

Sarah Hillsdene
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9 July 2024

Dear Sarah,

OIA 23-24-54: Trade Commissioner & Regional Director Costs

Thank you for your email of 13 May 2024 to New Zealand Trade and Enterprise (NZTE), making a request under the Official Information Act 1982 (the Act). You requested the following information:

Of the taxpayer funded annual NZTE budget allocated to international Trade Commissioner roles and Regional Director roles, please provide detail for the below costs, by region:

- 1. All NZTE funded private accommodation costs (rent/leases and or property purchases), including living costs (electricity, water, broadband, telephony, food).*
- 2. All NZTE funded private vehicle costs per role - lease/rent of vehicles, gasoline, maintenance, taxes.*
- 3. All NZTE funded school education costs - including fees, travel, equipment, computers, and extracurricular activities.*
- 4. All NZTE funded private staff at accommodation - cleaners, maids, gardeners, chefs/cooks, drivers.*
- 5. All NZTE funded flights, both international & domestic - for all family members.*
- 6. All NZTE funded insurances for health, life, property, contents/assets, and income.*
- 7. All NZTE funded reimbursements or cover for any personal tax costs or payments.*
- 8. All NZTE funded costs per role not listed above.*

Salaries & names obviously cannot be provided, so these are not requested.

NZTE's response to your request is as follows.

International trade is critical to New Zealand's economy. NZTE is the government agency tasked with growing New Zealand businesses internationally.

Trade Commissioner's (TCs) are the leaders of our international offices. Having TC's in market is global practice. Government-funded TC networks based offshore exist in several countries. These networks play a crucial role in promoting international trade and economic relations, attracting investment, and building strong economic ties between countries.

The purpose of the TC role is to lead and build the capability of the local team who act as the face of New Zealand in the international market, promoting our country and encouraging relationships between in-market companies and our customers in New Zealand. Regional Directors (RDs) are responsible for overall leadership of the region, including leading our TCs.

Many of these roles require NZ citizenship, due to security requirements and requirements of the relevant country. NZTE's approach is usually based on seconding a New Zealander offshore for a period of three to five years. This ensures connectivity between our teams in New Zealand and our teams offshore, who are typically locally engaged.

The package is made up of:

- Base salary; and
- Allowances and benefits paid to maintain a New Zealand equivalent standard of living and compensate for the challenges accepted in taking up an overseas assignment. This is based on family composition and location.

Information addressing your request can be found in Appendix One.

Please note:

- *We have combined TC and RD roles, as to provide more detailed information may breach the privacy of the persons involved.*
- *The 'other costs' category includes items such as relocation expenses, visa costs and language training. These vary depending on assignment start and end dates, host country requirements, and language capabilities.*
- *There are also costs paid centrally (not by region) that include insurances, landing pads for returning TCs and RDs and fringe benefit tax considerations.*
- *All accommodation is leased, NZTE does not own any property in overseas markets.*
- *We have excluded costs associated with the Dubai Expo 2020 as they were one-off costs associated with the duration of the Expo event.*
- *In many locations, an NZTE office car is provided for use by the team for business purposes. In some locations drivers are employed for the NZTE team to support travel and event and business activity. They are not for the personal use of TCs and RDs, therefore these costs have not been included.*
- *To provide any further detailed information would require substantial collation.*

You have the right under section 28(3) of the Act to seek an investigation and review by the Ombudsman. Information about how to make a complaint is available at: www.ombudsman.parliament.govt.nz or freephone: 0800 802 602.

Yours sincerely



Melissa Trochon
Director – Board & Ministerial

APPENDIX ONE

Regions	Question Category	FY 22-23 (\$ NZD)
Australia / Pacific	Q1. Private Accommodation Costs	101,443
	Q2. Private Vehicle Costs	4,883
	Q3. School Education Costs	
	Q4. Private Staff at Accommodation Costs	24,312
	Q5. Expat Flight Costs	10,114
	Q6. Medical/Health & Insurance Costs	52,717
	Q8. Other Costs	5,710
Europe, Middle East & