Inverted Edge, Singapore) | TBA | 61 - Connected |
| Connection Service | Connection Request: Wine distribution in China | Murdoch James Estate Wines Limited are keen to make contacts with potential distribution partners in Other large cities/provinces in China: for example Guangzhou, Beijing, Shanghai and also their 2 cities. | 1.1 Seeking Distributors | 2 | Connected with Aaron Marsich in order to be included in the F&B database for Shanghai. Put in touch with Charlotte Read with the view to her assisting him in her new role with NZTE. | Seeker was appreciative of the connections, led to some potential clients and advice to obtaining in-market information, and relationship with government agencies | 61 - Connected |
| Connection Service | R&D Contacts in NZ - Biotechnology/Pharmaceutical | Business opportunities in New Zealand around biotechnology/pharmaceutical field in NZ | 1.0 Seeking In-Market Knowledge/Advice | 1 | Dr Steven Thompson, British High Commission | Dr Steven Thompson is the science officer at the British High Commission in Wellington. With the role there to help build commercially orientated R&D collaborations between Britain and NZ. Sending Dr Itshak Golan paper to NZ contacts in the health field, with an invitation to contact you directly if they would like to enquire further. | 61 - Connected |
| Event or speaker | Intro to VIP Guests for Black Caps Reception | Hosting Black Caps Reception, would like WCNZers and prominent invited Ross McEwan, Sean Fitzpatrick, Matt Watt | 3.0 Member connect | 2 | Ross McEwan, Sean Fitzpatrick | Invite issued from LNZZC to attend VIP Drinks Reception at NZ High Commission in honour of Black Caps ahead of UK Tour | 61 - Connected |
| Connection Service | Connection request: Shot Mechanics want to extend reach to international film, game & advertising industry | Shot Mechanics Ltd is boutique pre-vis studio looking for introductions to decisions makers in the film, advertising gaming industries who could be potential clients or introduce them to potential clients. Kyle Ashly & Warren Mahy, the men behind Shot Mechanics, honed their craft at Weta Digital, are offering pre-visualisation services and the setting up of visuals for adverts, games and films, as a planning & pitch device at early stages of a project. They are willing to travel to meet their clients face-to-face. Please check out their site at http://www.shotmechanics.nz/ | 1.3 Seeking Customer Contacts | 3 | David Calderwood (Euro-Pacific Film & Video Productions Inc. USA) Anneke Van Tiel (NBCUniversal, Singapore) Paula Mason (BDA Creative, Singapore) | TBA | 61 - Connected |
| Connection Service | Connection Request: WCNZ Philanthropic Introduction | Connect Audette Exel with Ray Avery | 1.2 Seeking Partners | 1 | Connected World Class New Zealanders Audette Exel and Sir Ray Avery | TBA | 61 - Connected |
| Connection Service | Connection Request: Child Labor Free | Child Labor Free are looking to sell their concept globally to companies concerned regarding procurement practices. | 1.2 Seeking Partners | 2 | Leo Lonergan Rob Steele | Craig connected Child Labor Free with two esteemed WCNZers, Leo Lonergan and Rob Steele | 61 - Connected |
| Connection Service | Connection Request: Yellow Pages and Google | Mike Boersen and Mike Moran from Yellow (formerly Yellow Pages) would like to meet with Kiwis on the ground working on some key technology advances to propel this NZ business | 3.0 Member connect | 1 | Craig connected Mike and Mike to Fleur Knowsley at Google | TBA | 61 - Connected |
| Event or speaker | Connection : Asia NZ Foundation | Assist with finding suitable speakers for school delegation | 6.4 Seeking Event Speakers | 5 | Charlotte Read Matt Crawford David Craig Greg Wafflebaker Leon Walker | TBA | 61 - Connected |
| Connection Service | Connection request: Manufacturers, designers and consultants in Guangzhou | Tania, founder of Minx.co.nz, requested to be put in touch with manufacturers, designers and consultants in Guangzhou | 1.0 Seeking In-Market Knowledge/Advice | 2 | Jeremy Maclauri, NZer living in Guangzhou with manufacturing and design business. Fay Drummond as a business consultant | TBA | 61 - Connected |

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| Connection Service | Connection Request: The Gibson Group | The Gibson Group are looking for connections to organisations who seek to attract and entertain visitors - municipalities, urban property developers and architects, museums, tourism operators, public or private corporations with visitor centres and rich stories to communicate, and media who serve these sorts of organisations. | 3.0 Member connect | 2 | Herb Farrant, President of the NZ Military Historical Society, overseeing the Markers Project Mark Bowman (WCNZer) responded to bulletin | Connected to two useful contacts, and through Mark Bowman they have connected to the Magic Memories CEO | 61 - Connected |
| Connection Service | Connection Request: Connect Team Australian with TTBC | Chris and Rose Payne are looking to be connected to the TransTasman Business Circle | 3.0 Member connect | 1 | Connected Chris and Rose Payne with Melinda Lim from TTBC | TBA | 61 - Connected |
| Connection Service | Connection request: WCNZer who may be useful for The Warehouse Group | The Warehouse group seeking to connect with a WCNZer | 3.0 Member connect | 1 | Stephen Tindall with Myles Sutherland | TBA | 61 - Connected |
| Connection Service | Connection request: Little Giant looking to scale business into the US. | Little Giant, based out of Auckland, are looking to scale their business into the US. | 1.0 Seeking In-Market Knowledge/Advice | 3 | Mark Hurley connected with Guy Horrocks, Sian Simpson and Myles Sutherland | TBA | 61 - Connected |
| Connection Service | Connection request: EverEdge looking for San Francisco-based WCNZers | EverEdge IP is looking for introductions to San Francisco-based senior leaders to spread exposure about what they do and how they can help. They are the world's leading intellectual property strategy and technology commercialisation firm, and have expanded from New Zealand to the UK and USA. They provide specialist resources, advice and expertise to maximise returns from investment in intellectual property and R&D, with 6 of the world's top 300 intellectual property strategists. | 1.3 Seeking Customer Contacts:3.0 Member connect | 4 | WCNZers Dr Catherine Mohr, Craig Elliot, Andrew Legge, and Sean Gourley | We connected EverEdge IP with four outstanding WCNZers in the San Francisco Bay area, and help set up meetings with these influential people. | 61 - Connected |
| Connection Service | Connection request: Cambrian Engineering would like contact with people who can help get products into markets | Cambrian Engineering would like to connect with decision makers who can help get their knife-sharpening steel into the Chinese restaurant/hospitality industry. They are a metal foundry, machine shop and electroplating business based in New Plymouth, New Zealand, and have been operating for 90 years. Their range includes pressure sprayers, architectural hardware, valves and knife sharpening steels. | 1.1 Seeking Distributors | 1 | Peter Eric Jobson, Sales and Marketing Manager @ X2 Creative in Hong Kong | Positive meeting, discussed future business opportunities | 61 - Connected |
| Connection Service | Connection request: Sunday Star Times would like to connect to Victoria Ransom for an interview | Adam from the Sunday Star Times wants to speak with Victoria Ransom as part of a feature on Kea and members of its World Class New Zealand network. | 3.0 Member connect | 1 | Annie Baxter - runs Google's communications team in Sydney and Victoria would like the interview to be co-ordinated through her. | The interview and article can be found here: http://www.stuff.co.nz/national/69495285/googles-kiwi-multimillionaire-on-how-she-did-it | 61 - Connected |
| Connection Service | Team New Zealand | Introduce Grant Dalton to Michael Parker, Director of Sponsorship for Dentsu Aelgts | 3.0 Member connect | 1 | Michael Parker to Sir Stephen Tindall | TBA | 61 - Connected |
| Event or speaker | Waikato University Dame Malvina Major Event Invitees | Assist with inviting guests to reception at NZ House for 13th April with Dame Malvina Major | 3.0 Member connect | 0 | n/a | Received indication of guest list just prior to Easter. Lead time in sending VIP invitations was too short. Identified 4 wCNZ or Senior NZers as Alumni. Assisted with public event with listing on Kea website, and encouraged to use social media to share news among alumni. | 71 - Referred to Kea LinkedIn |
| Connection Service | Connection request: spread the word about World2NZ online gift shop | Steve Mansfield created the World2NZ online gift shop and would like to increase it's profile amongst the Kiwi expat community. Expts are able to buy quality gifts (in 8 different categories), gift-wrapped and delivered on time, to help them stay connected with their loved ones 'back home' by sending gifts on their special occasions and milestones. | 8.4 Seeking advertising/promo opportunities | 0 | n/a | 71 - Referred to Kea LinkedIn | |
| Connection Service | Connection request: ServisHero wants to get the word out about their product/service | ServisHero would love it if Kea could do a feature on ServisHero in the global Kea newsletter to raise their profile, and can work with Kea to write content as needed to achieve this. | 1.0 Seeking In-Market Knowledge/Advice | 0 | n/a | 71 - Referred to Kea LinkedIn | |
| Connection Service | Les Mills Media | Les Mills Media looking for strategic and investment partners for its online business | 8.4 Seeking advertising/promo opportunities | 0 | n/a | Connected to Courtney Jarrett, Comms Advisers, for work around social media/promotion | 73 -Referred to Kea promotional |
| Connection Service | Connection Request: Sir Peter Blake Trust wants to get the word out about the 20th anniversary of Red Sock Day | "The Sir Peter Blake Trust and Events Clothing are keen to touch base with a member/members of your team who manage relationships, newsletters and/or social media with Kea Alumni to explore opportunities to promote red socks and Red Socks Day via these channels. We have an excellent supply of red socks and stock on hand ready to dispatch immediately, both domestically and to destinations worldwide." -Hannah Prior | 8.4 Seeking advertising/promo opportunities | 0 | n/a | Connected Hannah with Courtney Jarrett, Comms Advisers, for work around social media/promotion | 73 -Referred to Kea promotional |
| Connection Service | Assist Coherent Solutions with connections in China | Coherent Solutions, a North Shore based company that has established deep capability in development and manufacture of photonic test & measurement equipment and associated instrumentation. (Oscilloscopes). This equipment is sold directly to research, development, and production labs involved in high-speed optical telecommunications (e.g. 100GBPS+). They sell into ICT related companies such www.huawei.com/ China Telecom, ZT. (China based companies are their target market) similar companies in the USA and Europe (e.g. Google), research institutes, military, space related telecommunication companies (e.g. NASA), airlines (e.g. Boeing, Aerospace). From what I understand, Coherent is after is higher level introductions in China (e.g. potentially Govt) and into various large companies involved in cutting edge optical telecommunication related research and development. | 1.0 Seeking In-Market Knowledge/Advice: 1.3 Seeking Customer Contacts | 0 | n/a | "I didn't find anybody I think it is worth reaching out to immediately, but as we get get into Q3/Q4 I am planning to start looking at raising some growth capital - at that point there are a number of people I would like to talk to." | 81 - Seeker did not proceed |
| Connection Service | Connection Request: ExportNZ | Export NZ are currently working on a number of projects around international relations and trade relationships with China, Japan and Korea, and are looking to help find Kiwis living in certain areas of Asia that might be able to assist them with their Market access projects into these countries. | 1.0 Seeking In-Market Knowledge/Advice | 0 | n/a | No further work required at this stage | 81 - Seeker did not proceed |
| Connection Service | Connection Request: U.S. Wine Expertise sought for Marlborough Winery | One of the top priorities for Seresin is a review of their distribution arrangement in the United States and to find a person capable and willing to provide independent advice: -Priority Market: U.S. is #2 contributor to export revenue. -Importer: One agreement on East Coast. Heavy reliance. Cuts into Margins. -Market with Least Knowledge: Not aware of extent of distribution or end retail/foodservice. -Exhausted 'easy sales'. Getting to the 'next level' is not affordable. | 1.0 Seeking In-Market Knowledge/Advice | 0 | n/a | "I understand this is no longer active. I don't believe Seresin chose to proceed with any of the individuals identified" | 81 - Seeker did not proceed |
| Connection Service | Connection Request: 1Above, The Flight Drink | 1Above are looking for an account manager in the U.S. to assist with our expansion into the North American marketplace. | 6.0 Seeking Talent | 0 | n/a | Was emailed by Jason Nockels on 20/04/15, no longer needing assistance | 81 - Seeker did not proceed |

| | | | | | | | |
|---|--|--|--|---|--|---|-----------------------------|
| Connection Service | Connection Request: Accordo Group | Accordo Group are currently looking to add one or two independent directors to our board - not especially looking for expat Kiwis, but there may be expat Kiwis working abroad who can recommend suitable candidates. Probably US based, preferably the San Francisco area – but not an essential requirement. | 6.0 Seeking Talent | 0 | n/a | "I think we have found someone to fill the role we were seeking help with, but I will be in touch if it doesn't work out." - Wayne Jackson, May 15 2015 | 81 - Seeker did not proceed |
| Connection Service | Connection request: CEO for Footfalls & Heartbeats Limited | Footfalls & Heartbeats is looking for a CEO to lead their small team located on Auckland's CDB waterfront. | 6.0 Seeking Talent | 0 | n/a | Offered Bill Hight and Eric Kearney, but Roland Toder told me that he already had an outstanding candidate in the frame for the role. | 81 - Seeker did not proceed |
| Connection Service | Connection request: ATEED looking for WCNZers in LA | ATEED are looking for WCNZers in LA to invite to the Auckland Reception of the Tripartite Economic Alliance forum. Auckland signed a Tripartite Economic Alliance with Los Angeles and Guangzhou in November 2014, and will host a showcase Auckland reception on Thursday 11th June 5-7pm at Redbird Restaurant, in LAX for approx. 150pax guests for the 1st Forum of the Alliance 11-13 June 2015 in LAX – the theme is Innovation through connectivity and commercialism | 1.3 Seeking Customer Contacts | 0 | n/a | At this stage, they look to be at full capacity now, so unlikely to need help from Kea | 81 - Seeker did not proceed |
| Recruitment/Talent Search | NZ UK Link seeking new committee members | Wellington based committee members needed. Position Description attached. | 1.4 Seeking Board Members | 0 | n/a | | 81 - Seeker did not proceed |
| Connection Service | Connection Request: Connect new Methanex MD to various people in the industry | Help introduce the new MD of Methanex to various people in the industry | 1.5 Seeking Info | 0 | n/a | | 81 - Seeker did not proceed |
| Connection Service | Connection : Michael Hu with Massey High School Shanghai | Seeking advice from NZ educational institutions in relation to offering NCEA at a China international school | 1.0 Seeking In-Market Knowledge/Advice | 0 | n/a | | 81 - Seeker did not proceed |
| Connection Service | Connection: Baldwin & Boyle Shanghai | Requested assistance with finding PR /comms employees | 1.0 Seeking In-Market Knowledge/Advice | 0 | n/a | | 81 - Seeker did not proceed |
| Connection Service | Matt McPhail - seeking connections to NZ producers abroad | Connecting with NZ producers abroad | 1.3 Seeking Customer Contacts | 0 | n/a | Seeker did not respond | 82 - Seeker did not respond |
| Connection Service | Massey High School, Shanghai Rep Office | to reach out to the Kea community for a volunteer to work with pupils, teaching NZ customs/culture/language before they travel to Auckland in July 2015. | Member connect | 0 | No connections made. School didn't respond to email follow up communication. | | 82 - Seeker did not respond |
| Connection Service | CONNECTION REQUEST Investment partner for thermal storage solution in Solar power industry | Looking for investment partner for new Thermal storage solution for Concentrated solar power industry. E- Personal: kerryahayxx@xxxxx.xxx | 1.2 Seeking Partners | 0 | n/a | Despite several attempts to contact Kerry he did not respond | 82 - Seeker did not respond |
| Connection Service | Connection Request: From Charlotte Downes | Meeting likeminded people in Shanghai. | 1.0 Seeking In-Market Knowledge/Advice | 0 | n/a | Reached out to Charlotte multiple times via email, no response | 82 - Seeker did not respond |
| Event or speaker | Helping Kiwinet identify prospective keynote speakers for their Awards event 150617 | Looking for great keynote speaker for their Awards event | 3.0 Member connect | 0 | n/a | Unable to make a connection | 93 - No match found |
| Connection Service | Claudia Batten to speak at NZVCA Women in PE | Is Claudia available to speak At NZVCA Women in PE workshop on 29th April 2015? | 6.4 Seeking Event Speakers | 0 | n/a | Was unable to secure Claudia for this event | 94 - Unable to help |
| Connection Service | Assisting Douglas Pharmaceuticals gain access to new markets | Notes from SD phone conference 141015 with Rod de Spong and Michael Metzler (Dir of Manufacturing): Reshaping form of product development Prior 6-7 years had been difficult to handle products, attractive to Indian and other low cost manufacturers Cost of production no longer viable for those products Rethinking development direction Priming pipeline with niche products targeted to USA Gap between completing development and approval of those products Have developed an interesting package of manufacturing and laboratory capabilities Marketing In Australia and USA Getting good leads for contract manufacturing Looking for Kea members who might have contact with pharmaceutical companies Decision-maker: procurement and sourcing, quality assurance, product development. Difficult to find the right person Naturally aligned with big Pharma, for whom manufacturing cost is not hugely important. Already doing business with GSK | 1.1 Seeking Distributors | 0 | n/a | | 94 - Unable to help |
| Total records in this page : 66 Records | | | | | | | |
| Report Generated By | Nikkolai Osa | | | | | | |
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Appendix 7 – Sample of World Class NZ network connections made April-June 2015

| Company | Sector | Assistance requested | Outcome |
|---|----------------------------|---|---|
| Murdoch James Estate Wines Limited | Food & Beverage | Seeking connections with potential partners in large cities/provinces in China, such as Guangzhou, Beijing, Shanghai and also Tier 2 cities. | Connected to Greater China Food and Beverage Programme Leader, WCNZer Charlotte Read, and Kea network member Aaron Marsich. <i>"Good introductions to some potential clients. Most valuable though has been advice on obtaining in-market information, and relationship with government agencies."</i> – Roger Fraser, Murdoch James Estate Wines Limited |
| Child Labour Free | Manufacturing/Philanthropy | Looking to expand their concept globally to companies concerned regarding procurement practices | Connected ISO Secretary General, WCNZer Rob Steele, and WCNZer Leo Lonergan <i>"Kea connected us with Rob Steele from the International Organisation for Standardisation (ISO), and thus has been invaluable and led to several Skype calls and further connections with the International Labour Organisation (ILO) which were extremely useful."</i> – Michelle Pratt, Child Labour Free |
| EverEdge IP | Intellectual Property | Looking for San Francisco-based senior leaders to spread exposure about what they do and how they can help, providing specialist resources, advice and expertise. | Set up meetings for EverEdge IP with four outstanding WCNZers in the San Francisco Bay area, Dr Catherine Mohr, Craig Elliot, Andrew Legge, and Sean Gourley <i>"The meetings you guys set for us indeed were very worthwhile – there were good discussions about business prospects for the future. Thanks so much! We will want to use the service more in the future."</i> – Adam Holliber, EverEdge IP |
| Cambrian Engineering | Engineering | Seeking to connect with decision makers who can help get their knife-sharpening steel into the Chinese restaurant/hospitality industry | Set up a meeting in Hong Kong with Kea network member Peter Eric Jobson. <i>"Thank you for arranging Peter Jobson to meet Alan in Hong Kong. Alan greatly appreciated it, and we discussed working with them in the future,"</i> – Jayson Vinsen, Cambrian Engineering |
| Snowball Effect | Equity | Looking at Singapore as a potential market, and are seeking help in doing an assessment of the regulatory environment to see how easily their technology and processes could be transplanted. | Josh Daniell from Snowball Effect was set up with a meeting with WCNZer Roger Sharp. <i>"Thanks for the connection, very helpful. We had a good meeting for around an hour and a half this morning, after which he introduced me to others at NZTE/Chamber of Commerce who I met with this afternoon. I think there's some opportunity in this market, although not necessarily where I was expecting. I'll be developing our strategies over the next few weeks."</i> – Josh Daniell, Snowball Effect |
| The Gibson Group | Events | Looking for connections to organisations who seek to attract and entertain visitors, and have rich stories to communicate | Connected to Kea connection seeker Herb Farrant, and WCNZer Mark Bowman responded to a bulletin request to offer his help. <i>"Both useful contacts, thank you – the connection with Mark was good, we are now connected with the Magic Memories CEO who has just moved to the US."</i> – Victoria Spackman, The Gibson Group |

| | | | |
|-------------------------|------------------------|---|---|
| Little Giant | Digital | Looking for connections to decision makers to help scale their business into the US. | Mark Hurley from Little Giant was connected to WCNZers Guy Horrocks and Myles Sutherland, and Kea network member Sian Simpson |
| Te Hono Movement | Event Speaker | Looking for speakers who can provide engaging experiences and showcase their knowledge to a group of more than 40 CEOs and business leaders that represent up to 80% of NZ's primary sector exports | Google Engineering Director, WCNZer Dr Craig Nevill-Manning, agreed to speak at the event |
| Minx.co.nz | Clothing/Manufacturing | Requested to be put in touch with manufacturers, designers and consultants in Guangzhou | Connected with QSC China Manager, WCNZer Fay Drummond |
| Yellow | Technology | Looking for connections to decision makers working on key technology advances to propel NZ business | Connected to Google Corporate Counsel, WCNZer Fleur Knowsley |



KEA NEW ZEALAND DELIVERABLES FY2015-16

NZ Inc Stakeholders

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| Agency | Kea's deliverables | Status | Process Comments | Kea responsible |
|------------------------|---|--------|---|--------------------------------------|
| General | Utilising Kea's digital channels to promote key NZTE, MBIE, Immigration New Zealand and key MFAT (specifically relating to NZ Aid and Safe Travel Advisory) messages. | | Safe Travel Advisory website story circulated Wider NZ Inc comms around RWC 2015 circulated | Matt Monk |
| MBIE | 1. Supporting MBIE in scoping and building frameworks for the Science and Innovation cohort with the intention to connect New Zealand's and friends of New Zealanders in the science and innovation area. | | A design thinking meeting was held at NZTE on Weds 16 September, facilitated by Beachheads Adviser, Michael Moynahan. In attendance was Ngapera Riley, Kea, Ruth McLeod, NZTE, Leslie McConnell & Karla Fallon, MBIE and Nitika Sharma & Victoria Hallum from Callaghan Innovation. The scope of the project was laid out with MBIE to drive the projects and direction of the cohort in line with strategic direction of the Govt, Kea would be the conduit of the Cohort and facilitate using the current WCNZ members involved in Science and Innovation as the base with which to start the cohort with. Ngapera provided an initial list of 81 WCNZers across different sectors with a further list of 1000+ other Kea members involved in Science, Technology and Innovation. Kea is awaiting next steps. | Ngapera Riley |
| | 2. Connecting NZ businesses to Kea's global network – MBIE and Immigration NZ to channel relevant requests to the WNZ Connection team. | | We have received no requests this reporting period from MBIE or Immigration NZ. | Ngapera Riley |
| ENZ | 1. Utilising WCNZ and Kea databases to reach out to relevant alumni to attend Ministers China visit. | | Kea reached out to the current alumni database. ENZ requested a Kea representative attend the event and launch a campaign. Royal Reed, Gillian and three other representatives were present at the event. The 'FIND 10,000 NZ ALUMNI' campaign was launched with the promotional prize draw worth \$35,000 as an incentive. Kea also partnered with NZ Story to design an ambassadorial programme where all NZ Alumni are invited to become an NZ Ambassador. | Kerry Greene |
| | 2. Supporting ENZ's deliverable to build a database of 10,000 international Alumni, with a weighting towards by China, by 30 June 2016. | | As above Kea is actively supporting this target. Outside of the Beijing alumni event, Kea went on to attend a further three events launching the campaign. We have a social media campaign, and have reached out to all China WCNZers to ensure they are communicating the campaign to their contacts, employees and colleagues. | Kerry Greene |
| | 3. Building a subset of new WCNZ members who are non-New Zealanders and have studies in NZ; with the aim to reach 10 new inductions by 30 June 2016. | | Created a target list of various NZ University alumni nominees from a cross section of countries and industries (with a strong focus on Asia). Contacted and re-engaged with a first selection, and as per 31/10 we have made 3 official WCNZ inductions: 1 Vietnamese, 1 Malay and 1 Chinese. | Ngapera Riley Nathalie Malfeyt |
| | 4. Connecting ENZ stakeholders to Kea's global network – ENZ to channel relevant requests to the WCNZ Connection team. | | Kea has reached out to all China WCNZers re the 'Find 10,000 alumni' | Ngapera Riley Kerry Greene |
| MFAT | 1. Identifying and connecting WCNZ members who can strengthen the political and business constituency in the European Union for a Free Trade Agreement with New Zealand. | | We sent out an official notification directly to our WCNZ network members based in the UK on behalf of MFAT. We connected Dr Kenneth Baker, Chair of the World Agricultural Forum, and Dr Frank Morich Chairman of the Board for Bayer Healthcare, ex CEO of AM Pharma, on the Board of the European Federation of Pharmaceuticals & a member of the Senate of the Applied Research to Ambassador Harris in Berlin. | Ngapera Riley/ Kerry Greene |
| | 2. Providing WCNZ member bios to Heads of Mission on request and making introduction where possible. | | We have received no requests this reporting period from MFAT | Ngapera Riley |
| NZTE | 1. Leveraging Kea / WCNZ channels for RWC 2015. | | Please see the separate report attached from Tania Bearsley (Appendixes 7 & 8). | Tania Bearsley |
| | 2. Working with NZTE's People and Capability team to leverage Kea's channel for NZTE recruitment (NZTE to take lead). | | Regular contact with NZTE outposts to circulate recruitment opportunities. Kea sent out communications on behalf of NZTE for the NY and Sydney Trade Commissioner roles both in the Jobs Bulletin and the WCNZ bulletin. | Kerry Greene |
| | 3. Connecting businesses to Kea's global network – NZTE to channel relevant requests to the WCNZ Connection team, including introductions with Regional Business Partner team and Foundation team. | | Kea has been working closely with the customer advisors and customer managers with NZTE customer business requests through the Kea connection service. Report attached as Appendix 5. | Ngapera Riley |
| | 4. Offering Regional Director and Trade Commissioners a 2 hour immersion at the Kea office in Auckland. | | We have not received any RD of TC immersion requests in this reporting period. | Craig Donaldson/ Nathalie Malfeyt |
| NZ Story (within NZTE) | 1. Generating stronger alignment with existing and available NZ Story brand and across all social presentations, events, digital media and collateral. | | Kea has partnered with NZ Story to ensure we are embedding the alignment through all relevant opportunities. The introduction of the NZ Ambassador offering to NZ Alumni has ensured we are delivering a clear message to the network. | Kerry Greene |

| | | | | | | | |
|-------------------|---|--|--|--|--|---|---|
| | 2. Arming WCNZ network with NZ Story tools to effectively advocate on behalf of NZ (Collateral to be provided by NZ Story). | | | | | Scheduled to commence in December | Kerry Greene |
| | 3. Cross-referencing digital communications plans with all Government funders. | | | | | NZ Story calendar shared with Kea 2016 Kea comms calendar will be created by December Shared NZ Inc content during RWC 2015 | Matt Monk |
| Additional | 1. Develop a 3 year strategic plan approved by Kea's Board by 1 February 2016 (format to be agreed). | | | | | The initial brainstorming session was held on November 4. Outcomes are attached in Appendix 9. | Team Kea / Board |
| | 2. Attend 3 meetings per annum (every 120 days) with the Government funders. Arranged by NZTE, in order to review progress, address any issues and identify further opportunities to leverage the networks. | | | | | Progress review meeting to be arranged by NZTE. | Craig Donaldson/ Kerry Greene/ Nathalie Malfeyt |
| | 3. Seek input and suggestions from NZTE, MFAT and ENZ on prospective new WCNZ members. | | | | | Have worked closely with NZTE, MFAT and ENZ on the prospective WCNZ list which has resulted in several key inductions. | Ngapera Riley |
| | 4. Provide the Government funders, co-ordinated through NZTE, with two tables for the WCNZ Awards at no charge. | | | | | | Ngapera Riley |
| | 5. Include an NZTE nominated person on the WCNZ Awards Judging Panel [•obligations specific to NZTE]. | | | | | Andrew Ferrier is on the 2016 Awards judging panel | Ngapera Riley |

Due times and dates: T1 Report: 9 November 2015 T2 Report: 7 March 2016 T3 Report: 4 July 2016.

Kea New Zealand

Deliverable 1 – Online Community headline figures, growth, reach, engagement (Appendix 1 – Online Community Update)

(Prepared 5 November 2015)

COMMUNITY KPIS

| People | Opening Balance | July 2015 | Aug 2015 | Sep 2015 | Oct 2015 | Nov 2015 | Dec 2015 | Jan 2016 | Feb 2016 | Mar 2016 | Apr 2016 | May 2016 | Jun 2016 | Growth # FY2016 | Growth % FY2016 |
|------------------|-----------------|----------------|----------------|----------------|----------------|----------|----------|----------|----------|----------|----------|----------|----------|-----------------|-----------------|
| Website visitors | 12,601 | 9,064 | 7,553 | 15,160 | 14,281 | | | | | | | | | 1,680 | 13.3% |
| E-subscribers | 44,668 | 42,874 | 42,700 | 49,584 | 49,270 | | | | | | | | | 4,602 | 10.3% |
| Facebook | 285,022 | 284,903 | 287,008 | 287,076 | 287,346 | | | | | | | | | 2,344 | 0.8% |
| LinkedIn | 17,029 | 17,347 | 17,574 | 17,766 | 18,037 | | | | | | | | | 1,008 | 5.9% |
| Twitter | 8,469 | 8,599 | 8,738 | 8,910 | 9,033 | | | | | | | | | 564 | 6.7% |
| YouTube | 157 | 159 | 160 | 163 | 167 | | | | | | | | | 10 | 6.4% |
| Weibo | 141,595 | 138,745 | 137,288 | 137,207 | 137,153 | | | | | | | | | -4,442 | -3.1% |
| WeChat | 3,689 | 3,918 | 4,069 | 4,216 | 4,446 | | | | | | | | | 757 | 20.5% |
| Google + | 598 | 604 | 612 | 615 | 614 | | | | | | | | | 16 | 2.7% |
| Website/App | 14,414 | 14,752 | 15,031 | 15,350 | 15,714 | | | | | | | | | 1,300 | 9% |
| TOTAL | 528,242 | 520,965 | 519,007 | 536,047 | 536,031 | | | | | | | | | 7,789 | 1.5% |

ENGAGEMENT

Engagement is the number of unique people who have clicked on Kea's posts within a 28 day period.

| People | July 2015 | Aug 2015 | Sep 2015 | Oct 2015 | Nov 2015 | Dec 2015 | Jan 2016 | Feb 2016 | Mar 2016 | Apr 2016 | May 2016 | Jun 2016 | Total Increase FY2016 |
|----------|-----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|-----------------------|
| Facebook | 60,854 | 100,977 | 102,994 | 100,763 | | | | | | | | | |

REACH

Reach is the number of people who have seen Kea's posts. Reach is counted when a post is loaded and shown in someone's newsfeed.

| Impressions | July 2015 | Aug 2015 | Sep 2015 | Oct 2015 | Nov 2015 | Dec 2015 | Jan 2016 | Feb 2016 | Mar 2016 | Apr 2016 | May 2016 | Jun 2016 | Total FY2016 |
|-------------|-----------|-----------|-----------|-----------|----------|----------|----------|----------|----------|----------|----------|----------|--------------|
| Facebook | 883,517 | 2,338,618 | 1,288,291 | 1,477,071 | | | | | | | | | |

Twitter Impressions

Number of times users saw Kea New Zealand tweets

| People | July 2015 | Aug 2015 | Sep 2015 | Oct 2015 | Nov 2015 | Dec 2015 | Jan 2016 | Feb 2016 | Mar 2016 | Apr 2016 | May 2016 | June 2016 | Total FY2016 |
|---------|-----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|-----------|--------------|
| Twitter | 120,693 | 39,307 | 83,700 | 64,800 | | | | | | | | | |

Appendix 2 – Social Media posts and Newsletter stats

Kea Social Media Numbers, July 1 to October 31, 2015 – Posts

| Month | Facebook | Twitter | Google+ | Weibo | WeChat |
|--------------|------------|------------|-----------|------------|-----------|
| July | 25 | 507 | 9 | 61 | 23 |
| August | 30 | 63 | 27 | 58 | 21 |
| September | 36 | 74 | 32 | 64 | 25 |
| October | 36 | 59 | 31 | 53 | 22 |
| TOTAL | 127 | 703 | 99 | 236 | 91 |

Newsletter Open Rates

Open rates for newsletters campaigns sent during the month.

| Newsletter | July 2015 | Aug 2015 | Sept 2015 | Oct 2015 | Nov 2015 | Dec 2015 | Jan 2016 | Feb 2016 | March 2016 | April 2016 | May 2016 | June 2016 | Growth FY2016 |
|---------------|-----------|----------|-----------|----------|----------|----------|----------|----------|------------|------------|----------|-----------|---------------|
| UK/Europe | n/a | 22.9% | 32% | 27.5% | | | | | | | | | |
| China/Asia | n/a | 24.3% | n/a | 25.3% | | | | | | | | | |
| Global | 20.2% | 17.7% | 19.6% | 20.7% | | | | | | | | | |
| North America | n/a | 25.1% | n/a | 27.5% | | | | | | | | | |
| Australia | n/a | 26.2% | 23.9% | n/a | | | | | | | | | |
| Middle East | n/a | | n/a | n/a | | | | | | | | | |

Newsletter Click Rates

Click rates for newsletters campaigns sent during the month.

| Newsletter | July 2015 | Aug 2015 | Sept 2015 | Oct 2015 | Nov 2015 | Dec 2015 | Jan 2016 | Feb 2016 | March 2016 | April 2016 | May 2016 | June 2016 | Growth FY2016 |
|---------------|-----------|----------|-----------|----------|----------|----------|----------|----------|------------|------------|----------|-----------|---------------|
| UK/Europe | n/a | 4.5% | 7.9% | 5.2% | | | | | | | | | |
| China/Asia | n/a | 3% | n/a | 5.9% | | | | | | | | | |
| Global | 3.6% | 3.8% | 4.4% | 5.2% | | | | | | | | | |
| North America | n/a | 4% | n/a | 5.6% | | | | | | | | | |
| Australia | n/a | 4.3% | 2.9% | n/a | | | | | | | | | |
| Middle East | n/a | n/a | n/a | n/a | | | | | | | | | |

Matt Andrew

Partner - National Operating Model Effectiveness Practice (Americas), EY
Chicago, United States

Kenneth Leong

Director, Eurasia
Auckland, New Zealand

Kenneth Leong is a Director of a number of private businesses, including Euroasia and Edenz Colleges. He started his career with one of the Big Four advisory groups, where he specialised in corporate finance, and subsequently worked for Macquarie Bank, advising clients on M&As and capital raising.

He has over 15 years experience as a trusted advisor, and has a track record of facilitating business transactions across cultures, from deal origination to execution. He advises senior business people across many industries, with a particular focus on Agriculture, Education and Technology. Drawing on his consulting experience, multilingual and cross-cultural skills, he has also acted as commercial advisor to both large and small businesses.

Kenneth has been a Board Member and the Malaysia Chapter Chair at the ASEAN New Zealand Business Council since 2011, actively promoting links between ASEAN and New Zealand.

Dr Kenneth Baker

Chairman, World Agricultural Forum
Brussels, Belgium

Dr Ken Baker is currently serving as the Chairman of the Board for World Agricultural Forum in Brussels, Belgium, an institution dedicated to promoting dialogue around agriculture and its development to advancing the world's poorer farmers. In this role, Dr Baker chairs and directs the organisation in selecting and setting up the series of Global Congresses and Meetings which have the objective of networking senior Managers and leaders from all walks of life in agriculture and food production, as well as helping the New Zealand government with input into the EU FTA.

Dr Baker has worked in key areas of the Agricultural industry for over 30 years. Born Auckland, he studied at the University of Auckland, Cambridge University and Istituto Mario Negri in Milan, Italy. He has held managerial positions in the United States, Belgium and the UK at various corporations including Pfizer, Pharmacia, Monsanto and held Chairman roles in various EU Trade Groups, including Working Groups for the European Commission. He is the author of many papers, speeches and articles on growth and technology, global policy development and the role of agriculture in society.

Dr Maia Nuku

Associate Curator, Metropolitan Museum of Art
New York City, United States

Maia Nuku, Associate Curator for Oceanic Art at the Metropolitan Museum of Art, was born in London and is of English and Maori (Ngai Tai) descent.

Her doctoral research focused on early missionary collections of Polynesian gods and their extraordinary materiality, which sparked an interest in drawing out the often-eclipsed cosmological aspects of Oceanic art. She followed up her involvement on the major exhibition Pacific Encounters: Art and Divinity in Polynesia 1760–1860 (2006), at the Sainsbury Centre for Visual Arts, with postdoctoral research at Cambridge University's Museum of Archaeology and Anthropology as part of

a research team exploring Oceanic collections in major European institutions—Artefacts of Encounter: 1765–1840 and Pacific Presences: Oceanic Art in European Museums.

Katrina Troughton

Vice President, Smarter Workforce Solutions, IBM
Scarsdale, United States

Katrina Troughton is Vice President, Smarter Workforce Solutions for IBM. She was previously Director of WebSphere Software Group for IBM's Growth Markets Unit, in Shanghai, and Managing Director at IBM New Zealand.

Katrina joined IBM as a graduate in 1990 and has held a number of senior roles in her career, including Managing Director of IBM New Zealand, General Manager for IBM's Software business (the second largest software business in the world) across Australia and New Zealand, and Business Unit Executive for the Data Management business for IBM Asia Pacific.

Katrina chaired the New Zealand Government's Digital Strategy Advisory Group, which was responsible for advising key government ministers on the overall direction of the Digital Strategy, including priorities for future action, areas for government attention, and how to engage stakeholders. Katrina is also a member of the IBM Australia/New Zealand Diversity Council and the Executive Sponsor for IBM Australia/New Zealand's Generational Diversity Strategy.

Warrick Cleine

CEO and Chairman, KPMG (Vietnam and Cambodia)
Ho Chi Minh City, Vietnam

Warrick Cleine is the Chairman and CEO of KPMG in Vietnam and Cambodia, and is recognised as one of Vietnam's leading corporate advisors. He began his career with KPMG in New Zealand, and has overseen the growth of KPMG in Vietnam to its present role as one of the largest professional services organisation in the country, with 30 Partners and over 1,000 employees. Outside of KPMG, Warrick is Chairman of the New Zealand Chamber of Commerce in Vietnam.

Warrick is a frequent speaker and writer on Vietnamese business and economic affairs, and has extensive experience advising both the Government and leading companies in Vietnam on corporate governance, taxation and structuring issues. Both he and KPMG have been formally recognised for their contribution to the financial sector by Vietnam's Ministry of Finance and Ministry of Planning and Investment.

Brendan MacFarlane

Founder and Architect, Jakob+MacFarlane
Paris, France

Brendan MacFarlane, is a world-renowned architect based in Paris, where he co-founded the agency Jakob + MacFarlane in 1992. He leads a parallel teaching career at Harvard University and Sci-Arc in Los Angeles, the Bartlett School of the Built Environment of University College London, as well as the Special School of Architecture of Paris.

Jakob + MacFarlane's architecture is characterized by intensive use of digital tools and construction techniques, non-standard materials and implementing several time frames principles distortions. Their most prominent projects are Restaurant at George Pompidou Centre and Cité de la mode et du design, on the banks of the Seine in Paris.

Rachel Petero

Founder and CEO, Genviva Ltd

Doha, Qatar

Following 11 successful years in London working with multi-national corporates, Rachel Petero is now established in the emerging nation of Qatar. Founder of Genviva and Women Leading Change Qatar (WLC Qatar) she blends her entrepreneurial attitude, delivery of large-scale HR transformation programs and operational recruitment experience seamlessly. She has now launched RP Enterprise Group to bring her 14 years of expertise and passion under one umbrella - "Where people come first".

RachelPetero.com is the first of many initiatives to focus on Talent, Leadership and Coaching Transformation innovations for corporates, countries and communities.

From 2013 - 2015 Rachel has worked in the Middle East on leading-edge transformational Coaching and Leadership development programmes that are now seen as best-in-class.

Rachel is an international keynote speaker on the role of Women as Leaders of Change, and is an advocate of equality and gender diversity in business and society. She is globally networked, from CEO, Board, Executive level through to Senior Leadership, and brings large-scale change programs to life through effective & engaging communication style.

Diane Foreman

CEO, Emerald Group

Auckland, New Zealand

Diane Foreman is one of New Zealand's most successful businesswomen and is CEO of Emerald Group. As chief executive of the Emerald Group and the Emerald Foods business empire, Diane has investments in New Zealand healthcare, manufacturing in New Zealand and the US, high level recruitment and a boutique hotel on Auckland's North Shore. Movenpick, Killinchy Gold, Heavenly Treats, Lite Licks, Chateau Premium and iconic brand, New Zealand Natural are all part of the Emerald Foods Family.

In the past 12 months Emerald has won the export award at the Westpac New Zealand Franchise Awards and its rice sushi-flavoured ice cream was the highest-rated at the SIAL d'Or Awards in Paris.

Diane is a former deputy of the Business Roundtable and has also worked with a number of charities. As one of New Zealand's leading entrepreneurs, Diane has many years experience running and growing successful businesses in health, property, recruitment, and of course, award winning ice cream. Diane was made a Companion of the New Zealand Order of Merit for service to business, and Ernst and Young Entrepreneur of the Year in 2009.

Daniel Zhou

General Manager, Huawei Technologies (Shanghai)

Shanghai, China

Daniel Zhou has recently been appointed as GM of Huawei Technologies in Shanghai, and holds an MBA from Auckland University of Technology. Since 2006 he has worked for the Chinese company Huawei. He began his career as an account manager in 2009, then became Deputy Director of Huawei Czech Republic. A year later he was transferred to Vienna. In 2012 he was appointed General Manager for the Czech Republic, Austria, Slovakia and Slovenia.

Jennifer Flay

Artistic Director, International Contemporary Art Fair
Paris, France

After pursuing studies art history, Jennifer Flay worked from 1982 to 1991 in several contemporary art galleries: with Catherine Issert in Saint-Paul-de-Vence, then with Daniel Templon and Ghislaine Hussonot in Paris. She created her own contemporary art gallery in 1991, Debelleyme street in the Marais.

She became in November 2003 Artistic Director of the International Contemporary Art Fair (FIAC), and in January 2012, she was named an Officer of the Ordre des Arts et des Lettres (Order of Arts and Letters).

She is a member of the jury of the International Festival of art book and film (FILAF) to Perpignan in June 2013.

Denis Win Thein

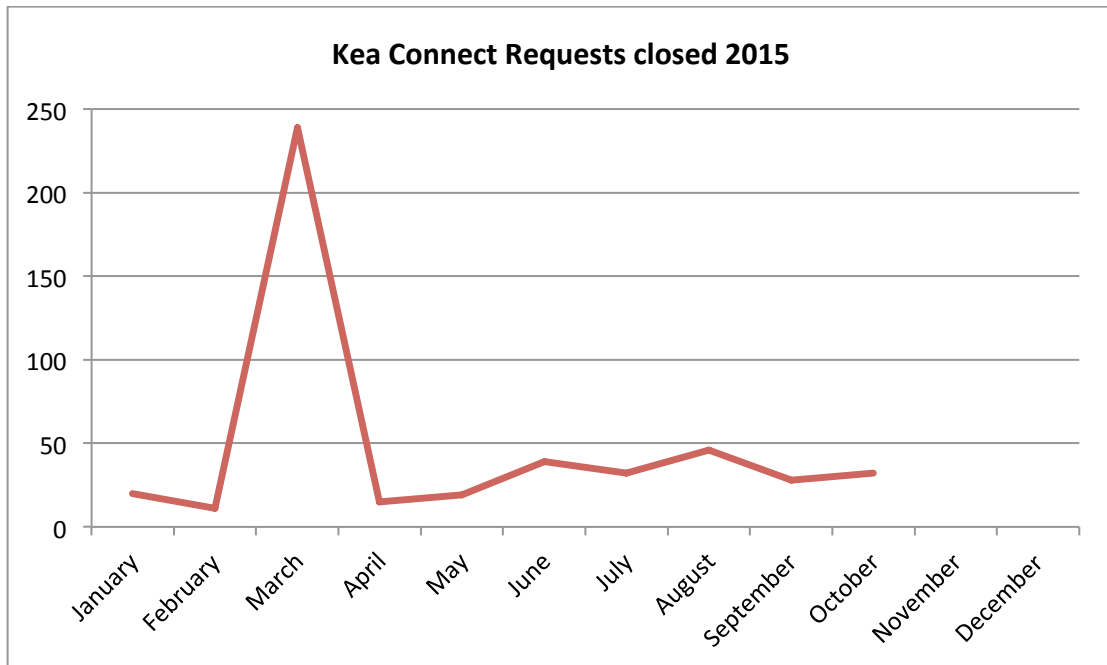
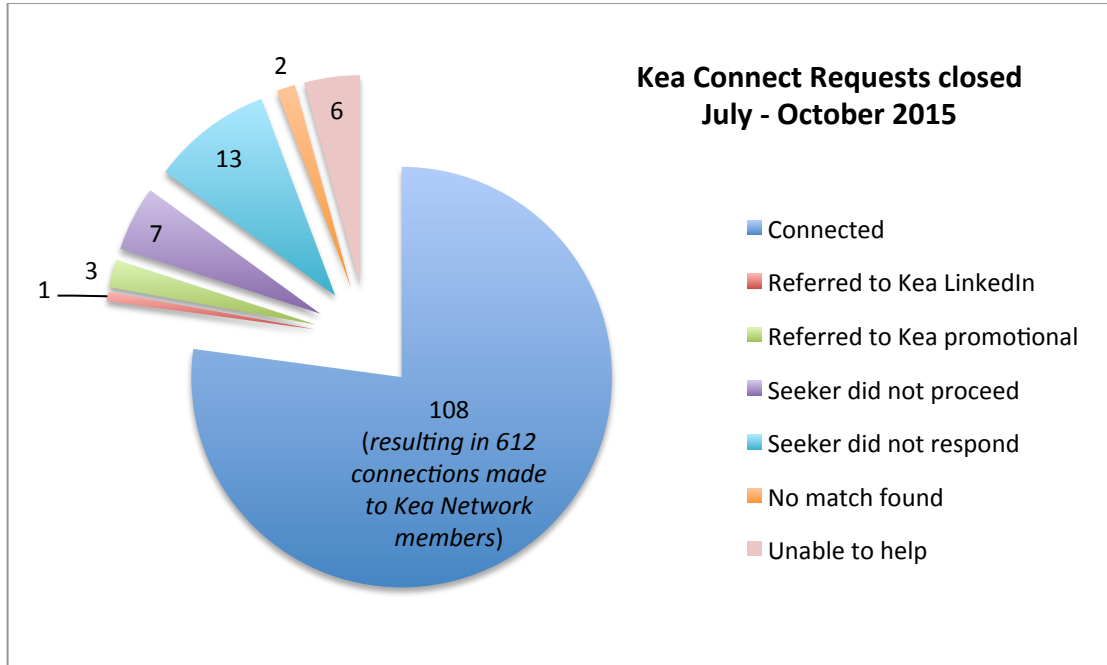
Managing Director, Winmin Ltd
Wellington, New Zealand

Denis Win Thein is a long standing friend of New Zealand. Currently he runs a consulting company for New Zealanders looking to invest in Myanmar, and is widely regarded as an expert on that country. He served for nearly 15 years as Chairman for the Myanmar chapter under the ASEAN-NZ Business Council based in Auckland and helped many Myanmar and New Zealand businesses and Education Institutions to develop relationship and explore business opportunities.

Mr Win Thein migrated to New Zealand in 1976 together with his family and since that time has actively sought to establish connections between both countries in fields as diverse as media to IT, and education to horticulture. He is currently involved in several projects in these areas.

Mr Win Thein maintains strong connections with Myanmar, and has spoken regularly in New Zealand about economic opportunities in Myanmar for our exporters.

Kea Connect Requests closed July - October 2015



| Project Name | Organisation | What's the ask? | No. of member connects | Connection Stage |
|--|--|--|------------------------|------------------|
| Assisting ArcActive with Board members/advisors | ArcActive | ArcActive needs additional expertise, board members or advisors, want to identify someone from a car company, probably recently retired so no conflict or someone who works for or has worked for a supplier. They need to bring networking grunt to table and help ArcActive access potential customers through the commercial side, as opposed to the technical side.- | 1 | 61 - Connected |
| Assisting Education NZ with celebrations of 40th anniversary of NZ/ASEAN ties | Education New Zealand | Email from Mandi van Weede to Sam Mickell,140926: Hi Sam, I've just come out of a meeting around the 40th anniversary of NZ / ASEAN ties which falls next year. My action was to contact you to see who you have in the ASEAN region (WCNZ, FONZ etc) that we might be able to potentially tap into for activity in-market next year. At the moment, what we are looking for is a well-known NZer in the region whose occupation might provide ideas for a theme that we could use for other activity OR an international alumni that has gone back and "done-good" , again to help provide a theme for activity. Sorry this is a bit vague as we are still at the early planning stages, but any input you might be able to provide would be great | 1 | 61 - Connected |
| Assisting Massive Theatre Co to raise profile with WCNZers | Massive Theatre Co | Massive Theatre Co is an important part of NZ's cultural infrastructure, but is not as well known as it should be. Ahead of a tour to the US, the company is doing a season of performances in Wellington, and has offered tickets and a post-show reception to Wellington-based WCNZers on Thursday Feb 19. This is also a chance to have a get together with the Wellington members. | 10 | 61 - Connected |
| BDO: helping procure keynote speaker for BDO alumni event | BDO Auckland | BDO are holding an alumni event at the Northern Club on Sep23 and are looking for an inspirational keynote speaker | 1 | 61 - Connected |
| Connect request: Brightwater Engineering CEO seeking to engage with fellow CEOs | Brightwater Group | David is the CEO of Brightwater Engineering and the company is going through significant change. David is keen to engage with fellow CEOs or people within the WCNZ network whom have previously faced similar challenges around change management, gaining clarity and alignment amongst leadership and working with a challenging Board. | 1 | 61 - Connected |
| Connection request: ATEED looking to be connected to ANZ International Migrant banking | ATEED - Auckland Tourism Events and Economic | ATEED requested an introduction to ANZ migrant and international banking division, to discuss accessing Chinese high net worth individuals. | 1 | 61 - Connected |

| section | Development | | | |
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| Connection request: Aldrin Thayalakal seeking connections in the Middle East | | <p>Hi ngepera</p> <p>I am a nz resident, presently working in Kuwait in banking and investment sector.</p> <p>I would like to network with kea members in the middle east region.</p> <p>Also i would like to see if there is a possibility of being a bridge for people in nz who want to do business, establish distributorship, receive capital or get entry into the GCC markets.</p> <p>Kind regards Aldrin thayalakal</p> | 1 | 61 - Connected |
| Connection request: ANZ Lawyers seeking connection to Snowball Effect | ANZ Lawyers | <p>Hi Phil</p> <p>Do you know anyone at Snowball Effect? https://www.snowballeffect.co.nz/the-team</p> <p>I'm thinking about using Snowball Effect for LawOnline. We currently have 10 shareholders and are pretty much at the end of the seed process. Hoping to launch and start sales before the end of the year and are then looking for \$1M.</p> <p>Any introduction would be appreciated.</p> <p>Kind Regards Mark Smith</p> | 1 | 61 - Connected |
| Connection request: ATEED seeking to be connected to independent travel operators who focus on the China market. | ATEED - Auckland Tourism Events and Economic Development | To be connected to independent travel operators who focus on the China market. | 1 | 61 - Connected |
| Connection request: AUT student seeking introductions to Chinese companies for nine week intership | | Seeking introductions to Chinese companies for nine week intership | 4 | 61 - Connected |
| Connection request: Autex Industries seeking ongoing accountancy and tax expertise in US market | Autex Industries Limited | Autex Industries is seeking in-market advice and guidance on setting up a US entity from start to finish and looking for ongoing accountancy and tax expertise in market. They are a privately owned New Zealand company that specialises in the manufacture of polyester non-woven carpet, thermal insulation and interior acoustic products. | 1 | 61 - Connected |
| Connection request: Bridget Daulby seeking help with employment in NYC | | Bridget Daulby seeking help with employment in NYC | 1 | 61 - Connected |

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| Connection request: Bridget Kight seeking connection to Josh Bayliss | | Bridget Kight of Kandahar Asset Management Ltd would love to speak to Josh to explain their circumstances in greater detail so that Josh might be able to impart some wisdom in relation to overall structure, governance, and the strategic management of a private office. Kandahar is a private investment and family office, based in London, overseeing and managing the business and other interests of a UK billionaire businessman. The investment portfolio, wealth, and therefore size of the Kandahar office is growing. | 1 | 61 - Connected |
| Connection request: Catriona Sissons seeking connection to Richard McLean | | Catriona Sissons want to be connected to Richard McLean, whom she met as part of Kea Inspire 2015 | 1 | 61 - Connected |
| Connection request: CricHQ seeking advice on networking, growth, structure and recruitment in India | CricHQ.com | NZ Company CricHQ www.CricHQ.com is a world leading digital platform for cricket that benefits all stakeholders and has 46 countries as clients, millions of player profiles, and millions of fans. They would like introductions to people who could assist in strategic guidance around SPV's, and recruitment / expansion in India where they have 50 staff and are looking to raise this to around 150, including key Senior Management positions. | 3 | 61 - Connected |
| Connection Request: CUPPACOFFEECUP | Jigseen Limited | CuppaCoffeeCup are looking for people in senior roles in Australian corporate to do with sustainability and/or internal catering | 1 | 61 - Connected |
| Connection request: DieselGas International Ltd seeking relationships with entities in the US who can be part of entry | DieselGas International Ltd | DieselGas International Ltd are seeking relationships with a number of different entities in the US who will be part of their market entry programme - mostly major corporations including truck and truck engine manufacturers, Glider Truck integrators, logistics fleets, exhaust emissions test labs, EPA, consultants for US grant applications and later setablishing distributor networks. | 1 | 61 - Connected |
| Connection request: EverEdgeIP seeking meetings for Asia trip 22 Aug - 3 Sept | EverEdgeIP Ltd | EverEdgeIP will be travelling to Singapore, Malaysia, Hong Kong and Taiwan in late August/early September and are seeking meetings with WCZners/influential decision makers in theses areas. They are especially interested in meeting with Neil McGregor of Temasek in Singapore. | 1 | 61 - Connected |
| Connection request: Fifeshire Marketing seeking introductions to US nutraceutical retailers | Fifeshire Marketing | Fifeshire Marketing are looking to be introduced to decision makers in big US nutraceutical retailers specifically GNC and Vitamin shoppe. They are a small company set up to develop nutraceutical products based on New Zealand sourced raw materials, and have produced a proven natural anti-inflammatory product - Pernoil - based on green lipped mussel oil. They would like to see this working as an ongoing business relationship. | 1 | 61 - Connected |
| Connection request: Hopi Ear Candles looking to export to the Pacific Islands | Hopi Ear Candles | Hopi Ear Candles are looking for business contacts to export to in the Pacific Islands (especially Fiji, Samoa and Tonga) | 1 | 61 - Connected |
| Connection request: Innovation council looking to | NZ Innovation Council | Avalon from the Innovation Council would like an introduction to Uber to possibly set up a | 2 | 61 - Connected |

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| connect with Uber | | partnership around the New Zealand Innovators Awards. | | |
| Connection Request: Introductions for Uno Loco to WCNZ Awards attendees | Uno Loco | Uno Loco is wanting 7 x introductions to key guests from the WCNZ Awards. 1. Tuatara 2. Deloitte 3. BDO 4. Air New Zealand 5. Douglas Pharmaceuticals 6. Clearpoint 7. BNZ | 8 | 61 - Connected |
| Connection request: Jake Millar seeking connection to Sir Julian Robertson | OOMPHER | Jake Millar seeking connection to Sir Julian Robertson to be interviewed for Oompher | 1 | 61 - Connected |
| Connection request: Jethro Gardiner seeking connections post-WCNZ Awards | | AUT scholarship student and WCNZ Awards guest Jethro Gardiner seeking to connection to WCNZer Matthew Tukaki, based in Australia | 4 | 61 - Connected |
| Connection request: John Hackett seeking PR connections in New York | | Hi Phil. The daughter of a good friend of mine, who I've had occasion to meet, and who's a singularly impressive Kiwi, has gone over to New York and is looking for a role in public relations (cf, her CV attached). I don't know if you have any possible contacts for Andrea to follow up, but I thought I'd run this past you in the event you might know someone who she could connect with in NYC. Appreciate your help – and sorry for keeping on asking for favours from you!! Cheers, John | 3 | 61 - Connected |
| Connection request: Kevin Sun with Garrick Emms | | Business connection, both in Luxury Travel | 1 | 61 - Connected |
| Connection request: Maori Students coming to San Francisco | Callaghan Innovation | Callaghan Innovation is bringing a group of Maori students to San Francisco, and is requesting time with a WCNZer to show them around Google | 2 | 61 - Connected |
| Connection request: Mind Warriors looking for partners for international rollout of JOLT | Mind Warriors International Limited | Mind Warriors want to connect with decision makers who could be potential partners for rolling out their JOLT system internationally. JOLT is recognised internationally as world-class IP by leading management thinkers, business leaders, academia, media and sporting legends. People who are part of a training, consulting, coaching companies are ideal as they'll need to have facilitation and business experience and established corporate clients. | 1 | 61 - Connected |

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| Connection request: NZ Story connecting with Kea China Directors | New Zealand Story | <p>Hi Ngapera</p> <p>I'm following up on behalf of Rebecca Smith. I'm heading to Shanghai and Beijing on the 7th – 11th August and Rebecca has asked me to connect with the Kea teams based up there.</p> <p>Are you able to co-ordinate some time in their diaries for me or pass on their details to sort myself?</p> <p>Best Max</p> | 1 | 61 - Connected |
| Connection request: NZ/China investment intros | Te Arawa Group Holdings Ltd | Colleen Neville seeking connection to someone who may have insight into Chinese investment firms who are active in New Zealand plus New Zealand companies exporting to China. | 1 | 61 - Connected |
| Connection Request: NZTE Investment Manager UK | NZTE - New Zealand Trade and Enterprise | Connect new UK based NZTE Investment Manager with key NZ connections in local market | 5 | 61 - Connected |
| Connection request: OPIA Ltd seeking North American contacts for trials of new petcare product | Opia Ltd | OPIA Ltd are looking for introductions to North American animal clinics & hospitals who are interested in participating in market trials. The product, OPIA+, helps prevent dehydration in dogs after surgery, which can cause discomfort and prolong the recovery period. OPIA+ is proven by New Zealand's Massey University Veterinary Hospital to increase total water intake in dogs, helping to prevent subclinical dehydration, and is currently being used by a sample of vet clinics and dog owners in NZ, Australia and the UK. | 1 | 61 - Connected |
| Connection request: Peata Melbourne seeking connection with Meltwater | | Peata Melbourne seeking introduction to Meltwater | 1 | 61 - Connected |
| Connection Request: Promote Karma Cola in Waitrose | Karma Cola | Raise awareness of Karma Cola in-store at Waitrose | 3 | 61 - Connected |
| Connection request: Rachel Smalley seeking connection to Spark Digital for Forgotten Millions event | | Rachel Smalley is seeking an introduction to Spark Digital to possibly help with the Forgotten Millions gala dinner on 10 October. | 1 | 61 - Connected |
| Connection request: Sean Kelly looking for sponsors to help launch collection in NYFW | Sean Kelly | <p>Sean Kelly, winner of Project Runway season 13, is looking to launch into the American Market at SS16 Fashion week in New York , and is looking for a naming sponsors for the collection that will help fund the costs of presenting the collection in New York at the approximate value of \$20,000. (Flights/ Venue/ PR/Sales / Models/ Hair Makeup Teams/ Lighting and sound production)</p> <p>In return they would like to offer the naming rights to the shows in NZ and NY. (ie KEA Presents Sean Kelly Spring Summer '16). Also 50 tickets to both events and the opportunity to hold a Q and A alongside a private presentation of the winning</p> | 6 | 61 - Connected |

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| | | collection from Project Runway and new collection. | | |
| Connection request: Seeking assistance from Chinese students/graduates for short-term projects | | Bianca Grizhar seeking assistance from Chinese students/graduates for short-term projects | 1 | 61 - Connected |
| Connection request: Seeking contacts in Beijing | | Julia is going to Beijing on a language scholarship. Seeking contacts in Beijing. | 1 | 61 - Connected |
| Connection request: Seeking contacts/participants for the 2015 Festival of the Future | Inspiring Stories Trust | Guy Ryan is seeking connections to people who might like to get involved in the future fund campaign for the Festival of the Future. | 86 | 61 - Connected |
| Connection request: Seeking expert tax advice in New Zealand/USA | | So, a couple of questions. 1. Do you know who, or what firm, is the Auckland based NZ / USA tax expert? She will be in Auckland in a couple of weeks, and would like to start a dialogue with someone in NZ re this issue; and 2. Can you please provide contact details of who is currently running KEA in NYC, so she can reach out and make contact when she arrives there? | 2 | 61 - Connected |
| Connection request: seeking lawyer in Hong Kong who could assist with shareholder issues | | To be connected with lawyers in Hong Kong who could assist with shareholder issues | 2 | 61 - Connected |
| Connection request: Straker Translations looking for companies who have set up a call centre in Philippines for advice | Straker Translations | Straker Translations want to be connected to those who have experience with setting up a call centre/service delivery centre in the Philippines. They want to meet those who have setup more than just basic call centre functionality and understand the pro's and con's. | 1 | 61 - Connected |
| Connection request: Switch Kites seeking brand advocates to help promote their product range | Switch Kites | Switch Kites are looking to create a global team of Team Leaders, Team Riders and brand advocates that will ride, enjoy & promote their range of kitesurfing products. They aim to make world-class kitesurfing equipment more affordable and therefore open the sport to more young people. They are the only kite surfing brand that designs, manufactures and sells direct to consumer online. See Switch Kites in action at https://www.youtube.com/watch?v=HOU8doXUk88 | 1 | 61 - Connected |

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| Connection request: Tom Wallace seeking meeting in San Francisco | Re-Leased | Hi Craig, Thanks for your time today, was great to meet you. I am in San Fran from next Tuesday- Friday. Would be great to meet any awesome kiwis who you think you be a good match for me. By the way I managed to get in touch with Steve Outtrim. Meeting him next week which is cool. Cheers, Tom. | 1 | 61 - Connected |
| Connection request: uReview requires assistance in penetrating the New Zealand and overseas markets | uReview Ltd | uReview requires assistance in penetrating the New Zealand and overseas market through possible investment opportunities. We would like to meet with Victoria Ransom as she has developed a cloud based tool and could provides some valuable insight into how she was successful. We would like to meet with AcAngels, Angel Investors, Equitise, Flying Kiwis and Ice Angels | 2 | 61 - Connected |
| Connection request: WCNZer Anthony Hoy Fong seeking connections to Villa Maria Estate | | Anthony Hoy Fong seeking introduction to Villa Maria Estate | 1 | 61 - Connected |
| Connection request: Wine Grenade seeks intro to red wine contacts | Wine Grenade | Seeking introductions to decision makers in wine trade associations, vineyard owners, wine makers, wine writers and journalists, with a focus on making red variatals. | 2 | 61 - Connected |
| Connection request: Zeosoft Ltd looking for with people in the international skin cosmetic industry | Zeosoft Ltd | Zeosoft are looking for connection with people in the international skin cosmetic industry for distribution and manufacturing. They have created the product range, proven the product claims, and are now wanting to connect with companies looking for a unique skin care range to add to their product range. | 2 | 61 - Connected |
| Connection Seeker: Hamish Marshall Benefit Year | | Connect with Anton Oliver to speak at Hamish Marshall Benefit Dinner | 1 | 61 - Connected |
| Connection Seeker - NZ Stock Exchange Event with Edison | | Opportunity to invite some of Kea network of NZ focused sophisticated investors and professional advisors on behalf of Edison who are hosting an event for the New Zealand Stock Exchange | 2 | 61 - Connected |
| Connection Seeker - NZ-UK Link Foundation Guest List | NZ-UK Link Foundation | NZ-UK Link Foundation celebrating 25 Year anniversary with VIP Event | 25 | 61 - Connected |
| Connection Seeker - Sir Stephen Tindall guest speaker RWC2015 | | Sir Stephen Tindall to speak at The Advantage Line Event for NZTE during RWC 2015 | 1 | 61 - Connected |
| Connection Seeker - UK Migration Discussion | MFAT - Ministry of Foreign Affairs and Trade | Suggest respected NZer to speak on behalf of MFAT and to give own view of UK Migration | 1 | 61 - Connected |
| Connection Seeker : NZTE Intro | Running with Scissors | Intro Friday to Seaver Izatt NZTE BDM (Creative Industries) | 1 | 61 - Connected |

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| Connection Seeker: All Black Tours | All Black Tours | Advice on event space for All Black Supporters Event in London over RWC | 4 | 61 - Connected |
| Connection Seeker: NZ Connections for Thunderpants | Thunderpants UK | Introduce NZ Thunderpants move into UK partnership | 6 | 61 - Connected |
| Connection Seeker: NZers for MWTL Documentary | Million Ways To Live | Connect Claire with NZers with interesting stories | 1 | 61 - Connected |
| Connection Seeking : BlackGold VIP Attendees | BlackGold | Guest Contact Details for VIP Event during RWC 2015 | 5 | 61 - Connected |
| Connection: Jay Wei World City Food to NZTE, China | | I met Jay Wei at the Guangzhou alumni event in October and as a result he invited me to visit World City Food in Shenzhen. The request was to be put in touch with NZ export businesses entering China. | 2 | 61 - Connected |
| Event: Cam Calkoen speaking at ANZ Palmerston North | ANZ Bank New Zealand Limited | Cam Calkoen to speak at ANZ, connected at Kea Inspire. | 1 | 61 - Connected |
| Event: John Key breakfast in London - 31 Oct 2015 | | MFAT has asked Kea for help with putting together a guest list for a breakfast event for Prime Minister John Key in London, 31 Oct 2015. Richard Dellabarca has agreed to host the event | 85 | 61 - Connected |
| Event: Prof David Teece in San Francisco | | David Teece is the co-founder of KEA (along with Stephen Tindall). He and his wife Leigh are hosting a very special U.S.-New Zealand event in San Francisco on October 7th. It is a "no charge" event but endeavors to support U.S.-New Zealand relations and, in the long run, his alma mater, the University of Canterbury. | 151 | 61 - Connected |
| Futec NZ Ltd looking for R&D partners | FutecNZ | Looking for R&D partnerships who could potentially commercialise Graeme's IP | 2 | 61 - Connected |
| Grow Wellington /NZ Film Commission Delegation to Shanghai | | | | 61 - Connected |
| Helping William McKegg with investment-related connections | | William is seeking conversations with people who understand investment, to discuss a business model for a film production company | 2 | 61 - Connected |
| Kea Connect: Influence Ecology seeking connections in Australia & Asia | Influence Ecology | Drew is seeking connections in the following regions as he tour's his educational seminars globally. | 4 | 61 - Connected |
| Kiwis who might buy or help sell 'Ka Mate the haka the legend' documentary | | Connect with Kiwis who might buy or help sell 'Ka Mate the Haka the legend' documentary - possibly broadcasters, media cos, film festival... | 2 | 61 - Connected |
| Minister Joyce event Guangzhou | | Invitation to visit event in Guangzhou | | 61 - Connected |
| NZ Inc connection: Kea meeting with regional representatives | Kea - New Zealand's Global Network | Kea meeting with regional NZ Inc representatives | 5 | 61 - Connected |
| NZME seeking speaker for PwC Herald event: Going Global | NZME | Searching for a keynote speaker for the PwC Herald event on Going Global.Initial request was for Chris Liddell, who was unavaible | 3 | 61 - Connected |

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| <p>Recruitment: Media Device Ltd. seeking advisory board member</p> | <p>Media Device Ltd.</p> | <p>Media Device Ltd. wants to be introduced to people who have experience in global consumer brand development who would be willing to be an advisory board member to the company. This role involves 4 hrs per month of support, focused around a monthly one hour skype call, with two hours for pre-reading and follow up. Examples companies they would like someone from are: Gopro, Fitbit, Jawbone, Nike, Under Armour, Adidas.</p> <p>The advisory board's goal will be to assist the company to launch their first product - a unique mobile media player called Kuustic - raise capital and assist to identify the right talent for the company.</p> | <p>1</p> | <p>61 - Connected</p> |
| <p>Speaker: Education NZ Alumni event</p> | <p>Education New Zealand</p> | <p>Here are my thoughts around the Beijing/Shanghai ENZ alumni function.</p> <ol style="list-style-type: none"> 1. We should brainstorm ideas on what to call this. Do we still have Saactchi Board member and do they still help us with this sort of thing. "Find an Alumni" - but something more catchy than that. Create something that can also be used by Tania (if needed). 2. Do we have access to someone who would do a short video for us? We could get some alumni testimonials (what Kea has done for me). Even if they're just edited in photos and words. Not perfect, but might fit the budget. 3.. As mentioned given the status of government officials in China, alumni will want to attend this event. I think that it therefore warrants a key person from Kea to "launch" our "find an alumni" campaign, and announcing the draw prize. (How will we measure this? - something simple like all alumni on our database on closing date go into the draw. this will need some thought??) 4. Given that in both locations, this will be the largest group of alumni that Kea will have access to at any one point, it will be important that not only someone speaks, but that we "work the room". I am wondering if we should print some cards, similar to the Immigration cards, getting them to sign up online (not WeChat because we cant get data).. I just think that it may be impossible to get around everyone, and if we could have some collateral material there it would help. Could get them printed here for very little. <p>If you want to chat about this please let me know. I</p> | <p>1</p> | <p>61 - Connected</p> |

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| | | am in HK for the next two days but can make time. Gillian | | |
| Speaker: Trans-Tasman Business Circle seeking speaker for 'Opportunities in Asia' panel | Trans-Tasman Business Circle | Trans-Tasman Business Circle seeking speaker for 'Opportunities in Asia' panel | 1 | 61 - Connected |
| Speaker: UoA Grad School of Management looking for speaker in Tokyo | Auckland University | Wanted to find well experienced kiwi managers based in Tokyo speak about the differences in doing business in Japan vs New Zealand | 1 | 61 - Connected |
| Spring seeking assistance with retail project | Spring Business Accelerator | Connections with people working/experienced in international retail to participate in a survey | 5 | 61 - Connected |
| WCNZ member connect: Andrew Bayly wanting to connect with Icehouse re skills training of individuals | | Andy, Had a good meeting with Andrew (cc'd, a fellow Banker & real mountain man) who I think you would enjoy catching up with re BIQ & getting NZ managers "match fit". Andrew has some solid ideas he's keen to take to Ministers Joyce/English that Kea/IceHouse maybe able to help with re Skills training of Individuals becoming of "Export quality" As an action point we discussed having a follow-up session with Pete Crisp that maybe good for the both of us to do together | 1 | 61 - Connected |

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| WCNZ member connect: Annabel Langbein and Cat Robinson re-introduction | | "Annabel is coming to the US shortly to launch her TV series: The Free Range Cook on PBS later this year which is super exciting, and she may be popping into San Francisco at some stage." | 1 | 61 - Connected |
| WCNZ member connect: Annabel Langbein seeking connection to Andrew Ferrier | | Hi Ngapera I would greatly appreciate your forwarding this invite below to Andrew Ferrier as I don't have his contact details. Alternatively I am happy to send if you would like to send me his email - whatever works best your end. Many thanks Warm regards Annabel | 1 | 61 - Connected |
| WCNZ member connect: ATEED looking to be connected to China-savvy social media experts. | ATEED - Auckland Tourism Events and Economic Development | ATEED is in the process of launching into social media in China. Seeking to be connected to China-savvy social media experts. | 2 | 61 - Connected |
| WCNZ member connect: ATEED seeking connections to High Net Worth individuals | ATEED - Auckland Tourism Events and Economic Development | To be connected with people who can introduce ATEED to High Net Worth individuals | 2 | 61 - Connected |
| WCNZ member connect: Bill Cunninghame seeking meeting with Prof David Teece | Craigs Investment Partners | Kia ora David, I hope planning for the big event is going well! I have had a request earlier today from someone who would like to meet you. I am reaching out on behalf of Bill Cunninghame, who works for Craigs Investment Partners here in Auckland. https://nz.linkedin.com/pub/bill-cunninghame/36/144/872 He is a super lovely guy, who has been doing a lot of helpful pro bono work for Kea and is really interested in meeting with you. He is considering in setting up something similar to a concierge service so that when US business people come to New Zealand they are hosted well and introduced to interesting people while they are here. I mentioned the Black tie event you were setting up in an effort to get US business people to consider NZ and in particular Canterbury as places to invest and visit. He cannot make the event, but was really interested to meet with you if at all possible. He is visiting San Francisco and the Bay Area on the 29th and 30th of October, if you are in town on those days, would you be open to an introduction and to meeting with him? As always please do not feel obliged to if you are unable to | 2 | 61 - Connected |

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| <p>WCNZ member connect: Bill Cunninghame seeking WCNZ connection in Seoul</p> | | <p>Bill Cunningham (from Craigs Investment Partners - one of our valued Corporate Partners) will be in Seoul this coming weekend, and was wondering if they could connect with some Kiwis in market.</p> | <p>1</p> | <p>61 - Connected</p> |
| <p>WCNZ member connect: Contact Energy seeking connection to Victoria Ransom</p> | <p>Contact Energy</p> | <p>Hello Craig</p> <p>Thank you for taking my call. As discussed I am seeking to get in touch with Victoria Ransom in respect of a potential Directorship on our Board. We are very interested in her skills and background as we seek one or two Directors with acumen and leadership in Customer intimacy, digital and disruption.</p> <p>It is quite an exciting point in Contact's 20 year history. As a listed company we no longer have a cornerstone shareholder since Origin's sale of their 53% holding and so we now have a more diverse spread of largely institutional investors around the world.</p> <p>We have just announced the appointment of our new Chairman as attached. The 3 Origin Directors have also of course recently resigned given the recent changes. So it quite a ground shift.</p> <p>Since the earlier days of KEA I realise I have lost contact a bit over the last few years so hope to catch up with you at some point having noted your recent appointment.</p> <p>Hope you may be able to assist so that either myself or Director Phil Pryke can get in touch with Victoria.</p> <p>Best regards Annika Streefland General Manager People & Culture</p> | <p>1</p> | <p>61 - Connected</p> |
| <p>WCNZ member connect: Dr Catherine Mohr visit to New Zealand</p> | <p>Medicines New Zealand</p> | <p>Hi Phil, It's been a while since that AmCham lunch and hope all is going well at Rangatira Investments for you.</p> <p>Dr Catherine Mohr is coming over to NZ , as a guest of Medicines New Zealand.</p> <p>As an active member of KEA I am sure she would be very happy to catch up with you. We have a pretty tight schedule for her – so I am wondering if you are free to have a dinner with her on Tuesday 15th September starting early-ish i.e. 6 PM.</p> <p>Would you be interested and available ?</p> <p>Best regards, Graeme</p> | <p>25</p> | <p>61 - Connected</p> |

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| WCNZ member connect: Figure.NZ seeking connection to Leo Lonergan | Figure.NZ | Lillian is founder/CEO of Figure.NZ, a terrific initiative to make important NZ data accessible to all, and to increase NZers data literacy. Lillian has some amazing people involved in the initiative, and I think she's going to do terrific things for New Zealand in the coming decade | 1 | 61 - Connected |
| WCNZ member connect: Gavin Faull requested introduction to Ian Gordon | | Gavin Faull requested introduction to Ian Gordon | 1 | 61 - Connected |
| WCNZ member connect: Ian Gordon working on an eco project in Yibin Economic Development project in Sichuan | | Ian Gordon is working on an eco project in Yibin Economic Development project in Sichuan, China. Requested to be put in touch with NZ resources. | 3 | 61 - Connected |
| WCNZ member connect: Inspiring Stories Trusts seeking connection to WCNZers for video project | Inspiring Stories Trust | The Future Fund is a professionally managed endowment created by the charity Inspiring Stories, which is led by 2015 Young New Zealander of the Year, Guy Ryan. The Fund will help to better back more young New Zealanders to unleash their potential to change the world. Inspiring Stories is kickstarting the endowment this month, with a campaign to raise a million dollars. Returns will be distributed through scholarships and access to programmes like Festival for the Future and Live the Dream, and seed grants, funding, and tailored support for young Kiwi social entrepreneurs trying to get their ideas for a better New Zealand off the ground. We'd love support from World Class New Zealanders. Here Claudia Batten explains why she's backing the Future Fund. | 2 | 61 - Connected |
| WCNZ member connect: Introducing Dr Maia Nuku to NYC-based WCNZers | | Dr Maia Nuku has recently moved to NYC a few months ago to take up the position of Associate Curator for Oceanic Art at the Metropolitan Museum in NYC. She has also just joined the WCNZ network. | 2 | 61 - Connected |
| WCNZ member connect: Jeffrey Lamb seeking introduction in Boston | | "I know from previous experience that KEA has a strong network in the Boston area and I would like to integrate myself into the community. So any help with that would be appreciated. " | 1 | 61 - Connected |
| WCNZ member connect: Kenneth requested to be Connected to Denis Win Thein | | Kenneth requested to be Connected to Denis Win Thein for some of the projects he is working on in Myanmar (language schools) | 1 | 61 - Connected |
| WCNZ member connect: Lightning Lab seeking accomplished female entrepreneurs | Lightning Lab | "We are currently looking for an accomplished female entrepreneur who has previously built and scaled a successful team and businesses to be an Entrepreneur-in-Residence for this important programme. The The EiR will be a high profile role and a key to driving stakeholder interest and participation in the programme. This person will act as the founder's coach, helping the individual participants in the emotional journey of the programme, as well as the overall business champion, helping the teams with their business concepts, product development, go-to-market | 5 | 61 - Connected |

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| | | strategies, operations and implementation." | | |
| WCNZ member connect: Medicines NZ seeking connection to Leo Lonergan | Medicines New Zealand | Graeme heads Medicines NZ and is thinking about how to solve big problems in the healthcare sector in NZ. Part of that role is dealing with govt, procurement, etc. | 1 | 61 - Connected |
| WCNZ member connect: Myles Sutherland seeking connection to Claudia Batten | | Connecting Myles and Claudia, who are both WCNZers heavily involved with helping Kiwi entrepreneurs in the tech space and work just a few blocks away from each other | 1 | 61 - Connected |
| WCNZ member connect: Rachel Petero & Nuwanthie Samarakone | | Introducing Nuwanthie to Rachel Petero, who is working on a phenomenal project called Rise 2025. Essentially is about helping encourage cultural and gender diversity in the workplace and developing women's capability and aspirations so they can achieve great things both personally and in the workplace. She is starting this process here in New Zealand with 100 Maori women starting in December, and has an exciting goal of reaching 100,000 women globally by 2025. She can explain this concept a million times better than me though! | 1 | 61 - Connected |
| WCNZ member connect: Rugby in Scarsdale | | "Met with friend today who has couple half-Kiwi boys 14yrs & 11yrs, just moved to Scarsdale and wondering where they can play rugby. Any ideas? Shld I ping Mark Griffin?" | 1 | 61 - Connected |
| WCNZ member connect: Sean Kelly reintroduction | | HI Nikkolai! There is one thing you could help me with, I am trying to get in touch with Kirsten Neville Manning from the Karen Walker event, but don't have her contact details! Are you able to send me her email? Thanks a lot! | 1 | 61 - Connected |

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| <p>WCNZ member connect: Seeking connection to high net worth WCNZers</p> | <p>HydroWorks Ltd</p> | <p>i Phil.</p> <p>Thanks for your time yesterday.</p> <p>You mentioned you may be able to provide introductions or at least contact details for Sir Ron Carter, David McConnell and David Teece (sp?).</p> <p>I'd really appreciate it.</p> <p>Many thanks,</p> <p>Dean Johnson</p> | <p>2</p> | <p>61 - Connected</p> |
| <p>WCNZ member connect: Sir Stephen Tindall seeking connections re: climate change</p> | <p>The Tindall Foundation</p> | <p>The Tindall Foundation (TTF) is looking to explore ways of working together with other key stakeholders to mitigate the effects of Climate Change. One option that TTF has identified is supporting a major national programme and campaign of new forest establishment across New Zealand.</p> <p>The success of such a project will rely on three main components:</p> <ol style="list-style-type: none"> 1. managing a successful afforestation operation 2. community-engagement/mobilisation 3. business involvement <p>To help us better understand this possibility, TTF is inviting a group of people with a range of experience and expertise in this field to join us for a half-day workshop to share their specialist perspectives and develop a delivery plan for the project and campaign. We very much hope you will be able to join us for that day.</p> <p>The purpose of the workshop is to ensure alignment of understanding, identification of real opportunities and issues, and co-ordination of effort.</p> | <p>2</p> | <p>61 - Connected</p> |

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| WCNZ member connect: Spotlight Reporting seeking external potential investors | Spotlight Reporting Limited | <p>"Hi Phil</p> <p>I thought I'd reach out as we have a number of mutual acquaintances, including our friend (and investor) Sam Knowles. You may even be aware of us and what we do?</p> <p>We're currently going to potential external investors to raise NZ\$2.5 million (on top of the \$1.5 million we just raised from existing investors as part of our Series B). Sam was an investor in both rounds, as was Craig Winkler (of MYOB and Xero fame), David Wilson (Vend, Xero) and Graham Shaw (Xero, Gentrack).</p> <p>We seem to be executing reasonably well, winning partnerships with 3 of the Big 4 Accounting firms and the Xero Add-On of the Year gong. But much more to do yet! :)</p> <p>Would a view of our Information Memorandum be of interest?</p> <p>Thanks and regards, Richard"</p> | 1 | 61 - Connected |
| WCNZ member connect: The Icehouse seeking ntro to the Project Director of Google Fibre in Mountain View | FTTX Services Limited | "We are looking for an intro to the Project Director of Google Fibre in Mountain View for the purpose of talking about one of our startups that has created technology to reduce civil deployment costs, improve productivity, lower headcount requirements and minimise the environmental impact of mass scale FTTH deployment." | 5 | 61 - Connected |
| WCNZ member connect: Trans-Tasman Business Circle wanting to be connected to WCNZ Award Winner Beatrice Faumuinā | Trans-Tasman Business Circle | Trans-Tasman Business Circle seeking introduction to Beatrice Faumuinā in regards to their SportsConnect programme | 1 | 61 - Connected |
| WCNZ member connect: WCNZ Award Winner Dr Swee Tan seeking introduction to Sir Murray Brennan | | 2015 WCNZ Award Winner Dr Swee Tan is very keen to get in with Sir Murray Brennan regarding advice in taking his 'mission' to the next level. | 1 | 61 - Connected |
| WCNZ member connect: WCNZer Audette Exel and Benjamin Mugisho | | WCNZer Audette Exel is seeking a meeting with Kea network member Benjamin Mugisho, whom she met when they both spoke at Auckland Inspire. | 1 | 61 - Connected |
| WCNZ member connect: WCNZer Tony Falkenstein seeking meetings in San Francisco | | One of our WCNZers Tony Falkenstein is coming to San Francisco on October 8th & 9th for a Forum Group trip with 7 other members of the Entrepreneurs organisation, alongside a few other Kiwi entrepreneurs. (see profiles attached) | 16 | 61 - Connected |
| WCNZ member connect: Well Foundation seeeking introduction to Sir Murray Brennan | Well Foundation | Well Foundation would love to learn from the successes at Sloan Keating to help with efforts to help raise money for New Zealand's biggest & fastest growing DHB | 1 | 61 - Connected |
| Wellington City Council | | WCC requested event to be connected with Kea | 35 | 61 - |

| Delegation to Shanghai | | members in Shanghai | Connected |
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| New Website Request From Lalit Bhambhani | | I need to built contacts/socialise with entrepreneurs from hospitality or related field. Also I need to make Kiwi friend to have better international exposure. | 71 - Referred to Kea LinkedIn |
| Connection request: Alexandra Park wants to explore marketing opportunity with Kea re: development project | Alexandra Park | Alexandra Park is currently selling apartments as part of a bigger development project and are interested in Kea marketing opportunities. | 73 -Referred to Kea promotional |
| Connection Request: Christchurch Tech sector strategy | CDC - Canterbury Development Corporation | <p>Christchurch Development Corporation are seeking input from the business community and stakeholders locally, nationally and internationally to get a wide range of input and perspectives in the development of the Christchurch Tech Sector Strategy. They aim to identify opportunities and challenges for the Christchurch technology sector and are likely to be using the themes:</p> <p>Growing a technology business from Christchurch Effectively growing international businesses Different challenges and opportunities across the sub-sectors and between physical tech and software</p> <p>They are holding a few focus groups, and thought KEA could be involved in the online forums we run. We're using the tool Loomio https://www.loomio.org/</p> | 73 -Referred to Kea promotional |
| Connection Seeker - MFAT Migration Discussion | MFAT - Ministry of Foreign Affairs and Trade | Connect WCNZers with Migration Project with MFAT to look at proposed changes to UK skilled migrant visas | 73 -Referred to Kea promotional |
| Connection request: IntelliSure seeking connections to help understand process of setting up local business entity | IntelliSure Limited | IntelliSure Limited seeking connections in the Netherlands to help understand the process of setting up a local business entity. Based in Auckland, IntelliSure consults financial services organisations in New Zealand and Australia on business and IT transformation, focusing on businesses with big risk exposure. They are currently negotiating with a multi-national financial services client in the Netherlands. | 80 - Seeker did not proceed |
| Connection request: Asia contacts for trip prep | | Looking for contacts/intros in Asia (China, HK, Japan and Korea) as a preparation for an Asia trip in September | 81 - Seeker did not proceed |
| Connection Request: Sanitarium | Sanitrium (New Zealand Health Association Ltd) | Sanitarium are working on growing their portfolio in Asia, and are looking for possible connection points of New Zealanders in Asia working within retail groups especially supermarkets (management or buyers) or those working in consumer goods sectors, who may be able to offer some advice and connection points. | 81 - Seeker did not proceed |

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| Digital Water - seeking contacts in water utilities companies | Digital Water | <p>DIGITAL WATER Digital Water want to meet with utility companies, regulators and other industry parties, including other vendors in the utility, communications or infrastructure industry. California is of particular interest due to the water scarcity issues and actions by Governor Brown to reduce water consumption. The company has demonstration systems available and wants to install trial deployments with utilities. Investment opportunity to fund expansion through trial phases and commence manufacturing is available, for total investment of \$2 million.</p> | 81 - Seeker did not proceed |
| Essential Resources | Essential Resources Ltd | <p>Essential Resources Ltd is looking for a strategic advisor/board member, someone who is: -Strong in modern accounting practices -Strong in Marketing, especially digital strategy, SEO etc -Strong business strategist, with a track record in driving company evolution It may not be in a board capacity necessarily, but even if they could access these expertise a few times a year to help ensure their strategy for growth is robust.</p> | 81 - Seeker did not proceed |
| New Website Request From Randy Testut | | <p>I am a NZ citizen living in Dallas, TX USA. I am the Director of a NZ company (Dartbrook Properties) which owns and leases a home on the North Shore, Auckland. My wife and I are the only shareholders in the company. I am trying to find out the easiest and most economical way to comply with the new Companies Act which requires every NZ company to have a Director who is resident in NZ. Looking online, this looks to be a very expensive process to engage Resident Director Services from large accounting firms. Any advice on this would be most appreciated. Deadline for this Resident Director to be in place is 28 October 2015. Thank you!</p> | 81 - Seeker did not proceed |
| Seeking Fisheries Contacts in Norway, for wet weather gear distribution | Stormline International | <p>Introduction to New Zealanders working in Fisheries Industry in Norway, seeking distribution contacts.</p> | 81 - Seeker did not proceed |
| Connection Request: Bees Blessing seeking Advisory Board member, distributors, in-market advice | Bees Blessing | <p>1:Bees Blessing are in need of an Advisory Board to guide them in their work. They are looking for help with putting the word out for any Kiwis who who have returned from overseas (or maybe expats who visit NZ regularly) and are looking for a challenging project to get involved with. They need guidance in the area of financial management and literacy, ideally someone with experience in beverage manufacturing + sales. 2: Looking for distribution in Asia, Australia and ultimately wholefoods in the US 3:Looking for in-market advice on distribution and how to take their company to the next level.</p> | 82 - Seeker did not respond |

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| Connection Request: CommonKindness.com | CommonKindness.com | The goal is to scale the company so a collaboration or connection with someone in the American M&A space, CPG (consumer packaged goods) industry, supermarket brands, supermarket retailers, marketing, advertising, technology or PR areas would potentially lead to some interesting conversations that might help us scale our business. | 82 - Seeker did not respond |
| Connection Request: Health Supplements seeking importers/distributors/retailers | Healthy Foods (New Zealand) Limited | Healthy Foods (New Zealand) limited has produced a high quality range of supplements under the 'New Nature' brand, and are seeking importers/distributors/retailers in most countries. | 82 - Seeker did not respond |
| Connection request: Soul Organics seeking introductions to chilled pet food retailers and distributors | Soul Organics NZ ltd | Seeking introduction to chilled pet food retailers and distributors in the USA and Singapore | 82 - Seeker did not respond |
| Connection request: Soul Organics seeking juice-to-powder connections | Soul Organics NZ ltd | Looking for a specialist who can figure who can get cold-pressed organic juice into a powder format without additives. | 82 - Seeker did not respond |
| Connovation Ltd pest solutions - seeking contacts in China | Connovation Ltd | tbc | 82 - Seeker did not respond |
| Exporting NZ Government IP | MFAT - Ministry of Foreign Affairs and Trade | Looking for leads where a New Zealand consortium could help solve another government's problem | 82 - Seeker did not respond |
| Flooring Xtra - seeking to test IP licensing in US market | Flooring Xtra | Seeking anyone who can give market in-sights into US appetite for licensing NZ owned IP for this highly successful NZ business | 82 - Seeker did not respond |
| Information on complying with Australian franchise regulations | Chiave | Advising on the Australian market from a compliance with franchise regulations point of view. | 82 - Seeker did not respond |
| Medical services to NZ expats in China | | Wish to market to NZ expats in China to provide medical consulting services | 82 - Seeker did not respond |
| New Website Request From Asher Meltzer | | <p>The organisation is based around inspiring youth to achieve the impossible in any profession they may choose. I believe that allot of youth get cut down and therefore are afraid to pursue their wildest dreams. Because of this, I want to actively try and change that 'cant-do-it' mentality.</p> <p>I believe it is mandatory to bridge the gap between those who are well accomplished, and those who are just getting their foot in the door. If we can achieve this, and get current professionals to teach the younger generation of professionals, we may be on the right path to a more fulfilling, more thoughtful, more successful society.</p> <p>One of the many aspects of the organisation is interviews with well-accomplished people in various professions. I have already had the privilege of interviewing some amazing people and have many more lined up for release this year. I was hoping KEA NZ would be able to help me to further solidify connections for interviews. I have also been self-funding this and would be thrilled if I could attain</p> | 82 - Seeker did not respond |

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| | | <p>some help in pairing me up with the right sponsors.</p> <p>With such an alignment of motives - I believe it would be superb to work with you.</p> <p>Cheers, Asher</p> | |
| New Website Request From Giles Goldsbro | | Introduction to Lanzatech and Primetals | 82 - Seeker did not respond |
| New Website Request From Sandra Chapman | | Am keen to know more about 'Connection ' | 82 - Seeker did not respond |
| Connection Seeker - Injured Kiwi sought contact details | Global Media Works | Seeking contact details for Claire Miller | 93 - No match found |
| Economics school textbooks + online courses | eLearn Resources Ltd | Wish to penetrate Introductions to get market penetration into school textbook/courseware market in any other country. other markets. Resource also used as foundation course by Universities. | 93 - No match found |
| Assist Kagi with connections to cruise lines | Kagi | Linking Kagi with people in cruise lines who can help place their products in onboard shops | 94 - Unable to help |
| Connection request: Asia New Zealand Capital looking for a Kiwi Chef in China | AsiaNZ Capital | Looking for a China-based Kiwi chef | 94 - Unable to help |
| Connection request: Latham Fairhall wanting to connect with Victoria Ransom | | Latham Fairhall would like to be put in contact with Victoria Ransom for a couple of follow up questions regarding her presentation from KEA Inspire Canterbury 2015, which she shared at on Wednesday the 1st of July. | 94 - Unable to help |
| Connection request: Scott Cooper seeking connection to Amanda Searancke | | <p>"Quick one - Mindy wants a connection to a Kiwi in Austin TX who runs a baby clothes business called Nui Organics. I've checked the app but she's not on it and seems to be inactive on LinkedIn. Is every KEA member in the app or just those who've somehow registered? Is there another way I could get a contact?</p> <p>Thanks!"</p> | 94 - Unable to help |

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| <p>Connection request: Titus Walker Limited seeking distribution partners in China and Singapore</p> | <p>Titus Walker Limited</p> | <p>Titus Walker Limited wish to connect with suitable channel partners explore opportunities in Singapore and China to export two unique products into their local domestic markets. They have secured distribution rights for China and Singapore relating to a natural product that prevents dry horrors/hangovers, and also a cosmetic product that treats wrinkles/baggy eye lids (a bit like botox in a tube).</p> | <p>94 - Unable to help</p> |
| <p>Speaker: NZME seeking Nicky Bell to speak at PWC Herald Talks - Changing Markets event</p> | <p>NZME</p> | <p>Hi Ngapera,</p> <p>Hope you are well!</p> <p>We have another speaker request please? Is it at all possible please to reach out an invitation to Nicky Bell of Saatchi and Saatchi?</p> <p>Please find attached our brief sheet and information about the event in general.</p> <p>Thank you</p> <p>SARAH D'AUDNEY</p> | <p>94 - Unable to help</p> |
| <p>Total Requests closed: 139</p> | | | <p>Total Connections made to Kea network members: 612</p> |

| NZ Inc Partner | Request | Connection |
|-----------------------|---|--|
| Education New Zealand | Seeking keynote speaker for Education New Zealand Alumni events in Beijing, Shanghai and Taipei | WCNZer and Kea Board Member Royal Reed |
| Education New Zealand | Invited to attend an event in Guangzhou for Minister Steven Joyce | WCNZers Howard Moore and Ian Gordon attended, as did the majority of alumni in the Gongdong region |
| MFAT | MFAT has asked Kea for help with putting together a guest list for a breakfast event for Prime Minister John Key in London, 31 Oct 2015. Richard Dellabarca has agreed to host the event | 85 WCNZers and Prospectives attended, including Anton Oliver, Diane Foreman, Eric Tracey and Peter Gillingwater |
| MFAT | Kea meeting with regional MFAT representatives | China Regional Director Gillian Moore met with Tupe Solomon-Tanoa'i and Si'alei van Toor, Director of MFAT Taipei |
| NZTE | Opportunity to invite some of Kea network of NZ focused sophisticated investors and professional advisors on behalf of Edison who are hosting an event for the New Zealand Stock Exchange | WCNZers David Gose and Richard Boon |
| NZTE | Kea meeting with regional NZTE representatives | China Regional Director Gillian Moore met with Dean Prebble, NZTE Trade Commissioner Taipei, Victoria Li, NZTE Trade Commissioner in Shenzhen and Rachael McGucklan, Trade Commissioner Hong Kong |
| NZTE | NZTE customer Autex Industries seeking ongoing accountancy and tax expertise in US market <i>NZTE Customer Manager: Colin Bartlett</i> | US-based WCNZers Craig Hillier and Matt Andrew |
| NZTE | NZTE customer Kashem Foundation seeking connection to help set up project in rural India <i>NZTE referral: Craig Latimer</i> | WCNZ Award winner Audette Exel |

Appendix 6 – NZ Story promotion across channels

NZ Story Promotion July 1 - October 31, 2015

Kea Newsletters

| Newsletter | Heading | Date Sent |
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| Kea Global Newsletter - September 2015 | 'Telling our New Zealand Story' | 25/09/2015 |
| Kea Global Newsletter - October 2015 | 'How to tell your story to a global audience' | 22/10/2015 |

LinkedIn

| Heading | Date Posted |
|---|-------------|
| 'How to tell your story to a global audience' | 29/10/2015 |

1. How has Kea / WCNZ leveraged it's channels for RWC 2015

Kea supported The Advantage Line activity hosted by NZTE in London. Issued with two invites per event, Kea sought out WCNZers who meet the client/customer interests and needs.

