

Kea Periodic Deliverables Update for NZ Inc

February 2018 – July 2018



World Class New Zealand Awards 2018



Kea was thrilled to acknowledge the achievements of six World Class New Zealanders at its annual Awards on June 21. Winners, **Peter Beck, Cliff Curtis, Jennifer Flay, Dr Delwyn Moller, Mitchell Pham** and **Dr Mark Sagar**, were all presented with a Tall Poppy statuette, designed by Weta Workshop Co-Founder and 2009 Supreme Winner **Sir Richard Taylor**.

The Friend of New Zealand was presented to brothers, **Brian** and **Matthew Monahan** and philanthropists **Neal** and **Annette Plowman**, received the coveted Supreme World Class New Zealand Award.

Neal and Annette established the Next Foundation with a \$100 million gift over 10 years to support projects in education and the environment.

Thanks to the ongoing support of our partner organisations, the Kea World Class New Zealand Awards have become Aotearoa’s most prestigious individual achievement awards, recognising and celebrating inspirational kiwis who have made an outstanding contribution to the economic, social and cultural development of our country, thereby raising New Zealand’s global mana.

This year’s awards dinner was a truly spectacular occasion with over 800 business and government leaders, entrepreneurs and influencers from every sector in attendance. Since its inception in 2003, a total of 104 notable ‘Kiwis’ have been recognised.



800+
Total number of attendees



290
NZ business represented



33
WCNZers attended



15+
Industries/Sectors represented



40
Representatives from govt. entities attended



250K
Sky Kiwi China social media reach on the night



Kea Southeast Asia Tour

Kea Inspire Singapore, ‘Getting a Grip on Intangibles’

On 10 April, Kea hosted a Kea Inspire networking event at the New Zealand High Commission in Singapore, in cooperation with the NZ Singapore Chamber of Commerce and NZTE. The topic of the night was ‘Getting a Grip on Intangibles’, with included keynotes from **Tim Norton**, Founder and CEO of 90Seconds, and **Tyler Capson**, MD of EverEdge Singapore.

The event raised awareness of the opportunities for Kiwi companies to establish themselves in Singapore in industries that are not purely related to the primary sector (FinTech, SaaS or Neutraceuticals industries). It also covered ways to protect one’s intellectual property before, during and after the process of moving a NZ business offshore.

The event was well attended, with more than 50 Kiwis and Friends of NZ attending. These included World Class New Zealanders **Stephen Robinson** and **Vivienne Hunt**, as well as Trade Commissioner **Hayley Horan** and Deputy High Commissioner **Laura Grey**.

Singapore World Class New Zealand Access Luncheon

Kea hosted a World Class New Zealand roundtable luncheon at Singapore’s NUS Private Club, on 11 April, bringing together a leading group of Singapore based C-Suite executives. The group discussed digital disruption and shared key learnings from attendees’ own experiences.

Twelve people attended, including World Class New Zealanders **Charles Chow**, Private Family Officer and Adjunct Lecturer at the University of Auckland, **Daniel Zhou**, President Southern Pacific Enterprise Huawei, and **Chew Gek Khim**, Executive Chairman at Straits Trading Company.

Kea Inspire Ho Chi Minh City, ‘Digital Disruption’

On 13 April, Kea hosted an Inspire networking event at KPMG’s Ho Chi Minh office, in cooperation with the NZ-Vietnam Chamber of Commerce and KPMG Vietnam. **Tim Birch** of Apple Asia and **Brendon Urlich** from disruptive toy company Zuru Toys gave keynote addresses. KPMG Vietnam’s Chairman & CEO **Warrick Cleine** also provided an economic and trade update.

The event was well attended and included Trade Commissioner **Karlene Davies** and World Class New Zealander **John Gardner**, Caravelle Hotel.

As result of the event, Kea and the Vietnam Chamber signed an MOU to build deeper cooperation in the region. New initiatives for mutual members are being developed between the two entities.

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High impact connections:

Connected BraveGen to WCNZer Leo Lonergan



BraveGen is an enterprise compliance software that consolidates consent management, health and safety, sustainability data, reporting and contractor management for major industry leaders. The software company is currently scaling in the US with a view to targeting the oil and energy industry. Kea introduced BraveGen's CEO **Chris Lindley** to WCNZer **Leo Lonergan**, former Chief Procurement Officer of Chevron.



Chris and Leo discussed aspects of BraveGen's value proposition that would appeal most to potential clients. BraveGen received valuable insights and advice from Leo, and will remain in contact.

Connected Noissue to Microsoft



Noissue is a hybrid platform that supplies customised tissue wrapping paper to retailers to enhance brand identity and consumer experience. **Tim Instone** joined Noissue as their Strategic Partnerships Manager in Toronto to oversee intermediary relationships and strategic opportunities. Tim approached Kea for connections to nearby Kiwis of interest in eCommerce and SaaS industries.



Kea introduced Tim to **Peter van der Zouwe**, Cloud Computing Specialist at Microsoft. Peter discussed his experience in partnerships, and the dynamics of engaging and nurturing these. Peter also provided tips on customer acquisition, and further connected Tim to an influencer in startups. Peter's depth of expertise and connectedness in the tech scene has been, and will be, highly valuable to Noissue.

Connected Kare to MGM Macau



Kare Limited is a Whangarei based honey company that produces a range of Mānuka honey and food supplement products. Prior to attending NZTE's Food Connection Shows in Macau, NZTE and Kare approached Kea for in-market connections. They sought in-depth knowledge of market conditions and specific expertise in hospitality, tourism, food and beverage industries.



Kea reached out to **Grant Bowie**, CEO and Executive Director of MGM Macau, who further connected Kare's Director, **Billy Mulcare**, to MGM Macau's VP of Supply Chain Services, **Gary Chung**. MGM Macau is a Forbes Five-Star Luxury integrated resort owned by a subsidiary of MGM Resorts International.

Gary provided insightful and interest-specific advice that has proven to be invaluable. His suggestion to Kare was to target higher-end boutique and hospitality markets. Gary's knowledge of the competitive Macau market and the potential difficulties of accessing key decision makers, led Kare to focus on finding a distributor with good existing access and solid connections within the industry. Kare is now working towards a distribution agreement for the territory.

"While it is still too soon to provide you with meaningful results from our trade visit and participation at Food Connection Macau, we are quietly confident that we have found an ideal distributor for the Macau market. I cannot speak highly enough of the assistance you, Gary and your organisation have provided our business."

Billy Mulcare, Director Kare Ltd

Connected Uprise to Getty Images



Uprise is a digital performance company that specialises in search engine optimisation with a proactive, results-based pricing model. In preparation for their launch in San Francisco, Uprise approached Kea for connections to assist with US market entry.



Kea introduced Uprise's Founder/CEO, **Tim Pointer**, to Getty Images' Global Director of Digital Marketing, **Daine Weston**. Daine offered valuable feedback about Uprise's business model and validated their bespoke technology. He also gave helpful insight into digital marketing on a scale, advice that is not readily available in NZ. In addition, Daine connected Tim to people in his personal network in LA and San Francisco. Both Daine and Tim intend to stay in regular contact.

"Kea were able to connect me with an incredible Kiwi who had the skill set and experience I needed. Truly one of a handful of people around the world in the know. The conversation was insightful and incredibly helpful in validating our business model and market entry strategy for the USA."

Tim Pointer, CEO Uprise

Connected Kanapu to Avertana



Kanapu Limited is a Hawkes' Bay based premium Hemp food producer. They are currently undertaking three large business transformation initiatives: the establishment of a food processing facility in Hastings; planning an export strategy to Australia and beyond; and considering investment opportunities into their business.



NZTE, working with Kanapu, approached Kea seeking network members experienced in simultaneously setting up processing facilities and building an offshore export strategy.

Kea introduced Kanapu's Managing Director, **Isaac Beach** to Avertana's Co-Founder, **James Obern**. Avertana produces a range of valuable mineral and chemical raw materials by extracting them from industrial waste. These raw materials are used to manufacture everyday products like paint, building materials, paper and fertilisers.

Avertana has been scaling in both the US and China, and has overcome numerous challenges and gained insights worth sharing with Kanapu. James also offered to promote Kanapu to his wider professional network.

Connected Manuka Health to NZ Wine Growers, Karma Cola, Koru Solutions



Manuka Health is a natural health company that optimises bee products to produce premium Manuka honey, royal jelly and propolis for wellbeing and personal care products.

Manuka Health asked Kea for introductions in the FMCG industry in Germany, to assist with market entry.

Kea connected Manuka Health's General Manager of Sales, **Harry Woods** with **Chris Stroud** of NZ Winegrowers and **Plum Savill** of Karma Cola - both of whom will open doors into German retailer, Aldi.

Kea also connected Harry with Managing Director of Koru Solutions, **Peter Taylor**. Peter was formerly COO of CWS-boco International GmbH - a company under the same umbrella as Germany's leading hypermarket brand, Metro. Peter was more than happy to provide insights into the German retail market and connect him with his FMCG network.



Chris Stroud
NZ Winegrowers



Plum Savill
Karma Cola, UK



Peter Taylor
Koru Solutions

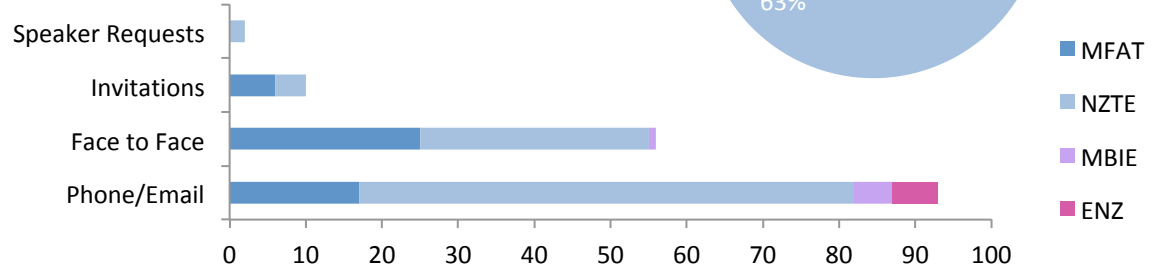
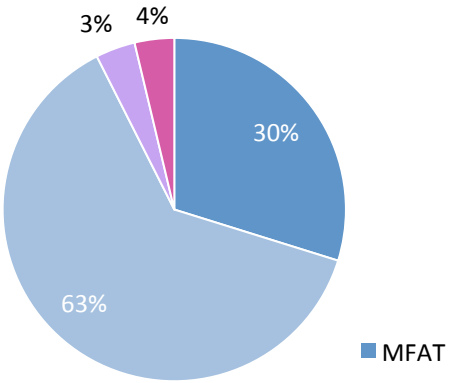


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February 2018 – July 2018



NZ Inc projects and engagement:



83
Total NZ Inc projects

217
Total NZ Inc engagement*

* Total NZ Inc engagement includes meetings, phone calls, events and emails.

Kea's new Regional Directors:



MJ Bethell
Kea, China

Welcome **Mary-Jayne Bethell, John Lowe** and **Ryan Mulcock** to the World Class NZ team.

Mary-Jayne Bethell is our new Regional Director, China. MJ has had ten years of incredible experiences in China. She loves the unique opportunities, challenges, and diversity that the country has to offer. Her current roles as Kea's China Regional Director and the owner of Shopping Tours Shanghai, perfectly combine her passion for meeting and connecting people with the love for beautiful New Zealand.



John Lowe
Kea, China

John Lowe is working alongside MJ as Kea's China Strategist. John has been living in China on and off for the past 12 years. He has managed several online business enterprises and been involved in projects to build the New Zealand community. Currently based in Shanghai, John has a strong network of contacts and a passion for building connections.



Ryan Mulcock
Kea, US

Ryan Mulcock is our newly appointed Regional Director of North America. Ryan has lived in New York for 9 years and has built his career developing top tier brand partnerships. His extensive network in the US has evolved from his experience in producing large scale events and high profile campaigns for an assortment of arts and entertainment companies, from Lionsgate Entertainment to Sony Music.

With more than 36% of our connection seekers looking to expand into China and the US, Kea is excited to be investing in these regions.

Government agency highlights:



NZTE

- Kea hosted four NZTE tables at the World Class NZ Awards, their guests included **Pete Chrisp, Carmel Fisher, Andrew Ferrier,** and **Robin Hapi.**
- Kea and NZTE are working together to bridge the gap in the NZ business support ecosystem, with a focus on the rapidly growing SME community. To enable this, Kea has been hotdesking once a month with Customer Managers to offer NZ businesses the connections service where necessary.
- Kea is in regular conversation with NZTE's Sydney and Melbourne teams to explore opportunities to work together and collaborate.
- Kea is supporting NZTE's events team in New York by inviting WCNZers and notable Kiwis.
- Kea extended invitations to members to attend and speak at NZTE's Kia Ora Netherlands drinks reception.
- Kea connected NZTE's Europe team to Kea members in Portugal and Amsterdam to support as in-market advisors.
- Kea assisted NZTE with the launch of NZ Central in China. It involved extending invitations to 100 Kea members in Shanghai. This was an opportunity for Kea to work with more businesses passing through NZTE Shanghai.
- Kea and NZTE's communications teams are supporting each other's content strategies, sharing native content to broader audiences, including Weibo in China, and developing new content together.



MFAT

- Kea hosted the **Rt Hon Winston Peters, Hamish Cooper,** Senior Foreign Affairs Advisor, and **Georgia Mills,** Acting Director, Auckland Office & Director for Pacific Connections at the World Class NZ Awards.
- Kea has been in regular communication with **Sir Jerry Mataparae** as a member of the World Class New Zealand Awards judging panel for 2018.
- Kea hosted a successful Brexit Round Table with MFAT to gather insights on reactions and plans for Brexit
- Kea has connected a range of members to MFAT for their London events, including ANZAC Day Service, London Town Hall meeting with Prime Minister **Jacinda Ardern,** and the Vote100 event that celebrated 1-years since women won the right to vote in the UK.



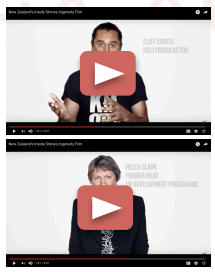
Education New Zealand

- Kea hosted Grant McPherson at the World Class NZ awards.
- Kea engaged with 30 network members in a survey on behalf of Education NZ for their social media alumni series that highlights how NZ education has contributed to a high impact Kiwi's international success.



New Zealand Story

- Kea hosted Rebecca Smith and Kelly Nathan at the World Class NZ Awards, where the **'Inside Stories'** Ingenuity cut was premiered.
- Kea engaged with 10+ WCNZers who were featured in NZ Story's Inside Stories project.
- Kea features NZ Story collateral across its communication channels weekly and continues to source imagery and presentation collateral from the NZ Story library.












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July 2018 – November 2018

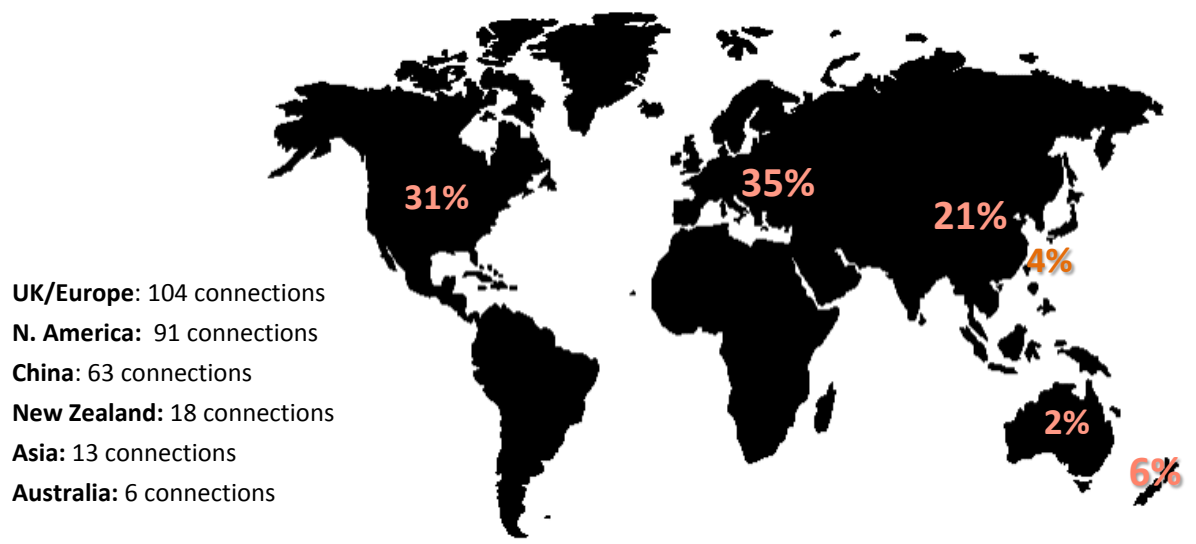
Overview:

-  Kea worked on **68%** more connection requests than last quarter
-  Connections made to **China** have increased to **22%** of total connections
-  Number of **connection requests** to the **US** have increased to **33%**
-  Kea has made a total of **295 business connections** this quarter
-  Kea contributed to **22 New Zealand Inc projects** around the world
-  Kea hosted **17 World Class New Zealand** events in **UK, China, US** and **NZ**
-  Kea toured the **US** and **UK** and met with **60+ high impact Kiwis** and **World Class New Zealanders**
-  **285+** emails, phone calls, meetings and events attended with **World Class New Zealanders**
-  Kea made **10%** more connections in the **International Facing Services** sector this quarter

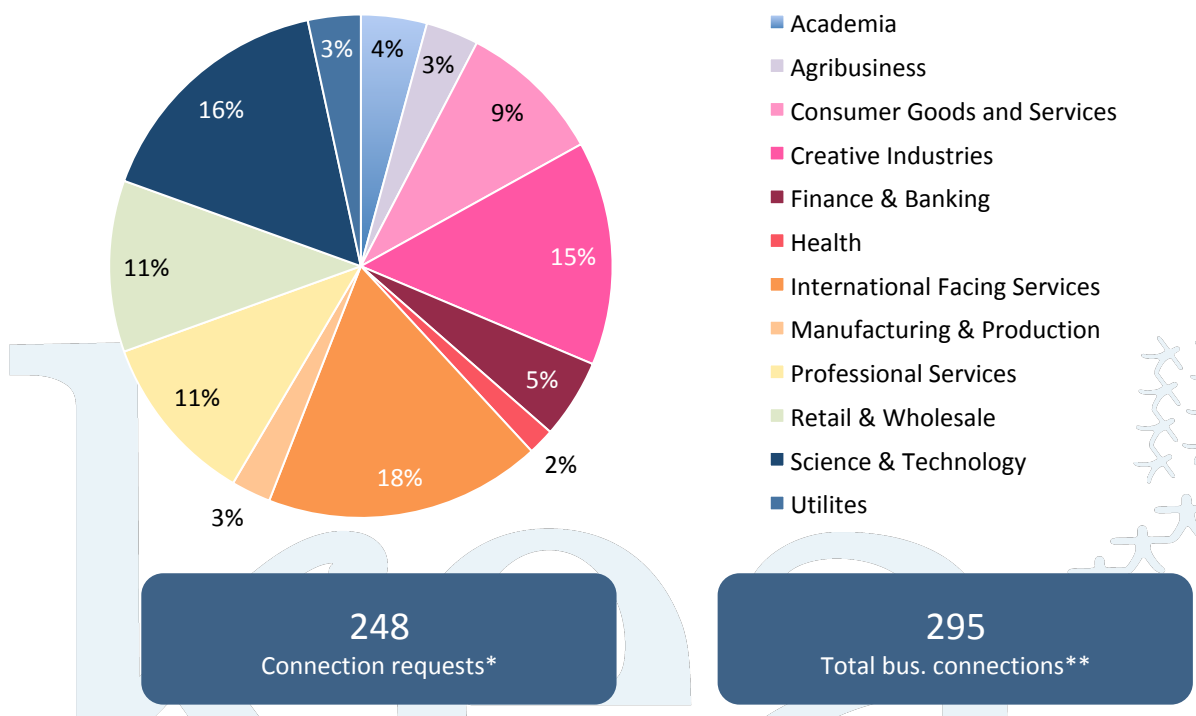


High impact Kiwis appealing for WCNZ Awards 2019 nominations on Kea US Tour

Connections by the region:



Connections by sector:



* **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.

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July 2018 – November 2018



High impact connections:

Connected Blunt to World Class New Zealander Emma Loisel and Karma Cola



Blunt's innovative design and proven technology support its ethos to "throw away the throw away culture" inherent in the umbrella industry.



Blunt produce umbrellas that are long-lasting and when their Creative Director, **Tor White**, approached Kea wanting to engage with, and learn from, established New Zealand businesses who had successfully entered the UK market. Kea was delighted to help.



Kea introduced Tor to World Class New Zealander **Emma Loisel**, Co-Founder and Chair of Volcano Coffee Works, a boutique small batch roaster providing freshly roasted fair trade coffee to London cafes and restaurants, and to **Chris Morrison**, Co-Founder at Karma Cola.

Both Emma and Chris provided invaluable insight and Tor felt "quite humbled by all the incredible work being done here in NZ that the world needs - It's very empowering for Blunt".

Connected Moberate Technologies to Richard Ginn and Mike Hodgkinson



Advisor Promoter by Moberate Technologies, is a user friendly, multi-channel marketing automation solution for insurance and financial advisors. It delivers essential tools that automate day-to-day processes to enhance relationship building, task automation and lead generation. The technology company approached Kea for connections in insurance and finance to help with scaling in the US.

Kea introduced Moberate Technologies' CEO **Damian McDonald** to **Richard Ginn**, Founder and Managing Partner of Westmere Management. Westmere Management provides independent and conflict-free corporate advisory services to executives of specialty finance and financial technology companies. Richard suggested three companies from his portfolio to Damian which could potentially align with Moberate. Damian is in the process of researching the three.



Kea also connected Damian to **Mike Hodgkinson**, Director of Worldview Growth Partners, which supports business owners and managers with growth and transformation. Mike and his Milwaukee based business partner have launched several products and services in the US. Mike has offered to connect Damian to his investment network.



Connected Highlight to Apple and Viacom



Highlight is a content aggregator platform for current events, designed to prevent the circulation of misinformation. The solution incentivises readers to investigate, curate, and critique news. Highlight's Co-Founder, **Nakul Kapoor**, approached Kea for connections to the tech industry to validate their concept and because they wanted to learn how to pitch to investors.



Kea introduced Nakul to **Viktoriya Gaponki**, Marketing Producer at Apple. Nakul's conversation with Viktoriya was highly beneficial and he was extremely grateful for her contribution. Kea also connected Nakul to **Brea Tremblay**, Editorial Lead for data platform Viacom. Brea has taken some time to evaluate the concept and provided practical feedback. Both will maintain communication to support Highlight's developments. As a result of these connections Highlight has made progress towards a closed beta version of their prototype.



"I had a very fruitful chat with Viktoriya. She seemed interested and impressed by the new technology that we are bringing forth and had very useful feedback and advice. I spoke to Brea and she had a lot of insightful questions. She really made me think of the application from the perspective of modern digital media (content validation, addressing misuse of the platform, usage guidelines, trolls, etc.)"

Nakul Kapoor, Highlight Co-Founder

Connected Walk On to Movac and Nike



Walk On is a pure merino wool blister protection product designed for outdoor and adventure sportspeople.



While raising a seed round to fund its NZ go-to-market strategy and undertake market validation in the US, Walk On approached Kea for connections to members with an interest in investment opportunities.



Kea connected **Mark Davey**, Walk On's CEO to **Mark Vivian**, Partner at venture capital growth firm, Movac. Mark had discovered the blister product while on the mountain the weekend before and was interested in meeting the people behind the product. Mark shared valuable insights with Walk On and offered to make further introductions to his network in the US.

While touring North America, Kea's Susan Glasgow and Ryan Mulcock met with New Zealanders **Matt Holmes** and **Wade Flanagan**. The pair both work for Nike, where Matt is VP Creative Director of Footwear Innovation, while Wade is Engineering Director Footwear Multi Category. Matt and Wade were keen to learn more about the innovative brand and asked to be connected to Walk On. Kea connected the pair to **Mark Davey**, who is now in discussions with Nike about collaborating on a natural innovation project.

Connected Barmes Design to Allbirds, Iffel International, Flight Centre Travel Group North America and Red Antler



Barmes Design make patented travel luggage targeted at frequent business travellers. Barmes wish to enter the US but first want to learn from successful design-led companies that have executed an online sales and marketing strategy.



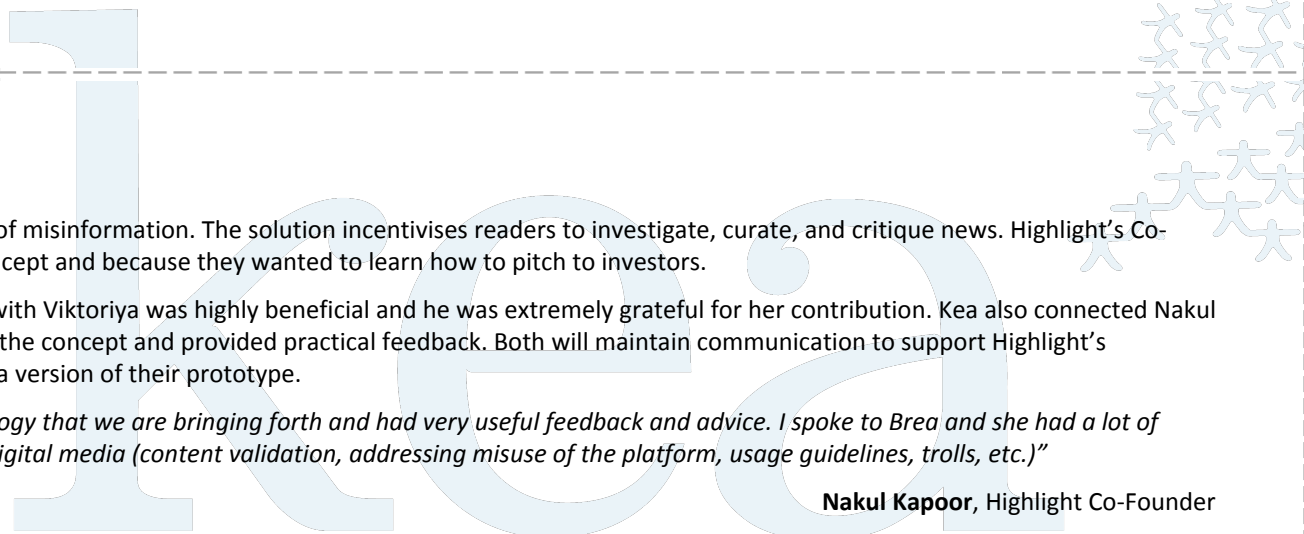
Kea introduced Barmes Design's Founder, **Paul Barmes** to World Class New Zealanders **Tim Brown** Co-Founder of Allbirds, **Dean Smith** President of Flight Centre Travel Group North America, **Hema Dey** CMO of Iffel International, and **Simon Endres** Co-Founder of Red Antler.



"A big thank you to Kea, who has been instrumental in connecting our company with key people we were keen to engage with in the United States. These contacts have already added great value in our quest to discover and reach new horizons."



Paul Barmes, Barmes Design Founder

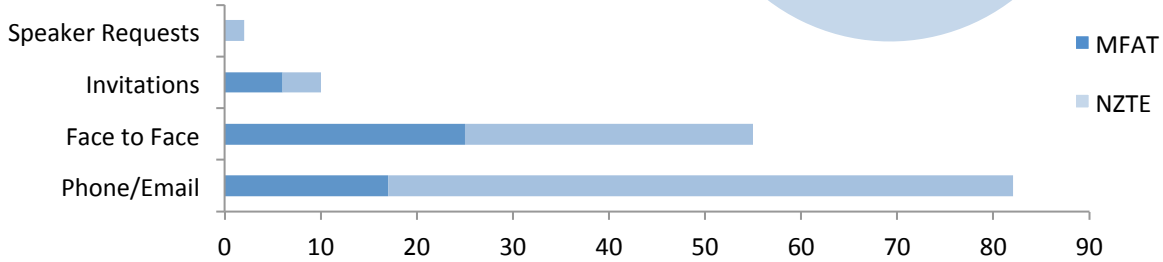
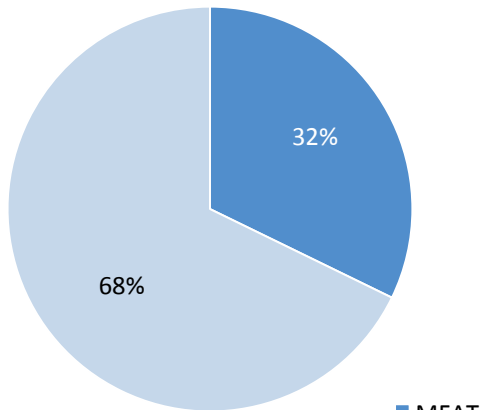


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July 2018 – November 2018

NZ Inc engagement:



22
Total NZ Inc projects

155
Total NZ Inc engagement*

* Total NZ Inc engagement includes meetings, phone calls, events and emails.

Government agency highlights:



NZTE

Kea has continually supported and co-ordinated events with NZTE in NZ and offshore regions.

- Kea has been in discussions with NZTE regarding the Diversity Engagement Programme and has looked at hosting a LGBTI business event in London. Kea met with **Andrew Howatson** and World Class New Zealander **Josh Gilbertson** to discuss ideas and next steps.
- Kea partnered with NZTE for the NZ Business and Rugby breakfast in London. 90 guests attended the event including World Class New Zealanders and a panel of contributors that included **Catherine McGrath** of Barclays, **Anton Oliver** of M&G Investments, **Dr Farah Palmer** ONZM of NZRU, **Conrad Smith** former All Black, and **Emma Keeling** as MC.
- Kea's Regional UK/Europe Director, **Tania Bearsley** attended a morning tea event to welcome new UK/Ireland Trade Commissioner **Nick Swallow**. Nick is supportive of Kea's mission and monthly meetings have been arranged so that Kea UK can support Nick and his team's goals.
- Kea is in discussions with **Dale Stephens**, Director Māori Customers, and **Barry Soutar**, Te Tira Toi Whakangao T3W, about Kea's services globally and how we can support upcoming trade missions.
- Kea is discussing ideas for the Better By Design CEO Series with **Simon Court**, Head of the Beachhead Advisory network and we are exploring opportunities to include **Ronnie Peter's** Hyperloop Transportation Technologies into the 2019 programme.
- Kea connected Operations Lead **Shelley Britt** to World Class New Zealander **Dean Smith**, President of the Flight Centre Travel Group North America, to investigate the use of a central travel company in the region. Both parties are now talking about ways of working together.
- NZTE are planning 2019 DIFFA Design Week to showcase world class designers from New Zealand in New York City. Kea connected **Danu Kennedy**, **Jacu Strauss** and **Lucy Tupu** to event organisers.
- Kea and NZTE are working together to help bridge the gap in the NZ business support ecosystem. Focussed on the rapidly growing SME community, Kea staff have been hotdesking once a month in the Customer Managers office to provide access to Kea's connection service where appropriate.
- Kea is in regular conversation with NZTE's Sydney and Melbourne teams to explore opportunities to work together and collaborate. Kea has been working with NZTE to source talent for the agency's various Trade Commissioner and marketing vacancies in the US, UK, UAE and Australia.

High impact connections:

Connected WARN International to Customer Engagement Australia and NZTE



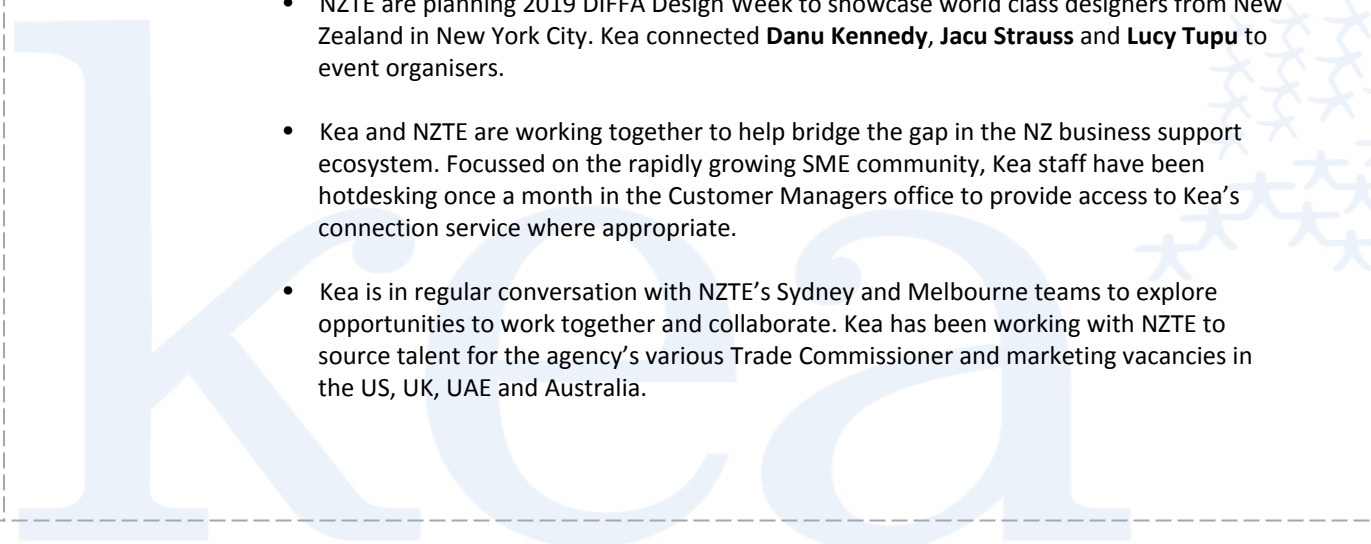
WARN International provides personal resilience coaching for corporates, high-risk teams, and those facing daily challenges.



WARN International approached Kea in search of members who could assist with breaking through the barrier that Kiwis face in the Australian market. Kea introduced WARN's International Founder/Director, **Lance Burdett**, to Customer Engagement Australia's CEO, **Chris Payne**. Chris provided Lance with helpful information and they will meet in coming months.



Kea also connected Lance to **Gabrielle Purchas**, Commercial Business Adviser at NZTE, Sydney. Gabrielle has attended one of Lance's presentations in the past and was interested in supporting his proposition for the Australian market. The two will meet when Gabrielle visits this month.



High impact connections:

Connected Touchpoint Group to Telstra, GloTechTel, CKCX Consulting, Barclays and Sysdoc

touchpoint Touchpoint Group is a SaaS company that specialises in marketing automation, customer experience and next generation text analytics solutions for growing organisations. Touchpoint approached Kea for support in the telco sector in Australia and the UK.



Kea introduced Touchpoint’s Co-Founder and CEO **Frank van der Velden** to:

- **Adrian Smith** – Digital Product and Experience Director at Barclays
- **Clare Hill** – CE at Sysdoc
- **Claire Kavanagh** – Customer Service Consultant at CKCX Consulting
- **David Thodey** – World Class New Zealander and former CEO of Telstra
- **Jason Lawson** – Principal Consultant at GloTechTel Consultancy

“Thanks Kea. David managed to connect me with the right guy in Telstra. We’ve ended up with an agreed action plan with four potential consulting partners and one significant opportunity in the banking sector, which I believe we can fulfil. In addition, it’s given me more confidence that we can succeed in London with our product”

Frank van der Velden, Co-Founder/CEO Touchpoint Group

Connected Vesta e-Commerce to World Class New Zealanders Hema Dey and Jonty Kelt, and Shaun Donaghey

VESTA CENTRAL SaaS company Vesta eCommerce is a provider of data collection, cleansing, and sharing for retail/manufacturing supply chain. The business was undertaking market discovery in Texas and sought to validate its product in the US.



Vesta approached Kea for connections in eCommerce, supply chain and manufacturers focused on digital processes in order to gather market intelligence. Kea connected Vesta’s CEO **Charles Nicholson** to World Class New Zealanders **Hema Dey**, CMO of Iffel International, and **Jonty Kelt**, Founder of Fantail Ventures. Kea also connected Charles to **Shaun Donaghey**, Founder of Generator.

Hema Dey helped Charles with validating his product’s in-market fit and has clients who would benefit from Vesta’s systems.

Jonty Kelt shared helpful insights with Charles and helped him prepare for what to expect when capital raising. Vesta have since completed their US validation and are preparing for their launch in the US in early 2019.

Shaun Donaghey is now working with Vesta and is their feet on the ground. In the lead up to Vesta’s launch into the US, Shaun is meeting with clients and building momentum for the business.

Government agency highlights:



MFAT

Kea has continually supported and co-ordinated events with MFAT in the offshore regions.

- In support of the recent openings of the Dublin and Stockholm NZ embassies, Kea worked with NZ Story to help promote the openings to European members and personally extended invitations to key Irish members in business.
- Kea supported the Oceania Exhibition events in London, working and steering group activity, as well as attending the Blessing Ceremony, Royal Academy Opening Reception and Te Papa’s Private View.
- Kea supported MFAT in Edinburgh at a Kiwis in Scotland breakfast and extended invitations to Kea members. 40 New Zealanders from a range of sectors, including equine saddle technology, major sporting event hospitality, education, dementia care, golf course design, film making, holistic health practices, construction and infrastructure recruitment, and international sport administration were in attendance.
- Kea met with UK High Commissioner **Sir Jerry Mateparae** and Deputy High Commissioner **David Evans** to discuss how Kea can work more closely with MFAT and how NZ Inc can collaborate on key activities.
- Kea supported the Institute of Chartered Accountants in England and Wales (ICAEW) at an event hosted at NZ House. World Class New Zealander **Josh Bayliss** shared his story with members of the ICAEW, NZ Deputy High Commissioner, **David Evans** and UK business leaders. He discussed the journey that led to him becoming CEO of the Virgin Group and he explored the areas of greatest importance for him today as a leader. The event was an opportunity for guests to network and discuss hot topics such as Brexit and immigration policies.
- In Shanghai, Kea hosted an end of summer BBQ with MFAT. There were 90+ attendees, which included NZTE and MFAT staff, as well as World Class New Zealanders **Glen Murphy**, **Peter Jiang**, **Greg Rumney**, **Vivian Zhang**, **Mark Tanner**, **Compton Tothill** and **Darren Ding**. The event provided an opportunity to meet with new members in Shanghai.
- To support the China International Import Expo, Kea assisted in the search for volunteers for the event as well as participating in promoting NZ at the MFAT/NZTE Pavilion.
- Kea offered to co-host a walking tour for Ambassador to China and Minister for Trade and Economic Growth the **Hon David Parker**.
- Kea co-hosted a summer BBQ at the residence of the New Zealand Consul-General to Los Angeles, **Hon Maurice Williamson** to celebrate the last of the summer wine. In attendance were World Class New Zealanders, representatives of MFAT and NZTE and Honorary Consul **Anthony Mosse**. The event was an excellent opportunity to galvanize NZ Inc. relationships in LA as well as to re-engage with LA based Kea members.
- Kea met with **Anthony Mosse**, Honorary Consul San Francisco. Anthony is working with potential investor migrants and sees Kea as invaluable to this group in helping them establish a domestic social and business network.
- Kea supported the MFAT Expo 2020 teams in both Auckland and Abu Dhabi by promoting to members: (1) the NZ Inc online business portal, (2) the Expo 2020 Opportunities domestic events showcase, and (3) news and latest developments in the lead-up to the Expo.
- Kea met with **Dame Annette King DNZM**, the new High Commissioner to Australia. Annette is delighted to be able to connect with the Kea network in Australia and to explore ways she and Kea can work together.

Kea Monthly Highlights

November 2018

World Class New Zealand:

Partner and World Class New Zealand Engagement:

Customer Experience Excellence event with the President & CEO of Walmart US



KPMG recently released their Customer Experience Excellence Report. The inaugural landmark report reveals what New Zealand consumers value most from their favourite brands. The report includes KPMG's Retail Sector Insights, which focus on global trends in today's complex retail environment and their potential on-shore impact for New Zealand retailers.

To launch the report, KPMG held an event in Auckland on 8 November with Kea World Class New Zealander **Greg Foran**, President and CEO of Walmart. Presenting to over 100 retail executives, Greg shared his leadership journey from the early days at Woolworths to leading the world's biggest retailer. He also answered questions about the future of retail.

Preparations for SaaStr delegation in association with Callaghan and NZTE

**Callaghan
Innovation**



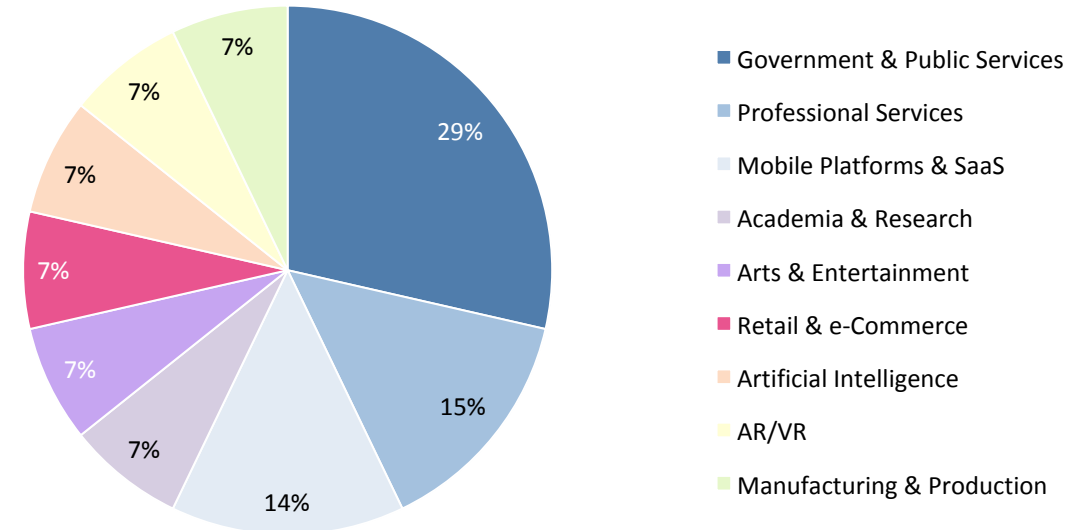
**NEW ZEALAND
TRADE & ENTERPRISE**

Held in San José, SaaStr Annual is a congregation of over 10,000 SaaS founders, VCs, and executives. The event is for members of the Software As A Service community to learn from one another and to build companies.

Over 70 Kiwi companies will be represented as part of the NZ delegation, co-ordinated by Callaghan Innovation and NZTE. Kea is supporting the delegates, and co-ordinating events in the lead up to the tour.

On the back of last year's success - Kea worked with 20+ delegates who sought connections in the US - Kea is again contributing to the preparatory workshops organised by Callaghan and has started working on securing connections for companies who have defined their objectives for the US trip.

Kea Connect: By the numbers



30

Kiwi companies assisted

33

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



UK/Europe: 21 connections

China: 5 connections

N. America: 4 connections

Asia: 1 connections

New Zealand: 2 connection

Kea Monthly Highlights

November 2018

Kea Connect: High Impact Highlights

Connected Qjumpers to PAXIO



QJumpers is an HR tech company that has developed automated AI head hunting software. The software speeds up the recruitment process through its collaborative design and automated workflows.



QJumpers is heading to the SaaStr '19 Expo in San Jose in February 2019 and approached Kea for connections to tech companies in the area, as to understand strategies for entry into the US market.

Kea introduced Qjumpers' General Manager, **Simon Oldham** to **Andrew Boak**, Internal Operations Manager at PAXIO, a fiber and internet service provider in the US. Andrew works closely with PAXIO's HR Manager and has offered to provide further connections and help where he can. Andrew has also asked for a demo to trial prior to their meeting in February.

"Definitely up for a coffee."

"I'm the Internal Operations Manager at PAXIO, and I work closely with our HR Manager. I'm sure she'd be happy to assist me in answering any specific questions that you'd like to ask me in the near future, and I would suggest that she could probably have her arm twisted for a few drinks when you're over here, and I will definitely be keen to chat."

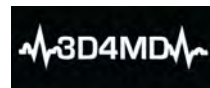
"Is there a beta type version, or a 30 day trial of something that she could "kick the tires" off? She's a big fan of HR software, so a USA HR person's personal review might give some insight into better targeting for your product here in the US."

"Happy to help, that's how Kiwis take over the world."

Andrew Boak, PAXIO

Connected Callaghan Innovation's MicroMaker3D Team to 3D4MD

The Callaghan Innovation MicroMaker3D team have developed a new type of 3D printing technology, Laminated Resin Printing, which enables rapid prototyping of high-resolution microscale structures. The MicroMaker team approached Kea for help from members that can provide insight on companies with an interest to develop and commercialise 3D Printing technology.



Kea reached out to World Class New Zealander **Dr Catherine Mohr**, who further connected MicroMaker3D's **Catherine Andrews** to **Julielynn Wong**, Founder/CEO of 3D4MD and Public Health, Preventive Medicine and Aerospace Medicine Physician, Medical Innovator and Health Communications Specialist. Julielynn provided industry insights and networks for MicroMaker to connect with.

Connected Viclink to Rentokil Initial and Ecolab

Researchers from Victoria University of Wellington have developed a long-life rodent lure for use in urban and rural pest control. Currently in prototype development phase, the product is more sustainable than food-based lures.

Viclink, Victoria University's commercialisation entity, approached Kea for connections to test and validate the international viability of long-life rodent lures. Kea introduced Viclink to **David Hames**, Pacific IT Director at Rentokil Initial Australia, and **Greg Sullivan**, SVP Supply Chain at Ecolab North America.

David connected Viclink's Senior Commercial Manager, **Janice Chen**, to the Australian Technical Manager at Rentokil Initial.

Greg connected Janice to Ecolab's Head of R&D for Pest Control for further discussion about the product.



viclink



Connected Patterson Associates Ltd to NZEDGE



Patterson Associates are preparing to launch their book, Patterson Houses of Aotearoa published by Thames and Hudson London.

The book is attributed to **Andrew Patterson**, who has been recognised by the New Zealand Institute of Architects with its 2017 Gold Medal, its highest level of recognition. It also celebrates high-end New Zealand houses as well as the New Zealand landscape.



Patterson Associates reached out to Kea for connections to the expat community wanting marketing support for the launch of the book. Kea introduced their PR Agent, **Gemma Finlay** to NZEDGE's GM, **Carla Hofler**. NZEDGE was more than happy to work with Patterson Associates and spread the word about the book.

"NZEDGE is very happy to support Andrew's book with an article, featured in our newsletter and to include ads for the book on the website gratis."

Carla Hofler, NZEDGE

Kea Monthly Highlights

October 2018

World Class New Zealand:

Partner and World Class New Zealand Engagement:

The Changing Landscape in China: Business Perspectives, Shanghai



On October 18th, NZ Consul General **Guergana Guermanoff** opened The Changing Landscape in China: Business Perspectives event, hosted by the North Asia Centre of Asia-Pacific Excellence, in partnership with the University of Auckland and Kea.

In addition to the Consul General, Kea engaged Yealands to provide wine for the evening, as well as connection seekers Tuck Shop Pies, Soapnut Republic, Mother Earth and NZ Avocado, who all contributed gifts and prizes.

The event was a success with a strong attendance of 160+ people, including World Class New Zealanders, **Anthony Aucutt, Peter Jiang, Rocky Meng, Scott Brown**. NZTE representatives **Fiona Acheson** and **Suzy Fewtrell** were also in attendance.

KPMG Innovation and Brand Evening with Allbirds, London

On October 22nd, KPMG hosted an 'Innovation and Brand' dinner, co-ordinated by Kea, to acknowledge the opening of Allbirds Covent Garden. Allbirds Co-Founder **Tim Brown** was delighted to address:

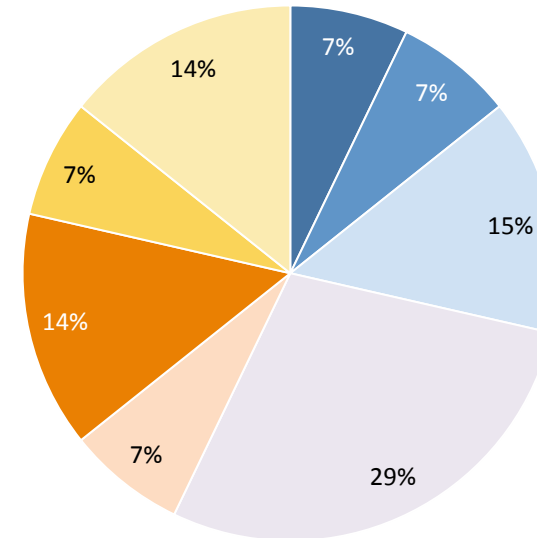
- **Andrew Cross**, Senior Warden, Worshipful Masters of the Marketors
- **Anton Oliver**, Head of Equities Business Management, M&G Investments
- **Craig Fenton**, Director Strategy and Operations, Google UKI
- **Dave Maslen**, GM Markets and Sustainability, New Zealand Merino
- **David Evans**, Deputy High Commissioner, New Zealand High Commission to the UK
- **Don Williams**, Partner, Retail Sector, KPMG
- **Francine Stevens**, Director of Innovation, Hiscox
- **Jo Copestake**, Head of UK/EU, Air New Zealand
- **Kristin Graham**, Associate Director, KPMG
- **Matt Fleming**, Partner, Legal Services, KPMG
- **Tania Bearsley**, Regional Director, Kea New Zealand

"Great conversation last evening and as promised I managed to fit a visit to the store before I headed off to Singapore. Great shopping experience. I knew what I wanted but let the guy go through the process and he was superb. 10/10 Tim"

– **Andrew Cross**, Worshipful Masters of Marketors



Kea Connect: By the numbers



- Academia > Education
- Creative > Advertising, Marketing & Media
- Financial > Capital & Investment
- International facing services
- Professional Services > Business operations
- Retail > Retail & e-Commerce
- Wholesale/Supply Chain
- Science/Technology > Mobile Applications/Platforms & SaaS

54

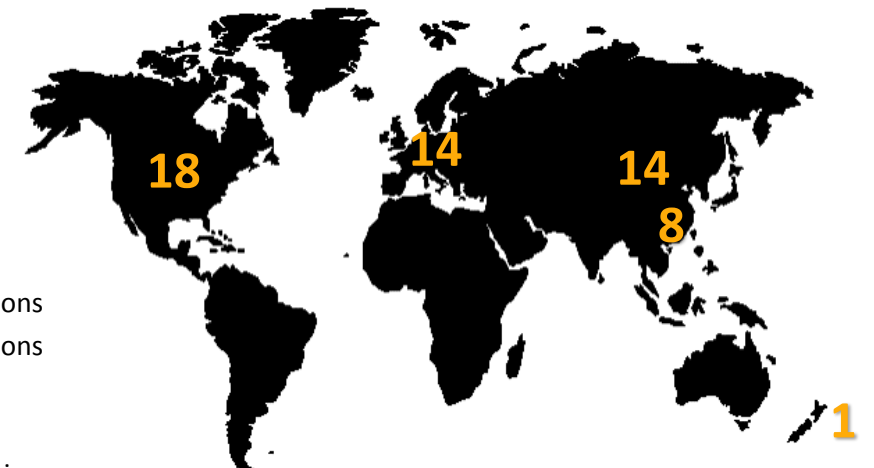
Kiwi companies assisted

55

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



N. America: 18 connections

UK/Europe: 14 connections

China: 14 connections

Asia: 8 connections

New Zealand: 1 connection

Kea Monthly Highlights

October 2018

Kea Connect: High Impact Highlights

Connected Barmes Design to Allbirds, Iffel International, Flight Centre Travel Group North America and Red Antler



Barmes Design make patented travel luggage targeted at frequent business travellers. Barmes wish to enter the US but first want to learn from successful design-led companies that have executed an online sales and marketing strategy.



Kea introduced Barmes Design's Founder, **Paul Barmes** to World Class New Zealanders **Tim Brown** Co-Founder of Allbirds, **Dean Smith** President of Flight Centre Travel Group North America, **Hema Dey** CMO of Iffel International, and **Simon Endres** Co-Founder of Red Antler.

"A big thank you to Kea, who has been instrumental in connecting our company with key people we were keen to engage with in the United States. These contacts have already added great value in our quest to discover and reach new horizons."