At many of these events there were further WCNZers in attendance as direct invitees from NZTE, on all occasions Kea ensured fellow WCNZers met one another to further strengthen ties and relationships. Attendees included:

- Sir Malcolm Grant, NHS Chair - introduced to Howard Wright
- Ross McEwan, CEO RBS - introduced to Talking Tech
- John Gallagher, MediaFed - attended opening night events, has been introduced to Amanda Eliason Investment Manager NZTE
- Kent Gardner, CE Evans Randall
- Sir Stephen Tindall - Q&A panel member with Steve Tew NZRU following All Blacks Q&A. Also attended the NZTE breakfast with Mark D'Arcy
- Grant Harrison, The Future Customer - introduced to Orion Health
- Kea Global Chair Phil Veal and CEO Craig Donaldson attended NZ Wine Evening in Cardiff with NZTE, MFAT, NZ Wine Growers, NZ Tourism

Outside of NZTE activity, Kea hosted six events, bringing together WCNZers for NZ causes and networking, whilst extending invitations to NZ Inc partners so they may leverage the activity

- NZ-UK Link Foundation 25th Anniversary - 25 WCNZers in attendance with Princess Royal, out of 100 guests
- Kea Inspire World Masters Games - 80 guests, 3 WCNZers, NZTE, NZ Tourism, ATEED, WMG2017
- Cure Kids - 70 guests, 7 WCNZers, NZ Tourism, NZTE, MFAT, Leading NZers in business and creative
- Kea secured Sean Fitzpatrick as guest speaker for economic update with ANZ, 60 ANZ guests along with Kea inviting 4 WCNZers and guests from NZTE, CAANZ, NZ business leaders
- Kea Inspire, Dr David Kirk - 90 guests, 5 WCNZers, Sir Lockwood Smith, Minister Coleman, NZ Sport, NZTE
- Dave Dobbyn gig - VIP reception hosted with 5 WCNZers, 45 guests from NZ Community
- PM Breakfast with 80 guests of Kea, including 28 World Class New Zealanders, Hon John Key, Hon Tim Groser, Sir Lockwood Smith, NZTE, MFAT, NZ Sport

With the heightened attention towards New Zealand via the vehicle of

RWC2015 we also hosted meetings with WCNZers and mixed with NZ Inc partners to get conversations going around subjects such as EU FTA, investment, returning expats; through to supporting start-ups and growth in business in the UK.

Via social media and connections

- Kea promoted the Welcome to London All Blacks competition, event hosted at Riley's
- Kea promoted The Advantage Line videos and content
- Kea provided access to Ali Williams, Nick Evans, Bryan Williams and Jenna Wootton for The Advantage Line video content
- Kea promoted Riley's as the Belong Bar

2. Progress on connections made to support EU FTA

Meetings held with Ambassadors (HoMs) from Paris, Amsterdam, Berlin and Warsaw. Providing insights into Kea activity in each area, WCNZers and Kea members in their regions, and looking ahead to the next 12 months of support in the EU FTA project.

On the Monday after RWC2015 Kea presented a Kea update to the Head of Missions event hosted in London, and was able to further connect and discuss with representatives from Moscow, Rome, Brussels and Vienna.

Direct asks are being finalised, however the first step has been clarifying where Kea has contacts, in which market places, regions and companies. Conversations commenced around how Kea can support each HoM:

- key note speakers from multi national companies at events
- supporting roadshow activity with leading business people (WCNZers and Friends of NZ)
- identifying potential new WCNZers across the regions and linking them in with the Embassy to attend events and lend a voice of support when appropriate
- identifying potential candidates for letter writing to EU Commissioner and local government across regions in support of EU FTA with NZ when appropriate
- conversations with WCNZers during our Europe Trip have included awareness raising around EU FTA
- linking in WCNZers to the Embassies and Ambassadors to strengthen relationships

Kea UK & Europe (October 2015)
EUROPE VISIT: REPORT SUMMARY

EXEC. SUMMARY / KEY THEMES / TAKEAWAYS

Craig Donaldson & Phil Veal join Tania Bearsley in UK/Europe

London, Cardiff, Paris, Amsterdam, Berlin

- Meetings with over 250 Kea members / Visiting 5 cities in 14 days
- Highlights included:
 - NZ breakfast event with the PM NZ House London (80)
 - NZ cocktail event Dr David Kirk NZ House London (80)
 - NZ Beer Collective event NZ House London (60)
 - NZ Cellar networking event Brixton London (60)
 - Kea concert with Dave Dobbyn , Bush Hall London (200)
 - Dinner at Ambassadors home with NZ Inc in Paris (15)
 - NZ networking lunch event NZ Embassy Paris (25)
 - NZ networking event Heineken Experience Amsterdam (25)
 - NZ networking event art gallery Berlin (60)
 - Dinner hosted by Ambassador Berlin (20)
 - Round table breakfast with all other NZ Groups in London (10)
 - Round table breakfast with Kea Advisory / business leaders London (10)
 - Round table breakfast NZ Investment
 - 2 x All Black Games (Cardiff & London)
 - Visit to #10 Downing Street (Kea App discussions)
 - Individual 1:1 with NZer's (50) & World Class NZer's (20)
 - Full list & details enclosed
- Artists, Entrepreneurs, Engineers, Ambassadors, Mathematicians, CEOs, TV presenters, Celebrity chefs, Curators, Trade Commissioners, NZ Inc Directors & a whole host of the most incredibly clever humble and hardworking people representing Aotearoa at the highest level on the world stage...absolute privilege
- We inducted 5 new WCNZ network members from the road & highlighted 25 from our prospective UK/Europe list to induce pre Xmas
- Great opportunity for Kea to improve our exposure/presence in Europe, as not connected to the same level as we are in the UK. Some great opportunities to have some real incremental impact
- Tania has an incredible relationship with the NZ Inc. staff I visited & has Kea in this region in the best shape I have seen it in many years...The levels of passion, connection & engagement we have across all our key groups of Government/Sponsors/Education/Business & Social...Very impressive
- No doubt the "events / functions" of this type is Glue that benefits & inspires the wider audience & generates the quality experiences & insights Kea can offer. Given the need/demand for Kiwis to connect in-person on a local level, encouraged that Kea can be doing more to help facilitate & provide a platform to support these groups across UK/Europe
- Kea's Brand is really on the rise. It's core assets (Global World Class Network, Connection Service, Global Inspiration Events, increasing digital reach and Government relationships) becoming increasingly well understood. Kea's improved levels of transparency & communication are driving improved connectivity
- We can be leveraging our World Class New Zealanders more broadly; serendipity is real – both in NZ and abroad. Build programs of events / functions that benefit & inspire a wider audience of "asks" from the quality experiences & insights Kea can offer NZ Inc & NZ as a whole
- Very proud of the quality of NZ'ers we have in the UK/Europe, who want to give of their time, contacts, experience & expertise for the better good of our great country
- Link to a few [fun pictures](#) from the road!

MEETINGS

LONDON:

- Simon Walker, Director General, IoD/WCNZ
- Dale Murray MBE
- Emma Loisel, Exchange Lab/WCNZ
- John Gallagher, MediaFed/WCNZ
- Trevor Chanter, MBIE
- Amanda Eliason, NZTE
- Walter May, Welsh Govt
- Andrew White, NZTE
- Daniel Taylor, NZTE
- Danielle Genty-Knott, Tourism NZ
- Bill Birnie, Deputy Chair NZ Sport
- Anna Hansen, The Modern Pantry/WCNZ
- Yvonne Landon-Marchant, Platinum Marketing Services/WCNZ
- Melanie Brown, The NZ Cellar
- Chris Stroud, NZ Wine Growers
- Ella Frater, Air NZ
- Miles Kirby, Caravan
- Hamish Brown, Roka
- Jo Walsh, NZ Studies/Kea Advisory
- Josh Gilbertson, aCloud/Kea Advisory/WCNZ
- Peter Gillingwater, Nexec Leaders/Kea Advisory /WCNZ
- Rob Whitehouse, Piccadilly Pictures/WCNZ
- Dr David Kirk MBE/WCNZ
- Paul Gough, StarCapital/NZ-UK Link Foundation
- Bronwen Horton, NZBWN
- Gerard Walsh, Aviate Global/WCNZ
- Owen Eastwood, Lewis Silkin
- Jason Lawson, Voxbone/WCNZ
- Robin Hopkins ANZ
- Sir Lockwood Smith, MFAT
- Hilary Timmins, Dream Catchers
- Elizabeth Welch, CAANZ
- Clint Heine, Kiwis In London
- Robyn Allardice-Bourne, NZ Society UK
- Karyn Newman, NZUGA
- Eric Tracey, WCNZ
- Mary Fenwick, Friends of Auckland University
- Conrad Bird, No.10/UKTI
- Jonathan Sinclair, British High Commission
- Gerald Mullally, UKTI GREAT
- Emma Gawen, Cabinet Office
- Francis James, UKTI
- Jason Caplin, UKTI
- Dave Dobbyn – legend!
- Michael Parker, Dentsu Aegis
- Penelope Bar-Sellers, Massey University
- Sascha Benson-Cooper, Accipio
- Richard Boon, Artefact Partners/WCNZ
- Sir Stephen Tindall/WCNZ
- Megan Watts, Yealands
- Anna Wilson, Yealands

PARIS

- Ambassador Dr James Kember, MFAT
- Ariane Gonzalez, Trade Commissioner NZTE
- Susannah Gordon, MFAT
- Nathalie Ricard, Kiwis in France FB page
- Shaun Fogarty MNZM, Asst Defence Attache
- Emma Nichols, Second Secretary
- Rebekah Riley, OECD Deputy Permanent Representative
- Marian Fountain, Sculpture
- Bridget Gee, Paris Embassy Facebook Page
- Brendan MacFarlene, Jakob+MacFarlene
- Roger Porsolt
- Jennifer Flay, General Director, Foire Internationale d'Art Contemporain (FIAC)

BRUSSELS

- Katherine Clift, Counsellor SPS, United Nations Council Brussels

AMSTERDAM

- Ambassador Janet Lowe, MFAT
- Marisa Macpherson, MFAT
- Christopher Wright, Sandvik Mining/WCNZ
- Fay Drummond/WCNZ
- Oliver Hicks, TIG Sports
- Andrea Price, Tommy Hilfiger
- Andy Sceats, Singapore
- Chris Service, (FRES) Foundation Rural Energy Services

- Claire Beesley, Wieden + Kennedy
- Fran Shoemack, Abel 100% Organic Perfume
- Greg Collinge, SuperNatural Wines
- Hamish Davidson, Private Banking, Brisbane, Westpac
- Kim Band, We Smell The Rain
- Neil Martin, ABN AMRO Bank
- Vittah Overwater, Vodafone

Among 25 guests attending Amsterdam drinks, there were a few notable Kiwis

BERLIN

- Ambassador Rod Harris, MFAT
- Lizzie Cairns, MFAT
- Ute Haug, Education NZ
- Zak Cole, Beachheads
- Christian Probst, Victoria Uni Alumni
- Dr Frank Morich, Morphosys
- Jannie Hughes
- Michael Dooney, Galerie Pavlova
- Jurgen Schulz, RadioData
- Michael Avery, Music First

Among 60 guests at Berlin drinks, there was an even spread of Kiwis and German Alumni. A few notable contacts with other guests being followed via mail-outs to attendees with Vic Alumni and the Embassy

POLAND

- Ambassador Wendy Hinton, MFAT

PRIME MINISTER BREAKFAST – SATURDAY 31ST OCTOBER 2015

| | | |
|----------------|--------------|---|
| Andrew | Kibblewhite | Chief Executive, Dept of the Prime Minister and Cabinet |
| Andrew | White | NZTE |
| Anton | Oliver | M&G Investments |
| Bridget | Gee | NZ Embassy Paris |
| Bronwen | Horton | NZBWN |
| Bruce | Aitken | World Class Nzer |
| Chris | O'Sullivan | Lexoo |
| Clint | Heine | Kiwis In London |
| Craig | Robinson | Alliance NZ |
| Damon | Mangos | Delete Agency |
| Dave | Donaldson | |
| David | Grose | Castlepines Global Equities Limited |
| Diane | Foreman CNZM | Emerald Group |
| Edward | Hanson | Babcock & Brown |
| Elmar | Toime | E Toime Consulting |
| Eric | Tracey | World Class Nzer |
| Euan | Harkness | Barclays |
| Gaye | Gardner | |
| Geoff | Sewell | Incognito Artists |
| Gerard | Walsh | Aviate Global |
| Gunnel | Bergman | |
| Hilary | Timmins | Dream Catchers |
| Holly | Knill | World Class Nzer |
| Hon Tim | Groser | Minister of Trade |
| Jamie | Schmidt | Deloitte |
| Jason | Lawson | Voxbone |
| Jason | Smith | |
| Jennifer | Meagher | NZ Women's Association |
| Jo | Walsh | NZ Studies Network |
| John | Gallagher | MediaFed |
| Josh | Gilbertson | aCloud |
| Judith | Hanratty | Commonwealth Education Trust |
| Kathryn | Robertson | Air New Zealand |
| Kent | Gardner | Evans Randall |
| Lady Alexandra | Smith | |
| Lara | Bowen | Ogilvy Red Works |
| Leighton | Cassidy | Field Fisher Waterhouse LLP |
| Lewis | Whaitiri | Ngati Ranana London Maori Club |
| Lucy | Hockings | BBC World |
| Mary | Fenwick | University of Auckland |
| Megan | Watts | Yealands |

| | | |
|---------------------|-----------------|-------------------------------|
| Melanie | Brown | NZ Cellar |
| Michael | Campbell CNZM | |
| Michael | Parker | Dentsu Aegis |
| Miles | Kirby | Caravan |
| Milly | Olykan | The O2 |
| Molly | Bedingfield | Global Angels |
| Paul | Gough | Star Capital |
| Peter | Chrisp | NZTE |
| Peter | Gillingwater | Nexec Leaders |
| Phil | Goffin | Thisis.me |
| Professor John | Hawk | |
| Richard | Dellabarca | NZRU |
| Richard | Boon | Artefact Partners LLP |
| Rob | Taylor | Deputy Head of Mission |
| Robert | Whitehouse | Picadilly Pictures |
| Robin | Hopkins | ANZ |
| Robyn | Wilson | Bleeding Heart / Trinity Hill |
| Rt Hon John | Key | Prime Minister of New Zealand |
| Rt Hon Sir Lockwood | Smith | High Commissioner |
| Sally | Martin | |
| Sam | Martin | Exterior Architecture Ltd |
| Sam | Glatzer | Constellation Brands |
| Sara | Fogarty | Seresin Wines |
| Sean | Fitzpatrick | Front Row Productions |
| Sean | McNaughten | Heineken |
| Shelley | Mackey | Press Secretary |
| Simone | Sewell | Incognito Artists |
| Sir Paul | Collins | Sport NZ |
| Sir Stephen | Tindall | The Warehouse |
| Steve | Gillingwater | Talent Vault |
| Susan | Glynn | Suze Catering |
| Tania | Bearsley | Kea New Zealand |
| Tim | Fogarty | Constellation Brands |
| Tim | Kerr | CAANZ |
| Tim | Hawk | Investec |
| Tom | Mockridge | Virgin |
| Tom | Glynn | Suze Catering |
| Yvonne | Lundon-Marchant | Platinum Marketing Services |

MEETINGS NOTES / ACTION POINTS

Thursday 15th October – LONDON

Simon Walker, IoD Director General

- Discussion around how to attract UK investment to NZ. There doesn't appear to be any clear channel into NZ Investment
- IoD annual convention could be opportunity for WCNZ presence. Interested to look at NZ innovation. Simon interested in Sir Peter Jackson, Weta Workshop. Phil suggested Rob Campbell, Glenn Renwick, Greg Foran
- Would like to see Kea bringing people together on a more regular basis, but not just for the sake of it. Informal gatherings with key note speaker, suggested Angela Eagle UK MP, Labour Party supported by Helen Clark
- Look at Lord Mayor visit to NZ, follow-up event possible discussion his impressions
- IoD focus on governance, economic issues and immigration restraints. As all impact on Directors being able to successfully run companies
- Also creating focus on women in leadership

Dale Murray MBE

- Phil to intro to Sarah Robert (Gatorade)
- Enjoyed Sean Fitzpatrick luncheon which brought successful Kiwis from across different industries for round table. Kevin Roberts, Prof Ngaire Woods, Dale Murray among attendees
- Openly discusses FTA EU with EU Commissioner, would be interested in being able to support this process
- NZ needs to invest more time in researching, matching and courting Investment partners in the UK. Used example of China, who had Investment Commissioner on the ground identifying right investor to the right opportunity, very direct and strategic approach
- UK Investors find NZ is hindered by geography, time zone, small market. Investors want to be able to be involved in meetings with ease and feel connected

ACTION POINTS

- Send WCNZ list to Simon Walker highlighting potential guest speakers for 2016
- Consider IoD venue for future breakfast/evening events 2016 (*Peter Kerridge event successfully hosted there*)
- Phil to intro Dale Murray MBE to WCNZer Sarah Robb O'Hagan
- Tania to keep Dale updated on FTA process once asks are clear from MFAT
- Dale has previously declined joining WCNZ, Tania to reapproach and setting boundaries for availability etc., Very keen to be involved but not officially inducted

Follow up email sent, and meeting recorded in CRM.

Friday 16th October – LONDON

Emma Loisel, John Gallagher, Amanda Eliason, Trevor Chanter, Anna Hansen

- Emma to speak with John around London Business School Sumer Mentor Programme on Business Plans
- NZ needs to create a clear channel/mechanism for UK investors to see NZ Business opportunities, match the business to the investor/mentor
- Singapore Mentor System reflected by John as to be efficient, how can Business Mentors NZ have a global impact and awareness
- Considerations for investors against NZ are the distance, difficult to create relationships and how do they exit
- John looked at property investment in Christchurch post-earthquake. All property owners not looking at it as investment opportunity having received pay-outs from Insurance. Not reinvesting
- Investment taskforce in NZ looking at policy and operational leaders, how to engage this with WCNZ Network to build awareness
- Give little matching investment opportunities with skillset for migrant investors, how do we do this for returning expats to finding business opportunities

- NZers looking for capital over \$500K need to really look offshore
- Look at SME market in NZ, and match returning expats with management skills to take over businesses through an investment/capital scheme. Many SME owners take their business to the grave with them, rather than exiting through hand over to experiences Kiwi who doesn't have the investment capability. Rather than losing current great businesses we can match talent to established opportunities. Funded search looking at matching returning expats with NZ SMEs whose management are near retirement. Find channel, identify business, recruit for management
- Look at hosting collaboration story Kea event, bring together NZ Beer Collective to Coffee Roasters in London. Even Xero with its add-on companies is an example of collaborations. Being present together can affect positive industry change, and sometimes policy
- Would like to see Kea sharing more stories on the website, and allowing people to find stories within their industry or areas of interest. Look at MediaFed – RS solutions for bringing content together drawing more people to the site and easier to find stories related to industry and areas of interest
- Farming Industry example used by Emma to have young famers sharing innovation stories, should Kea be looking at sector specific events and meet-ups
- Speed dating – Companies pitching roles they have to fill, Senior Talent pitching
- Anna Hansen new opening, quick congrats and hello. Phil has been offered a shift or two in the kitchen when next in town. Intro to Matt Lambert, Musket Room in NYC

ACTIONS

- Phil to intro Emma to Richard Shirtcliffe, Tuatara around Beer Collective
- Emma and John to link-up around London Business School
- Amanda Eliason to be introduced to Paul Campbell, Simon Moss, Richard Dellabarca
- Tania to send UK Chef list to Phil for Matt Lambert
- Tania to discuss Kea stories with Comms Team

Follow up email sent, and meeting recorded in CRM.

Monday 19th October – PARIS

French Embassy, Paris (Accredited to Portugal and Senegal)

Dr James Kember, Susannah Gordon, Ariane Gonzalez

- Kea would like to highlight New Zealanders doing well in France. Such as Jennifer Flay – FIAC who has been identified as prospect WCNZer. Jennifer received Legion d'honneur at the Quai d'Orsay in October. Jennifer Flay's niece Hannah O'Neill is a ballerina and dancing for Paris Royal Opera
- Kea needs to build its relationship with groups such as NZers in France, NZ France Association, friends of NZ and to link in with Embassy facebook page. NZers mainly in Paris and South West
- Need to build stories from Europe, Emma Bell Comms & Marketing Manager can link in more with UK/Europe stories
- Inspire event possibility; speak with Ariane around her markets and incoming businesses to identify interest. Mentioned Brendan Macfarlane – Architecture, Jennifer Flay – art and international exhibitions
- FTA looking at sharing more stories of our innovation and diversity outside of traditional industries like meat. Open narrative around high tech, creative, food and beverage. Sell the modern story of New Zealand through trade and economic stories, look at the French connection. Food Fair Oct 2016 could be an opportunity to showcase WCNZers and NZ companies such as Yealand's. WCNZers like Katherine Corich spoke with Genesis can certainly be drawcards
- Smaller businesses moving to Paris, meet with Ariane to understand, they would like to meet other New Zealanders in business to understand pitfalls and how to overcome them. Finding movement in IT space, health sector, mobile companies with international markets.
- Opportunity to link in with NZ Rugby to widen NZ network outside of their industry. Also good place to find out about NZers to stay on past rugby and build business and lives in France. Having Dan Carter moving to France is a great opportunity. Also Ali Williams experience post Toulouse
- Look after France, Portugal and Senegal. They would like to find more NZers living and working in Portugal

- James recently met Professor [David R Maidment](#) and suggested as a potential WCNZer or key contact. Canterbury Alumni. Professor Maidment is Hussein M Alharthy Centennial Chair in Civil Engineering, Centre for research in Water Resources. University of Texas (Tel): (512) 471-0065 E: maidment@utexas.edu www.cae.utexas.edu/prof/maidment.

Kea hosted NZ Luncheon at NZ Embassy Paris

Dr James Kember, Susannah Gordon, Ariane Gonzalez, Emma Nichols, Roger Porsolt, Brendan MacFarlane, Jennifer Flay, Marian Fountain, Shaun Fogarty, Emma Nichols, Nathalie Ricard, Craig Donaldson, Tania Bearsley, NZTE Team (3), Bridget Gee

- Discussed WCNZ Network with Brendan MacFarlane as well as recent success with [Euronews HQ](#) building in Lyon
- Met Jennifer Flay and invited to WCNZ Network, had taken time out of busy FIAC schedule with opening events happening that night, along with afternoon [interviews](#)
- Nathalie Ricard part of team managing New Zealanders in France Facebook page, was part of the Kea Paris Chapter. Will add Tania to group

Dinner hosted at NZ Ambassador Residence invited guests along with NZ Inc

Dr James Kember, Alison Kember, Susannah Gordon MFAT, Emma Nichols MFAT, Shaun Fogarty Defence, Rebekah Riley OECD, Katherine Clift United Nations, Jeannie Melville NZ Immigration

ACTIONS

- Tania to arrange follow-up meeting with Ariane to discuss NZ companies moving into France marketplace
- Tania to send WCNZ list and prospects
- Meet with Emma Bell in London to look at sharing content in 2016, successful cross campaign during RWC2015
- Induct Jennifer Flay into WCNZ
- Induct Brendon Macfarlane into WCNZ
- Get press releases for Hannah O'Neill, Jennifer Flay, Brendon Macfarlane for Kea story
- Kea to follow Embassy pages on facebook
- Liaise with the team around 2016 event presence, and support of people to join the FTA story
- Tania to contact NZ Rugby around having players join Kea, what do they need?
- Ngapera to look at Dan Carter invite to join or linked into WCNZ network. Other former All Blacks making the trek north include Conrad Smith, Ma'a Nonu

Follow up email sent, and meeting recorded in CRM.

Tuesday 20th October - AMSTERDAM

World Class New Zealanders Christopher Wright, Fay Drummond

- Kea hosted lunch at Bakers & Roasters co-owned by Kiwi and Brazilian. Just opened their second restaurant
- Catch-up with Fay who has recently relocated with her boys from China to Amsterdam. Has already caught up with Christopher and is busy settling in family and connecting with Kiwi community via KiN and Australia & NZ Club in Amsterdam
- Fay would like introduction to Jan Zijderveld, Unilever. She is looking to continue her work in helping businesses move into and grow presence in China
- Christopher is enjoying Amsterdam life, but has already started contemplating the next step. Interested to speak on areas around sustainability, compliance and governance
- Christopher indicated interest in Board position with Kea, and would like to be considered for other Board opportunities in NZ
- Keen to attend 2016 Waitangi Day Charity Ball

Netherlands Ambassador Janet Lowe, Deputy HOM Marissa Macpherson Accredited to Denmark, Finland, Norway and the Holy See

- Meeting hosted at Heineken Experience
- Wanting NZers in Business connections to further assist with FTA EU process

- Janet has recommended Bridgid Inder OBE for WCNZ
- Kea to see how they can add value to Kiwis in Netherlands (KiN) which struggled to maintain momentum when chapter closed. Were a little resistant to being involved in drinks
- Introduce to Christopher Wright, Sandvik WCNZer based in Amsterdam

Oliver Hicks, TIG Sports

- Meeting hosted at Apollo Hotel
- Energetic young Kiwi who has had broad experience in sponsorship and sporting events such as ITU 2017, Paralympic Torch Relay, RWC2011, F1. Ran the length of Holland in a morph suit raising funds for breast cancer
- Has experience in sport sponsorship analysis and would be happy to help with projects such as NZRL
- President of NZ Mini Golf Association, working on a project around World Cup in Mini Golf – who knew!
- Kiwis in many of the large corporates in Amsterdam such as Booking.com, Shell, Heineken
- He and his partner involved in Joe Marino in Amsterdam

NZ Drinks Reception

- Kea hosted drinks reception and presentation, sponsored by Monteith's and Yealand's attended by Netherlands Ambassador Janet Lowe
- 25 Kea Members from around the globe, Amsterdam, London, Singapore, Brisbane and Auckland attended
- Kiwis from companies such as Westpac Aus, Wieden + Kennedy Amsterdam, Abel 100% Organic Perfume, SuperNatural Wines, We Smell The Rain, Vodafone, Tommy Hilfiger, TIG Sports, Foundation Rural Energy Services FRES
- Successful evening in spreading the Kea message and introducing the Ambassador to members

ACTIONS

- Tania to write to Bakers & Roasters team, congrats on success and invite to list on app
- Tania to intro Fay to Jan Zijderveld
- Tania to send WDCB details to WCNZers
- Send WCNZ list to Janet Lowe
- Research Kea members in Netherlands, Denmark, Finland and Norway
- Tania to introduce Christopher to Janet Lowe
- Tania to link in with Oliver as a great advocate for Kea in Amsterdam
- WCNZ team to research Bridgid Inder and prepare invitation to join via Janet Lowe
- Skype meeting with Sahna Thompson of KiN to see how Kea can add value
- Craig to update Christopher on board position status

Follow up email sent, and meeting recorded in CRM.

Wednesday 21st October - BERLIN

NZ Berlin Embassy Meeting

NZ Ambassador Rod Harris, Ute Haug Education NZ, Zak Cole Beachheads, Christian Probst Vic Uni Alumni, Lizzie Cairns MFAT

- MFAT hosted afternoon meeting instead of lunch (due to travel delays)
- Five EU States managed from Germany Embassy - Czech Republic, Estonia, Latvia, Lithuania, Liechtenstein and Switzerland
- Considerable efforts have gone into gaining Germany support around FTA EU discussions
- End of Feb 2016 Embassy will be looking at having Key Note Speaker at end, PM/Minister/Business Leader Level. Tania to provide WCNZ list as there could be potential speakers there ie. Josh Bayliss of Virgin
- Working towards finding more friends of NZ, with growth needed in WCNZ network in the region
- Moving forward Embassy will want more WCNZers to provide letters as appropriate, with company letterhead of importance for global chains support. Wanting to find NZers in Berlin, Munich, Hamburg, Dusseldorf all strong areas of business

- Seeking champions in NZ important markets, to share the new story of NZ, Agri, Sciences, Innovation
- Robin Stalker, Adidas would be useful contact around FTA support
- Craig to intro to Monique Sturges of NZ Business German Association
- Christian has a list of 500 alumni, and has hosted events for up to 30 guests over the past few years. Guest speaker, cash bar formula
- To help support the goal of 10,000 Alumni, it was agreed to roll out the Alumni competition to Europe
- Education NZ require help with navigating relationships with alumni and getting prior advice to UK and Europe activity
- Education NZ working on EU Scholarship scheme. 24 scholarships, shared between 8 universities
- Potential moves from Beachheads to WCNZ are Robin Stalker Adidas CFO, Jeni Mundy Vodafone HO Prod Innovation, Michael Georgin based in France
- Potential Beachheads in F&B area Dean Brettschneider, Charlotte Knight, Sean McNaughten
- Focus for Beachheads is France, Spain, F&B, Digital, E-Commerce, Consumer Products, Women and Young Entrepreneurs

German Circle Drinks Reception

- Kea sponsored drinks reception at Australian Owned Art Gallery, which features NZ and Aus art. Evening co-hosted Kea NZ, Berlin NZ Embassy, Victoria University Alumni Germany. Venue provided by Galerie Pavlova. Highly successful event with approx. 70 guests in attendance
- Christian Probst, Berlin based German Lawyer who studied at Victoria. Very keen to run events 1 – 3 times a year with inspire speakers and connecting German NZ alumni and New Zealanders
- Guests Jannie Hughes and husband Frank Morich have been invited to become involved in MBIE Science Innovation and WCNZ

ACTIONS

- Tania to send WCNZ network list to Rod, so they may consider guest speakers in 2016
- Support FTA process when direct asks are provided
- Arrange for Kea flyers in all Embassy offices
- Kea to extend Alumni competition to Europe, Kerry to arrange and issue to Ute and place into next Kea UK/Europe comms
- Tania to send Education NZ a list of Alumni contacts in UK, along with indication of their plans for visits in 2016. Make key introductions
- Follow-up meeting with Zak to focus on cross over from BH to WCNZ for some members, and to scan prospect and WCNZ list for potential new BH Advisers
- Tania to follow-up with Christian with thank you message to attendees from drinks reception, goal to capture more email address and build alumni, with follow-up call to be made to see how we can support future endeavors without having to pay for them
- Thank you notes to Galerie Pavlova for hosting, encouraging listing of future shows on app
- Invite Dr Frank Morich to join WCNZ
- Invite Jannie Hughes to join Science Innovation conversation

Follow up email sent, and meeting recorded in CRM.

Thursday 22nd October – BERLIN/LONDON

Ambassador Wendy Hinton, Poland & Ukraine

- Kea hosted breakfast, nh Hotel Berlin
- Poland and NZ have signed film co-production agreement
- Prospect WCNZer Michael and Kay Young, Anatomic Iron
- Other New Zealanders Wendy is aware of include John Borrell [Kania Lodge Gdansk](#), Daniel Malone [Artist](#)
- Hosted a NZ in Business Day in March, very successful and looking to replicate in 2015 and keep relationships going. NZ wines selling well in Poland. [Moa Burger](#) doing well in Krakow

- NZers working in banking, law, oil & gas, construction, tourism food and beverage
- Accredited to Ukraine, will advise us of any NZers of interest there
- Keith Leonard works for EBRD in London looking with Ukraine among focus, Massey Alumni. Already Kea Member

Attended The NZ Cellar launch/thank you party

- Caught up with Melanie Brown (NZ Cellar), Hamish Brown (ROKA), Miles Kirby (Caravan), Chris Stroud (NZ Wine Growers), Ella Frater (Air New Zealand) with NZ Wine producers and distributors, crowd-fund backers and representatives of NZ community in attendance

ACTIONS

- Tania to send Wendy WCNZ list
- Tania to research Kea members in Poland/Ukraine and looking at any activity in next 12 months

Follow up email sent, and meeting recorded in CRM.

Friday 23rd October – LONDON

Yvonne Lundon-Marchant, WCNZer

- Vast knowledge in e-commerce, would like to see NZ companies more match fit for moving into this market, and to be ready to scale
- Working on project in Paris, link in with Embassy and contacts there
- A little gratitude from NZ companies would also go a long way, finds a level of expectation not matched by thanks
- UK has overtaken the US in progress in e-commerce
- Advised Local Cover that a test site needed to be available in UK before they could be taken seriously
- Would be interested to know other WCNZers thoughts around their Connection Seeking experiences
- Provide WCNZ list to WCNZers to know who is in the network
- Happy to advise on Kea app, will have a look and provide initial thoughts. Needs push points and alerts, connectivity issues without 4G, look at specific diaspora purpose per country each solution will be different
- Happy to look over potential app project suppliers at pitching stage
- Potential Beachheads Advisor as definite need for e-commerce and digital advice

Attended Service of Thanksgiving for Sir John Buchanan

- Service for family, friends, associates held at Southwark Cathedral
- Remarkable New Zealander with tributes paid to him by his family, Lord Simon of Highbury CBE, Andrew Mackenzie FRS, Sir Richard Olver FREng, Rt Hon Baroness Bottomley of Nettlestone, Bryan Sanderson CBE, Ngati Ranana. Among the hundreds of attendees were Rt Hon Sir Lockwood Smith, Eric Tracey, Sean Fitzpatrick

ACTIONS

- Tania to send 1pager for app to Yvonne
- Tania to discuss Yvonne with Zak Cole of Beachheads
- Yvonne to liaise with NZ on app

Follow up email sent, and meeting recorded in CRM.

Sunday 25th – LONDON

Semi Final II – Aus v Arg, The Advantage Line, NZ House

- Kea hosted by NZTE with NZ Beer Collective, NZ Tourism, Grant Jenkins ex-ATEED also present

Monday 26th October – LONDON

Kea Advisory Breakfast

Emma Loisel, Josh Gilbertson, Jo Walsh, Peter Gillingwater

Apologies from Anton Oliver, Jason Lawson

- Kea hosted breakfast at Kopapa (co-owned by WCNZer Adam Wills)
- Discussed digital platform strategy. Could Kea be providing platform for other NZ Community groups across the globe to connect in to. Providing access to tools for information hosting, event planning and event promotion Emma used example of [NotOnTheHighstreet](#) as a shopfront for individual retailers
- Areas of interest to advisors where they would like to see events in 2016 are Farming/Agri Industry, Collective stories like NZ Beer to inspire NZ Coffee, Media, Diversity
- Is there need for business pitching to talent? Seeking skilled expats to take on SMEs, help with venture capital with focus to scale companies, with view on owners to exit
- Kea to work with Workhere on creating a “Not Actively” looking option for submitting CVs and advising roles, region, rates interested in for returning expats
- Jo Walsh is working with Colleen Toomey on a website for representing NZ artists and selling works, as well as PR support for visiting creatives
- Kea Advisory to be given access to CRM
- Focus for 2016 is to grow presence across Europe, seeking Board Members from Northern Hemisphere
- Survey select number of Kea Members for their thoughts around Kea events needed for 2016

World Class NZ Meeting

Gerard Walsh, Jason Lawson, Robert Whitehouse, Owen Eastwood

- General catch-up on WCNZ activity and welcoming Gerard and Robert to the network
- Robert Whitehouse interested in creating internship for NZ Producers to work with Piccadilly Pictures/Film Commission focused on securing funding for films and building global networks
- Owen Eastwood new to the network, Partner in Employment Law Department & Sports Law Group with his company Hoko working on team culture. Has contracted and worked with Eric Watson/Warriors; Armed Forces NZ; Bart Campbell/Melbourne Storm; Phoenix Football Wgtn; SA Cricket; England Rugby

MFAT

Sir Lockwood Smith, High Commissioner

- Pleased for Kea support in recent events, ie BusinessNZ Dinner
- Wants to see MFAT work closer with WCNZ network, along with advising Kea of great NZers and Friends of NZ met in the course of their work
- Focus over coming year are FTA EU Agreement, Fossil Fuel Subsidies Abolition, Tier 2 Migrant Visa status in UK
- Supports promotion of app and Kea activities from MFAT
- Ross McEwan’s daughter recently opened café in London
- Likes being introduced to NZers in business here, met Smalls Merino at Karen Walker ABC launch
- Supports NZ-UK Link Foundation in changing their focus to cover the exchange of people in the arts, music rather than solely academia
- Working with City of London on opportunity for secondment for young people from New Zealand
- Intro Sir Lockwood to Simon Legg, around DeepMind
- Would like to see alumni working together on education scholarship
- John Laing (stepson) working on an app which publishes learnings, providing a great way to research and discover news, intro to Publons

ANZ

Robin Hopkins, Mark Irwin, Adam Thumath, Avesh Naicker, Elaine Wong, Charlotte Cattley, Lance Jackson, Gemma Hamlin, Lisa Walker, Peter Sargent

- Meeting at ANZ offices to provide update on Kea
- Team of 300 with about 10% Kiwi staff have been identified in UK. Not all Kea members but encouraged to join and download app
- Look across Europe offices for promoting Kea app, and finding prospective WCNZers in market

Dream Catchers

Robert Whitehouse/Hilary Timmins

- Project update, have secured funding to start next round of research
- Paul Gough (NZ-UK Link/StarCapital) and Kent Gardner (Evans Randall) have backed project

Inspire Event, Dr David Kirk MBE

- Kea hosted successful inspire event with guest speaker Dr David Kirk, MC Lucy Hockings. Attended by 90 guests including Hon Dr Jonathan Coleman Minister of Sport, Rt Hon Sir Lockwood Smith KNZM PhD High Commissioner to UK, Peter Miskimmin NZ Sport, Sir Paul Collins NZ Sport, WCNZers Jason Lawson, Dr Nigel Jollands, Peter Gillingwater, Richard Boon. Sponsored by Robert Walters, NZ Beer Collective, Yealand's [Event photos link here](#)

ACTIONS

- Craig to introduce Jo Walsh to Gianna (?) in NYC around Arts Portal being created in London
- Tania to arrange login read only access to Advisory for Zoho
- Tania to look into "Not Actively Looking" job search idea with Peter
- Advisory to be involved in their specialist areas for 2016 events
- Tania to consult EKC feedback around Kea activity, and if need be create short survey of members for event/activity needs from Kea
- Tania to send invite to join Kea to ANZ team (contact details from Robin)
- When looking at Europe activity with Embassies look at ANZ offices in the area, match ANZ contacts to Ambassadors across Europe
- Invite Owen Eastwood to join WCNZ
- Intro Lockwood Smith to Shane Legg
- Send Publion details to Lockwood Smith

Follow up email sent, and meeting recorded in CRM.

Tuesday 27th October – LONDON

NZ Community Group Breakfast

Bronwen Horton NZBWN, Clint Heine Kiwis In London, Elizabeth Welch CAANZ, Jo Walsh NZ Studies Network, Karyn Newman NZUGA, Paul Gough NZ-UK Link Foundation, Robyn Allardice-Bourne NZ Society UK,
Kea hosted breakfast for NZ Community groups. Held at newly opened The Modern Pantry, 2nd restaurant by WCNZer Anna Hansen

CAANZ

- 2,500 members 60% membership are active, working on getting inactive 40% along to events
- Activities include JP Morgan run, book club, theatre nights, as well as courses, production of papers, and newly commenced London Think Tank events, first with WCNZer Mark Wilson, Aviva
- Seeking new venue to use regularly for 50-100 pax theatre style

NZBWN

- Events still centered around strong guest speakers, with smaller events of monthly coffee meet-up, book club, running/brunch club and mentoring programme being new focus
- Always looking for new mentors and interesting key note speakers, will once again partner with Kea for 2016 International Women's Day event

NZ-UK Link Foundation

- On current fundraising drive for 1 million GBP to secure foundation future
- Kea supported 25th anniversary celebration by inviting WCNZers
- Looking at broadening their impact beyond current Professor Scholarships, for example Elmar Poole Scholarship is specific to music
- Supportive of Dream Catchers project, with grant provided by NZ-UK Link

Kiwis In London

- Helping NZers (largely the 2yr OE crowd) find work, find flats, and socialize
- Seeing pick-up of 400 new likes per week
- Working on a website, but finds the group works well as a facebook page

NZ Studies Network

- Jo Walsh to become chair in early 2016
- Broadened reach of new committee to include areas of the Arts, Science and Research. With events focused on culture, study of NZ, research
- Hosting event in December to discuss current situation and future of NZ Media, in need of vibrant venue

NZ Society (UK)

- Need assistance in promoting UK NZer of the Year Nominations (many WCNZers are past winners)
- Kea to work on having WCNZ tables at Waitangi Day Charity Ball Feb 5th 2016 (user pays)
- Kea to look at providing 2-3 nominations for 2016 UK NZer of the Year

Friends of Auckland University - Eric Tracey / Mary Fenwick

- Hosted HNWI dinner at NZ House in September, started positive conversations, working with AU to define the project, and take the fundraising efforts to next step
- Mary, Eric and Rob Whitehouse have commenced a McLaren project having set target of 10 million NZD for Centre of Excellence. Full support of McLaren and Bruce McLaren family. Looking at finding backers from within the McLaren Alumni
- Internships in Engineering and High Tech between AU and McLaren in progress
- Have access to VIP tours of Engineering Facility in Woking, aimed at HNWI and potential backers
- Kea looking at High Octane, Innovation event in 2016, potential collaboration. Could include Richie Stanaway and Mitch Evans two of NZs GP2 racers doing backed by Sir Colin Giltrap
- Mary/Eric recommended Andrew Gurr *Shakespeare Literary Scholar*, Professor Ngaire Woods *Oxford University* and Finola Dwyer *Film Maker*, Hamish Ogsten *Businessman & Philanthropist* as potential WCNZers
- Friends of Auckland University seeking Trustees

Meeting at No.10 Downing Street

Jonathan Sinclair British High Commission, Gerald Mullally UKTI GREAT, Emma Gawen Cabinet Office, Francis James UKTI, Jason Caplin UKTI.

- Kea app presentation discussing Kea mission, purpose, govt sponsors and how the app helps towards these goals
- All the key players attended, very impressed with Kea's quality offering, the live product & potential
- Their key focus is on helping it improve Export trade connection with UK Expats, and some parallels for D5 Charter group (South Korea, Estonia, New Zealand, Israel and the UK)
- Coming back with a list of core "partnership" questions & an intention to adopt as quickly if possible
- Initial price / funding / Budget discussions around initial lump sum of GBP 100,000
- Tania & I loved the 1:1 tour of 10 Downing St, past the PM's office (even saw Larry the family Cat!)

Dave Dobbyn

- Kea NZ (sold 194 tickets) for co-promoted gig for 280 pax at Bush Hall with NZ Society UK (86 tickets). Kea hosted pre-gig drinks reception with WCNZers Richard Boon, Bruce Aitken, Sir Stephen Tindall in attendance.

ACTIONS

- Tania to ensure all groups are on Kea app and to encourage all events to be listed (no listing no promotion)
- Tania to circulate all contact details, meeting planned for January 2016 with set agenda around building stronger connections within community groups, include NZWA and Ngati Ranana
- Kea to host future meetings, one each quarter at NZTE boardroom
- Send all details to Matt in Kea Comms to promote 2016 UK NZer of the Year Nominations
- Tania to invite WCNZers to join Kea tables at Waitangi Day Charity Ball
- Craig to introduce Mary Fenwick Craig Neville Manning, looking at Innovation and Kiwi Googlers
- Craig to introduce Shane Legg to FOAU, and investigate interest around AI work
- Tania to introduce Ute Haug to Mary Fenwick, strengthening Alumni relationships
- Mary Fenwick to advise Tania of 2016 Alumni events/visits and ensure listed on Kea app/website
- Research Andrew Gurr *Shakespeare Literary Scholar*, Professor Ngaire Woods *Oxford University* and Finola Dwyer *Film Maker*, Hamish Ogsten *Businessman & Philanthropist* as potential WCNZers

Follow up email sent, and meeting recorded in CRM.

Saturday 31st October 2015, LONDON

Kea New Zealand Rugby World Cup Final Breakfast – in honour Rt Hon John Key, NZ Prime Minister

Guest list noted above

- Kea hosted breakfast in-conjunction with MFAT. WCNZers, NZ Inc, reps of NZ Community Groups and leading NZers invited
- Focus being EU FTA messaging and reinforcement of WCNZ network
- Opening address from Sir Stephen Tindall, followed by speech from John Key, and national anthem sung by Geoff Sewell
- A fine way to start finals day, made all the more sweeter with an All Black win later that day
- [Event photos link HERE](#)

Kea Strategy Brainstorm Session

Date: 04/11/2015

Kea Artefacts

- Purpose / Intent: Create New Zealand as a “Borderless Nation”
- Why?

The possibility of a small country on the edge of the world having the impact of a big country in the centre of the world...
- How?
 - Create the right Culture
 - Create the right Leverage
 - Create the right Communication Platform
- Who / key values and characteristics:
 - patriotic
 - generous
 - positive
 - outgoing
 - energetic
 - visionary
 - accessible
- Focus: Connect, Enable, Inspire
- Potential new areas of focus/ideas in 2016:
 - Domestic and repat awareness/strategy
 - Chinese students

Desirable

| | Expats / Repats | Friends of NZ | Domestic Int. minded Kiwi's | Government | Corporate Sponsors |
|----------------|-----------------|---------------|-----------------------------|------------|--------------------|
| Advertising | | | | | ◆ |
| Employment | ◆ | | ◆ | ◆ | ◆ |
| WCNZ Awards | | | ◆ | ◆ | ◆ |
| Int. Events | ◆ | | ◆ | ◆ | ◆ |
| Internet/media | ◆ | ◆ | ◆ | | |
| App | ◆ | ◆ | ◆ | ◆ | ◆ |
| Kea connect | ◆ | ◆ | ◆ | ◆ | ◆ |

The App and KeaConnect are the most leveraged tools for leverage with Kea Purpose

Viable

- Costs: \$ 2 million (\$ 1.2m Govt and \$ 0.8m Private)
- Solid funding base but does not allow for the app to reach potential

Feasible

- Focus areas and challenges:
 - Digital App
 - Design Gap
 - Event leverage
 - Branding/marketing

-
- Chapter / Reputational issues

Next steps / Action points

- App:
 - Key functionalities: Events, jobs, businesses, member to member engagement, ...
 - Explore 'event creation' element of app - find API possibilities
 - Form an advisor/focus group with various specialists (incl. Stefan, Roam, Digital Strategist)
 - Set aside 'risk capital' (\$100k? => \$50k for app developer and \$50k for a strategic adviser), with the intended outcomes:
 1. Create a working 'prototype' app, that can be used to demonstrate the new features
 2. Create a professional Pitch Doc
 3. Create a professional Business Case & Pricing Model tailored to target market(s) => Cost recovery / Revenue streaming model
- Target market most likely other countries that want to leverage diaspora. Need a good design team / advisory to ensure quality design and commercialisation
- Branding / WCNZ / Connection Service:
 - Brand strategy for Kea and sub brands needs to be tightened up. Key issues:
 - i. Kea/ Borderless Nation (logo family)
 - ii. WCNZ/KeaConnect - probably the same thing. Need to tighten up the name and comms
 - iii. Need How to profile ourselves correctly as "NZ's Borderless Nation"
 - Create the right stories, imaging, messaging

-
- New Inspire / “Connect Live” event concept:
 - i. Need to find a unique and leveraged problem to solve before designing the solution
 - ii. Could we use the extra time to get them to help us with the design of the app/connect projects
 - iii. ask WCNZ-ers how they would like to contribute to the Borderless Nation
 - iv. Create an ‘Advisory Board’ (set up Facebook page?) to seek input and ideas

 - Funding: How do we get 800k? Define partner strategy

 - 2 hour Follow up meeting to be held with Stefan and Board to narrow down “Kea Purpose” (Who?, Why?, How?), and revisit some of the projects and challenges:
18 november 9.00hrs -11.00hrs (before the regular Board meeting/AGM)

WCNZ NETWORK RELATIONSHIP MANAGEMENT

Captures activities that keeps network members engaged and informed of Kea initiatives and those of its partners and funders.

75

member meetings*

43

member to member connections

5

events (include focus and partners)

21

keynote requests for businesses/partners

December 2015 54 % - 1
February 2016 52% - 2

WCNZ Newsletters: Open Rates% - NZ Inc stories included

Highlight 3-4 interesting connections ('success stories)

Helped connect the Ambassador in Brazil (Caroline Bilkey) with 40 influential Kea members in the region.

Connection Fashion Designer Juliette Hogan with celebrity Hollywood stylist Emma Trask and shooting the clothing line in high fashion media

Working with AUT and Kea members in major international business to develop global mentoring and internship programmes. Connected WCNZer Hugh Richardson in Vancouver with AUT to secure the first Canadian based internship.

Connecting Malcolm Millar formerly MFAT now G2G, with Kea and WCNZers working in Governments across the world to facilitate introductions and business connections.

**Member Meetings: Kea team members meeting with WCNZ network members to*

KEA REPORTING FOR GOVERNMENT: SNAPSHOT

Snapshot of progress towards deliverables in 15/16 NZ Inc funding agreement

Leverage of WCNZ Network

16 NZTE Customers
connected to 20 Kea
members

connections for NZTE Customers

26 NZ businesses
connected to 32 Kea
members

connections for NZ businesses

4

inducted non-NZ WCNZers
educated in NZ (ENZ)

No direct connections, but we
have updated the entire network
on the public submissions

WCNZers connected to
MFAT for EU FTA

Leverage of digital community

75

funder stories*
posted

520,000 - 527,000
(+1.34%)

Total size and % increase
since 1/7/15

1.01m (FB + T)

Total # digital community
reached

54,000 (FB)

Total # digital community
members engaged

1,473

int'l alumni connected
to Kea network

Other

No direct messages to WCNZ
network to date, but work in
progress with NZ Story to decide
on the right messaging and
channels. Co-branded brochure
printed and in circulation
NZ Story key messages
delivered via WCNZ

50

success stories on how Kea has
supported businesses (and/or NZ Inc
customers or agencies)

* Funder stories could include events, job vacancies and any other relevant PR material for each agency.

DIGITAL COMMUNITY GROWTH + ENGAGEMENT: DETAIL

COMMUNITY KPIs

| People | Opening Balance | July 2015 | Aug 2015 | Sep 2015 | Oct 2015 | Nov 2015 | Dec 2015 | Jan 2016 | Feb 2016 | Mar 2016 | Apr 2016 | May 2016 | Jun 2016 | Growth # FY2016 | Growth % FY2016 |
|------------------|-----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------|----------|----------|----------|----------|-----------------|-----------------|
| Website visitors | 12,601 | 9,064 | 7,553 | 15,160 | 14,281 | 8,182 | 6,508 | 5,283 | | | | | | -7,318 | -58.07% |
| E-subscribers | 44,668 | 42,874 | 42,700 | 49,584 | 49,270 | 48,866 | 48,467 | 48,524 | | | | | | 3,856 | 8.63% |
| Facebook | 285,022 | 284,903 | 287,008 | 287,076 | 287,346 | 287,094 | 286,474 | 286,394 | | | | | | 1,372 | 0.48% |
| LinkedIn | 17,029 | 17,347 | 17,574 | 17,766 | 18,037 | 18,210 | 18,452 | 18,532 | | | | | | 1,503 | 8.83% |
| Twitter | 8,469 | 8,599 | 8,738 | 8,910 | 9,033 | 9,160 | 9,250 | 9,361 | | | | | | 892 | 10.53% |
| YouTube | 157 | 159 | 160 | 163 | 167 | 165 | 167 | 169 | | | | | | 12 | 7.64% |
| Weibo | 141,595 | 138,745 | 137,288 | 137,207 | 137,153 | 137,076 | 136,954 | 136,935 | | | | | | -4,660 | -3.29% |
| WeChat | 3,689 | 3,918 | 4,069 | 4,216 | 4,446 | 4,644 | 4,855 | 5,109 | | | | | | 1,420 | 38.49% |
| Google + | 598 | 604 | 612 | 615 | 614 | 621 | 622 | 623 | | | | | | 25 | 4.18% |
| Website/App | 14,414 | 14,752 | 15,031 | 15,350 | 15,714 | 15,931 | 16,123 | 16,320 | | | | | | 1,906 | 13.22% |
| TOTAL | 528,242 | 520,965 | 519,007 | 536,047 | 536,031 | 529,949 | 527,872 | 527,250 | | | | | | -992 | -0.19% |

ENGAGEMENT

Engagement is the number of unique people who have clicked on Kea's posts within a 28 day period.

| People | July 2015 | Aug 2015 | Sep 2015 | Oct 2015 | Nov 2015 | Dec 2015 | Jan 2016 | Feb 2016 | Mar 2016 | Apr 2016 | May 2016 | Jun 2016 | Total Increase FY2016 |
|----------|-----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|-----------------------|
| Facebook | 60,854 | 100,977 | 102,994 | 100,763 | 71,464 | 64,717 | 54,678 | | | | | | |

REACH

Reach is the number of people who have seen Kea's posts. Reach is counted when a post is loaded and shown in someone's newsfeed.

| Impressions | July 2015 | Aug 2015 | Sep 2015 | Oct 2015 | Nov 2015 | Dec 2015 | Jan 2016 | Feb 2016 | Mar 2016 | Apr 2016 | May 2016 | Jun 2016 | Total FY2016 |
|-------------|-----------|-----------|-----------|-----------|-----------|----------|----------|----------|----------|----------|----------|----------|--------------|
| Facebook | 883,517 | 2,338,618 | 1,288,291 | 1,477,071 | 1,143,998 | 922,533 | 955,697 | | | | | | |

Twitter Impressions

Number of times users saw Kea New Zealand tweets

| People | July 2015 | Aug 2015 | Sep 2015 | Oct 2015 | Nov 2015 | Dec 2015 | Jan 2016 | Feb 2016 | Mar 2016 | Apr 2016 | May 2016 | June 2016 | Total FY2016 |
|---------|-----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|-----------|--------------|
| Twitter | 120,693 | 39,307 | 83,700 | 64,800 | 71,600 | 51,600 | 55,000 | | | | | | |

DIGITAL COMMUNITY GROWTH + ENGAGEMENT: DETAIL

Newsletter Open Rates


Open rates for newsletters campaigns sent during the month.

| Newsletter | July 2015 | Aug 2015 | Sept 2015 | Oct 2015 | Nov 2015 | Dec 2015 | Jan 2016 | Feb 2016 | March 2016 | April 2016 | May 2016 | June 2016 | Growth FY2016 |
|---------------|-----------|----------|-----------|----------|----------|----------|----------|----------|------------|------------|----------|-----------|---------------|
| UK/Europe | n/a | 22.9% | 32% | 27.5% | n/a | 23.7% | 27.1% | | | | | | |
| China/Asia | n/a | 24.3% | n/a | 25.3% | n/a | 25.1% | 28.8% | | | | | | |
| Global | 20.2% | 17.7% | 19.6% | 20.7% | 20.9% | 24% | 25.4% | | | | | | |
| North America | n/a | 25.1% | n/a | 27.5% | n/a | n/a | n/a | | | | | | |
| Australia | n/a | 26.2% | 23.9% | n/a | n/a | 22.7% | n/a | | | | | | |
| Middle East | n/a | n/a | n/a | n/a | n/a | n/a | n/a | | | | | | |


Newsletter Click Rates

Click rates for newsletters campaigns sent during the month.

| Newsletter | July 2015 | Aug 2015 | Sept 2015 | Oct 2015 | Nov 2015 | Dec 2015 | Jan 2016 | Feb 2016 | March 2016 | April 2016 | May 2016 | June 2016 | Growth FY2016 |
|---------------|-----------|----------|-----------|----------|----------|----------|----------|----------|------------|------------|----------|-----------|---------------|
| UK/Europe | n/a | 4.5% | 7.9% | 5.2% | n/a | 3% | 6.2% | | | | | | |
| China/Asia | n/a | 3% | n/a | 5.9% | n/a | 2.7% | 5.8% | | | | | | |
| Global | 3.6% | 3.8% | 4.4% | 5.2% | 5.2% | 3% | 3.9% | | | | | | |
| North America | n/a | 4% | n/a | 5.6% | n/a | n/a | n/a | | | | | | |
| Australia | n/a | 4.3% | 2.9% | n/a | n/a | 3.9% | n/a | | | | | | |
| Middle East | n/a | n/a | n/a | n/a | n/a | n/a | n/a | | | | | | |

| Agency | Kea's deliverables | Status | | | Process Comments | Kea Responsible | NZ Inc Responsible |
|---------|--|--------|--|---|---|-----------------|---|
| General | Utilising Kea's digital channels to promote key NZTE, MBIE, Immigration New Zealand and key MFAT (specifically relating to NZ Aid and Safe Travel Advisory) messages. | | | O | <ul style="list-style-type: none"> - Safe Travel Advisory website story circulated - Wider NZ Inc comms around RWC 2015 circulated - Comms around France November Bombings/Attacks circulated - Comms around 5 year visa for NZ immigrants living in the UK circulated - Kea working with Electoral Commission and Flag Consideration Panel to circulate flag voting information to expats | Matt Monk | |
| MBIE | <p>1. Supporting MBIE in scoping and building frameworks for the Science and Innovation cohort with the intention to connect New Zealand's and friends of New Zealanders in the science and innovation area.</p>  | | | O | A design thinking meeting was held at NZTE on Weds 16 September, facilitated by Beachheads Adviser, Michael Moynahan. In attendance was Ngapera Riley, Kea, Ruth McLeod, NZTE, Leslie McConnell & Karla Falloon, MBIE and Nitika Sharma & Victoria Hallum from Callaghan Innovation. The scope of the project was laid out with MBIE to drive the projects and direction of the cohort in line with strategic direction of the Govt, Kea would be the conduit of the Cohort and facilitate using the current WCNZ members involved in Science and Innovation as the base with which to start the cohort with. Ngapera provided an initial list of 81 WCNZers across different sectors with a further list of 1000+ other Kea members involved in Science, Technology and Innovation. Kea is awaiting next steps. | Ngapera Riley | Leslie McConnell Katherine MacNeill, Karla Falloon and Victoria Hallum, Ruth McLeod. |
| | 2. Connecting NZ businesses to Kea's global network – MBIE and Immigration NZ to channel relevant requests to the WCNZ Connection team. | | | O | We have worked with several MBIE funded programmes to connect to global businesses. Kea connected with Glenn Beattie from Kiwi Innovation Network to see how we can assist the NZ companies funded by them through our global networks. Monthly connections for Kiwi Innovation companies will be made and a regular updates for the WCNZ bulletin will come through KI network. Kea connected Callaghan Innovation to contacts at Google, Facebook and Pertino in Silicon Valley. Helped connect an MBIE staff member to a WCNZer and Economist in NYC, Julie Fry for a request on the diaspora. The WCNZ team is currently helping recruit at CTO for Callaghan Innovation and working with the Global Experts team to assist with international connections and introductions to relevant Science, Technology and Innovation experts. Kea's aim is to help grow the community that can contribute to science and business. UK Director Tania Bearsley, met with Trevor Chanter from MBIE in London to discuss High Network Immigration attractions. Tania is working on some key introductions as necessary for the HNW programme. | Ngapera Riley | Trevor Chanter, Hemi Rolleston, Glen Beattie, Natasha Lewis |

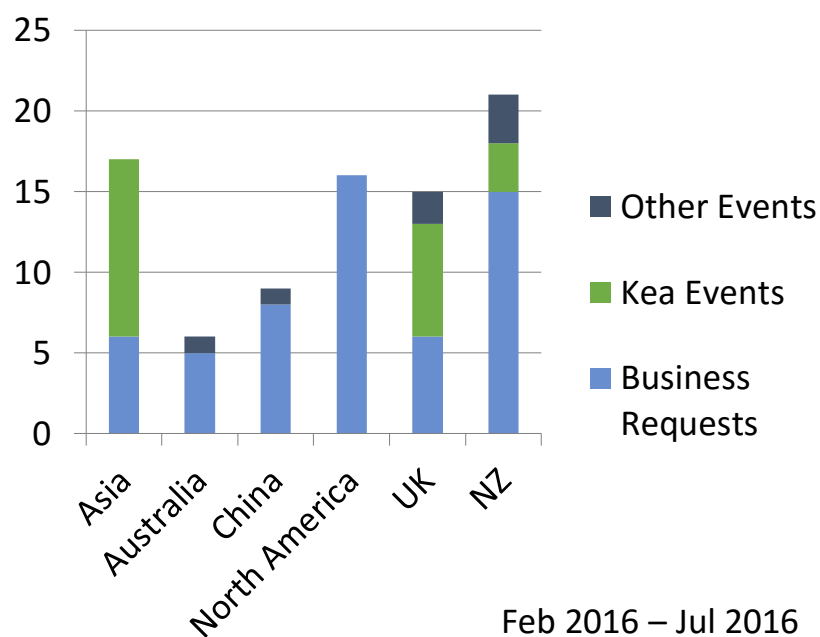
| | | | | | | | |
|------|--|--|--|---|---|-------------------------------------|-------------|
| ENZ | 1. Utilising WCNZ and Kea databases to reach out to relevant alumni to attend Ministers China visit. | | | O | Kea reached out to the current alumni database. ENZ requested a Kea representative attend the event and launch a campaign. Royal Reed, Gillian and three other representatives were present at the event. The 'FIND 10,000 NZ ALUMNI' campaign was launched with the promotional prize draw worth \$35,000 as an incentive. Kea also partnered with NZ Story to design an ambassadorial programme where all NZ Alumni are invited to become an NZ Ambassador. | Kerry Greene | Paul Truin |
| | 2. Supporting ENZ's deliverable to build a database of 10,000 international Alumni, with a weighting towards by China, by 30 June 2016. | | | O | As above Kea is actively supporting this target. Outside of the Beijing alumni event, Kea and World Class NZer Royal Reed went on to attend a further three events in Taipei, Shanghai and Shenzhen to help launch the campaign. We have a social media campaign, and have reached out to all China WCNZers to ensure they are communicating the campaign to their contacts, employees and colleagues. The competition has now closed and we will be focusing on a PR promotion around the winner's trip and experience of New Zealand. | Kerry Greene | |
| | 3. Building a subset of new WCNZ members who are non-New Zealanders and have studies in NZ; with the aim to reach 10 new inductions by 30 June 2016. | | | O | Created a target list of various high level NZ University alumni nominees from a cross section of countries and industries (with a strong focus on Asia). Contacted and re-engaged with a first selection of 21 prospectives, and as per 31/10 we have made 3 official WCNZ inductions: 1 Vietnamese, 1 Malay and 1 Chinese with further inductions to be made in person in Kea's upcoming South East Asia Tour. Kea has been working in conjunction with Ambassadors, Regional Directors and Chamber of Commerce partners to help keep the quality of the Friends of NZ in the WCNZ network high. | Ngapera Riley / Nathalie Malfeyt | |
| | 4. Connecting ENZ stakeholders to Kea's global network – ENZ to channel relevant requests to the WCNZ Connection team. | | | O | Kea has been working with ENZ closely to help connect suitable global connections and find new Alumni stories with friends of New Zealand to share. Kea is building relationships with various alumni support groups across Asia, and working with WCNZers such as Dr Chatchai in Bangkok, Denis Win Thein in Myanmar to host alumni events and connect with Alumni around the world. We have supplied ENZ with video footage of Tan Sri Halim Saad to help produce an Alumni video and will be screening this around the world when Kea tours the US, Australia, China, South East Asia & Europe, as part of our communications campaign. Kea looks forward to more connection requests. | Ngapera Riley | |
| MFAT | 1. Identifying and connecting WCNZ members who can strengthen the political and business constituency in the European Union for a Free Trade Agreement with New Zealand. | | | O | Immense activity going on the EU region. Delivered overview of activity to date to Ruth Macleod. Promoted public submissions deadline via newsletter and linkedin directly to the WCNZ network. Caught up with Policy Team in Wgtn, awaiting further instruction as comms strategy is being regrouped. | Tania Bearsley | Bill Dobbie |

| | | | | | | | |
|------------------------|--|--|--|---|--|--|---|
| | 2. Providing WCNZ member bios to Heads of Mission on request and making introductions where possible. | | | O | Connected Ambassaor Caroline Dilkey in Brazil to WCNZers and Kea members in Brazil. Working with Ambassador Ben King in Thailand, Ambassador to Indonesia Trevor Matheson, High Commissioner John Subritzsky in Kuala Lumpur by hosting events, summits and roundtable discussions and inviting WCNZers, Friends of NZ and senior business executives. | Ngapera Riley | Caroline Dilkey, Ben Kind, Dr Trevro Metheson, John Subritzky |
| NZTE | 1. Leveraging Kea / WCNZ channels for RWC 2015. | | | O | Please see the previous report (T1; appendices 7&8) for a full overview of Kea's involvement from Tania Bearsley. | Tania Bearsley | Ruth Macleod  |
| | 2. Working with NZTE's People and Capability team to leverage kea's channel for NZTE recruitment (NZTE to take lead). | | | O | Regular contact with NZTE outposts to circulate recruitment opportunities. Kea sent out communications on behalf on NZTE for the NY and Sydney and Tokyo Trade Commissioner roles both in the Jobs Bulletin and the WCNZ bulletin. NZTE also sent through positions for the NZ China Council Executive Director role which Kea distributed directly to key contacts in market. | Ngapera Riley | Melanie Norman, Joanna Schmelz |
| | 3. Connecting businesses to Kea's global network – NZTE to channel relevant requests to the WCNZ Connection team, including introductions with Regional Business Partner team and Foundation team. | | | O | Kea has a staff member placed alongside the NZTE customer managers for 1 day a week. Kea has connected a large number of NZ businesses to the Kea network and have been working closely with the customer advisors and customer managers to facilitate NZTE customer business requests through the Kea connection service. Kea is also working with the Better by Report. | Ngapera Riley | Ahra Wilson, Ruth McLeod |
| | 4. Offering Regional Director and Trade Commissioners a 2 hour immersion at the Kea office in Auckland. | | | O | We have not received any specific 2 hour requests, however, we have met with Clare Wilson RD, and Alan Munro TC in Sydney and are co hosting an exclusive event in Darling Harbour, with WCNZers and Beachheads advisors through a Kea sponsored event. This is hoped to facilitate many beneficial connections in this region and make personal introductions to WCNZ members. We are also hosting roundtable and dinners with WCNZers and influential members of the Kea network, eg. in Singapore with TC Tony Robinson, in Bangkok Thailand with TC Karen Campbell. We have been invited to attend an event with Simon Tucket and TC / Consul General in Vancouver and Nick Fleming in Canada. We are looking at co-hosting a series of Events in the US with new TC Beatrice Faumuina in NY and Regional Director Claudia. Batten in Los Angeles. In Europe Tania is working closely with Daniel Taylor to continue a strong relationship and make further connections where possible. Regular updates with Glenn Murphy and Gillian Moore in Shangai continue. | Craig Donaldson/ Nathalie Malfeyt/ Ngapera Riley | Clare Wilson, Alan Munro, Tony Robinson, Karen Campbell, Simon Tucket, Nick Fleming, Beatrice Faumuina, Claudia Batten, Glenn Murphy. |
| NZ Story (Within NZTE) | 1. Generating stronger alignment with existing and available NZ Story brand and across all social presentations, events, digital media and collateral. | | | O | Kea continues to work with NZ Story on joint acitivites more specifically on the Air New Zealand campaign. Regular meetings are help to ensure we have aligned comms/ marketing and specific focus on Asia. | Kerry Greene | Maggie Christie / Neil Patton |

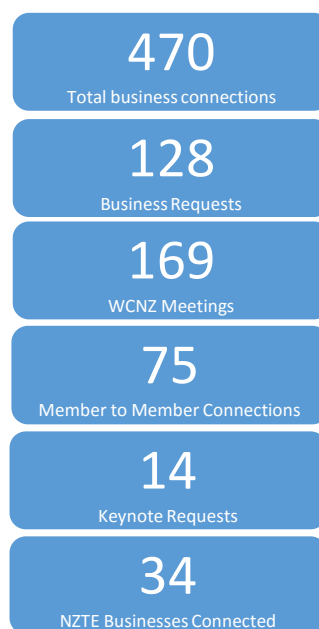
| | | | | | | | |
|---|---|--|---|---|---|---|--|
| | 2. Arming WCNZ network with NZ Story tools to effectively advocate on behalf of NZ (Collateral to be provided by NZ Story). | | O | | Kea is still awaiting confirmation for use of the fern mark from NZ Story Board but are ready once we have the go ahead. Kea and NZ Story have developed collateral and a comms plan to advocate the NZ Story to the Kea networks. Kea met with Lara Middleditch and the NZTE events team to ensure consistent Nz story messaging across Nz Inc events globally. | Kerry Greene | Maggie Christie / Rebecca Wilson |
| | 3. Cross-referencing digital communications plans with all Government funders. | | | O | - NZ Story calendar shared with Kea 2016 - Kea comms calendar created and shared with NZ Story - Shared NZ Inc content during RWC 2015 | Matt Monk | |
| Additional | 1. Develop a 3 year strategic plan approved by Kea's Board by 1 February 2016 (format to be agreed). | | | O | Combined NZ Inc - Kea strategy session was held in AKL on Feb 2. Outcomes to be discussed in follow up meeting with NZ Inc CE's in Wellington on March 10. | Team Kea / Board | |
| | 2. Attend 3 meetings per annum (every 120 days) with the Government funders. Arranged by NZTE, in order to review progress, address any issues and identify further opportunities to leverage the networks. | | | O | Strategy session with all NZ INC partners was held on Feb 2 in Auckland. Outcomes and plans to be proposed at CE meeting on March 10 in Wellington. | Craig Donaldson / Kerry Greene / Nathalie Malfeyt | |
| | 3. Seek input and suggestions from NZTE, MFAT and ENZ on prospective new WCNZ members. | | | O | Ongoing, have worked closely with NZTE, MFAT and ENZ on the prospective WCNZ list which has resulted in several key inductions. This quarter, the WCNZ network has grown by 20 members to 402 as of Jan 1st 2016. The prospective list as result of working with these agencies is now much stronger and we have indepth information on prospective WCNZ members. | Ngapera Riley | Ruth McLeod, Glenn Murphy, Claudia Batten, Daniel Taylor, Ben King, Dr Trevor Matheson |
| | 4. Provide the Government funders, co-ordinated through NZTE, with two tables for the WCNZ Awards at no charge. | | | O | Included in our guest list | Ngapera Riley | |
| | 5. Include an NZTE nominated person on the WCNZ Awards Judging Panel [•obligations specific to NZTE]. | | | O | Andrew Ferrier is on the 2016 Awards judging panel | Ngapera Riley | |
| <p>Due times and dates: T1 Report: 9 November 2015 T2 Report: 7 March 2016 T3 Report: 4 July 2016</p> | | | | | | | |

Kea New Zealand Activities – Feb-June 2016

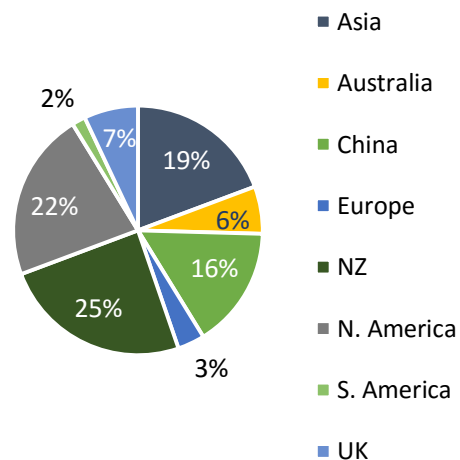
Global High Impact Engagement



WCNZ Connections



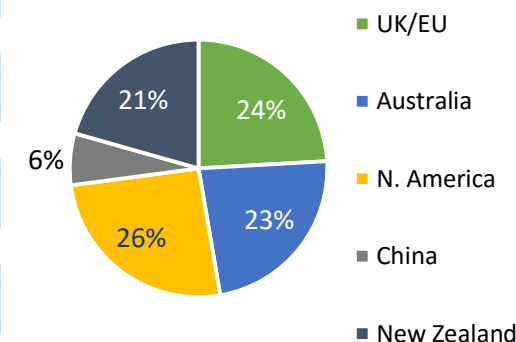
Regional Connection Spread



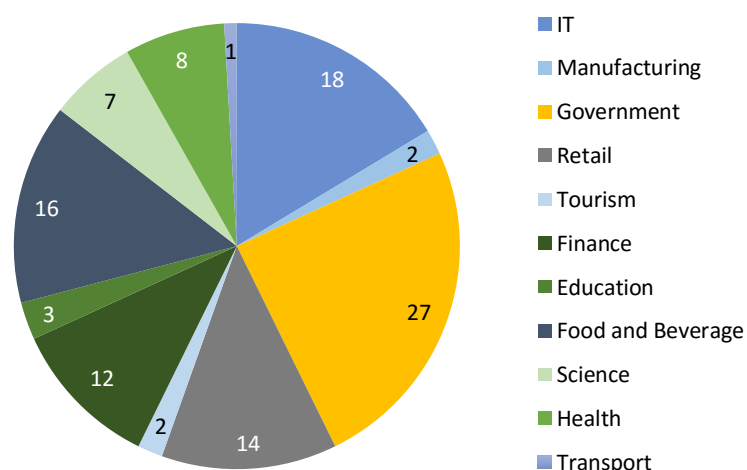
Digital/Communications



Regional Newsletter Database



110 High Impact Connections



NZ Inc Highlights



- Supported PM's Ministerial Tour to China in April
- Promoted 51 NZ Inc Jobs to Kea's global network



- Supported G2G Venture project by connecting 20+ WCNZers to Malcolm Millar
- Invited key WCNZers to Trade Mission to China in April
- Kea induction sessions with Hamburg TC, and Interim Beachheads Advisor and Operational Director, Europe



- Engaged with relevant WCNZers in market for NZ-EU Free Trade Agreement
 - 90 submissions received to engage in FTA consultation
 - Invited 25 WCNZ guests to London to meet Bill English
- Co-hosted events with Ambassadors and High Commissioners across Southeast Asia



- Inducted 11 new Friends of New Zealand to the WCNZ Network who studied in NZ
- Invited NZ alumni to PM Ministerial events in China
- Introduced key WCNZers to ENZ to help build profile of NZs education opportunities



- Working with KiwiNet to assist in the commercialisation of NZ tech business
- Supporting Callaghan Innovation tech mission to Silicon Valley
- Making introductions as requested for the HNW programme
- Introductions to other expat networks



- Implemented and promoted NZ story into the WCNZ Awards, Inspire and the NZ CEO Summit

Kea Deliverables Progress Report

04/07/2016

Kea Deliverables Progress Report T3 4 July 2016

| Agency | Kea's deliverables | Status | Process Comments | Kea Responsible | NZ Inc Responsible |
|----------------|---|--------|--|---|---|
| General | Utilising Kea's digital channels to promote key NZTE, MBIE, Immigration New Zealand and key MFAT (specifically relating to NZ Aid and Safe Travel Advisory) messages. | | <ul style="list-style-type: none"> Promoted Safe Travel website Circulated multiple communications around WW100 programme FTA Surveys sent to European-based expats on behalf of MFAT Comms circulated to UK-based expats around Brexit Multiple comms around Tripartite agreement in Auckland Multiple comms around World Masters Games Multiple comms around Auckland TechWeek Continued work with Electoral Commission and Flag Consideration Panel | <ul style="list-style-type: none"> Matt Monk | |
| MBIE | 1. Supporting MBIE in scoping and building frameworks for the Science and Innovation cohort with the intention to connect New Zealand's and friends of New Zealanders in the science and innovation area. | | <ul style="list-style-type: none"> Kea received confirmation from MBIE in February that they did not wish to continue with the Cohort. However, Kea has continued develop the S & I cohort with a view to making high impact connections for NZ in the tech and innovation space. | <ul style="list-style-type: none"> Ngapera Riley | <ul style="list-style-type: none"> Leslie McConnell Katherine MacNeill Karla Falloon Victoria Hallum Ruth McLeod |
| | 2. Connecting NZ businesses to Kea's global network – MBIE and Immigration NZ to channel relevant requests to the WCNZ Connection team. | | <ul style="list-style-type: none"> Kea continues to work with several MBIE funded programmes to connect to global businesses including Callaghan Innovation and their Global experts team and the Kiwi Innovation Network. Regular connection requests for the WCNZ bulletin will come through KIN. Kea has been working with Callaghan Innovations Maori Economy team to introduce them to connections at Netflix, Apple and Amazon. UK Director Tania Bearsley is working on introductions as requested for the HNW programme. Natasha Lewis from MBIE requested introductions to other expat networks which Kea provided. | <ul style="list-style-type: none"> Ngapera Riley | <ul style="list-style-type: none"> Trevor Chanter Hemi Rolleston Glen Beattie Natasha Lewis |
| ENZ | 1. Utilising WCNZ and Kea databases to reach out to relevant alumni to attend Ministers China visit. | | <ul style="list-style-type: none"> Kea reached out to the current alumni database. During the recent Ministerial visit to China in April, Kea's CEO joined the tour and we hosted several events, facilitated by the local Kea representative | <ul style="list-style-type: none"> Kerry Greene | <ul style="list-style-type: none"> Paul Truin |

| Agency | Kea's deliverables | Status | Process Comments | Kea Responsible | NZ Inc Responsible |
|-------------|--|--------|---|---|---|
| | 2. Supporting ENZ's deliverable to build a database of 10,000 international Alumni, with a weighting towards by China, by 30 June 2016. | | <ul style="list-style-type: none"> Kea hosted the winner and four guests from the find 10,000 campaign. The prize included flights from Shanghai, four nights luxury VIP experience with a New Zealand guide, private chef and accommodation. The student was an Auckland University Alumni and worked with Kea to profile the story through social media channels and a follow up story. | <ul style="list-style-type: none"> Kerry Greene | |
| | 3. Building a subset of new WCNZ members who are non-New Zealanders and have studies in NZ; with the aim to reach 10 new inductions by 30 June 2016. | | <ul style="list-style-type: none"> Kea toured through South East Asia in Feb/March, and as a result inducted 15 new WCNZ members to the Network, of which 10 Friends of New Zealand. For the full financial year, this brings the total new WCNZ Alumni inductees to 16. Kea will continue to work in conjunction with Ambassadors, Regional Directors and Chambers of Commerce to help keep the quality of the Friends of NZ in the WCNZ network high. | <ul style="list-style-type: none"> Ngapera Riley Nathalie Malfeyt | |
| | 4. Connecting ENZ stakeholders to Kea's global network – ENZ to channel relevant requests to the WCNZ Connection team. | | <ul style="list-style-type: none"> Education NZ contacted Kea for introductions in Silicon Valley for a Game Developer convention. Kea has not received any further connection requests from ENZ and we look forward to doing more. | <ul style="list-style-type: none"> Ngapera Riley | |
| MFAT | 1. Identifying and connecting WCNZ members who can strengthen the political and business constituency in the European Union for a Free Trade Agreement with New Zealand. | | <ul style="list-style-type: none"> Issued invitations on behalf of MFAT to WCNZ-ers in market to engage in the latest FTA Consultation round (June). 90 submissions were received, an outstanding result. Published the consultation process with a call for action to the wider Kea Community through our UK Newsletter. Invited 25 WCNZ guests to the London leg of the FTA promotional tour from Bill English in May. | <ul style="list-style-type: none"> Tania Bearsley | <ul style="list-style-type: none"> Bill Dobbie |
| | 2. Providing WCNZ member bios to Heads of Mission on request and making introductions where possible. | | <ul style="list-style-type: none"> Kea met with Ambassador Ben King in Thailand, Ambassador to Indonesia Trevor Matheson, High Commissioner John Subritzsky in Kuala Lumpur by hosting events, WCNZ summits and roundtable discussions and inviting WCNZers and friends of NZ along. Kea has also been working with Malcolm Millar in the new G2G venture and has successfully connected him with 8 WCNZers and friends of NZ in positions of influence. Kea has received no requests for bios or introductions this quarter, however we sent out a Map/dashboard to MFAT that included all the bios of WCNZers. | <ul style="list-style-type: none"> Ngapera Riley | <ul style="list-style-type: none"> Caroline Dilkey Ben Kind Dr Trevor Metheson John Subritzky |

| Agency | Kea's deliverables | Status | Process Comments | Kea Responsible | NZ Inc Responsible |
|-------------------------------|--|--------|---|--|--|
| NZTE | 1. Leveraging Kea / WCNZ channels for RWC 2015. | | <ul style="list-style-type: none"> Please see the previous report (T1, appendices 7&8) for a full breakdown of Kea's involvement. | <ul style="list-style-type: none"> Tania Bearsley | <ul style="list-style-type: none"> Ruth Macleod |
| | 2. Working with NZTE's People and Capability team to leverage kea's channel for NZTE recruitment (NZTE to take lead). | | <ul style="list-style-type: none"> Kea are in regular contact with NZTE's P & C team to promote the high level NZTE roles iva thr WCNZ network and the wider Kea community. Kea promotes these roles in regional and sometimes global newsletters. Some of these roles include Trade Commissioner roles for Guanzhou, Taipei, Bangkok and Middle East/North Africa and India. Kea has posted a total of 52 NZ Inc jobs on our jobs listing this quarter. | <ul style="list-style-type: none"> Ngapera Riley Matt Monk | <ul style="list-style-type: none"> Melanie Norman Joanna Schmelz |
| | 3. Connecting businesses to Kea's global network – NZTE to channel relevant requests to the WCNZ Connection team, including introductions with Regional Business Partner team and Foundation team. | | <ul style="list-style-type: none"> Kea has a staff member placed alongside the NZTE customer managers for 1 day a week. Kea has connected a large number of NZ businesses to the Kea network and have been working closely with the customer advisors and customer managers to facilitate NZTE customer business requests. It has been suggested that Kea should work directly with the international BDMS to access the high Impact connections, as many of the requests coming through NZTE Customer Managers and Advisors are too low level and are not making the high Impact connections Kea is seeking. Kea has yet to be introduced to anyone on the Regional Business Partners teams. Kea would appreciate introductions to this team. | <ul style="list-style-type: none"> Ngapera Riley | <ul style="list-style-type: none"> Ahra Wilso Ruth McLeod |
| | 4. Offering Regional Director and Trade Commissioners a 2 hour immersion at the Kea office in Auckland. | | <ul style="list-style-type: none"> In London, our UK Director met with the new Hamburg TC (Jan Bailey) in May, as well as the new Beachheads advisor to Europe (Mohit Misquitta) and in June the new NZTE Operational Director Europe (David McLesah) for an induction to Kea. | <ul style="list-style-type: none"> Craig Donaldson Nathalie Malfeyt Ngapera Riley | <ul style="list-style-type: none"> Clare Wilson Alan Munro Tony Robinson Karen Campbell Simon Tucket Nick Fleming Beatrice Faumuina Claudia Batten Glenn Murphy |
| NZ Story (Within NZTE) | 1. Generating stronger alignment with existing and available NZ Story brand and across all social presentations, events, digital media and collateral. | | <ul style="list-style-type: none"> Rebecca Smith provided a great strategic update on the renewed focus of NZ Story to the Kea team. Kea then Implemented the new messaging throughout the WCNZ Awards and associated events, and will continue to do so through the Kea Communications Channels. | <ul style="list-style-type: none"> Kerry Greene | <ul style="list-style-type: none"> Maggie Christie Neil Patton |

| Agency | Kea's deliverables | Status | Process Comments | Kea Responsible | NZ Inc Responsible |
|-------------------|---|--------|--|---|--|
| | 2. Cross-referencing digital communications plans with all Government funders. | | <ul style="list-style-type: none"> Shared WCNZ Awards comms with NZ Inc partners- Met with offshore MFAT comms teams in June- Shared WCNZ Map with NZTE team- Shared comms plans with NZ Story" | <ul style="list-style-type: none"> Matt Monk | |
| Additional | 1. Develop a 3 year strategic plan approved by Kea's Board by 1 February 2016 (format to be agreed). | | <ul style="list-style-type: none"> Kea submitted its strategic planning report and is now with NZ Inc funders for their review. Kea is pending the final outcome of review and sign off of it's strategic plans and funding model. | <ul style="list-style-type: none"> Team Kea Board | <ul style="list-style-type: none"> Ruth McLeod |
| | 2. Attend 3 meetings per annum (every 120 days) with the Government funders. Arranged by NZTE, in order to review progress, address any issues and identify further opportunities to leverage the networks. | | <ul style="list-style-type: none"> Kea's CEO presented our proposed strategic plans to the CE's from NZ INc in May. Kea is now pending a further meeting request to discuss the final outcomes and way forward. | <ul style="list-style-type: none"> Craig Donaldson Kerry Greene Nathalie Malfeyt | <ul style="list-style-type: none"> Ruth McLeod |
| | 3. Seek input and suggestions from NZTE, MFAT and ENZ on prospective new WCNZ members. | | <ul style="list-style-type: none"> This quarter Kea has inducted a total of 24 new WCNZers. 15 of these were made with the input of NZ Inc contacts to check character and international connectedness. Next quarter we will review our communications process again to include a quarterly checkin with HOMs, TCs and NZ Inc Partners to ensure any suggestions for potential WCNZers in the respective region are included. | <ul style="list-style-type: none"> Ngapera Riley | <ul style="list-style-type: none"> Ruth McLeod Glenn Murphy Claudia Batten Daniel Taylor Ben King Dr Trevor Matheson |
| | 4. Provide the Government funders, co-ordinated through NZTE, with two tables for the WCNZ Awards at no charge. | | <ul style="list-style-type: none"> Included in our guest list. | <ul style="list-style-type: none"> Ngapera Riley | |
| | 5. Include an NZTE nominated person on the WCNZ Awards Judging Panel [Obligations specific to NZTE]. | | <ul style="list-style-type: none"> Andrew Ferrier is on the 2016 Awards judging panel. | <ul style="list-style-type: none"> Ngapera Riley | |

Due times and dates:

T1 Report: 9 November 2015

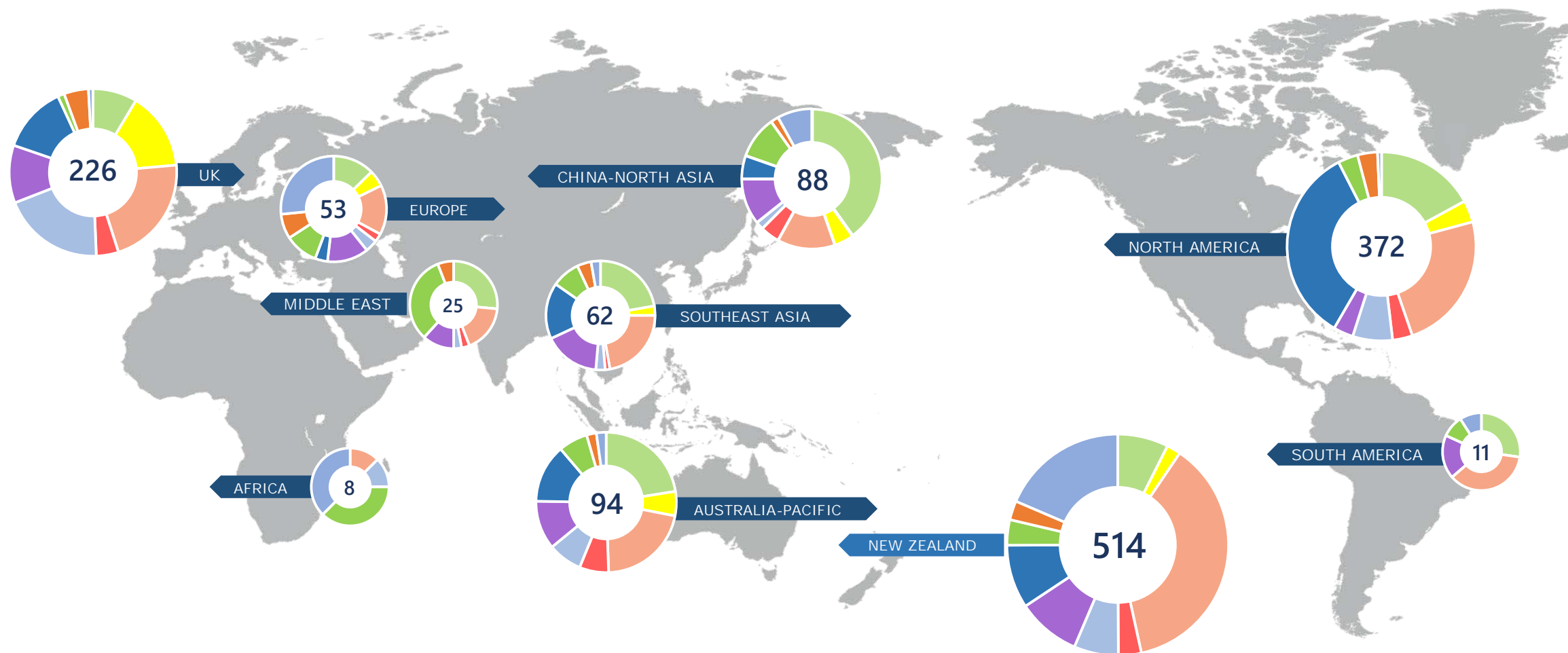
T2 Report: 7 March 2016

T3 Report: 4 July 2016

Appendices

04/07/2016

Connecting Kiwi businesses to high-impact New Zealanders offshore



Kea connects you to thousands of global Kiwis to find international contacts and advice in key sectors:

- Academia & Education
- Agriculture
- Construction & Manufacturing
- Entertainment & Media
- Financial & Investment
- Government & Legal
- Healthcare
- Hospitality, Food & Beverage
- ICT, Science & Biotech
- Retail & Fashion

[CLICK HERE](#)

Login Details
Username: NZTE@keanewzealand.com
Password: NZTEKea1



KEA'S CONNECTION SERVICE: KIWIS HELPING KIWIS

Highlights from March 2016

THE HARRY SINGER FOUNDATION

The Harry Singer Foundation wants to help improve education in New Zealand and is seeking to connect with high-impact Kiwis in the education sector, especially those incorporating technology and innovative learning methods. **Frances Valentine**, Chairman of The Mind Lab, has agreed to meet and discuss how best to help Kiwi kids through education.



Frances Valentine, WCNZ
Chairman The Mind Lab,
Auckland, New Zealand

skin alive

Skin Alive is seeking assistance with growing its distribution networks globally. Already the number one sunscreen on the US PGA Tour, they are looking to expand their reach further. **Ian Gordon** has offered to make introductions to major department and grocery chains in the UK, as well as Walmart/Sam's Club. Additionally, three Kea network members have offered their assistance.



Ian Gordon, WCNZ
Managing Director GM Tee
Ltd, Shenzhen, China

STAAH

STAAH is looking to expand its cloud-based suite of revenue management products globally and is looking to connect with accommodation providers. **Roger Sharp** is well connected in this sector in Southeast Asia and has offered to make introductions.



Roger Sharp, WCNZ
Chairman Asia Pacific Digital
Ltd, Singapore

ORBITSOUND

Orbitsound is expanding into Australia and is looking to be introduced to Kiwis who can provide advice about market entry. **Andrew Sharp** has great knowledge of the Australian market and gave incredibly helpful advice. He kindly offered to put them in touch with the head buyer of David Jones.



Andrew Sharp, WCNZ
CEO Bobux International Ltd,
Auckland, New Zealand

SPROUT

Sprout sought a Skype interview with **Victoria Ransom** to understand how Victoria's experience in an accelerator assisted her business growth. She has agreed to join in on their upcoming advisory group meeting.



Victoria Ransom, WCNZ
Former Director of Product
Google, San Francisco, USA



Gavin Romanye, First Secretary, Agriculture at the New Zealand Embassy in Jakarta sought help fostering a Kiwi business presence in Bali. Kea connected him to WCNZer **Michael Beechey** and a group of NZ Hotel GM's in Bali to discuss challenges around importing NZ products to the region.



Michael Beechey, WCNZ
MD Corporate at PTT Family
Bali, Indonesia

KEA'S CONNECTION SERVICE: KIWIS HELPING KIWIS

Highlights from April 2016 (1)



Totum were seeking connections to oil and gas companies to pilot their new offering. WCNZ Award Winner **Tan Sri Halim Saad** personally requested to meet with Totum representatives during his recent visit to Auckland to hear their pitch.



Tan Sri Halim Saad, WCNZ
Executive Chairman Markmore Group, Kuala Lumpur, Malaysia



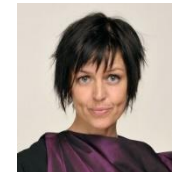
ScanOne were looking to connect with expert software developers to take their offering to the next level. WCNZer **Craig Elliott** offered his expertise, and we also connected them to a Kea network member working at Apple.



Craig Elliott, WCNZ
CEO and Board Member
Los Gatos, USA



Kiwi designer label Juliette Hogan is looking to expand into the United States, and sought to speak to people on the ground within the fashion industry. WCNZer **Emma Trask** has offered her guidance and expertise, as well as connecting the label with other industry insiders.



Emma Trask, WCNZ
Top Hollywood Stylist
Los Angeles, USA



Dexibit sought a connection to **Victoria Ransom** for advice on year one start-up strategies. Victoria is the founder of Wildfire, a Kiwi company with a similar story to Dexibit's. Dexibit and Victoria connected via a conference call, where Victoria provided invaluable insight into market expansion.



Victoria Ransom, WCNZ
Former Director of Product
Google
San Francisco, USA



Fashion label **I Love Ugly** reached out to Kea seeking help finding a new banking partner. Kea introduced them to ASB Bank, and the two have since been in talks on a possible new partnership.



Steve Jurkovich
Executive General Manager -
Corporate, Commercial ASB Bank



KEA'S CONNECTION SERVICE: KIWIS HELPING KIWIS

Highlights from April 2016 (2)

Annah Stretton

New Zealand fashion designer and philanthropist **Annah Stretton** sought an introduction to Virgin Group founder **Sir Richard Branson** to advance the **Raw** initiative. Raw provides employment to female victims of domestic violence, supporting mothers as they re-enter the workforce. Kea was able to connect Annah directly to Sir Richard via WCNZ Network member **Josh Bayliss**, CEO of Virgin Group.



Sir Richard Branson
Founder
Virgin Group
London, UK



NZTE-supported Kiwi companies **Confitex** and **Sileni** approached Kea for help penetrating the US market. Kea was able to connect the two to World Class New Zealander **Greg Foran**, president and CEO of Walmart US. Greg is responsible for the strategic direction and performance of the more than 4,000 Walmart stores, and introduced the two businesses' to Walmart buyers.



Greg Foran, WCNZ
President and CEO
Walmart U.S.
Bentonville, USA



Dexibit sought a connection to **Victoria Ransom** for advice on year one start-up strategies. Victoria is the founder of Wildfire, a Kiwi company with a similar story to Dexibit's. Dexibit and Victoria connected via a conference call, where Victoria provided invaluable insight into market expansion.



Victoria Ransom, WCNZ
Former Director of Product
Google
San Francisco, USA

LEVERAGING HIGH-IMPACT CONNECTIONS FOR THE BENEFIT OF NEW ZEALAND

May 2016 Highlights

Connecting G2G with Kea's World Class New Zealand Network

G2G Know-How (a government start-up tasked with commercialising and exporting public sector knowledge) recently partnered with Kea. The Kea database was filtered to suit G2G's needs, focusing on expats working for government departments abroad. Kea and G2G have received a rapid response from a significant number of high quality expats and friends of NZ well positioned to support the new programme.



Dah Lee, WCNZ

Founding President at NZ Cambodia Business Association
Phnom Penh, Cambodia



KC Yong, WCNZ

Chairman at Selset New Zealand Centre Sdn Bhd
Petaling Jaya, Malaysia



Martin O'Neill, WCNZ

Regional Manager at Power Technology ASEAN
Denpasar, Indonesia



Matt Andrew, WCNZ

Partner - International Tax at EY
Chicago, USA



Jeffrey Lamb, WCNZ

Advisor to the Board American University of Phnom Penh
Boston, USA



Rebecca Cox

Principal Policy Adviser Local Government Association
London, UK



Ranqx is ready for a North American roll-out of its financial metrics software and is seeking introductions to high-level business banking influencers in New York City. Kea connected Ranqx to high-impact contacts **Grant Kreft** (Quadrant 4), **Frank D'Souza** (CEO Cognizant), **Sean Middleton** (COO, Cognizant) and **Andrew McCormack** (General Partner, Valar Ventures Management).



Grant Kreft, WCNZ
Vice President, Quadrant 4
System Corporation
New York City, USA



RedShield Security is in its first phase of raising capital to accelerate global growth. The Kiwi company is re-defining website shielding through innovative firewall solutions. **Charles Visser**, Commercial Banking Expert at ASB Bank, has agreed to assist taking RedShield to the world.



Charles Visser
ASB Commercial Manager
Wellington, New Zealand



PDV Consultants is seeking introductions in the UK, Ireland and EU. PDV provide consultancy services to the food and dairy industries, work extensively in NZ and Australia, and have experience in China and Indonesia. **Kevin Cooney**, Head of Agri Capital at ASB Bank, is now helping PDV with their expansion into the UK and European markets.



Kevin Cooney
ASB Bank, Head of Agri
Capital
Auckland, New Zealand



OBR Merino is seeking distribution contacts in the North American retail sector. The Kiwi company produces luxury items, such as capes, wraps and scarves, in the finest 100% NZ merino fabric. **Justin Walford**, GM and VP North America for Icebreaker, will be meeting with OBR Merino in Vancouver to discuss how to assist with their expansion plans.



Justin Walford
GM & VP, Icebreaker North
America, Vancouver, Canada



Blinder is seeking industry connections that can provide initial traction in the US and EU markets. Blinder offers an application that protects the privacy of busy professionals, allowing one to receive and manage calls via mobile without sharing one's phone number. Serial start-up entrepreneur **Reuben Metcalfe** approached Kea seeking to help Kiwi start-ups establish themselves in the US, and has provided Blinder with valuable contacts in-market.



Reuben Metcalfe
Mentor, Thiel Foundation
San Francisco, USA



Tailor Skincare is looking to expand internationally, with Australia as its first target market. This is an eCommerce business that retails natural, NZ-made skincare. Kea members **Rewa Mahoney** and **Mike Ogle** have agreed to assist Tailor Skincare with its expansion into Australia, while Kea member **Paul Aschenberger** is the company launch into Europe.