Paul Barmes, Barmes Design Founder

Connected Touchpoint Group to Telstra, GloTechTel, CKCX Consulting, Barclays and Sysdoc



Touchpoint Group is a SaaS company that specialises in marketing automation, customer experience and next generation text analytics solutions for growing organisations. Touchpoint approached Kea for support in the telco sector in Australia and the UK.



Kea introduced Touchpoint's Co-Founder and CEO **Frank van der Velden** to:

- **David Thodey** – World Class New Zealander and former CEO of Telstra
- **Jason Lawson** – Principal Consultant at GloTechTel Consultancy
- **Claire Kavanagh** – Customer Service Consultant at CKCX Consulting
- **Adrian Smith** – Digital Product and Experience Director at Barclays
- **Clare Hill** – CE at Sysdoc

"Thanks Kea. David managed to connect me with the right guy in Telstra. We've ended up with an agreed action plan with four potential consulting partners and one significant opportunity in the banking sector, which I believe we can fulfil. In addition, it's given me more confidence that we can succeed in London with our product"

Frank van der Velden, Co-Founder/CEO Touchpoint Group

Connected Nike to Walk On

While touring the US, Kea's Susan Glasgow and Ryan Mulcock met with New Zealanders **Matt Holmes** and **Wade Flanagan**. The pair both work for Nike, where Matt is VP Creative Director of Footwear Innovation, while Wade is Engineering Director Footwear Multi Category.



WALK ON

Matt and Andreas were keen to learn more about innovative merino blister protection brand **Walk On**, which is taking on the US market, and asked for a connection to the Kiwi company.

Kea connected the pair with Walk On CEO **Mark Davey**, who is now in discussion with Nike about collaborating on a natural innovation project.

Connected Vesta e-Commerce to WCNZers Hema Dey and Jonty Kelt, and Shaun Donaghey



Vesta eCommerce is a SaaS provider of product data collection, cleansing, and sharing for the retail/manufacture supply chain. The business was undertaking market discovery in Texas and sought to validate its product in the US.



Vesta approached Kea wanting to connect with members in eCommerce, supply chain and manufacturers focused on digital processes, in order to gather market intelligence.

Kea connected Vesta's CEO **Charles Nicholson** to World Class New Zealanders **Hema Dey**, CMO of Iffel International and **Jonty Kelt**, Founder of Fantail Ventures. Kea also connected Charles to **Shaun Donaghey**, Founder of Generator.

Hema Dey helped Charles with validating his product's in-market fit and has clients who would benefit from Vesta's systems.

Jonty Kelt shared helpful insights with Charles and helped him prepare for what to expect when capital raising. Vesta have since completed their US validation and are preparing for their launch in the US in early 2019.

Shaun Donaghey is now working with Vesta and is their feet on the ground. In the lead up to Vesta's launch into the US, Shaun is meeting with clients and building momentum for the business.

Kea Monthly Highlights

September 2018

World Class New Zealand

WCNZ Engagement: Purpose, People, Progress - US Tour 2018



WCNZer **Tim Brown**
Founder, Allbirds

All of the 40+ World Class New Zealanders and Kea members, **Ryan Mulcock**, Kea's North American Director and I visited on our recent tour of San Francisco, Portland, Los Angeles and New York confirmed my belief that Kea plays a unique role in their hearts and minds. Simply by keeping them engaged with New Zealand, Kea has evolved to become more than just a network, it has become a story. Everyone we spoke to emphasised a desire to 'give back' and willingness to connect Kiwis and Kiwi businesses who are looking to expand into global markets.

One common thread was the wish to have greater visibility of one another and a belief that Kea's brand presence in America will be greatly bolstered by having a dedicated Regional Director. All hoped that Ryan's appointment will result in our leveraging and connecting World Class New Zealanders more broadly within the US. We also spoke to representatives from local Kiwi-communities and have committed to promoting their efforts through our social channels.

Kea co-hosted a 'last of the summer wine' event with **Simon Court**, Head of Partner Services at NZTE at the residence of the US Consul General, **Hon. Maurice Williamson** and we welcomed more than 60 Kiwis and potential investor migrants to a fabulous Kiwi-style barbeque.

Kea was also proud to attend The University of Auckland's New York alumni event and to co-host a lunch with a great group of Kiwi leaders to discuss our new global partnership. Luncheon attendees shared their own stories of successfully making it in New York and generously discussed ideas on priorities for action. It was clear that we have an opportunity to encourage our two, overlapping sets of alumni to work together more effectively in the interests of promoting New Zealand.

I believe that Kea has an important role to play to ensure New Zealand's reputation globally and that we have a duty of care to our network upon whom we rely for support.

To successfully achieve this, we need to:

- Clearly articulate our purpose and communicate it often
- Increase the level of transparency for members of the World Class network
- Ensure that companies we connect are ready to go
- Be persistent – don't be afraid to ask more than once

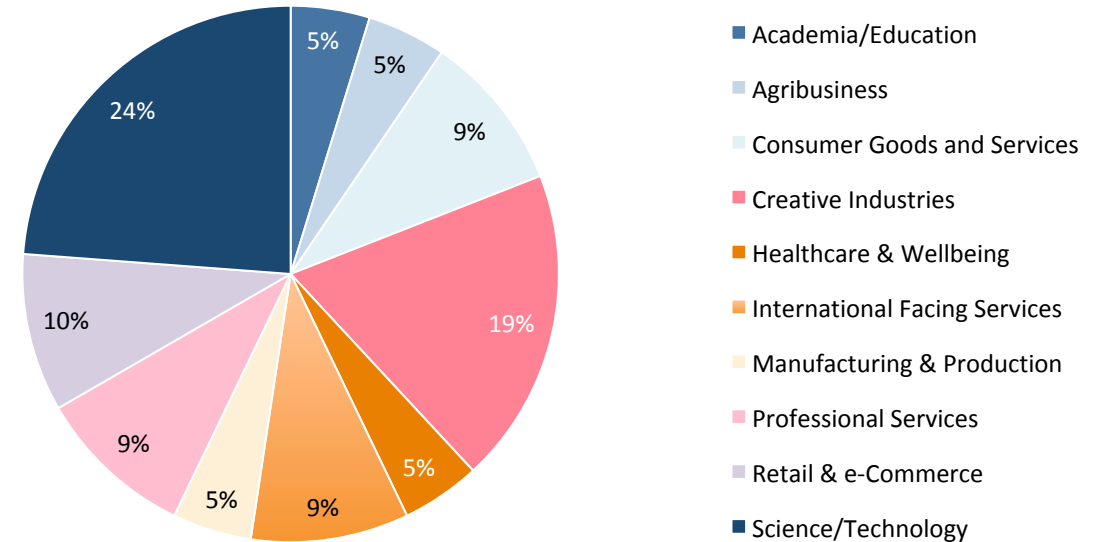


WCNZer **Dr Catherine Mohr**
Director of Medical Research,
Intuitive Surgical



Susan Glasgow
Global Director World Class New Zealand

Kea Connect: By the numbers

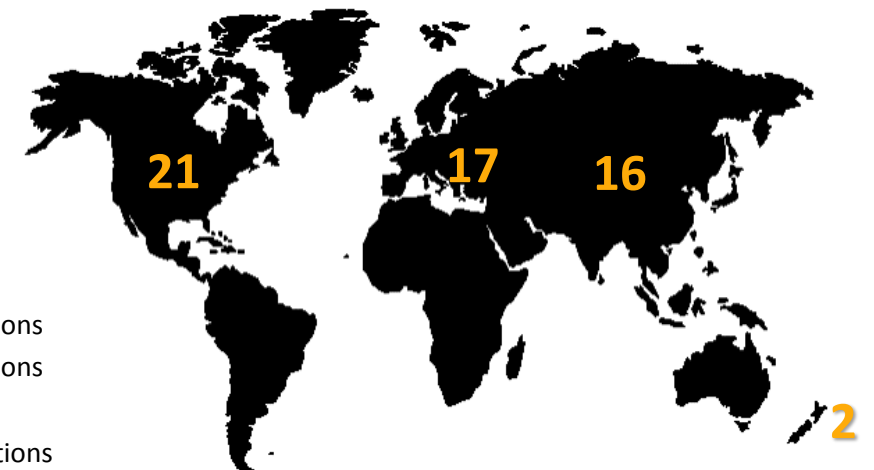


54 Kiwi companies assisted

56 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



N. America: 21 connections
UK/Europe: 17 connections
China: 16 connections
New Zealand: 2 connections

Kea Monthly Highlights

September 2018

Kea Connect: High Impact Highlights

Connected Eden Park to Middlesex County Cricket Club



Eden Park is New Zealand's national stadium. The stadium's CEO **Nick Sautner** approached Kea for connections to World Class NZers in London to discuss ideas and opportunities for Eden Park as a destination and key venue.



Kea connected Nick to WCNZer **Rob Lynch**, Commercial Director at Middlesex County Cricket Club.

"Eden Park is all about making connections with experienced Kiwis here and across the globe to ensure we're delivering the best events possible for the benefit of the public of the Auckland region.

Earlier this year my Turf Manager and I visited several venues in the U.K. to keep up with global trends so KEA connected us with Rob Lynch at Middlesex Cricket and Lord's. Being able to hear Rob's experiences in the world of sport, commercial relationships and the future of fan engagement was invaluable."

– **Nick Sautner**, CEO of Eden Park.

Connected Beagle to Banqer



Beagle has developed intuitive software that analyses and interprets students' assessment data to help teachers better plan and support their students' literacy needs accordingly.



To help with their expansion plans into the UK, Kea introduced Beagle's Director of Product Development and Education, **Deb Grover** to **Simon Brown**, COO of Banqer. Banqer is another edtech provider of an interactive learning tool to assist teaching financial literacy in the classroom.

Banqer had previously approached Kea for assistance with their market discovery exercise in the UK, hence Simon was more than happy to pass on his learnings. Beagle and Banqer have planned to meet at the upcoming annual educators' conference, uLearn.

Connected Salt+Earth to Aim2D and Red Circle Network



Salt+Earth is a luxury bespoke tourism experience provider. The experience is hosted in a luxury home by Lake Te Anau, and can include fishing, hunting, free diving or snorkelling, scenic flights, and more. Salt+Earth approached Kea for connections to assist their research in marketing channels to China.

Kea introduced Salt+Earth's Founder **Nathan Mirvin** to **Peter Bicknell**, Founder of Aim2D. Aim2D is a digital marketing company that helps New Zealand businesses better understand how to target China. Peter generously provided a 60+ slide presentation of tailored insights for Salt+Earth's marketing approach for China.



Kea also connected Salt+Earth to Red Circle Network's CEO, **Simon Young**. Red Circle Network helps prepare businesses to be China ready. Simon's knowledge and advice was also helpful.



"The connection has been very educational for me with an amazing document put together by Peters crew. I have a very clear understanding of the options of approaching the Chinese market and how difficult it can be if just diving in with out having a really good look first. It made me put it on the shelf just for the moment as is a big undertaking time and finance wise which is not going to take place just now with the guiding season beginning to speed up. Thanks so much for connecting us. Simon's advice was very refreshing, so much knowledge shared."

– **Nathan Mirvin**, Founder of Salt+Earth

Connected Walk On to Movac



Walk On is a pure merino wool blister protection product designed for outdoor and adventure sportspeople.



Walk On is raising a seed round to implement their NZ go-to-market strategy and undertake market validation in the US. Walk On approached Kea for further connections to Kea members' contacts who may be interested in investment opportunities. Kea connected Walk On's CEO, **Mark Davey** to **Mark Vivian**, Partner at venture capital growth firm, Movac. Mark coincidentally discovered the product while on the mountain the weekend before and thus was interested in meeting the people behind the product.

Mark shared valuable insights with Walk On and offered to make further introductions to his network in the US.

Kea Monthly Highlights

August 2018

Kea Connect: High Impact Highlights

Connected Graduate of UoA to WCNZer Claudia Batten, ScreeningRoom, and Film Fatales



Georgia Rippin
Aspiring Creative

Georgia Rippin is a law graduate of The University of Auckland, who has recently moved to New York City. Georgia is following her passion and seeking to forge a path into the film/TV industry. She approached Kea looking for mentors/contacts to assist and specifically requested to be connected to WCNZer **Claudia Batten**, after hearing her speak at a UoA event.

Kea introduced Georgia to Claudia, who shared valuable advice and has promised to further connect Georgia to her personal network of people in film. Kea also connected Georgia to **Marie-Helene Carleton**, Documentary Filmmaker and Co-Founder of ScreeningRoom, and **Laurie Weltz**, Head of Programming at Film Fatales. Based in New York, both ScreeningRoom and Film Fatales are community platforms that enable support and collaboration for independent filmmakers and video content creators.

Georgia will sign up to Film Fatales and has arranged to have coffee with both Marie-Helene and Laurie to learn more.



WCNZer **Claudia Batten**,
Entrepreneur



"The call with Claudia was fantastic - she had a lot of amazing advice for the Comedy Central interview I had last week and also said she was going to get in contact with Fleur Saville (the NZ Film ambassador in LA) for advice for me! They truly were fantastic tips."

- Georgia Rippin, aspiring creative

Connected Moberate Technologies to Richard Ginn and Mike Hodgkinson



Advisor Promoter by Moberate Technologies, is a user friendly, multi-channel marketing automation solution for insurance and financial advisors. It delivers essential tools that automate day-to-day processes for advisors to enhance relationship building, task automation, and lead generation. The technology company approached Kea for connections in insurance and finance to help with scaling in the US.

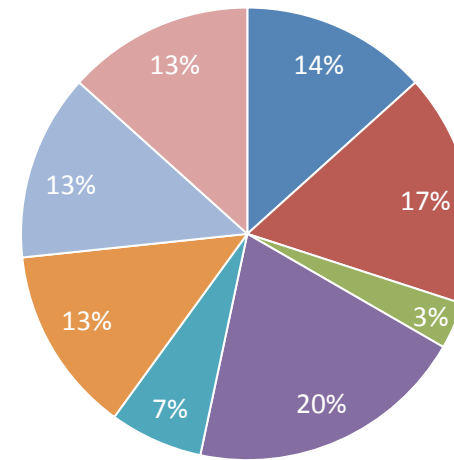
Kea introduced Moberate Technologies' CEO **Damian McDonald** to **Richard Ginn**, Founder and Managing Partner of Westmere Management. Westmere Management provides independent and conflict-free corporate advisory services to founders, boards of directors, and CEOs of specialty finance and financial technology companies. Richard suggested three companies from his portfolio to Damian which would potentially align with Moberate. Damian is in the process of researching these.



Kea also connected Damian to **Mike Hodgkinson**, Director of Worldview Growth Partners. Worldview Growth Partners supports business owners and managers in growth and transformation. Mike and his business partner, based in Milwaukee, have launched several products and services in the US. Mike has offered to connect Damian to his investment network for investment opportunities as well as further global reach.



Kea Connect: By the numbers



- Consumer Goods and Services
- Creative Industries
- Finance & Banking
- International Facing Services
- Manufacturing & Production
- Professional Services
- Retail & e-Commerce
- Science/Technology

62

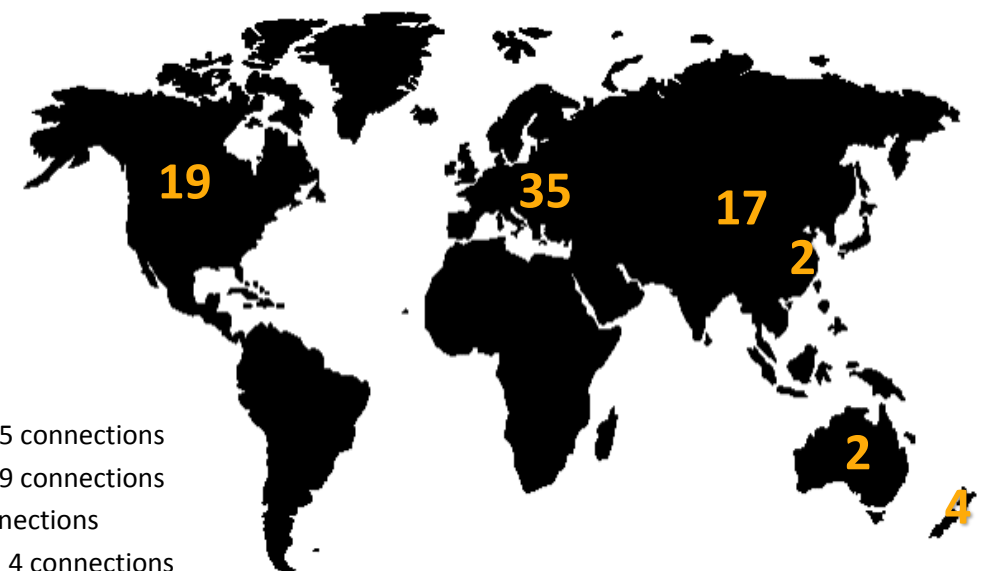
Kiwi companies assisted

79

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



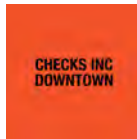
- UK/Europe:** 35 connections
- N. America:** 19 connections
- China:** 17 connections
- New Zealand:** 4 connections
- Asia:** 2 connections
- Australia:** 2 connections

Kea Monthly Highlights

August 2018

Kea Connect: High Impact Highlights

Connected Checks Downtown to noissue, John Willoughby



Checks Downtown is a New Zealand high-end streetwear brand with an eclectic aesthetic. The clothing label are planning to increase production in an ethical way. Hence Checks Downtown approached Kea, seeking connections to ethical clothing manufacturers and members of the rag trade who could share advice and insights about the production process on the West Coast, US.

Kea introduced **Jordan Gibson** of Checks Downtown to **Josh Bowden**, Co-Founder of noissue. To support expansion plans, Josh advised Jordan on various options to raise capital and further connected Jordan to his own network to discuss funding further.

Kea also connected Jordan to **John Willoughby**, CEO of intbroker.com. John is a Kiwi with 28 years of business experience in the US. He was able to make helpful suggestions for the brand's positioning and validated some of Jordan's plans for production in the US.



Josh Bowden
Co-Founder
noissue



John Willoughby
CEO
Intbroker.com

Connected WARN International to Customer Engagement Australia and NZTE



WARN International provides personal resilience coaching for corporates, high-risk teams, and those facing daily challenges regardless of the industry. The coaching service targets organisations that require practical support for staff who are impacted by their work, enhanced communications to de-escalate and engage, and personal safety based on staying alert and aware.

WARN International approached Kea in search of members that could assist with breaking through the barrier that Kiwis face in the Australian market to investigate approaches and strategies.

Kea introduced WARN International's Founder/Director, **Lance Burdett** to Customer Engagement Australia's CEO, **Chris Payne**. Chris provided Lance with helpful information and will meet in person in coming months.

Kea also connected Lance to **Gabrielle Purchas**, Commercial Business Adviser at NZTE Sydney. Gabrielle has attended one of Lance's presentation in the past and was interested in supporting his proposition for the Australian market. The two will meet when Gabrielle visits this month.



Connected Flossie to WCNZer Josh Gilbertson and WCNZer Adrian Mitri



Flossie is a concierge platform that enables clients to book and pay for beauty and hair services online. Flossie's Co-Founder, **Jenene Crossan** was seeking connections to members in the SaaS and investment space in the UK.

Kea connected Jenene to WCNZer **Josh Gilbertson**, a successful businessman with an enviable network. Josh has founded, led and guided both startups and corporates to become some of the fastest growing UK and global brands in their fields of consumer products and digital. He is keen to meet with Jenene to hear more about Flossie and the business' goals for the UK.

Kea also connected WCNZer **Adrian Mitri**, Advisor to Vitruvian Partners. Adrian supports a portfolio of companies through growth phases, specifically with operational scaling, integrations, target operating model reviews and operational due diligence. Adrian and Jenene are arranging to meet in September.



WCNZer
Josh Gilbertson
CEO/Founder
BeMoreNeon



WCNZer
Adrian Mitri
Advisor
Vitruvian Partners

Connected Highlight to Apple and Viacom



Highlight is a content aggregator platform for current events, designed to prevent misinformation. The solution incentivises readers to investigate, curate, and critique news. Highlight's Co-Founder, **Nakul Kapoor** approached Kea for connections to the tech industry to validate their concept and how and what to pitch to investors.

Kea introduced Nakul to **Viktoriya Gaponski**, Marketing Producer at Apple. Nakul's conversation with Viktoriya was highly beneficial and he was extremely grateful of her contribution.

"Just wanted to say that I had a very fruitful chat with Viktoriya this morning. She seemed interested in and impressed by the new technology that we are bringing forth and had very useful feedback and advice. Wanted to thank the both of you for the hard work you are doing to help Highlight move forward! We really appreciate it."

- **Nakul Kapoor, Co-Founder of Highlight**

Kea also connected Nakul to **Brea Tremblay**, Editorial Lead for data platform Viacom. Brea has taken some time to evaluate the concept and provided practical feedback. Both will maintain communication to support Highlight's developments.









As a result of these connections Highlight has made progress towards a closed beta version of their prototype.

"Spoke with Brea today - absolutely fantastic, she had a lot of insightful questions and really made me think of the application from the perspective of modern digital media (content validation, addressing misuse of the platform, usage guidelines, trolls, etc.)"

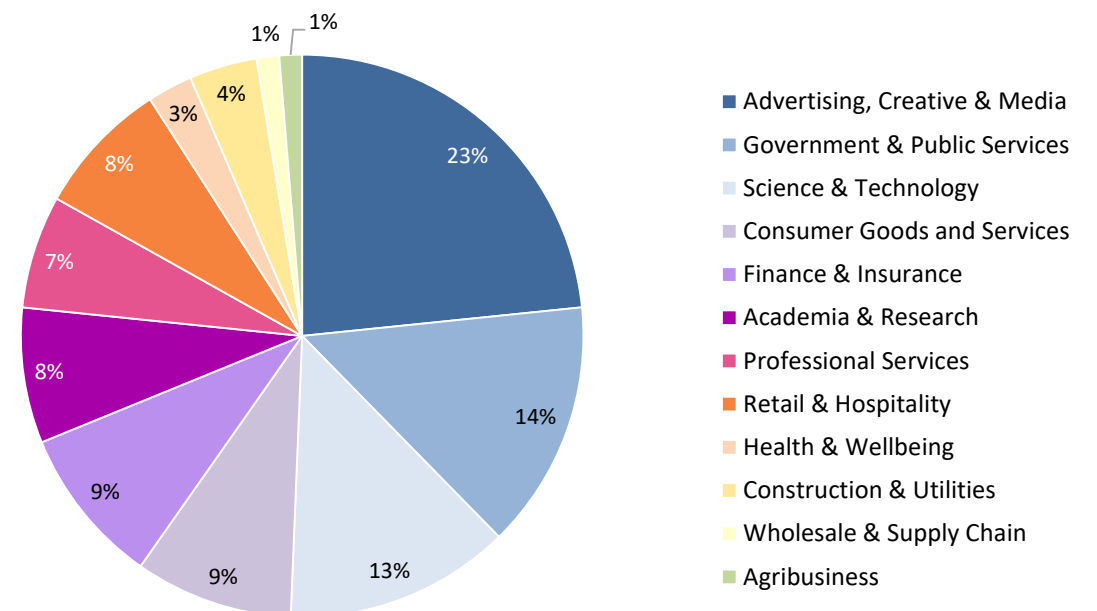
- **Nakul Kapoor, Co-Founder of Highlight**



Overview

-  The World Class New Zealand network has grown to **505** in the last quarter
-  Kea has made a total of **212 business connections** this quarter
-  Kea contributed to **25 New Zealand Inc projects** around the world
-  Kea hosted **9 World Class New Zealand events** in **UK, China, US** and **NZ**
-  Number of **connection requests** to the **US** have increased from 33% to **39%**
-  Of the 90 Kiwi companies that attended **SaaStr 2019**, Kea helped **10** of these companies make connections in the US before their trip
-  Connection requests to Kea from the **Advertising, Creative & Media** sector increased to **23%** this quarter
-  **Kevin Roberts** hosted **15** Kea board and team members for a powerful strategy day during the month of February

Kea Connect by Sector



Kea Connect by Region

- US:** 79 connections
- UK-Europe:** 41 connections
- New Zealand:** 28 connections
- China:** 27 connections
- Australia:** 10 connections
- Southeast Asia:** 7 connections
- UAE:** 5 connections
- Pacific:** 4 connections
- South America:** 3 connections



Kea received

118

Business Connection Requests*

Kea helped

107

Kiwi businesses

Kea made

204

Connections for Kiwi businesses to global Kea members**

* Connection requests may not have resulted in a connection due to the nature of the ask, or Kea may have been unable to find a suitable match.

** One Kiwi business may have been connected to multiple Kea members.



Government Engagement

Kea is proud to support **NZTE, MFAT, MBIE, Tourism NZ** and **NZ Story**, here in New Zealand and offshore.

Kea London Reception with the Rt Hon Jacinda Arden, 21 Jan



On Monday 21st January, Kea was honoured to host a reception with the Prime Minister of New Zealand, the Rt Hon Jacinda Arden.

World Class New Zealanders and Friends of New Zealand involved in Business, Trade and Wellbeing came together to hear an address from the Prime Minister, followed by question time. The Prime Minister answered wide ranging questions on the subjects of Trade, Brexit, the Environment, Future of Food, Climate Change, Immigration and New Zealand's Wellbeing Agenda.



Network members and partners in attendance included **Shane Legg** (Deep Mind, Google), **Sir John Hood** (Robertson Foundation), **Janene Madden** (CEO, London Bridge Hospital), **Gary Turner** (CEO & Co-Founder, Xero UK), **Dominic O'Connell** (BBC Radio), **Rachel Carrell** (Founder, Koru Kids), fashion designer **Emilia Wickstead**, KPMG Partner **Matthew Fleming**, and **Joanna Copestake** (Air New Zealand's GM, Europe).

Media included a shout out from the PM: [TVNZ](#), [Facebook](#).

NZTE

- Kea Regional Director in Europe, **Tania Bearsley** is attending NZTE's Europe Team meeting in Florence.
- Kea introduced NZTE to **Troy Nathan**, former rugby player, now coach and entrepreneur based in Italy, who NZTE is considering as a possible guest speaker.
- Kea provided NZTE with a list of Kiwi women in tech in the UK for a possible event with UK Prime Minister the **Rt Hon Theresa May** and NZ Prime Minister the **Rt Hon Jacinda Arden**. Kea suggested **Rachel Carrell** (Founder/CEO at Koru Kids), **Julia Feuell** (Founder/MD at Online Travel Training), **Karen McElhatton** (Group Chief Information Officer at McLaren), **Adrienne Muir** (COO at VoxSmart), **Lydia Ragoonanan** (Director at the London Office for Rapid Cybersecurity Advancement), **Francine Stevens** (Director of Innovation at Hiscox), **Charlotte Walsh** (Co-Founder at Digital Detox), **Claire Raeburn** (Head of Digital Services at London Borough of Waltham Forest). Unfortunately, the event did not progress due to timing.
- **Glen Murphy**, the newly appointed Investment Director for NZTE in Los Angeles, invited Kea's North American Regional Director, **Ryan Mulcock**, to a two-day team meeting in NYC to discuss NZTE's 2019/2020 investment strategy. Ryan presented to the team the value Kea can add to the NZ Inc efforts and the ways we can work together to ensure NZTE has maximum access to New Zealanders abroad.
- NZTE's **Amanda Murray** was in NYC for the North American investment planning session. Kea arranged a VIP tour of the Rockefeller Centre for Amanda and her family through our network connections.
- Kea introduced **Glen Murphy** to **Andrew Bossomworth**, Head of Portfolio Management at PIMCO, Munich, in response to a request for Fund Managers in Germany.
- NZTE's **Simon Court** sought to connect Kiwi expat **Allison Guy** with NYC-based Kiwis. Allison is the former Head of Customer experience at McDonalds. Kea's North American Regional Director, **Ryan Mulcock**, met Allison in NYC in February to learn more about her background and to see how Kea can help connect her with members who can help her.
- Kea connected NZTE's **Anna May Isbey** with Tribal Brands Asia. She was seeking PR for a NZ company.
- Kea continues to support NZTE's Customer Managers across New Zealand by providing connections to our World Class New Zealand network. Kea has organised a lunch in April as a meet and greet between the new Kea team and NZTE's Customer Directors and Managers.
- Kea is in regular communication with NZTE Sydney and Melbourne and is looking to develop a series of events in Australia to broaden our networks in region.
- Kea has spoken with NZTE's events manager in Japan re: RWC 2019 initiatives and is working with **Nastassia Dykman** on opportunities to support NZ Inc activities over the three months.

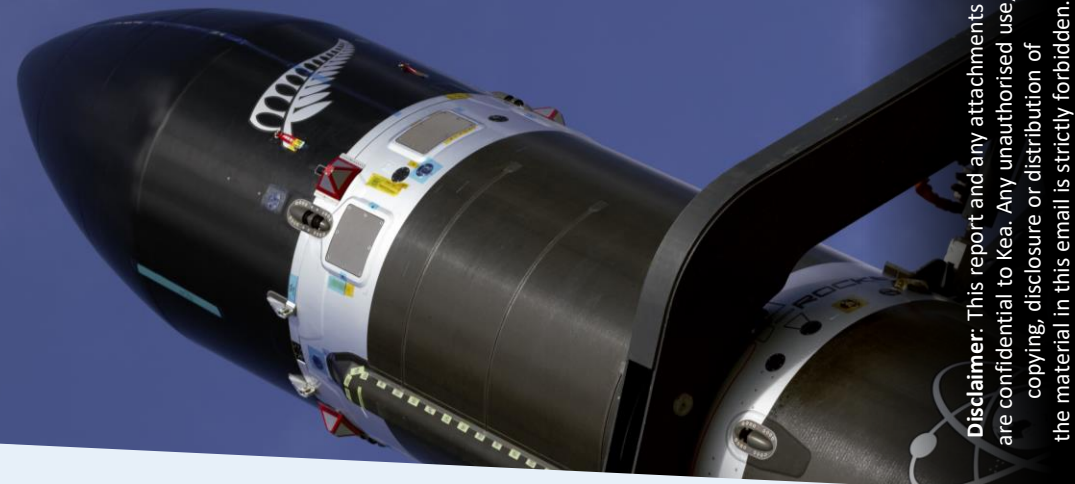


Welcome to our nine new World Class New Zealanders



Kea is always pleased to welcome new members to the World Class New Zealand Network. This month we welcome:

- [Alastair Carruthers CNZM](#)
- [Andrew McAlpine](#)
- [Andrew Roy](#)
- [James Gemmell](#)
- [Monica Galetti](#)
- [Margot Henderson](#)
- [Emilia Wickstead](#)
- [Catherine McGrath](#)
- [Milly Olykan](#)



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MFAT

- Kea introduced MFAT to **Liam Malone MNZM** who they have confirmed as the flag bearer for Commonwealth Day at Westminster Abbey in March.
- Kea hosted a drinks reception at the NZ High Commission with special guest the **Rt Hon Jacinda Ardern**, Prime Minister of New Zealand.
- **Krystal Hart** approached Kea for support in the promotion of roles at the NZ mission. Kea circulated the roles to our network as well as to the US Beachhead advisory group via NZTE.
- Kea's Regional Director in China, **Mary-Jayne Bethell**, met with **Andrew Robinson**, the new Consul-General in Shanghai, to discuss Kea/Consulate co-operation throughout the year, as well as options for extending reach to other cities in China.
- Kea was invited to the Waitangi Day Evensong at Westminster Abbey. As guest of the New Zealand High Commission, **Tania Bearsley**, Kea's European Regional Director joined representatives from Defence, the Police, the High Commission, Immigration, Passports and Tourism. **Sir Jerry Mateparae** gave a reading.
- Kea attended a drinks reception in honour of Waitangi Day at New Zealand House. The event was a thank you for all partners from external organisations who support MFAT and the NZ High Commission in the UK.
- Kea is supporting New Zealand Treasury's employment fair by providing access to candidates of interest, listing specific roles, posting dedicated communications, and sharing opportunities across targeted audiences in our New Zealand community.
- Kea joined MFAT's table at the 2019 Waitangi Day celebrations in San Francisco. Hosted by **Anthony Mosse**, table guests included key contacts from the San Francisco Government and investor migrants who were interested in connecting with Kea.
- Kea connected MFAT's **Patrick Fitzgibbon** to **Stephanie Post** and **Hayley White**, Directors of the New Zealand Art Fair looking to connect with LA-based galleries to take part in their forthcoming art fair. Kea further connected Stephanie and Hayley with US art fair expert and contemporary art consultant **Jane Sutherland** and World Class New Zealander **Helen Klisser During**.



NZ Story

- Kea cross-posts NZ Story content and features new NZ Story collateral across Kea communication channels as it is released.
- Kea worked closely with NZ Story to showcase MFAT's opening of new NZ embassies in Ireland and Sweden in late 2018.
- Kea continues to source imagery and presentation collateral from the NZ Story Toolkit.



MBIE

- In 2019, MBIE has returned as one of Kea's government partners. Kea arranged a phone meeting with **Michael Hampf** and **Jon Cable** to understand their objectives for the new partnership, and Michael will be attending Kea's Partners and WCNZ lunch in Auckland on 13 March.



Connected MBIE to Amazon

Dr Kjesten Wiig is the Director of Innovative Partnerships at the Ministry of Business, Innovation and Employment (MBIE). Innovative Partnerships works to enable international companies to connect, collaborate and invest in R&D in New Zealand through the creation of world-leading and enabling environments.



Dr Wiig contacted Kea wanting an introduction to Amazon. MBIE recognises that NZ is uniquely placed to help companies develop technologies better and faster. To this end, MBIE have undertaken ecosystem development work in New Zealand, and are trying to develop cutting-edge, disruptive areas. They were keen to talk to Amazon about NZ-based R&D opportunities.

Kea connected Kjesten to **Lovina McMurchy**, GM Alexa Shopping at Amazon. Lovina and Kjesten are in discussions about MBIE's work in space, advanced aviation technologies and precision medicine. Lovina has committed to connecting Kjesten with **Russ Grandinetti**, Amazon's SVP International Consumer. Russ is responsible for when/if Amazon comes to NZ. Kjesten and Lovina will also connect around Lovina's interest in cleantech when she is in NZ in 2019 to see what opportunities exist for her to engage with.

Tourism NZ

- Tourism NZ is Kea's newest government partner. Kea has organised meetings every six weeks with **Rebecca Ingram** and **Billie Moore** to build on this new partnership.
- Kea supported Tourism New Zealand's Tiaki campaign, sharing content across our social channels and e-newsletters.
- Kea will be providing Tourism New Zealand with a content activation plan based on Kea's communication channels to find opportunities for Tourism NZ to share their content with Kea's global community.
- Kea will work with Tourism New Zealand on global events once their CEO travel schedule and global event programmes are confirmed.





Event Highlight

‘A Mild Touch of the Cancer’, New York and London, 21 & 26 Feb



Kea was proud to support Kiwi comedian, businessman and cancer conqueror, **David Downs**, in New York and London, as he discussed his battle with terminal cancer and explained how the latest breakthroughs in medical science saved his life.

Now a self-confessed ‘genetically modified organism’, David was interviewed by New Zealander of the Year, **Dr Lance O’Sullivan**, who is revolutionising primary healthcare with [iMoko](#), a virtual health platform providing remote care for tens of thousands of Kiwi kids. David has [committed to raise \\$1million](#) to help bring CAR T-cell therapy to New Zealand.

In NYC, Kea hosted the event in partnership with Augusto and Sweeney Vesty. Over 40 Kea members attended, including World Class New Zealanders **Sir Murray Brennan** and **Brian Sweeney**. The London event saw Kea host 90 of its members and was delighted to welcome special guest **Peter Gordon ONZM**.

SaaStr 2019



In October 2018, Kea CEO, **Craig Donaldson**, was invited by Callaghan Innovation to present to several companies interested in attending SaaStr 2019. He inspired them to make the most of the opportunity and encouraged them to access to our burgeoning tech network.

Kea provided ongoing support to [Aportio Technologies Ltd](#), [Blerter](#), [Boardpro Ltd](#), [Enrolmy Ltd](#), [Forsite Holdings Ltd](#), [Parrot Analytics Ltd](#), [SPM Assets Ltd](#), [STAAH Ltd](#), [Unleashed Software Ltd](#), [Voxpop](#) and enabled them to make connections in advance of their departure.

The NZ Inc. team invited Kea’s Regional Director in North America, **Ryan Mulcock**, to join them at the event in San Jose, California. SaaStr 2019 (Feb 5-7) provided an opportunity for these and other Kiwi firms to connect with global industry leaders, vendors who can supplement their software and US venture firms. In total, Callaghan sent 140 entrepreneurs to the 3-day conference to plug into the latest software innovations in Silicon Valley.

Kea hosted face to face meetings with anyone who wanted connections and market-specific advice. The conference was book-ended with preparatory workshops led by NZTE and a debrief session for Kiwi attendees to digest their learnings.

We can be very proud of the calibre of New Zealand companies in attendance and the number of attendees representing our comparatively small nation. As seen above, the 140-strong NZ contingent was even more impressive given their New Zealand uniform. Kea connected with many of the Kiwi delegates over the course of the conference.

Connection Highlights

Connected Method and Blerter to Gemma Cocker



Auckland-based digital agency [Method](#) contacted Kea for advice on their US expansion plan. Their co-founder **Sam Ramlu** wanted connections in the exhibition, events, attraction and museum sectors. Kea connected Sam to **Gemma Cocker**, CEO of TAP Events, the leading tablet technology for conferences and live events.



Gemma Cocker was also able to help **Anthony Vernon**, who leads the business development team at Kiwi-based start-up [Blerter](#). Anthony had contacted Kea seeking connections in the event management space in NYC.

The Blerter team was also connected to Roller founders, **Mark and Luke Finn** (providers of ticketing for large US theme parks and venues) and **Milly Olykan** (WCNZ), VP International Relations and Development at [Country Music Association](#).

Connected World Class New Zealanders Elizabeth Iorns and Kirsty Graham

World Class New Zealander **Elizabeth Iorns** is the CEO and founder of [Science Exchange](#), a Silicon Valley start-up which operates a platform to allow scientists to outsource their research to scientific institutions such as university facilities or commercial contract research organisations.



New to the network, Elizabeth wanted to connect with other Kiwis in the same space. Kea connected Elizabeth with fellow World Class New Zealander **Kirsty Graham**, Senior Vice President - Corporate Affairs at [Pfizer Biopharmaceuticals Group](#), **Kim Chilman-Blair** of [Medicine X](#), and Head of Clinical Trials Innovations for [GSK](#), **Kimberley Tableman**.





Connection Highlights

BALGARNIE
VAN ROOYEN



Connected Balmarnie Van Rooyen to NZTE

Elizabeth Van Rooyen is the founding partner of [Balmarnie Van Rooyen](#), a NZ based end-to-end venture capital advisory firm focused on delivering practical strategic solutions to enhance business growth.

Specialising in high growth companies in Australia and New Zealand, they work with businesses that have global expansion goals and need growth capital to achieve them. Elizabeth wanted to meet high growth companies seeking investment in US/Asia. Kea connected her to the newly appointed Head of Investment for NZTE, **Glenn Murphy** and **Anthony Mosse** who heads up the NZ Investor Migrant programme.

Kea also connected Elizabeth with **Kate Lane** at [Arc Angels](#) - the women-led angel investment group focused on women entrepreneurs. She also met **Rosie Spragg** and **Paul Norrie** at [Callaghan Innovation](#) and **Suzanne McKinnon** at [ATEED](#).

Connected Kode Biotech

[Kode Biotech](#) sought introductions to New Zealanders around the globe to explore how to commercialise their technology. Kode's multifunctional nanotechnology paint is among the fastest, most versatile, and controllable platform for temporary modification of any cell, virus, and/or surface (biological or non-biological).

Kea connected Kode's CEO, **Stephen Henry**, to World Class New Zealanders **Ben Fisher**, Director of Innoture, **Robert Genieser**, Managing Director of the Environmental Technologies Fund and **Dr Elizabeth Hill**, Beachhead Board Advisor (Chair) at New Zealand Trade & Enterprise.

Connected SteadyPay

John Downie, CEO and Co-founder of [SteadyPay](#), approached Kea seeking to connect with New Zealanders in tech start-ups as well as in the hospitality and retail sectors in the UK.

John founded the company in the UK in 2017 and his focus is on providing an innovative lending service. SteadyPay couples technology with a different way of doing business. Kea connected John to World Class New Zealanders **Adam Wills**, **Rachel Carrell**, and **Chris Ammermann** of Caravan Restaurants.



Myles Sutherland
Founder, GroundVu
California

Connected World Class New Zealander Myles Sutherland

Kea was approached by World Class New Zealander **Myles Sutherland**, who was attending the CES (Consumer Electronic Show) in Las Vegas and wanted to connect with other Kiwis there.

CES showcases more than 4,400 exhibiting companies, including manufacturers, developers and suppliers of consumer technology hardware, content, technology delivery systems and more; a conference programme with more than 250 conference sessions and more than 182,000 attendees from 160 countries.

Kea connected Myles to **Jon Davies** from NZTE, who in turn connected him to **Robett Hollis** (NZ Entrepreneur) and the various founders of [StretchSense](#), [Arda](#), [Teknique](#), [Spalk](#), [Chronoptics](#) and [Circuband](#).

Connected SavvyKiwi



Binu Paul, Managing Director of SavvyKiwi wanted to connect with World Class New Zealander, **Ross McEwan**, CEO of the Royal Bank of Scotland. SavvyKiwi is NZ's first fully independent, research-based, technology platform that helps users choose an appropriate retirement fund, switch to other funds and monitor their current fund. The software has been developed so that it can be applied to pension funds and products in the UK as well as in New Zealand. Ross introduced Binu to **Kevin Handley**, Head of Innovation at RBS, and they are meeting in March.

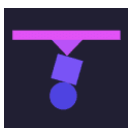
Connected Innovative Young Minds



[Innovative Young Minds](#) approached Kea, looking for San Francisco-based speakers to participate in their visit to Silicon Valley in April. Innovative Young Minds (IYM) is a residential programme based in Wellington for high school girls that exposes them to the diversity and variety of career options in the Science and Technology industry.

IYM is taking a group of ten alumnae (16-18 years old) and two leaders for a visit to Silicon Valley to extend their experience on the global stage. The group has already participated in the Wellington IYM programme and is interested in pursuing science and technology careers but may not be sure of what they specifically want to do.

Kea connected Innovative Young Minds to World Class New Zealanders **Sara Clemens**, **Dr Privahini Bradoo** and **Victoria Ransom** to arrange a time to speak with the IYM group about their career paths, challenges and what they love about their jobs during their visit in April.



APPENDIX

T1 Monthly Highlights

Kea Monthly Highlights

December 2018 – January 2019



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World Class New Zealand Engagements:

Kea hosts PM Jacinda Ardern in London, 21 January



Kea was honoured to host a reception with the Prime Minister of New Zealand, the Rt Hon **Jacinda Ardern**, in London on Monday 21st January.

Kea World Class New Zealanders and Friends of New Zealand, who represented numerous sectors, came together to hear an address from the Prime Minister. The gathered audience had the opportunity to pose questions to the Prime Minister who answered questions about trade, Brexit, the environment, the future of food, climate change, immigration and New Zealand's wellbeing agenda.

Network members and partners in attendance included **Shane Legg** (Deep Mind, Google), **Sir John Hood** (Robertson Foundation), **Janene Madden** (CEO, London Bridge Hospital), **Gary Turner** (CEO & Co-Founder, Xero UK), **Dominic O'Connell** (BBC Radio), **Rachel Carrell** (Founder, Koru Kids), fashion designer **Emilia Wickstead**, KPMG Partner **Matthew Fleming**, and **Joanna Copestake** (Air New Zealand's GM, Europe).



Kea New York celebration with Max Gimblett, 6 December

Kea celebrated the design collaboration between New York based furniture, lighting and rug designer **Lucy Tupu** and **Max Gimblett**, one of New Zealand's most recognised painters. The event coincided with Max's 83rd birthday and was as much a celebration of his life as it was New York's Kiwi community connecting with one another.

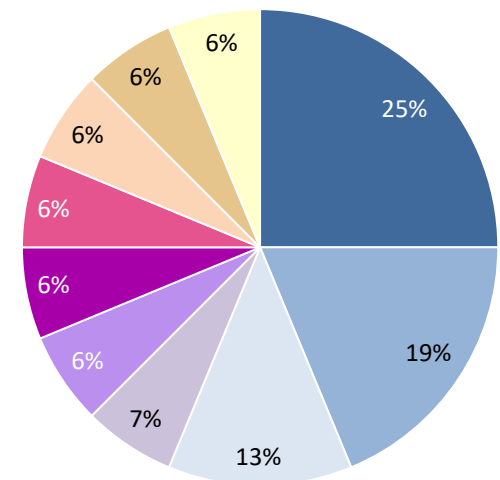
Drawn to Max's colourful paintings and deep roots in the NZ/NYC art scene, Lucy approached his studio in order to create a collection of rugs inspired by his artwork; namely his lesser known inks on paper. Her goal was to transform his iconic works into textural pieces.

Never, in Max's 45 years in NYC, had there been a celebration of his contribution to the NZ community in New York outside of occasional gallery showings. It was a fantastic celebration and Max was moved to tears by the gesture.



Kea Connect: By the numbers

- Government & Public Services
- Education
- Retail & e-Commerce
- Consumer Goods and Services
- Agribusiness
- Healthcare & Wellbeing
- Marketing & Media
- Food & Beverage
- Infrastructure & Engineering
- Trade & Relations



51 Kiwi companies assisted

90 Business connections made

Note: Due to the overlap of sectors and regions in various diverse connection requests, total number of requests within sectors and regions will consistently vary.

Kea Connect: By region

- US:** 43 connections
- China:** 20 connections
- UK:** 15 connections
- New Zealand:** 2 connections
- Europe:** 1 connection
- UAE:** 1 connection



Kea Monthly Highlights

December 2018 – January 2019



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High Impact Highlights:



Connected MBIE to Amazon

Dr Kjesten Wiig is the Director of Innovative Partnerships at the Ministry of Business, Innovation and Employment (MBIE). Innovative Partnerships works to enable international companies to connect, collaborate and invest in R&D in New Zealand through the creation of world-leading and enabling environments.

Dr Wiig contacted Kea wanting an introduction to Amazon. MBIE recognises that NZ is uniquely placed to help companies develop technologies better and faster. To this end, MBIE have undertaken ecosystem development work in New Zealand, and are trying to grow cutting-edge, disruptive areas and they were keen to talk to Amazon about NZ-based R&D opportunities.

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TRIBAL BRANDS ASIA

Connected The Bond Store to Aaron Marisch

Chris Barber of [The Bond Store](#) approached Kea wanting connections to distributors in Shanghai for their award-winning limoncello, gin and vodka. The Bond Store is a New Zealand-based family-run producer of premium spirits and liqueurs spirits using all New Zealand products. Kea connected them with **Aaron Marsich** of [Tribal Brands Asia](#), who is now working with Chris on his Asia market entry strategy.



GREAT MINDS
THINKING DIFFERENTLY

Project Connect 2019

World Class New Zealander **Hal Josephson** contacted Kea needing speakers for [Project Connect 2019](#). Project Connect events offer a rare chance to meet the global change agents that are spearheading the strategic, creative and commercial implementation of digital technologies and business innovation. Kea connected Hal to World Class New Zealanders **Kirsty Traill** (VP Customer Hootsuite), **Simon Endres** (Red Antler) and **Zion Armstrong** (Adidas). Kirsty will speak at the event in July 2019.



Connected Te Waï to the Red Circle Network

Carrick Graham of New Zealand fresh water [Te Waï](#) sought to connect with people experienced in distributing health and wellness products (cosmetics) in China via cross-border distributors.

Kea connected him with **Simon Young** of Red Circle Network in Auckland and when Kea's Regional Director was in NZ, Mary-Jayne met with Carrick to provide general advice on trademarking and building brand reputation in China.

Te Waï is the brand name for a premium New Zealand hydrating facial spray, designed to be an integral part of an individual's skincare regime to hydrate, tone and refresh skin throughout the day.



SaaStr 2019

In partnership with Callaghan Innovation, Kea presented to several companies interested in attending the [SaaStr 2019](#) event. Of the 90 companies confirmed to be attending SaaStr 2019, Kea is currently supporting ten of them to make the right connections during their trip to this year's event.

These companies are [Aportio Technologies Ltd](#), [Blarter](#), [Boardpro Ltd](#), [Enrolmy Ltd](#), [Forsite Holdings Ltd](#), [Parrot Analytics Ltd](#), [SPM Assets Ltd](#), [STAAH Ltd](#), [Unleashed Software Ltd](#), [Voxpop](#).



Connected Voxpop to Ross McConnell of Blinder

Peter Fowler is the CEO of [VoxPop Ltd](#), a New Zealand-based digital transcription company. Peter sought connections in North American to test his product's viability in market.

Kea's North American Director, Ryan Mulcock, connected Peter to **Ross McConnell**, the founder of Blinder. [Blinder](#) is a call scheduling and recording platform that teams use to promote and protect their talent. Using Blinder, PR managers can schedule calls, which their athletes/coaches/executives can receive on their personal mobiles without sharing any personal contact details.

Serendipitously, Ross was exploring ways to transcribe call recordings and so the timing of the Kea connection could not have been better.

Kea Monthly Highlights

February 2019



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World Class New Zealand Engagements:

World Class New Zealander, Jade Gray – ASB Lantern Forum, Feb 12



Kea was delighted to introduce ASB to World Class New Zealander, **Jade Gray**, Co-Owner and Founder of [Gung Ho Pizza](#) in Beijing.

As part of the ASB Lantern Forum, Jade spoke about his personal journey as an entrepreneur at an exclusive event that brought together politicians, migrant investors and influential business people in the Chinese and business community.



Jade impressed upon the audience that Asian consumer demand remains strong, as is highlighted in the ASB's most recent [Quarterly Economic Snapshot](#), and that to thrive in China New Zealand businesses need to employ 'Chiwis' - Asian New Zealanders or Chinese Kiwis who, in his view, are NZ's largest pool of untapped potential. Kea is always proud to support the initiatives of our partners.

A Mild Touch of the Cancer, New York and London, Feb 21 & 26



Kea was proud to support Kiwi comedian, businessman and cancer conqueror, **David Downs**, in New York and London, as he discussed his battle with terminal cancer, and explained how the latest breakthroughs in medical science saved his life.

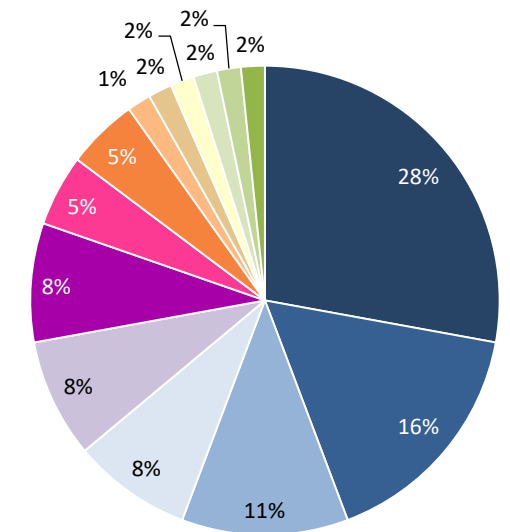
Now a self-confessed 'genetically modified organism', David was interviewed by New Zealander of the Year, **Dr Lance O'Sullivan**, who himself is revolutionising primary healthcare with [iMoko](#), a virtual health platform providing remote care for tens of thousands of Kiwi kids.

David has committed to raise \$1million to help bring CAR T-cell therapy to New Zealand - <http://www.downwithcancer.nz/>

The enthusiastic audience warmly welcomed David and Lance and included World Class New Zealanders **Sir Murray Brennan** and **Brian Sweeney**.

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- Advertising, Creative & Media
- Science & Technology
- Finance & Insurance
- Consumer Goods & Services
- International Facing Services
- Professional Services
- Academia & Research
- Retail
- Construction
- Health & Wellbeing
- Hospitality
- Not For Profit & Social Enterprise
- Utilities
- Wholesale & Supply Chain



56

Kiwi companies assisted

122

Business connections made

Note: Due to the overlap of sectors and regions in various diverse connection requests, total number of requests within sectors and regions will consistently vary.