Rewa Mahoney
Director and Co-Founder
Luminarie, Sydney, Australia



HIGHLIGHTS: CORPORATE PARTNERS



- Greater alignment and strategic focus
- Kea Connection Service: business growth
- 'Ambition' campaign rollout
- Repatriation package



- Strong addition to the Global Partners
- Great energy and focus for the repatriation package
- Planned events in Guangzhou and London



- Tripartite Summit promotion and speaker support
- Agreement on shared space, bringing Kea closer to ATEED and NZ Inc partners



- In talks with KPMG to join as a Global Partner
- KPMG would be a great alignment for Kea and add momentum to the existing commercial strategy



- Business mentoring for 30 students, matching students with WCNZers
- Inspire 2016: 6 Inspirational speakers, 650 attendees



- Great alignment providing Kea with the technical platform to deliver and enhance
- Technical support assisting Kea with making high impacting connections

Our Global Partners:



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Kea Events

Kea Inspire, 15/06/2016

The event showcased the inspiring journeys and international achievements of six World Class New Zealanders from diverse industries ranging from marketing to cuisine, film and entrepreneurship. The audience comprised of WCNZers, professionals and students.

| | |
|--|-------------|
| Attendees | 656 |
| World Class New Zealanders who attended | 15 |
| Connections* | 5248 |

"I really enjoyed hearing from the speakers. It was so real and that's what we need to hear – REAL stories about people coming from nothing and making something."

Attendee

"Public speaking is a big part of my life at the moment and I can assure you that the Kea Inspire session in AKL was one of the best conferences I have been a part of in a long time."

Sarah Robb O'Hagan, 2016 WCNZ Award Winner

Kea Connect Live, 15/06/2016

The event personified Kea Connect by bringing together 30 up-and-coming Kiwi businesses and 30 WCNZers, leading businesspeople and entrepreneurs. The half-day event included one-on-one mentoring sessions and keynote speakers from San Francisco, New York and Singapore.

| | |
|--|-----------|
| Attendees | 89 |
| World Class New Zealanders who attended | 23 |
| Connections** | 27 |

"Outstanding job at the Kea Connect Live event. I thoroughly enjoyed it, and personally got a lot out of it, with perfect mentor matching and discussions. The entire session was crisp, polished and well-executed AND you had a great speaker line-up."

Business





Kea Events (2)

World Class New Zealand Awards, 16/06/2016

The event personified Kea Connect by bringing together 30 up-and-coming Kiwi businesses and 30 WCNZers, leading businesspeople and entrepreneurs. The half-day event included one-on-one mentoring sessions and keynote speakers from San Francisco, New York and Singapore.

| | |
|--|-------------|
| Attendees | 749 |
| World Class New Zealanders who attended | 32 |
| Connections*** | 5708 |

"I thoroughly enjoyed every moment of the superbly curated black tie evening which went from 6pm until midnight... I had the pleasure of meeting many distinguished Kiwis whom despite their many accomplishments, displayed the perfect human qualities of warmth, friendliness and modesty."

Charles Chow, WCNZer



- * Calculated on the basis that each speaker connected with every attendee, and every attendee connected with 2 people during networking.
- ** Based on the number of connections made during the one-on-one mentoring sessions and an estimated 2 connections per person made during networking.
- *** Based on each attendee connecting with the people at their table and an estimated 5 people during the night on average. It also includes the connections made via the mobile app.

kea



New Zealand's Borderless Nation

www.keanewzealand.com

Our Global Partners:



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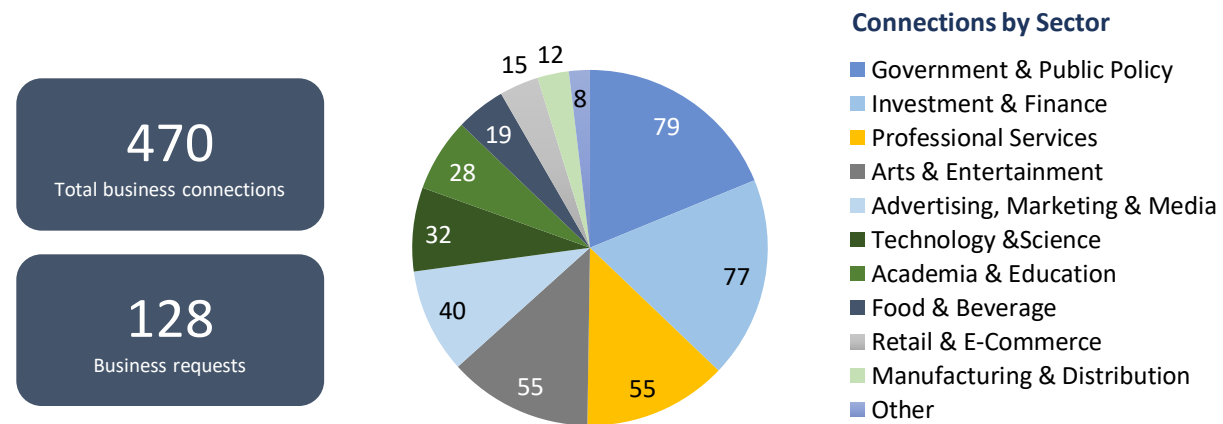


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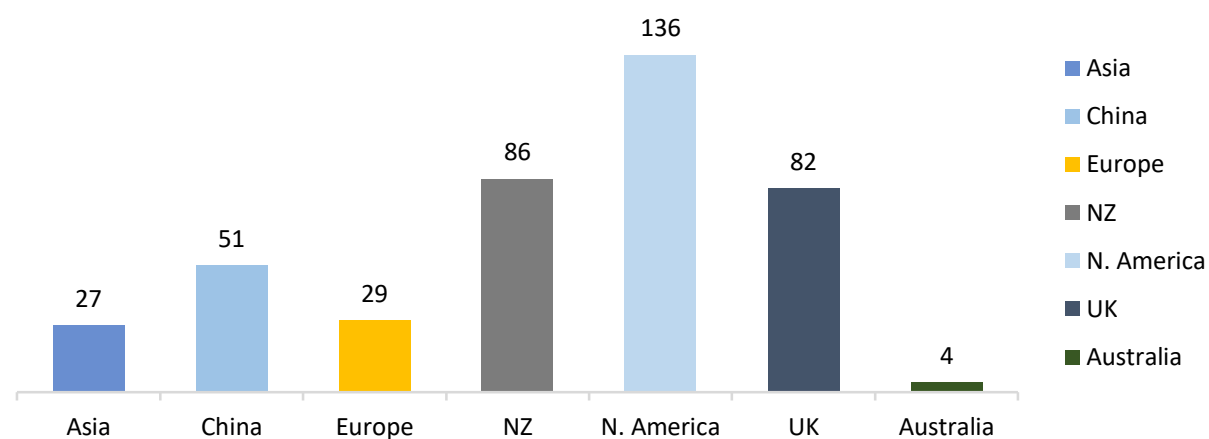


Kea Periodic Deliverables Update for NZ Inc: July-Oct 2016

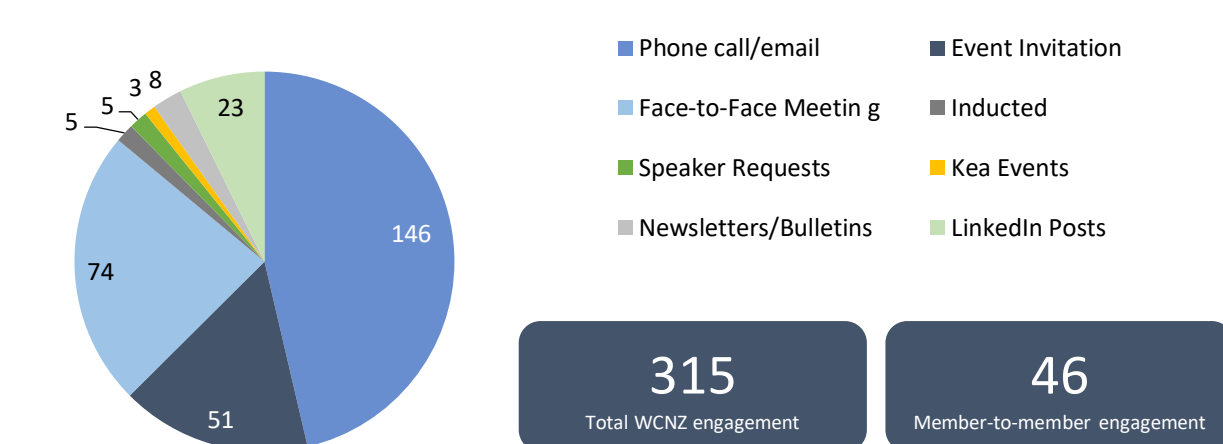
Connections by the numbers



Connections by the region



WCNZ notable engagement



High impact connection examples



Kea connected **Parrot Analytics** to Geneva-based **Mark Checkley**, Creative Director at IO Creative Pte. Mark introduced them to leading media/content trade publications in the UK, US and NZ, providing increased coverage and editorial support.



Mark Checkley
Creative Director
IO Creative Pte Ltd
Geneva, Switzerland



Greystone Wines sought Kea's help to growth in the Chinese wine market. Kea introduced it to **Rachel Catanach** (WCNZ), President of Fleishman-Hillard. They are now in conversation to determine how Rachel can help the company in its growth.



Rachel Catanach WCNZ
President
Fleishman-Hillard
Hong Kong, China



Kea connected **Trackit Energy** to **Roger Sharp** (WCNZ), Founder of North Ridge Partners. They have connected to discuss Singapore's position as an oil, gas and technology hub, and how Roger can assist in Trackit's expansion.



Roger Sharp WCNZ
Founder, North
Ridge Partners
Singapore



Xero is researching the Swiss SME finance services market. Kea introduced the company to **Jamie Schmidt** (WCNZ) of Deloitte AG, who will be meeting with Xero in the coming months to give insight.



Jamie Schmidt WCNZ
Partner, Swiss Audit
at Deloitte AG
Zürich, Switzerland



Kowhai Media sought help to expand their ProPhotographer app to North America. We connected them to **Brian Sweeney** (WCNZ), NY-based Chairman of SweeneyVesty. He is now giving the firm advice on North America's digital industries.



Brian Sweeney WCNZ
Chairman
SweeneyVesty
New York City, USA



Kea connected **Debbie Sutton**, Founder and Owner of WineFriend, to **Victoria Ransom** (WCNZ) to discuss how to build a great company culture. The two met in October to share key insights.



Victoria Ransom WCNZ
WineFriend
San Francisco, USA



Dot Kiwi sought Kea's assistance to identify a marketing agency that specialises in Chinese markets. Kea connected her to **Royal Reed** (WCNZ) of Prestige Consulting and Lawyers. They have since met to discuss how Prestige can help.



Royal Reed WCNZ
China Strategist
Prestige Consulting
Auckland, NZ



The **High Protein Breakfast Company** is seeking to grow operations in North American markets. **Bridget Coates** (WCNZ) of Kura Nutrition, met with the company in August to advise it on US-specific path-to-market strategies.



Bridget Coates WCNZ
Director
Kura Nutrition
New York City, USA



Kea connected **Andrew Sharp**, CEO of Bobux, to fellow WCNZers **Vaughan Rowsell**, Founder of Vend, and **Andrew Gerrie**, Co-founder of Lush, to assist in training Bobux staff on how to effectively sell products and set-up outlet stores.



Vaughan Rowsell WCNZ
CEO & Founder
Vend Auckland, NZ



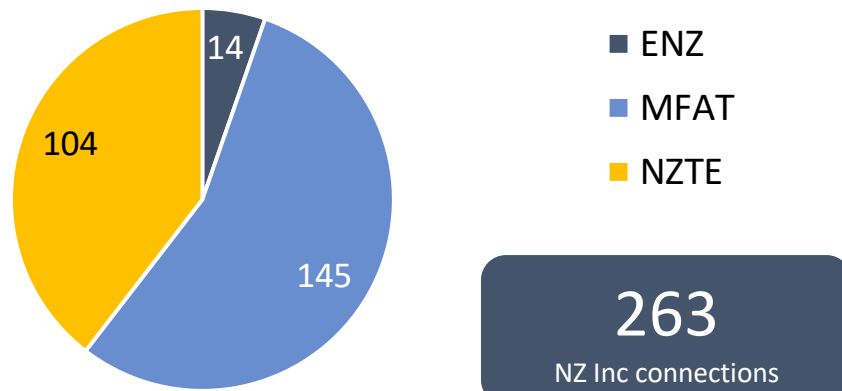
Spalk sought Kea's help for the launch their sport commentary app. Kea member **Tony Mitchell**, Director of Program Transformation at Foxtel, met with Spalk in Sydney to discuss how Foxtel could implement Spalk's technology.



Tony Mitchell
Director of Program
Transformation,
Foxtel, Sydney, AU

Kea Periodic Deliverables Update for NZ Inc: July-Oct 2016

NZ Inc connections



Friend of New Zealand spotlight: Boris Bourdin



Kea Connect helps Kiwi companies go global by connecting them to industry experts around the world. In September, we spotlighted World Class New Zealander and globetrotting businessman **Boris Bourdin**.

READ
MORE

The CEO of Danone Argentina shared his insights for NZ businesses with eyes on this exciting and emerging Latin American market. The article was published in Kea's September global newsletter.

High Impact Project: ASEAN Business Roundtable and Networking Event



In September, Kea hosted an exclusive event in Auckland focused on doing business in Southeast Asia, NZ's fourth largest and fastest growing trading partner. The event was attended by Kiwi businesses with their eye on ASEAN markets and WCNZers who are top experts on the region. Speakers included **Mitchell Pham, Kenneth Leong** and **David Ross**. Many successful connections were made by participants.

Government agency highlights



Kea received an extensive 'NZTE 101' overview on its current people, products and processes, spread over three workshops in September and October. This resulted in a stronger mutual understanding of where and how Kea can add value, and we have seen an increased volume of connection requests coming through NZTE customer managers since.

Kea has designed a roadmap for NZTE colleagues to follow when dealing with a business request to streamline the process. This roadmap has been posted on the NZTE intranet site.

Kea's internal 'WCNZ Dashboard', an interactive world-map guiding users to the WCNZ global network by country and/or sector, has also been posted on NZTE's intranet, as well as a personal promotional video from NZTE CEO Peter Chrisp. This has resulted in an instant influx of positive reaction and new requests.



Kea has monthly catch-up meetings with the Auckland MFAT team (Simon Tucker and Murray Bruges) to explore possible areas of cooperation. Topics we are currently building on include:

- Help with Brexit communications and intel-gathering from local World Class New Zealanders and businesses through Kea's UK Director.
- Provide assistance and source possible business contacts through the Kea WCNZ network around trade missions.
- Cooperation with local MFAT representations around the world with selection of the 2017 "Friend of NZ" Award winner.
- Coordination around India approach, cross-leveraging local contacts to source the right candidates in market that will benefit both Kea and MFAT's strategy.
- Explore ways where Kea can assist with the Pacific Economic Development project (spearheaded by Simon Tucker/Shane Jones).



The Education NZ team visited Kea in October for an workshop on the new ENZ Think New Brand, their storytelling approach, channels and content calendar. We discussed what areas Kea could help and agreed on a cooperation/communications plan that will be rolled out in the coming months:

- Kea will provide ENZ with a list of WCNZers for potential profiling by mid November.
- Late in November we will regroup for a further workshop to talk through the WCNZ network and map out a timeline for contact, interviewing, filming and other use.
- Any videoing and interviewing will be done in the second half of the financial year.
- Regarding the migration of NZ educated alumni on the Kea database, ENZ will readjust the timing of this deliverable. They have expressed the wish to revisit this topic mid-November, once they have tightened up their own database and alumni strategy timings. Kea will remain on stand-by and open to any further request or guidelines.



Kea included NZ Story collateral across its communications channels (Facebook, Newsletters, LinkedIn) weekly, and continues to source imagery and presentation collateral from the NZ Story library. NZ Story assets were also used in the production and marketing of the World Class New Zealand Awards 2016.



Appendix 1

Kea Periodic Deliverables Update for NZ Inc: July-Oct 2016

Our Global Partners:



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Kea Monthly Highlights

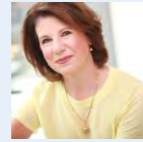
October 2016

High Impact Project: Kea Australia Tour

Ngapera Riley (Global Director, WCNZ) and **Anna Fitzgerald** (Global Relationship Manager) spent a week visiting NZTE, MFAT, Trade Commissioners and World Class New Zealanders in Melbourne and Sydney, including:



John Macfarlane, WCNZ
Director
Colmac Group Pty Ltd
Melbourne, Australia



Dr Linda Turner, WCNZ
Director, Biz Expanz
Melbourne, Australia



Raelene Castle, WCNZ
CEO, Canterbury Bulldogs
Rugby League Club
Sydney, Australia



Kerry Osborne, WCNZ
CEO, Court Services
Victoria (CSV)
Melbourne, Australia



David Thodey, WCNZ
Chairman of the Board
CSIRO
Sydney, Australia



Holly Knill, WCNZ
Director Product & Tech
Seven Network
Sydney, Australia



Stephen Blair
NZ Trade Commissioner
Melbourne, Australia



Alan Munro
NZ Trade Commissioner
Sydney, Australia

World Class New Zealand: New Inductees

Giovanni Donaldson, Film Director, UK

Lara Bowen, Head of Digital and Content, H&O, Ogilvy & Mather (WPP), UK

Phil Goffin, Director, IFDS Innovate, UK

Victoria Macdonald, Health & Social Care Correspondent, Channel 4 News, UK

Bart Campbell, Co-founder and Chair of TLA Worldwide, Melbourne

Michele Teague, GM Marketing at Kmart Australia, Melbourne

Andrew Cox, Founder/Managing Director, Imperium Capital Group, Melbourne

Lesley Grant, CEO Qantas Loyalty, Australia

Ben Shipley, Managing Director of Spectrum Group, Australia

Amy Mills, Head of Core & Emerging Business Australia/NZ, LinkedIn, Australia

Kea Connect: High-Impact Highlights



Kea connected **Parrot Analytics** to Geneva-based **Mark Checkley**, Creative Director at IO Creative Pte. Mark introduced them to key media/content trade publications in the UK, US and NZ, providing increased coverage and editorial support.



Mark Checkley
Creative Director
IO Creative Pte Ltd
Geneva, Switzerland



Kea introduced **Bridget Coates** (WCNZ), Director of Kura Nutrition, to **Manuka Health**. They met in late October to discuss how to work together on a North American distribution strategy.



Bridget Coates, WCNZ
Director, Kura
Nutrition
New York City, USA



Kea connected **East Imperial** to **Shane Grant** (WCNZ), Senior VP/GM at The Coca-Cola Company, to discuss Shane's unique overview of the boutique beverage markets, which East Imperial are keen to better understand and integrate into expansion plans.



Shane Grant, WCNZ
Senior VP/GM, The
Coca-Cola Company
New York City, USA



OfficeTorque sought connection to businesses offering credit and collect-payment to customers. **Ross McEwan** (WCNZ), Group CEO of Royal Bank of Scotland, set up a meeting in London for the company with the RBS Head of Innovation Payment Systems.



Ross McEwan, WCNZ
Group CEO, Royal
Bank of Scotland
London, UK



Kea assisted **Spring** in undertaking market research in the UK and Europe on behalf of one of NZ's leading meat exporters, connecting them to **Miles Watson**, leading Berlin-based chef and gastronomic consultant.



Miles Watson
Co-Founder
Pure Berlin
Berlin, Germany

"My call with Miles Watson was excellent. Thanks for setting that up! It was super helpful receiving the introduction, I really appreciated your support."

Simon Leitch, Market Development, Spring

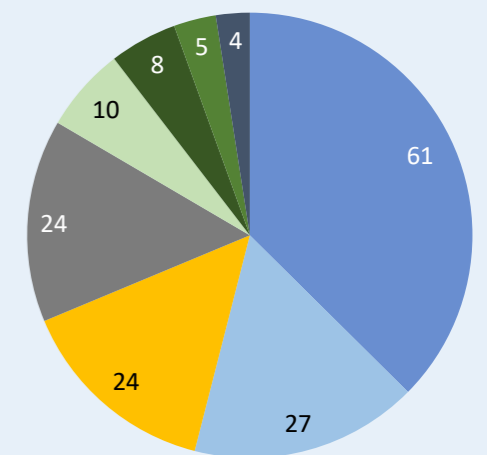
Kea Connect: By the numbers

38

Kiwi companies assisted

161

Business connections made



Kea Monthly Highlights – September 2016

High Impact Project: Kea's UK and Europe Tour

Craig Donaldson (CEO) and **Tania Bearsley** (Director, UK/EU) visited London, Brussels, Berlin, Rotterdam and Amsterdam, meeting 100+ Kea members and High Impact individuals in 7 days, including 20 World Class New Zealanders.



Molly Bedingfield, WCNZ
Founder and CEO of Global Angels
London, UK



Jan Zijderveld, WCNZ
President of Unilever Europe
Rotterdam, Netherlands



Sir John Hood, WCNZ
CEO of the Robertson Foundation
London, UK



Emma Loisel, WCNZ
Global COO of The ExchangeLab
London, UK



Fay Kortleven, WCNZ
International Business Consultant
Amsterdam, Netherlands



Mark Wilson, WCNZ
Group CEO of Aviva
London, UK

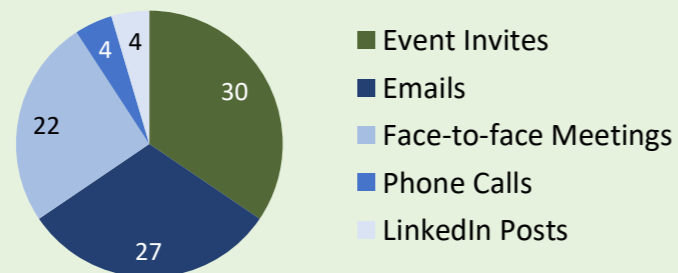
World Class New Zealand: Notable Engagement

Kea Amsterdam Luncheon: 15 guests including Ambassador Janet Lowe and WCNZers **Fay Kortleven** and **Christopher Wright**

Kea Berlin Dinner: 15 guests including Ambassador Rod Harris, Trade Commissioner Jan Bailey, and WCNZer **Frank Morich**

Kea/NZTE London Luncheon: Co-hosted with Daniel Taylor (Trade Commissioner UK/Ireland) and Andrew White (Regional Director, NZTE Europe).

11 guests Including WCNZers **Sam De Silva, Jason Lawson** and **Anton Oliver**.



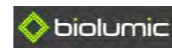
Kea Connect: High-Impact Highlights



Greystone Wines sought Kea's assistance with growth in the Chinese wine market. Kea introduced it to **Rachel Catanach** (WCNZ), President and Senior Partner at Fleishman-Hillard. They are now in conversation to determine how Rachel is able to help the company in its growth.



Rachel Catanach, WCNZ
President & Senior Partner, Fleishman-Hillard
Hong Kong, China



WCNZer **Melissa Clark-Reynolds**, Member of the PGP Investment Advisory Panel, has made introductions to relevant Agritech funders to assist **Biolumic** in their ongoing research and growth in North America.



Melissa Clark-Reynolds, WCNZ
Member, PGP Investment Advisory Panel
Wellington, NZ



Kea connected **Trackit Energy** to WCNZer Member **Roger Sharp**, Founder of North Ridge Partners in Singapore. They have connected via Skype to discuss Singapore's position as an oil, gas and technology hub and how Roger can assist Trackit in its expansion.



Roger Sharp, WCNZ
Founder, North Ridge Partners, Singapore



Xero is researching the Swiss SME finance services market. Kea introduced the company to WCNZer **Jamie Schmidt** of Deloitte AG, who will be meeting with Xero in the coming months to give insight.



Jamie Schmidt, WCNZ
Partner, Swiss Audit at Deloitte AG
Zürich, Switzerland



Kea connected **We Are Tenzing** to WCNZer **Matt Andrew**, who has shared key insights into the Japanese tax and financial system.



Matt Andrew, WCNZ
Partner, EY
Chicago, USA

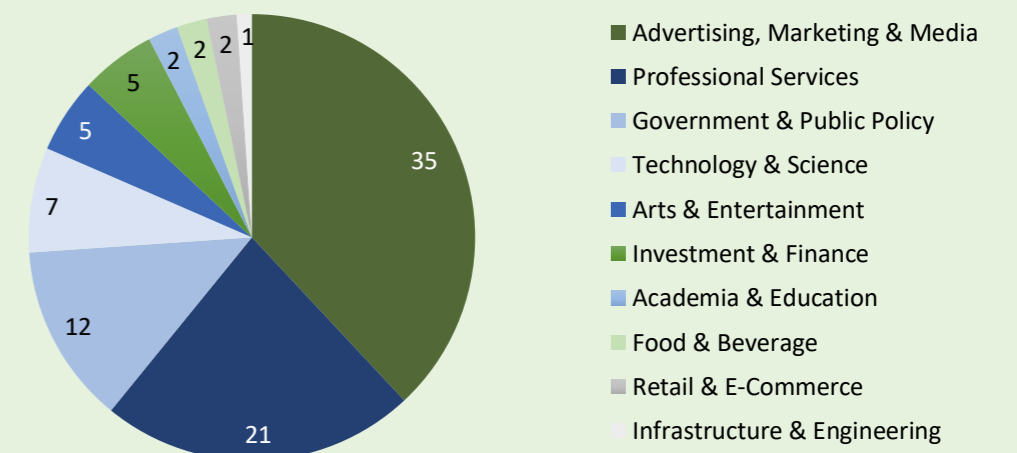
"Absolutely blown away by your knowledge, Matt, and the fact you're keen to help us. I'm not joking when I say your brain and experience will save us hundreds of painful hours!"

- Brooke Howard-Smith, CEO, We Are Tenzing

Kea Connect: By the numbers

43
Kiwi companies assisted

92
Business connections made

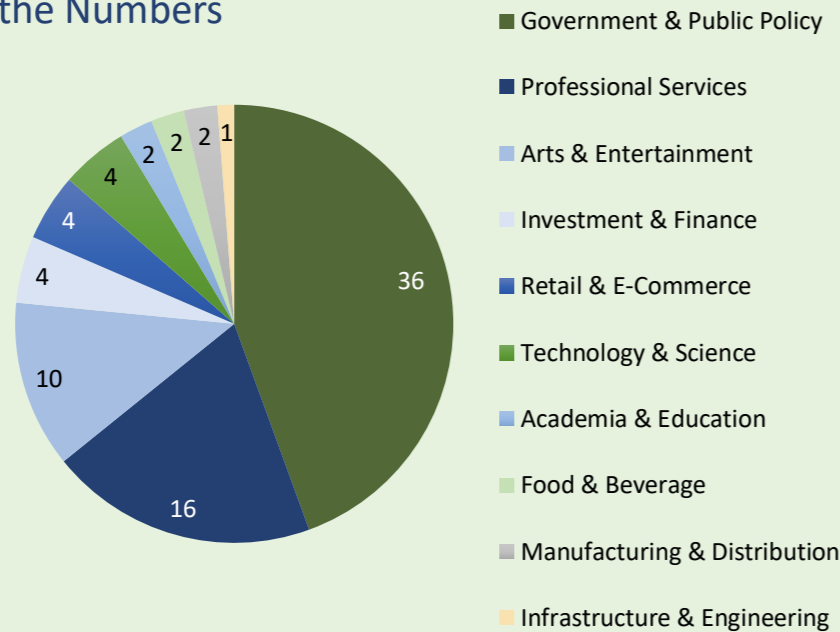


Kea Monthly Highlights – August 2016

Kea Connect: By the Numbers

47
Kiwi companies assisted

78
Business connections made



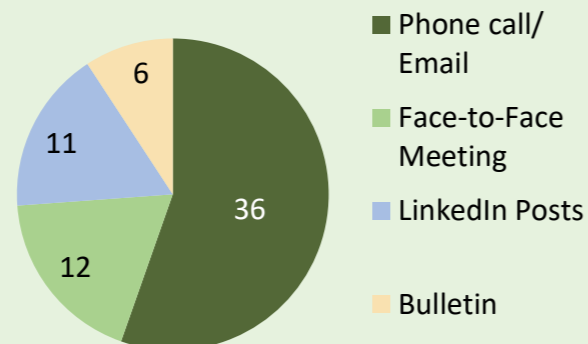
Event Highlight: Kea Connect Live

Advice from **Tim Alpe**, CEO of Jucy, WCNZ

World Class New Zealand: Notable Engagement

Greg Foran, CEO of Walmart, has agreed to host Kea and 16 Kiwi CEOs in Chicago, and present an overview of the opportunities for businesses in the US.

Matthew Tukaki, CEO of EntreHub, has agreed to host the next Callaghan Innovation Silicon Valley tech trade mission.



Kea Connect: High-Impact Highlights



Kowhai Media sought Kea's help to expand their Pro Photographer app to North America. Kea connected the company to WCNZer **Brian Sweeney**, NY-based Chairman of global communications company SweeneyVesty, who is now giving Kowhai Media advice regarding North America's digital industries.



Brian Sweeney, WCNZ
Chairman
SweeneyVesty
New York City, USA



Kea connected **Debbie Sutton**, Founder and Owner of **WineFriend**, to WCNZer **Victoria Ransom** to discuss how to build a great company culture. The two plan to meet in October.



Victoria Ransom, WCNZ
San Francisco, USA



Dot Kiwi sought Kea's assistance to identify a marketing agency that specialises in Chinese markets. Kea connected her to WCNZer **Royal Reed**, China Strategist at Prestige Consulting and Director of Prestige Lawyers. They have since met to discuss how Prestige can help.



Royal Reed, WCNZ
China Strategist,
Prestige Consulting
Auckland, NZ



RedShield Security sought connections to US credit unions as part of their American expansion. Kea connected RedShield to Kea member **Marshall Jones**, who owns and runs a fintech company in San Francisco. They met in late August to see how Marshall can assist.



Marshall Jones
VP Engineering,
Balanced
San Francisco, USA



Kea connected WCNZer **Andrew Sharp**, the CEO of **Bobux**, to **Wade Flanagan**, Innovation Developer – Footwear for Nike, to discuss how Bobux can learn from Nike's continued dominance as a brand, its creative process and the environment it's built to drive success.



Wade Flanagan
Innovation Developer
Footwear, Nike
Portland, USA



Kea connected **Aeronavics** to **Melanie Beattie**, Head of Strategic Partnerships for ASB, who has opened conversations to see whether ASB can be of assistance with Aeronavics' capital raise.



Melanie Beattie
Head of Strategic
Partnerships, ASB
Auckland, NZ

High Impact Project: ASEAN Business Roundtable and Networking Event



With a collective population of 450 million, ASEAN is one of the world's most exciting and dynamic regions of business growth, presenting significant opportunities for NZ businesses. Kea is planning an exclusive event that will provide key insights from five World Class New Zealanders who are top experts on the region across a wide range of industries. Attending will be ten Kiwi businesses who export to the region or are looking to do so.

Kea Monthly Highlights – July 2016

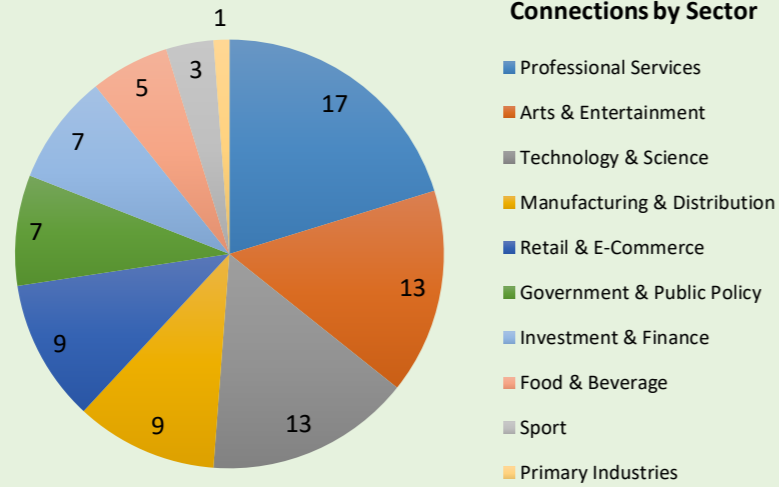
Kea Connect by the Numbers

55

Kiwi companies assisted

84

Business connections made



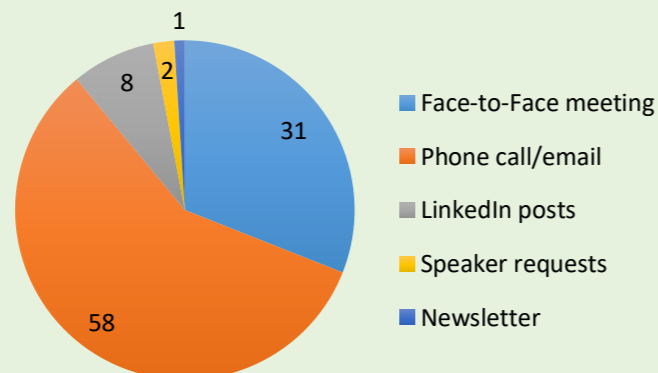
Kea Events Highlight – Kea Connect Live [Video]



World Class New Zealand Notable Engagement

Contacted **Prof David Teece**, who has agreed to host 16 NZ CEOs and WCNZers on his private yacht and presentation.

Contacted **Vaughan Smith**, VP of Mobile, Corporate and Business Development at Facebook, who has agreed to host Kea and 16 NZ CEOs on a private tour of Facebook and presentation.



Kea Connect High-impact highlights



Sococo is introducing their brand of premium kids sportswear to the US market. Kea connected them to seven North American contacts including WCNZers **Robin Lewis**, **Guy Horrocks**, **Ronnie Peters**, **Susan Sakin**, and Stolen Girlfriends Club founder **Luke Harwood**, who have provided valuable advice and connections in the New York retail sector.



Robin Lewis, WCNZ
Partner, Lewis Gordon Partners LLC
New York City, USA



Kea connected Andrew Sharp, the CEO of Bobux, to fellow WCNZers **Vaughan Rowsell**, Founder of Vend, and **Andrew Gerrie**, Co-founder of Lush and Chair of Hotel Chocolat, to assist in training Bobux staff on how to effectively sell products and give advice on how Bobux outlets should be set up.



Vaughan Rowsell, WCNZ
CEO & Founder, Vend
Auckland, New Zealand



The **High Protein Breakfast Company** is looking to grow their operations into the North American market. WCNZer **Bridget Coates**, Director of Kura Nutrition, is meeting with the company in August to give advice on the company's path to market, particularly as Kura has successfully launched into North American online retailers such as Amazon.



Bridget Coates, WCNZ
Director, Kura Nutrition
New York City, USA



Spalk sought Kea's assistance for the launch their sport commentary app. Kea member **Tony Mitchell**, Director of Program Transformation at Foxtel met with Spalk while they were in Sydney to discuss how Foxtel could implement their technology.



Tony Mitchell
Director of Program Transformation, Foxtel
Sydney, Australia



Kea has connected Barnaby Marshall, Business Director at **I Love Ugly**, with **Mark Singleton**, New Zealand Country Manager at Cotton On, to explore possible collaboration opportunities as well as I Love Ugly's expansion in the Australian market.



Mark Singleton
New Zealand Country Manager, Cotton On
Auckland, New Zealand

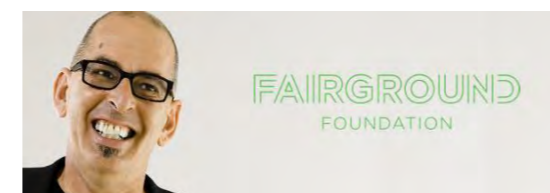


Syngency sought Kea's assistance in launching their fashion-centric online platform, specifically designed for UK modelling and talent agencies. Kea connected them to **Lexie Morris**, Head of Consumer & Retail at UK Trade and Investment, who has introduced Syngency to UKTI's fashion industry clients.



Lexie Morris
Head of Consumer & Retail, UK Trade and Investment
Beijing, China

High Impact Project Connecting World Class minds for the New Zealand Environment



Kea is working with environmentalist and WCNZer Malcolm Rands, Co-Founder of Eco Store, to bring Kiwis together in a digital project designed to protect our environment. This project is a world first digital online project where anyone in the world can zoom in geographically, find environmental projects to support and get involved by contributing time, knowledge or money. It's a simple and effective way to amplify the impact you can have on the future of New Zealand's environment.



Appendix 2

Kea Periodic Deliverables Update for NZ Inc: July-Oct 2016

Our Global Partners:



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Connection Outcomes Success Stories

1. Totum to Tan Sri Halim Saad and David Pine, former High Commissioner to Malaysia and Brunei Darussalam



Totum brings together regulatory compliance expertise, oil and gas industry knowledge and leading-edge enterprise software design to create smart software tools for the upstream oil and gas industry. Originally, Totum approached Kea for connections to oil and gas companies to pilot one of its products, the 'Permit Planner'. The company was also seeking introductions to potential investors.

Kea facilitated a breakfast between Totum and Tan Sri Halim Saad, Founder of the Markmore Group, which invests heavily in oil and gas exploration and production, among other things. Totum had the unique opportunity to pitch to Tan Sri Halim Saad and a number of other prominent individuals over a breakfast held at Kea HQ.

The feedback from Totum was that it was a fantastic breakfast meeting and a valuable and positive unexpected opportunity. Although Tan Sri Halim Saad decided not to invest in their product, the meeting led to an introduction to David Pine, the former High Commissioner to Malaysia and Brunei Darussalam, who has remained in touch with them, provided advice and kept their business interests in mind when networking. Totum is no longer looking for investment, instead it is concentrating on expanding into Australia. It said the meeting opened their minds to broader opportunities and helped them refine their focus and target markets.

2. Volt Technology to Fady Mishriki, CEO of PowerbyProxi

Volt Technology is the creator of the world's longest lasting rechargeable AA/AAA battery in high-tech devices. Kea introduced Volt Technology CEO Andrew Wigney to Fady Mishriki, Founder and CEO of PowerbyProxi, at an event held in June. Conversations between the two have continued since with Fady giving Andrew valuable advice about the company's strategy and direction, particularly how to pitch its products effectively and how to take





them to market. Andrew is discussing this feedback with his stakeholders and Fady is going to make some introductions to potential licensees.

3. Confitex to Greg Foran, CEO of Walmart and its buyers



Confitex is a specialist apparel company focused on incontinence underwear that is beautiful and functional. Looking to break into the US market, Confitex approached Kea for introductions to people in retail. Kea introduced Confitex CEO Mark Davey to World Class New Zealander Greg Foran, CEO Walmart, who in turn introduced Mark to one of the company's senior buyers.

Based on a one-and-a-half-hour conversation with a senior buyer at Walmart, Confitex has refined its go-to-market strategy for the US. The conversation with Walmart led Confitex to decide that mainstream retail was not the best move for them at this stage. Instead they are trialling a combination of direct to consumer approaches.

Mark described the conversation with Walmart thanks to Kea, as validating and valuable and ultimately enabled them to move forward. Working with Walmart in the future remains a possibility and Mark is grateful for the connection.

4. Wine Grenade to Sir Graeme Avery, Founder of Sileni Estates

Wine Grenade provides a simple, standalone tool designed to put the process of micro-oxygenation within reach of all winemakers. It's easy to use, requires no installation, and removes the cost and complexity from maturing wine.

After a successful start in NZ, CEO Hamish Elmslie approached Kea last year to help them with their overseas expansion. Kea introduced him to World Class New Zealander Sir Graeme Avery, who then over a one-and-a-half-hour call advised them on their overseas business model and pricing strategy. This was followed by a further two-hour personal meeting at Sir Graeme's Hawke's Bay estate. During this discussion, they received extensive advice about a potential investment from a French distributor, and personal introductions to BDO (where Sir Graeme worked in the past) to assist Wine Grenade on the legal and tax





issues. Since that meeting, Sir Graeme has kept a personal interest in the developments of the company, and recently offered a further 1-day strategy session free of charge.

Since the initial introduction made by Kea, Wine Grenade has progressed successfully, and is currently about to embark on its first public capital raise. They are being assisted by NZTE's financial specialists team, and are working with a NZTE customer manager on their expansion plans. Hamish told Kea that the warm introduction made to Sir Graeme has been instrumental to their international success.



Government agency highlights



Thanks to introductions by **Imogen Bosworth** from NZTE, Kea was able to connect **PageProof**, the world's first fully encrypted cloud proofing and approval system, to a powerful combination of WCNZers leading the tech space: **Mark Register** from DocuSign, **Guy Horrocks** CEO & Co-Founder of Carnival Mobile, and **Jonty Kelt** from Palantir Technologies.



Kea is working closely with MFAT to help with Brexit communications and intel gathering from local World Class New Zealanders and businesses through Kea's UK Director, Tania Bearsley. It is further exploring ways it can assist MFAT with the Pacific Economic Development project, supporting MFAT's recruitment of in-market India staff, and working to identify Kea's 2017 "Friend of NZ" Award winner.



The Education NZ team visited Kea at the end of October for an initial workshop on the new ENZ Think New brand, their storytelling approach and channels and content calendar, and we discussed in what areas Kea could help. The workshop has shaped the new focus of our partnership.



Kea included NZ Story collateral across its communications channels (Facebook, Newsletters, LinkedIn) weekly, and continues to source imagery and presentation collateral from the NZ Story library. NZ Story assets were also used in the production and marketing of the Kea World Class New Zealand Awards 2016.



Appendix 3

Kea Periodic Deliverables Update for NZ Inc: July-Oct 2016

Our Global Partners:



Supported by:



Enabled by:





Use of Sponsorship: Reference Schedules 2, Cause 1.2

Kea must use the sponsorship to assist it with the organisation, promotion and delivery of the initiatives, including the following:

- 1) Developing a deep understanding of the individuals in the WCNZ network: their background, area of expertise, how they want to contribute and who they have supported. (i.e. what connections have been made to the network member and the outcome of that connection) This network should be visible to all Government Sponsors.**

Over the past 16 years Kea has built a borderless nation, a global community of Kiwi expats, returned expats, Kiwis living in NZ and friends of New Zealand who love our country. Outside of the relationships we have created, the backbone of Kea has been to develop a global database so we can help track and connect Kiwis all around the world with a view to help NZ. We believe the depth of understanding and the relationships we have with our network members, is the key point of difference Kea's WCNZ network and digital networks like LinkedIn.

How does Kea develop a deep understanding of the WCNZ network?

Kea has quality, in-depth information on each of the WCNZ members in our ZOHO CRM database. Basic information such as background, education, work experience, sector, industry media articles are gathered on individuals before we even make a decision to invite them to join the network. All prospective network members must fit the 4 criteria in order to be invited. Many of the prospective network members are referred, so at times we can call the referee for more information if we need it.

Part of the induction process is to meet the WCNZer in person and get a good sense of their EQ, and willingness/ availability to help. We find out things like: are they comfortable with public speaking and also more personal information, passions, family, (wife, kids, etc.). We like to know their interests outside of work and what kinds of ways they would like to contribute to New Zealand.

Once we induct a WCNZer we follow up in a more formal way. We send a link directly from their ZOHO profile, with the majority of their information filled out for them (this is to make it easier for them to make changes, sign off and approve) We keep 2 kinds of bios on file, a confidential bio which contains personal info, like home addresses, family information, things that are helpful for Kea to know but that don't need to be in the public arena, and a 'contact' bio which is one that the WCNZers approve to be used when we either make introductions, or provide info to external parties, such as Govt, or Awards



ceremonies. Kea also keep a notes section in each member's profile, and we set up a google alert for all members, so that if any interesting articles, posts or Awards pop up, we reach out and congratulate them, as a light touch way of engagement and/or add the link to their file.

Any correspondence with a WCNZer is recorded against their profile. Any relevant email communications we send to them are also linked automatically to their profiles. Every two years, we send out an update – each WCNZer receives a personalised link where WCNZers can update their information. In the case of new members this is sent out as part of their induction.

It is also worth noting that we are building our information on many of the 2000 + prospective WCNZ members. This is the pipeline of emerging Kiwis and Friends of NZ that Kea feels is important to the future of NZs borderless nation.

How does Kea know what connections have been made and what the outcome of that connection is?

Any connection requests that come through for WCNZers are recorded in ZOHO. The connection requests are set up as what we call a "project" in ZOHO so that we can track the business outcomes. These projects are then attached to the WCNZers profile. This is good for tracking how often we reach out to members, how engaged a member is, and the different ways they have contributed to NZ, but more importantly, it allows us to keep a track of requests so as not to "fatigue" WCNZers. If certain high profile WCNZers keep getting multiple requests, we can push back on businesses and let them know that we will connect them in due course. Knowing which requests WCNZers can and can't help with also helps deepen our understanding of their capacity to help. We have 2 ways or tracking outcomes. 2 weeks following a connection request, our connection advisor reaches out to the company asking for any outcomes and to see if they formally 'close' the request. If the connection went well (or even if it didn't), we make a phone call to both parties. 3 months following a connection, we send out an automatic email to the business see if there are any further developments. If a connection outcome is taking longer than this, we track them separately.

Visibility of WCNZ to Government Sponsors

As far as visibility for the network to our Government Sponsors
Earlier this year, Kea developed and launched the "WCNZ dashboard" where NZ Inc Sponsors have access to a searchable dashboard containing the full list of WCNZers, including names, titles, organisations, sectors, industries, regions, country, city and a link to their bio. This information automatically updates with any profile changes we make to the network for the database.

Our Govt partners can contact Kea anytime for a search / connection request / warm introduction. A key thing to remember is that aside from the WCNZ network, we have a



large network of “prospective” that are usually very helpful as well and broadens the network significantly.

2) Documenting the Connection Process - that ensures connection requests are responded to within 48 hours and if required directed to other support agencies. (e.g. ATEED or NZTE) The process should allow Kea to report against the number of connections made and the outcomes of those connections to its board and Govt Sponsors.

Kea has created 3 versions of this. (see below) One we created for external use on the website, to help businesses understand our process. The second one is for NZTE, and the third is used to guide our internal processes. This includes steps like, checking if the connections seekers are NZ registered companies, and checking with NZTE customer advisor to see if the connection seeker is F700, have a customer manager or if they are a foundation customer. Kea’s connections adviser includes a series of “background” checks to ensure we are helping quality businesses with potential, to help achieve high impact connections.

We regularly report on our connections and outcomes to both our board and sponsors. We send out a monthly update of our connections which are taken directly from ZOHO. These can be viewed at any time.

There is still debate over the definition of a “successful outcome”. Kea and its board strongly agree that Kea’s role is to open doors to people in its global network that businesses otherwise would not have access to, and that “connecting” and accessing advice from the global network is a successful outcome. Kea decided in a strategy day in February that making sales, finding customers and accessing capital are things we do not want the WCNZ network accessed for. This is reserved for the larger agencies like NZTE who have the resources and specialist teams. Kea has however put together a resource on the business eco system and we use this to help guide companies to a list of suitable organisations that can assist them in their various stages of business growth.

3) Relationship Management - A network is reciprocal, Kea understands what motivates its members to contribute, in particular the “1000”, and ensures it’s in regular communication with its members and keeps them engaged

Relationship management is the basis for the success of the WCNZ network. It is also the primary work we do, that often goes unseen and is difficult to measure. Hence the WCNZ engagement panel on the dashboard. Given the majority of our network members are extremely busy. Part of the art and science of building a reciprocal network, relies on knowing when and how to communicate with the network. Face to face interactions are always the best, and so Kea international tours and visits with member when they come back to NZ are key to maintaining engagement. Face to face is by far the best way to build a relationship, understand your members and the biggest chance for us to impart knowledge



of Kea and the ways they can help contribute to NZ. Hosting events and inviting WCNZers to various events around the world (PM visits, networking events, Awards, rugby games, NZ film launches etc.) are also wonderful ways to both give back and interact with network members. People love to feel like they have VIP treatment, and to feel appreciated and that is the intent with which Kea communicate with our network. Often this is done in conjunction with our partners, like NZTE who recently offered Kea a corporate box at the All Blacks (Nov 4), to invite influential members of the WCNZ network to as a way to connect them to the NZ Inc cohort. A good example of this was we invited Greg Foran (President of Walmart) and his wife (along with 14 other influential members of the network), which they loved. Conversations were made, relationships were forged and now NZTE can continue this relationship with Greg moving forward. Now when either of us reach out to Greg, he will be much more open to responding and helping.

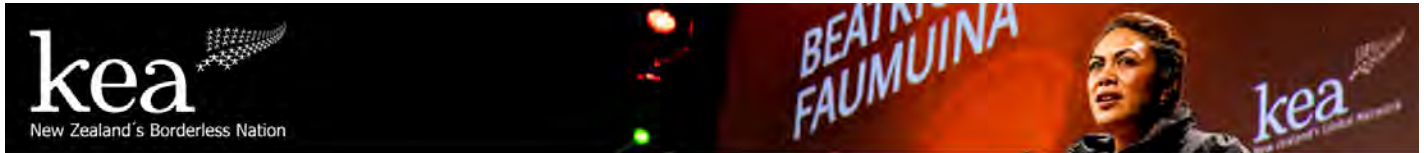
Given Kea's resource constraints, digital communications to the network are still very important, but balanced in a way that is both sparse but meaningful. A lot of work and research has gone into developing our communications strategy and analytics and feedback are always taken into consideration. We send out a quarterly WCNZ newsletter (approx. every 3 months) thanking them for the connections they have made, achievements of the network, and highlighting opportunities to contribute to NZ. These have between a 50% - 70% open rate. (compared with a 15% – 20% open rate for Kea's global newsletter) We also send out a WCNZ Connections bulletin – entitled "Can you help these Kiwi companies?" – This is designed for WCNZers to scroll down and see if there are any businesses they can assist if they want to. If they are too busy or cannot help they can scroll on past. We segment this by region, and have between 50% – 80% open rate on these bulletins. More importantly we get a wonderful response rate of people wanting to help. We get mixed feedback for the network about these bulletins, some saying that they love the format and seeing how they can help, and others saying that the requests are too low level for them to help. As we move further towards High Impact focus, we hope to include a mix of more high-level projects driven by our Govt sponsors and our global partners.

4) Integrating the NZ Story – in all aspects of Kea's marketing promotion and events offshore as well relevant and appropriate. Kea WCNZ Awards 2016 would be considered a best practice benchmark for relevant integration. Specifically, Kea agrees to deliver a consistent narrative through its channels, share supporting evidence and materials with the global networks, and represent NZ story values throughout its communications.

Kea are huge supporters of the NZ Story. We use it across all off our communications on a daily basis, on our website, in our messaging and particularly in our Awards and events. Kea is proud that the World Class New Zealand Awards are considered a best practice benchmark for relevant integration. We have sent out co-joint collateral and communications to both Kea and the WCNZ network. We meet every few months to try and keep on top of any new collateral; messaging or nuances that may help keep our communications fresh and interesting.



Connection Process (A) – Outline for NZTE



We're connecting Kiwi businesses to the world

Kea Connect connects Kiwi businesses to key in-market contacts. With a network of industry experts around the world, we're making sure no Kiwi business has to make a cold call.



How it works

| | | | |
|---|-----------|---|--|
| 1 | Request | Connection request comes in | Connection seekers fill in the online Kea Connect form to start their journey |
| 2 | Review | Kea reviews requests and gets in touch with connection seekers within 48 hours | Kea Connect helps NZ businesses grow globally by connecting them to members of the Kea network able to assist. Unfortunately, Kea is not able to assist with all requests, but is happy to provide the best connections available |
| 3 | Search | Kea conducts a database search using the information provided | With over half a million Kiwis, expats and Friends of New Zealand in the Kea network, we deliver value to connection seekers through the right introductions |
| 4 | Ask | Kea reaches out to the appropriate people to see whether they can help | Using the information provided, we approach Kea members who match the request. Additionally, we drive requests through our digital channels, including our online Connection Seekers board |
| 5 | Connect | If they consent, Kea will introduce connection seekers to Kea members and/or World Class New Zealanders who might be able to assist | Once we identify the right people to connect connection seekers to and these have agreed to help, we make warm introductions via email. To protect people's privacy, we do not release contact details without expressed consent. We hope one can appreciate that business connections such as these can take time |
| 6 | Follow up | We follow up with both parties in the months after a connection is made to see how they are getting on | To ensure connection seekers make the most of Kea Connect, we get in touch periodically in the months after a connection. Where appropriate, we may ask questions regarding the experience and craft a success story piece around requests |

What we can do

- We can make warm introductions, on behalf of connection seekers, to relevant members of the Kea network that may be able to help through their own contacts and expertise
- List a business request on our newsletter and/or website, increasing the chances of finding the right connections
- If we can't help, we will connect our connection seekers to someone who can

What we can't do

- Find connection seekers companies
- Guarantee that every introduction will make a business an overnight success
- Market one's goods and services

Whatever stage your business is at, whatever kind of advice you're after, NZ's borderless nation can help. Fill out the [Kea Connect form](#) to get started.



Connection Process (B) – Outline on Kea website

Supported by **ASB**

What is Kea Connect

Making global connections for the benefit of New Zealand.

Kea Connect, supported by ASB, connects Kiwi businesses to global New Zealanders helping them break into new markets. With a network of industry experts around the world, we're making sure no Kiwi has to make a cold call.

World Class talent is waiting to help you

Fill out our online form by clicking the button below. From here we can begin the conversation about connecting you with the right member of the World Class New Zealand network to help you.

CONNECT

kea connect
Supported by **ASB**

- 1 Fill in the online Kea Connect form
- 2 We conduct a needs assessment and search the Kea database
- 3 We reach out and connect you to relevant people in our network

We're always looking for passionate Kiwis who want to help.

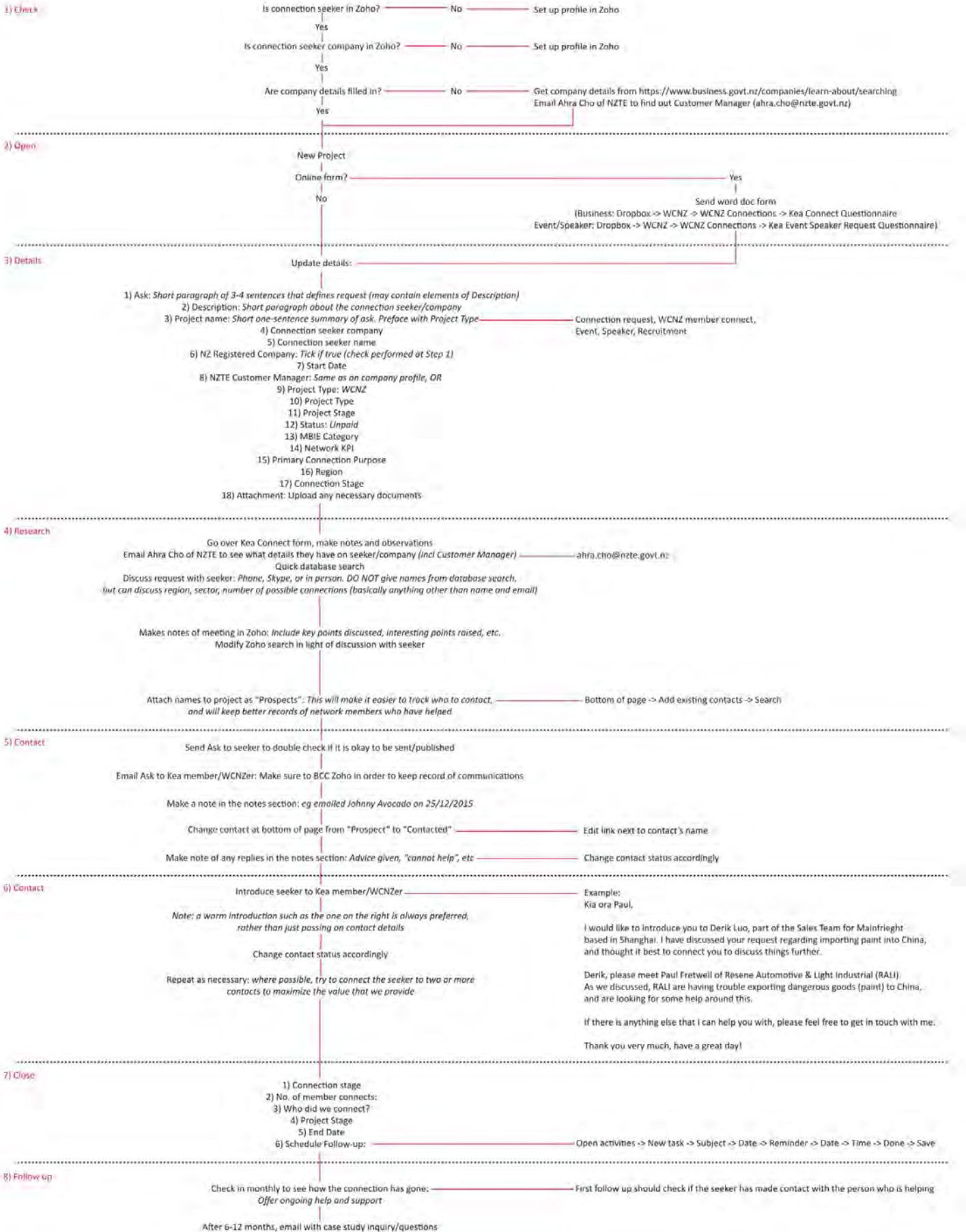
Have a look at some of the Kiwi organisations who are looking for help from global New Zealanders.

We're here to help your global ambition.

Whatever stage your business is at, whatever kind of advice you're looking for, New Zealand's borderless nation is ready to help. Just fill out the [Kea Connect form](#) so we can get started.



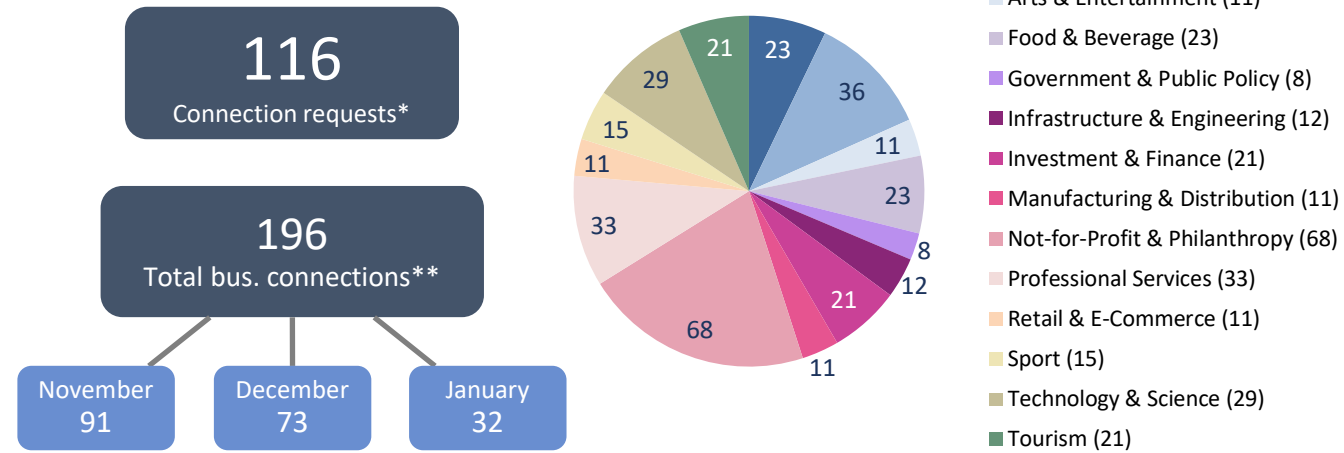
Connection Process (C) – Internal



Kea Periodic Deliverables Update for NZ Inc

November 2016 – February 2017

Connections by the numbers



* **Connection requests:** A request from a New Zealand business that has been submitted to Kea.
 ** **Business connections:** Connections made by Kea on response to a connection request.

High impact connection examples

CONFITEX requested an introduction to experienced business-people in Japan. Kea connected them to **Jonny Hendriksen** (WCNZ), an expert in online marketing and advertising who has spent much of his life working in Japan.

Jonny Hendriksen, WCNZ
 Founder and CEO
 Shuttlerock
 Los Angeles, USA

Kea assisted **ATEED** with a VIP Singaporean trade delegation to Auckland, organising amongst other things a presentation by **Robert Oliver** (WCNZ) on the food and beverage opportunities in New Zealand, and a private tour of WCNZer **Charles Chow's** Matakana estate. Charles is a Singaporean investor and an excellent point of reference.

Charles Chow, WCNZ
 Found Manager
 Auckland, NZ

Robert Oliver, WCNZ
 Chef and Writer
 Auckland, NZ

Universal Distributors sought Kea's help finding distribution, wholesale and retail networks in Asia for a surface coating product. Kea made introductions to **Greg Reynolds** of YourBusinessinAsia.com and **Lukas Beech** (WCNZ). Both specialise in Asian business solutions for international companies.

Lukas Beech, WCNZ
 Korea Business Solutions
 Seoul, Korea

Kea connected **Kerry Osborne** (WCNZ), Director of the Australia-NZ Recycling Platform, to **Priv Bradoo** (WCNZ), Founder and CEO of BlueOak, a disruptive low-cost precious metal refining company. Both were keen to connect and share insights about their mutual interest in environmental sustainability and e-waste recycling.

Privahini Bradoo, WCNZ
 Founder and CEO
 BlueOak
 San Francisco, USA

Through **Lara Bowen** (WCNZ), Kea connected **StarNow** to **Ivan Mason**, CEO of Hogarth & Ogilvy, **Jon Compton**, Head of Broadcast, and **Clare Donald**, Chief Production Officer for Ogilvy and Mather. StarNow also met with **Sacha Leyland**, one of the Global Business Directors on Dove for Unilever. They are in early talks to cast Dove's 'Real Women' campaigns.

Lara Bowen, WCNZ
 Managing Partner
 Ogilvy and Mather
 London, UK

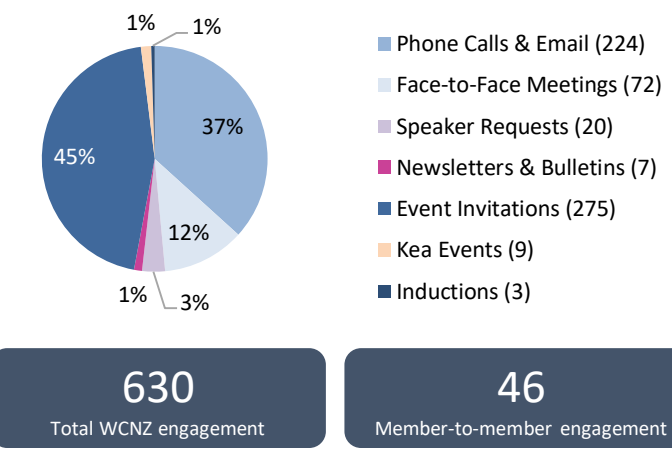
Ivan Mason
 CEO and H&O
 Ogilvy and Mather
 London, UK

Kea connected farming equipment manufacturer **Cambrian Engineering** to ex-GM of Fonterra Brazil **Craig Bell** (WCNZ), who currently heads up Kiwi-owned, Brazil-based dairy company **Leitissimo**. Craig provided Cambrian with helpful insights for exporting to South America, and made introductions to **William Wattie**, former NZTE Brazil Country Manager and New Zealand Consul General.

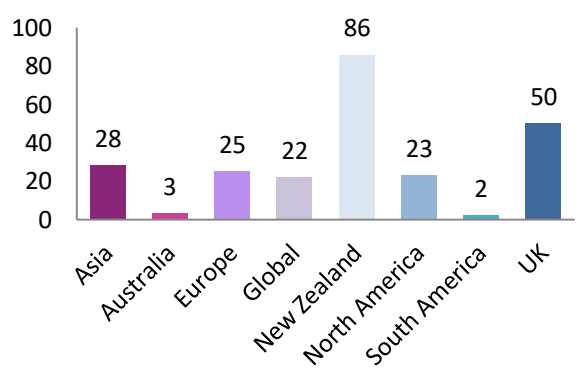
Craig Bell, WCNZ
 CEO
 Leitissimo
 Bahia, Brazil

William Wattie
 NZ Consul General
 Brasilia, Brazil

WCNZ notable engagement



Connections by region



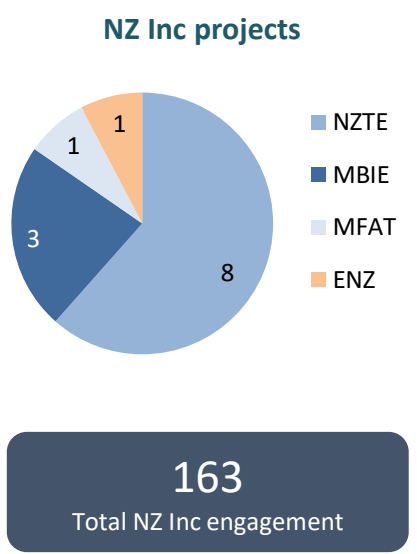
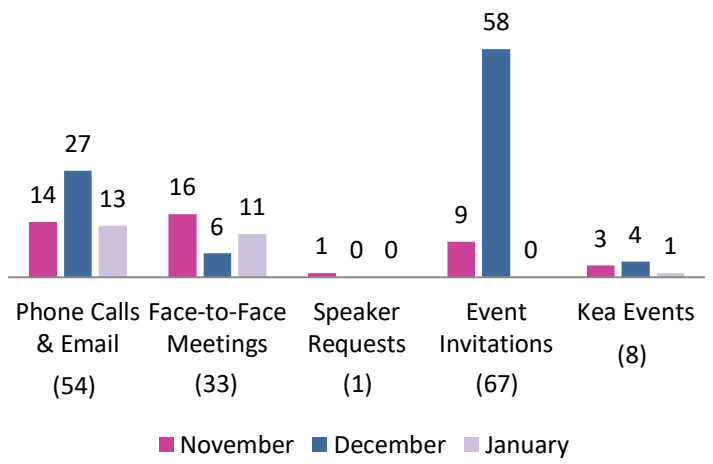
WCNZ member-to-member connections
 Kea connected **Guy Horrocks** to **Greg Foran**. Guy is the CEO and Co-Founder of New York's Carnival Labs. He invited Greg Foran, President of Walmart, to present to the NY Flat White meet up for Kiwi creatives and entrepreneurs. Guy also requested an introduction to the Walmart Mobile Product team.

Josh Gilbertson to NZ tech and Māori business communities
"Thanks to Kea, I met with over 15 organisations while in New Zealand: some interesting start-ups needing mentorship and/or investment, established companies looking at expanding internationally and others wanting help to innovate and grow. I will certainly look to join the board of one. I also managed to catch up with Richard Dellabarca."

Kea Periodic Deliverables Update for NZ Inc

November 2016 – February 2017

NZ Inc engagement



Government agency highlights



- Assisted the NZTE Madrid team to transition NZ manufacturing firm Mastip into the EU market.
- Provided the NZTE Shanghai team with extensive support around the organisation of the 2016 Kiwi Week and Shanghai Ball, in November.
- Met with the TC in Hong Kong to discuss WCNZ and the role Kea plays in the region. Kea's China Director did a presentation on WCNZ and talked about Kea's ability to help in China. A cooperation plan was drawn up.
- Met with East Asia Market Manager, Anne Collins, to discuss cooperation on the Kea North Asia tour. Further explored avenues to increase connections and leverage each others' contacts.
- Met with Jeremy Hall in Auckland to discuss Kea's upcoming tour to North Asia (March 2017) and agreed on mutually beneficial outcomes. Jeremy provided introductions to the Tokyo and Seoul offices to help coordinate two Kea Inspire networking events at the respective NZ embassies.
- Arranged for Kea's interactive WCNZ network map to be distributed to all key MFAT offices globally.
- Assisted MFAT with research on the wider Auckland business start-up ecosystem by sharing findings Kea drew in this area in 2016.
- Provided assistance for the inaugural visit of Rt Hon Bill English to the UK and invited WCNZers and leading business people from the Kea network to the reception.
- Spoke with Jonathan Steffert from MFAT in Washington DC regarding Kea's 2017 plans for the US, including a black tie event in New York.
- Invited Ambassador Tim Groser to attend WCNZ functions in Chicago around the All Blacks vs Ireland and Māori All Blacks vs USA Eagles games.
- Cooperated with local MFAT teams around the world on the selection of the 2017 'Friend of NZ' Award winner. A suggestion from MFAT Indonesia has been provided and submitted to the judges.

High-impact engagement: Kea Reception for PM, London



Prime Minister **Bill English** and **Dr Mary English** were guests of honour at an MFAT and Kea hosted drinks reception in London, with 29 WCNZers in attendance. The PM provided an update on New Zealand affairs and shared insights on his time in Brussels, and meetings with Theresa May and London Mayor Sadiq Khan.

The evening enabled businesses such as **Crimson Education, Xero, Released, Orion Healthcare** and **Ovation** to connect with World Class New Zealand network members.

NZ Inc connections



Kea introduced **Amanda Eliason**, Investment Manager of NZTE London, to **James Mahoney**, Senior Managing Director of CVC Capital Partners. Amanda is supporting New Zealand transactions of interest to CVC.



Kea introduced **Sean Fitzpatrick** to **Sir Lockwood Smith** in London. The introduction enabled Harlequins' GM to extend an invitation to Sir Lockwood to the Harlequins vs. Māori All Blacks game.



Kea assisted NZTE's ICT Business Development Manager, **Dhaval Gore**, with connections for **MIME Analytics, Vend, and Merlot Aero**.



- Kea has provided ENZ with a short list of WCNZers for potential profiling (both indepth video testimonials and 'light touch' selections). Any videoing and interviewing will be done in the second half of the financial year.
- Regarding the migration of NZ educated alumni on the Kea database, ENZ will re-adjust the timing of this deliverable. ENZ has expressed that they will revisit the topic once they tighten up their own database and alumni strategy timings. Kea will remain on stand-by and open to any further request and guidelines.

New Zealand Story

Kea included NZ Story collateral across its communication channels weekly, and continues to source imagery and presentation collateral from the NZ Story library. NZ Story assets will also be included again this year in the production and marketing of the World Class NZ Awards 2017.



Appendices

Kea Periodic Deliverables Update for NZ Inc: Nov 2016 – Feb 2017

Our Global Partners:



Supported by:



Enabled by:



Kea Monthly Highlights

November 2016

High Impact Project: Kea US Tour

Kea travelled to the US in October alongside ASB, who hosted 15 Kiwi CEOs and top executives. Kea engaged members of the WCNZ network to host, speak and share information with NZ businesses. NZTE also contributed immensely, hosting WCNZ corporate boxes at both the All Blacks and Māori games. Many high impact business connections were made during this tour. It also proved to be a fabulous opportunity to connect with World Class New Zealanders in the US.

Chicago

Kea hosted a lunch with **Greg Foran** (WCNZ), CEO of Walmart, who spoke to NZ businesses on running one of the world largest retailers, the challenges of traditional retail vs e-commerce, and opportunities in the US. Kea also hosted a 'Doing Business in the US' panel with WCNZers **Claudia Batten**, **Jonty Kelt** and **Bart Campbell**.

San Francisco

Kea hosted three fantastic events in San Francisco with World Class New Zealanders **Vaughan Smith**, **Victoria Ransom** and **Professor David Teece**.



"Kea, thanks for everything you did for us. We had an absolutely wonderful time reconnecting with Kiwis. It's been categorically the best weekend we've had in years and years. Being able to do what we did this weekend makes us realize how great NZ is."

Greg Foran, President & CEO, Walmart



"There were so many key learnings from this US trip for the NZ businesses. I thought it was excellent and showed the key benefits of being associated with Kea."

Ross Buckley, Chair, KPMG, Auckland

World Class New Zealand Profile: Helen Robinson



Helen Robinson is an outstanding Kiwi businesswoman who has been involved with tech companies globally for over 20 years. She is the Supreme Winner of the Women of Influence Award 2016.

Helen has played a pivotal role in the development of women in business. Her former roles include, Head of Microsoft NZ, CEO of TZ1, and VP of Pivotal Corporation for CDC Software.

Helen is the Chair of Cloud M and the Network for Learning. She is also Co-Founder and Executive Chair of Organic Initiative. Her passion lies in growing businesses that are both scalable and good for humanity.

Kea Connect: High-Impact Highlights

CONFITEX™

CONFITEX requested an introduction to an experienced business-person in Japan. Kea connected it to **Jonny Hendriksen** (WCNZ), an expert in online marketing and advertising who has spent much of his life working in Japan.



Jonny Hendriksen, WCNZ
Founder and CEO
Shuttlerock
Los Angeles, USA



A boutique NZ chocolate maker sought introductions to specialised automated chocolate manufacturers and makers of packaging equipment. Kea reached out to **David Irving** ONZM, who made introductions to **Matt Crosby**, GM and member of the Crosby family who owns Prolife.



David Irving, ONZM
Co-Founder
Prolife Foods
Auckland, NZ



Kea assisted **ATEED** with a VIP Singaporean trade delegation to Auckland, organising amongst other things a presentation by **Robert Oliver** (WCNZ) on the F&B opportunities in New Zealand, and a private tour of WCNZer **Charles Chow's** Matakana estate. Charles is a Singaporean investor and an excellent point of reference.



Charles Chow, WCNZ
Founder Manager
Auckland, NZ



Robert Oliver, WCNZ
Chef and Writer
Auckland, NZ



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Lukas Beech, WCNZ
Korea Business Solutions
Seoul, Korea



Kea connected **Kerry Osborne** (WCNZ), Director of the Australia-NZ Recycling Platform, to **Priv Bradoo** (WCNZ), Founder and CEO of BlueOak, a disruptive low-cost precious metal refining company. Both were keen to connect and share insights about their mutual interest in environmental sustainability and e-waste recycling.

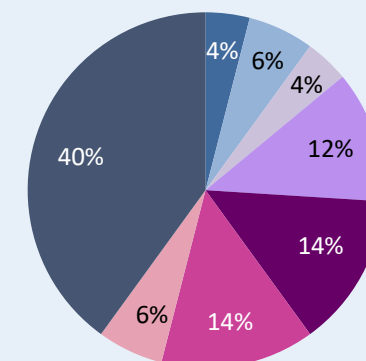


Privahini Bradoo, WCNZ
Founder and CEO
BlueOak
San Francisco, USA

Kea Connect: By the numbers

30
Kiwi companies assisted

91
Business connections made



- Academia & Education
- Advertising, Marketing & Media
- Arts & Entertainment
- Food & Beverage
- Government & Public Policy
- Technology & Science
- Investment & Finance
- Other

Kea Monthly Highlights

December 2016 / January 2017

Kea Events: World Class New Zealand

Kea hosted three World Class end of year events around the world to thank the WCNZ network and celebrate a successful 2017.

Kea Bespoke WCNZ Luncheon, Auckland



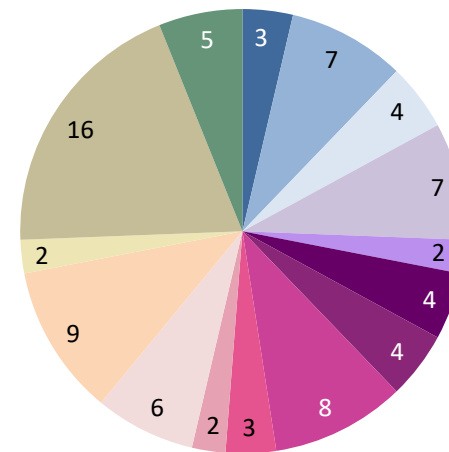
On 7 December, thanks to Kea's partner Adrenalin Group, we hosted 25 World Class NZers and representatives from Kea's Global Partners at an exclusive lunch in Auckland.

The purpose of the event was to celebrate another successful year and to express our gratitude to our WCNZ members and partners.



The Auckland event enabled potential high-impact connections between at the WCNZers present and the CEOs of five of Kea's Global Partners.

Kea Connect: By the numbers



- Academia & Education
- Advertising, Marketing & Media
- Arts & Entertainment
- Food & Beverage
- Government & Public Policy
- Health
- Infrastructure & Engineering
- Investment & Finance
- Manufacturing & Distribution
- Not For Profit, Charity & Philanthropy
- Professional Services
- Retail & E-Commerce
- Sport
- Technology & Science
- Tourism

37
Kiwi companies assisted

122
Business connections made

Kea Connect: High Impact Highlights



WCNZ member-to-member connections

Kea connected **Guy Horrocks** to **Greg Foran**. Guy is CEO and Co-Founder of New York's Carnival Labs. He was hoping Greg Foran, President of Walmart, would present to the NY Flat White meet up for Kiwi creatives and entrepreneurs. Guy also requested an introduction to the Walmart Mobile Product team.



Josh Gilbertson and NZ tech and Māori business communities

*"Thanks to Kea, I met with over 15 organisations while in New Zealand: some interesting start-ups needing mentorship and/or investment, established companies looking at expanding internationally and others wanting help to innovate and grow. I will certainly look to join the board of one. I also managed to catch up with **Richard Dellabarca**."*

Kea Connect: By region



- UK:** 23 connections
- New Zealand:** 22 connections
- N. America:** 10 connections
- Europe:** 10 connections
- Asia:** 2 connections
- South America:** 2 connections
- Australia:** 1 connection

Kea Monthly Highlights

December 2016 / January 2017

Kea Events: World Class New Zealand

Kea Christmas Luncheon, London



UK/Europe Regional Director Tania Bearsley hosted the annual UK Christmas luncheon, thanking those who support Kea's gatherings for WCNZers and Kea members throughout the year.

The lunch brought together Xero's **Craig Hudson**, **Stuart Mckinley** of Yeastie Boys, **Todd Nicholson** of NZ Beer Collective, **Tom Belgrave** and **Nathan Cox** from Halo Financial, and WCNZer **Peter Gillingwater**.

The luncheon was hosted at NZ-founded Caravan's new Bankside restaurant, and enabled businesses to connect and share updates such topics as Brexit, the NZ-EU FTA and the new US President Elect.

Kea Connect: High Impact Highlights



Through **Lara Bowen** (WCNZ), Kea connected **StarNow** to **Ivan Mason**, CEO of Hogarth & Ogilvy, **Jon Compton**, Head of Broadcast, and **Clare Donald**, Chief Production Officer.

StarNow has also met with **Sacha Leyland**, one of the Global Business Directors on Dove for Unilever. They are in early talks to cast Dove's 'Real Women' campaigns.



Kea connected Cambrian Engineering, a high quality farming equipment manufacturer, to WCNZer and former General Manager of Fonterra Brazil, **Craig Bell**. Craig currently heads up Leitissimo, is a Kiwi-owned, Brazil-based dairy company.

Craig provided Cambrian with helpful insights for exporting to South America, and made introductions to **William Wattie**, former NZTE Brazil Country Manager and New Zealand Consul General.



Kea-Barfoot Cheese and Wine Drinks, Shanghai



China Director Suzy Fewtrell hosted a Shanghai event with Barfoot & Thompson to bring together expats, Kea members, WCNZers and 'Chiwis' interested in the New Zealand housing market.

Supported by ASB and Yealands, the event saw an excellent turnout discuss the possibilities and future of the NZ property market with Kiri Barfoot and other Barfoot & Thompson real estate agents. Kea connected **Kiri Barfoot** and **Jen Baird** from Barfoot with Consul General **Guergana Guermanoff** and WCNZers **Mark Tanner**, **Luke Minford** and **Vivian Zhang**.

Kea Reception for PM Bill English, London



New Prime Minister **Bill English** and **Dr Mary English** were guests of honour at an MFAT and Kea hosted drinks reception in London, with 29 WCNZers in attendance. The PM provided an update on New Zealand affairs and shared insights on his time in Brussels, and meetings with Theresa May and London Mayor Sadiq Khan.

The evening enabled businesses such as Crimson Education, Xero, Released, Orion Healthcare and Ovation to connect with World Class New Zealand network members.

World Class New Zealand: Notable Engagements



Jamie Metz: Homo Sapiens 2.0? Genetic Enhancement, Bioethics and the Future of Humanity

Kea and Augen Software Group hosted twenty WCNZers for a presentation by **Jamie Metz**, Senior Fellow of the Atlantic Council, writer, media commentator, international affairs and biotechnology policy expert.

Jamie provided keen insight into emerging technologies and how and why New Zealand businesses should embrace them.



Kea's Global Partners

Over the last year, Kea has successfully confirmed seven corporate Global Partners from now until 2019. These are: Air New Zealand, ASB, ATEED, AUT, Barfoot & Thompson, KPMG and Spark NZ. Each Global Partner uniquely reflects the interests of Kea's Borderless Nation, from travel to banking, to property.

Below is a list of the key initiatives Kea is in the process of developing with each Global Partner in 2017. Each initiative is designed specifically to drive high-impact global connections that benefit New Zealand.



- Celebrate Kiwi success all over the world
 - Fly 2017 World Class NZ Award winners home in June



- Connect Kiwi businesses with global expertise
 - Support and promote Kea Connect



- Attract business and investment into Auckland
 - Forge stronger relationships with LA and Guangzhou.



- Give NZ students access to an international pool of opportunities
 - InterNZ programme, introductions between students and WCNZ and events in New York



- Promote NZ property/investment opportunities globally
 - Host events across China, UK and Australia



- Fuel NZ's prosperity by showcasing our world leading knowledge
 - Be thought-leaders on pressing issues, with a focus on NZ and Australia



- Bring the latest technology to connect NZ's Borderless Nation
 - Enhance the ways Kea members and WCNZ can connect with each other globally

Additionally, Kea continues to work with Prestige Consulting and has strong ongoing relationships with Yealands, Weta Workshop and Bespoke NZ.

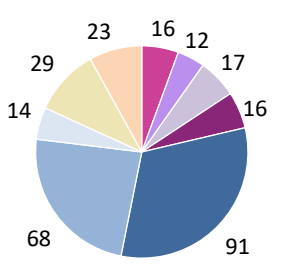
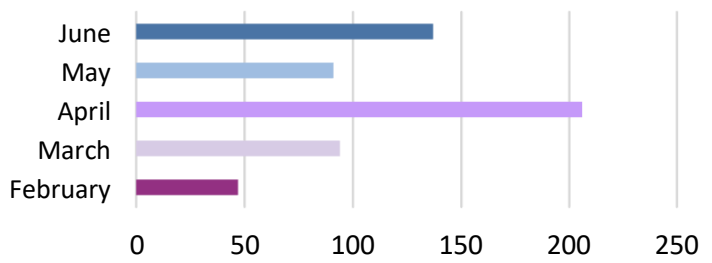
Kea Periodic Deliverables Update for NZ Inc

February – June 2017

Connections by the numbers

178
Connection requests*

575
Total bus. connections**



- Academia & Education (16)
- Advertising, Marketing & Media (12)
- Arts & Entertainment (17)
- Manufacturing & Distribution (16)
- Not For Profit, Charity & Philanthropy (91)
- Professional Services (68)
- Retail & E-Commerce (14)
- Technology & Science (29)
- Other (23)

* **Connection requests:** A request from a New Zealand business that has been submitted to Kea.
 ** **Business connections:** Connections made by Kea in response to a connection request.

High impact connection examples

WALK ON Introduced Walk On to numerous US connections, including Icebreaker North America, NBA, the US Military, NZTE and Canterbury USA.

Walk On is a bespoke footcare product made from NZ merino wool designed for athletes and outdoorsmen.

Kea connected Walk On's Founder, **Lucas Smith**, to **Justin Walford**, President North America for Icebreaker, and **Trish Choudhary**, CEO of E-Sep Technologies. A well-connected Kiwi in San Francisco, Trish in turn introduced Lucas to the Head Buyer at Recreational Equipment Inc, NZ Trade Commissioner **Adam Bennett**, footwear makers Wolverine Worldwide, and Canterbury North America. Trish also distributed Walk On samples to NBA members in her network.

Kea further enabled the connection between Lucas Smith and Kea member **Katy Kunkel**, a US based freelance marketing strategist. Katy is well connected with the US military and has distributed Walk On's samples to her network.

This connection is ongoing with further discussions for global distribution.



Connected E-Sep Technologies to Finistere Partners

E-Sep Technologies is an innovative biotechnology firm that has developed an industrial separation solution through a biochemistry based platform. E-Sep technology demineralises dairy stream (including acid whey) for production of premium food and/or pharmaceutical grade products, using a single, chemical free process.



Kea introduced E-Sep Technologies' **Trish Choudhary** to San Diego based Kea member **Arama Kukutai**. Arama has provided Trish with a wealth of insight into the food and beverage and agritech industries. He is also keen to introduce her to the CEO of Strauss Group, Israel's leading food and beverage accelerator.

Arama has also connected Trish with another fellow Kiwi, **Rob Trice** who is Founder of Better Food Ventures, and The Mixing Bowl, the business of connecting Food, AG, and IT innovators in the US. Rob has invited Trish along to The Mixing Bowl event, where she will meet both Arama and Rob there, among other industry members.



Introduced Lewis Road Creamery to former MD Yoplait

Kea connected artisan dairy brand, Lewis Road Creamery to former Managing Director of Yoplait, **Bharti Parsotam**.



Through this introduction, Lewis Road secured a three-hour meeting with Bharti, **John Alderman** of Kraft-Heinz and **Scott Flewelen** of Barclays, to uncover market insights and operations of UK dairy supply chain and supermarkets.

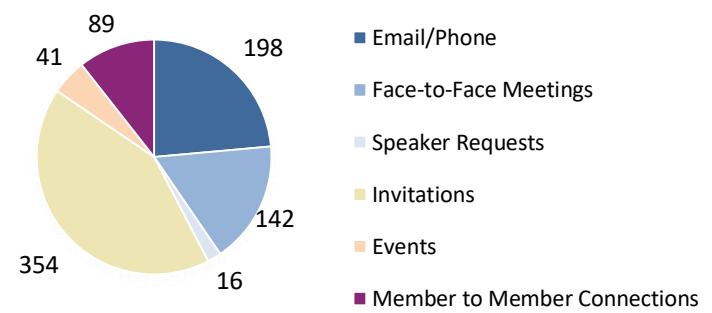
"It has had its challenges but especially after meeting with John this morning (who spent 3 hours with me!), I feel much more on track and it is amazing to have someone to turn to with such incredible experience in the FMCG industry. KEA is a fantastic network and it is so nice that other kiwis are so willing to help and offer their services." **Jamie Svensen, Lewis Road Creamery**



World Class NZ notable engagement

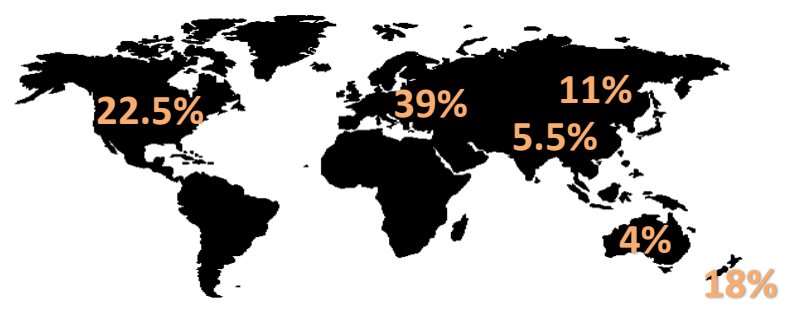
840
Total WCNZ Engagement

89
WCNZ Member to Member Engagement



Connections by region

- Southeast Asia: 5.5%
- Australia: 4%
- China: 11%
- New Zealand: 18%
- North America: 22.5%
- UK/Europe: 39%



Introduced LatiPay to World Class New Zealander Charles Chow

Kea introduced LatiPay's CEO, **Leigh Flounders** to WCNZer **Charles Chow** while Leigh was in Singapore for LatiPay's Series A funding round closing of \$3 million. Leigh reported that he received great advice and ideas from Charles, and that Charles is keen to stay in contact for ongoing support.

Kea Periodic Deliverables Update for NZ Inc

February – June 2017

High impact engagements: World Class NZ Awards



This year's WCNZ Awards was another sell out event with 750 influential guests in attendance. The auspicious evening was brimming with high profile winners, dignitaries and honoraries, as well as an incredible number of WCNZers together in one room.

The night exuded culture, entertainment, gastronomy, performing arts, and hi tech as well as automated user friendly technology.

The evening would not have been possible without the support of our Global Partners/Award Sponsors, particularly AUT as Supreme Award Sponsor. Acknowledgement should also go to our Awards supporters, NZ Government, Weta, Yealands, Villa Maria, DB Breweries and OnePure.

3,750 Face-to-face connections*

95 Entrepreneurs connected to investors

32 Market experts connected to business advisers

711 Business connections exchanged via Awards app

* **Face-to-face connections:** A conservative estimate based on 750 guests meeting 5 people each.

High impact connection examples (II)



Connected Good Buzz Brewing Co. to The Drinks Project, and KraftHeinz Marketing Manager



Kea has also introduced Good Buzz to **John Alderman**, Marketing Manager of Kraft-Heinz. John has provided Good Buzz with insight, advice, and support. He has also connected with Ben of The Drinks Project to provide collaborative assistance.



Both have advised Good Buzz on UK trade margins comparative to NZ's to guide their profit and loss build. The two experts have also advised on legalities and taxes, UK consumer profiling, distribution models, and supply chain operations.

Additionally John reached out to a contact from UK beverage, Ugly Drinks. This contact provided insight on industry challenges such as how to scale manufacturing, competitor analysis, and the global beverage landscape.



Introduced award winning WCNZer Ian Wright to Walmart President Greg Foran, Auckland Transport, and ASB customers

Kea introduced 2017 World Class New Zealand Award Winner, **Ian Wright**, CEO of Wrightspeed to the President of Walmart, Greg Foran who has organised a meeting with his Head of Supply Chain to discuss the possibility of electric vehicle usage for global Walmart product distribution.

Kea also connected Ian with **Lester Levy**, Chairman of Auckland Transport (AT). At this meeting Ian also connected with:

- **David Warburton** – CEO of AT
- **Mark Lambert** – Chief Metro Officer AT
- **Liz Halsted** – AT Strategic Innovation and Technical Developments



Discussions with the AT team resulted in leads such as NZ Bus, Ritchies and others for Ian, as well as further connections with consultants regarding his Electric Power Train vision and future AT issues.

Furthermore, Kea arranged a roundtable event for ASB to discuss the future of electric vehicles in NZ. ASB invited:

- **Hall's Refrigerated Transport**
- **Mondiale Freight Services**
- **Cardinal Logistics**
- **Apollo Bidco**
- **Go Bus Ltd**

Events: Global

Kea US Tour – May / June

Kea's recent US tour was a great success, culminating in 8 new inductees across a range of industries in SFO, LA and NYC. It proved a great chance to engage with the NZTE teams in all three cities, catch up with various expat groups and meet current and new World Class NZ members.

- 8 new WCNZ inductions to incredible people at Facebook, Twitter, Netflix, Pandora, NASA, Amazon, Google and Flight Centre USA.
- 3 WCNZ events in San Francisco, New York City and Los Angeles
- 15 high impact connections as a result of the trip
- Good meetings with NZTE teams in all three cities

Kea got to visit new areas of Google, Facebook, Intuitive Surgical, Wrightspeed and see the different projects that WCNZers are involved in.

Kea North Asia Tour – February / March

This successful tour was about reinvigorating existing relationships in Japan and Korea and creating new ones. Kea hosted two very successful events with 150+ attendees, six new WCNZers were inducted, and ten high impact connections were made as a result of the trip. Kea also held good meetings with MFAT and NZTE in both countries.

- **Kea Inspire Tokyo** - 90+ attendees
- **Kea Inspire Seoul** - 70+ attendees

International Women's Day, London - 4x WCNZ women, 150+ attendees

Farewell for Sir Lockwood Smith, London - 150+ attendees

Kea Inspire Beijing - 50+ attendees

Kea Inspire Sydney - Showcasing WCNZ Ian Narev, CEO of CBA Bank, 50+ attendees, 9x WCNZers present

World Class NZ Event, Munich - 30+ attendees

Global Impact Visa Lunch, London - 8 WCNZ attendees

Events: NZ

International Women's Day, Auckland with Audette Exel - 90+ attendees

Tech Week Kea Inspire Events, May

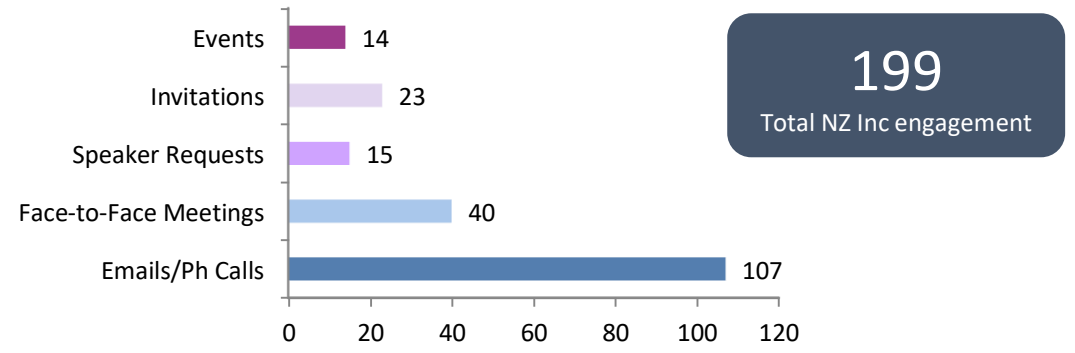
- **The Future of Money**, Auckland - 200+ attendees
- **The Future of Cities**, Wellington - 90+ attendees
- **The Future of Food**, Christchurch - 60+ attendees
- **Kiwi Tech - UK / EU** - 100+ attendees
- **Kiwi Tech - UK Connections** - 80+ attendees

Kea Inspire Auckland - 500+ attendees

Kea Periodic Deliverables Update for NZ Inc

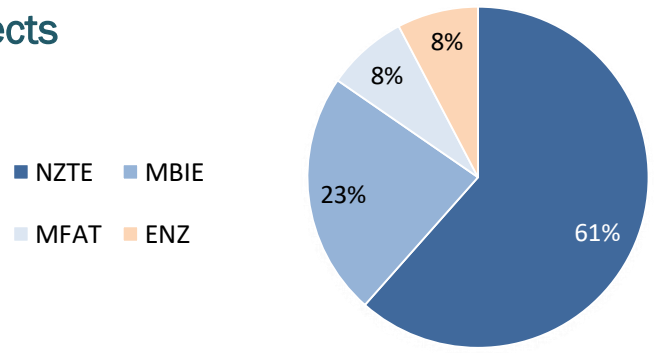
February – June 2017

NZ Inc engagement



* **Total engagement** includes meetings, phone calls, events and emails.

NZ Inc projects



Government agency highlights



NZTE

- Assisted with the Māori trade mission to Malaysia. Kea helped invite its Malaysian network to several events and to meet NZ businesses while in Kuala Lumpur.
- Presented to the NZTE Europe team in Amsterdam in April, which proved a useful networking opportunity. Helped secure Don and Jason Braid of Mainfreight, and Dave Shoemack of Vanmoof, as special guest speakers for the event.
- Co-ordinated an executive business roundtable in Munich in March, enabling engagement between the public and private sectors, and leading to quality introductions and connections.
- Co-hosted a World Class New Zealand event in Munich with NZTE Germany and the German NZ Business Council, which we hope will pave the way for future events in Germany.



MFAT

- Connected the MFAT team in Seoul to World Class New Zealander Michael Poynton, while in Korea. Michael is the Chief Creative Officer at Chiel Worldwide in charge of the Samsung account.
- Arranged for Michael Poynton to be present at the Kea Inspire Seoul event as a VIP guest of Ambassador Clare Fearnley.
- With the assistance of the MFAT team in Wellington, Kea secured Minister Todd McClay as a keynote speaker for a Kea Inspire event around Brexit, held during Techweek in May.
- Effective cooperation between Kea and the MFAT team in Germany enabled the staging of a high level business event in Munich, in March. Through the event, a number of notable new Kiwis in Germany were profiled and key business connections were made.
- Promoted the vacancy of the Commercial Manager role through Kea channels, on behalf of the G2G team in Wellington.

NZ Inc connections



Global Impact Visa (GIV) Lunch, London

Kea promoted MBIE's Global Impact Visa initiative through its communications channels and invited UK-based World Class New Zealanders to a GIV lunch event, held in February. Eight WCNZers attended the lunch.



Black Caps Reception, London

Kea supported MFAT's April Black Caps reception in London, hosted by Sir Jerry Mateparae. 13 WCNZers attended, including Kent Gardner, Gerard Walsh, Katherine Corich, Sally and Sam Martin, Richard Boon and Rachel Carrell.



ENZ Video Profiling Alumni

Kea connected Adriana Christie, Charles Chow, Daniel Zhou, Rocky Meng, and Sam Kamani to ENZ for them to shoot video profiles.



Education NZ

- Building on the research and planning conducted together earlier in the year, an Education NZ film crew concluded it's first round of interviews with World Class New Zealanders based in Shanghai this May. Filming proved hugely successful and further shooting is now planned for Auckland and San Francisco candidates.
- ENZ is presently finalising a selection of Kea provided candidates for a round of 'light touch' profiling. Kea will follow up with the profile subjects once ENZ is ready.



NZ Story

- Kea features NZ Story collateral across its communication channels weekly, and continues to source imagery and presentation collateral from the NZ Story library.
- NZ Story assets have been included once again in the production and marketing of the 2017 World Class New Zealand Awards.
- Kea is supporting the 'AND Project' by making introduction to 30+ high profile World Class New Zealanders.