Kea Connect: By region

North America: 36 connections

New Zealand: 26 connections

UK-Europe: 25 connections

Australia: 10 connections

Southeast Asia: 7 connections

China: 7 connections

UAE: 4 connections

Pacific: 4 connections

South America: 3 connections



Kea Monthly Highlights

February 2019



High Impact Highlights:



Callaghan
Innovation

SaaStr 2019, San Jose, California, Feb 5-7

Kea was invited to join the NZ Inc team for the 2019 SaaStr conference in San Jose, California. SaaStr 2019 provided an opportunity for Kiwi firms to connect with global industry leaders, vendors who can supplement their software, and US venture firms. Keeping Kiwi companies ahead of the curve, Callaghan sent 140 entrepreneurs to the 3-day conference to plug into the latest software innovations in Silicon Valley.

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We should be very proud of the calibre of New Zealand companies in attendance and the number of attendees representing our comparatively small nation. The NZ contingent was all the more impressive given their NZ uniforms (above).

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Elizabeth Van Rooyen is the founding partner of [Balgarnie Van Rooyen](#), a NZ based end-to-end venture capital advisory firm focused on delivering practical strategic solutions to enhance business growth.

Specialising in high growth companies in Australia and New Zealand, they work with businesses that have global expansion goals and need growth capital to achieve them. Elizabeth wanted to meet high growth companies seeking investment in US/Asia. Kea connected her to the newly appointed Head of Investment for NZTE, **Glenn Murphy** and **Anthony Mosse** who heads up the NZ Investor Migrant programme.

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Myles Sutherland
Founder, GroundVu
California

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Connected Blerter to Gemma Cocker

Anthony Vernon who leads the business development team at Kiwi-based start-up [Blerter](#) contacted Kea seeking connections in the event management space in NYC. Blerter's software provides real-time visibility over large scale events increasing operational efficiency and improving incident response.

Kea connected Anthony to **Gemma Cocker**, who is the Founder and CEO of Tap Events, providers of event management tools for conferences. Anthony was also connected to Roller founders, **Mark and Luke Finn** who provide ticketing for large US theme parks and venues.

Kea also connected Blerter's founder, **Richard Gill**, to **Milly Olykan** (WCNZ), VP International Relations and Development at [Country Music Association](#).



China UN Youth Delegation Globalisation Tour 2019, Feb 25

New Zealand recently sent a delegation to Shanghai as part of the UN Youth Globalisation Tour. Kea's Regional Director in China, **Mary-Jayne Bethell** (MJ), connected the delegation to NZTE in Shanghai, [Primary Collaboration New Zealand](#), [UMS Social](#), [Social and Co](#) and [Tribal Brands](#).

On February 25, MJ gave the delegation a talk in Shanghai about Kea's role in China, the changes we have seen in the past ten years and the development of the China - NZ relationship. As an attendee summed up: "It's been a total pleasure..., we really couldn't have done without you. We all thoroughly enjoyed hearing about your work and the relationships you have built in your job with Kea."

BALGARNIE
VAN ROOYEN



WORLD CLASS
NEW ZEALAND

QUARTERLY REPORT

Kea NZ Limited // July 2019



"A GREAT SHOW.
ONE OF THE BEST."
SIR DON MCKINNON



KEA WORLD CLASS NEW ZEALAND AWARDS 2019

EACH YEAR KEA CELEBRATES THOSE WHOSE DETERMINATION, TALENT, PASSION AND PERSONAL ATTRIBUTES MAKES THEM DESERVING OF GLOBAL RECOGNITION. THIS YEAR WAS NO DIFFERENT.

On June 20, with the support of our government and private partners, Kea hosted the 2019 World Class New Zealand Awards, honouring six world-changing New Zealanders; leading gene-research pioneer Professor Christopher Shaw, scientific innovator Dr Elizabeth Iorns, indigenous intergenerational business builder Rachel Taulelei, HR game-changer Kirsten Nevill-Manning, wireless power guru Fady Mishriki and sustainable business leader, Tim Brown.

Alternative asset manager and driving force behind Tara Iti Golf course, Ric Kayne, was honoured as the Friend of New Zealand. Ric has contributed significantly to economic growth within Northern Auckland and Northland, attracting direct and indirect tourism, and employing over 300 employees and contractors.

The 2019 Supreme Award winner, Peter Gordon, was celebrated for putting New Zealand on the culinary map with his ground-breaking, category-creating culinary innovation. Peter is an award-winning chef and restaurateur, philanthropist, and author of eight best-selling cookbooks

Arguably, New Zealand's most prestigious celebration of Kiwi achievement, the Kea World Class New Zealand Awards, is proof positive of the impact New Zealand and its people have around the globe. Kea is proud to recognise the outstanding individuals who represent the ideals we value most and the partners who enable us to celebrate them.

For a glimpse of the Awards please see <https://www.youtube.com/watch?v=W9lbnqrWkto>

“As a Kiwi company with a global footprint, we know what it takes to scale and represent New Zealand on the world stage and partnering with Kea gives us the opportunity to share this insight and help other Kiwi businesses succeed. We understand the importance and value provided by organisations such as Kea more than ever, and Xero is incredibly proud to become Kea’s newest global partner.”

CRAIG HUDSON, MANAGING DIRECTOR
NEW ZEALAND & PACIFIC ISLANDS.



CHRISTCHURCH 15/3/19

THAT KEA’S NETWORK IS AN INSPIRATIONAL GLOBAL FORCE, capable of connecting New Zealanders and Friends of NZ all over the world, was never more apparent than after the horror of the Christchurch terrorist attack on March 15.

Kea’s Regional Director in Europe, Tania Bearsley, worked tirelessly alongside 19 Kiwi expat communities in the UK, to unite more than 2000 people at a peace vigil in Trafalgar Square on March 21. Similarly, Mary-Jayne Bethell, Regional Director for Kea in China, and the New Zealand Consulate team in Shanghai, brought together approximately 250 people at NZ House, including New Zealand’s Consul-General for Shanghai, Andrew Robinson and NZTE’s Maori Customer Manager, Hare Pitama.

These gatherings represented not just Kiwi expats offshore, but people from other nations who wanted to show support for the Muslim community and Aotearoa.



“THE VIGIL WAS A WONDERFUL EXPERIENCE OF WHANAUNGATANGA, MANAAKITANGA AND KOTAHITANGA COMMUNITY, RESPECT AND UNITY.”

SIR JERRY MATEPARAE, HIGH COMMISSIONER FOR NZ, UK



KEA IN KOREA

A TECH ROADSHOW VISITING KOREA, supported by the New Zealand Chamber of Commerce in Korea, known as “The Kiwi Chamber,” and the New Zealand Embassy in Seoul, is connecting innovative New Zealand tech firms with tech-savvy Korean counterparts.

Supported by key organizations such as NZTE, Kea, ExportNZ, Priority One, Callaghan Innovation, NZTech, Otago Southland Employers Association, Christchurch City Council and Asia New Zealand Foundation, the roadshow demonstrates the strength of New Zealand technology and connects the world-class technology ecosystems of both countries.

Part of the ‘Inspire with Innovation Series’ the event was held at the NZ Ambassador’s Residence. Samsung, LG, Mirae Asset, SK Group, GS Group, Woori Group, various government agencies and many tech industry participants took part.

All four participating NZ tech firms (Aware Group, Centrality, Revolution Fibres and Code Avengers) piqued the interest of the Korean giants. SK Telecom and Mirae Asset are doing due diligence and SK Telecom are exploring business opportunities with NZ tech companies/industry and are coming to NZ in July.



BIO 2019

ZAHRA CHAMPION, EXECUTIVE DIRECTOR, BIOTech New Zealand approached Kea to help promote BIO 2019 in Philadelphia to New Zealanders living in the USA who have an interest in the sector. New Zealand biotech companies, universities, New Zealand Trade and Enterprise, the Innovative Partnerships team at the Ministry of Business, Innovation and Employment, and BIOTechNZ attended as part of the NZ delegation.

Over 16,000 delegates attended over the five days of events which included education sessions, talks and panels, an exhibition hall and bio-partnering.

Twenty-six New Zealand biotech companies and universities joined BIOTechNZ, New Zealand Trade and Enterprise and the Ministry of Business, Innovation and Employment as the New Zealand delegation to BIO 2019 in Philadelphia, 3-6 June.

DLA PIPER & XERO

KEA WELCOMES TWO NEW GLOBAL PARTNERS
Kea’s Global partners share our core values - to be bold, be supportive, be collaborative and be exceptional. Kea is delighted to welcome two new partners, DLA Piper and Xero to our stable of supporters who also share our desire to make New Zealand the most connected country in the World.

Martin Wiseman, DLA Piper’s Managing Partner New Zealand, says he is “looking forward to helping to connect NZ entrepreneurs and businesses with legal resources, insights and people that can help them grow”.

Xero will be supercharging Kea’s connection service, Kea Connect - which creates introductions for New Zealand SMEs to high impact global World Class network. Xero’s intimate knowledge of and experience with small to medium sized businesses and their passion for helping New Zealand companies grow makes this partnership a superb natural fit.

Kea was delighted to announce these new partnerships at the World Class New Zealand Awards on June 20 and to introduce our existing partners at an event hosted by DLA Piper.

SME CONNECTIONS BY REGION

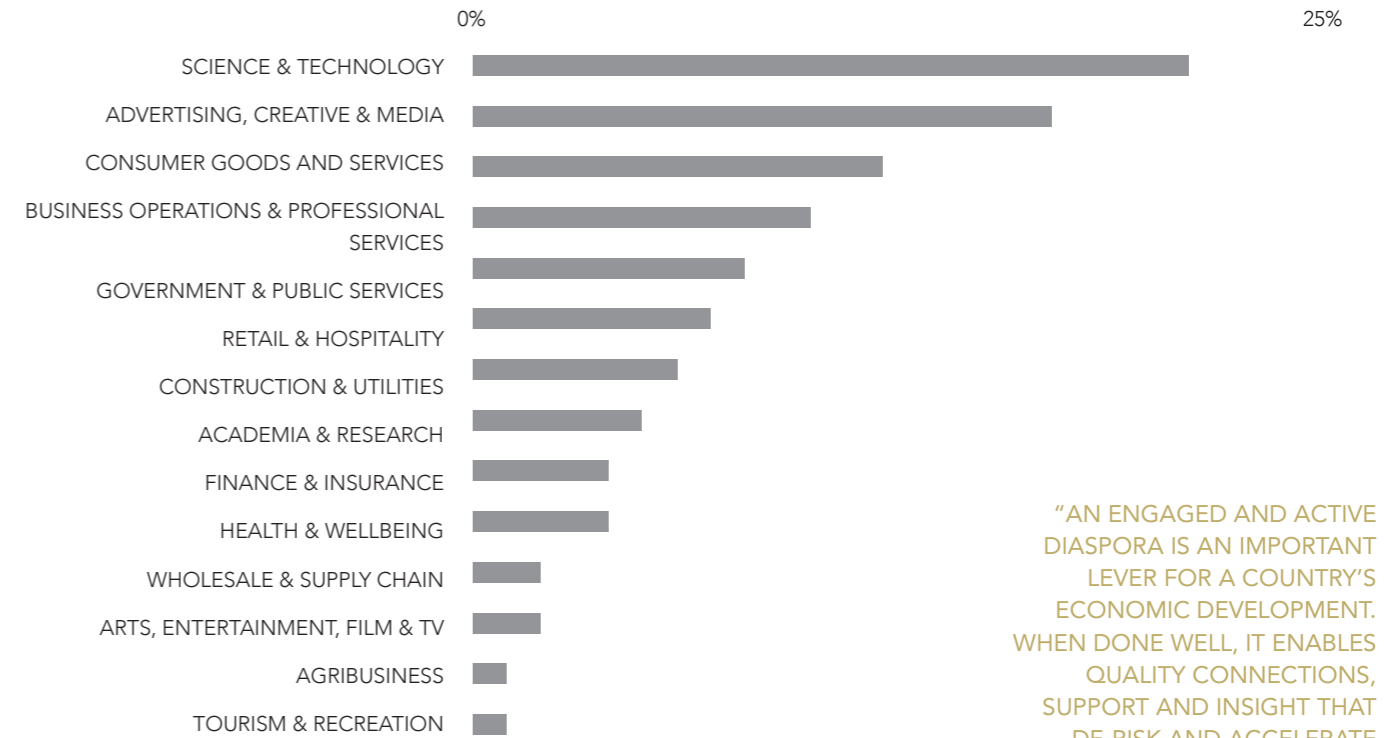
Kea Connect, powered by Xero, introduces Kiwi businesses to a global network of New Zealanders to help them break into new markets smarter and faster.

REGIONAL

NZ - 49	China - 108	Pacific - 4
North America - 117	UK/EU - 160	Sth America - 4
Australia - 34	SE Asia - 12	UAE - 4
		Japan - 1



SME SECTORS SUPPORTED BY KEA



“AN ENGAGED AND ACTIVE DIASPORA IS AN IMPORTANT LEVER FOR A COUNTRY’S ECONOMIC DEVELOPMENT. WHEN DONE WELL, IT ENABLES QUALITY CONNECTIONS, SUPPORT AND INSIGHT THAT DE-RISK AND ACCELERATE BUSINESS GROWTH IN OVERSEAS MARKETS.”

- MR DANIEL TAYLOR CUSTOMER DIRECTOR, NZTE NEW ZEALAND TRADE COMMISSIONER TO THE UNITED KINGDOM AND IRELAND 2014 - 2018

8

Kea celebrates 8 new World Class New Zealand Award winners

493

Kea has made a total of 493 business connections this quarter

30

Kea contributed to 30 New Zealand Inc projects around the world

2

Kea welcome two new Global Partners

242

Number of Kiwi companies assisted

800+

Kea hosted 800+ high impact Kiwis and friends of New Zealand in June

LONDON

Black Caps in London

On Wednesday 22nd May, Kea joined the New Zealand High Commission, New Zealand Trade and Enterprise and the London New Zealand Cricket Club in welcoming the BLACKCAPS to the UK ahead of the Cricket World Cup 2019. World Class New Zealanders Gerard Walsh, Prof John Hawk, Michael Cooper, Mark Hadley, and Sam Martin attended.



NEW ZEALAND

ASB hosted World Class New Zealander Craig Nevill-Manning

C-Suite executives representing nine companies and members of ASB's Board of Directors were invited to a private reception hosted by ASB with World Class New Zealander Craig Nevill-Manning, former Engineering Director at Google.

Since 2015, Craig has been Head of Engineering at Sidewalk Labs, envisioning and reimagining the modern city. At Sidewalk Labs, Craig and his team study cities to identify and address the challenges they are currently facing as well as those they will most likely face in the future.

Sidewalk Labs is reimagining cities to radically improve quality of life. Over lunch Craig discussed how he and his team are rethinking the future of cities and the lessons NZ can take and quickly implement from their work to improve our urban infrastructure and quality of living. Craig also reflected on how impactful New Zealand is on the world stage and how New Zealand businesses can better build their profiles offshore.

UNITED STATES

Kiwi Leadership Network USA

The Kiwi Leadership Network was formed by young Kiwis who know first-hand how hard it can be to move to a new country and how important it is to connect with people who can help you along the way. KLNU shares Kea's belief in the power of networks and connecting people with similar and complementary ideas and expertise.

On May 18, Kea facilitated an event, hosted by Craig and Kirsten Nevill-Manning, for the Kiwi Leadership Network in NYC. Panellist's included World Class New Zealanders, Craig Nevill-Manning, Helen Klisser-During, Julie Fry and Sir Murray Brennan.



CHINA

World Class Nomination in China

Kea China successfully nominated Anna Chitty, CEO of PHD Media Agency who was named Business Leader of the Year 2019 at the annual International Professional Women's Leadership Awards on May 31 in Shanghai. As a community partner of International Professional Women's Society, Kea is proud that these awards bring together leaders and influencers from all over the world and across different industries to celebrate role models in Business, Innovation, Entrepreneurship, and Social Contribution. Anna was named "Business Leader of the Year" across all industries.

NORTH AMERICA

North American Alumni/ Network Clubs

In response to feedback about there being a lack of coordination between various New Zealand organisations when planning trips to the States, Kea brought together the assorted Kiwi-centric North American representatives to meet informally and exchange information. Kea hosted 15 individuals representing assorted North American clubs at the NZTE New York office. Guests included representatives from the NZ Olympic Committee, the University of Auckland, Victoria University, Otago University and AUT.

KEA IS PROUD TO SUPPORT

Our NZ Inc Partners NZTE, MBIE, MFAT and Tourism NZ both locally and offshore.

MFAT:

- In the lead up to the opening of the Beijing Embassy, Kea worked with the Consulate to create a guestlist for the event and attended along with 100 other New Zealanders and friends of New Zealand – including Prime Minister Jacinda Ardern.
- Kea worked with MFAT in China to support the ANZAC day dawn service and arranged for World Class New Zealander Anthony Aucutt to lay the Kea wreath.
- Kea provided Andrew Robinson, New Zealand's Consul-General in Shanghai, with a list of venue options for a community brunch in Shanghai.
- Kea assisted MFAT's Andrew Robinson, Clare Fearnley, David Hope and Rachel Maidment in organising services for Beijing, Shanghai and Guangzhou in response to the Christchurch tragedy.
- Kea's MJ Bethell has been in touch with NZ Ambassador to China & Mongolia, Clare Fearnley, to discuss Kea's support in 2019 and to schedule a meeting during her Shanghai visit in April. Furthermore,

Clare and MJ met to discuss Kea's presence in Beijing.

- Kea's MJ Bethell attended a round table meeting with Jacinda Ardern with 12 people representing 11 companies - the companies were Kea, Zespri, Fonterra, NZTE, NZBric, Gung Ho, Esquires, Primary Collaboration NZ, Tourism NZ, Natural History and Intercontinental Hotels.
- Kea connected New Zealand's Consul-General, Andrew Robinson, with Chiwi, Tony Yu from Fosun and Clarissa Shen, Sanofi's China Head, Global Ethics & Business Integrity.
- Kea connected Deputy Consul-General, Tom Barker, with World Class New Zealander, Darren Ding, and Kea member Shane Guan.
- Kea also met with Tom Barker to discuss co-hosting an LGBTQ+ movie screening event with the Consulate in June.
- Kea attended a Consulate-hosted dinner with Kiri Nathan and delegation in Shanghai.
- Kea assisted MFAT with finding New Zealanders to attend 'The Dreamer' dance performance in Shanghai. Attended by World

Class New Zealander Anthony Aucutt, University of Auckland alumni leaders, Ruonan Duan and Summer Wu, and student, Thomas Nicholls.

- Kea connected Andrew Robinson with Chiwi Virginia Ip, Biomarker Lead of China at Bristol-Myers Squibb, and Kea member Anita Ferner, working within the Oncology and Immunology Unit of Wuxi AppTech Pharmaceuticals.
- MFAT, in collaboration with Kea, brought together leaders of NZ Community Groups for a Brexit discussion. The round table discussion was held with Deputy High Commissioner, Consulate Services and First Secretary Lead on People to People and Brexit.
- Kea's Europe Regional Director, Tania Bearsley, attended the ANZAC Day Dawn Service, Cenotaph wreath laying service and the Westminster Abbey Church Service 2019.

*“it's not what you know
but who you know and
what you know about
who you know that
counts”*



- The NZ High Commission issued a survey focused on capturing insights into the experience of New Zealanders living in the UK. Kea shared this across social platforms and included it in Kea's newsletter. The Facebook post was seen 8,900 times.
- Kea shared their watch list of successful New Zealanders in Ireland and introduced Katie Sadleir, GM Women's Rugby for World Rugby, to New Zealand Ambassador to Ireland, Brad Burgess, who sought to build connections with the expat community in Ireland.
- Kea connected MFAT's Caroline Bilkey with Adrenalin Group's Mark Everard at Kea's World Class New Zealand/Partners lunch at The Pavilion in Auckland.

- In the wake of the Christchurch terrorist attack MFAT sought introductions to Kiwis in Queensland, to invite to an event hosted by the Governor, in support of the victims and their families. Kea provided MFAT's Bill Dobbie with a list of 6 World Class New Zealanders and prospects - Robin Levison, Ben Lightfoot, Richard Mathews, Ken Edmonds, Andrew Burdon and Grant Robertson.
- NZ's Consul-General in Shanghai, Andrew Robinson, sought connections to Kiwis in Nanjing for a function to coincide with the Tall Blacks games. Kea connected Andrew with Hamish Stevens, Nanjing Regional Manager for Gill Apparel Group, and Tina Zhang

KEA, THROUGH ITS ENDEAVOURS WITH OUR DIASPORA, ENCAPSULATES THE MĀORI PROVERB “HE AHA TE MEA NUI O TE AO – WHAT IS THE MOST IMPORTANT THING IN THE WORLD” TO WHICH THE ANSWER IS “HE TĀNGATA, HE TĀNGATA, HE TĀNGATA – IT IS PEOPLE, IT IS PEOPLE, IT IS PEOPLE
- SIR JERRY MATEPARAE, GNZM, QSO, KSTJ HIGH COMMISSIONER OF NEW ZEALAND TO THE UNITED KINGDOM

MBIE:

- Kea introduced MBIE's Science Policy Manager, Dr Marcus Pelenu, to Shane Legg to arrange a meeting on a forthcoming trip to London.

NZTE:

- Kea's Regional Director North America, Ryan Mulcock invited 50 Denver-based members to an event organised by NZTE's Head of Early Stage Tech, Todd Farnham. The purpose of the gathering was to build relationships with individuals and organisations and to make the Denver tech ecosystem more accessible to Kiwi companies exploring opportunities there. Colorado-based Kea members were thrilled to see Kea back in operation in the USA.
- Kea is working with NZTE's Global Diversity & Inclusion Leader, Simon Court, to put together an invitation list of World Class New Zealanders for the NZTE / Beachheads Spring Brunch to welcome incoming New Zealand Ambassador, Rosemary Banks. The invitation will be extended to members from the wider East Coast area as well.

- Kea is working with NZTE's newly appointed Consul General and Trade Commissioner based in New York City, Hannah Lee-Darboe, connecting her with World Class New Zealanders and bringing her up to speed with the wider-Kiwi network.
- Kea connected Matthew Petrich, NZTE's newly appointed Head of Automotive Innovation with Nuro's Kiwi founder Dave Fergusson. Kea connected Matthew with the team organising the Autonomous Vehicle Summit in San Francisco.
- Kea provided NZTE's Diem van Groth with a list of potential event speakers in the NYC design community for a proposed event being held in Fisher & Paykel's NYC showroom.
- Francine Conran, Event Manager for NZTE, sought chefs to head up a National Restaurant Association booth in Chicago in May. Kea connected Francine with Liz Fraser, Regional General Manager

- Americas at Air New Zealand to explore the opportunity with one or more of the airlines featured chefs. Kea also connected Francine to top NZ chefs Anthony Hoy Fong and Matt Lambert.

- Kea connected Charlotte Simcock, NZTE's Head of Marketing & PR, with leading NYC-based Kiwis in the Food & Beverage sector. Kea connected Charlotte with NYC based Jacob Briars (Barcadi) Stefan Ching (The Hoxton) Lisa Smith (The PR Net), Anthony Hoy Fong (Chef) and Matt Lambert (The Muscat Room).
- Kea's UK/Europe Regional Director, Tania Bearsley, joined NZTE's Annual European team meeting in Florence. Tania was grateful to spend time with the wider Europe Team and she was honoured to be presented with a Mihia award for her contribution to NZTE's work and community.
- Kea was asked by NZTE to suggest some UK-based prospective

Beachhead Advisors with Retail Sector and E-Commerce expertise. Kea suggested Melanie Smith (M&S), Andrew Gerrie (Hotel Chocolat) and Anthony Romano (Church's).

- Kea introduced NZTE's Head of Business Development (Food, Wine and Consumer Goods), Maria Hellyer, to Cardrona Distillery, who are making their move into the UK market.
- Kea introduced NZTE to FMCG & e-Commerce expert Anthony Crayk, who has 14 years' experience in industry, including with KraftHeinz, for an e-Commerce event in June.
- Liaising with the NZ High Commission, Kea's UK/Europe Regional Director collaborated with 19 different groups and organisation to host a vigil in response to the Christchurch terrorist attack. Sir Jerry Mateparae and representatives of his team were in attendance.
- Kea China shared vacancies for Trade Commissioners in Hong Kong and Shanghai to Kea's WeChat audience
- Kea's Regional Director for China met with NZTE's Fiona Acheson, Regional Director to Greater China, to discuss Kea's support in 2019 and to give her insight into

Great morning hot-desking with the KEA team. Useful conversations about the previous connections in our portfolios and potential future connections.” CHRIS TOZER, CUSTOMER MANAGER, NZTE

the New Zealand community in Shanghai.

- Kea provided Fiona Acheson with a list of potential sponsors for the New Zealand Ball, and connected her to Mark Anderton, General Manager of The Warehouse Group in Shanghai to discuss sponsorship opportunities.
- Kea connected NZTE's Anna-May Isbey with Jonah Tan, leader of the UN Youth Delegation
- Kea's China Regional Director worked with the New Zealand Central team to host a service for the Christchurch terror attack.
- Kea met with NZTE's Digital Consultant, Miffy Zhai, to discuss Kea's Weibo account and the key challenges getting relevant posts to Kea's audience.
- Kea's MJ Bethell met with NZTE's Suzy Fewtrell and Fiona Acheson, to discuss a potential Christchurch fundraiser.
- Kea provided NZTE with support for the Shanghai Kiwi drinks, and at the event introduced Fiona Acheson and Consul-General Andrew Robinson to several Kiwi's in the community.
- Kea provided Mia Hansson, Customer Manager for NZTE, ideas to support Te Awanga Wines entrance into China.
- Kea is working with NZTE's Todd Farnham, Head of Early Stage Technology, to create a list of Kea members who Todd can connect his Kiwi clients to to form a mentor/mentee relationship. Todd receives numerous requests from CEO's and Founders looking for mentors who have experienced the challenge of international expansion.
- NZTE's Customer Manager, Mohit Misquida, approached Kea for connections for Axin Global, specialising in the design and roll-out of fibre networks to rural areas. Kea was able to offer connections to Nichola Clark, VP Marketing & Business Development at Kiwi Energy, and Anna Lee, Senior Corporate Associate at Lanzatech.
- Kea introduced NZTE's Customer Manager, Steve Allen, and his customer Cream Local (Nui) to former Manager Director of Yoplait UK/Ireland, Bharti Parosatam, to share insights on the Ireland dairy industry.

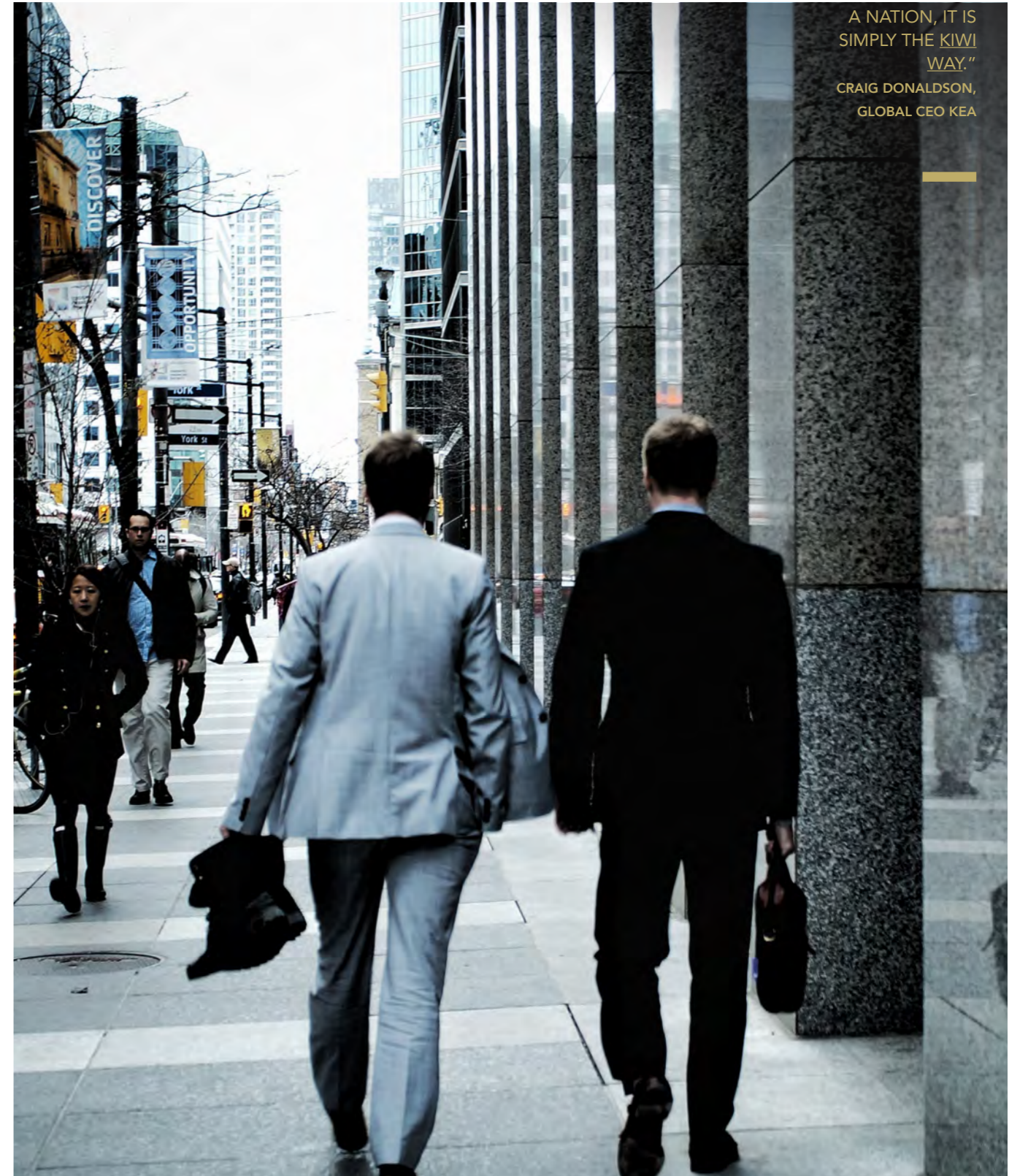


NZ Inc:

- In the wake of the Christchurch tragedy, Kea's North America Regional Director worked with NZTE, MBIE and MFAT to share updates, messages and support for those needing comfort during this time
- MFAT, MBIE and NZTE hosted Kiwis, Investor Migrants and NX Business owners for the Rugby Sevens. Kea connected with Kiwi business owners interested in North America and forged relationships with the NZ Inc. Canada team.
- Kea helped host a "Welcome to the UK" event for the Black Caps with the New Zealand High Commission, NZTE and London NZ Cricket Club at New Zealand House. World Class New Zealanders Gerard Walsh, Prof. John Hawk, Michael Cooper, Mark Hadley, and Sam Martin were in attendance.
- Kea supported an ATEED and BNZ collaboration and cocktail reception at the Official Residence in Los Angeles. Kea introduced the ATEED team to LA-based WCNZers as well as guest speakers Nicky Bell and Keri Elmsley.
- Kea partnered with MFAT & NZTE in London to host a welcome to the UK luncheon for the Silver Ferns on 5 July, prior to the Netball World Cup. The luncheon for the Silver Ferns team and management was held at NZ House with 100 in attendance, including New Zealanders in leadership and sport, NZ businesses and NZ Inc. representatives.

"We are here to help guide your journey, Kea can help you to navigate...faster, more safely, more successfully." PHIL VEAL, CHAIRMAN, KEA

"AS NEW ZEALANDERS IT IS OUR WILLINGNESS TO HELP ONE ANOTHER THAT SETS US APART AS A NATION, IT IS SIMPLY THE KIWI WAY."
CRAIG DONALDSON,
GLOBAL CEO KEA



APPENDIX

MARCH – JUNE MONTHLY HIGHLIGHTS



Kiwis Helping Kiwis

MONTHLY REPORT

Kea NZ Limited // June 2019



KEA WORLD CLASS NEW ZEALAND AWARDS 2019

ON JUNE 20, WITH THE SUPPORT OF OUR GOVERNMENT AND PRIVATE PARTNERS, KEA HOSTED 830 GUESTS AT THE 2019 WORLD CLASS NEW ZEALAND AWARDS.

Arguably, New Zealand's most prestigious celebration of Kiwi achievement, the Kea World Class New Zealand Awards, is proof positive of the impact New Zealand and its people have around the globe. Kea is proud to recognise the outstanding individuals who represent the ideals we value most and the partners who enable us to celebrate them.

The 2019 Supreme Award winner, Peter Gordon, was celebrated for his ground-breaking, category-creating culinary innovation. The driving force behind Tara Iti Golf course, Ric Kayne, was honoured as the Friend of New Zealand. Six world-changing Kiwis were honoured for their

various contributions to business, science, technology and the environment; leading gene-research pioneer Professor Christopher Shaw, scientific innovator Dr Elizabeth Iorns, indigenous intergenerational business builder Rachel Taulelei, HR game-changer Kirsten Nevill-Manning, wireless power guru Fady Mishriki and sustainable business leader, Tim Brown.

Kea is proud to celebrate those whose determination, talent, passion and personal attributes makes them deserving of global recognition. The awards winner acceptance speeches are available [here](#).

UNFILTERED LIVE – POWERED BY KEA

Unfiltered Live: Fall Forward powered by Kea, on Friday 21 June brought together top business leaders and entrepreneurs from around the world. World Class Award Winners Tim Brown, Peter Gordon, Rachel Taulelei, Elizabeth Iorns and Kirsten Nevill-Manning all participated in the high-action, high-impact event at SkyCity.

“I just wanted to write to thank you all very much for today. You all did a spectacular job and I was incredibly proud of the production we put on.

Thank you to Craig, Mel, Susan, Phil and the team at Kea NZ for being our Principal Partner. We were proud to work with you and so grateful for your help in securing some great talent. This is the start of an exciting journey.”

JAKE MILLER, CEO UNFILTERED

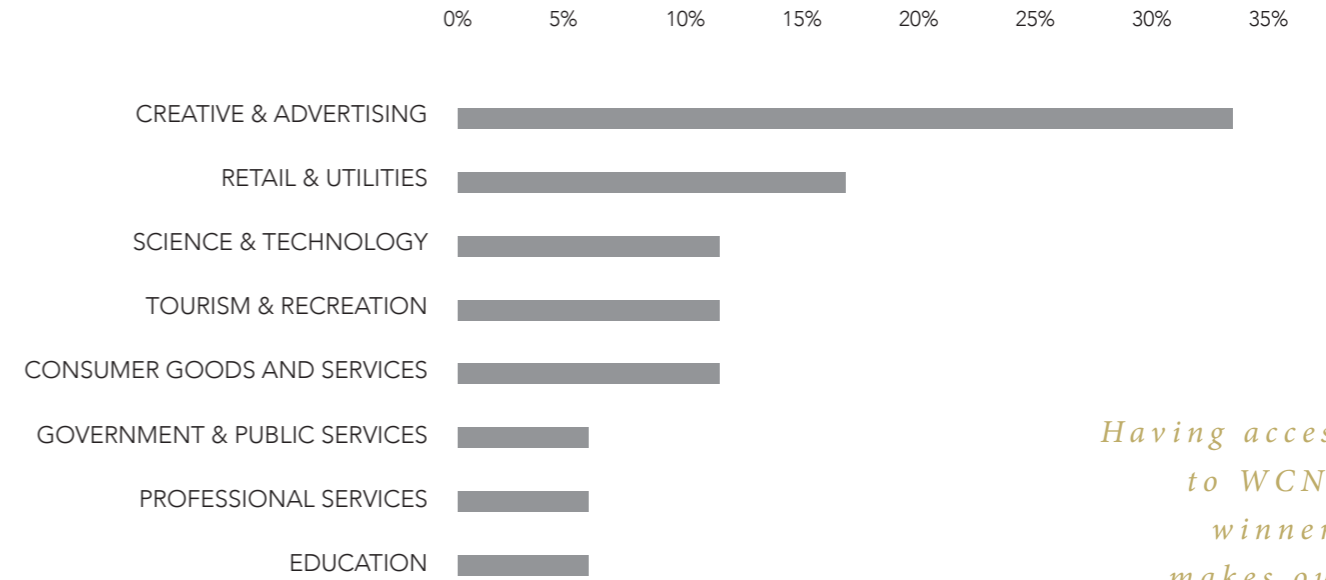
KEA CONNECT BY REGION

UK/Europe – 45
 North America – 29
 China – 17

SE Asia - 7
 Australia – 5
 NZ – 4



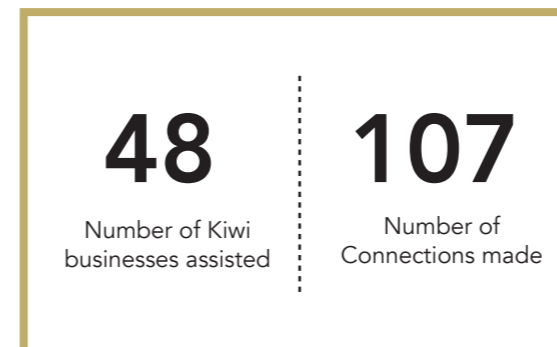
KEA CONNECT POWERED BY XERO – SECTOR ENGAGEMENT



*Having access
to WCNZ
winners
makes our
partnership
with KEA so
valuable.*

-PAM FORD - GENERAL
MANAGER ECONOMIC
DEVELOPMENT, ATEED

KEA CONNECT BY THE NUMBERS



Love of Learning Session.

Marion Emmanuelle from AvroKo/Brand Bureau presented a session to Air New Zealand's Global Brand and Content Marketing team as part of their in-house Love of Learning development programme.

Marion presented on the four projects AvroKo currently have underway in Commercial Bay, Auckland and provided an overview on global hospitality trends.

"IT WAS CLEAR FROM MARION'S PRESENTATION THAT SHE IS AN EXPERT IN HER FIELD, AND IT WAS EXTREMELY INSIGHTFUL FOR THE TEAM TO GAIN AN UNDERSTANDING OF AVROKO'S WORK FROM HOSPITALITY STRATEGY, CONSULTATION TO PROJECT EXECUTION." TIFFANY KONG, BRAND COORDINATOR, AIR NEW ZEALAND

Love of Learning is Air New Zealand's Global Brand and Content Marketing team's in-house development programme. Its objective is simple, to create a winning team – 'we will be informed, able and inspired to deliver amazing work globally'.

ATEED

On Wednesday 19 June, Elizabeth Iorns, recipient of a 2019 Kea World Class New Zealand Award, presented to ATEED staff and clients. Over 45 employees and 10 Maori and Pasifika clients listened to the globally recognised scientist, innovator and entrepreneur speak about growing a start-up, the future of work and the Science Exchange.

Elizabeth shared her story - from University of Auckland to her business, Science Exchange in Palo Alto to an eager audience.

PAM FORD - GENERAL MANAGER ECONOMIC DEVELOPMENT, ATEED



ASB hosted World Class New Zealander Craig Nevill-Manning

C-Suite executives representing nine companies and members of ASB's Board of Directors were invited to a private reception hosted by ASB with World Class New Zealander Craig Nevill-Manning, former Engineering Director at Google.

Since 2015, Craig has been Head of Engineering at Sidewalk Labs, envisioning and reimagining the modern city. At Sidewalk Labs, Craig and his team study cities to identify and address the challenges they are currently facing as well as those they will most likely face in the future.

Sidewalk Labs is reimagining cities to radically improve quality of life. Over lunch Craig discussed how he and his team are rethinking the future of cities and the lessons NZ can take and quickly implement from their work to improve our urban infrastructure and quality of living. Craig also reflected on how impactful New Zealand is on the world stage and how New Zealand businesses can better build their profiles offshore.

Beca Accelerator

The Head of Beca's New Ventures Accelerator, Jeannine Walsh, approached Kea to connect with Singapore-based domain experts to inform in a design sprint focused on urban solutions and sustainability. The brief outlined that the imminent challenges and opportunities in Singapore include smart buildings, advanced manufacturing, mission critical facilities and sustainability.

To support the sprint Beca wanted to interview relevant business leaders and Kea connected them to James Lowrey, Head of Resources, Energy & Infrastructure at ANZ Banking Group, Didier Quirin, Electrical Engineer, turned Entrepreneur, Marc Clemson, Project Manager, Wendy Baker, Partner at ICE and Martin O'Neill, CEO at Green Sea Harvest, who all agreed to help.

As a result of the introductions Kea provided, Beca was able to capture deep insight of the market upon which it based its sprint activities.

"I would like to express my appreciation for all your help! Your ability to provide introductions quickly and to the right people exceeded my expectations. You made it so simple, and we profited greatly because you had the right connections and were able to tap into them for our benefit. Connecting to world-class Kiwis is what Kea excels at." JEANNINE WALSH





NZ Chamber of Commerce in Korea – Mon 17 – Wed 19 June 2019

A Tech Roadshow visiting Korea, supported by the New Zealand Chamber of Commerce in Korea, known as “The Kiwi Chamber,” and the New Zealand Embassy in Seoul, is connecting innovative New Zealand tech firms with tech-savvy Korean counterparts.

Supported by key organizations such as NZTE, Kea, ExportNZ, Priority One, Callaghan Innovation, NZTech, Otago Southland Employers Association, Christchurch City Council and Asia New Zealand Foundation, the roadshow demonstrates the strength of New Zealand technology and connects the world-class technology ecosystems of both countries.

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All four participating NZ tech firms (Aware Group, Centrality, Revolution Fibres and Code Avengers) piqued the interest of the Korean giants. SK Telecom and Mirae Asset are doing due diligence and SK Telecom are exploring business opportunities with NZ tech companies/industry and are coming to NZ in July.

Ka Pai Kai Tonic

Kea was approached by founders of Kai Tonic, Anna & Ralph Walker. They sought connections in the luxury food space. In addition to their connection request, Anna & Ralph entered Kea’s online competition and won tickets to the World Class New Zealand Awards.

Wasting no time at the event, the duo spent the evening and the following day networking and connecting with world-leading Kiwis, including award recipients Rachel Taulelei, Tim Brown and Peter Gordon who have all offered to meet with them on their forthcoming travels.

Maximising the opportunity, they connected with SkyCity, the New Zealand Institute of Chartered Accountants and a venture capitalist – all of whom have the potential to make a huge impact and open doors for the fledgling company.

Ralph & Anna also connected with Olna Ford, Director of International Golf Associates New Zealand. Olna is excited by the Kai Tonic concept and wants to explore appropriate events to collaborate with the Kai Tonic team on – such as the Mission Hills golf tournament in China.

“IT HAS BEEN AN INCREDIBLY VALUABLE 24 HOURS AND WE ARE FEELING UPLIFTED, ENCOURAGED AND INSPIRED TO KEEP PUSHING HARD WITH OUR EFFORTS TO PUT KAI TONIC ONTO THE WORLD STAGE AND DRIVE GROWTH OF A NEW EXPORT CATEGORY.” ANNA WALKER



Compostable Connection

Created by Jon Reed and Tim Kelly, Compostic is a young kiwi company whose goal is to eradicate unnecessary plastic waste. They offer a range of both home and commercially compostable products, including custom mailer bags and poly bags, and believe everyone can do their bit to move the world past plastic.

Josh and Tim approached Kea with their new range that includes compostable food wrap, wanting to speak to people with FMCG experience to understand how they can get their products into stores across New Zealand & Australia.

Kea connected the Compostic team to World Class New Zealander, Michele Teague, Non-Executive Director, the Reject Shop, Australia and Kea’s own, Director of Marketing and Communications, Jackie Amin who has a global FMCG background.

“MICHELE WAS VERY INSIGHTFUL - SHE EXPLAINED THE IMPORTANCE OF EDUCATING OUR CUSTOMERS ON THE DIFFERENCE BETWEEN COMPOSTABLE VS BIODEGRADABLE AS IT IS NOT ENOUGH TO ASSUME THAT THOSE WANDERING THE SUPERMARKET AISLES WILL FIGURE IT OUT!

JACKIE WAS ALSO INCREDIBLY HELPFUL - SHE EXPLAINED HOW FOCUSING ON ‘GROWING THE CATEGORY’ AND PLAYING INTO THE MACRO TRENDS THAT A SUPERMARKET WOULD BE FOCUSING ON IS KEY. YOU CAN’T BANG ON ABOUT YOUR PRODUCT WITHOUT HAVING WIDER APPEAL TO YOUR CONTEXT!”

Combating Loneliness

Chirpy Plus is a member-based online platform for over 55’s to meet new people, save money and help members stay in their homes. The major objective of Chirpy Plus is to help reduce loneliness in older people. They launched in October 2018 and currently have around 3,000 members (1k in New Zealand and 2k in Australia). The membership is growing by around 100 new registrants per day.

Chirpy Plus contacted Kea because they are in the process of building partnerships with corporates to promote the platform and develop exclusive deals for their members. In New Zealand they have partnered with Genesis Energy and are in conversation with a large cross-Tasman health insurance company.

They wanted broader advice on their strategy of targeting this demographic as well as guidance on how best to approach potential partners and relevant companies who might provide further service to their members.

Kea connected Chirpy Plus to Dwayne Crombie, Managing Director of Bupa Australia and Richard De Haast, National Director of The Salvation Army Aged Care Plus in Sydney.

“I MET WITH DWAYNE IN MELBOURNE AND AS A RESULT OF THAT MEETING, BUPA PUBLISHED A PRESS RELEASE ABOUT CHIRPY LAST MONTH WHICH WAS GREAT (COMBATING LONELINESS A PUBLIC HEALTH CRISIS) - THEY HAVE ALSO FORWARDED OUR DETAILS TO CHANNEL 7 AS THEY FELT THAT THE MEDIA WOULD BE INTERESTED IN OUR STORY - HERE’S HOPING! THE GOLD COAST BULLETIN IS ALSO GOING TO WRITE AN ARTICLE ABOUT CHIRPY IN THE NEXT MONTH OR SO.” SHAUN MAHONEY CEO & CO-FOUNDER





Welcome to new Global Partners: DLA Piper & Xero



As you know, our global partners enable us to realise Kea's vision of making NZ the most connected nation in the world. I'm delighted to announce that we're welcoming two new strategic partners, [DLA Piper](#) and [Xero](#).

DLA Piper is joining as our global legal partner. They share our core values, underpinning our mission - to Be Bold, Be Supportive, Be Collaborative and Be Exceptional. Martin Wiseman, Managing Partner New Zealand, says the firm is looking forward to "helping to connect NZ entrepreneurs and businesses with legal resources, insights and people that can help them grow."



Xero will be supercharging Kea's connection service, Kea Connect - which creates introductions for New Zealand SMEs to our high impact global World Class network. Xero's global experience with small and medium sized businesses and their passion for helping New Zealand companies grow makes this partnership a natural fit.

The Kea team and Board are excited about the amazing opportunities and outcomes that lie ahead.

World Class New Zealand Awards 2019 Media



[3 Kiwis That Are Changing Business & Science](#)

There are plenty of amazing Kiwi's contributing to our small slice of the planet, but it's not often we actually celebrate their achievements. We don't like to toot our own horn. Fortunately, since 2003 we have events like the Kea World Class New Zealand (WCNZ) Awards to highlight these talented individuals.



[Kono boss praised for global outreach](#)

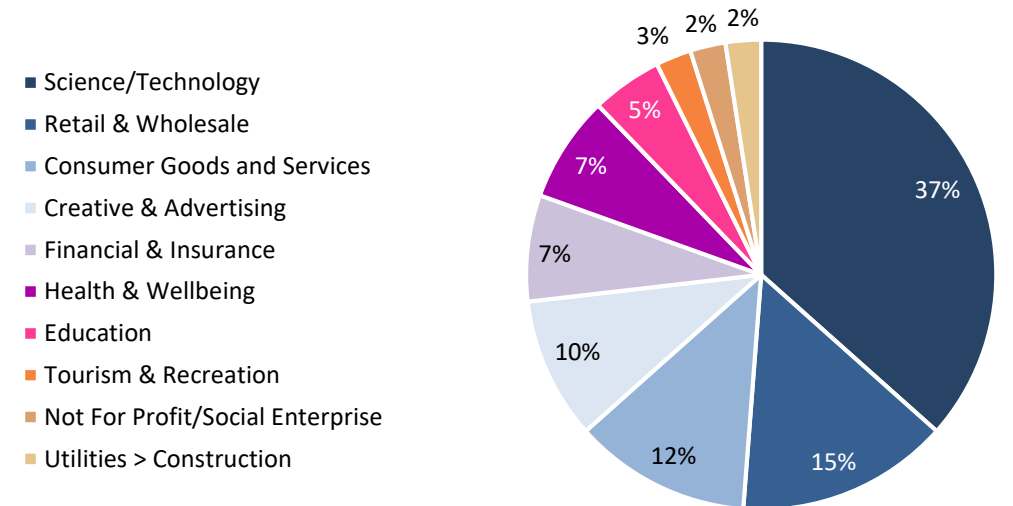
The head of Wakatū Incorporation's Kono subsidiary, Rachel Taulelei, is to be given a Kea World Class New Zealand Award for her contribution to the sustainable food industry and her ongoing work promoting Aotearoa as a world-class producer of food and beverages.



[Tech business innovator celebrated at WC Awards](#)

New Zealand's most prestigious celebration of individual achievement, the Kea World Class New Zealand (WCNZ) Awards, has announced its second trio of 2019 award recipients. Among the winners is entrepreneur and innovator, Fady Mishriki, who is being acknowledged for his significant and ongoing contribution to the global technology and business ecosystem.

Kea Connect: By the numbers



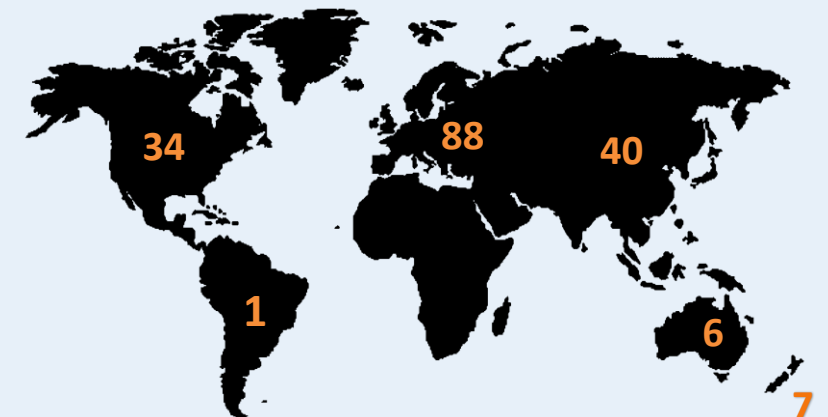
72 Kiwi companies assisted

176 Business connections made

Note: Due to the overlap of sectors and regions in various diverse connection requests, total number of requests within sectors and regions will consistently vary.

Kea Connect: By region

- UK/EU:** 88 connections
- China:** 40 connections
- N. America:** 34 connections
- New Zealand:** 7 connections
- Australia:** 6 connections
- South America:** 1 connection





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High Impact Highlights:



Connected Kai Tonic to Holland and Barrett and Tribal Brands Shanghai

NZTE customers, [Kai Tonic](#) approached Kea wanting connections and insights into cross-boarder trading in China. Kai Tonic soups are 100% natural, contain 100% New Zealand ingredients and support wellbeing, vitality and recovery. Co-founder, **Ralph Walker**, discussed the challenges of getting his product into China, both through official channels and daigou.

Kea introduced Ralph to **Jodi Redden**, Head of International Marketing for [Holland and Barrett](#), who is going to introduce them to their international team based in Singapore.

The Kai Tonic team is interested in participating in NZ Week and Chinese Regional Director **MJ Bethell** connected Ralph with [Tribal Brands Shanghai](#) to discuss their participation.



Connected Top Seedz to NZTE and Gourmet Cargo

Rebecca Brady, the Buffalo-based CEO and Founder of [Top Seedz](#), a natural seed-based cracker range selling in North America, sought introduction to people who could help her promote her products and provide feedback on their viability in the market.

Kea connected Rebecca to **Julie Flanagan** from [Gourmet Cargo](#), a young and fast growing specialty food distributor in the New York tri-state area. Based in Westchester County, Gourmet Cargo sources products for the needs of demanding Chefs and fine food retailers. Rebecca was also introduced to **Cheryl Surana**, [NZTE](#)'s Head of F&B for North America.