Kea Periodic Deliverables Update for NZ Inc

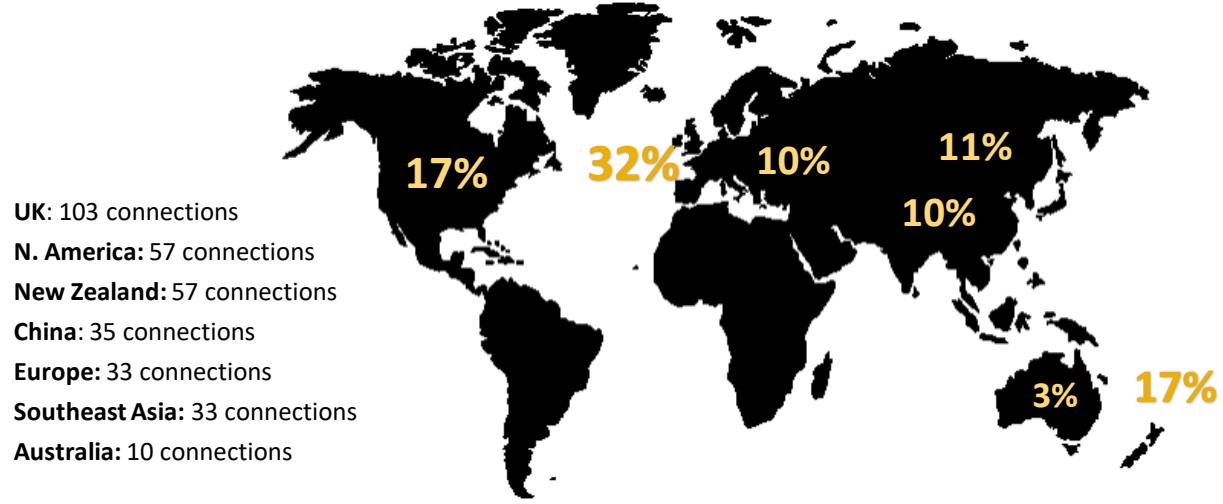


July – October 2017

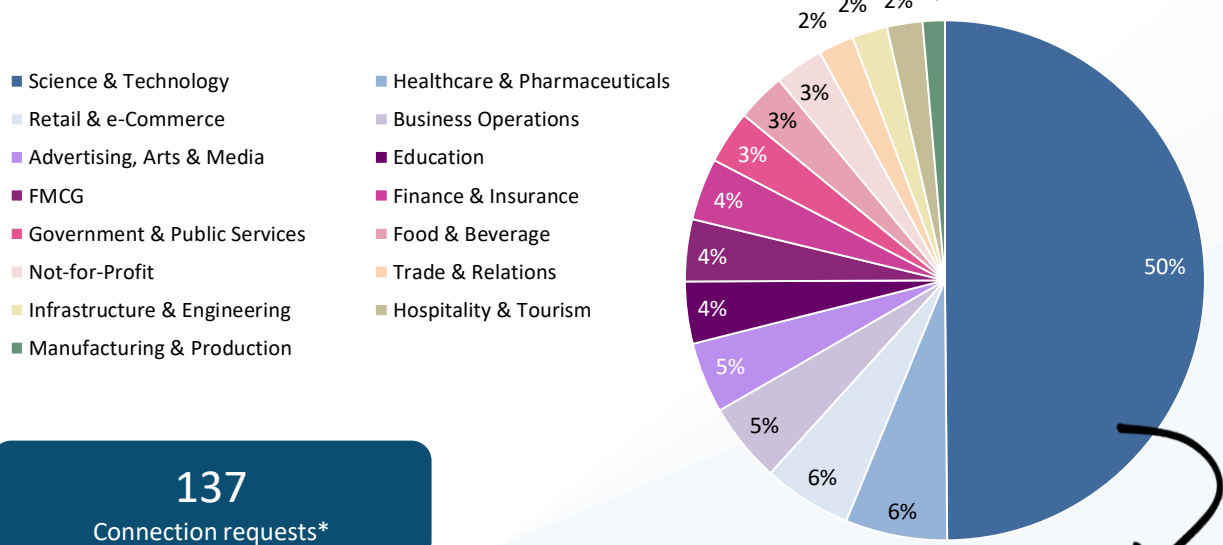
Overview:

- Kea made **328 connections** in this quarter, for 137 total requests.
- UK** remains Kea's biggest region for connections, at **32%** of total connections.
- US** is growing and is now Kea's **2nd** biggest region for connections.
- 50%** of total connections made were in the **tech** sector, across areas such as SaaS, AI and Cleantech.
- Kea made on average **2.4 connections per request**.
- Kea contributed to **72 NZ Inc projects** around the world.
- Kea hosted two World Class New Zealand events in London with Paralympian **Liam Malone ONZM** and **Rod Drury**, CEO of Xero.
- Kea accompanied an NZ Inc trade mission to **Vietnam** alongside 80 leading Kiwi entrepreneurs, executives, managers and educators.
- Kea helped Education NZ and New Zealand Story secure access to **19 World Class New Zealanders** for a range of video projects.

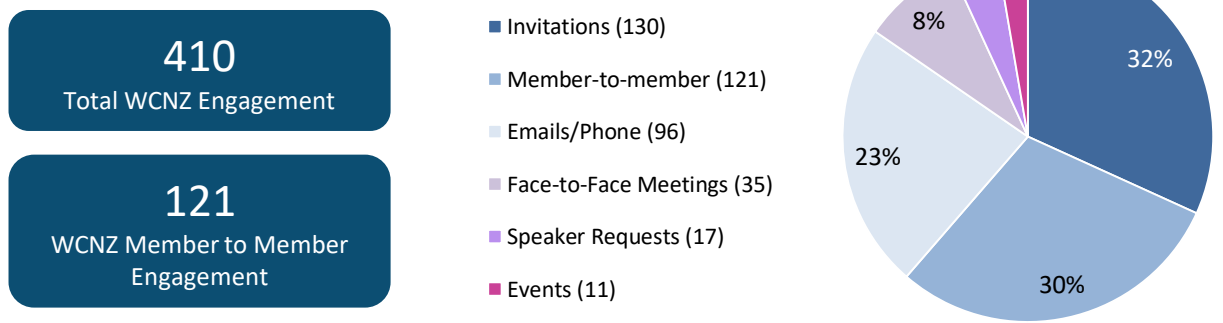
Connections by the region:



Connections by sector:



World Class NZ notable engagement:



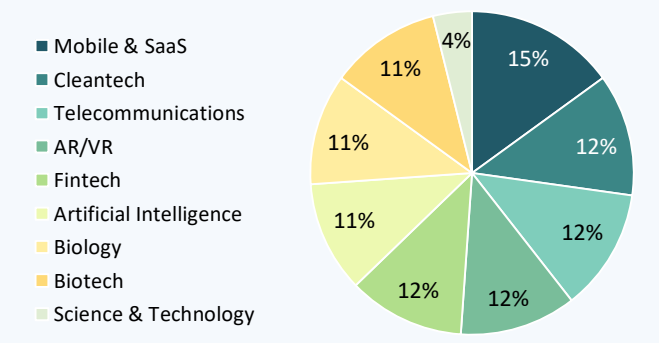
137
Connection requests*

328
Total bus. connections**

* **Connection requests:** A request from a New Zealand business that has been submitted to Kea.

** **Business connections:** Connections made by Kea in response to a connection request.

50% Tech break-down:



Kea Periodic Deliverables Update for NZ Inc

July – October 2017



High impact connection examples:

Connected Auror to Walmart

Auror.



Walmart
Save money. Live better.

Auror provides tailored software solutions for law enforcement agencies and enterprises who are the victims of crime. Its platform streamlines incident reporting, collaboration between stores and law enforcement, and enables effective licence plate and facial recognition.

Kea introduced Auror to World Class New Zealander **Greg Foran**, President and CEO of **Walmart**, who connected Auror to Walmart’s Senior VP of Asset Protection, **Mark Ibbotson**. Mark has since viewed Auror’s demo and requested the company visit him in the US for a face-to-face meeting.

Introduced Spalk to MKTG and Seven Network



Spalk software synchronises live sports streams with alternate commentary from fans, influencers and athletes. Users can commentate games remotely, and viewers get to pick which commentator based on language, style or team bias.

Kea introduced Spalk to **Michael Parker**, Group Business Director of **MKTG**. MKTG is a global lifestyle marketing agency that delivers strategic, business-oriented marketing solutions to sport and entertainment brands, through consulting and live experiences.

Michael gave Ben feedback on Spalk’s sales strategy and advised him on how to approach broadcasters in the UK, as well as reaching out to his network to see if he could make any connections for Ben.

Kea also connected Spalk to **Holly Knill** (WCNZ), Director of Product and Technology at **Seven Network**, a leading Australian free-to-air television network. Holly gave Ben some general advice on the broadcast industry and connected him with Seven’s Head of Sport, who loved Spalk’s product. Ben presented at a content workshop for premium summer sports events that Seven is broadcasting, and as a result, Spalk may be partnering with the Seven Network in the near future.

Connected Lewis Fredericks to SweeneyVesty



SweeneyVesty

Lewis Fredericks is an ethical bespoke eyewear brand that designs and handmakes eyewear from recycled ox, buffalo and ram horn. Lewis Fredericks approached Kea seeking connections with fashion influencers in the US for collaborations and distribution advice.

Kea connected Lewis Fredericks with **Carla Hofler**, Executive Vice President of SweeneyVesty, a global communications and PR consultancy that specialises in fashion and luxury retail. Lewis Fredericks met with Carla to discuss a collaboration opportunity with an international media outlet.

Connected Josh Bowden to WCNZer Jonty Kelt, NZTE Brisbane, ASB and Mark Hucke

biobags

no issue.

Kiwi entrepreneur **Josh Bowden** runs BioBags and Noissue. BioBags produce bags made from sustainable, renewable plant materials such as corn and potatoes, which are fully compostable. Noissue prints branded retail tissue paper that adds an extra level of brand identity to customer products.

Kea connected Noissue to software guru and World Class New Zealander **Jonty Kelt**, who boasts rich business networks in e-commerce and digital marketing across N. America. Jonty provided valuable insight into digital marketing and HR.

Kea connected BioBags to **ASB’s Business Banking Team**, to look at how best to promote BioBags to the bank’s fast-moving consumer goods networks.

Kea introduced the company to **Ben Guinness**, BDM at NZTE’s Brisbane office, to discuss market entry into Australia for BioBags’ products.

Lastly, Kea connected BioBags to **Mark Hucke**, a Kiwi communications specialist based in London, who has offered to introduce the company to his own FMCG contacts in Ireland.

Connected Manukee market analysts to John Gardner in Vietnam



On its recent tour of Southeast Asia, Kea connected with a group of MBA students conducting food and beverage market analysis in Vietnam on behalf of Manukee – a New Zealand firm developing Manuka honey infused wellness products for urban professionals.

Kea connected Manukee’s researchers to **John Gardner**, General Manager of Saigon’s Caravelle Hotel. As a premium food and beverage service provider, John was in a position to validate whether there is in fact a market for Manukee products in Vietnam, test consumer behaviour, help with profiling, and provide key insights to the firm.

Discussions with John were helpful and served to determine that there currently isn’t a market for Manukee in Vietnam due to its high price point.

Connected SuiteBox to the Royal Bank of Scotland and Aviva



Suitebox is a digital workspace service provider for professional and financial service companies. Suitebox technology enables secure video meetings with collaboration tools, providing screen share for documents, tools and applications.

Kea connected Suitebox to WCNZer **Ross McEwan**, CEO of Royal Bank of Scotland, and Aviva’s Managing Director, **Blair Turnbull**.

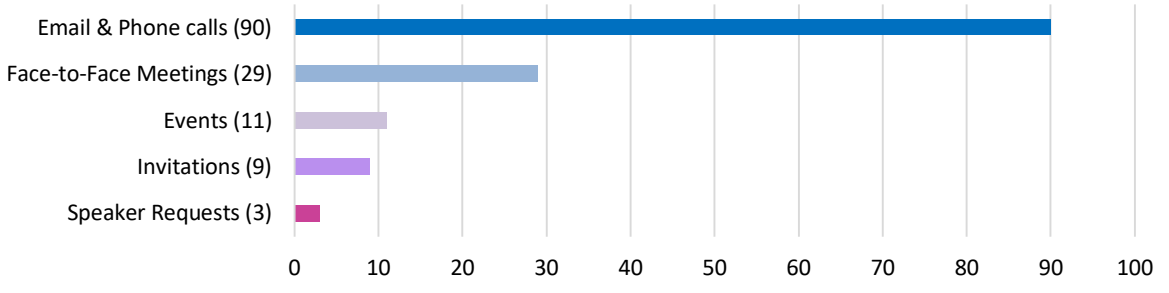
Ross McEwan further introduced Suitebox to **Kevin Hanley**, Head of Innovation at RBS, to discuss ways to futureproof RBS’ services and technologies.

Kea Periodic Deliverables Update for NZ Inc

July – October 2017



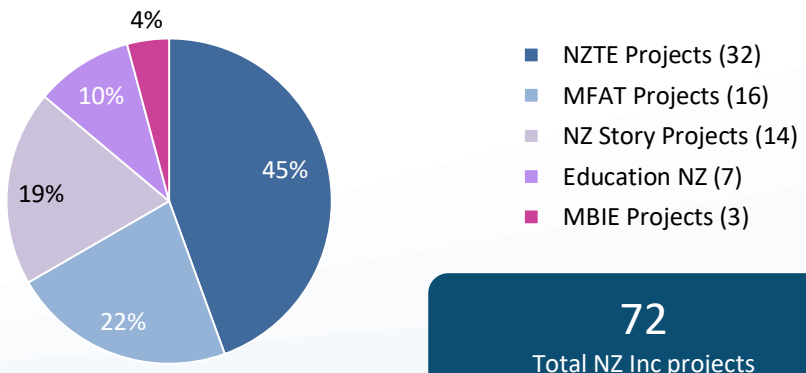
NZ Inc engagement:



* Total NZ Inc engagement includes meetings, phone calls, events and emails.

142
Total NZ Inc engagement*

NZ Inc projects:



72
Total NZ Inc projects

Callaghan-NZTE SaaStr delegation to San Francisco:

Assisted in preparatory workshops for the upcoming NZ Inc SaaStr delegation to San Francisco

A delegation of 57 NZ companies will be heading to San Francisco in February for the SaaStr Annual 2018 conference. Kea is supporting the delegation organisers Callaghan Innovation and NZTE, by facilitating preparatory workshops and events in the lead-up to the tour.

Kea has already participated in two workshops held in collaboration with **Paul Norrie**, Business Innovation Advisor at Callaghan. The workshops are designed to prepare attendees for the cultural gap between NZ and US, and help connect and form ties before they depart. The workshops coach Kiwi companies to plan and articulate their objectives and challenges, and how to network at the conference to create meaningful interactions. Ultimately, Kea will work with attendees to make successful connections leading up to, and at the event.

SaaStr Annual is a congregation of 10,000+ SaaS founders, VCs, and executives held in San Francisco. The event is for members of the Software As A Service community to learn from one another and to build companies.



Government agency highlights:



NZTE

- Kea and NZTE are working together to bridge the gap in the NZ business support ecosystem, with a focus on the rapidly growing Kiwi tech sector. This includes supporting NZTE and Callaghan delegation organisers through preparatory workshops and events in the lead-up to NZ Inc led global tech tours.
- Kea introduced NZTE's Head of Early-Stage Technology (SFO) **Alyse Opatowski** to World Class New Zealander **Mark Register** to help with channel partner management. Mark has agreed to host webinars on the subject to a group of NZTE clients.
- Kea and NZTE Customer Managers **Nick Cebalo** and **Ky Hacker** are working together to help SaaS companies Valocity, Datagate and Conqa with their strategies for growth in Australia and market entry into the US.
- Kea and NZTE's comms teams are supporting each other's content strategies, sharing native content to broader audiences, and developing new content together.



MFAT

- Kea presented alongside NZ Inc teams to the Honorary Consul of Ireland, Northern Ireland, and Scotland to raise awareness of Kea's World Class NZ network and identify new members.
- Kea is to support MFAT in expat engagement across the UK, as part of an engagement programme between governments. UK High Commissioner **Sir Jerry Mateparae** is to host the next NZ Community Group meeting chaired by Kea.
- Kea and MFAT hosted a successful end of summer BBQ at NZ Central, **Shanghai**. The event encouraged an abundance of community engagement, with the attendance of 80 Kea members and seven World Class New Zealanders.
- Kea has secured the participation of MFAT's Sir Jerry Mateparae on the **judging panel** for the 2018 World Class New Zealand Awards.



Education New Zealand

- Kea supported Education NZ in identifying and securing seven candidates for a round of in-depth profiling. ENZ has since successfully produced three videos of World Class New Zealanders **Rocky Meng**, **Daniel Zhou** and **Charles Chow**, with **Jan Zijderveld** and **Mitchell Pham** still to come. Kea will promote these videos to its 200,000 members on Chinese social media platforms WeChat and Weibo.



New Zealand Story

- Kea connected the **14 World Class New Zealanders** to NZ Story for a short film interview project, designed to better communicate NZ's value to the world and ultimately drive national prosperity. The project captures recognisable, high achieving New Zealanders' thoughts on how New Zealand has helped shape their success.
- Kea features NZ Story collateral across its communication channels weekly, and continues to source imagery and presentation collateral from the NZ Story library.

Kea Periodic Deliverables Update for NZ Inc

July – October 2017



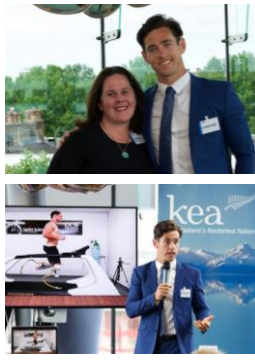
World Class New Zealand events:

Kea Inspire SportTech with Liam Malone ONZM, London

Kea and KPMG UK hosted a SportTech meet-up in London in July showcasing **Liam Malone** ONZM, New Zealand’s fastest Paralympian 400m sprinter and winner of 2 golds and 1 silver medal in Rio.

The successful event brought together 60 guests. Among them were Paralympians, British Olympians, World Class New Zealanders, Kea members, KPMG team members and SportTech companies.

Kea connected Liam to the **Innovation Centre** in East London, and to Australian firm **DorsaVi**, who are to introduce new technologies to Liam.



“Not only did the Kea team add a ton of value to me by offering to assist with anything that I may need while here in London, but went the extra mile with the event held in partnership with KPMG. I was able to share my vision with different people in the industry, which has created a number of connections. Connecting me to people outside of the event has been helpful too. I'm a massive believer in people/networks. I never know who might be able to help, so for that I am extremely grateful. Most importantly, you have made me feel at home on the other side of the world by upholding the values of New Zealand globally.” – Liam Malone ONZM

Kea Southeast Asia Tour: Vietnam and Singapore



In August, Kea accompanied a **New Zealand Inc trade mission** to Vietnam alongside NZTE, MFAT, the ASEAN-NZ Business Council, AUT, NZ Chamber of Commerce, and 80 leading Kiwi entrepreneurs, executives, managers and educators. The delegation included World Class New Zealanders **Sir Ken Stevens, Mitchell Pham** and **Kenneth Leong**.

A key learning gained from the trip was the need to increase NZ’s presence in Vietnam’s tech sector, both to gain brand awareness and demand. The delegation had the chance to visit the **Kiwi Connection Tech Hub** in Ho Chi Minh City, and engaged a wide cross-section of high growth industries in Vietnam.

Kea also met with WCNZers, **Charles Chow** and **Simon Valentine** in Singapore.

The trip was a success for Kea in terms of inducting two new World Class New Zealanders, **Brendon Urlich**, Managing Director of L’Oreal Vietnam and **Tony Chisholm**, Area General Manager South Vietnam & General Manager Pullman Saigon.

While in Singapore, NZTE Customer Adviser **Jerard Lim** approached Kea on behalf of his customer, **Softed**. The company was looking for connections in the banking sector. Kea then introduced them to World Class New Zealander **Charles Chow**, who shared an hour of his time with NZTE to provide his initial advice with engagement. This is an ongoing relationship, as more focussed discussions and key introductions for Softed are in the pipeline.

Kea New Zealand Breakfast with Rod Drury, London



On October 6th, Kea hosted a London breakfast event with World Class New Zealander **Rod Drury**, CEO and Founder of Xero. The event showcased Rod’s inspiring journey, having taken Xero from a Wellington-based start-up to a global brand.

120 guests were in attendance, including NZ High Commissioner to UK **Sir Jerry Mateparae**, Trade Commissioner **Daniel Taylor** and World Class New Zealanders **Peter Gillingwater, Josh Gilbertson, Eric Tracey, Jason Lawson, Molly Bedingfield** and **Tubbs Wanigasekera**. Also in attendance were the representatives of 12 UK-based Kiwi businesses, along with the NZTE London team.

In town for Xerocon London 2017, Rod discussed his journey of dreaming big, being a public company from day one, growing a start-up in the public eye, raising funds from the right places, the future of AI and machine learning, and the importance of a strong team.

IceHouse NZ Angel Investment Showcase, Auckland



In September, Kea helped Auckland business accelerator **IceHouse** get World Class New Zealanders in the room for its 2017 Showcase.

Established in 2011, the **Ice Angel’s Showcase** is an annual investment event where 15 of the most high profile, high potential start-ups in New Zealand pitch to an audience of more than 300 investors. These investors span local and international family offices, angel investors and VC funds.

This year’s showcase proved particularly successful as all ten companies that presented raised the necessary funds they sought. These were key funds raised in New Zealand for New Zealand companies.

The following seven World Class New Zealanders were in attendance:



Sam Barclay
Stayinfront



Chip Dawson
IBML



Rob Ellis
Portland Software



Ron Halls
Lightknight



Mike Hearn
AmCham NZ



Bill Hight
Property Brokers



Tony Nowell CNZM
SCION

Kea Monthly Highlights

July 2017

World Class New Zealand Engagements

Kea Inspire: SportTech with Liam Malone ONZM, London

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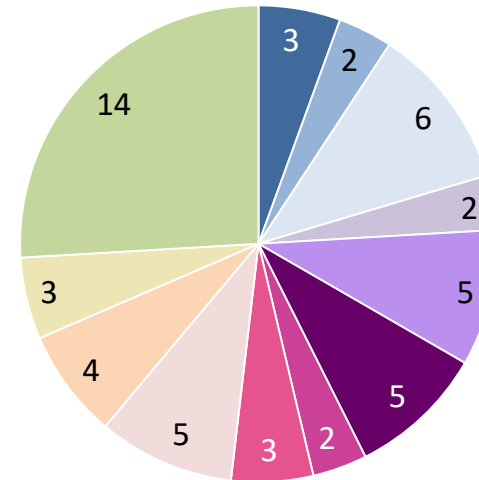
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Kea Connect: By the numbers



- Academia & Education (3)
- Admin & Support (2)
- Advertising, Marketing & Media (6)
- Arts & Entertainment (2)
- Food & Beverage (5)
- Government & Public Policy (5)
- Health (2)
- Investment & Finance (3)
- Not-for-Profit & Philanthropy (5)
- Professional Services (4)
- Retail & E-Commerce (3)
- Technology & Science (14)

42
Kiwi companies assisted

104
Business connections made

Note: Due to the overlap of sectors in various diverse connection requests, total number of requests within sectors will consistently vary.

Kea Connect: High Impact Highlights

Connected Auror to Walmart

Auror.

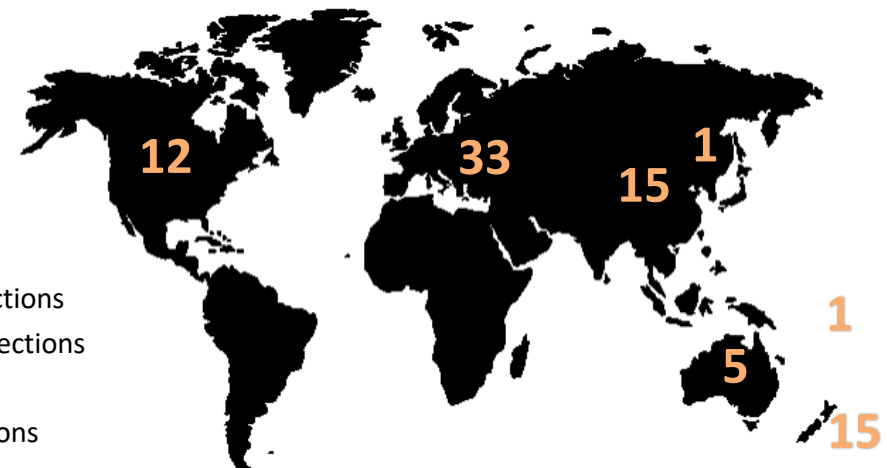
Auror provides tailored software solutions for law enforcement agencies and enterprises who are the victims of crime. Its platform streamlines incident reporting, collaboration between stores and law enforcement, and enables effective licence plate and facial recognition.



Kea introduced Auror to **Greg Foran**, President and CEO of **Walmart**, who connected Auror to Walmart's Senior VP of Asset Protection, **Mark Ibbotson**. Mark has since viewed Auror's demo and requested the company visit him in the US for a face-to-face meeting.

Kea Connect: By region

- Asia:** 1 connection
- Australia:** 5 connections
- China:** 15 connections
- New Zealand:** 15 connections
- North America:** 12 connections
- Pacific:** 1 connection
- UK/Europe:** 33 connections



Kea Monthly Highlights

July 2017

Kea Connect: High Impact Highlights

Introduced Spalk to MKTG and Seven Network



Spalk software synchronises live sports streams with alternate commentary from fans, influencers and athletes. Users can commentate games remotely, and viewers get to pick which commentator based on language, style or team bias.



Kea introduced Spalk to **Michael Parker**, Group Business Director of **MKTG**. MKTG is a global lifestyle marketing agency that delivers strategic, business-oriented marketing solutions to sport and entertainment brands, through consulting and live experiences.

Kea further connected Spalk to **Holly Knill**, Director of Product and Technology at **Seven Network**, a leading Australian commercial free-to-air television network.



Connected Silver Fern Farms to SweeneyVesty



Silver Fern Farms is New Zealand's leading marketer, processor and exporter of premium quality lamb, beef, venison and associated products. **SweeneyVesty**

Kea has introduced SSF to **Carla Hofler**, Executive VP and GM International of **SweeneyVesty**. SSF's is seeking to identify a brand marketing agency in New York to assist with its communications strategy and implementation.

Connected O2O2 to X2 Creative



O2O2 is a facewear product protecting users from air pollution. It uses advanced nanofibre technology to filter air, while providing unparalleled comfort, performance, and style.



Kea introduced O2O2 to Marketing Specialist, **Peter Jobson**, from **X2 Creative**. X2 an integrated branding agency based in Hong Kong, with offices in Singapore and Shanghai.

Peter is keen to introduce O2O2 to potential distributing partners in Shanghai.

Introduced Method to Brent Ayrey and William McKegg



Method is a creative interactive agency that works with brands and businesses to bring stories and experiences to life in digital, virtual and augmented realities.



Kea connected Method to **Brent Ayrey**, Product Director Video and 360 Media of **Facebook**, who has made time to meet. He has further promised to make connections to his network.

Method was also connected to **William McKegg**, a producer and senior executive at **Virtue Entertainment Ltd** with a passion for storytelling mediums and business. Method and William have arranged to meet and discuss opportunities in the entertainment sector.

Kea Connect: High Impact Highlights

Kea connected the following ten World Class New Zealanders to **NZ Story** for a short-film interview project, designed to better communicate New Zealand's value to the world and ultimately drive national prosperity. The project captures WCNZers' thoughts on how New Zealand has helped shape their success. Its aim is to create content that lets the world know the unique attributes that sets New Zealand apart on the world stage, using globally recognisable, high achieving New Zealanders.



Sir Ray Avery
Medicine Mondiale
NZ



Brent Ayrey
Facebook
San Francisco



Sir Murray Brennan
Mem. Sloan-Kettering
Cancer Center, NYC



Sam Cheow
L'Oreal
New York



Mark D'Arcy
Facebook
New York



Greg Foran
Walmart
US



David Kirk
Bailador
Australia



Sir John Hood
Robertson Foundation
UK



Craig Nevill-Manning
Sidewalk Labs
New York



Ngair Woods
Oxford University
UK

Kea Monthly Highlights

August 2017

World Class New Zealand Engagements

Kea Southeast Asia Tour: Vietnam and Singapore



This month, Kea accompanied a **New Zealand Inc trade mission** to Vietnam alongside NZTE, MFAT, the ASEAN-NZ Business Council, AUT, NZ Chamber of Commerce, and 80 leading Kiwi entrepreneurs, executives, managers and educators. The delegation included World Class New Zealanders **Sir Ken Stevens, Mitchell Pham** and **Kenneth Leong**.

A key learning gained from the trip was the need to increase NZ's presence in Vietnam's tech sector, both to gain brand awareness and demand. The delegation had the chance to visit the **Kiwi Connection Tech Hub** in Ho Chi Minh City, and engaged a wide cross-section of high growth industries in Vietnam.

The trip was a success for Kea in terms of inducting two new World Class New Zealanders, **Brendon Urlich**, Managing Director of L'Oréal Vietnam and **Tony Chisholm**, Area General Manager South Vietnam & General Manager Pullman Saigon.

Kea also met with WCNZers, **Charles Chow** and **Simon Valentine** in Singapore.

New World Class New Zealanders:

Brendon Urlich, L'Oréal Vietnam



Brendon Urlich is Managing Director of L'Oréal Vietnam, where he is responsible for running all facets of the business, including world famous brands L'Oréal Paris, Maybelline New York, Lancôme and Vichy.

Brendon more than 20 years of managerial experience across diverse settings, from developing countries in Southeast Asia, Middle East, Eastern Europe and Latin America to more mature markets such as NZ, Australia, and the UK.

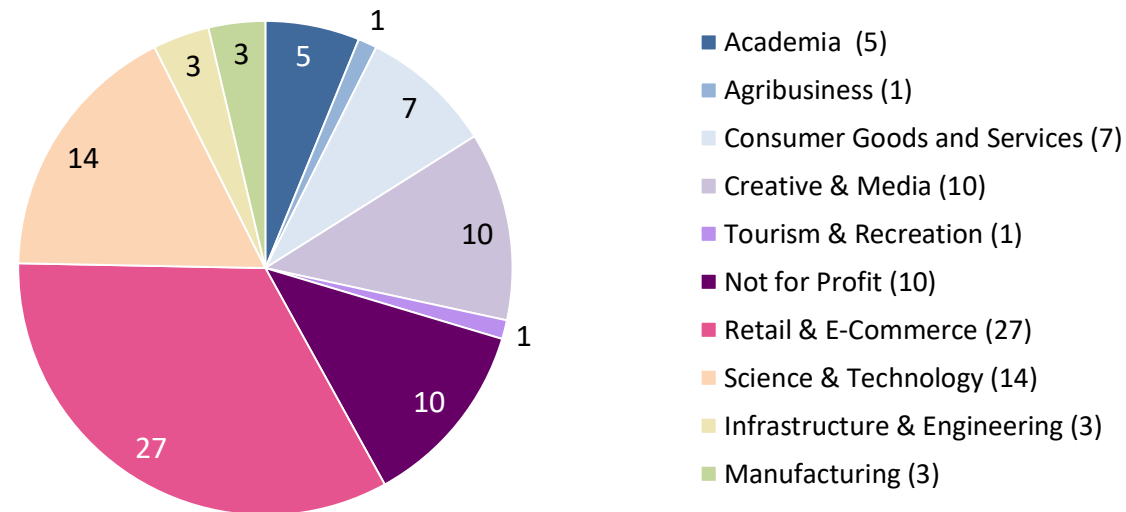
Tony Chisholm, Pullman Saigon



Tony Chisholm is the Area General Manager of Southern Vietnam and General Manager at Pullman Saigon. Prior to this, Tony was General Manager of Pullman Bangkok Hotel. He has worked for Accor Asia Pacific since 2004 and has extensive experience in the hotel industry.

Tony brings a wealth of knowledge in hospitality practices across the Pacific and Southeast Asia, along with rich personal networks in-market.

Kea Connect: By the numbers

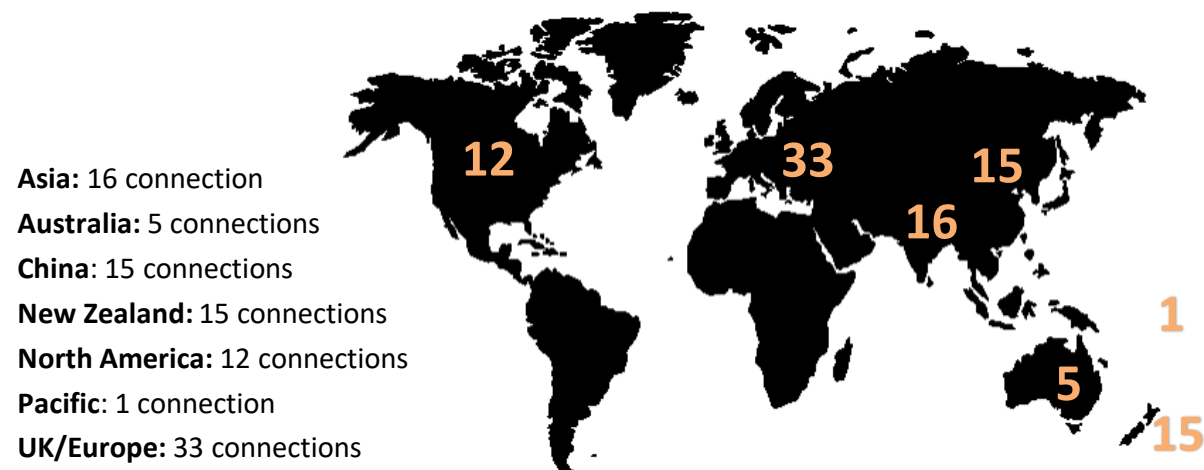


29
Kiwi companies assisted

72
Business connections made

Note: Due to the overlap of sectors in various diverse connection requests, total number of requests within sectors will consistently vary.

Kea Connect: By region



Kea Monthly Highlights

August 2017

Kea Connect: High Impact Highlights

Introduced NZ Story to Delwyn Moller, Joshua Hook, Liam Malone and Matt Holmes



Kea connected four additional World Class New Zealanders to NZ Story for the agency's short film interview project, which has already interviewed ten World Class New Zealanders. The NZ Story project captures leading Kiwis' thoughts on how New Zealand has helped shape their success. The series' objective is to create content that showcases unique attributes that set New Zealand apart on the world stage, using globally recognisable, high achieving New Zealanders.



Delwyn Moller
Remote Sensing
Solutions, US



Joshua Hook
Google
San Francisco



Liam Malone
Paralympian
Auckland



Matt Holmes
Nike
Portland

Connected The Warehouse Group to five leading WCNZ AI/Digital specialists



The CIO/CDO of The Warehouse Group connected with Kea in search of AI/Digital experts to assist with talent acquisition and advice on opportunities and threats to the New Zealand retail sector. Kea connected The Warehouse to World Class New Zealanders **Brent Ayrey**, **Peter Bryant**, **Shane Legg**, **Sean Gourley** and **Giovanni Donaldson**. They are all keen to share their insights to enhance The Warehouse's processes.



Brent Ayrey
Facebook
San Francisco



Giovanni Donaldson
Sidestory
London



Peter Bryant
Clareo
Los Angeles



Shane Legg
Deepmind
London



Sean Gourley
Quid Inc
San Francisco

Connected Manukee market analysts to John Gardner in Vietnam



On the recent tour of Southeast Asia, Kea connected with a group of MBA students conducting Vietnamese food and beverage market analysis on behalf of Manukee – an NZ firm developing Manuka honey infused wellness products for urban professionals.



Kea connected Manukee's researchers to **John Gardner**, General Director of Saigon's Caravelle Hotel. As a premium food and beverage service provider, John was in a position to validate whether there is in fact a market for Manukee products in Vietnam, test consumer behaviour, help with profiling, and provide key insights to the firm.

Discussions with John were helpful and served to determine that there currently isn't a market for Manukee in Vietnam due to its high price point.

Connected Josh Bowden to WCNZer Jonty Kelt, NZTE Brisbane, ASB and Mark Huckle



Kiwi entrepreneur **Josh Bowden** runs Biobags and Noissue. BioBags produce bags made from sustainable, renewable plant materials such as corn and potatoes, which are fully compostable. Noissue prints branded retail tissue paper that adds an extra level of brand identity to customer products.

Kea connected Noissue to software guru and World Class New Zealander **Jonty Kelt**, who boasts rich business networks in e-commerce and digital marketing across North America. Jonty provided valuable insight into digital marketing and HR.

Kea connected BioBags to **ASB's Business Banking Team**, to look at how best to promote BioBags to the bank's fast-moving consumer good networks.

Kea introduced the company to **Ben Guinness**, BDM at NZTE's Brisbane office, to discuss market entry into Australia for BioBags products.

Lastly, Kea connected BioBags to **Mark Huckle**, a Kiwi communications specialist based in London who has offered to introduce the company to his own FMCG contacts in Ireland.



Jonty Kelt
Fantail Ventures
New York



Mark Huckle
Communications
Specialist, London

Connected the NZTE San Francisco team to WCNZer Mark Register



Alyse Opatowski, the Head of Early-Stage Technology at New Zealand Trade and Enterprise's SFO office was seeking to connect with World Class New Zealander **Mark Register**, to help create channel partner programs.

Not only was Mark helpful in a consultant capacity, but he will also be giving a webinar to a selection of NZTE customers on channel partner management.



Mark Register
Docusign
San Francisco

Kea Monthly Highlights

September 2017

World Class New Zealand Engagements:

NZ Angel Investment Showcase



Kea recently helped Auckland business accelerator Ice House get World Class New Zealanders in the room for its 2017 Showcase.

Established in 2011, the Ice Angel's Showcase is an annual investment event where 15 of the most high profile, high potential start-ups in New Zealand pitch to an audience of more than 300 investors. These investors span local and international family offices, angel investors and VC funds.

The following seven World Class New Zealanders were in attendance:



Sam Barclay
Stayinfront



Chip Dawson
IBML



Rob Ellis
Portland Software



Ron Halls
Lightknight



Mike Hearn
Amcham NZ

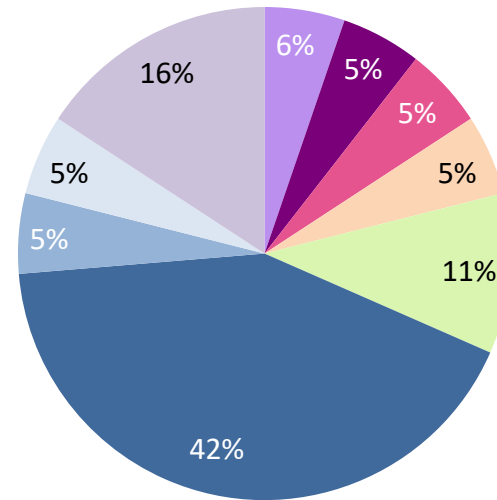


Bill Hight
Property Brokers



Tony Nowell CNZM
SCION

Kea Connect: By the numbers



- Arts & Entertainment
- Marketing & Media
- Professional Services
- Real Estate
- Retail & e-Commerce
- Science & Technology
- Telecommunications
- Government
- Trade & Relations

26
Kiwi companies assisted

95
Business connections made

Note: Due to the overlap of sectors in various diverse connection requests, total number of requests within sectors will consistently vary.

Kea Connect: High Impact Highlights

Connected Ligar to Givaudan, the world's largest fragrance company



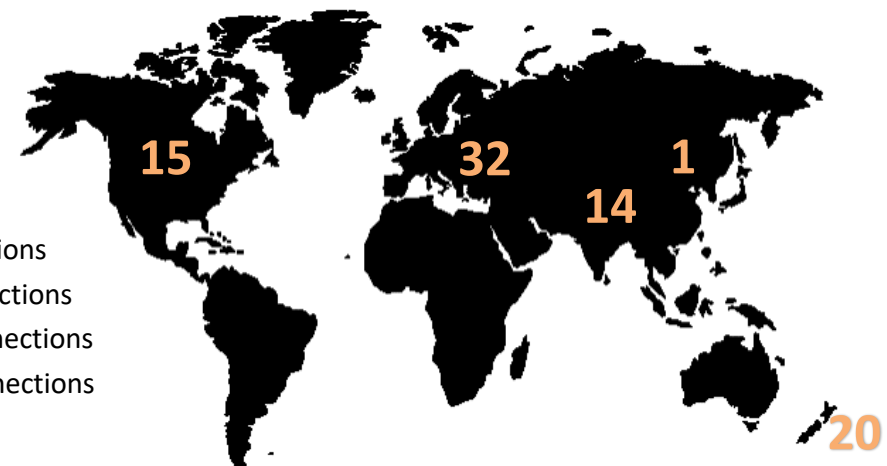
Kea connected Ligar to **Craig Swan**, Technical Director for China and Korea at Givaudan, the world's largest flavour and fragrance company, for guidance on international markets.

Ligar, the 2016 NZ Innovation Awards Startup Innovator of the Year, is a nanotech company that develops solutions for filtration and extraction in food production, fragrance, wine and pollution clean-up.

Craig Swan offered to put Ligar in touch with Givaudan's research teams, so that they may share what challenges the fragrance giant faces and understand how Ligar's technology could help.



Kea Connect: By region



- UK/Europe:** 32 connections
- New Zealand:** 20 connections
- North America:** 15 connections
- Southeast Asia:** 14 connections
- China:** 1 connection

Kea Monthly Highlights

September 2017

Kea Connect: High Impact Highlights

Connected the FAB Group to UK marketing maverick, Tee Twyford



Kea connected FAB Group with UK-based World Class New Zealander **Tee Twyford**, founder of HUSTLE+hush and former Head of Content at Charlotte Tilbury Beauty.

FAB Group is a fast-growing NZ cosmetics franchisor, with a national chain of fifty clinics for its cosmetic medicine and skin treatment brand, Caci.

Tee provided FAB with helpful insights into the UK beauty and skincare industry, in an effort to shape a UK-focused market entry strategy for the company.

Connected BioBags to FriendlyFires

biobags

BioBags are a Kiwi start-up that produces fully compostable bags made from sustainable, renewable plant materials such as corn and potatoes.

Kea connected BioBags' Director Josh Bowden to **Scott Cooper**, Co-Founder of FriendlyFires, a UK based connection platform that enables large corporates to have a social impact.

As a coordinator of alliances between corporations and social entrepreneurs, Scott is in a prime position to help promote BioBags to FMCG leaders in his networks.

FriendlyFires

Connected STAAH to SecurePay, Caravelle Hotel and the Hyatt Hotel Group

STAAH

STAAH is a hospitality technology service provider, whose booking management software is used by hotels and accommodation providers around the world. STAAH is looking to expand in Southeast Asia, hence they approached Kea for connections in the industry.

Kea connected STAAH to **Paul Kerridge**, Co-Founder of SecurePay, who has extensive experience in e-Commerce software and technology.

Kea introduced STAAH to **Michael Robinson**, General Manager of Caravelle Hotel in Ho Chi Minh City.

Kea further connected STAAH to **Adrian Slater**, General Manager of Hyatt Seoul, who has made additional introductions for STAAH to **Sirish Subramanian**, Director of Revenue Management for Grand Hyatt, South Korea.

SecurePay



HYATT

Connected SuiteBox to the Royal Bank of Scotland and Aviva



Suitebox is a digital workspace service provider for professional and financial service companies. Suitebox technology enables secure video meetings with collaboration tools, providing screen share for documents, tools and applications.

Kea was able to connect the company to World Class New Zealander **Ross McEwan**, CEO of Royal Bank of Scotland, and Aviva's Managing Director, **Blair Turnbull**.

Ross McEwan further introduced Suitebox to **Kevin Hanley**, Head of Innovation at RBS, to discuss ways to futureproof RBS' services and technologies.



Connected Silver Fern Farms to Porter Novelli for North American market insight



Kea connected Silver Fern Farms to public relations specialist Porter Novelli for assistance with their North American marketing communications.

Silver Fern Farms is New Zealand's leading marketer, processor and exporter of premium quality lamb, beef, venison and associated products.

Porter Novelli will be able to provide SFF with previous experience working with the New Zealand brand and NZ FMCG food brands, and connections to other NZ brand/companies.



Connected Lewis Fredericks to SweeneyVesty



SweeneyVesty

Lewis Fredericks is an ethical bespoke eyewear brand that designs and handmakes eyewear from recycled ox, buffalo and ram horn. Lewis Fredericks approached Kea seeking connections with fashion influencers in the US for collaborations and distribution advice.

Kea connected Lewis Fredericks with **Carla Hofler**, Executive Vice President of SweeneyVesty, a global communications and PR consultancy that specialises in fashion and luxury retail. Lewis Fredericks met with Carla to discuss a collaboration opportunity with an international media outlet.

Kea Monthly Highlights

October 2017

World Class New Zealand Engagements:

Kea New Zealand Breakfast with Rod Drury, London, UK



On October 6th, Kea hosted a London breakfast event with World Class New Zealander Rod Drury, CEO and Founder of Xero. The event showcased Rod's inspiring journey, having taken Xero from a Wellington-based start-up to a global brand.

120 guests were in attendance, including NZ High Commissioner to UK **Sir Jerry Mateparae**, Trade Commissioner **Daniel Taylor** and World Class

New Zealanders **Peter Gillingwater**, **Josh Gilbertson**, **Eric Tracey**, **Jason Lawson**, **Molly Bedingfield** and **Tubbs Wanigasekera**. Also in attendance were the representatives of twelve UK-based Kiwi businesses, along with the NZTE London team.

In town for Xerocon London 2017, Rod discussed his journey of dreaming big, being a public company from day one, growing a start-up in the public eye, raising funds from the right places, the future of AI and machine learning, and the importance of a strong team.

Kea Connect: High Impact Highlights

Assisted in preparatory workshops for the upcoming Callaghan and NZTE led SaaStr delegation to San Francisco



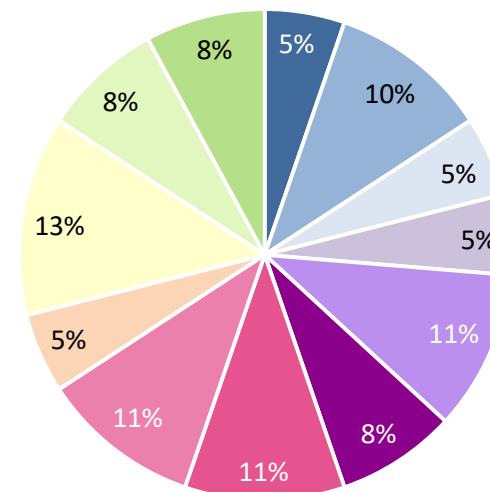
A delegation of 57 NZ companies will be heading to San Francisco in February for the SaaStr Annual 2018 conference. Kea is supporting the delegation organisers Callaghan Innovation and NZTE, by facilitating preparatory workshops and events in the lead-up to the tour.

Kea has already participated in two workshops held in collaboration with **Paul Norrie**, Business Innovation Adviser at Callaghan. The workshops are designed to prepare attendees for the cultural gap between NZ and US, and help connect and form ties between attendees before they depart. The workshops coach Kiwi companies to plan and articulate clearly their objectives and challenges, and to be engaging at a conference to have meaningful interactions. Ultimately, Kea will educate attendees how to make successful connections at the event.

SaaStr Annual is a congregation of 10,000+ SaaS founders, VCs, and executives held in San Francisco. The event is for members of the Software As A Service community to learn from one another and to be able to build companies.



Kea Connect: By the numbers



- Education (2)
- FMCG (4)
- Food & Beverage (2)
- Healthcare (2)
- Government & Public Services (4)
- Tourism (3)
- Business operations (4)
- Retail & e-Commerce (4)
- Wholesale/Supply Chain (2)
- Science & Technology (5)
- Infrastructure & Engineering (3)
- Other (3)

40

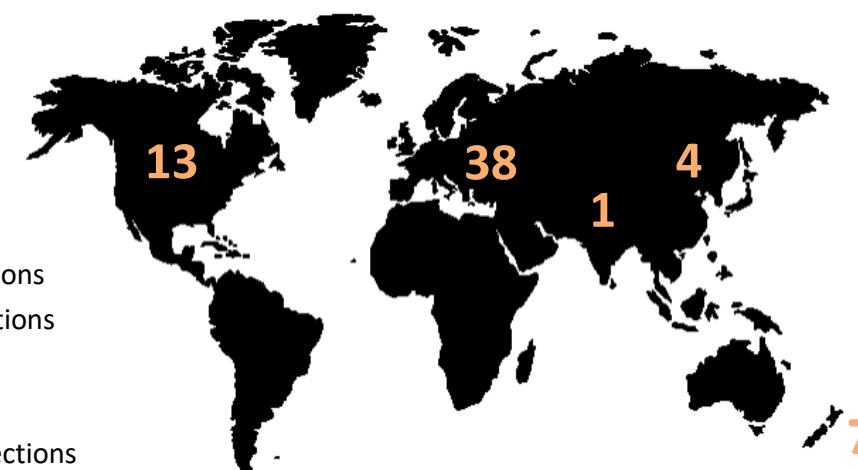
Kiwi companies assisted

68

Business connections made

Note: Due to the overlap of sectors in various diverse connection requests, total number of requests within sectors will consistently vary.