Connected Clare Dunleavy to Craig Nevill-Manning and Julie Fry

New Zealand author **Clare Dunleavy** wanted to connect with World Class New Zealanders for a series of interviews which will become part of a book she is writing celebrating the achievements of global Kiwis. Kea connected Clare with **Craig Nevill-Manning** who has agreed to participate. Kea also connected Clare with **Julie Fry** who has written a title on Kiwi ambition so they could compare notes.

Connected NZTE to NYC-based Kiwi Talent

Charlotte Simcock, [NZTE](#)'s Head of Marketing and PR in North America wanted to host a lunch of influencers and key opinion leaders in the F&B space. Kea connected Charlotte with NYC based kiwis including **Jacob Briars** ([Barcardi](#)) **Stefan Ching** ([The Hoxton](#)), **Lisa Smith** ([The PR Net](#)), **Anthony Hoy Fong** (Chef) and **Matt Lambert** ([The Muscat Room](#)).



Connected Ambit to UBank, Ovato, LinkedIn and Foxtel

Ambit is a conversational AI (chatbot) platform that allows businesses to have automated real-time conversations with their customers and employees. With a focus on the banking and telco sector, they sought assistance to navigate these sectors in Australia and wanted to speak with Kiwis in market with experience in high growth tech companies.

Founder **Josh Comrie** has been accepted into the Sydney Start Up Hub and moved to Sydney in April. He also wanted to be connected to Kiwis in Sydney to build his personal network.

Kea connected Josh with [UBank](#)'s CMO **Jo Kelly**, [Ovato](#)'s Chief Innovation & Marketing Chief **Ben Shipley**, [LinkedIn](#)'s Head of Core & Emerging **Amy Mills** and [Foxtel](#)'s CMO **Andy Lark**. They are arranging a time to meet face-to-face once Josh is settled in Sydney.



Connected ASB's Talent Acquisition team to London Talent

ASB's Head of Talent Acquisition, approached Kea wanting support to attract talent back to New Zealand for a number of key roles. Kea's UK Regional Director **Tania Bearsley** arranged meeting space at NZ House in London and promoted the opportunity via our networks.

Kea is always pleased to bring great talent back to New Zealand and to work alongside our Global Partners to help them achieve their vision.



Connected GlobalLink Internships to 26 leading NZ companies

World Class New Zealander **Anthony Aulcutt** of [GlobalLink](#) internships offers unpaid international internships for academic credit in every field of study. Kea connected Anthony to [Zespri](#), [Fonterra](#), [Delegat](#), [Rouse Consultancy](#), [China Skinny](#), [UMS Social](#), [PCNZ](#), [HCreates](#), [INDJ Consultancy](#), [Tribal Brands Asia](#), [Zhongwo Law](#), [Oravida](#), [a2 Milk](#), [Air NZ](#), [Mainfreight](#), [Westland](#), [Moa Beer](#), [Tatua](#), [RedFern](#), [Methven](#), [NZTE](#), [NZ Consulate](#), [Future Cuisine](#), [Baldwin Boyle](#) and [Kono](#), to help places his talented interns.



Connected Esther Lofley to Sean Kelly and Tom Scott

Esther Lofley is a costume designer with the [Royal New Zealand Ballet](#) who has taken a one-year sabbatical for professional development. Her trip includes residencies with Juilliard School of Performing Arts and The Metropolitan Opera.

Kea was able to connect Esther with **Sean Kelly**, the New Zealand born US designer and winner of [Project Runway](#). Esther was also connected to [Fashion Institute of Technology](#) senior lecturer, **Tom Scott**.

Kea Monthly Highlights

April 2019

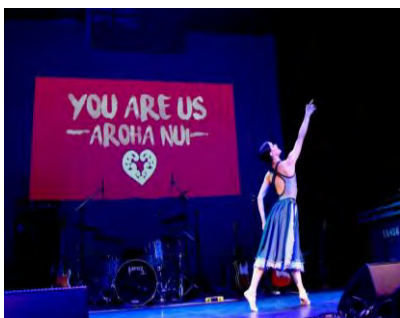


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You Are Us Aroha Nui, Jersey City NY – 17 April

Kea's NZ-based team and our Regional Director in North America, Ryan Mulcock, were honoured to support New York-based Kiwi, **Angus Vail**, founder of the [Container Globe](#). Angus was the driving force behind the Aroha Nui concert in Jersey City in April. All funds raised from the night went to victims of the Christchurch terror attack. Held at the [White Eagle Hall](#), the concert featured a spectacular line-up of New Zealand artists and performers, including Marie Te Hapuku (Soprano at the Metropolitan Opera), Sarah Lane (Principal Ballerina American Ballet Theatre), Tyson Kennedy and Tim Youngson from Steriogram and the Ngā Ānāhera Māori Performance Group.

Ticket sales (over 350) and a silent auction helped to raise \$25,000USD for the Our People, Our City Fund. Auction items included Air New Zealand flights, a signed All Black's jersey, artwork and tickets to special New York events. World Class New Zealander, **Helen Klisser During**, captured some of the special moments.

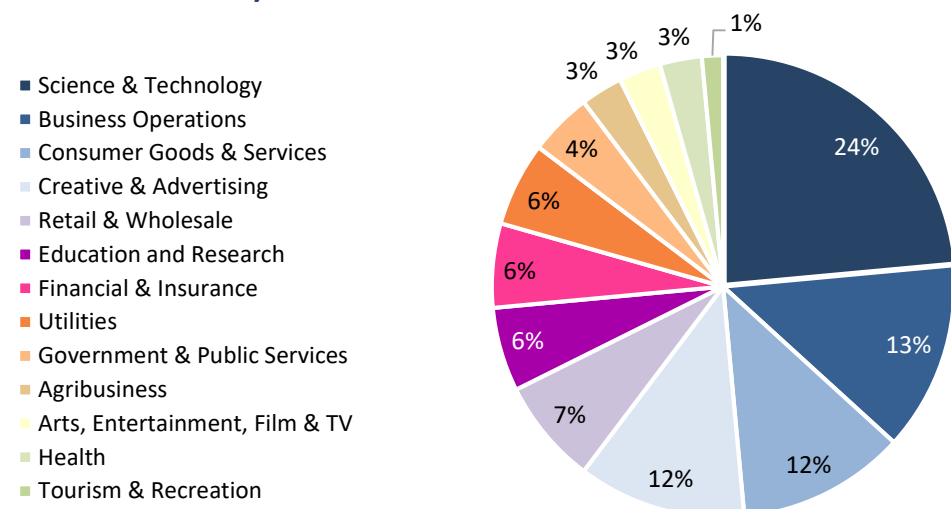


Opening of New Zealand Embassy in Beijing – 1 April

Kea's Regional Director in China, MJ Bethell, attended the opening of the New Zealand Embassy in Beijing along with 100 other Kiwis and friends of New Zealand. The Prime Minister, Jacinda Ardern, expressed her appreciation to all of the New Zealanders who represent our country in China. She touched upon the Christchurch terror attack and acknowledged the struggle expats felt being so far away from home in times of crisis. She emphasised the importance of New Zealand showing leadership that is inclusive, empathetic and tolerant.

The Prime Minister invited eleven organisations - Zespri, Fonterra, NZTE, NZBric, Gung Ho, Esquires, PCNZ (Primary Collaboration NZ), Tourism NZ, Natural History, Intercontinental Hotels and Kea - to a private round table meeting. The discussion focussed primarily on trade, New Zealand's long term strategy in China and the need for Kiwi companies to be more agile in market to ensure their competitiveness and maintain pace with Chinese innovation and development.

Kea Connect: By the numbers



52

Kiwi companies assisted

106

Business connections made

Note: Due to the overlap of sectors and regions in various diverse connection requests, total number of requests within sectors and regions will consistently vary.

Kea Connect: By region

- China: 35 connections
- N. America: 34 connections
- UK/EU: 16 connections
- New Zealand: 13 connections
- Australia: 4 connections
- UAE: 2 connections
- Southeast Asia: 1 connection
- Japan: 1 connection



Kea Monthly Highlights

April 2019

High Impact Highlights:

Connected Innovative Young Minds to World Class New Zealanders in the USA

[Innovative Young Minds](#) approached Kea seeking to connect with San Francisco-based World Class New Zealanders. Innovative Young Minds (IYM) is a Wellington-based residential programme for high school girls that aims to broaden their understanding of the diversity of opportunities and career options in the STEM disciplines.

The trip to Silicon Valley in April involved ten alumnae (16-18 year olds), who had completed the Wellington IYM programme and who were interested in pursuing careers in science and technology. Travelling with two leaders, the purpose of the trip was to broaden their international experience.

Kea connected IYM to World Class New Zealanders **Sara Clements**, [Twitch](#), **Privahini Bradoo** [World Economic Forum](#), and entrepreneur, **Victoria Ransom**. The calibre of these senior women and the kindness they showed as they discussed their experiences inspired their young counterparts. Each talked about their career paths, the challenges they faced along the way and what they love about their jobs.

“The trip was a life-defining experience for many of the girls. The World Class New Zealanders that Kea introduced IYM to shared inspirational advice that will have a lasting impact.” *Laura Sessions, IYM Science and Technology Manager*



Connected Youth Hub to Kea members

Senthil Perumal is the founder of [Youth Hub](#), a free online platform that empowers young people and bridges the gap between education and employment. Described as the “LinkedIn for Youth”, Senthil approached Kea seeking connections to people who could share insights with him on Singaporean and Australian markets.

Kea connected Senthil with **Aaron Dodd** from [Mindset](#), **Kelvin Kirk** from [Tick Yes](#), and **Sharron Drew** and **Yan Zhang** from [Auckland Tourism, Events & Economic Development](#) (ATEED).



Connected Pioneers for their 2019 NZ TechWeek webinar

Vienna-based Kiwi **Ruby Wallen**, reached out to Kea seeking to connect with New Zealanders in Europe experienced in raising funds for the technology sector. As Senior Innovation Consultant at [Pioneers](#), a facilitator of direct, business relationships between start-ups, corporate executives, and investors that fosters growth and innovation, Ruby is presenting, via webinar, at New Zealand TechWeek, showcasing opportunities in Europe.

Kea’s domestic team connected Ruby with World Class New Zealander, **Genna Elvin**. The London office was also able to connect her with fellow Kiwis, **Phil Southward**, [ICE Angels](#) & [Flying Kiwi Angels](#)’ Investor, **David Booth**, CEO & Co-Founder of On Deck, and **Nicole Robertson**, New Zealand’s Ambassador to Austria.



Connected 1Above to Swyft Inc, Moet Hennessy and 1906 New Highs

Stephen Smith, CEO of [1Above](#), and newly appointed CEO of Moea Brewing Company, sought to connect with Kiwis who could help advise on the promotion of 1Above in America.

Ryan Mulcock, Kea’s North America Director, introduced Stephen to serial entrepreneur, **Gower Smith**, now CEO of [Swyft Incorporated](#) to discuss the opportunity of getting 1Above into vending machines at US airports. Kea also connected Stephen to **Katie Jacobs** of [Moet Hennessy](#) and **Stephanie Bruss** of 1906 New Highs to share their insights on the US beverage market.



Connected Kiri Nathan with Sabrina Douglas Jones

Kiri Nathan is the founder and lead designer of [The Kiri Nathan label](#). She produces high-end fashion, handwoven accessories, Pounamu jewellery, and contemporary Korowai and Kakahu.

The New Zealand Consulate reached out to Kea’s China Regional Director, MJ Bethell, for support with Kiri’s Shanghai visit. MJ connected Kiri with **Sabrina Douglas-Jones** of [Atelier I-N-D-J Limited](#), who has designed the B2C interiors of Shanghai Fashion Week for the last five years. Sabrina will be introducing Kiri to a number of her connections in the industry.

Kiri Nathan is inspired by the strength and beauty of New Zealand and Maoridom.

Kea Monthly Highlights

March 2019

YOU ARE US
— AROHA NUI —



kea

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New Zealand united in grief

The Kea New Zealand network is an inspirational initiative underpinned by our belief that by connecting New Zealanders and Friends of NZ all over the world, we can achieve great things. Our ability to bring people together has never been more apparent than after the terrorist attack in Christchurch.

The compassion and empathy of our members, Global Partners, Friends of New Zealand and our World Class New Zealand network has been extraordinary.

Two healthy dialogues have been triggered by this tragedy. The first is the review and immediate change of our gun laws. The second, is focussed on the moral responsibility of social media platforms for the distribution of content. There is a groundswell among our Global Partners, the general public, Government and corporate New Zealand that social media platforms have a responsibility to prioritise and resolve this issue using their considerable technical resources.

CEOs of New Zealand's largest telecommunications companies have penned an open letter to the major social media providers recommending that they follow European proposals. This includes taking down offensive material within a specified period, proactive measures to stop distribution and significant fines for non-compliance. The Association of New Zealand Advertisers (ANZA) and the Commercial Communications Council have taken a similar approach – [see link](#).

Kea is reliant on the support of its Global Partners and members to support Kiwi business and each other. Your support of Kea and our wider community has never been more appreciated. Thank you.

Stand in Solidarity, London, March 21

A peace vigil honouring those lost in the Christchurch attacks was hosted in London's Trafalgar Square on 21 March. More than 2000 people attended the vigil, representing not just Kiwi expats in the UK, but people from other nations who wanted to show support for the Muslim community and Aotearoa.

Kea's Regional Director in Europe, Tania Bearsley, led the event working alongside 19 Kiwi expat communities in the UK. High Commissioner for New Zealand in London, **Sir Jerry Mateparae**, read a reflection at the peace vigil and it was covered by the BBC London who crossed live to Trafalgar Square.

"The vigil was a wonderful experience of whanaungatanga, manaakitanga and kotahitanga - community, respect and unity. Your part in corralling our community and reaching out to those who assisted in making the vigil apposite in commemorating the brutal act of terror against our Muslim community in Christchurch was awesome" **Sir Jerry Mateparae**, High Commissioner for NZ, UK

Community Gathering for Christchurch, Shanghai, March 18

Kea's **Mary-Jayne Bethell**, and the New Zealand Consulate team in Shanghai, hosted a peace vigil at NZ House for the victims of the Christchurch terror attack. Approximately 250 attended including New Zealand's Consul-General for Shanghai, **Andrew Robinson**, and NZTE's Maori Customer Manager, **Hare Pitama**. The gathering was beautiful and moving and attendees had the opportunity to write in the Consulate's condolence book.

"We heard amazing words of support from our Consul General, Andrew Robinson, and Christchurch based NZTE customer manager, Hare Pitama. Attendees included the NZTE team, the Consulate General team, WCNZers and an additional Chinese-based Kiwis from around Shanghai." **MJ Bethell**, Kea Regional Director, China



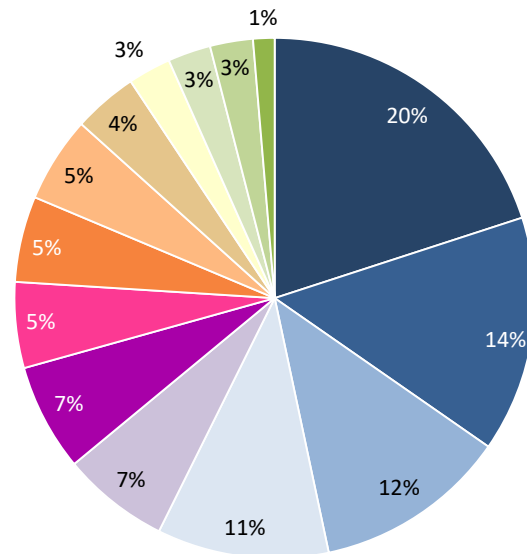
Kea Monthly Highlights

March 2019



Kea Connect by the numbers

- Business Operations
- Consumer Goods & Services
- Science & Technology
- Creative & Advertising
- Retail
- Government & Public Services
- Utilities
- Health
- Education & Research
- Arts, Entertainment, Film & TV
- Finance
- Agribusiness
- Social Enterprise
- Tourism & Recreation



International Women's Day, London, 5 March



Hosted in the stunning penthouse of New Zealand House in London, Kea and the NZ Business Women's Network of London held an event to celebrate International Women's Day 2019.

The networking event pulled in 140 people. Louise Chunn of welldoing.org emceed the event which included an inspiring panel discussion with guest speakers **Finola Dwyer** ([Wildgaze Films](#)), **Joan Murphy** ([FRAME](#)), **Francine Stevens** ([Hiscox](#)), and **Anne Timpany** ([OnTap Plumbers](#)). Photos from the event can be found [here](#).

World Class New Zealand & Partners Lunch, Auckland, 13 March

Kea was delighted to host 26 World Class New Zealanders and Global Partners for a casual roundtable lunch at the Pavillion, the home of World Class New Zealander, **Haydn Staples**. World Class New Zealanders in attendance included **Bill Buckley**, **Genna Elvin**, **Helen Klisser-During**, **Ian Taylor**, **Dr Kerry Spackman**, **Peri Drysdale** and **Sir Richard Faull**.

The lunch was hosted by Mark Everard, of the [Adrenalin Group](#) and with major events on the horizon, such as RWC2019, APEC and the America's Cup, the lunch provided guests a forum to explore potential synergies and opportunities to work together for the benefit of New Zealand.



70 Kiwi companies assisted

104 Business connections made

Note: Due to the overlap of sectors and regions in various diverse connection requests, total number of requests within sectors and regions will consistently vary.

Kea Connect by region

- NZ: 26 connections
- N. America: 20 connections
- Australia: 18 connections
- China: 16 connections
- UK-Europe: 11 connections
- Southeast Asia: 4 connections
- Pacific: 4 connections
- South America: 3 connections
- UAE: 2 connections



Kea Monthly Highlights

March 2019



High Impact Highlights

FutureReady Summit, Auckland, mid-2019

As ATEED prepare for their FutureReady Summit in June 2019, their Head of Skills & Workforce **Melissa Hall** approached Kea for an introduction to Mainfreight

ATEED have commissioned [MartinJenkins](#) Research to look at Auckland's future skills needs. They are primarily focusing on youth and south Auckland's workforces and are seeking interviews with employers to gather their insights and perspectives on the future of work.

Kea reached out to **Bruce Plested**, Executive Chairman and Founding Owner of Mainfreight. Bruce introduced Kea to **Martin Deveraux**, Mainfreight's Group Manager - Team Development, who connected with ATEED and was happy to participate.



Connected Octo Group with Long White Tours and Education NZ

Kea was approached by **Carl Scrimgeour** of Octo Group, he wanted to connect with Education New Zealand. Octo Group places Chinese students in New Zealand schools and runs educational tours for prospective students in New Zealand.

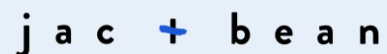
Kea connected Carl with **Matt Whyte**, founder of [Long White Tours](#) who provide New Zealand outdoor education and experience based camps and tours for international students around the world, and to **Shelley Xu** at [Education New Zealand](#).



Connected Katie Jacobs with jac + bean

Katie Jacobs, General Manager at [Moet Hennessy](#) Asia/New Zealand, was visiting New York and reached out to Kea offering to help Kiwi companies looking to go global. With decades of experience in the luxury brands market, Katie wants to share her experiences and help other New Zealand companies.

Kea connected Katie to **Georgia Tysdale** from [jac + bean](#), a New York based agency which partners with NZ and Australian companies wanting to amplify their brand in the US. Georgia and Katie connected in NYC and are now working together to help NZ businesses launch in the US market.



Connected Brandkit with tourism organisations

David Vaassen, founder and CEO of [Brandkit](#), a cloud-based digital asset management company, approached Kea in the lead up to SaaStr 2019, seeking connections in the tourism industry in the United States.

Kea introduced David to **Mark Burt**, based in the North American office of [Tourism NZ](#), and **Minta Burn**, International Media Manager for [Tourism Australia](#).



Connected Black Collar Distillery to The Drinks Project & John Alderman

Jonathan McLean, founder of [Black Collar Distillery](#), approached Kea in search of market insights and UK distribution channels. Bay of Island-based, Black Collar Distillery produces natural, premium handcrafted spirits. Kea introduced Jonathan to **Ben Stuart**, co-founder of [The Drinks Project](#), and World Class New Zealander and NZTE Beachheads Advisor in Europe, **John Alderman**.



Connected Blunt Umbrellas to Allbirds



Mark Duffin, Managing Director of [Blunt](#) Umbrellas, North America contacted Kea wanting an introduction to World Class New Zealander, **Tim Brown**, Founder and co-CEO of [Allbirds](#). At \$2b NZ, Allbirds' value has been assessed at twice that of space powerhouse Rocket Lab. Not surprisingly, Mark wanted to discuss the learnings Tim picked up along the way.

Tim was speaking at a wework event in NYC and the two met to discuss their experiences.



Connected Method with four Kea members

Sam Ramlu, co-founder of [Method](#), contacted Kea seeking introductions in the museum and exhibition space in Los Angeles and San Francisco. Method is a digital agency with a focus on AR/VR, based in Auckland and looking to expand into the United States. Sam travelled to the States in March and prior to leaving NZ, sought introductions from Kea to network members in San Francisco and LA that they could meet with while visiting.

Kea introduced Sam to World Class New Zealander, **Andy Lark** of [Group Lark](#), **Ezel Kokcu** of [Passphere](#), **Luke Finn** from [Roller](#), and **Gemma Cocker** of [TAP](#).



QUARTERLY REPORT

Kea NZ Limited // November 2019



NZTE BEACHHEADS ADVISORS IN EUROPE

KEA WAS THRILLED to make introductions for New Zealand Trade and Enterprise Europe to Tim Fogarty and World Class New Zealander Boris Bourdin, both of whom have since been appointed as Beachheads Advisors in Europe.

Tim Fogarty has three decades of experience within the wine & spirits sector globally. A part-time job in a bottle shop while completing his Bachelor of Arts degree at University, led to a career that saw him become a senior executive in one of the world's largest listed drinks companies. His advisory areas include leadership, brand management, sales and marketing, distributor appointment and management, employee recruitment and retention, market development, new product development and change management.

Boris Bourdin is a marketing professional and CEO who spent 25 years at Danone and L'OREAL working in eight different countries. Boris' advisory areas include go-to-market strategy, accelerating sales growth, digital transformation, strategic planning, executive recruitment and assessment, marketing mix assessment, consumer insights, market research, omni-channel strategy, pricing, value analysis and global trends.

"Tania - your connections and desire to see them leveraged for the good of NZ make a huge difference to our work in Europe."

Zak Cole - Head of Services – Europe, NZTE



SILVER FERN FARMS

TRADE COMMISSIONER and Consul General in New York, Hannah Lee Darboe, approached Kea on behalf of NZTE customer Matt Luxton, US Head of Silver Fern Farms. Based in NYC, Matt sought an introduction to Walmart.

Silver Fern Farms Limited is a New Zealand multinational meat company. Owned in equal partnership by Silver Fern Farms Co-op Ltd, a cooperative of 16,000 New Zealand sheep, cattle and deer farmers and Shanghai Maling Aquarius Ltd. The company is New Zealand's largest livestock processing and marketing company.

Within a matter of days, Matt had spoken to Greg Foran, CEO of Walmart.

"Just thought I would fire through a quick note to say a big thanks for the connection to Greg.... it went extremely smoothly and as expected he was very easy to talk to. His first comment was "so you are a beef guy?" and we were straight into it." Matt Luxton

Following their initial call, Greg connected Matt to the key personnel at Walmart in charge of purchasing and protein procurement. At the time of writing this discussion is ongoing.



PEOPLE-2-PEOPLE DIALOGUE

PEOPLE-2-PEOPLE DIALOGUE provides the New Zealand Government with an opportunity to engage with the UK on issues relating to non-trade elements of Brexit, including the movement of people between our two countries and visa access.

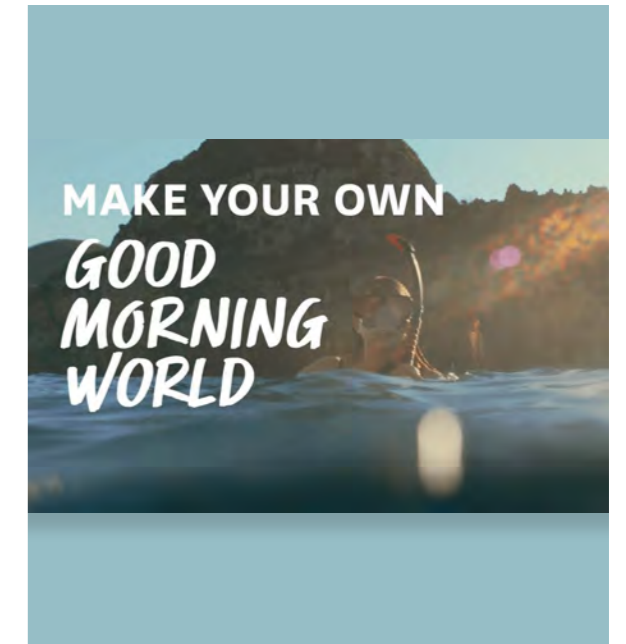
Part of this includes telling the story of New Zealanders in the UK, and to publicise the variety of ways Kiwis contribute to life there. To do that, the High Commission is launching a project called "shared stories" which will profile New Zealand migrants/businesses in the UK, through a series of short videos which will be shared across social media channels.

Kea connected the High Commission with Dale Murray CBE, whose company brought pay as you go mobile to Great Britain and who has gone on to contribute to the entrepreneurship, investment and technology sectors. Kea also connected them to Amanda McLaren, daughter of Bruce McLaren, to discuss the success of motor sport and applied technologies of McLaren and Gary Turner, CEO & Founder of Xero UK.



TIME OUT NEW YORK

CHARLOTTE SIMCOCK, New Zealand Trade and Enterprise's Head of North American Marketing, contacted Kea to obtain a list of Kiwi businesses based in New York for a 'New Zealand in NYC' article in Time Out NY Magazine. Kea introduced Charlotte to Autex, Fatboy, Blunt Umbrellas, Dub Pies, Allbirds, Rodd & Gunn and Fisher & Paykel.



GOOD MORNING WORLD

TOURISM NEW ZEALAND approached Kea to be part of its biggest campaign. "We're asking New Zealanders to share their favourite place with the world by creating a 'good morning world' video and sharing it on social media". The work is the latest evolution of the highly successful, 20 year-old, 100% Pure New Zealand campaign highlighting what makes New Zealand unique. Kea provided Tourism New Zealand with a list of World Class New Zealanders and KOLs who have large social followings across multiple platforms, including Fady Mishriki, Annabel Langbein, Taika Waititi, Jade Gray, Rachel Taulelei, Parris Goebel and Rocky Meng.



SURGICAL DESIGN STUDIO

FOUNDATION BUILD CUSTOMER, SURGICAL DESIGN Studio creates transformative medical products that significantly improve outcomes for patients with bowel cancer and inflammatory bowel disease. Their EU Business Development Manager, Duncan Cunninghame, contacted Kea seeking “a point of contact to help guide me in the commercialisation of our product in the UK (and EU)”. Kea’s Regional Director in Europe, Tania Bearsley, introduced Duncan to contacts at NZTE UK and Paris and Nick Connolly, Managing Director at Fisher & Paykel Healthcare. Tania also introduced Duncan to the Paris based Trade Commissioner, Ariane Gonzalez.



ORA FOODS

HAYLEY FRASER-MACKENZIE, New Zealand Trade and Enterprise Customer Manager for Ora Foods wanted to connect them with North America-based food specialists. Kea connected Ora with Rebecca Cass from Angel Delivery and suggested World Class New Zealander, Bridget Coates from Kura Nutrition.



JAMES DUNLOP TEXTILES

JAMES DUNLOP TEXTILES, sought introductions to people in the US textile industry wanting guidance to help them develop a more direct model for the US market and to get closer to the end consumer. Their Customer Manager at New Zealand Trade and Enterprise reached out to Kea see if anyone in our community could assist.

Kea connected Anne Stevenson, James Dunlop Textiles' International Business Development Manager, with World Class New Zealander and textile designer, Lucy Tupu, and Janine James, consultant for textile design companies looking to import their products into the USA.



NZ & AUSTRALIA RECEPTION

NEW ZEALAND HIGH COMMISSION in the UK, HE. the Rt Hon Sir Jerry Mateparae supported the annual New Zealand and Australia Reception. Attended by over 150 Kea and Australia UK Chamber of Commerce members, the event was hosted at the Penthouse of New Zealand House. Guests were joined by HE. the Rt Hon George Brandis QC, High Commissioner for Australia to the UK.

Sir Jerry's address to those gathered (many of whom hold senior roles in the City of London) focused on the priorities facing the High Commission, Brexit, a reflection on the year that has passed and the relationship between New Zealand & Australia.



JUL - NOV
2019

GLOBAL OPPORTUNITIES

Kea's thriving jobs board is a portal for our Government partners to promote roles here and around the world. Since July Kea has posted 19 roles.



NZTE:

- Office Manager/consular officer - NYC
- Trade Commissioner - Singapore (x2)
- Business Development Manager - Shanghai (x2)
- Regional Marketing and Communications Manager - Australia
- Expo 2020 Missions and Visits Programme Manager - NZ
- Digital Engagement Specialist - NZ
- Accounts Payable Advisor - NZ
- Ministerial Advisor - NZ
- Insurance Specialist - NZ
- Market Analyst - Singapore
- Office Manager - Indonesia
- Customer Manager - NZ
- Business Growth Consultant – Technology – San Francisco
- Business Development Manager - Specialised Manufacturing - LA



MFAT:

- Project Manager, NZ House London
- Policy Advisor (Trade Policy) NZ Embassy Washington
- Policy Advisor (Foreign Policy - Pacific) NZ Embassy Washington (x2)

TREASURY:

- Opportunities for policy and economics professionals - NZ

ATEED:

- Head of Major Events – NZ



KIWI COMMUNITY BBQ

Kea and the New Zealand Consulate-General Shanghai hosted a BBQ at NZ Central on 20 September. Numerous Shanghai-based Kiwis and Chiwis came together to celebrate and welcome new faces to the community. World Class New Zealanders Greg Rumney, Anthony Aucutt, Compton Tothill, Darren Ding, Mark Tanner and Rocky Meng attended as well as Air New Zealand's Country Manager for China, Jonathan Zhang, and Trade Commissioner, Damon Paling. Guests were treated to a live performance from Kiwi, Laurence Larson. It was an excellent networking opportunity for our Chiwi and expat community. The highlight of the night was the great Kiwiana bake off. All entries were served as dessert and the winner was awarded the title of the 'Best Kiwi Baker in Shanghai'.

Thanks to Yealands, Sealord, Silver Fern Farms, Birkenhead Brewery and Red Deer House for their sponsorship of the event.



NZTE LONDON

NZTE London is working on a best practice and service provider list for the UK. Kea has provided details of World Class New Zealanders and New Zealanders in business across areas of professional services, specifically sales, marketing and recruitment.



KIWIS IN IRELAND

Niall Carty, Policy Advisor, at the New Zealand Embassy Dublin reached out to Kea ahead of a visit to Cork, hoping to connect with Kea members in the region – Kea was able to provide connections to eight Kea members.

Kea also made introductions for Brad Burgess, New Zealand Ambassador to Ireland helping him to create a New Zealand business network in Ireland. Brad was introduced to [Scott Bewley](#), [Sean McNaughten](#) Commercial Director at Primeline Sales & Marketing, [Bevan Callaghan](#), Product Manager at Inflight Dublin as well as to native Irishman and CEO of the Networking Institute, [Kingsley Aikins](#).

NZ AMBASSADOR ROSEMARY BANKS

New Zealand's Ambassador to the United States, Rosemary Banks, hosted Kea's Susan Glasgow and Ryan Mulcock at the New Zealand Embassy in Washington DC. Kea was able to connect Rosemary to Chicago-based World Class New Zealanders Sean Simpson, Co-Founder and Chief Scientific Officer at LanzaTech, and Daniel Thomas, President and CEO of TimeZoneOne ahead of the Ambassador's forthcoming visit.

"We are just back from our trip to Chicago and wanted to drop you a quick email to say thank you again for putting us in touch with Daniel and Sean. They are both doing impressive things in the city and we had fantastic meetings with both. In both cases we have also found a way for the Embassy to be helpful in return so there was mutual benefit in meeting with them. I have spread the word amongst the team here to reach out to Kea in advance of visiting the regions to see if there are any people that you would recommend us meeting."

BRODY SINCLAIR TRADE & ECONOMIC COUNSELLOR, NEW ZEALAND EMBASSY WASHINGTON DC



WELCOME - ALLEN QU – WORLD CLASS NEW ZEALANDER

Kea welcomes new World Class New Zealander Allen Qu, Netconcepts Founder & CEO. He is the Distinguished Professor of Online Marketing at Beijing University of Aeronautics and Astronautics and Beachheads Advisor for New Zealand Trade & Enterprise. Allen is the Chairman at the Global Cross-border E-commerce Association and also the author of "At the Age of AI, How's Your Work?" and "Inbound Marketing & SEO". Allen is also the patent owner of Search Engine Barometer and Search Engine Optimization Big Data Management Method.

Allen founded Netconcepts China in 2008, headquartered in Beijing with branches offices in Shanghai, Shenzhen and Sydney, offering digital marketing solutions including SEO, SEM, SMO, ORM, and e-commerce marketing for thousands of medium and large sized enterprises in China and abroad. In 2011, Allen founded the China Marketing Ranking Awards. The awards have been held every year since and play an important role in promoting the development of digital marketing in China.

As a well-known digital marketing expert, Allen Qu speaks on digital marketing at conferences all over the world. Allen has been honoured as one of the "Top 10 Outstanding Contributors in Internet Marketing Industry" and "The Most Influential Man of the Year".

SME CONNECTIONS BY REGION

Kea Connect, powered by Xero, introduces Kiwi businesses to a global network of New Zealanders to help them break into new markets smarter and faster.

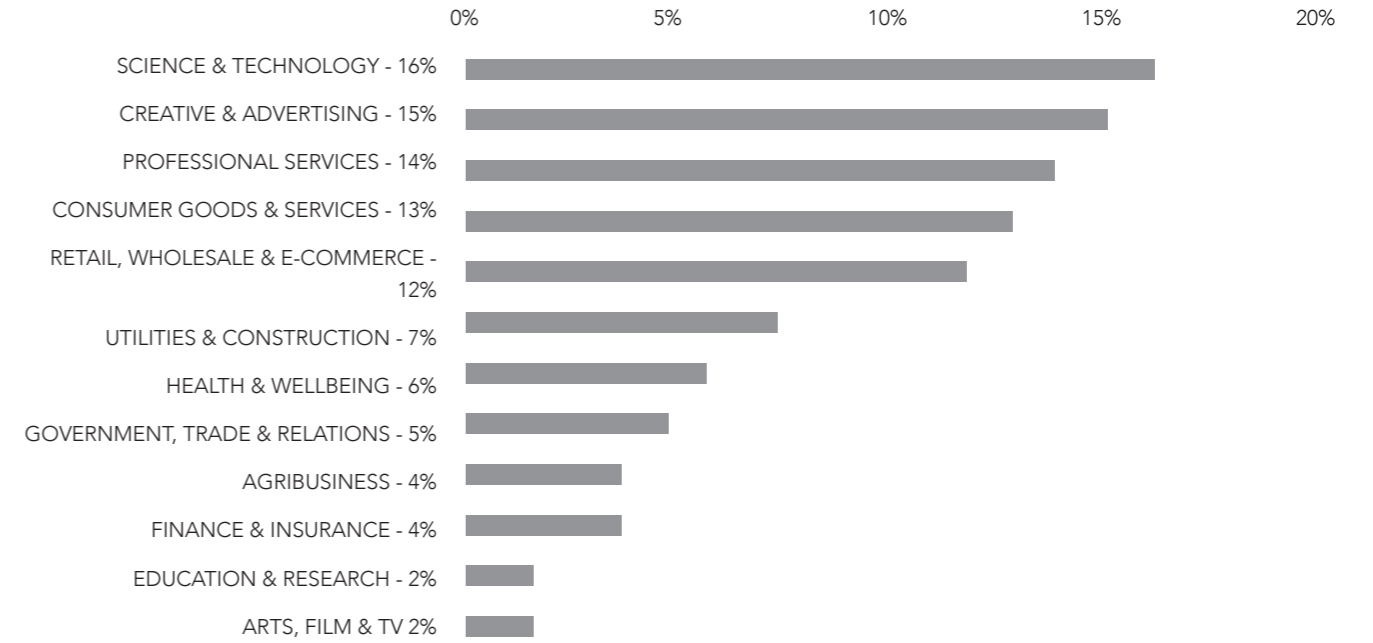
REGIONAL

North America - 157 NZ - 37 Japan - 1
 UK/EU - 119 Southeast Asia - 5
 China - 99 Australia - 3

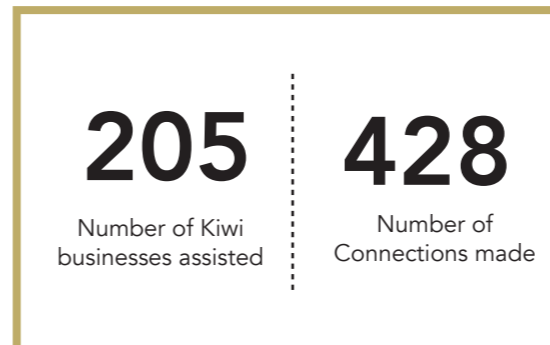
LONDON



SME SECTORS SUPPORTED BY KEA



KEA CONNECT BY THE NUMBERS



NZTE GREATER LEADERSHIP TEAM PANEL, CHINA

Kea's Regional Directors in China joined New Zealand Trade and Enterprise at their Greater Leadership Panel to explore ways New Zealand businesses can develop their international strategy for China. It was a fantastic evening spent with the NZTE leadership team, including [Mike Arand](#), NZTE Business Development Advisor, [Andrew White](#), NZTE Trade Commissioner (Beijing), and [Pete Frost](#), NZTE Private Secretary – Minister of Trade and Export Growth. Kea World Class New Zealanders [Rocky Meng](#), Head of International Law at [Zhongwo Law](#) and [Vivian Zhang](#), General Manager at Pure NZ Greenshell Mussels Trading also attended.



GLOBAL REACH

Kea's open rate on WeChat is between 3%-15% (3% generally being news stories about NZ, 8% events, 15% job opportunities). 5% is considered a high open rate for a WeChat subscription account. Companies who work with KOLs only consider those with an open rate of between 1-10%.

A comparable account to Kea's - Walk the Chat - an account with niche but active follows has an open rate of 6-15%. NZ China Council - receive between 35-250 views per post. Untour Food Tours - China's most successful food tourism company receives between 150-250 views per post.

Examples of Kea's reach in China:

[647 views; 37 shares] 22/7 - Guangzhou job opportunity: Trade Commissioner

[425 views; 77 shares] 1/8 - NZ Story - Learning more about NZ

[1102 views; 54 shares] 15/8 - Shanghai job opportunity: China Market Manager

[1492 views; 94 shares] 27/9 - Shanghai job opportunity: Business Development Manager (NZTE)

Kea's Global Events July - November

July	An evening with Joseph Michael - Climate Week 2019	New York
July	Conversation with Kiwi, Julie Warford, EVP, Global Marketing Operations & Strategic Initiatives at Calvin Klein and NZ fashion icon and designer Karen Walker.	New York
July	Welcome reception for the Silver Ferns to the UK, hosted by Kea. Over 95 attendees with a Q&A led by World Class New Zealander, Dan Wootton.	London
July	Farewell to The Providores with WCNZer Peter Gordon ONZM. Attended by the Kiwi community in London to thank Peter for his support over 18 years.	London
August	Josh Emmett book launch at Treadwell's	London
September	Kiwi Summer BBQ aboard the John J Harvey Fireboat – Kea & NZTE, attended by 100 World Class New Zealanders and Kea members.	New York
September	Peter Push Exhibition, hosted by Kea.	New York
September	Kea & Young Leadership Network breakfast.	Washington DC
September	Kea & NZ Consulate end of summer BBQ.	Shanghai
September	Reception to celebrate David Howell's studio launch and partnership with Autex. Kirsten Nevill-Manning's World Class New Zealand Award recognised. Supported by NZTE	New York
September	Joseph Michael Launch.	New York
September	Kiwi Community BBQ at the NZ Embassy in Beijing.	Beijing
October	World Class New Zealand Reception, celebrating Professor Christopher Shaw and Peter Gordon ONZM.	London
October	Kea, the University of Auckland and Ladies Who Tech networking evening.	Shanghai
October	Meeting between NZBRIC Board members, new World Class New Zealand and Craig Donaldson, Global CEO Kea.	Shanghai
October	Emerging leaders & Craig Donaldson event.	Shanghai
October	Kea Rugby World Cup drinks attended by World Class New Zealanders, representatives from NZTE and ATEED.	Tokyo
November	New Zealand and Australian Reception with HE. the Rt Hon George Brandis QC, High Commissioner for Australia to the UK and HE. the Rt Hon Sir Jerry Mateparae.	London
November	The Leadership Speakers Conference, in conjunction with The Kiwi Leaders Association, supported by Kea	Los Angeles
November	Ambition, book launch written by World Class New Zealander Julie Fry.	London

APPENDIX

JULY - NOVEMBER MONTHLY HIGHLIGHTS



Kiwis Helping Kiwis

MONTHLY REPORT

Kea NZ Limited // July 2019



WELCOME TO KEA'S NEW REGIONAL DIRECTORS

WE ARE DELIGHTED TO WELCOME TWO NEW TEAM MEMBERS TO THE GLOBAL KEA WHĀNAU. ANNA SHERE, THE NEW REGIONAL DIRECTOR FOR THE WEST COAST OF THE UNITED STATES AND CIARA LIU, THE REGIONAL DIRECTOR FOR BEIJING.



WITH A BACKGROUND IN EDUCATION and more recently in small business management, Anna brings a broad range of experience and knowledge to the Kea family. As Kiwi wanderers, Anna and her family have spent time living and working in China, Hong Kong, and Australia - but is firmly of the belief that there's no place like home! Her most recent move sees her living in Santa Monica, LA. Anna delights in connecting with, supporting and learning from those she meets and brings an energy and vitality to all she's involved in.



CIARA GREW UP IN TAKAPUNA and attended the University of Auckland. She has been living in Beijing since 2012 and comes to Kea with a wealth of experience in PR and business development. Ciara is well situated to help grow the Kea network and presence in Beijing.

2020 WORLD CLASS NEW ZEALAND AWARD NOMINATIONS

Nominations for next year's World Class New Zealand Awards close on August 31. Do you know a 'world-changing' 'world-beating' Kiwi or Friend of NZ whose achievements are raising New Zealand's global profile?

Hot off the heels of June's epic awards we are looking for next year's winners. Help us tell their incredible stories and celebrate their contributions. **NOMINATE NOW!**

Team KEA amazing - what a fantastic night and OMG so proud to be a Kiwi and so proud to be supporting the endeavours of KEA. Thank you, to all of you, for all the amazing work you put into this, it is a genuine highlight each and every year.

MELANIE BEATTIE, HEAD OF STRATEGIC PARTNERSHIPS, ASB

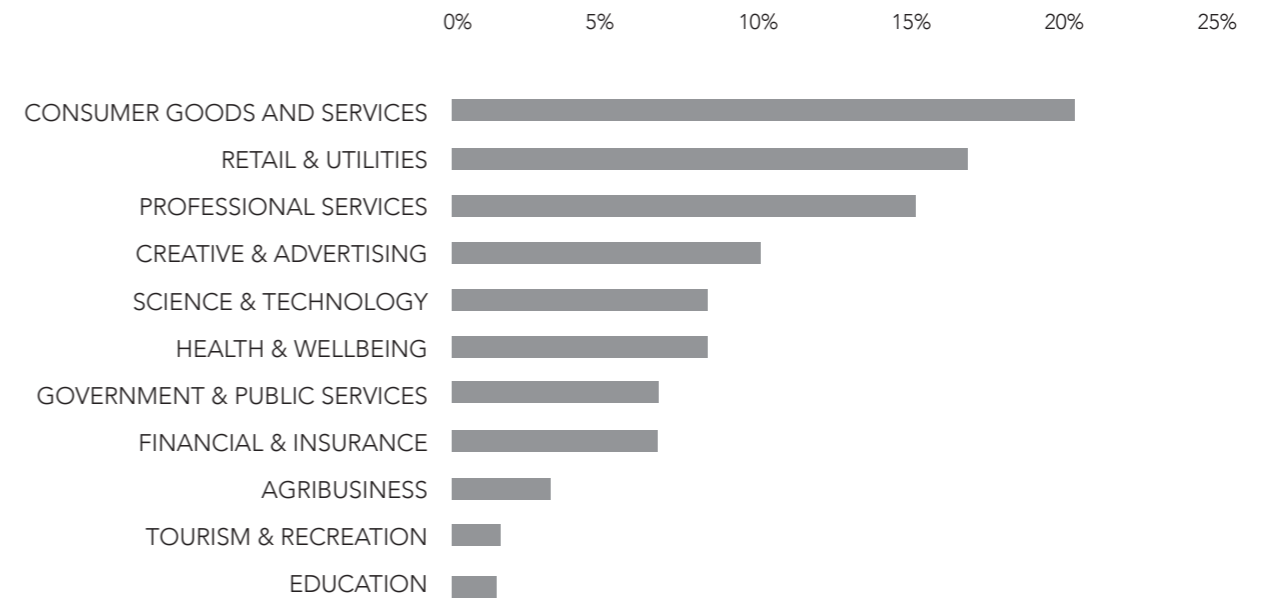


KEA CONNECT BY REGION

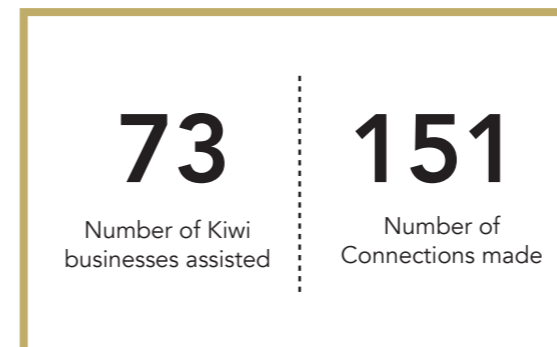
UK/Europe – 47
 North America – 67
 China – 25
 Singapore - 1
 South America – 1
 NZ – 10



KEA CONNECT POWERED BY XERO – SECTOR ENGAGEMENT



KEA CONNECT BY THE NUMBERS



“I would love to be part of the give-back ... the first business book I ever read was Ben and Jerry’s - the ice cream guys - and they talk about how employers have an obligation to the community around them: the people who taught the kids who became their workers. Obviously, my community here is greatly different from Uni of Waikato; so the opportunity to give back in that way is somewhat less. Would love to be involved with Kea.”

FEEDBACK FROM DAVE HOLMES-KINSELLA,
DIRECTOR, DATA AT AFRESH

New Zealand War Memorial Museum, Le Quesnoy Project

Kea’s UK/Europe Regional Director, Tania Bearsley, is supporting the lead team from New Zealand undertaking a feasibility study for the creation of a [NZ Museum in Le Quesnoy, France](#).

Le Quesnoy is significant to NZ because it was there in November 1918, the New Zealand Division captured the French town one week before the end of the First World War. To this day, the town marks the important role that New Zealand played in its history. Streets are named after New Zealand places, there is a New Zealand memorial and a primary school bears the name of a New Zealand soldier.

The museum will focus on peace and New Zealand’s contribution to the liberation of Le Quesnoy in the first World War. Tania has reached out to Embassies in Europe for an indication of Kiwis in each country and compiled an overview for the project team.



Silver Ferns Welcome Reception

Kea, with the support of NZTE and MFAT, hosted a welcome reception in London for the, now World Cup champion, Silver Ferns team. The event, held at New Zealand House, drew 95 guests from Women in Leadership to Kiwis in Sport, and involved a Q+A hosted by London-based World Class New Zealander, [Dan Wootton](#), Executive Editor at The Sun. [More photos from the event.](#)

Thank you, We had an absolutely wonderful time and thoroughly enjoyed ourselves. Thank you for such great hospitality – ESTHER MOLLOY, SILVER FERNS
MANAGER

Thank you so much for your incredible organisation and wonderful hospitality it was a lovely occasion and so great to be surrounded by awesome Kiwis –
KERRY MANDERS, COMMS & MARKETING MANAGER,
NZ NETBALL

Farewell to The Providores

The 2019 World Class New Zealand Supreme Award Winner & London-based Chef, [Peter Gordon ONZM](#), has closed the doors of his iconic restaurant, The Providores, after nearly 18 years. With help from New Zealand Community groups in London, Kea took the lead arranging a special evening to say thank you to Peter and The Providores’ team for providing the Kiwi community with a slice of home in Marylebone for nearly two decades. The evening saw two sittings of 40 guests all of whom enjoyed a set menu presented by Peter himself. [TVNZ](#) were there to capture the [moment](#).



Decent Packaging

[Innocent Packaging](#), has recently launched in the UK as [Decent Packaging](#) and their founder, [Tony Small](#), approached Kea seeking connections in waste management, advertising and end users in the UK. Kea introduced Tony and the team to fellow Kiwis [Jessica Palalagi](#), Marks & Spencer’s Sustainability Lead and [Lara Bowen](#), Operations Director at Ogilvy. Kea also provided Tony with a list of all New Zealanders working in catering in London.



Drive Electric

New Zealand not-for profit organisation, Drive Electric aims to make electric vehicle ownership mainstream for everyone in NZ. Hannah Henderson, Marketing & Project Manager at Drive Electric, approached Kea seeking connections to people in the electric vehicle industry in China. Kea connected Hannah to Wenjia Shen, CEO at BFL Automotive, Andrea Carlon, Creative Branding Design Manager at NIO, and Melody Meng, a PhD student at The University of Auckland, whose research focus is the impact of investment in the renewable energy market in China.

Feedback:

Thanks again Mary-Jayne - I actually worked for Kea for many years @ HQ in Auckland (early days) so it is awesome to see the Kea network light up like this when called on - HANNAH HENDERSON

Pāmu Deer Milk

Pāmu produces several deer milk products but has been struggling with market access and product registration in China. Kea met with their business lead, Hamish Glendinning, to discuss connections to help overcome these barriers, and was able to introduce him to World Class New Zealander Rocky Meng, Head of International Department at Zhongwo Law, Tony Yu, Investment Director at Fosun Group, and Auckland-based exporter, Jerry Ho.



MACPAC

Matt Cowie, Macpac's Export Manager, approached Kea for help to understand the China market and Chinese consumers' purchase and outdoor/camping habits, and how these differ from New Zealand. Kea was able to connect Matt with Tina Zhang, Head of Retail at Tod's, and Roland Broughton, Digital Director for LVMH Watches & Jewelry.



Compostable Connection

New Zealand-based artist, Joseph Michael's, 'Antarctica - while you were sleeping' was described as 'a cinematic collision of nature and architecture'. This full-scale 360° projection of a life size majestic iceberg was projected onto the Auckland War Museum in 2017.

On a visit to New York in July, Kea arranged an event for Joseph, led by World Class New Zealander, Helen Klisser During. Joseph was in the States to raise funds to bring the art installation to NYC for Climate Week in September. Kea connected Joseph to Dawn Reinholtz, Director of Strategic Partnerships and Events for the Rockefeller Centre, who in turn introduced Joseph to the Mayor's office to arrange the necessary permits.

<https://youtu.be/NLM2i0Ehe6I>



Karen Walker & Calvin Klein Event

Kea connected iconic fashion designer and World Class New Zealander, Karen Walker, to New York-based Kiwi, Julie Warford, Head of Marketing Operations for Calvin Klein. On Karen's recent visit to New York City, Kea organised and supported an event hosted at Calvin Klein HQ for Karen and the NYC Kea community. Fifty Kea members attended the intimate event at which Karen and Julie led an informal chat.

During Karen's visit to New York with her family, she met with Regional Director Ryan Mulcock to discuss ways that she could support Kea and we connected her to Kiwis at Nike and adidas who could be of benefit to her business development in North America.



Kiwi Artist in NYC

Kiwi artist, Konstantin Dimopoulos, recently arrived in New York. He is undertaking a special project for the 100 year anniversary of the birth of opera singer Maria Callas' and sought industry connections. Kea connected Konstantin with World Class New Zealander, Helen Klisser During, and Metropolitan Museum of Art's Oceania Curator, Maia Nuku.

MONTHLY REPORT

Kea NZ Limited // August 2019

NBR FEATURING WORLD CLASS NEW ZEALANDERS' SUCCESS ON THE WORLD STAGE

NEW ZEALAND HAS SENT MANY INCREDIBLE ENTREPRENEURS INTO THE WORLD.



New Zealand has sent many incredible entrepreneurs into the world. To celebrate this Kea is proud to have signed an MoU with [The National Business Review](#) (NBR), and even prouder to tell the stories of some truly exceptional Kiwi businessmen and women in the coming months.

Through Kea, NBR's Co-Editor and Online News Editor, [Fiona Rotherham](#), has been introduced to World Class New Zealanders, [Privahini Bradoo](#) of [World Economic Forum](#), [Adam Wills](#) of [Crosstown Doughnuts](#), [Hamish Forsyth](#) of [OneLeap](#), Robert Whitehouse of [Piccadilly Pictures](#), and [Myles Sutherland](#) of [GeoCam](#).

A number of the interviews have already been conducted and we cannot wait to share the final content with you.



ALLBIRD'S AUCKLAND STORE OPENING

Two months after being honoured as a 2019 World Class New Zealand Award recipient, sustainable footwear innovator, [Tim Brown](#), returned to Auckland to officially open [Allbirds'](#) first retail store in New Zealand. Based in the heart of the city, the Britomart store has been designed around a beautiful service bar, inspired by Auckland's volcanoes.

Kea was delighted to be able to attend and support Tim and the rest of the Allbirds team at the store opening in August. [STUFF ARTICLE](#)

"We always imagined we would open a store in New Zealand. It's one of our founding markets, its where I am from and where our key material, wool, is from."

CO-FOUNDER AND FORMER ALL WHITES SKIPPER TIM BROWN

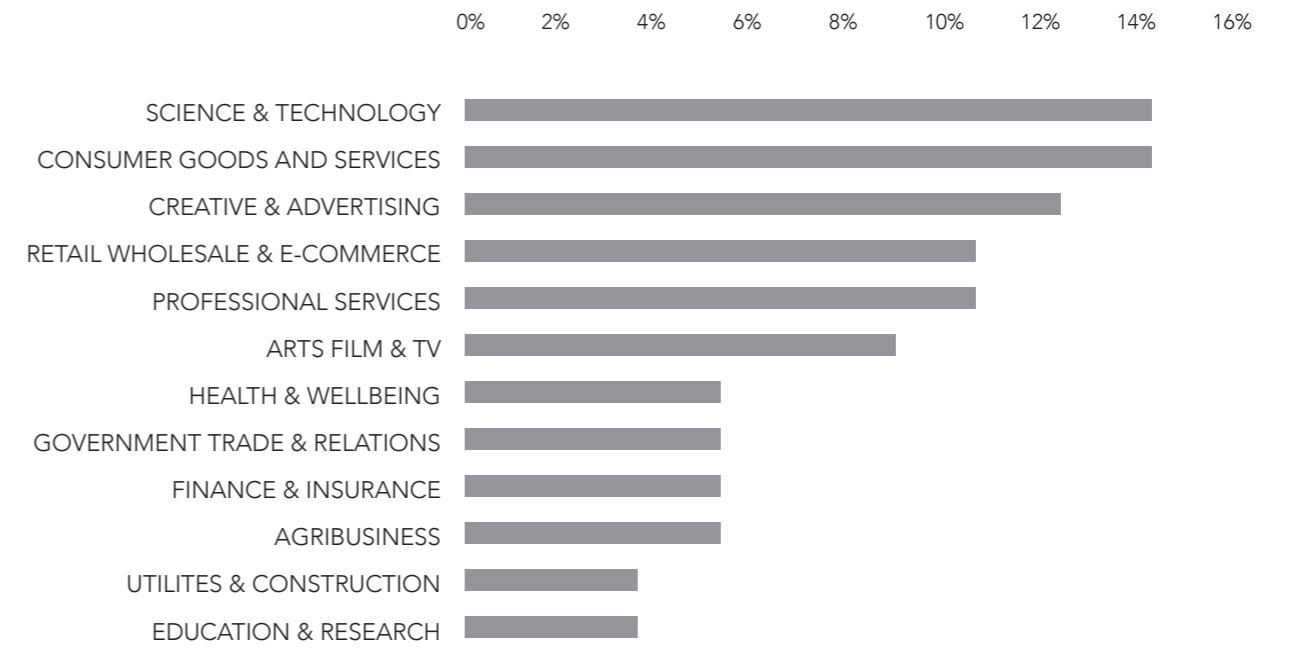


KEA CONNECT BY REGION

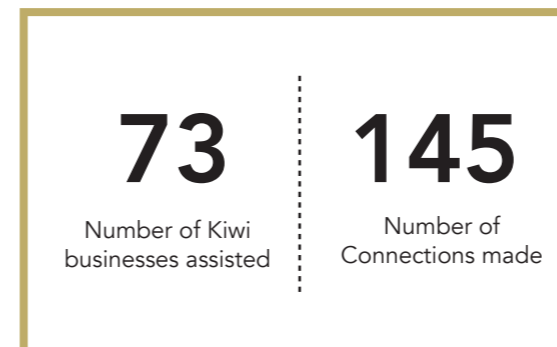
North America – 44 NZ – 21
 UK/EU – 54 Australia – 1
 China – 20 Southeast Asia – 5



KEA CONNECT POWERED BY XERO – SECTOR ENGAGEMENT



KEA CONNECT BY THE NUMBERS





Laurence Larson

Laurence Larson is a New Zealand singer songwriter, who has been actively making a name for himself in China via social media, singing in both English and Mandarin. Laurence is releasing a new album and he approached Kea seeking introductions to Kiwis in the relevant industry and to those who can advise him on Douyin strategies. Douyin is a short-video App that enables users to add music and effects to their videos. Douyin is was developed in 200 days, and within a year had 100 million users, with more than 1 billion videos viewed every day.

Kea connected Laurence to music producer, Opal Li, Huhu Studio's Founder & CEO Trevor Yaxley, and Damon Zhao, a Douyin marketing expert.



First Table

First Table, a restaurant marketing platform offering diners a 50% discount when they book the first table of the night, approached Kea in the hope of connecting to Kiwis in the food and beverage, and hospitality scene in the UK. Kea's Tania Bearsley connected Kate Louise, First Table's Director, to members at Hilton, Accor and Raddison Blu Hotel Groups, Molly Tait-Hyland, Contributing Editor at Observer Food Monthly, and food writer, Dr Anna Sulan Masing. Tania also provided Kate with a list of Kiwis associated to restaurants in the UK, such as Monica Galetti at Mere Restaurant.



Karen Murrell Lipstick

Auckland-based Karen Murrell, Founder of Karen Murrell Lipstick, reached out to Kea for support to hire a Market Manager for China from Kea's Chiwi network in Shanghai. Kea shared the role through WeChat and alumni groups, the post was viewed more than 1000 times and attracted several quality applicants.



ilabb

Charlotte Wills, Marketing & Brand Director for New Zealand-born athleisure wear brand, ilabb, reached out to Kea in advance of her trip to L.A. seeking connections in the fitness and fashion industries. Kea was able to connect Charlotte to Kea members Julie Warford, EVP of Marketing for Calvin Klein, Sarah Robb O'Hagan, a World Class New Zealander and Founder of EXTREMEYOU. The connection to Sarah, led to an introduction to Megha Doshi, marketing specialist in the sports industry, who has experience working with Pelaton Bikes and Nike.

NZTE – Time Out New York

NZTE's Head of Global Marketing & PR – North America, Charlotte Simcock, sought help from Kea for an article in Time Out New York showcasing New Zealand businesses based in NYC. Kea provided Charlotte with a long list of contacts from a diverse range of Kiwi businesses, including Blunt Umbrellas, Autex Industries, Fatboy Hair, Dub Pies, Allbirds, Rodd & Gunn, and Fisher & Paykel.



“It’s not just having a day off a week - it’s about delivering productivity, meeting customer service standards, meeting personal and team business goals and objectives.”

— ANDREW BARNES

Four Day Week Global

The 4 Day Week is a New Zealand-born organisation championing the ground-breaking model of a four-day working week. CEO, [Charlotte Lockhart](#), and Founder, [Andrew Barnes](#), are on a mission to raise awareness of the benefits of a shorter working week throughout the UK, Ireland and New York, and approached Kea looking for connections in these regions.

Between Kea’s UK/Europe and U.S. East Coast Regional Directors, Charlotte was introduced to [Brad Burgess](#), New Zealand’s Ambassador to Ireland, [Hannah Lee-Darboe](#), Consul General & Trade Commissioner for New York, [Nishika de Rosairo](#), CEO & Founder of [Experiential Insight](#), and World Class New Zealander, [Kirsten Nevill-Manning](#).



JOSH EMETT’S THE RECIPE LAUNCH IN LONDON

World Class New Zealander and Chef, Josh Emmett, hosted a luncheon at [Tredwells](#) in London to launch his latest cookbook, *The Recipe*. Josh and his wife Helen reached out to Kea to help invite New Zealand VIP’s along to the event. With Kea’s support, the luncheon was attended by Sir Jerry Mateparae, Lady Janine, food blogger, Meredith Townsley Fenton, and jeweller, [Jessica McCormack](#).



Joseph Michael To Vanity Fair

Kiwi artist [Joseph Michael](#) is preparing for his impending art installation during Climate Week in New York where he will project a melting iceberg on to the United Nations building. [David Friend](#), Editor of [Vanity Fair](#), approached Kea looking to include coverage of the artist in [Vanity Fair](#)’s forthcoming feature on Climate Change.



MONTHLY REPORT

Kea NZ Limited // September 2019

WORLD CLASS TRIP – CHICAGO, WASHINGTON, NY

KEA GLOBAL DIRECTOR OF WORLD CLASS NEW ZEALAND, Susan Glasgow, and Regional Director for North America, Ryan Mulcock, spent a week journeying across Chicago, Washington DC and New York to connect with new and reconnect with existing World Class New Zealanders. Hosting more than 25 meetings across the three cities, it was a busy and fun-filled week. The highlight of the trip was visiting the White House to see World Class New Zealand Award winner and White House Deputy Chief of Staff, [Chris Liddell](#).

Kea hosted an event in NYC with [David Howell](#) to celebrate the opening of his new studios on Union Square and his collaboration with [Autex](#) – a New Zealand-based manufacturing and product development company specialising in textiles and advanced fibre technology – a connection facilitated by Kea. We were delighted to welcome the team from the University of Auckland and to honour 2019 World Class New Zealand Awards winner, [Kristen Nevill-Manning](#), globally recognised Business and HR Leader.

Susan talked about the importance of the Kea community to the group of over 100+ Kea members and guests and encouraged those who were new to Kea to join our thriving network.

In Washington DC [Rosemary Banks](#), Ambassador of New Zealand to the United States, was very interested to learn more about Kea, and how she can best utilise our network when she is travelling. As a result of their visit, Susan and Ryan were able to introduce Rosemary to Chicago-based World Class New Zealanders Sean Simpson, Co-Founder and Chief Scientific Officer at [LanzaTech](#), and [Daniel Thomas](#), President and CEO of [TimeZoneOne](#), ahead of a forthcoming trip.



DAVID HOWELL WITH RYAN MULCOCK AND SUSAN GLASGOW.



SUSAN AND RYAN ON THEIR GRAND TOUR OF THE WHITEHOUSE WITH CHRIS LIDELL

WORLD CLASS NEW ZEALANDERS AND KEA MEMBERS VISITED INCLUDE:

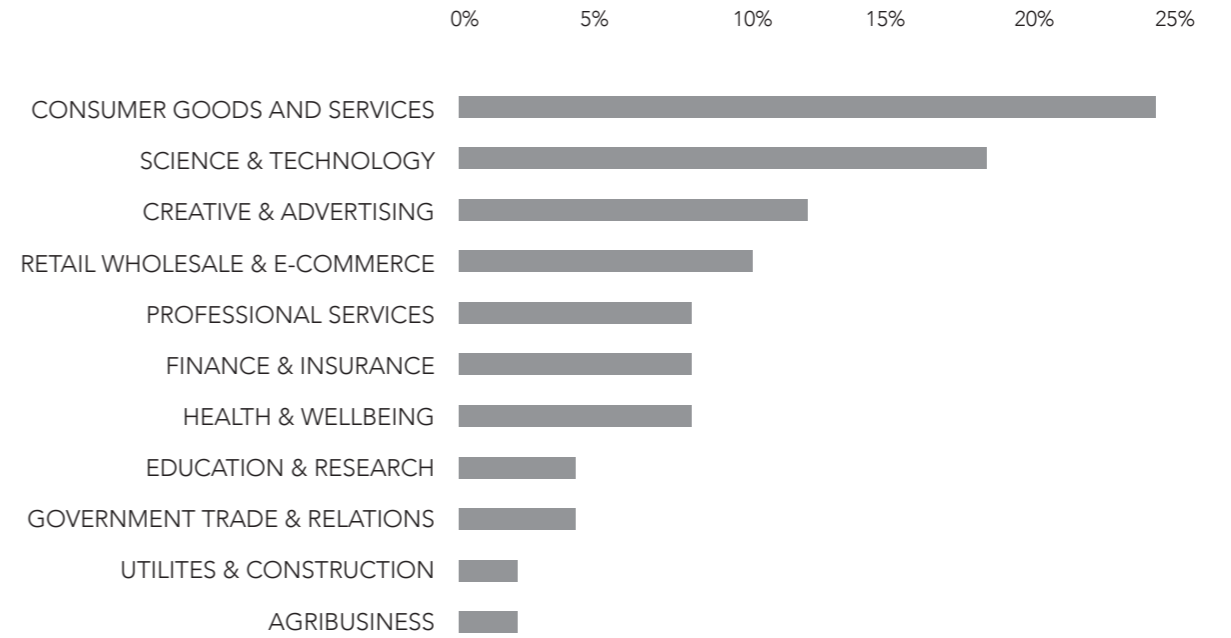
Steve & Julie Gianoutsos – MOJO Coffee, Daniel Thomas - TimeZone One, Bruce Sheridan – Columbia College Chicago, Sean Simpson – Lanzatech, Rohan Mckenzie - RGM Law LLC, Jacu Strauss – Lore Group, Dale Nirvani Pfeifer – Goodworld, Chris White – IMF, Rosemary Banks – Ambassador to USA, Katy Kunkle – Freelance Creative Director, Sarah Billingham Solomon, Maia Nuku - Metropolitan Museum of Art, Giarna TeKanawa – Gallery Owner, Steven Tupu - Terrain, Lucy Tupu – Principal Lucy Tupu LLC, Hannah Lee-Darboe – NZTE, Brian Sweeney – Sweeney Vesty, Julie Warford – Calvin Klein, Nishika De Rosairo – Experiential Insight, Geoff Andrews, Ronnie Peters - 360 Design, Sir Murray Brennan - Memorial Sloan Kettering Cancer Center, Lisa Smith - The PR Net, Leon & Michelle Kirkbeck – Augusto.

KEA CONNECT BY REGION

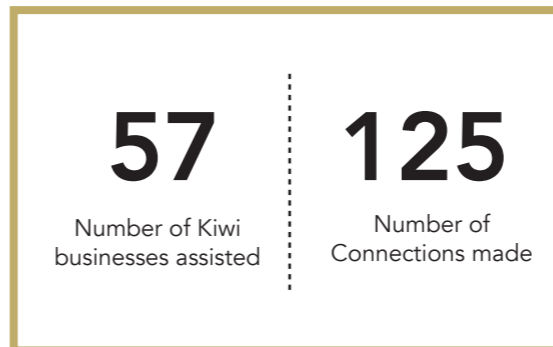
North America – 50
 UK/EU – 35
 China – 26
 NZ – 6
 Japan – 1



KEA CONNECT POWERED BY XERO – SECTOR ENGAGEMENT



KEA CONNECT BY THE NUMBERS



NZ INC JOBS

KEA IS PROUDLY SUPPORTING OUR NZ INC PARTNERS TO RECRUIT **EIGHT ROLES** ACROSS NEW ZEALAND, AUSTRALIA AND SINGAPORE. CHECK OUT AND READ MORE ABOUT THESE OPPORTUNITIES ON OUR WEBSITE [HERE](#).



Skinsmiths

Skinsmiths, franchise of [FAB Group](#), is a skin care treatment clinic, that makes skin confidence accessible to everyone. After having opened nine stores in London since December 2018, COO of Skinsmiths [Glenice Riley](#) reached out to Kea seeking support and guidance around e-commerce and PR. Kea introduced Glenice to World Class New Zealander [Grant Harrison](#), founder of [The Future Customer](#), and specialist in customer engagement, loyalty and conversion.

Powershield

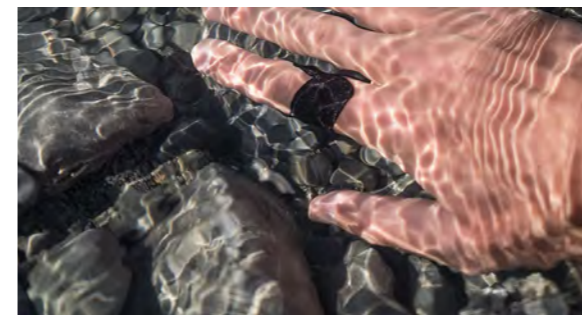
Auckland-based [PowerShield designs](#), manufactures and distributes permanent battery monitoring systems primarily used with UPS systems. PowerShield operate globally and have installed battery monitoring solutions for customers in over 50 countries. After a successful trial, [Adam Bennett](#), Commercial Adviser (Technology, UK & Ireland) at [NZTE UK](#) sought further introductions with [BT](#).

Kea connected Adam with Kea Member [Hayden Starkey](#), Head of Legal at BT, which then led to an introduction with Amelia Binns, who has picked up the conversation with stakeholders at BT.



Volcano Coffee

Founded by New Zealander [Kurt Stewart](#) and respected as one of the best coffee roasteries in the UK, [Volcano Coffee](#) reached out to Kea for insight and advice to help them sell via Amazon. Kea introduced Volcano to Kea Member [Antony Crayk](#), Sales Operations Manager at [Lucozade Ribena](#), who is happy to share his knowledge in this space.



Woolaid

[Woolaid](#), founded by Kiwi Lucas Smith, is the world's first merino wool adhesive bandage. Having made the decision to move their manufacturing process to China, Lucas reached out to Kea for assistance.

Kea connected Lucas to China Business Development specialist and General Manager of [RDG Ltd](#), [Paul Fewtrell](#), who has offered to mentor him. Kea will connect Lucas with the Consulate, NZTE and consulate translators in time for his forthcoming trip to China.



Archer McRae Beverages

Returning connection seeker and Co-Founder of Archer McRae Beverages, [Cath Archer](#), reached out to Kea seeking USA-based introductions in the wine and/or FMCG industry to help her break into the USA market.

Archer McRae Beverages craft premium wines and specialise in attractive, convenient, and eco-friendly packaging. Their first product, Joii, has been successfully introduced to the global market, with distribution across NZ, Australia, Canada and China.

Kea connected Cath with [Anthony Mosse](#), the Honorary Consul in San Francisco and owner of Anthony Mosse Consulting; [Melinda Lehman](#), Investment Market Manager at [Immigration New Zealand](#); [George Briskie](#), VP of Sales at [Sacred Hill](#); and [Ian Cadwallader](#), Manager at [Kiwi Wines Direct](#).



“The Kea network has been invaluable in connecting me up with local Kiwis and it has been amazing how receptive people have been through the network to have a conversation about the local market. I really appreciate all the help you have given me, it’s a fantastic network!”

- TIM SUMNER.

Knox Investment Partners

Tim Sumner, Managing Director at [Knox Investment Partners](#), contacted Kea wanting to be connected with Kiwis in San Francisco in the investment space, and who could shed light on how the industry operates in the region.

Kea’s Regional Director North America (West Coast) Anna Shere, connected Tim with [Adam Mikkelsen](#), Principal at [Cooper and Company](#); [Glen Murphy](#), Investment Director at [NZTE](#); [Doug Dossey](#), Managing Partner at [Tensile Capital Management](#); [Rebecca Lynn](#), Co-Founder and General Partner at [Canvas Ventures](#); [David Booth](#), Co-Founder and CEO of [On Deck](#) and Network Leader at [Village Global](#); and [Pascal Millaire](#), CEO at [CyberCube](#).

Rockit Global

[Rockit Global](#), based in Hawkes Bay and producer of the world’s first miniature apple, has global ambitions and its sights set on Walmart in the USA. CEO [Austin Mortimer](#) reached out to Kea seeking assistance.

Kea introduced Austin to the President and CEO of Walmart USA, [Greg Foran](#).

“I would like to formally express my appreciation for facilitating an extremely valuable conversation with Greg Foran, President and CEO of Walmart U.S. Greg provided me with exceedingly useful insights in respect of U.S. consumers, store formats, packaging trends and other information relevant to the US market. It’s very impressive that Kea New Zealand can arrange such valuable conversations at such a high level. I could not have asked for a better contact than Greg Foran. As you are aware, Rockit has ambitious plans for the U.S. market and having someone of Greg’s stature validate & challenge our strategy was an invaluable opportunity”

- AUSTIN MORTIMER.



Tvnz Sunday Show

[Kim Peacock](#), Producer of TVNZ’s Sunday Show, approached Kea wanting introductions to prominent Kiwis who are doing exceptional work in the USA. Kea connected Kim with [Dale Nirvani Pfeifer](#), CEO and Founder of [Goodworld](#); [Sean Simpson](#), Chief Scientific Officer and Co-Founder of [LanzaTech](#); and [Maia Nuku](#), Curator, Oceania at [Metropolitan Museum of Art](#). Kea will be credited in the final print.



Velocity

[Velocity](#) - the University of Auckland’s entrepreneurship development programme – recently sent three budding entrepreneurship students to Seoul and Singapore. Looking to optimise the trip, [Judith Marecek](#), Velocity Programme Advisor, reached out for connections in the innovation and entrepreneurship space.

Kea introduced the students to [Tim Norton](#), CEO and Founder of [90 Seconds](#); [Rebecca Assice](#), Owner of [Virtual Room Singapore](#) and Board Member of [NZ Chamber Singapore](#); [Alex Szabo](#), Luxury Product and Vertical Lead at [Samsung](#); and [Joyce Chan](#), Head of Strategic Business Development (Sports & Active Lifestyle Nutrition) at [Fonterra](#).

Anna Chitty

We are proud to welcome [Anna Chitty](#) to Kea’s World Class New Zealand Network. CEO of [PHD China](#), Anna is a globally recognised senior media leader who has worked across multiple markets including NZ, Australia, the USA and China.

Anna has been recognised by local and international award bodies, including being named one of the [20 Women to Watch in Asia Pacific Marketing in 2014](#) by [Campaign Magazine](#) and most recently and in recognition for her exemplary leadership, she was named [Business Leader of the Year across all industries](#) at the International Professional Women’s Society (IPWS) [Women Leadership Awards in Shanghai](#).

Actively contributing back to the industry, Anna participates in international industry events as well as presenting on topics such as management, corporate culture and diversity. In 2015 she represented China on the Cannes Lions Media Jury, and in 2017 she Chaired Tencent’s MIND awards. This year, she will be acting as Chairman of the Media Jury at the Spikes Asia Awards.

As an individual committed to fostering great talent and a genuine love for her craft, we are extremely pleased to have Anna as part of our WCNZ Community.



NYC - End Of Summer Sail

In partnership with [Glen Murphy](#), Investment Director, North America, and the Investment team from [NZTE](#), Kea hosted 100 World Class New Zealanders and Kea members for an end of summer sail on the Hudson River, aboard the John J Harvey Fireboat. The highlight of the cruise was sailing past Michael Joseph's installation on the United Nations Building, to coincide with Climate Week. It was a sell-out event and was a great opportunity for Kea members to reconnect with one another. No doubt it will become an annual fixture.



REGIONAL DIRECTOR RYAN MCULOCK ON-BOARD AT THE END OF SUMMER SAIL

Annual Kea/Consulate BBQ

On 20th September Kea hosted its annual Consulate/Kea BBQ, at New Zealand Central in Shanghai. Kea has held this event with the Consulate to welcome our Kiwi and Chiwi community back to Shanghai after the summer holidays since 2016. It's a great opportunity for the network to meet face to face and reconnect

Thank you to [Yealands Wines](#), [Sealord](#), [Silver Fern Farms](#), [Birkenhead Brewery](#), [T'oBeray](#), and [Hunter McGregor's Red Deer House](#) for sponsoring the event, and to our WCNZ, Chiwi, and Expat community for a great turnout. We were also delighted by a very special live performance from New Zealand singer songwriter [Laurence Larson](#).



KEA'S CHINA-BASED REGIONAL DIRECTORS KIM LAURENSEN, MARY-JAYNE BETHELL, AND CIARA LIU AT THE ANNUAL KEA/CONSULATE BBQ

MONTHLY REPORT

Kea NZ Limited // October 2019

KEO'S GLOBAL CEO IN JAPAN & CHINA



GREG FORAN, VANESSA DONALDSON, ONDREA FORAN AND KEA CEO CRAIG DONALDSON.

DURING HIS TRAVEL ACROSS JAPAN AND CHINA, Kea CEO Craig Donaldson made the most of his journey, spending time with our China team - Mary-Jayne Bethell, Kim Laurenson, Ciara Liu and John Zhang - meeting with our World Class New Zealanders, and broader Kea Community across these regions.

In Tokyo, Kea hosted a NZ Cocktail event, with 30 World Class New Zealanders and local expats in attendance. Among them were [Greg Foran](#), President and CEO of [Walmart USA](#), [Chris Liddell](#), White House Deputy Chief of Staff, and members of Kiwi band [Six60](#).

In Beijing, Craig met with [Clare Fearnley](#), New Zealand's Ambassador to China and Mongolia who was very interested in learning about Kea's China strategy, offering [MFAT](#)'s support in Beijing and other regions across China. Craig also had the pleasure of catching up with Chiwi entrepreneurs, and had dinner with [Fiona Acheson](#), [NZTE](#) Regional Director (China), [Andrew White](#), [NZTE](#) Trade Commissioner (Beijing), and David Mahon, Founder of [Mahon China](#).



RENEE HARBERS LIDDELL, CHRIS LIDDELL



PETER CHRISP, CHIEF EXECUTIVE NZTE

Shanghai wasn't any less busy, with a full schedule of meetings with Kea members, emerging leaders, entrepreneurs, and an event with our World Class New Zealanders and the NZBRIC. Kea members enjoyed discussing their work in the region, and hearing about Kea's China strategy. It was a great opportunity for Craig to meet newly inducted World Class New Zealander, [Anna Chitty](#), CEO of [PHD China](#), and well established World Class New Zealanders [Darren Ding](#), CTO of [DFocus Space](#), [Anthony Aucutt](#), Director at [Sage Business Consulting](#), [Rocky Meng](#), Head of International Law at [Zhongwo Law](#), and [Compton Tothill](#), Managing Director at [Thomas Webb Management Consulting](#).

Kea has an impressive array of influential and passionate Kiwis in our China community, who are well engaged and keen to help Kiwi businesses. From entrepreneurs and CEOs to engineers and business leaders, these individuals are hardworking people representing NZ at the highest level and doing our country proud with their willingness to help others.



WORLD CLASS NEW ZEALAND NETWORK RECEPTION, UK

On October 7, Kea hosted a reception at the Penthouse of New Zealand House in London, in honour and celebration of two of our 2019 World Class New Zealand award winners – [Professor Christopher Shaw](#) and supreme award winner [Peter Gordon](#). Our 70 guests, including many alumni from the University of Auckland, were treated to a beautiful waiata and haka, and an address from [Sir Jerry Mateparae](#). Guests were delighted by a surprise performance by Global CEO and Director of [Incognito Artists Ltd](#) Geoff Sewell, and [Helen Power](#).

“To you, everyone at Kea, Ngati Ranana, the Incognitos – so many thanks. I had the best time on Monday. You brought together a completely lovely, charming and engaged group of friends. And I nearly cried a couple of times. Really moved and grateful” – [ALASTAIR CARRUTHERS](#), CHAIRMAN AND INDEPENDENT DIRECTOR, [ALLPRESS ESPRESSO](#)

“What a wonderful idea to allow the community here to celebrate our two latest World Class New Zealanders. It is such a good idea to allow all of us to find out what our compatriots have achieved mostly out of New Zealand. It was very humbling and moving. Sharing success is very precious.

Thank you for a stylish evening.” – [DAME JUDITH MAYHEW JONAS](#),
COMMISSIONER AT [COMMONWEALTH WAR GRAVES COMMISSION](#).

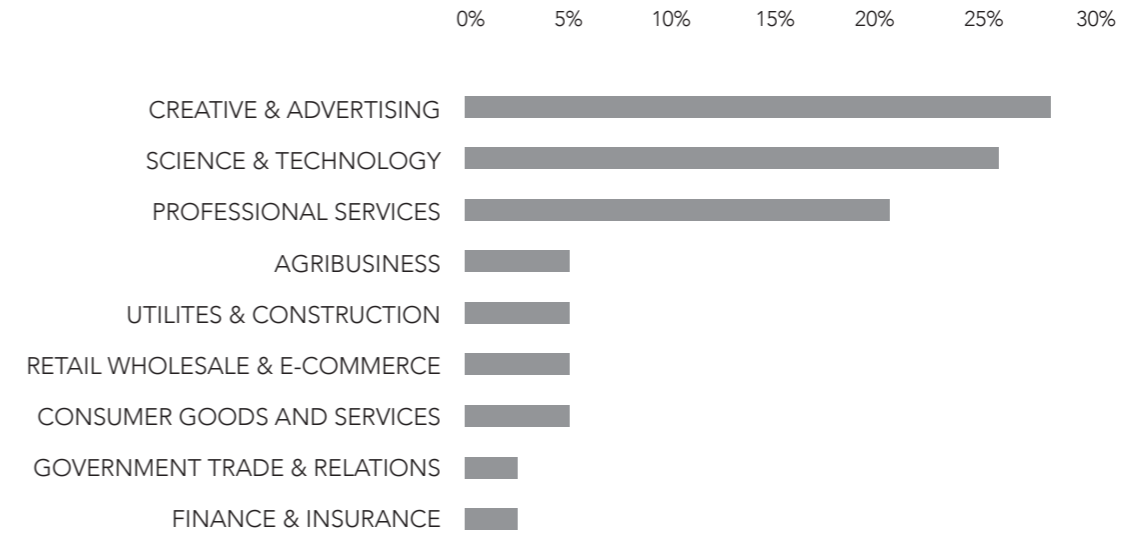
“Monday was pretty much pitch perfect from our perspective. Thanks so much for all your wonderful support up here. Very much enjoying working with you.” – [MARK BENTLEY](#), DIRECTOR ALUMNI
RELATIONS AND DEVELOPMENT, [THE UNIVERSITY OF AUCKLAND](#).

KEA CONNECT BY REGION

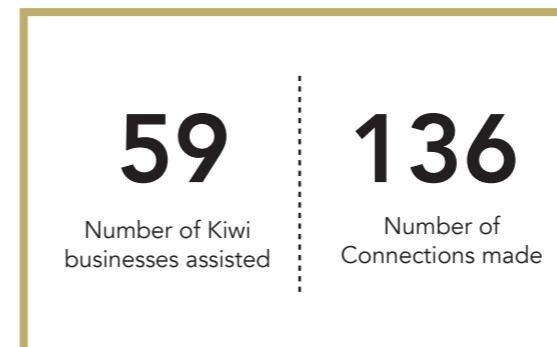
North America – 53
UK/EU – 27
China – 51
NZ – 5



KEA CONNECT POWERED BY XERO – SECTOR ENGAGEMENT



KEA CONNECT BY THE NUMBERS





Parrot Analytics

NZTE's Hayley Fraser, Customer Manager for [Parrot Analytics](#), reached out to Kea seeking introductions to people with credentials in the media space.

Kea connected Parrot Analytics with World Class New Zealander [Joel Krutz](#), CFO at [Viacom International Media Works](#). They are currently in discussions to get Parrot Analytics into the USA Viacom operations.

James Dunlop

[James Dunlop Textiles](#) sought introductions to people in the US textile industry, wanting guidance to help them develop a more direct model for the US market and to get closer to the end consumer. Their Customer Manager at NZTE reached out to Kea see if anyone in our community could assist.

Kea connected [Anne Stevenson](#), International Business Development Manager, with World Class New Zealander and textile designer, [Lucy Tupu](#), and Janine James, consultant for textile design companies looking to import their products into the USA.

J A M E S D U N L O P



Job Opportunity

Kea is proudly supporting our NZ Inc Partners to recruit a Business Development Manager at NZTE, based in Spain. [Click here](#) to read more about this opportunity.



Serato

[Serato](#), a New Zealand-founded and well-known DJ Software company, reached out to Kea seeking introductions to [Spotify](#) to discuss a potential integration of Spotify to Serato systems.

Through Kea member Kate Mellett, we introduced [Scotty Hoogerbrug](#), Chief Marketing Officer at Serato, to [Jon Hillman](#), Head of USA Strategic Partnerships at [Spotify](#). Jon has offered to help Mark make the right connections for this exciting potential collaboration.



Boris Bourdin

Congratulations to World Class New Zealander, [Boris Bourdin](#). He was inducted as [NZTE Beachheads Advisor](#), Europe. A marketing professional, known for his ability to empower individuals and build meaningful brands, Boris is a valued member of our Kea Community. We wish him all the best for his new appointment.

[Click here](#) to read more about Boris' professional career and appointment.

Toiuru Māori Treasures



[Toiuru Māori Treasures](#), is a family business whose mission is to share the Māori Culture by creating authentic, handmade Māori Arts, Crafts and Accessories. Due to increased popularity around their Kohine collection, the team at Toiru decided to explore offshore manufacturing options in China. [Matetu Herewini](#), Creator and Partner of Toiuru Māori Treasures, reached out to Kea for help with protecting their IP.

Kea connected Matetu with World Class New Zealander and Head of International Law at [Zhongwo Law](#), [Rocky Meng](#). When ready, Kea will connect Matetu with people who can provide guidance around manufacturing in China.



Maia Nuku

New York-based, World Class New Zealander [Maia Nuku](#) is the Curator, Oceania at [Metropolitan Museum of Art](#). Responsible for part of the Michael C. Rockefeller Wing which houses the Oceania collection, Maia sought help with donor outreach to support the renovations taking place, and new acquisitions of the Pacific Collection.

Kea connected Maia with [Mia Gaudin](#), Senior Solicitor at the [Ministry for Culture & Heritage](#), and pro-bono lawyer at [Volunteer Lawyers of the Arts](#). The two plan to work together and Mia will connect the Metropolitan Museum development team with a NZ donor base.

Take2

[Cameron Smith](#), Founder and CEO of [Take2](#) reached out to Kea seeking connections to Kiwis in America.

Take2 is a not-for-profit, established to reduce recidivism in the NZ prison system by teaching coding to inmates. The hope is that with new skills, former inmates will be able to access meaningful employment while addressing one of the largest skill shortages in New Zealand.

Kea connected Cameron to [Xaviour Walker](#) (President of the Kiwi Leadership Network USA), and [Simon Court](#), Freelance Diversity, Equity & Inclusion Coach and Head of Global Diversity and Inclusion Strategy at [NZTE](#).



Konstantin Dimopoulos

[Konstantin Dimopoulos](#) is an Egyptian-born New Zealand sculptor and installation artist, and has been asked by the [Ministry for Culture & Heritage](#) to create work for the 100-year celebration of Maria Callas in New York. Konstantin, reached out to Kea for advice on this project.

We connected Konstantin with Andrew Nicols, Friend of NZ, who has experience across Communications in Greece, and will advise Konstantin on the project.



Dianne Swann

The Prime Minister on behalf of the Government has called for the creation of a 10-year strategy for the New Zealand Screen Industry. It is intended that this strategy process be led by the industry and developed during 2019 and early 2020. As part of this strategy development, Dianne Swann at [Screen Sector Strategy](#) reached out to Kea, seeking connections with New Zealanders now living overseas and working in the screen sector and related industries, to see if they would be interested in being interviewed or participating in a survey.

Kea connected Dianne with [Martha Jeffries](#), Founding Member and Filmmaker at [Ocean Collectiv](#), [Sam Witters](#), CEO of [Kaha Software](#), [Kerry Fulton](#), CEO and Founder of [Eventfield Entertainment](#), [Danielle White](#), Producer at Freelance Film Production, [David Calderwood](#), Digital Consultant, Senior Producer, Web Media Strategist at [Euro-Pacific Film & Video Productions Inc](#), [Bruce Sheridan](#), President at [CILECT](#), and [Derek Forbe](#), CEO of [Stardust Entertainment Inc](#).

Narrative Muse

[Narrative Muse](#) is an online platform that makes tailored book and movie recommendations based on a user's individual taste. They then help publishers and producers find, engage, and produce content for these audiences using AI and forward-looking, psychometric data. With a focus on supporting women and non-binary creators, their book and movie catalogue consists of stories by female screenwriters, authors and directors and the best books and movies that feature strong women.

Kiwi Co-Founder and CEO of Narrative Muse, [Brough Johnson](#), was keen to speak with people in the screen and publishing sectors. Kea Connected her with [Martha Jeffries](#), Founding Member and Filmmaker at [Ocean Collectiv](#), [David Nash](#), Founding Partner of [Studio Nash](#), [Dayle Reid](#), Sales Manager at Universal Pictures, [Sam Witters](#), CEO of [Kaha Software](#), [Odette Fleming](#), Marketing Manager at [Penguin Random House](#).



Mitchell Pham

[Mitchell Pham](#), World Class New Zealander, Director of [Augen Software Group](#), and Co-founder of [Global InsurTech Alliance](#), is travelling to San Francisco in November, and reached out to Kea ahead of his trip seeking connections in the Tech sector. Mitchell also wanted to take the opportunity to meet with other World Class New Zealanders.

Kea connected Mitchell with [Catherine Robinson](#), Head of Technology at the [Sister District Project](#), [Ed Robinson](#), Consultant at [NGINX](#), Venture Partner at [Movac](#), and Company Director and [Optimal Workshop](#), [Dave Holmes-Kinsella](#), Director, Data at [Afresh](#), [Gower Smith](#), Chairman & CEO, and Co-founder of [Swyft](#), [Chris Dally](#), Senior Manager, Global Cloud Business Development and Strategic Partnerships at [Alibaba Group](#), [David Booth](#), Co-founder & CEO at [On Deck](#), and [Mark Register](#), SVP Business Development & Channels at [DocuSign](#).

Kea NZ Embassy BBQ, China

On 18 October, Kea and MFAT co-hosted the first Kea New Zealand Embassy Beijing BBQ at the NZ Embassy, to reintroduce Kea to the Beijing Kiwi community.

Clare Fearnley, New Zealand's Ambassador to China and Mongolia, and Kea Regional Director Ciara Liu welcomed the 130+ guests and delivered a short speech outlining Kea's mission. Thanks to [Yealands Estate](#) and [Birkenhead Brewing Company](#) for sponsoring wine and beer for the evening.



Breakfast with Kane Williamson, UK

Black Caps Captain Kane Williamson joined an illustrious list when he was invited to speak at the Oxford Union at Oxford University (only the third Kiwi in history to do so). During this visit, Kea New Zealand hosted a brunch at one of Kane's favourite Kiwi owned restaurants Caravan.

The brunch was attended by the Rt Hon Sir Jerry Mateparae, High Commissioner for New Zealand to the UK, along with representatives of Air New Zealand, Xero, Re-leased, NZ Trade and Enterprise, Salt Recruitment and members of the World Class NZ Network. Discussion covered the subjects of New Zealand's achievements on the global stage, high performance, wellbeing, connections and of course the 2019 Cricket World Cup final. Thanks to Pitch International for making time in Kane's diary, and to New Zealand founded Re-leased for their sponsorship.



Ambition Book launch

Kea hosted an event at New Zealand House in London on 15 October, at which World Class New Zealander and consulting economist, Julie Fry, discussed her latest project [AmbitionNZ](#). In a room of 60 guests, Julie discussed how ambition might be linked to national economic performance, to individual and societal wellbeing, questions of national identity and more.

Julie was joined by [Anishka Jelichich](#), Public Affairs Director for [Chivas Brothers](#); [Jennifer Clamp](#), Consultant, Angel Investor at [Flying Kiwi Angels](#) and former Director of [NZ Tech Week](#); [Dan Atkins](#), Founder of [Buses4Homeless](#); and [Karl Burrows](#), Director of [Haka Works & Manaia](#) for a panel discussion led by Kea Regional Director Tania Bearsley.

A special thanks to [Safe365](#), provider of a SaaS Health and Safety Product that generates effective health, safety and well-being at work, for sponsoring the event, and to [Yealands Estate](#), [NZ Beer Collective](#) and [Karma Cola](#) for providing the beverages.



Rugby World Cup, China

Our Kea China team across Beijing and Shanghai organised Kiwi spaces at local bars to support the All Blacks at the quarter and semi-finals.

In Beijing, we worked with [Kiwis Berwick Settle](#) and [Patrick Rosevear](#), Production Director at [Pepper & Jack](#) to arrange a Kiwi Space at Oh Yeah Brewing, and in Shanghai we worked with the Kiwi Drinks Committee to arrange a space at the Camel Bar. With 50+ and 70+ Kea Members attending the quarter and semi-finals, both events were a success, and it was wonderful to get our China Community together in support of the All Blacks.



QUARTERLY REPORT

Kea NZ Limited // February 2020



TANIA BEARSLEY, UK NEW ZEALANDER OF THE YEAR 2020

ON 7 FEBRUARY Kea's own [Tania Bearsley](#), Regional Director for UK/Europe, was awarded the Air New Zealand UK New Zealander of the Year Award.

The award, presented by the New Zealand Society of the United Kingdom, celebrates amazing Kiwis living and working in the UK. Tania was named a finalist alongside [Jarred Christmas](#), Comedian, and her nomination recognised the instrumental role she played in leading and organising the 'Stand for Solidarity with New Zealand' event in Trafalgar Square in 2019, bringing together the Kiwi community following the Christchurch mosque attacks.

Congratulations to Tania on this well-deserved award. Kea is proud to have a Regional Director and Kea Ambassador who relentlessly works for the good of New Zealand and Kiwis around the world.

"It was important to the New Zealand community groups here in London that we show our support and love to the Muslim Community, people of Ōtautahi, Christchurch and our home nation Aotearoa, New Zealand. I will be forever grateful for the trust that our community put in me to lead from among us and bring this event together."

"It is very humbling to have been announced as the winner."

Tania Bearsley, Regional Director for UK/Europe, Kea.



CEO TOUR OF THE USA

KEA'S GLOBAL CEO [Craig Donaldson](#) and Regional Director West Coast, [Anna Shere](#), caught up with members of our World Class network and representatives from our partner organisations in December 2019.

A highlight of the trip was a Kea Connect event Kea co-hosted with our New Zealand Inc partners at the Official New Zealand Residence in Los Angeles on 5 December. The gathering brought together Kea's strategic partners from MBIE, NZTE, and DLA Piper including: [Amanda Martin](#), Regional Director at NZTE, [Raphael Vernassal](#), Acting Trade Commissioner, NZTE, [Brad Reid](#), Policy Advisor at New Zealand Consulate-General Los Angeles, [Marta Mager](#), Head of Agency/Counsellor Science & Innovation, MBIE, [Holly Lake](#), Partner at DLA Piper, and [Patrick Anding](#), Partner at DLA Piper. The guests enjoyed connecting and networking with each other and hearing about Kea's future strategic direction and activity. We were also joined by [Maurice Williamson](#), New Zealand Consul-General to the USA, who was pleased to learn more about Kea's purpose and activity.

Having hosted over 50 meetings Craig and Anna made the most of the week and were pleased to have had the opportunity to nurture relationships with existing and future World Class New Zealanders, reconnect with longstanding Kea Members and cement Kea's on-the-ground presence in the region.

Craig was particularly impressed by the cohort of entrepreneurs he met, and the speed of their innovation, willingness to embrace new products and digital technologies. It was also great to see first-hand how Kea continues to have an impressive array of engaged, influential & passionate Kiwis looking to make New Zealand better. These humble and hardworking individuals continue to represent New Zealand at the highest level of future trends.

PEOPLE KEA CONNECTED WITH INCLUDE [Liz Fraser](#), Regional General Manager- Americas at Air New Zealand; [Simon Court](#), Head of Global Diversity and Inclusion Strategy at NZTE; [Hannah Lee-Darboe](#), Consul General and Trade Commissioner New York at NZTE; [Martin Cudd](#), Acting Trade Commissioner at NZTE; [Myles Sutherland](#), World Class New Zealander and Founder of GeoCam; [Sarah Poole](#), Data Scientist at Verily Life Sciences; [Andrew Maclachlan](#), Manager of the Toyota Innovation Hub, [Dave Ferguson](#), Co-Founder at Nuro; [Anthony Mosse](#), Senior Advisor at NZUS Council; [Lesley Tilley](#), Founder and CEO at Kia Ora USA; [Privahini Bradoo](#), Young Global Leader at World Economic Forum; [Rodney Fong](#), President and CEO at San Francisco Chamber of Commerce; [Maurice Williamson](#), NZ Consul-General to the USA at the New Zealand Consulate; [Alex Boyd](#), President and CEO at PSC Group; [Natalie Stanisich](#) Creative Director at Two Guns Espresso; [Divya Dhar](#), Product Manager, Google Maps at Google; [Paul Keating](#), Director at Vulcan Inc; [Gareth Waugh](#), Director of Forestry at Port Blakely.



MONTOUX

GEOFF KEAST, CO-CEO OF MONTOUX sought introductions to financial advisors in the UK with expertise in life insurance. Montoux provide technology that helps insurers optimise pricing outcomes. They are starting their journey in the Northern Hemisphere, having recently signed a deal with [Scottish Widows](#).

Their NZTE Customer Manager [Adam Bennett](#) reached out to Kea for assistance. Within 24 hours Kea had introduced Geoff to World Class New Zealander and ex-CEO of [Aviva](#), [Mark Wilson](#), to discuss Montoux's journey to date, their network and Mark's insights into the market.



ACTIONSTEP

ON 26 FEBRUARY, [ActionStep](#) hosted a summit in Chicago, for a group of approximately 25 small to medium sized business owners. [Triona Saunders](#), Product Marketing Consultant at ActionStep sought help identifying an entertaining keynote speaker who could speak on personal development and broader business inspiration. Their Customer Manager at NZTE, [Todd Farnham](#), Head of Early Stage Tech, contacted Kea for suggestions.

ActionStep is a complete legal practice management system, built in the cloud, with workflow at its heart. Actionstep gets rid of law firm administrivia and simplifies how people work.

Kea suggested Triona connect with five World Class New Zealanders: [Sean Simpson](#), Co-Founder and Chief Scientific Officer at [LanzaTech](#), [Paul Harvey](#), Global Channel Manager – QSR at [Fonterra](#), [Julie](#) and [Steve Gianoutsos](#), Mojo Co-Founders, and [Daniel Thomas](#), CEO of [TimeZoneOne](#).



SPM ASSETS

THROUGH NZTE'S CUSTOMER MANAGER [John Lacey](#), Kea was introduced to [Kate Mulligan](#), Director of SPM Assets, to discuss ways we could support SPM with connections in government, housing and facilities management.

SPM is an asset management software company that provides users with a recognised industry and pragmatic approach to asset and project planning.

Kea suggested Kate connect with the following members: [Clyde Holland](#), CEO of Holland Partner Group; [Nick Mowbray](#), Co-Founder and Director of [ZURU Toy Company](#) and ZURU Edge, [Simon Yock](#), CEO of [Forsite](#), [Skye Duncan](#), Director of Global Designing Cities Initiative at [National Association of City Transportation Officials](#), and [Victoria Munro](#), Executive Director at [Alice Austen House](#).



3BEE

3BEE IS A natural honey and skincare brand, looking to sell blue borage honey under private label into Japan. 3Bee's respect for bees and the New Zealand wilderness is reflected in their ethos and values of crafting uncomplicated and natural skincare. Ahead of planned travel to Japan, Co-Founder [Dorje Strang](#) sought connections to people who could provide insight into private labelling in Japan.

[Sophie Craig](#), their Customer Manager at NZTE, contacted Kea seeking assistance.

Kea was able to introduce Dorje to [Donald Roxburgh](#), Founder and Market-Entry Strategist at [Wholesum Japan Company](#).



DEC - FEB
19/20

GLOBAL OPPORTUNITIES

Kea's thriving jobs board is a portal for our Government partners to promote roles here and around the world. Since December Kea has posted 8 roles.

8 Number of government roles posted



NZTE

- [Director, New Zealand Trade Development Centre, Taipei](#)
- [Expo 2020 Project Manager \(Missions and Visits\), New Zealand](#)
- [Customer Manager, Maori business, New Zealand](#)
- [Digital Channels Consultant, China](#)
- [Event Manager, China](#)



MINISTRY OF TRANSPORT

- [Chief Financial Officer - Wellington](#)
- [Director - Auckland](#)

EDUCATION NEW ZEALAND

- [Education Manager, Beijing](#)

WALLACE COTTON

Wallace Cotton, F700 company working with NZTE, is a contemporary interiors brand, best known for natural luxury and beautifully crafted bed linen. Having multiple stores across New Zealand, they also have a store in South London and are looking at how to break through in the busy marketplace that is the UK.

Trade Commissioner Nick Swallow reached out to Kea hoping to connect Bill Wallace, Co-Founder of Wallace Cotton, with World Class New Zealander Anthony Romano, CEO of Church's & Co (Prada Group)

As a result of the introduction, Bill and Anthony had a successful and insightful meeting.

“Thank you so much for taking the time to meet with the Wallace Cotton team. They really appreciated your honesty around the challenges of growing a brand in the UK and have taken your advice onboard.”

MARIA HELLYER, HEAD OF BUSINESS DEVELOPMENT F&B WINE, NZTE



HOA CLEANTECH

Hoa Cleantech is committed to decarbonising industries and leading them to zero emission and zero waste. Their software platform analyses an operation's energy and waste use as one interconnected ecosystem. They leverage the value of clean energy technologies and infrastructure across multiple aspects of a business to deliver a decrease in life-cycle costs and potentially open new revenue streams.

They are looking to move toward a SaaS based offering, and their target region at this time is North America. Peter Algie, Co-Founder of Hoa Cleantech, sought connections with executive experts and decision makers who could help validate their approach, mentor the team and provide feedback on the validity of transforming to a SaaS model.

Kea introduced Peter to Lovina McMurchy, Venture Partner at Movac who has agreed to mentor the team going forward. Kea also connected Peter with Neil Campbell, Executive Chairman at Mosaigen Corporation.

NEW ZEALAND TRUFFLE COMPANY

The New Zealand Truffle Company exists to assist the development a truffle industry in New Zealand, fostering cooperation between New Zealand Truffle growers and others interested in the industry.

As they plan to grow a truffiere in New Zealand and consider export options, Director Catherine Dwan reached out to Kea for help to understand the global markets they should target as a priority, and particularly sought insight into consumer trends across China, Hong Kong, South Korea and the Middle East. On a recent trip to Europe, Kea connected Catherine to NZTE's Boris Bourdin Beachhead Advisor, Europe, and the two met while she was in Spain. Kea also connected Catherine to Hamish Brown, Group Executive Chef at ROKA Restaurants, Chantelle Nicholson, Chef Patron at TREDWELLS, Jeff Tyler, Founder of Streamfocus and Partner Chef at Titu, and Marcus Verberne at 67 Pall Mall.



“Meeting with Boris yesterday was fantastic. Again... thank youHis knowledge of marketing and distribution channels in our target markets was extremely helpful as well as sharing his own background in luxury perishable food goods, namely foie gras. Because of this experience, he has extensive knowledge of the hospitality sectors we are wanting to supply to, how they work, current trends (eg. Traceability and organic) and discussed potential efficiencies to maximise the value chain.”

CATHERINE DWAN, DIRECTOR OF THE NEW ZEALAND TRUFFLE

KYT BAGS

Bridget Scanlan, Founder of KYT Bags, sought connections to Kiwis in the retail, leather production, product design and development space in the UK.

KYT Bags produce bespoke, handcrafted bags that are designed to meet the unique needs of people with diabetes. These bags have been designed in collaboration with the diabetes community, and after having first launched in May 2018, KYT Bags are now distributing their products all around the world.

Kea connected Bridget with World Class New Zealander and CEO of Church's & Co (Prada Group), Anthony Romano.