Kea Connect: By region



USA: 13 connections

UK/Europe: 38 connections

New Zealand: 7 connections

China: 4 connections

UAE: 5 connections

Southeast Asia: 1 connections

Kea Monthly Highlights

October 2017

Kea Connect: High Impact Highlights

Connected the Innovation Council to Emirates over sponsorship procurement



The NZ Innovation Council is a not-for-profit that helps Kiwi entrepreneurs grow their businesses by interconnecting a network of 4,000 member NZ SMEs.

Innovation Council CEO **Craig Cotton** approached Kea for connections with global airlines, as he sought an airline to partner with for the Innovation Awards.

Kea connected him to **Chris Paykel**, New Zealand Sales Manager for Emirates.

Craig and Chris met to discuss the feasibility of working with Emirates. Chris further shared valuable advice on how to acquire global sponsorship.



Connected Preno to Jucy's Tim Alpe and Chris Myers



Hotel-management software developer Preno is seeking expert feedback on a new guest management product in the pipeline.

Kea was able to arrange a meeting for Preno's Co-Founder, **Amelia Gain**, with **Tim Alpe** of Jucy and **Chris Myers**, GM of Jucy Snooze – Jucy Group's new experiential accommodation service targeted at young people.

Having gained valuable insights from the meeting, Amelia is now keen to re-engage the pair to drill into more detail about the scope of Preno software's applications – i.e. its capacity to extract data through guest facing tools, the automation of guest check in and check out, more comprehensive guest profiles, and the potential to tailor upgrades to specific types of guests.



Connected Young Enterprise to US-entrepreneurs Reuben Metcalfe and Joshua Hook



The Young Enterprise Trust runs programmes to inspire and assist entrepreneurial young Kiwis. Heading to San Francisco to visit start-ups and multinationals with six students, the Trust asked Kea for connections to people the students could meet with.

Kea connected the Young Enterprise Trust with **Reuben Metcalfe**, founder of several start-ups and a well connected Kiwi in the San Francisco start-up scene. The students met Reuben, who in turn was very impressed and offered to stay in touch with any who might need his help or connections in the future.

Kea further connected them to **Joshua Hook**, Global HR Director for Compass/Google. He hosted the students at Google HQ and talked about possibilities in entrepreneurialism and tech. This was the highlight of their trip.



Connected Walk On to World Class New Zealander Andrew Legge

WALK ON



Walk On is a Kiwi company that develops natural footcare products from NZ merino wool. Walk On founder **Lucas Smith** contacted Kea for connections able to advise him on product design and development.

Andrew Legge has a wealth of experience in international finance and business management and is CEO of the Havelock Group, which produces innovative wool insulation. Moreover, Andrew is passionate about growing trade between New Zealand and the US.

On the back of this connection, Lucas has had several conversations with Andrew about sourcing merino wool and opportunities for exporting wool-based products. Andrew is also looking into manufacturing Walk On's product.

"I've just had the most incredible chat with Andrew Legge. He's going to be a real ally for us in the US."

Lucas Smith, Founder WalkOn

Connected designer Kiri Nathan to the US and Chinese fashion industries' Emma Trask, Joanna Hadfield, Hamish Stevens and Ian Gordon



Kea connected Māoridom inspired fashion designer, **Kiri Nathan**, to California-based celebrity stylist and award-winning costume designer, **Emma Trask** for market validation in the high-end US fashion scene. Kea also introduced Kiri to **Joanna Hadfield** in New York to discuss high end fabric mills and suppliers. Both connections have agreed to meet with Kiri while she is visiting the US for the International Visitors' Leadership Program.



As Kiri is also headed to China with eight design students for **ATEED's** Tripartite Business Programme, Kea connected Kiri to **Hamish Stevens**, Vice President of offshore sourcing for G-III Apparel. G-III Apparel holds a sophisticated portfolio of over 30 licensed and proprietary brands; including Calvin Klein, Donna Karan, Kenneth Cole, Guess?, Tommy Hilfiger, Karl Lagerfeld, Levi's, Vince Camuto, and G.H. Bass. Hamish is keen to meet with Kiri when she passes through Shanghai to discuss apparel and outsourcing from China.



Kiri will further be travelling to Guangzhou, where Kea introduced her to **Ian Gordon**, Managing Director of GMTee. GMTee is known as the world's sourcing food bowl, with a focus on sporting goods, apparel, household items and gifting. Ian agreed to reach out to his contacts in the fabric industry, as well as meet with Kiri to give her pointers and general business insights into China.

Kea Periodic Deliverables Update for NZ Inc

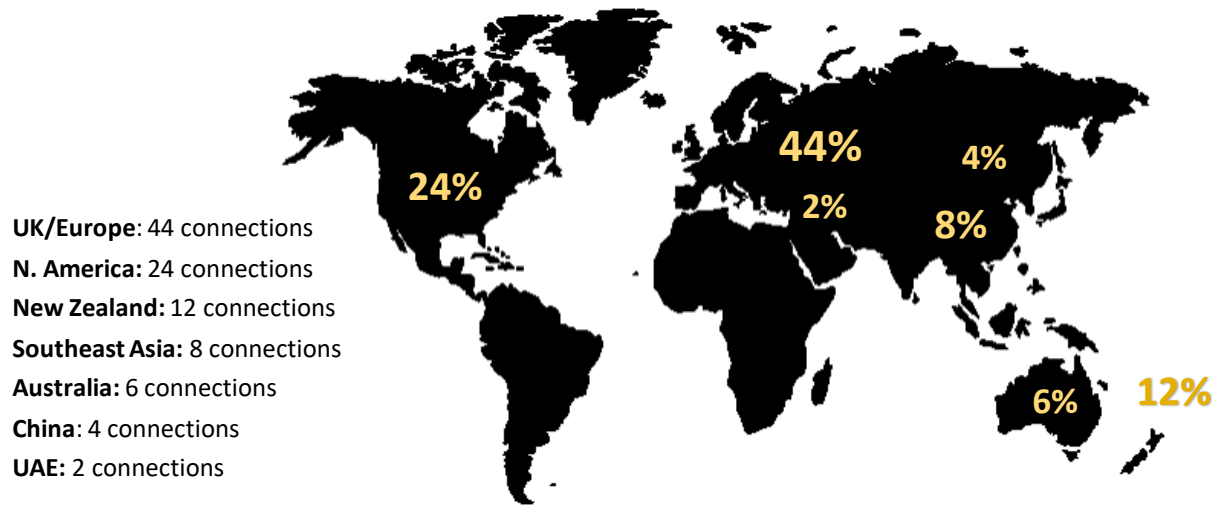


November 2017 – January 2018

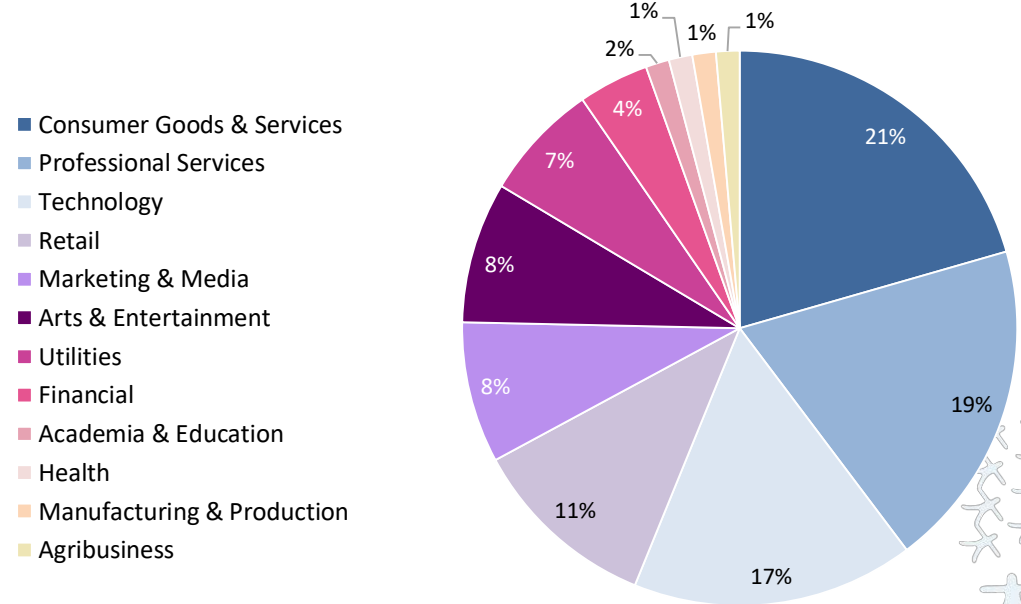
Overview:

- Kea made **106 connections** in this quarter, for 58 total requests.
- Connections made to **UK and Europe** have increased to **44%** of total connections.
- US connections** have increased by **7%** since last quarter.
- Connections in **Consumer Goods and Services** increased by **16%**.
- Kea made on **21 WCNZ Member to Member connections** this quarter.
- Kea contributed to **72 New Zealand Inc projects** around the world.
- Kea hosted **5 World Class New Zealand events** in **UK, China, US and NZ**.
- Kea welcomed **3 new senior staff members** to the team: **Susan Glasgow, MJ Bethell and John Lowe**.
- Kea inducted **3 new World Class New Zealanders**: **Taika Waititi, Nancy Gilbert and Grant Biggar**.

Connections by the region:



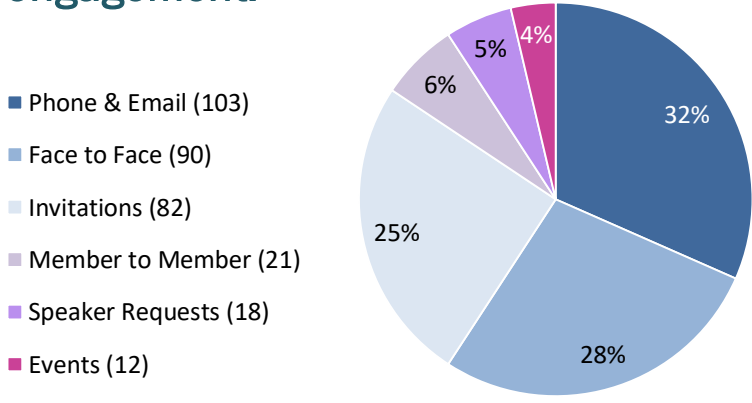
Connections by sector:



World Class NZ notable engagement:

326
Total WCNZ Engagement

21
WCNZ Member-to-Member Engagement



58
Connection requests*

106
Total bus. connections**

* **Connection requests:** A request from a New Zealand business that has been submitted to Kea.
 ** **Business connections:** Connections made by Kea in response to a connection request.

High impact connection examples:

Connected HRMI to Helen Clark and Audette Exel



The **Human Rights Measurement Initiative (HRMI)** is a global collaboration of human rights advocates, researchers and academics working to develop metrics for tracking the human rights performance of countries.

Having just finished trialling its new methodology, **Anne-Marie Brook** of HRMI approached Kea seeking advice on how to best manage the project's next steps and mitigate risk.

Kea connected Anne-Marie to notable World Class New Zealanders **Rt Hon Helen Clark** and **Audette Exel**, who have pledged to share their insight to develop HRMI's next steps.



Helen Clark
Former PM



Audette Exel
Adara Development

Hospitality sector connections in Asia



With 80% market share of the NZ cafe sector, **Bon Accord** produces cold beverages for cafes. They have established distribution networks in China and Japan and reached out to Kea to open doors in Asia.

Kea connected Bon Accord to:

- **Terrie Lloyd**, World Class New Zealander and serial entrepreneur
- **Arvind Nagpal**, Managing Partner of The Blue Tangerine Group
- **Michael Beechey**, World Class New Zealander and former Managing Director of Indonesia's PTT Family



Terrie Lloyd
LINC Media



Arvind Nagpal
Blue Tangerine



Michael Beechey
MakiSan



Duane Dalton
Pita Pit

Terrie Lloyd has a wealth of experience and deep networks in Japan, and provided significant insight. Bon Accord's relationship with Terrie is on-going and continues to flourish.

Arvind Nagpal, whose firm specialises in business advisory services in F&B in Asia, was very happy to make introductions to potential distributors across Southeast Asia to help Bon Accord's business development strategy.

Michael Beechey connected Bon Accord with one of the largest distributors of F&B in Indonesia.

Michael was also able to help World Class New Zealander **Ian Gordon**, Managing Director of GMTee, distributors of luxury travel kits for hotels across the globe. Michael offered advice on Indonesia's hospitality sector and introduced Ian to his contacts in Southeast Asia.

Lastly, Kea helped find connections for Michael Beechey in the retail leasing sections of major NZ shopping malls. Kea connected Michael to Pita Pit Director **Duane Dalton**, **ATEED's** Business Attraction and Investment team, and retail consultancy **Food Concepts**.

Connected Datagate to WCNZer David Thodey, former CEO of Telstra



Datagate is a cloud-based billing engine and customer self-service portal that manages the data aggregation, rating, billing and analysis of service usage.



Kea connected Datagate's CEO, **Mark Loveys**, to World Class New Zealander **David Thodey**, former CEO of Telstra and current chairman of CSIRO. David has introduced Mark Loveys to the head of Telstra Wholesale and has also offered to introduce Mark to senior people at **Verizon Wholesale** and **AT&T Wholesale** in the US.

"Needless to say, I'm extremely impressed that Kea was able to connect me with such a high-calibre person from exactly the company I was looking for."

Mark Loveys, CEO Datagate

Connected Customer Radar to Australian based Customer Engagement Pty Ltd



Digital service provider, Customer Radar, collects and analyses customer feedback data in real-time. They sought connections to do business in Australia. Kea connected their Sales Manager, **Nick O'Neill** to **Chris Payne**, CEO of Australian contact centre company Customer Engagement.



Chris generously gave his time to discuss the challenges and opportunities of operating in as a New Zealand business in Australia and how to navigate the Australia-NZ cultural divide. Nick and Chris have made plans to explore ways in which their respective companies can collaborate in Australia.

Connected Storypark to Michael Cook, Product Ops Manager Marketplace - Uber

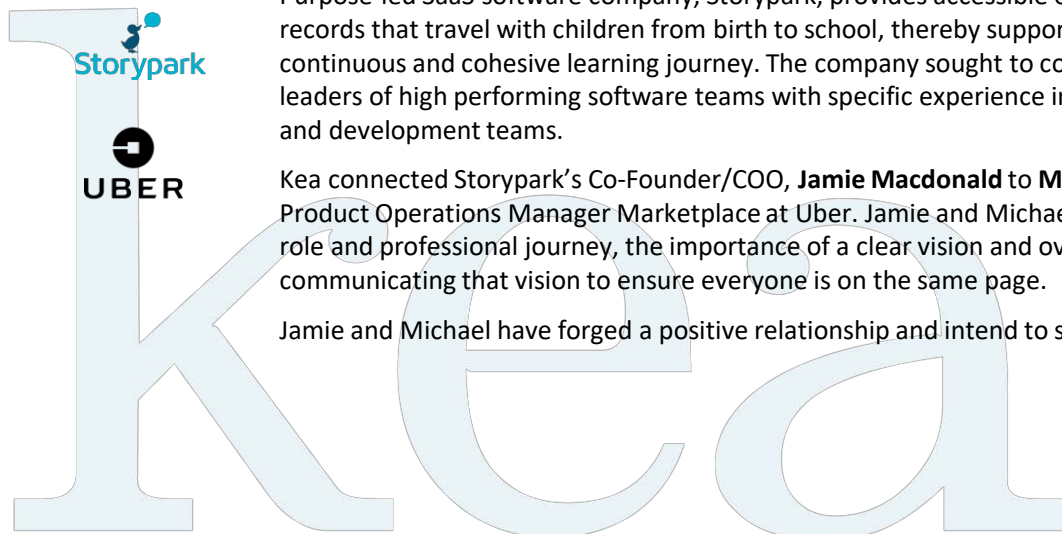


Purpose-led SaaS software company, Storypark, provides accessible ePortfolio records that travel with children from birth to school, thereby supporting a continuous and cohesive learning journey. The company sought to connect with leaders of high performing software teams with specific experience in scaling design and development teams.

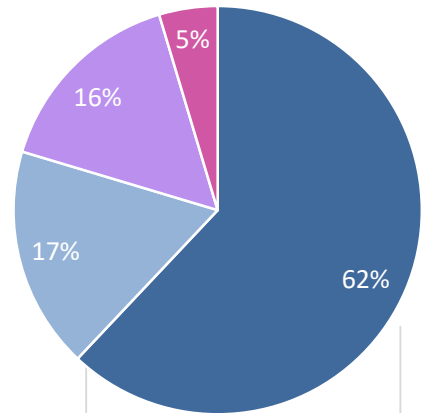


Kea connected Storypark's Co-Founder/COO, **Jamie Macdonald** to **Michael Cook**, Product Operations Manager Marketplace at Uber. Jamie and Michael discussed his role and professional journey, the importance of a clear vision and over-communicating that vision to ensure everyone is on the same page.

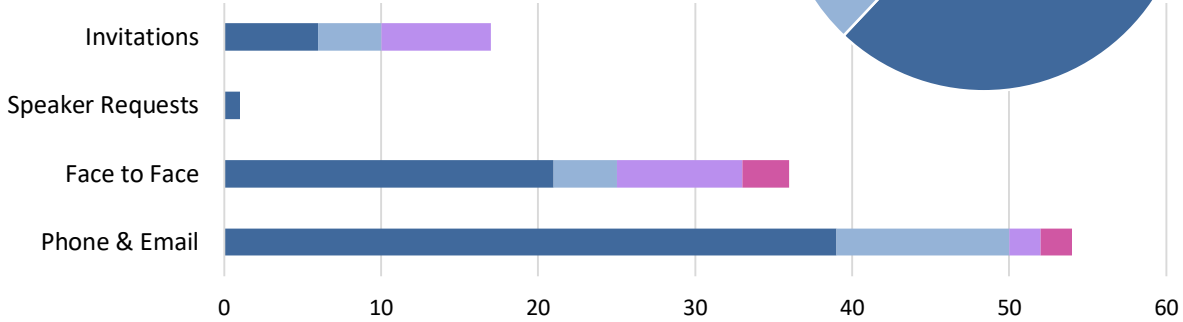
Jamie and Michael have forged a positive relationship and intend to stay in touch.



NZ Inc projects and engagement:



■ NZTE (67) ■ MFAT (19) ■ MBIE (17) ■ ENZ (5)



72
Total NZ Inc projects

108
Total NZ Inc engagement*

* Total NZ Inc engagement includes meetings, phone calls, events and emails.

World Class NZ Celebration, New York

Kea and AUT celebrated Taika Waititi's World Class New Zealand Award in NYC, in November.

The highlight of the 2017 Kea US Tour was hosting the first ever World Class New Zealand Awards event in New York City. US based World Class New Zealanders celebrated **Taika Waititi** and **Nancy Gilbert**, who were presented with World Class New Zealand and Friend of New Zealand awards respectively. **Sarah Robb O'Hagan** MC'ed the event and a US/Kiwi menu was designed by **Anthony Hoy Fong**.

Marie Te Hapuku, Soprano at the Metropolitan Opera, provided the evening's entertainment. The event was a huge success. 170 guests attended including **Anthony Hoy Fong**, **Beatrice Faumuina ONZM**, **Claire Eeles**, **Craig Nevill-Manning**, **David Howell**, **Dean Smith**, **Debbi Gibbs**, **Derek Handley**, **Derek McCormack**, **Dr Kevin Little**, **Dr Peter Rajsingh**, **Guy Horrocks**, **Hal Josephson**, **Helen Klisser During**, **Ian M Phillips MNZM**, **Jonty Kelt**, **Julie Fry**, **Kirsten Nevill-Manning**, **Kirsty Graham**, **Michael Davies**, **Myles Sutherland**, **Nancy Gilbert**, **Phil Veal**, **Ronnie Peters**, and **Timothy Cameron**, among many other notable guests and friends of NZ.



Government agency highlights:



NZTE

- Kea and NZTE are working together to bridge the gap in the NZ business support ecosystem, with a focus on the rapidly growing Kiwi tech sector. Kea has been working with 30 SaaS companies, all of which are NZTE and Callaghan customers seeking connections in the US and beyond.
- Kea is in regular conversation with NZTE's Sydney and Melbourne teams to explore opportunities to work together and collaborate.
- Kea maintained regular contact with NZTE in the lead up to and post the World Class New Zealand Celebration in New York.
- Kea has been working closely with NZTE to appoint a US Director.
- Kea has begun supporting NZTE's NZ Inc strategies for the Dubai 2020 Expo. This involves shared production and distribution of content, along with planning in-market events.
- Kea and NZTE's communications teams are supporting each other's content strategies, sharing native content to broader audiences and developing new content together.



MFAT

- Kea extended an invitation to **Ambassador Tim Groser** for the WCNZ Celebration in NYC.
- Kea and MFAT worked together to choose Friend of New Zealand World Class NZ Award Winner, **Nancy Gilbert**.
- Kea and MFAT hosted a successful NZ Christmas Drinks, Shanghai. The event encouraged an abundance of community engagement, with the attendance of 50 Kea members and World Class New Zealanders.
- Kea has been in regular communication with **Sir Jerry Mataparae** as a member of the World Class New Zealand Awards judging panel for 2018.



Education New Zealand

- Kea supported Education NZ in identifying and securing seven candidates for a round of in-depth profiling. ENZ has successfully produced the remaining two videos showcasing Kea network members, **Sam Kamani** and **Adriana Christie**. Kea will promote these videos to its 200,000 members on Chinese social media platforms WeChat and Weibo. **Jan Zijderveld** has also created a blog post for Education New Zealand which is awaiting approval for publishing.
- Kea met with the ENZ team to discuss their strategy for 2018 and to explore new opportunities to engage with Kea's World Class New Zealander network and Friends of New Zealand.



New Zealand Story

- Kea features NZ Story collateral across its communication channels weekly and continues to source imagery and presentation collateral from the NZ Story library.



Kea Periodic Deliverables Update for NZ Inc

November 2017 – January 2018



World Class New Zealand events:



Kea End-of-Year Global Tour

UK-Europe

Kea's CEO, **Craig Donaldson**, recently visited the UK and Europe to re-engage and connect with members of the World Class New Zealand Network.

Craig met with 27 members of the network while in London, along with a diverse selection of high-flying Kiwi expats. Among these were:

- **Rob Lynch**, Middlesex Cricket, Lord's Corporate Development Manager
- **Milly Olykan**, The O2, Festival and Events Director
- **Blair Turnbull**, Aviva, MD Head of Digital
- **Craig Fenton**, Google, Director UK and COO
- **Annie Baxter**, Google, Head of Brand Marketing and Product Communications
- **Lucy Hockings**, BBC World News, Presenter and Events Host
- **Katherine Corich** WCNZ, Sysdoc Founder and 2015 UK-New Zealander of the Year
- **Victoria Macdonald** WCNZ, C4 Correspondent and Trustee for Validity
- **Andrew Gerrie** WCNZ, Hotel Chocolate Chairman
- **Anton Oliver** WCNZ, M&G Investments, Head of Equities Business Management
- **Lady Pippa Blake** WCNZ Award Winner, Artist, Founding Trustee Peter Blake Trust
- **Simon Walker** WCNZ, CBE Lead non-executive Board Member, Department of Int. Trade
- **Kent Gardner** WCNZ, 2012 UK-New Zealander of the Year
- **Evans Randall** WCNZ, Malcolm Poynton, Global Chief Creative Officer
- **Hilary Timmins** WCNZ, Dream Catchers CEO, Producer, Writer and Presenter
- **Nick Afoa**, Actor, West End

Craig further met with 20 members of the network in Dublin, Amsterdam, and Paris.

China

In Shanghai, Craig met with the following:

- **Mark Tanner**, China Skinny
- **Alex Cummings**, First Cellars
- **Guergana Guermanoff**, NZ Consul General
- **Glen Murphy**, Regional Director NZTE
- **Kingsley Thompson**, High Tech Helicopters
- **Anna Shere**, Consultant
- **Ivan Kinsella**, Director NZTE

Highlights from the Chinese leg of the trip include:

- Hosting a high-level roundtable lunch covering strategic issues affecting Kiwis in China. The event was attended by 12 World Class New Zealanders and NZ Inc decision makers.
- Attended the NZTE-MFAT Drinks with Ambassador John McKinnon.
- Hosted Kea China Christmas Drinks at the NZ Consulate (100 Attendees).

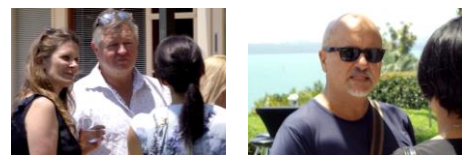
Kea Bespoke WCNZ Luncheon, Auckland

On 7 December, thanks to Kea's partner Adrenalin Group, we hosted 25 World Class New Zealanders and representatives from Kea's Global Partners at an exclusive lunch in Auckland.

The purpose of the event was to celebrate another successful year and to express our gratitude to our WCNZ members and partners.

The Auckland event enabled potential high-impact connections between NZ's high value network. Attendees included, **Andrew Sharp, Charles Chow, Grant Biggar, Dr Kerry Spackman, Leigh Flounders, Maru Nihoniho, Dr Michelle Dickinson, Mitchell Pham, Rachel Petero, Robert Oliver and Simon Valentine**, among others.

We are thrilled to acknowledge the support of **Mark Everard**, Managing Director of Adrenalin Group who enabled us to host this incredible event.



NZ Christmas Drinks, Shanghai

Kea, Barfoot & Thompson and KPMG hosted the Kea Shanghai Christmas drinks in early December 2017. Barfoot & Thompson's **Peter Thompson** and **Simon Hunter** from KPMG spoke to those assembled and ASB provided a pre-recorded economic forecast. The presentations explored Auckland's housing market, the importance of networking, doing business in China and New Zealand's economic outlook.

Several World Class New Zealanders were in attendance as well as Kea partners, both corporate and government, and our wider network of friends of New Zealand in China.



Kea Monthly Highlights

November 2017

World Class New Zealand Engagements:

Kea End-of-Year Global Tour

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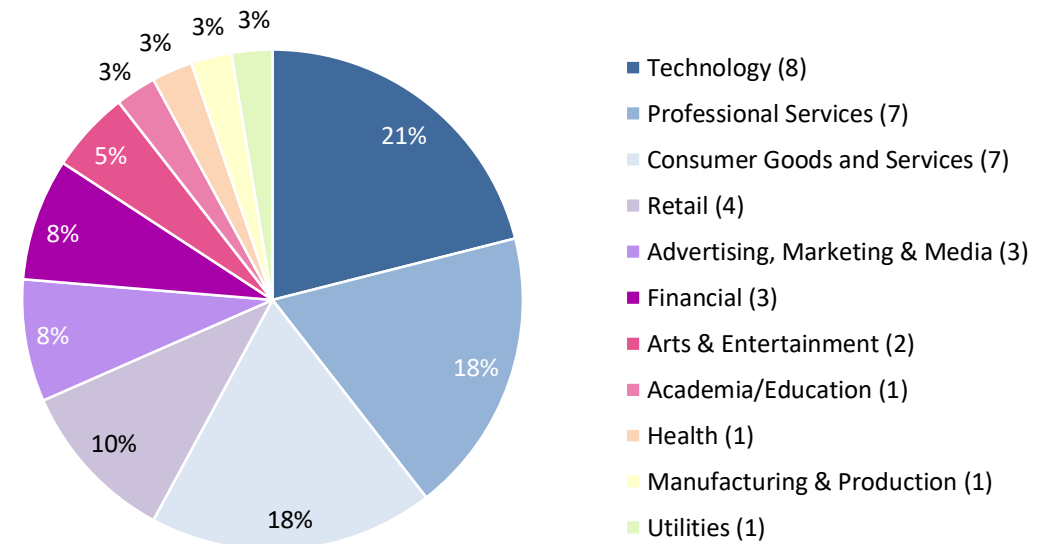
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Kea Connect: By the numbers

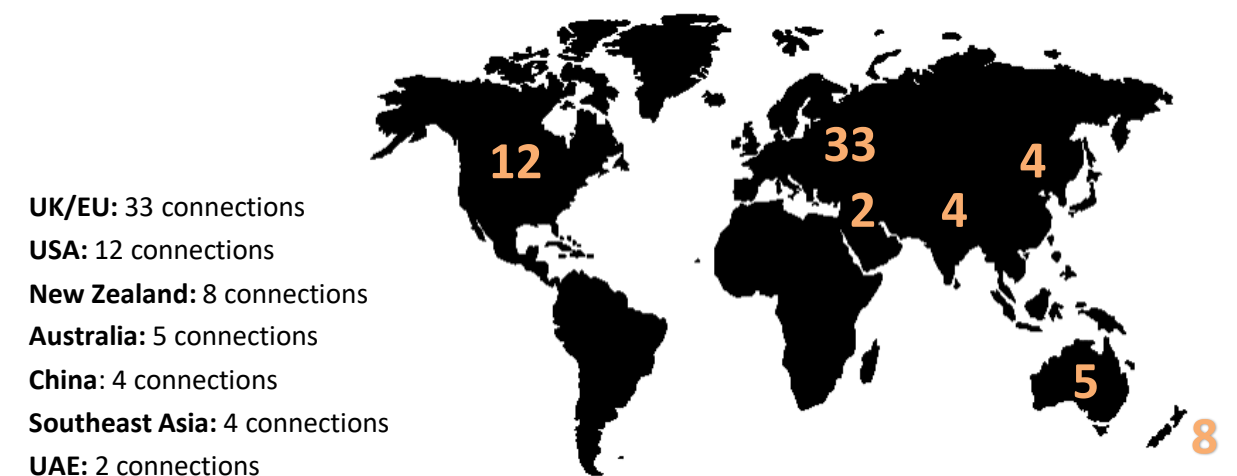


36
Kiwi companies assisted

74
Business connections made

Note: Due to the overlap of sectors in various diverse connection requests, total number of requests within sectors will consistently vary.

Kea Connect: By region



Kea Monthly Highlights

November 2017

Kea Connect: High Impact Highlights

Connected Nyriad to WCNZer Greg Foran, CEO of Walmart, Te Iri Awa and Soda Inc

NYRIAD™

Nyriad is an NZ software technology company that has developed a signature way to store, process and transport information. It specialises in the use of Graphics Processing Units for converging computing and IO to minimize data movement during processing, which can reduce HPC power consumption by 70%-90%.

Walmart*

soda inc.

Nyriad has been working on approval for a pilot test case for one of Walmart's new technology projects. Kea connected Nyriad's CEO, **Matthew Simmons** to World Class New Zealander **Greg Foran**, CEO of Walmart, who was able to influence progress.

Kea introduced Matthew to **Soda Inc**, a Hamilton based developer of customised incubation programmes for local start-ups. Soda Inc is keen to showcase Matthew as a speaker for their Innes48 event and potentially enrol him as a Business Growth Adviser.

Lastly, Nyriad has been looking at filling a few roles internally and Kea has successfully supported the recruitment process.

Connected Datagate to WCNZers Myles Sutherland and David Thodey

Datagate

Datagate is a cloud-based billing engine and customer self-service portal that manages the data aggregation, rating, billing and analysis of service usage. It makes complex billing easy and inexpensive, enabling resellers to differentiate their offerings in what are often crowded commodity markets.

Kea connected Datagate's CEO, **Mark Loveys**, to World Class New Zealander **Myles Sutherland**. Myles' firm, One Degree North, sells third party products into the telecom market. His team predominantly comes from the telecom industry, and works with T-Mobile, ATT, Sprint, Verizon and US Cellular. Myles and Mark have arranged to have a preliminary discussion to explore how they can work together.

Kea has also connected Datagate to **David Thodey**, former CEO of IBM ANZ, former CEO of Telstra and current chairman of CSIRO. David was happy to introduce Mark Loveys to the head of Telstra Wholesale.

David has further agreed to make introductions to senior people at **Verizon Wholesale** and **AT&T Wholesale** in the US.

"Needless to say, I'm extremely impressed that Kea was able to connect me with such a high-calibre person from exactly the company I was looking for."

Mark Loveys, CEO Datagate

Connected Customer Radar to Australian based Customer Engagement

CUSTOMER-RADAR

CUSTOMER
ENGAGEMENT
pty Ltd

Customer Radar is a digital service provider that collects and analyses customer feedback data in real-time. **Nick O'Neill**, Sales Manager at Customer Radar, approached Kea for connections that could provide insight into doing business in Australia. Kea connected Nick to **Chris Payne**, CEO of Customer Engagement, an Australian contact centre company, who gave Nick valuable advice on the Australian market.

Nick and Chris met in Sydney, where the pair shared their findings on the Australian market. Nick found Chris very helpful and gained specialised knowledge on operating in Australia as a Kiwi business. Nick particularly valued Chris' advice on how to navigate the Australia-NZ cultural divide in business.

The pair have also made plans to explore ways in which their respective companies can collaborate in Australia.

Connected Bon Accord to WCNZer Terrie Lloyd and The Blue Tangerine Group

Bon accord

JapanTravel.com

Bon Accord produces cold beverages for coffee house chains, with a market share of 80% of the NZ cafe sector. They have established distribution networks in China and Japan and reached out to Kea to open more doors in Asia.

Kea connected Bon Accord to World Class New Zealander and serial entrepreneur, **Terrie Lloyd**, who has a wealth of experience and networks in Japan. Terrie is keen to discuss opportunities to help with market penetration in Japan.

Kea also introduced Bon Accord to The Blue Tangerine Group's Managing Partner, **Arvind Nagpal**, whose firm specialises in business advisory services in F&B in Asia. Arvind has offered to share his contacts with Bon Accord and help with business development in Southeast Asia.

Kea Monthly Highlights

December-January 2018

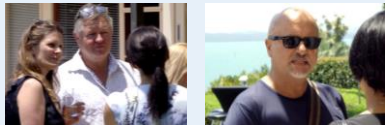
World Class New Zealand Engagements:

Kea Bespoke WCNZ Luncheon, Auckland



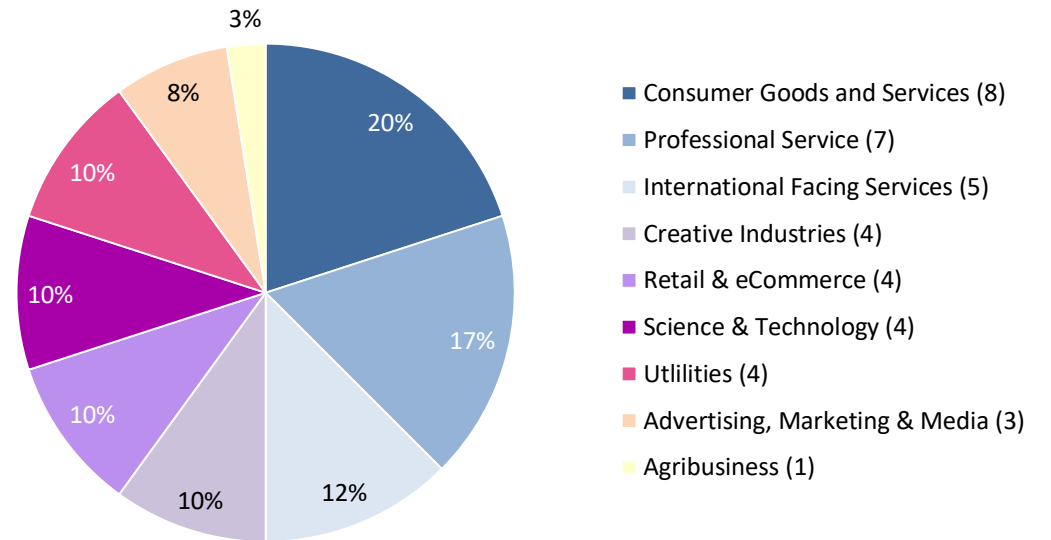
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Attendees included **Andrew Sharp, Charles Chow, Grant Biggar, Dr Kerry Spackman, Leigh Flounders, Maru Nihoniho, Dr Michelle Dickinson, Mitchell Pham, Rachel Petero, Robert Oliver, Royal Reed and Simon Valentine**, among others.

Kea Connect: By the numbers



22

Kiwi companies assisted

32

Business connections made

Note: Due to the overlap of sectors in various diverse connection requests, total number of requests within sectors will consistently vary.

Kea Connect: High Impact Highlights



Wherewolf

Connected Wherewolf to Shaun Donaghey

Wherewolf is an award-winning app for adventure tourism operators to manage guests and customer data. Wherewolf sought connections to tech company founders in the US who could share insights on growing tech teams in North America.

Kea connected Wherewolf to **Shaun Donaghey**, Founder and CEO of Generator, a Fintech company based in Los Angeles. Shaun shared his knowledge with Wherewolf and offered to interview US candidates on the ground.



Shaun Donaghey
Generator
Los Angeles, USA



Asili to WCNZer Peri Drysdale

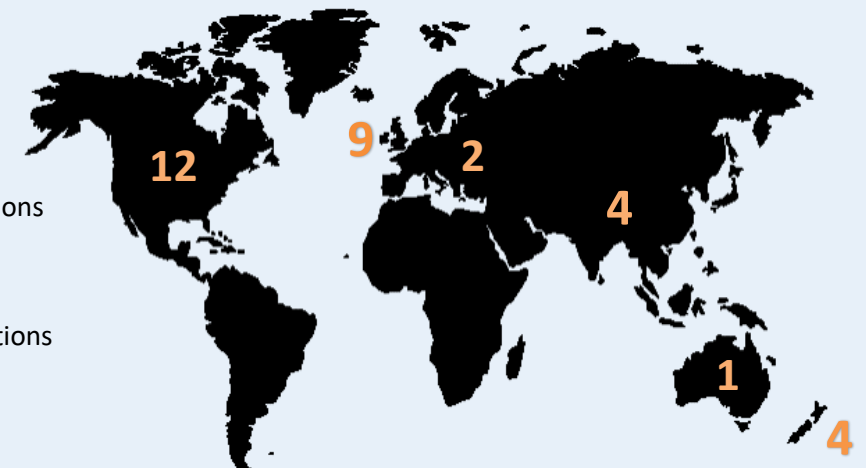
Ethical homeware designers Asili approached Kea for connections to experts in ethical business and distribution.

Kea connected Asili to Snowy Peak Founder and World Class New Zealander **Peri Drysdale**, who met with Asili and shared her insights. As a result, Snowy Peak and Asili are now looking at ways they can work together.



Peri Drysdale
Snowy Peak
Christchurch, NZ

Kea Connect: By region



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Kea Monthly Highlights

December-January 2018

World Class New Zealand Engagements:



Connected HRMI to Helen Clark and Audette Exel

The Human Rights Measurement Initiative (HRMI) is a global collaboration of human rights advocates, researchers and academics working to develop metrics for tracking the human rights performance of countries.

Having just finished trialling its new methodology, **Anne-Marie Brook** of HRMI approached Kea seeking advice on how to best manage the project's next steps and mitigate risk.

Kea connected Anne-Marie to notable World Class New Zealanders **Rt Hon Helen Clark** and **Audette Exel**, who have pledged to share their insight to develop HRMI's next steps.



Helen Clark
WCNZ



Audette Exel
WCNZ



Connected GMTee to Michael Beechey, WCNZ

GMTee, producers of luxury travel kits for hotels, contacted Kea for connections who could assist them with distribution in Southeast Asia. Kea introduced GMTee to Indonesian based **Michael Beechey** (WCNZ), the Managing Director of lifestyle and hospitality company PTT Family. Michael introduced GMTee to his contacts in Southeast Asia and is currently advising them on regional consumer goods practices.



Michael Beechey
PTT Family
Bali, Indonesia



Connected MakiSan to Pita Pit, ATEED and Food Concepts

Bali-based World Class New Zealander **Michael Beechey** sought advice on how to bring successful Southeast Asian food outlet MakiSan to New Zealand. He approached Kea for connections within the retail leasing sections of major NZ shopping malls.

Kea connected Michael to Pita Pit Director **Duane Dalton**, **ATEED's** Business Attraction and Investment team, and retail consultancy **Food Concepts**.



Terenzo Bozzone
Professional
Triathlete, NZ

Connected Terenzo Bozzone to KPMG, Goodman Fielder, David Steele and Sarah Robb O'Hagan

Professional triathlete **Terenzo Bozzone** approached Kea for connections that could help him grow his personal brand globally. Kea connected Terenzo to KPMG Executive Chair **Ross Buckley**, World Class New Zealander **Sarah Robb O'Hagan**, DPA Director **David Steele**, and Head of Consumer Engagement at Goodman Fielder NZ, **Meghan Blair**. All parties have reached out to Terenzo.



Deadly Ponies to Mark West, WCNZ

Internationally-renowned handbag designer Deadly Ponies asked Kea for warm connections to companies they had unsuccessfully approached. Kea introduced JAB Group Advisor **Mark West** (WCNZ), who has wide networks in retail across Europe, to Deadly Ponies' NZTE customer manager. Mark will be meeting with Deadly Ponies to see how he can help.



Mark West
Generator
Ticino, Switzerland



Connected Indigo + Iris to Tee Twyford, WCNZ

Kea connected ethical beauty brand Indigo+Iris to World Class New Zealander **Tee Twyford**, former head of content at Charlotte Tilbury Beauty and current CEO of Hustle+Hush, a consultancy for millennial businesses and emerging talent. Tee is keen to make introductions to beauty retailers and further connect Indigo+Iris to the UK beauty industry.



Tee Twyford
Hustle + Hush
London, UK

World Class Engagements: NZ Christmas Drinks, Shanghai

Kea hosted Shanghai Christmas Drinks in early December, in partnership with Barfoot & Thompson and KPMG. 50 Kiwi expats, World Class New Zealanders, Friends of New Zealand and NZ Inc staff were in attendance.

The event featured presentations from **Peter Thompson** from Barfoot & Thompson, **Simon Hunter** from KPMG and **Nick Tuffley** from ASB. They shared key learnings about the Auckland housing market, discussed the importance of networking when doing business in China, and forecasts on New Zealand's economic outlook.



Kea Periodic Deliverables Update for NZ Inc

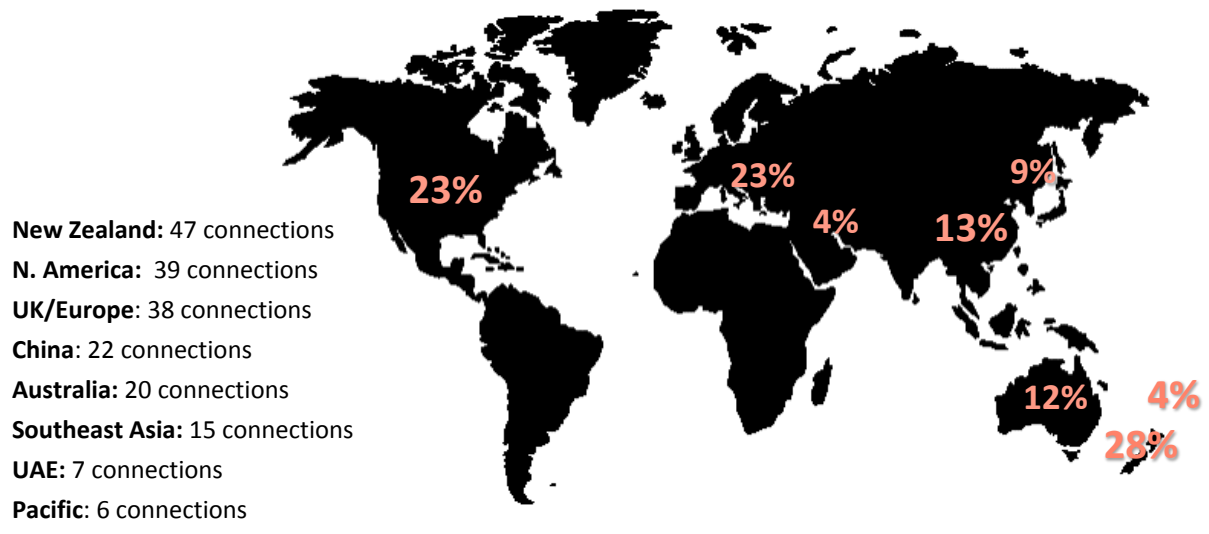


February 2018 – July 2018

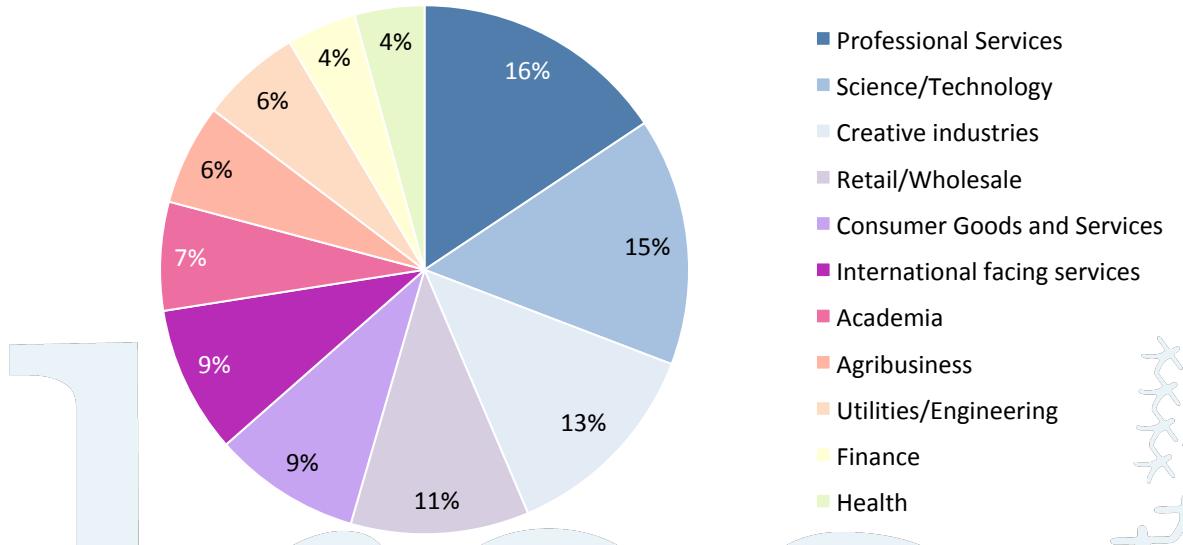
Overview:

- Kea made **279 connections** in this quarter, for 175 total requests.
- Connections made to **China** have increased to **13%** of total connections.
- Number of **connection requests** have increased by **33%** since last quarter.
- Total business connections** have increased by **38%**.
- WCNZ Member to Member connections** increased by **49%** this quarter.
- Kea contributed to **83 New Zealand Inc projects** around the world.
- NZ Inc engagements** increased by **50%** this quarter.
- Kea hosted **25 World Class New Zealand events** in **UK, China, US** and **NZ**.
- Kea awarded **10 new World Class New Zealanders: Peter Beck, Cliff Curtis, Jennifer Flay, Dr Delwyn Moller, Mitchell Pham, Dr Mark Sagar, and Annette and Neal Plowman, and Friends of NZ Brian and Matthew Monahan.**

Connections by the region:



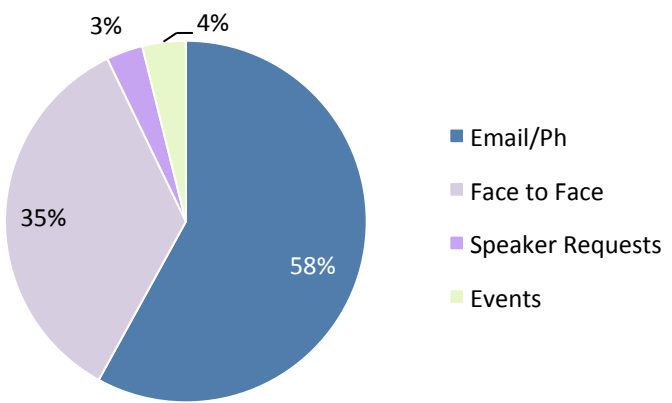
Connections by sector:



World Class NZ notable engagement:

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Total WCNZ Engagement

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279
Total bus. connections**

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* **Connection requests:** A request from a New Zealand business that has been submitted to Kea.
 ** **Business connections:** Connections made by Kea in response to a connection request.