"I talked to Anthony this morning and found it a really helpful, friendly and insightful conversation. He was especially fantastic to talk to at this point in our journey, as we're currently seeking out a new production partner. He offered us great, frank advice in this space."



FUTIRITY GROUP

Futurity Group has developed a biobased water bottle. While developing their go to market strategy for China, Dubai and Taiwan, Futurity's Ella Gordon-Latty, Chief Commercial Officer, contacted Kea wanting to connect with members in the hospitality industry, along with legal advisors.

Kea introduced Ella to Raymond Faulkner, General Manager, AGM at Sofitel Wellington, Natalie Potts, Asia Marketing Manager at New Zealand Winegrowers, and Hayden Edgton, General Manager at Habtoor Grand Resort, Marriot Luxury Lifestyle Hotel. Ella said these meetings were productive, and advised they are revising their target market. Kea will continue to support the team with further connections.

MINAAL



MINAAL DESIGNS best-in-class bags and accessories and believes that the cheapest bag is the one you never have to replace. Founders Jimmy Hayes and Doug Barber, formed the company in New Zealand in 2013 after they struggled to find a bag appropriate for work and travel. Their products encompass a focus on durable components, tech protection combined with a minimal aesthetic.

As Minaal sought help establishing retail relationships and increasing their market presence in Japan, their NZTE Customer Manager, Sophie Craig, reached out to Kea.

Kea introduced Jimmy and Doug to Jason Skala, Founder and CEO at Origin K.K., Don Roxburgh, Founder and Market-Entry Strategist at Wholesum Japan and Dan Underwood, Ashton Consulting.

NEW ZEALAND AND BEYOND

NEW ZEALAND AND BEYOND provides a refined mode of entry for New Zealand skincare brands to join the Chinese e-commerce market, allowing these quality brands to sell their products to China in a simple and effective way.

Co-Founder Millie Morgan wanted to speak to individuals with expertise in customs regulations for cross-border e-commerce in China, hoping to gain a better understanding of compliance for skincare and beauty products with regard to Chinese law and regulation. Their Customer Manager at NZTE, Frances Brown, contacted Kea for suitable connections.

Kea introduced Millie to World Class New Zealander and Director at Prestige Law, Royal Reed, and Daniel Wang, Director of New Zealand Food Basket.



KEA CHINA – CORONAVIRUS

With offices closed and many of our members either out of China or restricted in their movements due to the coronavirus, it has been a quiet start to 2020 for Kea China. Despite these challenges Kea in China has kept in touch with our network and supported our partners to stay abreast of developments by distributing travel advice from MFAT.

On 21 February Kea joined forces with 'Kiwidrinks' to bring together members of our China community in Auckland who are unable to return home due to the coronavirus.

SME CONNECTIONS BY REGION

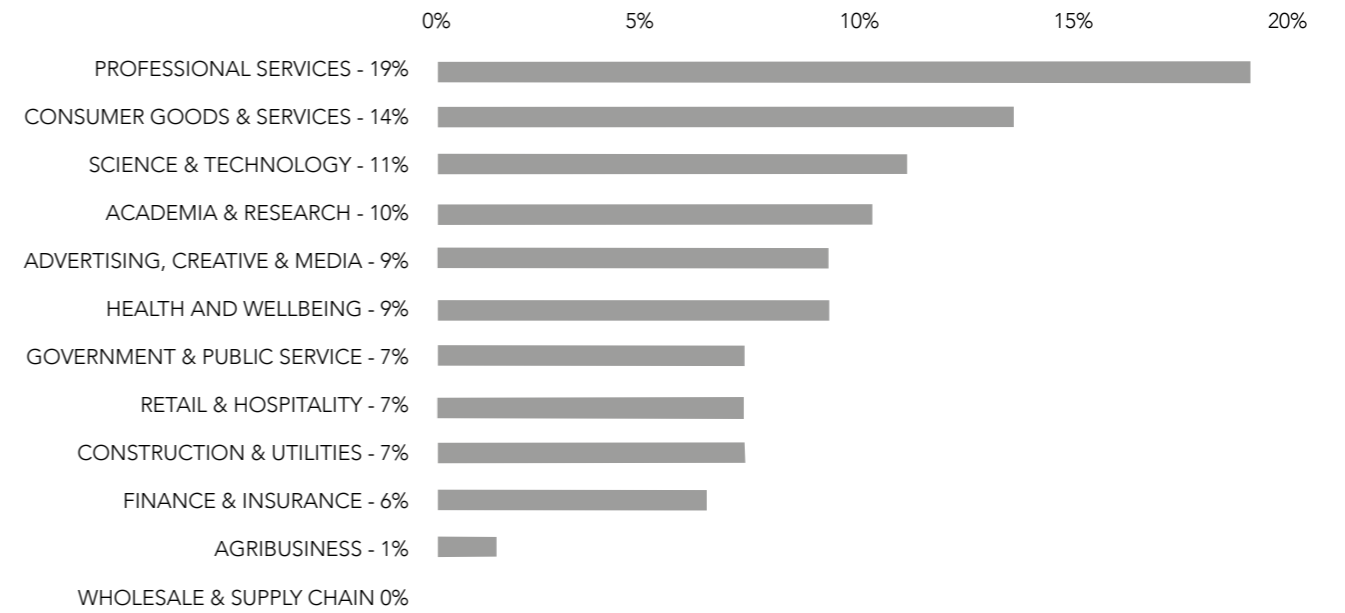
Kea Connect, powered by Xero, introduces Kiwi businesses to a global network of New Zealanders to help them break into new markets smarter and faster.

REGIONAL

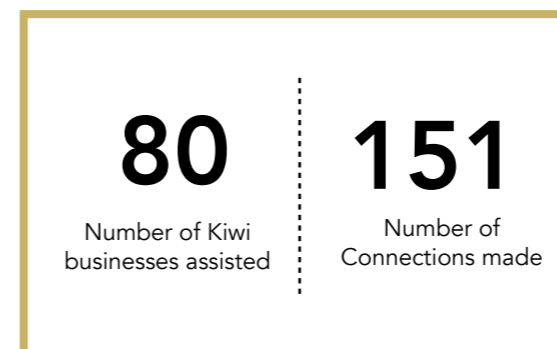
North America - 53 Southeast Asia - 13
 UK/EU - 52 Australia - 13
 China - 18 Japan - 2



SME SECTORS SUPPORTED BY KEA



KEA CONNECT BY THE NUMBERS



13 CONNECTION HIGHLIGHTS: NZTE

VANESSA VITASOVICH

Kea was happy to assist Vanessa Vitasovich, International Business Development Manager at NZTE, with connections to the Beauty and HR & Employment industries in the USA.

As Vanessa manages a Beauty portfolio, she was interested to identify advisors in the beauty, health and wellness space to help broaden her own network. We have connected Vanessa to Aana Lawton, Assistant Vice President at L'Oréal.

Vanessa also wanted to be connected to Kiwis in the HR & Employment industry, who could offer sound and balanced advice for Kiwi to companies looking to employ staff in the USA. Kea connected Vanessa with Jeremy Macleod, San Francisco based Founder of The Search Experience.



NEW ZEALAND RUGBY

As New Zealand Rugby looks to advance the All Black's brand presence in North America, Hannah Lee-Darboe, Consul General and Trade Commissioner, New York recommended New Zealand Rugby's Manager of New Partnerships, Mike Moeahu, speak to Kea for support.

Kea is working with Hannah Lee-Darboe to create a roundtable event with our New Zealand Inc. Partners and World Class New Zealanders to establish opportunities ahead of Mike's planned March visit.



EXPO 2020, DUBAI

Anne Collins, International Market Manager, India, Middle East, Africa at NZTE sought speaker recommendations for World Majlis as part of Expo 2020 Dubai. Specifically, Anne wanted help identifying thought leaders, subject matter experts, and/or emerging leaders in our Kea community who could discuss global trends in: climate, urban development and cities, travel and exploration, Strategic Development Goals, health and wellness, innovation, agriculture and livelihood development, women, girls, and water.

Kea supplied Anne with a list of 39 individuals, including World Class New Zealand Award Winners Privahini Bradoo, Young Global Leader at World Economic Forum, Tony Falkenstein, Founder and Chief Executive at Just Life Group Ltd, Craig Nevill-Manning, Head of Engineering at Sidewalk Labs, Brian Monahan Director of the Namaste Foundation, and World Class New Zealanders Nick Main, Global Managing Partner, Sustainability and Climate Change Services at Deloitte Touche Tohmatsu, Dale Nirvani Pfeifer, CEO and Founder at Goodworld, Sara Clemens, Chief Operating Officer at Twitich and Helen Robinson, Co-Founder and Executive Director at Organic Initiatives.

NZTE Initiatives Supported by Kea	
USA	Kea Partnered with NZTE to host a table at Kia Ora USA's annual Waitangi dinner.
USA	Kea assisted <u>Matthew Petrich</u> , International Business Growth Advisor at NZTE to identify Kiwis in the USA to support a request from one of his clients.
USA	<u>Todd Farnham</u> , Head of Early Stage Tech at NZTE reached out to Kea seeking support finding a speaker for SaaStr. We introduced Tod to <u>Victoria Ransom</u> , Founding Partner at <u>Dare Co.</u>
USA	NZTE's <u>Sasja Smit</u> , Business Development Manager – Private Sector Lead, Canada sought introductions to industry Kiwis in Vancouver. Kea provided Sasja with a list of 25 names.
USA	Kea met with NZTE's <u>John Lacey</u> to discuss his plans for an event with noho in NYC on 5 March. Kea will provide focused and connected guests to make high-impact connections that will benefit noho.
USA	Following a request from <u>Todd Farnham</u> , Kea supplied a list of Kea Members who are currently based in Colorado.
USA	NZTE introduced Kea to Peter Schoni, Founder of Le Café - Open Air Jazz Festival. Kea discussed ways to support their other pop-up festivals globally.
USA	<u>Glen Murphy</u> , LA-based Investment Director at NZTE is hosting a gathering for investors in Sacramento and asked Kea to introduce him to Kiwis in the area. Kea connected Glen with <u>Robert Scott</u> , Personal Banker at <u>Wells Fargo Bank</u> , <u>Mark Phillips</u> , Director of Field Services, <u>AIG</u> , <u>Ann Solomon</u> , Regional Director, Western North America at <u>The University of Auckland</u> .
USA	NZTE's <u>Glen Murphy</u> sought to invite Kea members to join his table at the San Francisco Waitangi Day celebration. Kea connected Glen with <u>Andrew MacLachlan</u> , Manager at Toyota Innovation Hub, <u>Hamish McKenzie</u> , Co-founder of <u>Substack</u> , and <u>Martin Cudd</u> , Interim Trade Commissioner at NZTE.
USA	Kea supported NZTE's <u>Todd Farnham</u> by helping him find a Haka performer for an event in Portland.
UK	<u>Luke MacLean-McMahon</u> , Business Development and Marketing Manager at NZTE contacted Kea, seeking to engage with Kapa Haka Services for an event held in March 2020. Kea introduced Luke to <u>Troy Nathan</u> and <u>John Akurangi</u> of Team Haka.
Europe	Kea promoted the Ireland Embassy Christmas drinks to Kea members in professional services issuing invitations on behalf of the New Zealand Embassy.
UK	Kea met with <u>Adam Bennett</u> , Commercial Advisor at NZTE to discuss Kea's Top 10 Tips for building networks in the UK Tech Sector for NZ Companies entering the market
UK	Kea provided <u>Maria Hellyer</u> , Head of Business Development F&B at NZTE a list of New Zealand Chefs in the UK for Alliance Meat to identify potential advocates and raise awareness of New Zealanders in the sector.
China	Kea met with NZTE to discuss a fundraiser for novel coronavirus in Hubei.

15 CONNECTION HIGHLIGHTS: MFAT



AMBASSADOR BRAD BURGESS

Ambassador Brad Burgess, Ambassador to Ireland at MFAT, wants to create a New Zealand Business Network in Ireland and contacted Kea for help to identify local Kiwis. Kea joined the first planning discussion and has pledged our support for this initiative.

To date, Kea has introduced Brad to leading New Zealanders in business to discuss this opportunity, including Scott Bewley, Director, Managed Services Middle East Europe Africa, at CSG, Jamie Schmidt, Partner at Deloitte, and Sean McNaughten, Managing Director at Primeline Group.



AMBASSADOR ROSEMARY BANKS

NZTE approached Kea for support in arranging meetings between Rosemary Banks, Ambassador of New Zealand to the United States, MFAT, and Kea Members. Rosemary was specifically interested in learning about the North America internship programme and ways MFAT could assist.

On January 15 at the Terrain - Landscape Architecture + Constructed Ecology in New York City, Kea hosted a roundtable with Rosemary and Kea members Sarah Smith, Director of MOKOISM International Strategic Management, Maia Nuku Curator, Oceania at Metropolitan Museum of Art, Stephen Tupu, Founder of Terrain NYC, Victoria Brownlee, former University of Auckland student and United Nations intern and Sophie Roberts, AUT Intern at Terrain New York City.

The group discussed opportunities for tertiary students to seed career prospects within USA-based companies while simultaneously gaining international work experience.

Kea also introduced Ambassador Banks to other Kiwis in New York City, including 2019 World Class New Zealand Award winner Kristen Nevill-Manning, Vice President at Teachers Pay Teachers and Mark D'Arcy, VP Global Business Marketing & Chief Creative Officer at Facebook. Rosemary will meet privately with both Kirsten and Mark as a result of the introduction.

MFAT Initiatives Supported by Kea	
USA	Kea met with <u>Brad Reid</u> , New Zealand Consulate General to Los Angeles, to discuss the LA Sevens and how Kea can support MFAT.
USA	Kea is supporting MFAT by identifying members of the network who can contribute to a forthcoming tech panel.
USA	Kea introduced <u>Brad Reid</u> to the Seattle Seawolves.
UK	MFAT sought nominations for a New Zealand Flag Bearer for Commonwealth Day at Westminster Abbey. Kea suggested Equestrian Sport NZ rider, <u>Samantha Lissington</u> . MFAT has extended an invitation to her.
UK	Kea supported MFAT in the recruitment of a new Visitors & Events role in London, posting the role on the Kea website and sharing the opportunity across our social channels.
UK	MFAT sought guest speaker recommendations for the Cambridge Union. Kea suggested author and screenwriter <u>Anthony McCarten</u> .
UK	Kea issued a letter to Westminster Council, on behalf of UK-based NZ Community Groups, in support of MFAT and the proposed refurbishment of New Zealand House in London.
USA	Kea attended the New Zealand Permanent Mission to the United Nations Waitangi Day celebrations in New York.
USA	<u>Murray Bruges</u> , Deputy Consul General at New Zealand Consulate General, Los Angeles, approached Kea and has been working alongside <u>Casper Klynge</u> , a recently appointed European Tech Ambassador to learn more about their approach to developing tech policies of national relevance. Murray wanted to connect with senior level Kiwis in the tech sector to seek their input and advice. Kea Connected Murray with <u>Divya Dhar</u> , Product Manager – Maps at <u>Google</u> , <u>Lachlan Kermode</u> , Software Lead at <u>Forensic Architecture</u> , <u>Jordan Smith</u> , Co-Founder of <u>Swyft</u> , <u>Catherine Robinson</u> , Head of Technology at the <u>Sister District Project</u> .

CONNECTION HIGHLIGHTS: TOURISM NEW ZEALAND, MBIE

MARK BURT

Tourism New Zealand's [Mark Burt](#), PR Manager Americas, contacted Kea wanting support to plan marketing opportunities to promote sustainability in New Zealand in 2020.

Kea discussed the possibility of hosting a sustainability panel in New York and is in the process of connecting Mark with World Class New Zealanders [Sean Simpson](#), Co-Founder and Chief Scientific Officer at [LanzaTech](#), [Scott Clark](#), Partner at [TAU Investment Management](#), and [Zion Armstrong](#), President adidas North America, [adidas](#).

BRITTANY ROSSI

[Brittany Rossi](#), Head of PR – Americas at Tourism New Zealand, approached Kea wanting to connect with World Class New Zealanders to invite them to share their stories of New Zealand leadership and innovation.

Kea provided Brittany with a list of influential people, including [Mark D'Arcy](#), VP Global Business Marketing and CCO at Facebook; [Greg Foran](#), CEO, Air New Zealand; [Chris Liddell](#), Assistant to the President and Director of Strategic Initiatives at the White House; [Claudia Batten](#), Owner Claudia Batten LLC; [Sam Cheow](#), SVP, Corporate Makeup Innovation & Product Development Chief Product Accelerator at Estee Lauder Companies Inc; [John Bedbrook](#), Vice President at DuPont Agriculture Biotechnology and [Phil Keoghan](#), Television Producer and Presenter.



BIOTECHNZ

Alongside Callaghan Innovation, MBIE is supporting the BioTechNZ conference in San Diego, USA. Kea connected with [Friederike Steinebach](#), Programme Manager – Innovative Partnerships, MBIE, to discuss the ways that Kea can promote the New Zealand Pavillion to relevant World Class New Zealanders, particularly those in science and biotech.

KEA IS PROUD TO SUPPORT

*Our NZ Inc Partners NZTE, MBIE,
MFAT and Tourism NZ both locally*

The outbreak of COVID-19 presented multiple challenges to our global community. Kea focused on helping our community by aggregating quality information from our global partners, leveraging the expertise of people within our network, and reinforcing to businesses that the Kea Connect service is always available to help.

Notable initiatives pioneered and supported by Kea:

Kea partnered with NZTE and 20 New Zealand industry leaders, working in-step with the Prime Minister's Office and Central Command, to understand how the private sector could support the Government. Kea identified members of our World Class Network who could contribute to discussion on the following five areas: public health & pharmaceuticals; technology & entrepreneurship; food security & logistics; financial services & fintech; and operations & legal. Our approaches garnered numerous responses, and connections were made accordingly. We expect to report on the key deliverables of this project in the next report.

Since April, Kea Connect has played an integral role in the delivery of 12 Export Recovery Panel Webinar Series hosted by Katabolt, by providing members of our network who served as expert panelists. The webinars, which commenced in April, had on average 90 views per week and were well-received by industry leaders including NZTE, MFAT, the Treasury, BNZ and ASB.

In the interest of sharing messages of support and unity to Kiwis across the globe, Kea launched the 'Kea Kotahi' campaign, a series of videos featuring well known public figures and members of our global network that were recorded in self-isolation, including [Helen Clark](#), former New Zealand Prime Minister, [Dave Dobbyn](#), Musician, Parris Goebel, Choreographer, Peter Gordon, Chef, and [Dr. Siouxsie Wiles](#), Microbiologist & Communicator.

Getting the right information was key for our network, and Kea worked with our Government partners to collate reliable resources of information that could be easily accessed via our website and social channels. In addition, we distributed a bespoke COVID-19 global newsletter, World Class Newsletter, and a curated newsletter for our connection seeker community.

CONNECTION HIGHLIGHTS: NZTE

As above, Kea partnered with a group of 20 leading New Zealanders including World Class New Zealanders [Rob Fyfe](#) (Air NZ), [Sir Stephen Tindall](#) (The Warehouse), [Vittoria Shortt](#) (ASB), [Sam Morgan](#) (TradeMe) and Public Health [Professor Michael Baker](#), to identify members of the network who could lend their expertise to the Government.

NZTE's [Hannah Lee-Darboe](#), Consul General and Trade Commissioner New York, was Kea's primary liaison with the group. The five areas were broken down into the following categories: hospital/health front-line experience; medical equipment - ventilators; thermal imaging cameras; community testing; health passport/immunisation cards; customer-facing physical operations; financial services; ports; and command centre experience.

Our request for support elicited over 25 responses from Kiwis and friends of New Zealand around the world, including: [Dale Nirvani Pfeifer](#), CEO & Founder, Goodworld; [Dr Natasha Anandaraja](#), Assistant Clinical Professor at Mount Sinai; [Sir Murray Brennan](#), Surgeon, Senior Vice President of International Programs at Memorial Sloan Kettering Cancer Centre; [Professor Christopher Shaw](#), Professor of Neurology and Neurogenetics, King's College London; [Wayne Norrie](#), Director NZTE; [Craig Fenton](#), Director, Strategy & Operations, Google UK and Europe; [Ian Town](#), New Zealand Government's Chief Science Advisor (Ministry of Health); and [Dr Peter Bramley](#), CEO Nelson Marlborough District Health Board.

NZTE Initiatives Supported by Kea

Americas	Vanessa Vitasovich , International Trade Advisor at NZTE, is part of the Los Angeles Business Development Manager team, and sought connections to individuals in the region with expertise in ecommerce and digital consultancy. Kea supplied a combined list of Kea World Class New Zealanders and Kea Members for Vanessa to review.
Americas	John Lacey, North America Business Development Manager at NZTE, sought introductions to individuals at Orange Logic , a digital asset management organisation. Kea provided details for Julia Thompson , Implementation Specialist at Orange Logic.
Americas	NZTE recently appointed four new Business Development Managers in the USA, and as part of their induction program Kea offered to conduct an induction session to cover: what Kea does, our processes, and how Kea can be of value to them in their roles. The session was held on 15 April via Zoom. Great feedback was received.
EMEA	Maria Hellyer , Head of Business Development Food & Beverage/Wine (UK/IRL) at NZTE, sought an introduction to Melanie Smith , CEO of Ocado Retail to discuss possibilities for NZ exporters via the Ocado platform. Kea was able to facilitate the introduction.
EMEA	On 14 May, NZTE's Luke MacLean-McMahon , Business Development and Marketing Manager, organised an Instagram Live cooking promotion with Chef Massimo Bottura, Chef Patron of Osteria Francescana. Kea facilitated an introduction for Luke Monica Galetti , Chef at Mere Restaurant and Josh Emmett , Chef de Cuisine at Rātā Restaurant , to join the session as special guests. Monica and Josh, who were happy to be involved.
APAC	As Glen Murphy transitioned into his new role as Regional Director, Australia Pacific at NZTE, he was keen to understand the depth and breadth of Kea's World Class New Zealand network in Australia. Kea supplied Glen with a detailed list, and Glen will contact Kea for introductions as and when appropriate.

3 CONNECTION HIGHLIGHTS: MFAT & TOURISM NZ

In collaboration with MFAT, [NZ Story](#) and [Creative New Zealand](#), Kea explored ways to enhance public diplomacy in the COVID-19 era, and greater connectivity for offshore Kiwis via a connection portal. In this area, Kea has identified audiences and key personas, and has shared our new website development and various other user journeys. The common hope is the creation of a global community of connected kiwis and friends of New Zealand. This conversation is ongoing, and Kea remains committed to supporting our Government partners and will continue to explore synergies in this area.

MFAT Initiatives Supported by Kea

Americas

[Murray Bruges](#), Deputy Consul General at New Zealand Consulate General, was planning a visit to San Francisco for [Rosemary Banks](#), Ambassador of New Zealand to the United States, [MFAT](#). Murray sought introductions to key Kiwis in the tech sector. Kea introduced Murray to [Catherine R.](#) Head of Technology at [Sister District Project](#), [Jordan Smith](#), VP International Operations & Co-Founder at [Swyft Inc.](#), and [Divya Dhar](#), Product Manager, Google Maps at [Google](#).

Kea worked with [Tourism NZ](#), [NZTE](#) and [NZ Story](#) CEO, [Rebecca Smith](#) on a new global campaign to keep New Zealand top of mind while the country works through recovery plans, and waits for the border to reopen. The campaign centred on New Zealanders sharing messages to the world, and required recognisable New Zealanders who were either based in New Zealand, or who recently returned due to COVID-19.

Kea provided a list of 'potential' talent which included:

[Sam Witters](#), CEO, [Fuzzy Duckling Media](#),

[Peter Gordon](#), Chef/Restaurateur,

[Guy Horrocks](#), Co-Founder, [Solve](#),

[Jenene Crossan](#), Founder, [Powered by Flossie](#),

[Ben Gleisner](#), Co-Founder, [CoGo](#)

[Alastair Carruthers](#), former Chair Allpress Espresso

[Leon & Michelle](#), Co-Founders, [Augusto Group](#)

[David Bell](#), Co-Founder, [Idea Farm Ventures](#)

[Rhys Darby](#), Comedian

[Parris Goebel](#), Choreographer

[Josh Emett](#), Chef

[Karen Walker](#), Fashion Designer

[Sam Neill](#), Actor

[Sir Stephen Tindall](#), Philanthropist

[Sir Ian Taylor](#), Founder [Animation Research Ltd](#)

[Dr Lance O'Sullivan](#), Physician

[Frances Valintine](#), Founder, [Mind Lab](#)

[Andrew Sharp](#), CEO, [Bobux](#)

[Rob Fyfe](#), Businessman

[Peri Drysdale](#), Founder, [Untouched World](#)

[Greg Foran](#), CEO, Air NZ

[Dave Shoemack](#), CMO, [VanMoof & Beachheads](#) Advisor

[Rod Dixon](#), ex Olympian

[Sir Malcolm Grant](#), former Chairman, [NHS](#)

[Pic Picot](#), Founder, [Pics Peanut Butter](#)

[Sir Peter](#) and [Lady Jackson](#), Directors

[Lucy Lawless Tapert](#), Actor, Activist

[Cliff Curtis](#), Actor

[Anna Fifield](#), Bureau Chief Beijing, [Washington Post](#)

[Prof Graeme Le Gros](#), Doctor, Researcher

NEWS THIS QUARTER



MANUKA ESSENTIALS

Managing Director of [Manuka Essentials](#), Manuka Essentials is a premium men's skincare brand. Their products are natural, using East Cape mānuka essential oil as a central component. Part of Managing Director [Callum Armstrong](#)'s larger vision for the brand is to help maintain and grow native forestry in New Zealand. To support this Callum is setting up a charity which will contribute to projects that maintain existing native forests, and projects that plant new ones.

As Callum explored expansion into the UK, he sought to connect with individuals who could advise on market entry and regulations surrounding beauty and skincare products. Callum also sought legal advice from experts in our community who could help him set up a trust deed for his charitable initiative.

Kea connected Callum with [John Alderman](#), Beachheads Advisor Europe at NZTE, and [David Johnston](#), Special Counsel (Tax) at [DLA Piper](#).

“In the wild, keas are bold and tenacious, and these are two of the valuable traits that carry through to Shivana and the team at Kea New Zealand. Over the last 6 months, Kea has supported our journey by connecting us with the right people and always being there for support when we need it. Thanks again - you rock!”

CALLUM ARMSTRONG, MANAGING DIRECTOR, MANUKA ESSENTIALS.

KATABOLT

KATABOLT

Kea played an integral role in the delivery of 12 webinars as part of The Export Recovery Panel Webinar Series, hosted by [Katabolt](#). The series, covering COVID-19 disruption, the future of exporting, and opportunities in trade, required a range of expert panelists who could speak on topics from global export into Asia, to Health & Wellness, and more. [Christopher Boys](#), Founder and Managing Director, sought connections to Kea members who would be suitable panellists.

Kea connected Christopher Boys, Founder and Managing director of Katabolt, to: [Peter Gillingwater](#), CEO at [Newfound](#), [Emma Loisel](#), Co-Founder and Chair of [Volcano Coffee Works](#); [Frank van der Velden](#), CEO of [Touchpoint Group](#); [Rebekah Campbell](#), Co-Founder and CEO of [Zambesi](#); [Warrick Cleine](#), Chairman and CEO of [KPMG](#) - Vietnam and Cambodia; [Jimmy Hayes](#), Co-Founder and CEO of [Minaal](#); [Stu Webster](#), Co-Founder of [pinecone](#); [Royal Reed](#), Managing Director at [Prestige Law](#); [Kenneth Leong](#), Chairman at [ASEAN New Zealand Business Council](#); [Guy Horrocks](#), Co-Founder, [Solve](#); [Mike Hearn](#), Executive Director of [American Chamber of Commerce in New Zealand Inc](#); [Angus Brown](#), Founder of [Ārepa](#); and [Ezel Kokcu](#), CEO & Founder of [Passphere](#).

See [here](#) for their Webinar exploring export recovery in the manufacturing sector, and includes a shout-out to Kea.

Christopher was very thankful for the high-quality suggestions, and speed at which we were able to connect him.

“Since becoming involved in the Export Recovery Series in April, the support that Mel and Tania have provided the Katabolt team has been truly invaluable.

Collaboration with Kea has equipped us with the ability to pivot the series week-by-week so that we cover the hottest, most pressing issues for the New Zealand export ecosystem.

The proactive support of our week-to-week webinar coordination (as well as of our longer-term strategising), leverages the unique power of the esteemed Kea brand and network to secure an amazing panel of industry-leading experts every week! The output of which, is a resource that is agile, impactful and effective in meeting

the needs of the export community during these testing months of C-19, when insights need to be immediate, practical and clear.

The reception of the series has been immensely positive, with recognition coming from the Treasury, NZTE, MFAT, BNZ, ASB, as well as a host of other industry leaders.

We are excited to work with Kea as we build our momentum into the next phase of the series; introducing longer-form, storytelling interviews. Delighted to keep this collaboration going!”

- CHRISTOPHER BOYS, FOUNDER AND MANAGING DIRECTOR OF KATABOLT.



MILTON INNOVATIONS

[Milton Innovations](#) has produced the Pop Top, a drinking innovation that eliminates the need for straws while also re-shaping the ‘to-go’ drinking experience. The Pop Top is made from fully recyclable materials, features a tight seal and is suitable for both cold and hot beverages. Ready to take on new markets, Founder [Jason Wood](#) sought connections in the USA who could help him identify prospective manufacturers and retailers. Jason also wanted to connect with procurement, innovation, and marketing contacts for well-known retail chains in the USA.

Kea introduced Jason to [Richard Shirtcliffe](#), Co-CEO of [Noho](#), [Kat Hellyer](#), Co-Founder of [pinecone](#), [Stuart Webster](#), Attorney at [Stu Webster](#), [Jacob Briars](#), Global Advocacy Director at [Bacardi](#), [Ryan Bennett](#), Director of Sales at [DCL Logistics](#), and [Shane Grant](#), Executive Vice President & CEO, North America at [Danone](#).

“I caught up with Rich yesterday, and we had a great chat about many things, but mainly a great, in-depth convo around sustainable design!

He has kindly offered to help me flesh out a new initiative that we’ve been busy developing for New Zealand’s recycling stream.

Thanks again for your assistance in making these connections for me - you have been so helpful.”

- JASON WOOD, FOUNDER, MILTON INNOVATIONS.



AREPA

[Ārepa](#) is an award-winning New Zealand brain food technology company, hailed as New Zealand’s #1 Nootropic Brain Drink. Clinical research at the University of Auckland has proven that their formula can increase mental clarity under moments of pressure and stress.

With rapid New Zealand sales since launching two years ago, Founder [Angus Brown](#), is exploring distribution channels into the USA. He wanted to speak with experts in this space, and sought assistance from Kea.

Kea introduced Angus to [Shane Grant](#), Executive Vice President & CEO, North America at [Danone](#), and [Jane Upritchard](#), Global Director of Nutrition, Health & Well-being at [Compass Group](#).

“I spoke with Shane just as COVID was forcing global lockdown and unknown to me he was moving from Coke to Danone as the new CEO! We’ve kept in touch and I plan on connecting with him when we have our feet firmly planted in the US.

The Kea connections have been great and I will keep you posted on any major developments when they arise.”

- ANGUS BROWN, FOUNDER, ĀREPA.



COMPOSTIC

Compostic has developed home compostable cling wrap and packaging bags. Their mission is to rid the world of unnecessary non-compostable household plastic waste, with their products designed to break down completely in just 12 to 24 weeks.

Now on shelves across New Zealand, Founder and CEO [Jonathan Reed](#) is ready to expand into new markets. He sought advice from Kea on how to introduce his product into Australia, USA and the UK.

Kea introduced Jon to [Pic Picot](#), CEO and Owner of [Pic's Peanut Butter](#), [Wade Gillooly](#), General Manager of [ABE's Real Bagels](#), [John Alderman](#), Beachheads Advisor Europe at NZTE, [Alexandra McDonald](#), Head of Sustainable Business & Communications - Home Beauty Personal Care Division ANZ at [Unilever](#), [Roman Jewell](#), CEO and Founder of [Fix & Fogg](#), and [Ben Gleisner](#), CEO and Co-Founder of [CoGo - Connecting Good](#).

"I had a good chat with John the other week, he was very helpful and gave me some things to think about for sure."

Wade was also really helpful in dealing with retailers in Australia and gave me a lot more confidence in the market. He was kind enough to give up a good 2 hours of his time which was nice."

Roman was really helpful with Amazon too - the media makes the story out to be an overnight success, but he gave me good insight into the struggle they went through for two years before being successful in the channel - trial and error it sounds like!"

I've got my chat with Pic booked in for next Tuesday as well which should be interesting!"

Thanks again for those intros."

- JONATHAN REED, FOUNDER & CEO OF COMPOSTIC.



FEB-JUNE
2020

GLOBAL OPPORTUNITIES

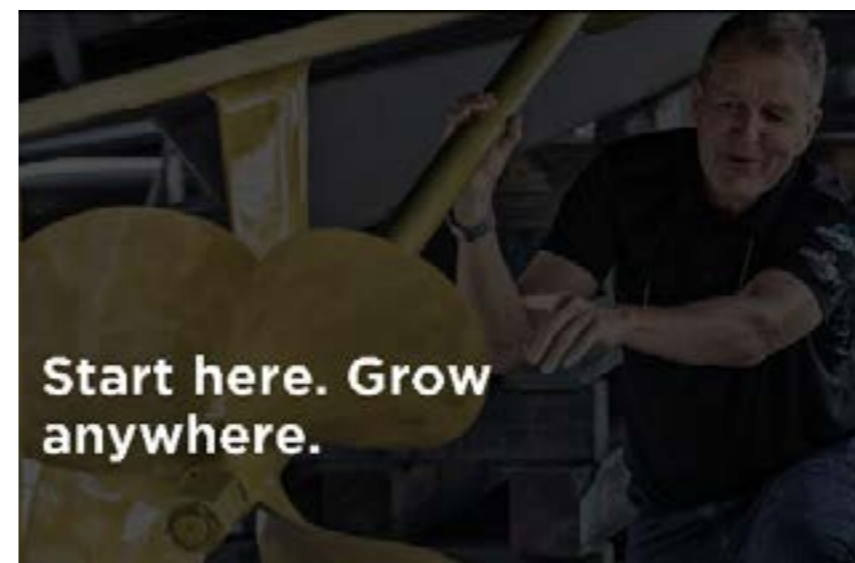
Kea's thriving jobs board is a portal for our Government partners to promote roles here and around the world. Since February Kea has posted 7 roles.

7 Number of government roles posted



NZTE

- Regional Marketing & Communications Consultant, Singapore
- UX/UI Designer, New Zealand
- Lead Generation Specialist, G2G, New Zealand
- Full Stack Developer, New Zealand
- Digital Analyst, New Zealand
- Commercial Manager, G2G - Education, New Zealand
- Manager, Board Governance, New Zealand





SHARESIES

KEA HELPED SHARESIES with their go-to market approach as they explored entry into Australia.

Sharesies is a millennial focused investment platform that uses simple language, and aims to make investing more accessible to everyone. [Sonya Williams](#), Co-Founder and Director, realised the branding and marketing strategy employed for their New Zealand market didn't resonate with the Australian market. She wanted to understand how they could market the platform to millennials in Australia without losing their brand identity. Sonya also sought guidance on how they could get approval to trade in Australia. Their Customer Manager at NZTE, [Fiona McCullagh](#), contacted Kea for help.

Kea introduced Sonya to [Jess Ellerm](#), CEO and Co-Founder of [Zuper Superannuation](#), [Aroha Blake](#), Founder & Director of [ETradingGroup](#), and [Holly Knill](#), Group Director, IP and Content Products at [Foxtel](#).



CHAMPION FLOUR

[KAY GRAY](#), National Sales Manager at [Champion Flour](#), wanted to better understand the West Coast artisan bakery market in the USA, and wanted help identifying businesses baking with sprouted grains, ancient grains and European style breads. Their Customer Manager at NZTE [Erin Maher](#) contacted Kea seeking suitable connections.

Kea supplied Erin with the following Kea members to discuss with Kay: [Erin Clarkson](#) [Cloudy Bakery](#), [Guy Horrocks](#), Investor of [Butler Bakery](#), [Andrew 'Stan' Stanisich](#) – Partner at [Two Guns Espresso + Kitchens](#), [Jordan Rondel](#), Founder of [The Caker](#).



NUI

[NUI HAVE DESIGNED](#) and developed a digital trading platform and online marketplace for the primary industry commodity trading sector. Nui simplifies the sales process between sellers and buyers, and provides a range of trading options including tenders, marketplace, and private offers.

As [Ashley Honey](#), Senior Vice President - Americas, struggled to penetrate the USA market, he sought introductions to people in the industry who could assist. [John Lacey](#), North America Business Development Manager at NZTE, reached out to Kea for suggestions.

Kea introduced John to [Scott Graham](#), COO at [Hilmar Cheese Company, Inc.](#), [James Wilde](#), Business Development Manager at NZTE, and [Mark Simpson](#), Sales Director at [Fonterra](#).



MELODICS

[MELODICS ARE A SAAS COMPANY](#) which provides gamified training for Musicians. Melodics is moving toward a business-to-business model and [Sam Gribben](#), Founder and CEO, sought industry connections who could advise on how major label music licensing operates in the USA. Sam was particularly interested in speaking with individuals at [Universal Music Group](#). [Martin Cudd](#), Acting Trade Commissioner at NZTE reached out to Kea for help.

Kea supplied a list of seven profiles for consideration: [Amy Matusek](#), VP at [Universal Music Group](#); [Justin Warren](#), Music Executive at [Universal Music](#); [Daniel Dinsenbacher](#), Digital Marketing Manager at [Universal Music Group](#); [Tonya Puerto](#), VP, Film & Television at [Universal Music Group](#); [Brent Hansen](#), Governor at the [Southbank Centre](#); [Jamie Todd-Brown](#), Global Brand Partnerships Intern – [RCA Records](#) at [Sony Music Entertainment](#); and [Tim Youngson](#), Founder of [Fatboy](#).



AMBIT

THROUGH NZTE'S CUSTOMER MANAGER [Shannon Thomas](#), Kea was introduced to [Josh Comrie](#), Founder of [Ambit](#), to help [Ambit](#) understand buying behaviours in Australia.

Ambit is an intelligent conversational AI platform, designed to allow for natural, realistic and responsive chat experiences for businesses. With their recent launch into Australia, Josh has struggled to engage with the financial services sector and wanted to speak with individuals who could help him understand buyer behaviour in the industry.

Kea connected Josh with [Pip Marlow](#), CEO for ANZ at [Salesforce](#).

"..she was super pleasant and a very capable operator clearly, our ecosystems overlap and we will keep in touch - so a very helpful person to have in the network."

Thanks again."

- JOSH COMRIE, FOUNDER, AMBIT.



BEPURE

BEPURE IS A scientific wellness company founded by leading clinical nutritionist, [Ben Warren](#). BePure produces a range of nutritional products and provides a clinical consulting service.

As they focus on their Australian launch strategy, BePure is struggling to tailor their value proposition and messaging for an Australian audience. BePure specifically sought to learn what platforms, blogs, and influencers are in this space and how to target them. [Erin Maher](#), their Customer Manager at NZTE, contacted Kea for help.

Kea suggested the following individuals: [Julie Suckling](#), Co-founder & Director at [Love That Product Pty Ltd](#); [Bella Katz](#), Advisor (Consumer Retail) at NZTE; [Samuel Hill](#), Founder and Managing Director of [Antimony](#); [Georgia Tyndale](#), Director at [jac + bean](#); and [Sophie Muir](#), Founder and Director of [Maven PR](#).



HIVEMIND

HIVEMIND PRECISION APICULTURE is a Christchurch-based apiculture company whose products allow beekeepers to remotely monitor their beehives using a wireless satellite hub, providing clarity around pollination and insight into the strength and effectiveness of the hives.

Hivemind's Relationship and Sales Manager [Victoria Wolfe](#) wanted to speak to individuals in the Almond Farming industry in the USA, particularly growers who would be open to discussing their pollination processes and what information they would find helpful to ensure a successful pollination season. [Rochelle Gainer](#), Head of Agriculture Technology at NZTE, sought assistance from Kea.

Kea introduced Victoria to [Nick Wheeler](#), Co-Founder and Managing Director at [Samirand Ventures](#), and who used to work with the Almond Board of California.



GREENSTONE TV

FOR AN UPCOMING VISIT to Los Angeles, [Rachel Antony](#), CEO of [Greenstone TV](#), wanted to connect with Kiwis based in the region who are in the entertainment industry. Greenstone's NZTE customer manager, [Shannon Thomas](#), asked Kea for suitable connections.

Greenstone TV creates and produces factual entertainment & drama content for New Zealand and Australian networks, and is the largest independent producer of this content in Australasia.

Kea supplied a list of suitable members for Rachel to connect with, including: [Simon Court](#), Head of Global Diversity and Inclusion Strategy at NZTE; [Sarah-Jane George](#), freelance Actor; [Deborah Climey](#); [Amine Ramer](#); and [Mary-Lyn Chambers](#).

ORGANIC BIOACTIVES

DEVOTED TO MODERN SKINCARE SCIENCE, [Organic Bioactives](#) is pioneering the next generation of certified organic cosmetic and nutraceutical bioactives. Through traditional harvesting methods, they have taken native marine and land bioactives and produced raw materials that can be used to add a supreme level of certified organic anti-ageing, antioxidant, and moisture binding to cosmetic products.

A unique product in the New Zealand market, [Andrea Taimana](#), Co-Founder, is exploring distribution opportunities in the USA. [Brittany Teei](#), Board member of Organic Bioactives and Business Advisor for Maori Business at [ATEED](#), engaged Kea to assist.

Kea connected Andrea to [Liz Oliver](#), Director of ALTO Capital and [Ryan Bennett](#), Director of Business Development at [Farrow](#).

Kea connected Andrea to [Liz Oliver](#), Director of ALTO Capital and [Ryan Bennett](#), Director of Business Development at [Farrow](#).



FINGERMARK

TODD FARNHAM, Head of Early Stage Tech at NZTE, required assistance in the quick service restaurant sector on behalf of his customer [Fingermark](#). Kea introduced Todd to three experts in our community who could help.

Fingermark is a tech company that designs and delivers speed of service solutions across the quick service restaurants, retail, airline and oil & gas industries. [Nathan Cables](#), Head of Global Market Success, sought to grow his connections in the quick service restaurant industry. Todd reached out to Kea for help.

Kea suggested Nathan connect with [Shane Grant](#), Executive Vice President & CEO, North America at [Danone](#), [Scott Graham](#), Chief Operating Officer at [Hilmar Cheese Company Inc](#), and [Alistair Hulbert](#) - Chief Operating Officer at [Total Produce USA](#).

"Thank you so much for your help!"

- TODD FARNHAM, HEAD OF EARLY STAGE TECH, NZTE.



StockTrim

STOCKTRIM

WITH A PRESENCE IN Australia and New Zealand, Stocktrim provides a unique smart inventory forecast, helping businesses drastically improve how they manage their supply chains. Their platform integrates with the likes of Unleashed, TradeGecko, and Shopify. As they set up to accelerate growth in the UK, Co-Founder Dominic Sutton wanted to connect with people who have successfully tried and tested strategies that optimise conversion rates for B2B SaaS businesses in the region. Their Customer Manager at NZTE, Adeline Giacometti, contacted Kea for help.

Kea introduced Dom to Jamie Hershon, Co-Founder and Director of 3D Growth and Antony Crayk, Channel Controller at Biotiful Dairy Ltd.



MISH GURU

MISH GURU IS A software platform that schedules and analyses Instagram and Snapchat stories, enabling users to drive follower growth, optimise their content, and increase engagement.

John Lacey, North America Business Development Manager at NZTE, wanted to identify and connect with companies in the USA that strategically align with Mish Guru. Kea was asked to assist.

Kea supplied a list of 12 contacts for consideration: Mark D'Arcy Vice President Global Business Marketing and Chief Creative Officer at Facebook; Hania Yrani, Product Operations Manager at Facebook; Craig Fenton, Director of Strategy and Operations at Google; Raphael Winick, Assistant General Counsel at The Walt Disney Company; Justin Warbrooke - CFO, Direct to Consumer and Int. at The Walt Disney Company; Greg Rumney, Regional Director, Global security Operations, APAC North at The Walt Disney Company; Kirsty Traill, VP Client Advocacy, at Yext; Adam Walls, Senior Key Account Manager at Meltwater, Alister Freese, Enterprise Account Executive at Thoughtspot; Adam Criscillo, Director Of Special Projects - ViacomCBS Catalyst, at ViacomCBS; and Nicki Dreyer - Creative Director Entertainment Brands at ViacomCBS.



ONGUARD

ONGUARD PROVIDES ENGINEERED SOLUTIONS to protect liquid storage tanks from earthquake damage and loss. Will Lomax, Director of ONGUARD, and his team are researching industry verticals in seismically active areas and sought market connections to help them better understand needs in the oil & gas, water, beer, spirits and dairy sectors in the USA. Matthew Petrich, Business Growth Advisor at NZTE reached out to Kea on Will's behalf for assistance.

Kea provided Matthew with a list of Kea members for Will to consider: S.P "Chip" Johnson, President and CEO of Carrizo Oil & Gas Inc; Peter O'Callaghan, Independent Oil & Aviation Professional; Grant Kreft, VP, Business Development at SS&C Technologies; Hilary Dussing, Independent Oil and Gas Consultant; Greg Manning, Chief Consulting Engineer at GE Renewable Energy; Roop Bhullar, CFO at Crius Energy, LLC; Bob Andrew, Senior Data Analyst at Gulf Energy Information; and Nigel Lander, Global Automation & Process Control Project Development Lead at ExxonMobil.



FOOD NATION

FOOD NATION IS A sustainability focused organisation that creates plant-based food. They are currently finalising their product for launch in New Zealand, while concurrently planning entry into the USA. Josephine Lambert, Co-Founder, was struggling to identify machinery that could be optimised for processing vegetables. Matthew Petrich, Business Growth Advisor at NZTE, reached out to Kea wanting help to identify people in the vegetable processing sector in the USA.

Kea connected Matthew with Robert Beausire, President at KaiNutra LLC.



INNOVATIVE TRAVEL

INNOVATIVE TRAVEL IS A luxury travel company that offers a mix of tours and travel experiences across a number of global destinations. As Founder Robyn Galloway explores the USA market, she sought introductions to relevant New Zealanders and people in the museum industry, who could offer guidance on brand positioning and growing brand presence in the destination travel industry. Their Customer Manager at NZTE, Sinead Cahill-Fahey, contacted Kea for assistance.

Kea introduced Robyn to Ezel Kokcu, CEO & Founder of Passphere, Keith Flamank, President of Kiwis in LA, and Lesley Tilley, Founder & CEO of Kia Ora USA.

SME CONNECTIONS BY REGION

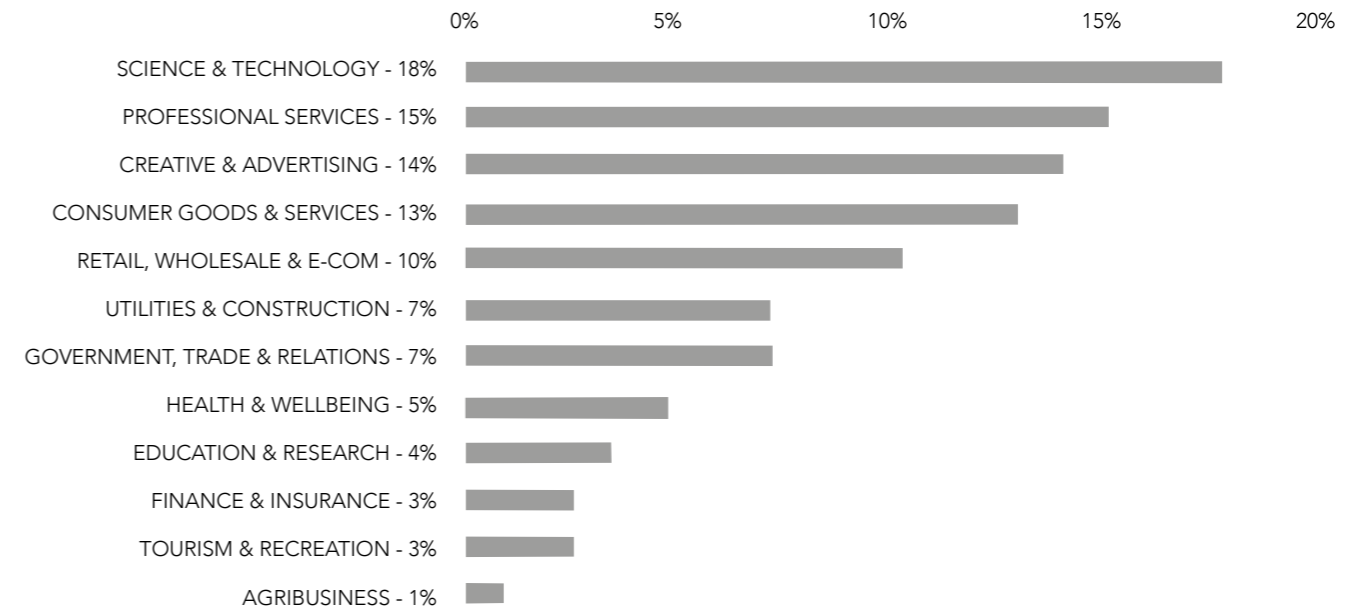
Kea Connect, powered by Xero, introduces Kiwi businesses to a global network of New Zealanders to help them break into new markets smarter and faster.

REGIONAL

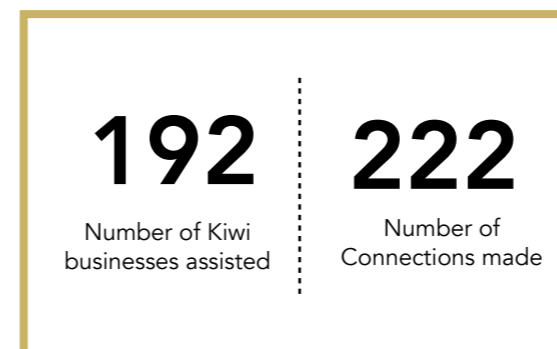
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SME SECTORS SUPPORTED BY KEA



KEA CONNECT BY THE NUMBERS



SME CONNECTIONS BY REGION

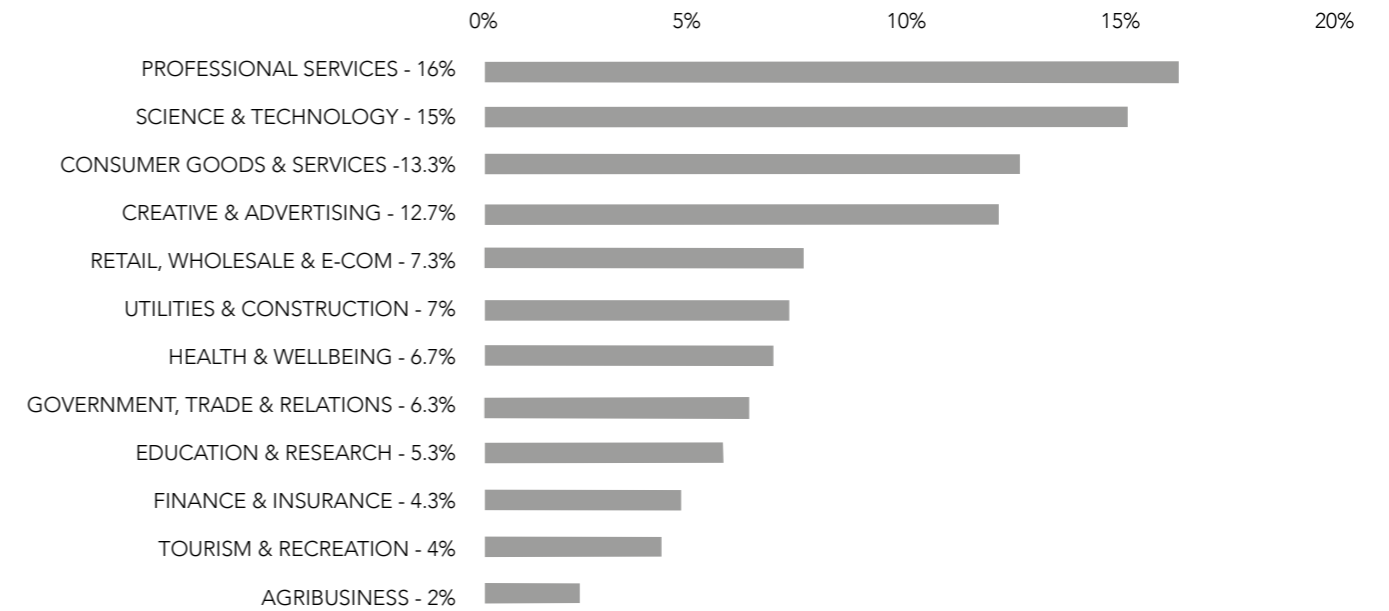
Kea Connect, powered by Xero, introduces Kiwi businesses to a global network of New Zealanders to help them break into new markets smarter and faster.

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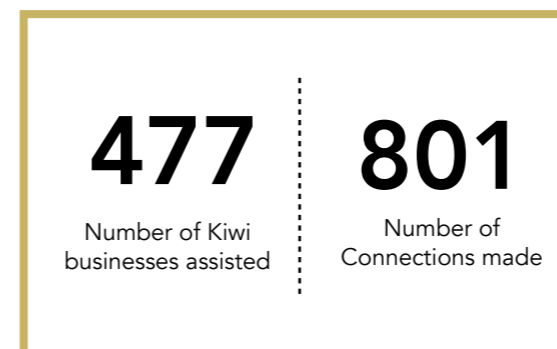
Americas - 277 EMEA - 247 APAC - 270



SME SECTORS SUPPORTED BY KEA



KEA CONNECT BY THE NUMBERS



HIGH IMPACT KIWIS 2020

KeaNZ Limited // 2020

KEA GLOBAL NETWORK

TOP 1000 HIGH IMPACT KIWIS 2020

Kea stewards a global network of Kiwis doing amazing things around the world. This is an appendix document to the Quarterley Report Feburuary 2020. Included is a list of the top 1000 high impact Kiwis selected from the Kea network.

Click on underlined members names to view their LinkedIn profiles or Wikipedia pages.



HIGH IMPACT KIWIS 2020

KeaNZ Limited // February 2020



EUROPE, MIDDLE EAST AND AFRICA

Name	Job Title	Organisation
Andrew Donaldson	Founder	Hawkesbury Estates
Jeff Tyler	Chef	Streamfocus
Janine Manning	Director	Crimson Education
Blair Turnbull	Managing Director, Digital and Retail, UK and Interational	Aviva plc
Nick Evans	Skills and Off the Ball Coach	Harlequins Rugby Club
John Shen	Co-Founder	Xencio
Jono Macbeth	Sailing Team Manager	Ineos Team UK
Anthony Romano	Chief Executive Officer	Church Footwear
Sean Preston	Global Client Director, Revolut	Visa
Will Katene	Senior Lecturer in Education	University of Exeter
Amanda McLaren	Brand Ambassador	McLaren Global Partners
Matt Hickey	CEO	Intacare International Limited
Liam Malone	ONZM	
Kirsten Gilmour	Owner / Head Chef	The Mountain Cafe
Sean Fitzpatrick ONZM	Chairman	Laureus
Ngairé Woods	Professor of Global Economic Governance	Oxford University
Joan Murphy	Director	FRAME
Katie Sadleir	General Manager, Women's Rugby	World Rugby
Finola Dwyer	Film Producer, Owner	Wild Gaze Productions
Zinzan Brooke	Group Chief Executive Officer	Number 8 Recruiting (NZ) Ltd

Name	Job Title	Organisation
Andrea Price	Founder	a step back
Angela Kearns	Partner	Clifford Chance LLP
Dariusz Adamiuk	Senior Advisor	EISER Infrastructure Partners LLP
Brendan O'Toole	Director	LOOKIIMEDIA
Bridie Hall	Director	Bridie Hall at Home
Craig Fenton	Director Strategy & Operations, Google UKI	Google Inc.
Brigid Inder OBE	Leader & international expert on gender justice, women's rights, peacebuilding	Freelance Consultant
Rao Bhamidimarri	Vice President (Development)	London South Bank University
Melanie Smith	CEO	Ocado
Genna Elvin	Co-Founder & CTO	Tadaweb
Hamish Brown	Chief Executive Chef	ROKA
Sinclair Stockman	Honorary Consul	New Zealand Consul Northern Ireland
Nathan Jang	Commercial Manager	Fonterra Co-operative Group Limited
Greg Win	VP, Finance	The Trade Desk
Tim Giles	Partner	Independent Finance and Economics LLP
Lucy Ritchie	Partner	Vestra Wealth
Veronique Cremades-Mathis	Global Head of Food	Nestle Global
Owen Eastwood	Partner	Lewis Silkin LLP
Stuart Giovanoli-Campbell	Regional Manager UK & Europe	Wagner
Jain Hook	Independent Director	Virgin London Marathon

Name	Job Title	Organisation
Timothy Fogarty	Beachheads Advisor	New Zealand Trade and Enterprise
Sarah Macdonald	Founder/Director	MAKE Productions
Rob Lynch	Commercial Director	The Professional Cricketers' Association
Storm Uru	Fund Manager	Liontrust Asset Management PLC
John Fulton	Interim Group Treasurer	Kantar
Paddy Austin	Associate Managing Consultant	FGI
Emily Shorvon	CEO	Phantom
Craig Hudson	Managing Director	Xero
Miles Kirby	Managing Director	Caravan Restaurants
Janet Wilson	Director of Research, School of the Arts	University of Northampton, UK
David Booth	Entrepreneur / Investor / Startup Growth & Operations	On Deck
Brett Avery	Managing Director	Farplants Sales Ltd
Hilary Alexander	Fashion Director	The Daily Telegraph
Melanie Brown	Director and Founder	The New Zealand Cellar
Dennis Reid	Chairman & CEO	Retail Performance Specialists
Stefan Focas	Founder and Managing Director	Stepping Stone Limited
Michael Stanton-Jones	Director	Unite Technologies Ltd
Jeremy Monsen	Principal Psychologist	Monsen + Associates
Warren Allen	President	International Federation of Accountants
Jason Diggs	Managing Director	Anglo Pacific World Moving

Name	Job Title	Organisation
John Edginton	Co-Founder & Executive Director Operations	East2 Technology Ltd
Carl Reaich	Ambassador to the European Union and NATO	New Zealand Ministry of Foreign Affairs and Trade
Michael Walling	Artistic Director	Border Crossings
Griff Williams	Chief Investment Officer and Co-Founder	Milltrust International
Stuart Kershaw	Director	In The Dark Productions
Emily Wolfe	Painter, Artist	
David Galetti	Head Sommelier	Le Gavroche
Francis Reid	Policy & Advocacy Manager	Fonterra Co-operative Group Limited
Mark Hamilton	Senior Lecturer - World Stages (Non-Western Practice)	Regent's University London
Gerry Gilmore	Professor	University of Cambridge
John Adank	Ambassador - World Trade Organization (WTO)	New Zealand Ministry of Foreign Affairs and Trade
Tama Muru	Producer	BBC Worldwide
Rebecca Hobbs	Development Executive	CAKE Entertainment
James Kerr	Founding Partner	Chalk Projects
Michel Georgin	Business angel & member	Ecole Polytechnique foundation
Joanne Rogers	Managing Director	Prowse & Company Ltd
Alisa Lockwood	Head of Europe	Axis
Rebecca Cox	Principal Policy Adviser	Local Government Association
Stephen Chan	Professor	SOAS, University of London
Mary MacLeod	COO, Global Banking	HSBC

HIGH IMPACT KIWIS EUROPE, THE MIDDLE EAST & AFRICA

Name	Job Title	Organisation
Nick Batchelor	Director & Director of Sales	Lynx UK Ltd
Peter Mandeno	Founder	dotworks.co
Scott Bewley	Director of Managed Services (EMEA)	CSG International
Mandy Buck	Head of Strategic Programs, Global Talent Acquisitions	RELX
Mark Robinson	Chief Executive officer	Commercial Bank International
Janene Madden	Chief Executive Officer	The London Bridge Hospital
Richard Bohmer	Senior Visiting Fellow	The Nuffield Trust
Corey Baker	Founder, Artistic Director	Corey Baker Dance
John Gower	Principal	BlueDeuce Advisors
Shelley Atkin	Film Producer	Lair the Movie
Pania-Rose Ward	Director	Matariki Network of Universities (MNU)
Paul Gough	Managing Partner	Star Capital Partners Limited
Nigel Rutherford	Director	Thorndean Consulting
Stuart Norris	International Sales Director and co-Founder	Magic Memories Group
Joanna Dumont	Head of Strategy and Insights	Danone
Charlotte Averdiek	Business Consultant - Food & Drink	Independent Consultant Network Limited
Peter Bale	President	The Global Editors Network
Simon Denny	Artist	
Heikki Hansen	Team Leader	DNV
Joanna Alpe	CEO / Co-Founder	Makelight Interactive

Name	Job Title	Organisation
Tracey Dynan	Head of Finance - Disney Destinations International (UK)	The Walt Disney Company
Juergen Schulz	Senior Electronics Engineer	Systems Design and Product Development
Michael Swain	Ambassador to Spain	New Zealand Ministry of Foreign Affairs and Trade
Leon Walker	Business Developer	Hudevad Radiator Design
Richard Carey	Development Adviser, Consultant, Facilitator	consultant
Pip Jamieson	Founder	The Dots
Warwick Hill	Ambassador & Tech Innovation Advisor	Chelsea and Westminster Hospital NHS Foundation Trust
David Godwin	Director Finance and Operations	Whitgift School
Penny de Valk	Associate Director	Equiteq
Carl Dawson	Portfolio Manager	Independent Consultant Network Limited
Bharti Parsotam	CEO	Little Island Ltd
Lawrence Wilkinson	Senior Developer	LzLabs GmbH
Kate Hersov	Co-Founder and Chief Medical Officer	Jumo Health
Andrew Gartshore	Investor and Senior Advisor	Thames Private Investments LLP
Mike Stone	Non Executive Director	bpost
Brian Wickham	Managing Director	B & A Wickham International Ltd
Steve Wellington	Senior Consultant	Churchgate Partners
Tim Apatu	Consultant and Managing a Property Development Project	Self Employed
Tim Sturm	Partner	Harwood Private Equity
Michael Reason	Advisor	Field Court Chambers

Name	Job Title	Organisation
Pete Hart	Group Operations Director	Number 8 Recruiting (NZ) Ltd
Mike Rann	Professor, Policy Institute	King's College London
Adrian Sainsbury	Banking Division Managing Director	Close Brothers
Duncan Sandlant	Managing Director	Esportif International
Nicolas Smith	Head of Department, Biomedical Engineering, Professor	Kings College London
Mark Warner	Professor	Cavendish Laboratory
Ray Webster	ex CEO	easyJet Airline Co. Ltd.
Tim Burstein	Professor of Materials Chemistry and Corrosion	University of Cambridge
Andrew Cameron	Professor, School of Physics & Astronomy	University of St Andrews
Leighton Cassidy	Partner	Field Fisher Waterhouse LLP
Louise Chunn	Founder	Welldoing Ltd
David Cocker	Senior Partner	MDC Partners
Mike Darcey	Chief Executive	News International Limited
Andrew Dent	CEO and Founder	Family Traveller
Erik Dijkstra	Beachhead Advisor, Europe	New Zealand Trade and Enterprise
Graham Eklund	QC	4 New Square
John Bache	Managing Director	VIM Group
Richard Bardgett	Professor of Ecology	The University of Manchester
Dean Brettschneider	CEO	Global Baker
Paul Stokes	CEO	Prevalent AI

Name	Job Title	Organisation
Dale Murray CBE	Non Executive Director	Xero
Julie Maxton	Executive Director	Royal Society of NZ
Dick Bennetts	Managing Director	West Surrey Racing Ltd. (WSR)
Joe Middleton	CEO & Chairman	PlayerLayer
Jennifer Mowat	Vice President - Digital Technology	Electrocomponents PLC (RS)
Dominic O'Connell	BBC Radio 4 Presenter	BBC Radio
David Paterson	Professor of Cardiovascular Physiology	Merton College, Oxford
Gary Paulin	Global Head of Integrated Trading Solutions	Northern Trust
Craig Penn	Lead Animator	Weta Digital
Amie Peters	Senior Marketing Consultant	Tamarus Consulting
Roger Porsolt	President	Porsolt
Grant King	Director; ex-Kea Chair, Netherlands	Oceania Development Group
Alan Gibbs	Founder	Gibbs Technologies
Veere Grenney	Interior Designer & Owner	Veere Grenney Associates
Euan Harkness	Vice Chairman	Barclays Bank Plc
Michael Harte	Head of Trade Products - Europe	Standard Chartered
Nick Brown	Director Marketing Sales and Strategy	FIFA
Victoria Main	Chief Executive Officer	Cambre Associates
Ivor Wells	Consultant	Independent Consultant Network Limited
Forbes Elworthy	Founder & CEO	Craigmore Sustainables LLP

HIGH IMPACT KIWIS EUROPE, THE MIDDLE EAST & AFRICA

Name	Job Title	Organisation
Ian Schenkel	VP EMEA	Flashpoint
Peter Methven	Director	Latitude 52
Mark Wade	Beachhead Advisor, Europe	New Zealand Trade and Enterprise
John Gamble	Geology	University College Cork, Ireland (UCC)
Nigel Gaymond	Global Life Sciences Corporate & Business Development Expert	consultant
Sue Graham	Head Sommelier and Head of Training	Granger and Co
Samantha Lissington	Equestrian Sport NZ Team Member	Equestrian Sports New Zealand
Michael Kelly	Prince Philip Professor of Technology, Department of Engineering	University of Cambridge
Michael Leach	Managing Director	MAJL Ltd
Jonathan Lemalu	Opera Singer	
Owen Mackney	South East Assurance Leader	PwC
Tim Martin	Owner	JD Wetherspoon
Quentin Maxwell-Jackson	Managing Director	Kewemjay Ltd
Ian McKellen	Actor	
Dennis McNamara	Former Special Envoy to the Kosovo	UNHCR
Anthony Paul	Landscape Designer	Anthony Paul Landscape Design
Rob Armstrong	Managing Director	ZX Partners Limited
Sam Woods	Deputy Governor	Bank of England
Andrew Bosomworth	Head of Portfolio Management, Germany	PIMCO
Tanja Bueltmann	Professor in History	Northumbria University

Name	Job Title	Organisation
Jospehine Van Lierop	Principal Lawyer, Employment Law	Slater + Gordon
David Rodin	Senior Research Fellow	University of Oxford
Carolyn Pearce	Managing Director	M&G Investments
Jim Brown	International Advisor	Self Employed
Ben Clarke	Project Delivery Manager	Burton's Biscuits (UK)
Liz Calder	Publisher, Founding Director	Bloomsbury Publishing
Paul Cloke	Professor of Human Geography	University of Exeter
Maurice Conti	CEO	Applied Intelligence
Shane Frith	Founder & CEO	Covered
Charles Nolan	CEO	Focus East
Damien Fletcher	Senior Project Manager	Mace International Ltd
Pete Veal	Senior Programme Delivery Manager	Musanada
Anita McNaught	broadcaster, journalist	Al Jazeera
Sarah Lockie	Senior Vice President	DP World
Sarmad Al-Khudairi	Director New Business & Strategy	McConnell Dowell
Patrick Sullivan	Group Chief Financial Officer	Emirates NBD
Clinton Brown	Director of Dairy Division	Hakan Agro DMCC
Christopher Chandler	Vice President Financial Services	Emirates Group
Gary Chapman	President Group Services & dnata,	Emirates Group
Jon Cimino	MD	Dubai Financial Group

HIGH IMPACT KIWIS EUROPE, THE MIDDLE EAST & AFRICA

Name	Job Title	Organisation
Suad Alhalwachi	Managing Director	Education Zone FZLLC
Anil Hira	Regional Director, India	Buro Happold
Greg Sang	Project Director Burj 2020 District	DMCC (Dubai Multi Commodities Centre)
Gillian Mellisop	UNICEF Representative to Ethiopia	UNICEF
Donald Cowan	Director, Genomics Research Institute	University of Pretoria
Stephen Jennings	Founder	Rendeavour
Kirk Dawson	Leader, International Pricing	Worldpay
Brad Breneman	Founder/ CEO	Sierra Group
Mark Dearnley	Partner	Bain and Company inc
John Baker	Treasurer	Daestrums capital
Terry Smith	CEO	Tullet Prebon
Nicholas (Nick) Ashill	Professor of Marketing	American University of Sharkah
James Jack	Visiting Professor	King's College London
Pip McCrostie	Non Executive Director	Marks and Spencer
Regan Cameron	Photographer	
Clare Ferguson	Food Stylist	
Meredith Braun	Actress/Singer - West End	
Leanne Pritchard	Health and Wellness Coach	Leanne Prichard

HIGH IMPACT KIWIS 2020

KeanZ Limited // February 2020



AMERICAS

Name	Job Title	Organisation
Gower Smith	CEO	Swyft Inc.
Kim Redmond	Owner/CFO	Eloquence Inc
Gus Roxburgh	Executive Producer - Red Bull TV	Red Bull
Kim Chilman-Blair	Founder & CEO	Medicine X
Michael Sutherland	Chief Transformation Officer	Real Madrid C.F.
John Cook	CEO	wakaNINE
Jane Vesty	CEO	SweeneyVesty
Simon Endres	Co-Founder & Chief Creative Officer	Red Antler
Joel Krutz	CFO	Viacom International Media Networks
Zion Armstrong	President, North America	Adidas
Alyona Medelyan	CEO & Co-Founder	Thematic
David Whitcher	Managing Director	UBS Group
Keri Elmsly	SVP Immersive Development & Production	The Madison Square Garden Company
Matthew During	Visiting Professor of Translational Neuroscience	University of Oxford
Melvin Kaplan	President and CEO	Harry Singer Foundation
Mahendra Naidoo	Global Health Fellow	National Cancer Institute (NCI)
Tom Tusher	Owner	Blanket Bay
Bruce Sheridan	Professor	Columbia College Chicago
Anna Hine	Global Marketing Manager	Constellation Brands
Manuhua Barcham	Principal	Archetek

Name	Job Title	Organisation
Wallis Wiremu Toataua-Farraday	Vice President Strategic Initiatives	Hanger clinic
Cameron Death	Chief Revenue Officer	Vodafone New Zealand
Will Andrews	Chief Executive Officer	Campbell & Company
Andreas Harlow	Vice President/Footwear Creative Director. Multi category.	Nike
Paul Watson	Technical Services Manager Tasman & Kinleith Mills	Oji Fibre Solutions
Andrea Boon	Professor of Neurology and Physical Medicine and Rehabilitation in Mayo Clinic College of Medicine	Mayo Clinic
Mark Bell	Head of Private Capital and Family Office Services	Balentine
Sarah Poole	Data Scientist	Verily Life Sciences
Rob Cooper	Independent Executive	Brazen HQ
Paul Healy	Professor	Harvard University
Howard Smith	SVP - Sales	Nexidia
Lance McGregor	President and Creative Director	McGregor & McGregor, Inc
John Ruffell	Independent Consultant	Return on Science
Kristen Greenaway	President and CEO	Chesapeake Bay Maritime Museum (CBMM)
Tony Yui	Investment Director	Shanghai Fosun Pharma Group
Sunny Bates	CEO	Sunny Bates Associates
Mark Kearney	Assistant Deputy Chief, Division of Homeland Security	San Francisco Fire Department
Wayne Pickup	CEO	Camelot Global
Adam Jenkins	Consultant	Freelance Consultant
Jeffry Lim	Visual Storyteller	Aspiring New Zealand

Name	Job Title	Organisation
Jeffry Lim	Visual Storyteller	Aspiring New Zealand
Nancy Gilbert	Philantropist/Founder	Wahine Toa Project
Rob Tapert ONZM	Film Producer	
Reuben Metcalfe	Founder	Class Action, Inc.
Michelle Edkins	Managing Director	BlackRock Investment Management
Matthew Parish	Managing Director & Chief Winemaker	Vinture LLC
Andrew McKechnie	SVP, Chief Creative Officer	Verizon Wireless
Kat Hellyer	Co-Founder	pinecone.one
Richard Calverley	Managing Director	Ernst & Young
Martha Jeffries	Founding member/Film maker	Ocean Collectiv
Sam Pillsbury	Founder & Owner	Pillsbury Wine Company
Bowen Pan	Product Lead, Gaming	Facebook
Ross Pinkerton	President	Connectionz Inc
Greg Reynolds	Consultant	Amazon
William Wattie	Partner	Juno Business Partners
Jason K Rogers	Partner, Audit Services	Grant Thornton
Simon Leeming	Honorary Consul-General	New Zealand Ministry of Foreign Affairs and Trade
Kimberley Chambers	Advisory Board Member	Warrior Canine Connection (WCC)
James Trounson	Vice President Global Finance and Foreign Exchange	Deutsche Bank Group
Raylene Liufalani	Ambassador to Argentina, Paraguay and Uruguay	New Zealand Ministry of Foreign Affairs and Trade

Name	Job Title	Organisation
Ruediger (Rudi) Naumann-Etienne	Managing Director	Intertec Group
Elham AyoubZadeh	Founder, CEO & Creative Director, Zvelle	Zvelle
Paul Viskovich	CEO	Healthfully Inc
Peter Kyle	Lead Counsel	World Bank Group
Ben Goodger	Distinguished Engineer	Google Inc.
Scott Graham	Chief Operating Officer	Hilmar Cheese Company, Inc.
Stephen Weir	Partner	Housman weir Investments
Simon Pope	Global Communications Director	Nike
Matthew Holmes	VP, Creative Director of Innovation	Nike
Sarah Wynn-Williams	Director of Global Public Policy	Facebook
Sally Gibb	Partner	MVision - Private Equity Advisors
Masako Nagle	Head of M&A Integration	Dentsu Aegis Network
Chye-Ching Huang	Director of Federal Fiscal Policy	Center on Budget and Policy Priorities
Leigh Firn	Physician	MIT - Massachusetts Institute of Technology
Peter Mitchell	Senior Research Advisor	Eli Lilly and Company Limited
Nigel Smith	Partner	PwC
Richard Webby	Director	St Jude Children's Research Hospital
Ronald (Ron) Prinn	Professor	MIT - Massachusetts Institute of Technology
Wade Flanagan	Engineering Director Cushioning Innovation	Nike
Andrew Read	Director, Center for Infectious Disease Dynamics	Pennsylvania State University

Name	Job Title	Organisation
Wolfgang Reichenberger	Owner	inventages
John T. Reid	President	American Friends of Maungatautari
Anthony Reynolds	Chief Executive Officer	Altify
Shirish Sathaye	Board Member	Cazena
John Scull	Managing Director	Southern Cross Venture Parters
Justin Sherman	Principal	Justin Sherman Consulting
Craig Skelton	Global Head of Commercial Transformation	AbbVie
Ian Sobieski	Managing Director	Band of Angels Fund
Chris Spencer	EVP Creative	National Geographic
Lisa Suennen	Group leader, Digital & Technology Group & Lead	Manatt, Phelps & Phillips, LLP
Daniel Swasbrook	President Europe	Jushi Holdings Inc.
Christina Thompson	Editor, Harvard Review	Harvard Review
Alexander Toeldte	Chairman of the Board	Clearwater Paper Corporation
John Wander	CEO	XLR8R
Bruce Weir	Professor and Chair, Department of Biostatistics	University of Washington
Jim White	Managing Director	Sutter Hill Ventures
David Wilton	Chief Investment Officer, Private Equity	Zheng Partners LLC
Jonathan/Jonny Lindroos	Partner	Ernst & Young
Andrew King	Director of Product Strategy & Market Intelligence	Campaign Monitor
James Clad	Partner	Avascent International

Name	Job Title	Organisation
Roger Clark	Board of Governors Professor of Law	Rutgers University
Bruce Cleland	Director	Novo Education Consulting
Jemaine Clement	Entertainer/Musician	Flight of the Conchords
Ryan Craig	Partner	Bertram Capital
John Crean	President and CEO	Sonoma Creamery LLC
Robert Curl	Professor	Rice University
James Deaker	Head of Global Yield Operations and Ad Policy	Oath
Miranda Dempster	Editorial Design Director, Digital	New York Magazine
Scott Dixon	Indy Race Car Driver	TCGR
Michael Douglas	Independent Consultant & Advisor	consultant
Tim Draper	Founder & MD	Draper Fisher Jurvetson
Dave Edwards	Co-Founder	Sonder Scheme
Mark Ahn	Assoc Prof (adj), Engineering Technology Management	
Charles Alcock	Professor and Director	Harvard University
Michael Aldridge	Director and Chief Business Officer	Hexima Limited
Stewart Alsop	Partner	Alsop Louie Partners
Daniel Ammann	CEO	Cruise
Neil Ashcroft	Horace White Professor of Physics	Cornell University
Rob Ayling	President/Director	Satiogen Pharmaceuticals
Isaac Barchas	President and CEO	Austin Technology Incubator.

Name	Job Title	Organisation
Trou (Thornton) Bayliss	Grip (Camera conveyance device inventor)	
Roelof Botha	Partner	Sequoia Capital
Mark Bregman	General Partner	Quidnet Ventures, LLC
Penelope Brook	Ombudsman	World Bank Group
Mishiko (Missy) Barajas	Senior Media Specialist, Spectrum Reach Preferred	Spectrum Reach
Grant Dalton	CEO	Emirates Team New Zealand
Annette Campbell-White	Managing Director	
Geoff Vuleta	CEO	A King's Ransom
Peter Cooper	Principal	Cooper & Company
Rob Trice	Founder and Partner	Better Food Ventures
Vanessa Thompson	Director of Product Marketing, Communications Products	Twilio, Inc.
Joseph P. Kalt	Senior Economist & Professor Emeritus	Harvard University
Murray Bryant	Professor	Ivey Business School
Julia Lane	Professor	New York University (NYU)
Ashley Honey	Senior Vice President - Americas	Nui Markets
Darryn Faulkner	Vice President Business Development	Navman
Rich Chetwynd	Product Manager - Developer Experience	OneLogin
Vaughan Jones	Distinguished Professor	University of California
Lance Julian	General Manager	Cruise Naples Inc.
Steve Jurvetson	Board Member	Tesla Motors

Name	Job Title	Organisation
Robert (Bob) Kay	Managing Member	Parallax Biotechnology Advisors
Stephen Kent	Professor of Integrative Science	University of Chicago
Vinod Khosla	Managing Partner	Khosla Ventures
Matt Kirmayer	Partner	Perkins Coie LLP
Timothy Lee	Consultant and Advisor	Self Employed
Don Listwin	Founder	Canary Foundation
Jonathan Logan	Managing Director	Proterra Investment Partners
Michael Lynch	CEO	upBoard
Andrew McCormack	General Partner	Valar Ventures
Martin McKendry	President, Solutions Platform Group	Tait Communications
Bettye Musham	CEO	GEAR Holdings Inc
Grant Paterson	Independent Director	Kiwibank
Peter Phillips	Sterling Professor of Economics	Yale University
Helen Edwards	Co-Founder	Sonder Scheme
Brad Duft	President and CEO	CoDa Therapeutics
Bruce Houghton	Earth and Ocean Sciences	University of Hawaii
Tom (Tomasz) Tunguz	Partner	Redpoint Ventures
Tom Veblen	Prof of Geography	University of Colorado
Warwick Vincent	Research Chair	Universite Laval
Andrew (Andy) Wiltshire	Managing Director, Head of External Management	Harvard University

Name	Job Title	Organisation
Brett Jackson	Chief Winemaker	Viña Valdivieso S.A.
Anne Audain	Motivational Speaker	AA Sports Marketing
Mike Goguen	Founder & Managing Partner	Two Bear Capital
Robert Gourdie	Professor and Director	Virginia Tech Carilion School of Medicine and Research Institute
Simon Greenwood	Chief Business Officer	Allakos Inc
Willis James Harper	Professor	Ohio State University
Ron Holland	Principal	Ron Holland Design
David Howell	President	DHD Architecture Design PLLC
Andrew Campbell	Regional President, Americas, Australasia, UK & Ireland	AKVA group
Mark Ames	Program Manager	US Coast Guard
Jan Kean	Managing Partner	Kean & Kolar Communications
Brian Service	President	B K Service Inc
Campbell Murray	MD	Novartis
Sandra Nunnerley	Sandra Nunnerley Inc. Interior Design	Sandra Nunnerley Inc
Greg Casagrande	Co-founder	MicroDreams
John Mullen	Adjunct Professor	Georgetown University
Fiona Hutchinson	Senior Manager - Regulatory Advocacy	Fonterra Co-operative Group Limited
Claudio Lilienfeld	Senior Director	Gilead Sciences
Christopher Benscher	Consultant	Independent Consultant Network Limited
Nigel Murray	CEO	Fraser Health Authority

Name	Job Title	Organisation
Anthony Mosse	Senior Advisor	NZUS Council
John Fisher	Managing Director	Draper Fisher Jurvetson
John Foreman	Managing Director	Deutsche Bank Group
Cherie Gardiner	Executive & Executive Team Coach, Master Facilitator	Independent Consultant
Chris Lewis	Professional Tennis Coach	Brymer Lewis Tennis
Jordan Smith	VP International Operations	Swyft Inc.
Liz Fraser	Regional General Manager - Americas	Air New Zealand
Jane Henley	Global Operations Manager - Green Building Program IFC	World Bank Group
Simone Kessell	Actress	Simone Kessell
Justin Warbrooke	Chief Financial Officer and Executive Vice President	The Walt Disney Company
Douglas Kehring	Executive Vice President, Chief of Staff and Head of Corporate Development	Oracle Corporation
George Kembel	Managing partner	d.global
James Kennett	Emeritus Professor	University of California
Chuck Kissner	Chairman Board	Rambus
David Kyle	Strategic Business Consultant	Accion
Deval Lashkari	Senior Partner	Telegraph Hill
Lars Leckie	Managing Director	Hummer Winblad
Judy Lessing	Nurse practitioner psychiatry	Self Employed
Jeremy Levin	Vice Chair Board of Directors	Biotechnology Innovation Organization
Michael Linton	Chief Revenue Officer (CRO)	Ancestry

Name	Job Title	Organisation
Curtis Lively	Distinguished Professor, Biology	Indiana University
John Long	Vice president of research and collections	Natural History Museum of Los Angeles County
Rebecca Lynn	Co-Founder and General Partner	Canvas Ventures
Digby Macdonald	Distinguished Professor	Pennsylvania State University
Robert Meinhardt	Co-Founder	Furious Collective
Shailesh Manga	Group Manager of Digital Transformation	Vector Ltd.
Michael N Mautner	research Professor of Chemistry; Adjunct Professor	Virginia Commonwealth University
Bret McKenzie	Entertainer/Musician	
Kevin McQuillan	General Partner	OCA Ventures
Jai Menon	Chief Scientist	Fungible, Inc.
Geoff Murphy	Filmmaker	
Ben Naskar	Senior Technology Executive	consultant
Andrew Niccol	Film Director, Producer, Screenwriter	
Nancy Pelosi	Congresswoman - Minority Leader of the House	US Congress
Sally Penn	Independent Apparel & Fashion Professional	Teen Vogue
Deborah Perry	Senior Consultant	InTelegy Corporation
Mana Vautier	Lead Engineer	Booz Allen Hamilton
Peter Costello	President and COO	BCS Group
Ron Elliott	Investor	Agolo
Martin Savage	Senior Fellow and Professor of Physics	University of Washington

Name	Job Title	Organisation
Meg Whitman	CEO	Quibi
David Hughes	CEO and Founder	Silver Peak Systems
James Bergeron	Founder and Managing Partner	108 Partners
Tim Chang	Member of Board of Directors	Pillow
Charles Chauvel	Advisor on Parliamentary Development and Democratic Governance	
James Lawry	Software Engineer	Google Inc.
Russell Coutts	CEO	Oracle Team USA
Bill Bottoms	Chairman	3MTS
Terry Collins	Chemistry	Carnegie Mellon University
Anthony Colucci	Jupiter Wills & Trusts Attorney	Block & Colucci
Jim Connor	CEO	First Focus Learning Systems
Jim Burness	General Partner	Inovation Ventures
Bob Dykes	Chairman	ArecaBay
James Flynn	Principal	Aston Research
Bhaskar Gorti	President	Nokia Corporation
Stuart Grimshaw	Executive Chairman	EZCORP
Konstantin Guericke	Co-Founder	LinkedIn
Matt Halprin	Vice President	Youtube
Juan Harrison	Vice President, Head of Strategic Academic Alliances	Takeda Pharmaceutical Company Ltd
John Montgomery	Founder	Lex Ultima

Name	Job Title	Organisation
<u>Tessa Gould</u>	Head of Growth	Kinship
<u>Robyn West</u>	Partner	WatsonWest Consulting LLC
<u>Clyde Burney</u>	VP beer and trade development	Southern Wine and Spirits of Nevada
<u>Jason Brown</u>	GM/SVP	Yelp
<u>Victoria von Biel</u>	Contact Director, USA	MPG Concepts
<u>Anne Firth-Murray</u>	Consulting Professor	Stanford University
<u>Rebecca Taylor</u>	Fashion Designer	
<u>Mark Siegel</u>	Managing Director	Menlo Ventures
<u>Janice Roberts</u>	Managing Director	Mayfield Fund

HIGH IMPACT KIWIS 2020

KeaNZ Limited // February 2020



NEW ZEALAND

Name	Job Title	Organisation
Maggie Eyre	Director	FreshEyre
Annah Stretton	CEO	Stretton Publishing Company Ltd
Jerry Clode	Founder	The Solution
Richard Leggat	Executive Chairman	The Kiwi Trust
Jo Kearins	General Manager, Culture Revolution	Contact Energy Ltd
Graeme Avery	Founder, CEO	Sileni Estates
Suzanne Hall	Founder/CEO	BE Intent
Mark Ashcroft	Managing Partner	Seqel Partners
John Holt	Director	Cloud Cannon
Michelle Dickinson	Director	Nano Girl Labs
Rob Vickery	Founder and Managing Partner	Stage Venture Partners
Anya Satyanand	Chief Executive Officer	The Prince's Trust New Zealand
Elizabeth Zhong	CEO	Digital Post
Vaughan Fergusson	Founder and Director	Vend Limited
Tim Pointer	CEO	Uprise Digital
Siouxie Wiles MNZM	Associate Professor	The University of Auckland
Stuart McCutcheon	Vice-Chancellor	The University of Auckland
Michael Allpress	CEO/Owner	Allpress Espresso London Roastery & Cafe
Bill Birnie	Managing Director	Birnie Capital
Ella Yelich-O'Connor	Singer/Songwriter	Lava Records

Name	Job Title	Organisation
Phil Southward	Investor, Business Advisor	Flying Kiwi Angels
Matthew Simmons	CEO and Founder	NYRIAD Limited
Rosanne Meo	Chair	Briscoes
Simon Fraser	Head of School, Design School	Victoria University of Wellington
Mark Champion	Director	consultant
Chris Quin	CEO	Foodstuffs
Melanie Beattie	Head of Strategic Partnerships	ASB Bank Ltd
Lester Khoo	Group Director, International	AUT
Andrew Barnes	Founder & Managing Director	Perpetual Guardian
Rob Waddell	Ex member	Emirates Team New Zealand
John Pennington	CEO	Rfider
Stephen Smith	CEO	Moa Brewing Company
Rick Carlyon	Managing Director	Delmaine Fine Foods Ltd
Peggy Fairbairn-Dunlop	Professor of Pacific Studies	AUT
Kerry Topp	Associate Director, Transformation & Innovation	Datacom
Simon O'Neill	International Opera Singer	Freelance Opera Singer
Nigel Avery	CEO	Sileni Estates
David McConnell	Managing Director	McConnell Property Services Ltd
Faye Langdon	Director	21C Skills Lab
Ezel Kokcu	Founding Director	Passphere

Name	Job Title	Organisation
Craig Hickson	Founder and Managing Director	Progressive Meats
Jenene Crossan	CEO / Founder	Flossie
Kat Gee	Founder, Designer & CEO	Kagi
Richard Fleming	Managing Director	HGT Precision Ltd
Duncan Ledwith	VP Global Partnerships	LocalCover
Hinerangi Raumati	Director	Hinerangi Raumati Limited
Paul Grey	Founder	ExportX
Noel Yang	Director on Rainbocorns	Huhu Studios Ltd.
Rhonda Kite	Founder, Director	Kiwa Digital
Bex Radford	Creative Partner	BC&F Dentsu
Olivia Martyn	Director QSR - Asia	McCain Foods
Stephen England-Hall	Chief Executive	Tourism New Zealand
Bruce Plested	Chairman and Founder	Mainfreight Ltd
Chris Clarke	Executive Director	Global Local
Dion Mortimer	Owner, Accounts Manager	The Beverage Boutique
John Allen	Managing Director	Azimuth Consulting Limited
Patrick (Pat) Brockie	Chief Financial Officer	City Rail Link Ltd
Mandy Simpson	Chief Digital Officer	Z Energy NZ
Ali Williams	Property Investor	Ardmore Group LTD
Dale Clareburt	Co-Founder and CEO	Weirdly Ltd

Name	Job Title	Organisation
Greg Pringle	Business Development Manager(Commercial Group)	The New Zealand Institute for Plant & Food Research Ltd
Mark Francis	Managing Director	Augusta Capital
Gavin Haworth	Head of Transaction Banking Commercial and Agri New Zealand	ANZ Banking Group Limited
Greg Lowe	Group CEO	Beca Group
Kerry McDonald	Chairman	Powerhouse Ventures Limited
Lloyd Williams	HOD	Whitecliffe College of Arts and Design
Hamish Reid	Director, Sustainability and Brand	Synlait Milk
Cameron Douglas	Senior Lecturer - Head of Wine and Beverage Programme	AUT
Anand Satyanand	Chancellor	University of Waikato
Scott Barrington	Founder, CEO	Modlar
Alastair Maling	Group Chief Winemaker & Head of Viticulture	Foley Family Wines
Stuart McNaughton	Professor	The University of Auckland
Therese Walsh	Chairman	TVNZ
Tim White	Consultant	Self Employed
Shay Wright	Leader, Asia Pacific	Obama Foundation
Carly Arnold	GM Digital Operations & Corporate Products	Air New Zealand
Traci Houpapa MNZM JP	Director	New Zealand Trade and Enterprise
Steve West	Director & Co-Founder	Serato
Vanisa Dhiru	Community Manager	InternetNZ
Tim Burgess	Head of Engagement Projects	Les Mills International Limited

Name	Job Title	Organisation
John Hong	Head, Investment and International Relationships	Panuku Development Auckland
Andre Prassinos	Managing Director	BioBrew Ltd.
David Skegg	President	Royal Society of NZ
Matt Dold	Director	Oxygen Advisors
Tony Christiansen	CEO	Tony Christiansen
Humphry Rolleston	Director	Murray and Company
Rod Snodgrass	Director	The Exponential Agency
Christopher (Chris) Day	Founding Partner	Marshall Day Acoustics
Harold Marshall	Group Consultant	Marshall Day Acoustics
Robert Falvey	Global Ambassador	World Services Group
John Sax	CEO	Southpark Corporation
Hemi Rolleston	General Manager Maori Forestry Futures	SCION
Jason Witehira	Director	Foodstuffs North Island
Lex Henry	Partner	Sanderson Weir
Warren McNabb	Professor	Massey University
Maria Johnson	Owner and Managing Director	Little School
Jacki Johnson	Global Steering Committee - Insurance Asia Pacific	United Nations Environment Programme Finance Initiative (UNEP FI)
Don Jaine	Managing Partner	Seqel Partners
Rachel Maidment	Executive Director	New Zealand China Council
Les (Leslie) Stowell	Director	Taku Honey

Name	Job Title	Organisation
Lucas de Jong	Seven Sharp - Broadcast Journalist	TVNZ
Mark Cormack	Senior Manager	Ernst & Young
Rowan Simpson	Chairman	Hoku Group
Neeraj Lala	Chief Operating Officer	Toyota
Mark Henaghan	Professor	The University of Auckland
Frances Benge	CEO	Cure Kids
Mark Hoskins	Head of Commercial	Airways New Zealand
Evan Christian	Managing Director	Wilshire Investments LP
Mimi Gilmour	Creative Leader & CEO	Burger Burger Ltd
Peter Ross	Managing Director	Peter Ross Consulting Ltd
Dione Joseph	Writer, Director	New Zealand Herald
Chris Morrison	Co-Owner	All Good
Derek McCormack	Vice Chancellor	AUT
Karen Fistonich	Executive Director	Villa Maria Estate Ltd
Ara Tai Rakena	Private Secretary	New Zealand Ministry of Foreign Affairs and Trade
Gary Langford	Director and Advisor	Independent Consultant Network Limited
Gary Cross	Head of Client and Transaction Services, GTRF	HSBC
Fred Samandari	Director, Wireless and Spatial Engineering Research Centres	University of Canterbury
Cecilia Robinson	Founder & Director	My Food Bag
Michael Ballantyne	Director	MILK Books

Name	Job Title	Organisation
John Windsor	Professor of Surgery	The University of Auckland
Rachel Afeaki Taumoepeau	Chairperson	NZ Tonga Business Council
Selwyn Katene	Assistant Vice Chancellor, Maori & Pasifika	Massey University
Natalie Coates	Partner	Kahui Legal
Tim Evill	Director and Owner	Lawsons Dry Hills
Donald Sew Hoy	Managing Director	Glacier Investments
Jennie Sew Hoy	Director	Glacier Investments
Lesley Whyte	CEO	Women on Boards NZ
Greg Mikkelsen	Director and Partner	SecureCom Limited
Mika	Owner	Mika Haka Foundation
Lance Wiggs	Founder & CEO	Punakaiki Fund
Scott Blackwood	Partner	Ernst & Young
Melissa Jenner	Founder and Managing Director	Start Now NZ
Nicolas Groffman	Head of International	Harrison Clark Rickerbys Ltd
Oliver Hartwich	Executive Director	The New Zealand Initiative
Zoe Dryden	Managing Director and Owner	Second Base
Pania Tyson Nathan	CEO	New Zealand Maori Tourism
Tim Johnson	Advisory Panelist	InternetNZ
Anthony Lawler	CEO	HoneyLab Limited
Chellie Spiller	Professor	The University of Waikato

Name	Job Title	Organisation
Brett Shepherd	CEO	Deutsche Craigs Ltd
Cherie Chu-Fuluifaga	Senior Lecturer	Victoria University of Wellington
Brendon Woodhead	Executive Director & Chief Scientific Officer	SciCore Industries
Jamie Tuuta	Chairman	Maori Television
Hilton Glavish	Owner	Glen Aros Estate
John Wikstrom	Founder and President	Magic Memories Group
Simon Tucker	Director, Global Stakeholder Affairs	Fonterra
Steven Renata	CEO	Kiwa Digital
Luke Qin	Manager - International Trade & Transaction Banking, Central Region	ANZ Banking Group Limited
Louise (Lou) Donnelly-Davey	Marketing Consultant	NHNZ
Alan Gourdie	Managing Director	Quantiful
Guy Ryan	CEO	Inspiring Stories Trust
Candace Kinser	Non Executive Director	ERoad
Phoebe Gibbons	Senior Solicitor	Chapman Tripp
Jason Roberts	Founder and Chair	FinTechNZ
Cole Armstrong	Director	NeuroSpot
Jane Treadwell-Hoye	Head of Customer Experience	Z Energy NZ
Chris Lipscombe	Strategist, international marketer, project delivery specialist	New Zealand China Cross-border Electronic Commerce Foundation
Jamie Meikleham	Managing Director APAC	Canterbury
Maurice Hoban	Digital Lead, Asia Pacific. Global Digital Leadership Team	GHD

Name	Job Title	Organisation
Paul Gestro	General Manager	Container Door
Roger King	Board Member	Arts Council of Creative New Zealand
Chris Bailey	Director - Treasury and Trade Services	Citigroup
Prashanta Mukherjee	Director	In2Excellence
Julian Grimmond	President and CEO	Global Film Solutions Ltd
Fraser Whineray	CEO	Mercury Energy
Victoria Crone	CEO	Callaghan Innovation
Te Horipo Karaitiana	Chief Executve	FOMA - Federation of Maori Authorities
Peter Townsend	Chief Executive	Canterbury Employers' Chamber of Commerce (CECC)
Gabe Rijpma	Sr. Director Health Industry - Asia	Microsoft Corporation
Tanya Batt	Creative Director	Once Upon an Island Story Centre and Festival
Roy Austin	Chair	Cure Kids
Ray Key	Board Member	Apiculture New Zealand
Daniel Smith	Factory Manager	Ambrosia Fine Foods
Mary Quin	Member, Board of Directors	Westpac Banking Corporation
Martin Riegel	Principal	Broadfield Advisory
Shaun Ryan	Chairman	RedSeed Ltd
Catherine (Cathy) Tait-Jamieson	Founding Partner; Organic Entrepreneur	Biofarm Products Ltd
Suzanne Tamaki	Events Coordinator Festivals	Wellington City Council
Teresa Tepania-Ashton	CEO	Maori Women's Development Inc

Name	Job Title	Organisation
Murray Thom	Director	Thom Music
Lisa Thompson	General Manager - Customers (secondment)	New Zealand Trade and Enterprise
Philip Turner	Director Global Stakeholder Affairs	Fonterra Co-operative Group Limited
Simon Vannini	Partner	Simpson Grierson
Graeme Wheeler	Managing Director, Operations	The World Bank
Christine Winterbourn	Professor, Biomedical Research	University of Otago
Peter Wren-Hilton	Founder	Wharf42
David Irving	Founder/Chair	The ICEHOUSE LTD
Hamish Carter	Campaign Consultant Manager	High Performance Sport New Zealand
Mike Chunn	CEO, Founder	Play it Strange Trust
Adriana Tong	Director	Asia Pacific Partners Limited
Graeme Clegg	Owner	New Image Group
Brent Clothier	Science Group Leader - Systems Modelling	The New Zealand Institute for Plant & Food Research Ltd
Len Cook	President	Institute of Public Administration NZ
Trelise Cooper	Fashion Designer	Trelise Cooper Limited
Peter Cullinane	Director	NZME Group
Clare de Lore	Principal	
Rod MacKenzie	Executive Director	New Zealand Focus
Jane Diplock	Chairman Governance and Nominating Committee	International Integrated Reporting Council Board
Jo Doolan	Tax Partner	Ernst & Young

Name	Job Title	Organisation
Chris Archer	Managing Director	Archer McRae Beverages Ltd
Andrew Bagnall	Founder; Owner	
William (Bill) Birch	Consultant & Founder	William Birch Consulting Ltd
Vivien Sutherland Bridgwater	Board Member	Tertiary Education Commission
Harvey Brookes	Lead: Waikato & Bay of Plenty	Martin Jenkins
Jo Brosnahan	Director	Leaders for the Future
Tony Bruce	Founder	GagRaglan
Celia Wade-Brown	Advisory Board Member	Biophilic Cities Network
James Bones	Senior Technical Director - Building Services	Beca
Richard Kirke	International Sales Director	Colliers International
Owen Glenn	Owner	OTS Logistics Group
Jane Huria	Owner	HSR Governance
Annette Presley	Owner; Co-Founder	Annette Presley
Brian Richards	Founding Partner	Richards Partners
Rebecca Palmer	Director Communications and Media	Asia New Zealand Foundation
Vino Ramayah	CEO and Chairman	Medtech
Arihia Bennett	CEO Te Runanga o Ngai Tahu	Te Runanga o Ngai Tahu
Anna Shipley	General Manager, Communications	Bank of New Zealand Ltd
Andrew Twidle	Tribe Lead, Everyday Banking	Westpac Banking Corporation
Paul Mead	Independent Director	NextSpace

Name	Job Title	Organisation
Nic Smith	Dean of the School of Engineering	The University of Auckland
Mark Wynne	CEO	Ballance Agri-Nutrients New Zealand
Sue Sheldon	Chair	Global Women
Tarun Kanji	Board Member and Trustee	Auckland Arts Festival
Welby Ings	Professor Graphic Design, PhD and M. Phil. programme co-ordinator	AUT
Sharad Paul	Fellow	Royal Society of Medicine
John Penno	Founder & Director	Leaf Foods
Josef Roberts	CEO	BurgerFuel
Jim Mather	Chair	Radio New Zealand
Carl Worker	New Zealand Ambassador-Designate to Argentina, Uruguay and Paraguay	New Zealand Ministry of Foreign Affairs and Trade
Shane Loomb	Owner and Director	LeftBrain Group
Bob Kerridge	Animal Welfarist	Independent Consultant
Wendy Larner	Provost	Victoria University of Wellington
Graham Le Gros	Director and Allergic & Parasitic Diseases Research Group Leader	Malaghan Institute of Medical Research
Denise L'Estrange-Corbet	Fashion Designer	World
Alex Matheson	Investment Director	New Zealand Ministry of Foreign Affairs and Trade
Jackie Maw Tolliver	Co-Founder	
Lovina McMurchy	Venture Partner	Movac
Fiona Michel	Chief People and Culture Office	Vector Ltd.
Jennifer Moxon	Professional Director	Fisher Funds Management

Name	Job Title	Organisation
David O'Hare	Professor of Psychology	University of Otago
David Penny	Professor of Theoretical Biology	Massey University
Alexei Drummond	Professor of Computational Biology	The University of Auckland
Brent Ogilvie	Managing Director	Pacific Channel Ltd
Wendy Pye MBE	Owner & Managing Director	Wendy Pye Group
Victoria Spackman	Co Owner and Director	The Gibson Group Limited
Tim Williams	Director	90 Seconds
Murray Jack	Partner	Deloitte
Wade Jackson	CEO	Inspired Learning
Sarah Wickins	Founder, Managing Director	Trilogy
Clive Gilson	Strategy & Human Resource Management	Inspiros
Tim Green	General Manager, People and Partners	New Zealand Trade and Enterprise
Philip Gregan	Chief Executive; Advisory Board Member	New Zealand Winegrowers
Michael Hay	Associate Professor	The University of Auckland
Tim Hazledine	Professor of Economics	The University of Auckland
Graham Henry	Coaching Staff	Auckland Blues
Warren Hunt	General Manager, R&D & Productions Director	Cervadon AgriDark Turf Specialists
Alison Harrison Parker	Deputy Chair	
Alison Andrew	CEO	Transpower
Damon Salesa	Pro Vice-Chancellor Pacific	The University of Auckland

Name	Job Title	Organisation
Nicolas Rattenbury	Senior Lecturer	The University of Auckland
Colin Jenner	Managing Director	MSLR Limited
Neil Finn	Musician	
Rob McLeod KNZM	Chairman	E Tipu e Rea
Paul Ellis MNZM	Executive Director	consultant
Hugo Fisher	Director	Forsyth Barr Asia
Stephen Fleming	Director	CricHQ
Carol Ward	Chief Innovation & Sustainability Officer	ZESPRI International Limited
Chris Jones	Founder & CEO	Youtap
Gary Judd QC	Chairman	Auckland Radio Trust
Kati Kasza	Managing Director, Founder	evolu Skincare
Leslie Kay	Professor	University of Chicago
Helen Kedgley	Senior Curator Contemporary Art	Pataka Museum
Scott Kington	Founder	Makeshi Thappen + Co
Mary Lee	Founder	Snow Farm
John Lee	Founder	Snow Farm
Lester Levy	CEO	Excelerator
Gavin Lonergan	Investment Director	Direct Capital
Brian Lynch	Director; Advisory Board Member	Victoria University of Wellington
Ian Magan	Senior Promoter, Founder	Pacific Entertainment

Name	Job Title	Organisation
David O'Hare	Professor of Psychology	University of Otago
David Penny	Professor of Theoretical Biology	Massey University
Alexei Drummond	Professor of Computational Biology	The University of Auckland
Brent Ogilvie	Managing Director	Pacific Channel Ltd
Wendy Pye MBE	Owner & Managing Director	Wendy Pye Group
Victoria Spackman	Co Owner and Director	The Gibson Group Limited
Tim Williams	Director	90 Seconds
Murray Jack	Partner	Deloitte
Wade Jackson	CEO	Inspired Learning
Sarah Wickins	Founder, Managing Director	Trilogy
Clive Gilson	Strategy & Human Resource Management	Inspiros
Tim Green	General Manager, People and Partners	New Zealand Trade and Enterprise
Philip Gregan	Chief Executive; Advisory Board Member	New Zealand Winegrowers
Michael Hay	Associate Professor	The University of Auckland
Tim Hazledine	Professor of Economics	The University of Auckland
Graham Henry	Coaching Staff	Auckland Blues
Warren Hunt	General Manager, R&D & Productions Director	Cervadon AgriDark Turf Specialists
Alison Harrison Parker	Deputy Chair	
Alison Andrew	CEO	Transpower
Damon Salesa	Pro Vice-Chancellor Pacific	The University of Auckland

Name	Job Title	Organisation
Jim Mann	Professor in Human Nutrition and Medicine; Consultant Physician (Endocrinology)	University of Otago
Jack Matthews	Chairman	MediaWorks NZ
Trisha McEwan	HR Business Advisor	Trisha McEwan
Allan McInnes	Senior Lecturer	University of Canterbury
Ian McLennan	Neurodegenerative disorders	University of Otago
Ian Mellsop	Founder & Managing Director	Marinescape
Simon Mitchell	Head of Department Anaesthesiology, School of Medicine	The University of Auckland
Roger Morris	Managing Director	MorVet Ltd
James Munro	Director	Urban CleanTech Ltd
Rosalind Murray-McIntosh	Genetics	Massey University
Murray Nash	Managing Director	Zusammen Ltd
Gregor Nicholas	Film/Ad Director	Flying Fish
Luke Nola	CEO, Film Director	Luke Nola & Friends
Richard O'Brien	Rocky Horror Show writer	
Frank Olson	Country Manager	Finsia
Claudia Orange	Director of Collections and Research	Museum of New Zealand Te Papa Tongarewa
Rick Osborne	Director	Ramsgate Advisors
John O'Toole	Managing Consultant	Brandbiz Limited
Steve Outtrim	Entrepreneur In Residence	The University of Auckland
Willie Apiata, VC	Corporal, VC	New Zealand Defence Force

Name	Job Title	Organisation
Andrew Cordner	General Counsel - Fonterra Nutrition and Fonterra Latin America	Fonterra Co-operative Group Limited
Bernard Dooling	Founding Partner	Dooling Consulting
Karunanidhi Muthu	Barrister	Karunanidhi Muthu Barrister
Toby Sellers	Managing Director	FCB New Zealand
Gavin Fernandez	Member Board of Directors	New Zealand Green Investment Finance
Michael (Mike) Carden	Co-Founder	Joyous
Mark Prain	Founding Director	Hillary Institute
Andrew Cleland	CEO	Royal Society of NZ
Gavin Mitchell	CEO	RecollectCMS
Mary-Anne Webber	Director, Better by Procurement	New Zealand Trade and Enterprise
Joan Withers	Chair	Mercury Energy
Toby Groser	Partner	Spectrum Capital Partners Group Limited
Jennifer King	Director Cuture	Asia New Zealand Foundation
Michael Barnett	Chief Executive Officer	Auckland Regional Chamber of Commerce
Paul Brown	Owner/Director	WaterSlicer
Scott Champion	Founding Partner	Primary Purpose Ltd
Leanne Cheesman	National Sales Manager	United Airlines
Susanne Clay	Commercial Advisor Company Director Innovation, Growth and Strategy Consultant	Gecko Advisory Limited
Russell Macey	Managing Director	Autotech
Belinda Corder Kruger	Senior Property Asset Manager	Fletcher Building Group

Name	Job Title	Organisation
Kara Scally-Irvine	Principal Consultant and Director	KSI Consulting Limited
Helen Anderson	Chair	BRANZ
Maggie Barry	Politician	National Party
Richard Barter	Manager for Share the Road Campaign	CAN - Cycling Advocates' Network
Rod Carr	Vice Chancellor	University of Canterbury
Michael Corballis	Emeritus Professor of Psychology	The University of Auckland
Greig Brebner	CoFounder; Design Director	Blunt Umbrella
Evan Davies	Director	ATEED - Auckland Tourism Events and Economic Development
Brendan Donovan	Senior Lecturer	The University of Auckland
Jim Edwards	Managing Director	World Veterinary Consultants
Rodney Ewing	Owner	Formtool Engineering Ltd
Bill Falconer	Honorary Fellow	The University of Auckland
Stuart Ferguson	Paediatric surgeon	Starship Hospital
Elisabeth (Liz) Findlay	Founder	Zambesi
Rob Fisher	General Counsel	Watercare Services
Hugh Fletcher	Trustee	The Fletcher Trust
David Galligan	Head of Military Operations Analysis	New Zealand Defence Force
Peter Gutmann	Honorary Researcher, Computer Scientist	
Richard Hadlee	Managing Director	RJ Hadlee Promotions Ltd
Warren Gatland	Head Coach	Chiefs Rugby

HIGH IMPACT KIWIS 2020

KeaNZ Limited // February 2020



ASIA PACIFIC

Name	Job Title	Organisation
Dan Underwood	CEO	Ashton Consulting
Gary Liu	CEO	South China Morning Post
Craig Swan	Key International Accounts Director	Givaudan
Grant Dennis	Territory Consulting Lead Partner	PwC
Samuel Wilkes	Vice President, Food and Beverage	Melco Resorts and Entertainment
David Peabody	Director and Owner	Craggy Range Vineyards
Sarah Grimmer	Secretary General	Hong Kong International Arbitration Center (HKIAC)
Austin Zhang	Senior Manager	China Post Capital
Achmad Fadhiel	CEO	PT. Hanochem Tiaka Samudera
Senthil Balan Danapalan	Head of Business Development	Maxis
Mazlan Othman	Project Director	Academy of Sciences Malaysia
Tan Sri Leo Moggie	Honorary Advisor; Non-Executive Chairman	Asia New Zealand Foundation
Wayne Besant	Chief Executive Officer	AIA International
Joel Neoh	Founder	Fave Group
Honor Harger	Executive Director	ArtScience Museum
Paul Englert	Managing Director	OPRA Consulting Group
Trevor Matheson	Ambassador of New Zealand to Indonesia	New Zealand Ministry of Foreign Affairs and Trade
Jarod Suwahjo	Director	Rajawali Citra Televisi Indonesia
Justin McLeod	CEO	World Markets Korea
Simon Walsh	Partner	Beersum Korea

Name	Job Title	Organisation
Hendy Setiono	CEO	PT. Baba Rafi
Hamish Gowans	General Manager SEA	Fonterra Co-operative Group Limited
Julian Persaud	Vice President, Commercial	Omio
John Gardner	General Manager	Caravelle Hotel
Nick Erskine-Shaw	Co-Founder & VP Global Growth	90 Seconds
Lance Little	Managing Director	Roche Diagnostics Asia Pacific
Justin Frizelle	Founder and General Manager	Brand Connect Asia Pacific Pte Ltd
John Whitelaw	Executive Director	GE Money
Murray Bowler	Partner	Baker & McKenzie
Callum Laing	CEO	MBH Corporation PLC
John Vivian	Construction consultant	Independent Consultant Network Limited
Mark Clift	Chef Operating Officer	Hong Kong Cyberport
Tiso Faletoese	Founding member	South Seas Healthcare
Tim Norton	CEO & Founder	90 Seconds
Neil McGregor	Group President & CEO	Sembcorp Industries Ltd
Howard Hill	Consultant/Senior Project Manager	AgriSource
Bon Pann	Director, Strategy & Business Operations	Apple Inc.
Sanjay Ponnappa	Chief Executive Office/Founder	Fuel Espresso
Scott Darrow (LION)	Beachheads Advisor	New Zealand Trade and Enterprise
Hendy Setiono	CEO	PT. Baba Rafi

Name	Job Title	Organisation
Sam Buck	Marketing Manager (APAC))	Mark Food Inc
Jackie Chen	Sales & Marketing Manager Asia	B&B Organics
Jessica Miao	CEO Founder	United Media Solution - China Digital Marketing
Christiana Zhu	Co-Founder & CEO	Marvelous Foods
Bernd Pritzwald-Stegmann	Managing Director	Pritzwald Consulting International
Alex Worker	Director	Highground Brands
Clarissa Shen	China Head, Global Ethics and Business Integrity	Sanofi
Berwick Settle	Farm Development and International Business Manager	Goke Agri
Mark Chennells	CEO	Southern Capital Partners Ltd
Daniel Hu	Head of China Business - Enterprise Management	HOPPE North America, Inc.
Simon Robertson	Director	UBS Group
Grant Bowie	CEO & Executive Director	MGM China Holdings Ltd
Grant Jamieson	Partner	KPMG China
Lucy Coghill	Second Secretary (Trade and Economic)	New Zealand Ministry of Foreign Affairs and Trade
Marc Holtzman	Chairman of the Board, Bank of Kigali	TeleTech
Marcus Glucina	Group Director	New Zealand Focus
Alex Chu	Chairman and Executive Director	Ever Bright Asia Pacific Investment
Sally Bai	Regional Director, Biomarker & Diagnostics Leader, Oncology Global Medical Affairs	MSD
Robert Jenkins	President	Crestcom
John Bishop	Geophysical Consultant	Bishop Consulting Services

Name	Job Title	Organisation
Kent Wong	Partner, Head of Banking & Finance, Capital Markets	VCI Legal
Phil Neilson	CEO and Director	Just Service
Lena Skandera	Project Manager	China Solutions
Tahamoana (Taha) Macpherson	Ambassador to Thailand, Laos, and Cambodia	New Zealand Ministry of Foreign Affairs and Trade
Dean Cooper	Executive Vice President	AMP Limited
Paula Middleton	Director Education and Culture	British Council
Anna Chitty	CEO PHD China	PHD
Jack Sheppard	Leadership Network Member	Asia New Zealand Foundation
James McEniery	Regional Director Asia Pacific	Lion Co
Kim Boreham	Partner	Tanner de Witt Solicitors
Stephen Temple	Partner	Asia Mezzanine Capital Group
Brendon Patrick Winter	Managing Director / Editor	Brenkem Consultants Asia Co Ltd
Shane Guan	Business Unit Head, FinTech, GWS GC	CBRE Limited
Sunder Rajan	Advisor - India Beachheads Advisory Board	New Zealand Trade and Enterprise
Roland Broughton	E-business Strategy Director	PHD
Nikki Cox	Managing Director	Focal Point (Asia) Myanmar
David Cassells	Creative Director / Founder	Studio Cassells
Paul Collister	Project Director	Beca Group
Sally Doherty	Partner	Blacksmith HQ
Paul Dwyer	Director, Hyperscale, Asia Pacific	Equinix

Name	Job Title	Organisation
Mike Aickin	Managing Director/Owner	Orion Transport Lamps
Scott Andrews	Co Founder/Owner	Seven Brews
Sandeep Bahl	Program Director	US-India Aviation Cooperation Program
Jeremy Sargent	Founder and Managing Partner	JSA Shanghai/Guangzhou
Damien Laracy	Principal	Hill Dickinson LLP
Melanie Nutbeam	Senior Associate	HFS Asset Management Limited
Mark Panckhurst	Director	HEAD Architecture and Design Limited
Nicholas Plowman	Partner	Ogier
Noel Prentice	Sports Editor	South China Morning Post
Sean Purdie	Managing Partner for Power	ERM
Bernard Rennell	Principal	Intergen
Steven See	Managing Director	Excello Partnership Asia LTD
Anson Bailey	Partner, Head of Technology (Hong Kong), Head of Consumer & Retail, KPMG China	KPMG New Zealand
Richard Chan	Managing Director; Executive	Richard Chan & Associates Ltd
Ng Eng Hen	Honorary Advisor	Asia New Zealand Foundation
Stanley Tan	Honorary Advisor; The Angliss Group	Asia New Zealand Foundation
Carlo Mendoza	Managing Director	Mayora
Tom Kelley	Partner	IDEO
Logan Komorowski	Owner, Managing Director	Komorowski Designs
Jane Mason	Artist + Art Director	Jane Mason Studios Asia Ltd

Name	Job Title	Organisation
Andrew Thorburn	CEO	BNZ - Bank of New Zealand
Matt Williams	Managing Director, Marketing, Products and Revenue	Optus
Ray Parslow	Creative Partner	Extrablack
Linda Sewell	Chief Executive Officer	OneFortyOne Plantations
Penny Flynn	Executive Director Client Relations	BDO
Nicola Clement	Head of Digital Experience	Myer
Craig Whatman	Partner and Executive Director	Pitcher Partners
Iain Robertson	Senior Research Fellow (Cancer research)	University of Tasmania
Aaron Ross	Global Head of Resources, Energy and Infrastructure	ANZ Banking Group Limited
Richard Wilkins	TV host, Entertainment Editor	Channel Nine
Ingrid Winship	Inaugural Chair, Adult Clinical Genetics	The University of Melbourne
Spiro Zavos	Sports writer	Theroar.com
Isabel Calvert	Diplomat	New Zealand Ministry of Foreign Affairs and Trade
Martin Banwell	Director, Research School of Chemistry	Australian National University
John Brown	Design Director and Founder	Design Resource
Jo Fisher	Managing Director	Jo Fisher Executive Search
Neil Graham	Regional Vice President, Asia Pacific	Western Union
Cara Mygind	Director, Communications & Government Affairs SPG	
Caroline Edginton	Business Development	CLICCS Digital
John Cormac Murphy	Regional Business Development Manager	Rubix Solutions Pty Ltd

Name	Job Title	Organisation
Mark Ingram	Executive Director - Head of Strategy	Brightlight Impact Advisory
Ann Clark	Interim CEO	Women's Health Victoria
Chris Ellison	Managing Director	Mineral Resources Limited
John Hattie	Professor of Education and Director of the Melbourne Education Research Institute	The University of Melbourne
Nigel Williams	Group Chief Risk Officer	Commonwealth Bank of Australia
Ian Fitzgerald	General Manager	Australian Government Department of Human Services
Daryl Webb	Director, Corporate & Advisory	ABC Business Sales
Janet Dore	Non Executive Director	Central Highlands Water
Andrew Mehtens	Director - Asset Finance	Maia Finance
Mark Burry	Founding Director of the Smart Cities Research Institute and Professor of Urban Futures	Swinburne University of Technology
Keith Roberts	GM Online and Customer Experience	Kmart Australia Limited
Daniel McLaughlin	Manager, Strategy and Design	Deloitte
Rebekah Campbell	CEO/Founder	Zambesi.com
Tony Gallagher	CEO Pacific Region	Guy Carpenter
Shayne Elliott	CEO	ANZ Banking Group Limited
Jo Kelly	Chief Customer Officer	Good2Give
Leon Mickelson	Head of Supply	ZX Ventures
Robin Levison	Executive Chairman	PPK Group Limited
Alistair McFarlane	General Manager - Asset Development	Beston Pacific Asset Management Pty Ltd
Yvette Adams	Founder/CEO	The Creative Collective

Name	Job Title	Organisation
Adam Gerard	Managing Partner	Heineken
Eiichi Ishii	Chairman of the Board and owner	Millbrook Resort
Ping Hou	General Manager - China/HK/Taiwan	Fisher & Paykel Healthcare
Karl Hudson	Area Vice President - Japan & Guam	Marriott International
David Mahon	Managing Director and Chief Investment Officer	Mahon China Investment Management Ltd
Michael Peters	Distinguished Professor	Beijing Normal University
Lester Harvey	MD	Zen Asia Inc
Jane Cunliffe	Trade Commissioner	New Zealand Trade and Enterprise
John Lai	Brand Strategist	Krager Consultancy
Brendon Park	Managing Director	Goldswell Investment Ltd
Nenny Soemawinata	Co-Founder and Managing Partner	The Transformation Institute
Oliver Love	Executive Coach, Facilitator, Trainer	CFT Asia Group
Peter Churchouse	Chairman: Economic Policy Committee	Hong Kong General Chamber of Commerce
Silvia Cartwright	International Judge; Former Governor General of New Zealand	
Michael Enright	Sun Hung Kai Professor of Business Administration	University of Hong Kong
Soichiro Fukutake	Representative Director, Chairman; Honorary Advisor	Berlitz Corporation
Lloyd Baggott	Principal Consultant	consultant
John Dunkerley	Fintech Advisor, Investor	Independent Consultant Network Limited
Philip (Phil) Pryke	Professional Director	Goodman Fielder
Jane Hastings	Chief Executive Officer	Event Hospitality & Entertainment Limited

Name	Job Title	Organisation
Eric Winton	CEO	New Millennium Business
Lewis Mander	Professor	Australian National University
John Miners	Clinical Pharmacology	Flinders Medical Centre
Stuart Niven	Principal Urban Design Advisor	Department of Planning and Community Development, Melbourne
Brad Pillans	Director	Geological Society of Australia
Padraig Brown	Head of Real Estate - Pacific	Mercer Management Consulting
Neil Geddes	Founder/Director	Lassoo
Jane Campion	Filmmaker	Freelance
Elizabeth Trotman	CEO Australia & New Zealand	StudioCanal
Craig Cooper	CEO & Managing Director	CardieX
George Ash	President, Asia Pacific	Universal Music Group
Pip Marlow	CEO & Executive Vice President ANZ	Salesforce
Stuart Letham	Emeritus Professor	Australian National University
Terry McFadgen	Economics and Business commentator	National Business Review
Ryf Quail	Managing Director	Comexposium
David Willis	Non Executive Director	Bank of Queensland
Robert Morgan	Executive Chairman	The Clemenger Group
Martin Browne	Director	Martin Browne Contemporary
Nick Hickford	Marketing & Innovation Director - Don's Smallgood	
Russell Crowe	Co-Owner	South Sydney Rabbitohs

Name	Job Title	Organisation
Collette Dinnigan	Fashion designer	ColletteDinnigan
Doug Gamble	Company Director	Redco Australia
Matt Bain	Marketing Director	Spark New Zealand
Peter Walshaw	Area Vice President	Hyatt Hotels & Resorts
Matt Mowbray	Founder	
Charles Chauvel	Global Lead, Inclusive Processes and Institutions	UNDP
Neville Crichton	Entrepreneur, Yachtsman	
Malcolm Shelton-Agar	CEO	Jackson McDonalds
Michael Guerin	CEO	AgForce Queensland
Paul K. Richardson	CEO	Illawarra Catholic Club
Dave Jenkins	Medical Director and Co-Founder	Optimal Health Consultants

WORLD CLASS NEW ZEALANDERS 2020

KeaNZ Limited

KEA GLOBAL NETWORK

TOP 500 WORLD CLASS NEW ZEALANDERS 2020

Kea stewards a global network of Kiwis doing amazing things around the world. This is an appendix document to the Quarterley Report February 2020. Included is a list of the top 500 World Class New Zealanders selected from the Kea network.

Name	Job Title	Organisation
Neal Plowman		NEXT Foundation
Mitchell Pham	Chief S&M Officer	Augen Software Group
Malcolm Rands	Founder	Fairground Foundation
Royal Reed	Director	Prestige Consulting Ltd
Mike Hearn	Executive Director	American Chamber of Commerce in New Zealand Inc.
Bridget Coates	Founder and Chair	Kura Nutrition
Tim Alpe	JUCY Chief JUCIFIER	Jucy Group Ltd
Charlotte Lockhart	CEO	The 4Day Week
Phil Veal	Chairman	Kea New Zealand
Rob Ellis	CEO & Co-Founder	Sentro
Lockwood Smith		
Charlotte Read	General Manager Marketing	New Zealand Winegrowers
Roger Donaldson	Film Director	
Brian Monahan	Co-Founder	Namaste Foundation
Rachel Petero	Founder & CEO	RP Enterprise & Investment Group Ltd
Denis Win Thein	Managing Director	Winmin Ltd
Peter Yealands	Founder and Owner	Yealands
Simone Lanham	Director / Brand Guradian	Incognito Artists Ltd
Jade Gray	Co-founder	Gung Ho! Pizza
Alison Holt	Director	Longitude 174 Ltd
Greg Cross	Co-Founder and Chief Business Officer	Soul Machines Limited

Name	Job Title	Organisation
Truman Pham	Digital Education Development	The Mind Lab
Haydn Staples	Director & Founder	Urban Partners Limited
Suzanne (Sue) Tindal	Non Executive Director	Mainfreight Ltd
Philip Rolston	Team Leader	AgResearch Ltd
Denise Cosgrove	Chief Executive	Presbyterian Support Northern
Bevan Killick	Professional Director	The Canterbury Club
Matthew Monahan	Co-Creator	Namaste Foundation
Anton Gibson	Principal	AJ Park
Anton Blijlevens	Partner	AJ Park
David Mace	Chairman	Mace Consulting
Peter Beck	Owner, CEO	Rocket Lab
Al Monro	Director	Spidertracks
Jacqui Macalister	Strategic Sustainability Leader	Freelance Consultant
Doug Cleverly	Co-Founder and Managing Director	Argenta
Miles Valentine	Chairman	Qotent
Mark Solomon	Chairman	Ngai Tahu
Andrew Holden	Director of Communications	New Zealand Trade and Enterprise
Mark Sagar	Director, Laboratory for Animate Technologies	The University of Auckland
Sam Barclay	Director and Principal	Hoboken Consulting Ltd
Nick Gerritsen	CEO & Co-Founder	CH4 Global
Sam (Samuelu) Sefuiva	Managing Director and Partner	Samuelu Sefuiva Consulting

Name	Job Title	Organisation
Ronald Halls	Director	Ngahuia Ltd.
Jeremy Moon	Founder + Executive Director	Icebreaker
Fady Mishriki	CEO	Apple Inc.
Hal Josephson	Founder	MediaSense
George Forbes	Partner	Rhodes & Co
Wayne Tollemache	Founder & Managing Director	JTC Consulting
Andrew (Andy) Hamilton ONZM	Director	Icehouse Ventures
Charles Chow	Fund manager	Family office
William McKegg	Founder and CEO	Virtue Entertainment Limited
Ralf Muller	Chairman	International Earth Sciences
Kirsten Mason	General Manager	Orchestra Wellington
Melissa Clark-Reynolds	Director	Kiwi Insurance Limited
Rob Steele	CEO	SASSAR
Stefan Preston	CEO	Ingenio Consulting
Richard Dellabarca	CEO	New Zealand Venture Investment Fund Limited
Bill Highet	COO	Property Brokers
Wayne Norrie	Director	New Zealand Trade and Enterprise
Jenny Shipley	Independent Director	
Derek Smail	Chairman	Ecotech Homes Ltd
Richard Suhr	Global Digital Leader	Ernst & Young
Swee Tan	Founder and Executive Director	Gillies McIndoe Research Institute

Name	Job Title	Organisation
Rachel Taulelei	CEO	Kono NZ
Taika Waititi	Film Director	
Ray Avery	CEO and Founder	Medicine Mondiale
Mark Billinghamurst	Professor of Human Computer Interaction	University of South Australia
Margaret Brimble DNZM	Distinguished Professor of Organic and Medicinal Chemistry	The University of Auckland
Ron Carter	Advisor	Beca
Rod Drury	Founder & CEO	Xero
Peri Drysdale	Founder/CEO	Snowy Peak Ltd
Robert (Bob) Elliott	Medical Director	Living Cell Technologies
Richard Faull	Distinguished Professor, Director	The University of Auckland
George Fistonich	Founder and Owner	Villa Maria Estate Ltd
William (Bill) Gallagher	CEO and Chairman	Gallagher
Peter Gluckman	Chief Science Advisor	Prime Ministers Science Advisory Committee
Jane Hunter	Managing Director	Hunter's Wines
Phillip Mills	Owner and CEO	Les Mills International Limited
Sam Morgan	Founder and Chair	Jasmine Social Investments
Maurice Prendergast	Board Member	Comvita New Zealand Limited
Scott Weenink	Executive Director and Chief Commercial Officer	Modica Group
Geoff Ross	Executive Chairman	Moa Brewing Company
Anne Salmond	Distinguished Professor	The University of Auckland
Chip Dawson	CEO, MD	International Business Management Ltd

Name	Job Title	Organisation
Eion Edgar	Chair	Forsyth Barr
Andrew Ferrier	Chair	New Zealand Trade and Enterprise
Di McCarthy	CEO	Royal Society of New Zealand
Garry Reynolds	Managing Director/Founder	The Resources Guys
Cheryll Sotheran	Director Creative and Tourism	New Zealand Trade and Enterprise
Barry Vercoe	Emeritus Professor, Media Arts and Sciences, MIT Boston	One Education
Aki Von Roy	Founder & Director	RvR Associates
Bruce Aitken	Director	Methanex Corporation
Colin Leach	Company Director	Domani Investments
Fiona Cooper Clarke	New Zealand Director	Australia New Zealand Leadership Forum
Erica Crawford	Managing Director/Advisory Board Member	Tentpole Holdings and Loveblock Vintners
Bill Buckley	President	BSL Buckley Systems
Craig Donaldson	CEO	Kea New Zealand
Stephen Tindall GNZM	Owner	K1W1 Ltd
Geoff Whitcher	Executive in Residence	The University of Auckland
Howard Moore	Chief Executive Officer	Pictor Limited
Ian McCrae	CEO	Orion Health Limited
Michelle Boag	Director	Boag Allan Pirie Ltd
Peter Hunter	Professor of Engineering Science, Director	The University of Auckland
Ralph Norris	Honorary Fellow	Institute of IT Professionals
Tony Falkenstein	Founder and Chief Executive	Just Life Group Limited

Name	Job Title	Organisation
Mai Chen	Founding Partner	Chen Palmer
Geraldine McBride	Founder and CEO	MyWave
Sarah Kennedy	CEO	Lifestream
Rob Fyfe	Director, Advisor	Air Canada
Kenneth Leong	Founder & Director	Euroasia
Andrew Sharp	CEO	Bobux International Ltd
David Shackleton	Partner	Nem Australasia
Frances Valintine	Founder CEO	Tech Futures Lab
Derek Lockwood	Founder	misterwolf
Geoff Sewell	Global CEO and International Superstar	Incognito Artists Ltd
Philip Carden	Partner and Co-Founder	Joyous
Chris Leuschke	Head of Financial Market Sales	Westpac Banking Corporation
Donald Charles McKinnon	Vice President	Royal Commonwealth Society
David McLean	CEO	Westpac Banking Corporation
Tim Miles	Director	Genesis Energy
Andrew Grant	Senior Partner	McKinsey and Company
Ian Palliser	Director	PwC
Kerry Spackman	Neuroscientist	
Michael Stedman	Former MD	Natural History New Zealand (NHNZ)
Ken Stevens	Founder	Glidepath Limited
Ian Taylor	Founder & Managing Director	Animation Research

Name	Job Title	Organisation
Richard Taylor	Co-Founder and Co-Director	Weta Digital
Karen Walker	Fashion Designer	Karen Walker
John Barr	Chairman/Director	Several organisations
Peter (Biggsy) Biggs	Chief Executive	Assignment Group
James (Jim) Bolger	Ex Prime Minister and Ex Chancellor	University of Waikato
Philip Burdon	Chair	Asia New Zealand Foundation
Steven (Steve) Carden	CEO	Landcorp, Pamu
Michael Daniell	Board Member	Fisher & Paykel
Josh Emett	Chef de Cuisine	Rata Restaurant
Paul Feenstra	Author	Paul W. Feenstra & Associates
Scott Gilmour	Director	NextSpace
Neville Jordan	Chairman	Endeavour Capital Ltd
Peter Maire	Chairman	Tahia Investments
Malvina Major	Senior Fellow in Music	University of Waikato
Kevin Malloy	Board Member	TVNZ
Jonathan (Jonny) Hendriksen	Founder & CEO	Shuttlerock Ltd
Andrew Adamson	Film Director	
Jon Mayson	Chairman	ZiwiPeak
Annabel Langbein	Director	Annabel Langbein Media
Jenny Morel	Podcaster	Morgo Conferences
Aaron Snodgrass	CFO	Eastland Group

Name	Job Title	Organisation
Glenn Martin	Founder & Director	Glenn N Martin Ltd
Stuart McKenzie	CEO	ArcActive
Jim McLay	Former New Zealand Ambassador and Permanent Representative to the United Nations	New Zealand Ministry of Foreign Affairs and Trade
Phil Norman	Managing Director	Nortek Management Services Ltd
Tony Nowell	Chairman & Co-Owner	Douglas Nutrition
Mike Pratt	Founder	Sustainable Enterprise Ltd
Kerry Prendergast	Company Director, Trustee, Patron	Several organisations
John Stace	Chairman	The John Stace Geography Society
Wally Stone	Chair	Whale Watch Kaikoura Ltd
John Villiger	Chairman	Proacta, Inc
Ian Witten	Professor	University of Waikato
Lorraine Witten	Director	Horizon Energy
David Ross	CEO	Kotahi Tourism
Rob Fenwick	Founding Director	Living Earth
Diana Harrington (previously Diane Foreman)	Founder	Entrepreneur
Theresa Gattung	Co-Founder	My Food Bag
Stephen Jacobi	Managing Director	Jacobi Consulting Limited
Dave Gibson	Consultant/Executive Producer	Batch Film
Annette Plowman		NEXT Foundation
Sean Horgan	CEO	The Lines Company
Peter Jackson	Filmmaker	

Name	Job Title	Organisation
Fran Walsh	Screenwriter and Filmmaker	
John Hackett	Consultant	AJ Park
Carl Church	COO	Optimation
Leigh Flounders	CEO	Binji FinTech, Inc.
Helen Robinson	Professional Director, Co-Founder Oi (Organic Initiative)	Organic Initiative
Robert Oliver	Food Entrepreneur	Robert Oliver Enterprises
Jonty Kelt	CEO	Palantir Technologies
Peter Dengate Thrush	Deputy Chair, Copyright Tribunal of New Zealand	New Zealand Ministry of Justice
Phil O'Reilly	Founder & Managing Director	Iron Duke
Michael Carr-Smith	Founder	Move Asset Management
Greg Foran	CEO	Air New Zealand

Name	Job Title	Organisation
Audette Exel	Chief Executive Officer (CEO)	The Adara Group
Martin O'Neill	CEO	Green Sea Harvest Pte Ltd
KC Yong	Chairman	Selset New Zealand Centre Sdn Bhd
Tony Chisholm	Chief Operations Officer	GCP Hospitality
Brendon Ulrich	Asia & Emerging Markets - Consumer Brands	Zuru Toys
Brook Taylor	Partner, Chief Operating Officer	VinaCapital Group
Jacky Scanlan-Dyas	Partner and Registered Foreign Lawyer	Hogan Lovells International LLP
Lukas Beech	Recruitment Partner in Korea for Automotive & Industrial Technology companies	DHR International
Terrie Lloyd	CEO	Japan Travel K.K.
Adrian Slater	Area VP Korea and GM Grand Hyatt Seoul	Hyatt Hotels International
Surya Darma	Co-Chair	Indonesian Renewable Energy Society
Chew Kok	Managing Director	ZICOlaw
Daniel Zhou	President of Enterprise BG, Southern Pacific Region	Huawei Technologies
Siti Indriyani Siddik	Honorary Consul for New Zealand in Bali	
Halim Saad	Executive Chairman	MARKMORE BIOFUELS SDN. BHD.
Sunny Myung	CEO and Owner	Tiwi Trade
Reece Kurta	Founder & Director	Kurtec Group of Companies
Indi Soemardjan	Co-Founder & Director	Javanero Coffee
York Spencer	Regional Marketing Director	Singha Asia Holding
Nick Wall	Partner	Allen & Overy
Gael McDonald	Educational Strategist	Education Industry

Name	Job Title	Organisation
Lewis Patterson	CEO	Latitude
Stephen Robertson	Managing Director	WATATAWA
Ryann Thomas	Partner	PwC
Roger Sharp	Founder	Asia Pacific Digital Limited, North Ridge Partners
Brian Peace	Managing Director	BrashTech
Chuan Seng Lee	Emeritus Chairman	Beca Group
David Skilling	Director	Landfall Strategy Group
Annie Baxter	Senior Director Of Communications, APAC	Google Inc.
Tim Bezencon	Chief Risk Officer, Institutional Banking	ANZ Banking Group Limited
Geoff Collins	Managing Director	Mekong Kayaks
Chadd McLisky	Director	McLisky Consult
Michael Beechey	General Manager	InterContinental Hotels Group
Annette Dixon	Country Director, South East Asia	World Bank Group
Pradip Madhavji	Chairman - Tourism and Hospitality Committee	Indian Merchants' Chamber
Amris Hassan	Honorary Advisor; Chairman	Asia New Zealand Foundation
Alan Bollard	Professor of Practice, Pacific Region Business	Victoria University of Wellington
Richard Tankersley	Owner & MD	New Zealand Unlimited Sdn Bhd
Warrick Cleine	Chairman & CEO	KPMG Vietnam & Cambodia
Chatchai Thnarudee	Chief Executive Officer	JP Insurance Public Company Limited
David Thodey	Chair	CSIRO
Johnny Weiss	Founder and Managing Director	TTBC - Trans-Tasman Business Circle

Name	Job Title	Organisation
Debbie Schubert	Executive Director	POPLever
Raelene Castle	CEO	Rugby Australia
Dah Lee	Co-Founder	FIREGRILL
Elizabeth (Beth) Woollacott	Co-Founder, Company Culture and Organisational Transformation	Bondar Group
Ken Edmonds	Chairman of the Board	YouLing Global Services Ltd
Ann Sherry	Chair	UNICEF
Scott Riddle	Head of Large Partner Solutions (Acting)	Google Inc.
Michele Teague	Non Executive Director	The Reject Shop
Andrew Cox	Managing Director & Owner	Imperium Capital Group
Joseph Healy	Co-Founder	Judo Bank
Richard Mathews	CEO and Managing Director	RPMGlobal
Philip Chronican	Chairman of the Board	National Australia Bank
Mark Burlace	Head of Programming	Melbourne Festival
Lesley Grant	Non Executive Director	VenuesNSW
Linley Watson	CEO	Peak Performance International
Linda Turner	Lecturer	The University of Melbourne
Stefan Ammann	Co-Founder & Director	Maitha Group Pty Ltd
Ben Shipley	Chief Innovation & Marketing Officer	Ovato
Matthew Tukaki	CEO and Editor in Chief	Entrehub
Iain Leech	Director Network Management-Financial Institutions	ANZ Banking Group Limited
Katrina Troughton	Managing Director	IBM Corporation

Name	Job Title	Organisation
David Kirk	Co-founder and Managing Partner	Bailador
Andrew (Andy) Lark	CMO	Group Lark
David Baldwin	Senior Managing Director	Macquarie Group
Don Churchill	Consultant, Managing Director	Churchill Consulting & Communications Pty Ltd
Bella Katz	Advisor (Consumer Retail)	New Zealand Trade and Enterprise
John O'Loghlen	Director	Alibaba Group
Jim Minto	Director	National Disability Insurance Agency
Bev Booker	Governance Consultant	Hubo Consulting Pty Limited
John McKay	Managing Director	Farmers Marketing Network P/L
John MacFarlane	Chairman	Westpac Banking Corporation
Ian Narev	COO and CEO of the Asia-Pacific and Americas division	SEEK
Kerry Osborne	Managing Partner	The Lending Mentor
Christine Parker	Group Executive.Human Resources & Corporate Affairs	Westpac Banking Corporation
Scott Perkins	Director	Woolworths Group
Ruth Harley	Non Executive Director, Executive Coach, Media and Public Policy Consultant	Ruth E Harley and Associates
Andrew Burdon	Founder & Managing Director	Peak Advisors Pty Limited
Amy Mills	Senior Manager, Head of Online Sales Organisation AUNZ	Linkedin
Holly Knill	Group Director, IP and Content Products	Foxtel
Shelly Park	CEO & Director	Australian Red Cross
Ray Wilson	Consultant	Infrastructure Advisory
Tim Stanhope	General Manager, Wollan Valley	Emirates One&Only

WORLD CLASS NEW ZEALANDERS ASIA PACIFIC

Name	Job Title	Organisation
Luke Minford	CEO	Rouse & Co. International LLP
Scott Brown	Managing Director	RedFern Associates
Ian Gordon	Managing Director	GMTee Ltd
Darren Ding	Technical Consulting Manager, Greater China	DFocus
Lewis (Lew) Dagger	Managing Director	Yunnan Management Ltd
Rocky Meng	Head of International Dept (Lawyer)	Shanghai Zhogwo Law Firm
Gavin Faull	Chairman and President	Swiss-Belhotel International Hotels & Resorts
Mark Tanner	Managing Director	China Skinny
Vivian Zhang	General Manager	Kono NZ
Compton Tothill	Managing Director	Thomas Webb Management Consulting (LMI-China)
Lindsay Wright	Head of Asia and Global Chief Operating Officer	Matthews Asia
Garth Smith	Director and Owner	BioVittoria
Rachel Catanach	Managing Director, SVP, President and Senior Partner	Fleishman-Hillard
David Whitwam	Chairman	New Zealand Chamber of Commerce in Hong Kong
Anthony Aucutt	Director	Sage Business Consultancy
Anna Mowbray	Director, COO	Zuru Toys
Peter Jiang	Director	Miracle Advertising (Shanghai) Co., Ltd.
Sharon Fraser	General Manager	Crowne Plaza Chongqing Jiefangbei

WORLD CLASS NEW ZEALANDERS EUROPE, MIDDLE EAST & AFRICA

Name	Job Title	Organisation
Jan Beagle	Under-Secretary-General, United Nations	UNAIDS
Peter Nicholl	Independent Banking Professional	Self Employed
Keiran Gallagher	CEO	perapera
Elhamy El Zayat	Owner	Emeco Travel
Garry Muriwai	Consultant	
Crispin Garden-Webster	Senior Manager Human Capital Consulting	Takatuf Oman
James Lowrey	Global Head - Research & Analysis, Structured Trade & Commodity Finance, GTFD	Sumitomo Mitsui Banking Corporation
Bart Campbell	Chairman	Melbourne Storm
Malcolm Grant	Chancellor	University of York
Hilary Timmins	Presenter	Dream Catchers
Monica Galetti	Chef	Mere Restaurant
Michael Campbell	Golfer	Michael Campbell Golf Academy
James Gemmell	Presenter / Producer	SKY Sports Rugby UK
Peter Gillingwater	CEO	Newfound
Fay Kortleven (Drummond)	Owner	Orange Fern Copywriting
Matthew Fleming	Partner - Dispute Resolution, Litigation and International Trade, Legal Services	KPMG UK
Jan Zijderveld	Chief Executive Officer	HEMA
Jon Doig	CEO	Commonwealth Games Scotland
Jerry Mateparae	New Zealand High Commissioner to the United Kingdom	New Zealand Ministry of Foreign Affairs and Trade
Francine Stevens	Director of Innovation	Hiscox
Christopher Shaw	Professor Of Neurology	Kings College London

Name	Job Title	Organisation
Robin Stalker	Executive Board Member	Adidas
John Alderman	Business Development Manager	New Zealand Trade and Enterprise
Sam De Silva	Partner - Technology and Media	CMS Cameron McKenna LLP
Margot Henderson	Owner	Arnold and Henderson
Rachel Carrell	CEO	Koru Kids
Mark West	Independent Non-Executive Director (NED) and Chairman of the Remuneration Committee	The Stanley Gibbons Group PLC
Tom Mockridge	Former CEO Virgin Media	Self Employed
Matthew Andrew	Head of Tax Treaty, Transfer Pricing and Financial Transactions Division	Organisation for Economic Cooperation and Development (OECD)
Michael Cooper	Managing Director	Aoraki Advisory
Frank Morich	Chief Commercial Officer	Takeda Pharmaceutical Company Ltd
Andrew Lane	Executive Vice President Established Pharmaceuticals	Abbott
Robyn Wilson	Director	Castlechain Limited
Victoria Macdonald	Health and Social Care Correspondent and MDAC trustee	Channel 4 News/MDAC
Jennifer Flay	Artistic Director	International Contemporary Art Fair
Giovanni Donaldson	Partner	Founders Intelligence
Alastair Carruthers CNZM	Director	Carruthers Consulting
Robert Sinclair	Chief Executive Officer	London City Airport
Sally Martin	Chairman	Southern Ocean Shipping Inc
Neil Gaught	Founder	Neil Gaught & Associates
Malcolm Poynton	Global Chief Creative Officer	Cheil Worldwide
Dan Wootton	Executive Editor, The Sun	News UK

WORLD CLASS NEW ZEALANDERS EUROPE, MIDDLE EAST & AFRICA

Name	Job Title	Organisation
Lara Bowen	Operations Director	Ogilvy
Simon Valentine	Director of Talent Acquisition, Science & Innovation	Philip Morris International
Sam Martin	Founder & Director	Exterior Architecture
Robert Whitehouse	Co-CEO	Piccadilly Pictures
Emilia Wickstead	Owner	Emilia Wickstead
Ben Fisher	Director	Innoture Limited
Edward (Ed) Hanson	Partner	Global Partners Fund
Catherine McGrath	Managing Director, Transaction, Insurance and Mass Market	Barclays Bank Plc
Shane Legg	Co-Founder and Chief Scientist	DeepMind
Simon Rees	Curator	Contemporary Art Centre
Geert Van der Elst	Founder & Director	Gelst
Andrew Roy	World Editor	BBC News
Aaron Allport	Vice President of Art	King
Mark Hadley	Co-Founder and CEO	Blackout Technologies Ltd
John Hawk	Honorary Consultant Dermatologist and recent Head of the Photobiology Unit	Kings College London
Molly Bedingfield	CEO	Global Angels Foundation
Boris Bourdin	Member of Executive Committee, Food Division	EURALIS
Robert Genieser	Managing Partner	Enviromental Technologies Fund
David Grose	Principal	Castlepines Global Equities Limited
Mark Wilson	Board member	BlackRock Investment Management
Matteo de Nora	Team Principal	Emirates Team New Zealand

Name	Job Title	Organisation
Kenneth Baker	Chairman	World Agricultural Forum
Tee Twyford	Founder	Hustle + Hush
Paul Beresford MP	Member of Parliament	British Parliament
Yvonne Lundon-Marchant	Marketing & Business Development Consultant	Astound Commerce
Lucy Hockings	News Presenter/Anchor	BBC
Andrew Gerrie	Chairman	Hotel Chocolat
Crosbie Burns	Independent Advisor Beachheads Advisor	New Zealand Trade and Enterprise
Andrew McAlpine	CEO	Blackline Inc
Jessica McCormack	Founder	Jessica McCormack Diamonds
Stephen Bellamy	Chairman	QBM Limited
Tubbs Wanigasekera	Owner	Sacred Cafe
Neil Berkett	Non-Executive/Professional Director	Guardian Media group
Richard Boon	Advisor	Torchlight Fund LP
Jamie Schmidt	Partner	Deloitte
Elmar Toime	Chairman	Postea Inc
Christopher Wright	Senior Vice President Compliance	LafargeHolcim
Garth Cooper	Professor, Co-Founder	The University of Manchester
Judith Mayhew Jonas	Commissioner	Commonwealth War Graves Commission
Simon Moroney	Co-Founder & CEO	MorphoSys AG
Eric Kearley	Mentor, Ascension Ventures	Eric Kearley Consulting
Bernard Cazenove	Ex-MD	Beachheads Advisor NZTE

WORLD CLASS NEW ZEALANDERS EUROPE, MIDDLE EAST & AFRICA

Name	Job Title	Organisation
Charles Ward	Founder	Charles Ward Consulting
Anna Hansen	Chef	Anna Hansen Chef
Josh Bayliss	CEO	Virgin Group
Pippa Blake	Artist	Self Employed
Anton Oliver	Head of Equities Business Management	M&G Investments
Brent Hansen	Governor	The Southbank Centre
Eric Tracey	Chairman	NZ UK Link Foundation
Katherine Corich	Chairman	Sysdoc Group
Josh Gilbertson	Advisor	Liquiproof LABS Ltd
Ross McEwan	Group Chief Executive	National Australia Bank
Robyn Scott	Co-Founder and CEO	APolitical
Adrian Mitri	Director - Value Add	Vitruvian Partners
John Gallagher	Private Investor	Capstone Foster Care
Jason Lawson	Commercial Director	Capita
Brendan MacFarlane	Architect	Jakob+MacFarlane
Frank Owen	Managing Director	Owen Partners
Nigel Jollands	Associate Director	European Bank for Reconstruction & Development (EBRD)
James Bennet	Associate Partner	Ernst & Young
Richard Excell	Director	Pegasus Bridge Corporate Finance
Judith Hanratty	Chairman	Commonwealth Education Trust
Richard Keyse	Director and Chairman	2iC Ltd

Name	Job Title	Organisation
Phil Goffin	Head of New Technologies, Founder FNZ CHAIN	FNZ Group
Peter Gordon	Chef	dine by Peter Gordon
John Hood	CEO	Robertson Foundation
Adam Wills	Co-Founder & Director	Crosstown Doughnuts
Kent Gardner	Partner & Chief Executive Officer	Evans Randall Investors
Alan McCarthy	Honorary Consul-General	New Zealand Ministry of Foreign Affairs and Trade
Kiri Te Kanawa	Singer, coach and teacher	Entrepreneur
Simon Upton	Environment Director	Organisation for Economic Cooperation and Development (OECD)
Simon Walker	Independent Advisor	
Grant Harrison	CEO	The Future Customer
Paul Axworthy	NZTE Beachhead Advisor (non-executive role)	New Zealand Trade and Enterprise

WORLD CLASS NEW ZEALANDERS AMERICAS

Name	Job Title	Organisation
Hugh Richardson	Company Director	Dot Kiwi Limited
Kevin Little	Senior Director, Partnerships	Novo Nordisk
Alistair Mathieson	VP Emeritus	Humber College
Dimitri Christopher	Deals Partner	PwC
Delwyn Moller	Principal Systems Engineer	Remote Sensing Solutions, Inc
Derek Handley	Founding Partner	Aera VC
Kelly Glass	Founder	Columbus International Inc.
Craig Bell	Director	Leitissimo
Ronnie Peters	Founder	360 Design
Kirsty Traill	VP Customer	Hootsuite
Milly Olykan	VP International Relations and Development	Country Music Association (CMA)
Peter Bryant	Partner	Clareo Partners
Tim Brown	Co-Founder	Allbirds
Zion Armstrong	President, North America	Adidas
Nicky Bell	SVP Global Client Partnerships	R/GA
Ric Kayne	Investor & Founder	Kayne Anderson Capital Advisors
Joanna Hadfield	Atelier	Joanna Hadfield Atelier
Parris Goebel	Founder/Choreographer	Royal Family
Joshua Hook	Regional Director of Operations, APAC	Food+ by Compass
Craig Nevill-Manning	Head Of Engineering	Sidewalk Labs
Clayton Wai-Poi	Vice President of Marketing	Beam Suntory

Name	Job Title	Organisation
Andrew Legge	Founder & Managing Partner	Havelock Group
Brian Sweeney	Chairman	SweeneyVesty
Dean Smith	President	Flight Centre
Claire Eeles	Group President, Decorative Products & Lighting Kohler Co.	
Maia Nuku	Curator, Oceania	Metropolitan Museum of Art
Sam Witters	CEO	Fuzzy Duckling Media
Poojitha Preena	Owner	GR Partners
Beatrice Faumuina	Director	Sport New Zealand
Mark Register	SVP Business Development & Channels	DocuSign
Sam Cheow	SVP, Corporate Makeup Innovation & Product Development	Estee Lauder Companies
Jan Zawadzki	Founder & CEO	Hapara
Peter Waddell	Artist-in-Residence	Tudor Place
Richard McDonald	CEO	Schafer Condon Carter (SCC)
Cliff Curtis	Actor	Arama Pictures
Emma Trask	Stylist/Costume Designer	OPUS BEAUTY
Fleur Knowsley	Director and Acting General Counsel, Google Fiber	Google Inc.
Ian Wright	Founder, CEO	Wrightspeed
Grant Biggar	President	Creditex
Daniel Thomas	CEO	TimeZoneOne
Glen Murphy	Investment Director, North America	New Zealand Trade and Enterprise
Lucy Leahy (Foster)	COO	Beekeeper Marketing

WORLD CLASS NEW ZEALANDERS AMERICAS

Name	Job Title	Organisation
Craig White	Senior VP and General Manager	Concerto HealthAI
Hamish Forsyth	Co-Founder / Director	OneLeap
Myles Sutherland	Team Member and Founder	GeoCam
Sara Clemens	Chief Operation Officer	Twitch
Chris Matson	Head of Business Affairs	SmithDehn LLP
Kate Taylor	International Strategy and Ops, Program Manager	Pinterest
Julie Fry	Economist and Consultant	
Anthony Hoy Fong	CEO	HFM
Peter Rajsingh	Partner	Alternative Investments
Paul Richards	Managing Director	UBS Group
Giarna Te Kanawa	Owner	Ora Gallery New York
Raymond Webb	Analyst	Industrial Equity Ltd
John Bedbrook	Director of Strategy	DuPont
Michael Boustridge	Chief Executive Officer and President	Ciklum
Mark D'Arcy	VP Global Business Marketing & Chief Creative Officer	Facebook
Phil Keoghan	Television Producer & Presenter	The Amazing Race
Chris Liddell	Assistant to the President and Director of Strategic Initiatives	The White House
Brent Ayrey	Partner	Tuhua Ventures
Ben Anderson	Chief Executive Officer	Renaissance Leadership
Frederick J (Fred) Dorey	Special Counsel	Cooley LLP
Ian Foster	Director, Data Science and Learning Division	Argonne National Laboratory & The University of Chicago

Name	Job Title	Organisation
Deborah Mazzaferro	Business Coach and Consultant	consultant
Catherine Mohr	President	Intuitive Surgical
Craig Hillier	Americas Director, International Tax Services	Ernst & Young
Tim Cameron	Partner	Cravath, Swaine and Moore LLP
Helen Clark	Administrator	United Nations
Hema Dey	President, CMO & Keynote Speaker	Iffel International Inc.
Craig Elliott	Strategic Advisor	New Zealand Trade and Enterprise
Amanda Ellis	Executive Director	ASU Julie Ann Wrigley Global Institute of Sustainability
Bill Middleton	Investment Banker	Corporate Capital Group, Inc
Privahini Bradoo	Young Global Leader	World Economic Forum
David Teece	Principal Executive Officer and Chairman	Berkeley Research Group
Glenn Renwick	Chairman	Progressive Corporation
Victoria Ransom	Founding Partner	Dare Co.
Murray Brennan	Chairman emeritus, Surgery	Memorial Sloan-Kettering Cancer Center
Kevin Roberts	CEO	Redrose Consulting
Jeffrey Lamb	Chairman of the Board	Nexus for Development
Jane Sutherland	Director	Sutherland Contemporary
Elizabeth Iorns	Co-founder, President & CEO, Chairman of the Board	Science Exchange
Helen Klisser During	Founder	Helen Klisser During LLC
Greg Knight	Trader	Caxton
Grant Knuckey	CEO Americas	ANZ Banking Group Limited

WORLD CLASS NEW ZEALANDERS AMERICAS

Name	Job Title	Organisation
Grant Krefit	Vice President, Business Development	SS&C Technologies
Scott Mackie	Head of Product Design	Indigo Ag
Alan Nunns	President	StructureSolver LLC
Dale Nirvani Pfeifer	Founder and CEO	Goodworld
Linda Jenkinson	Director	Air New Zealand
Julian Robertson	Founder	Tiger Fund
Peter S. Watson	President & CEO	Dwight Group
Claudia Batten	Founder	Claudia Batten LLC
Neil Campbell	Executive Chairman	Mosaigen Inc
Michael Davies	Founder, Chair, Senior Partner	Endeavour Partners
Max Gimblett	Owner	Max Gimblett Studio
Robin Lewis	CEO	The Robin Report
Sean Gourley	CEO	Primer.ai
Shane Grant	Executive Vice President, CEO	Danone
Guy Horrocks	Co-Founder	Solve
Catherine Robinson	Head of Technology	Sister District Project
Kirsty Graham	CEO, Global Public Affairs	Edelman
Adrian van Schie	CEO	Apteryx LLC
Richard Mander	Director of Product Management	FUJIFILM SonoSite, Inc
Kirsten Nevill-Manning	Co-Founder	Teachers Pay Teachers
Sarah Robb O'Hagan	Chief Executive Officer	EXOS

Name	Job Title	Organisation
Richard Seline	Executive Director & Senior Advisor	AccelerateH20
Vaughan Smith	Mobile, Corporate and Business Development	Facebook
Karen Willcox	Director	Oden Institute for Computational Engineering & Sciences
Jilly Evans	VP Biology	Amira Pharmaceuticals
Nick Wheeler	Co-Founder & Managing Director	Samirand Ventures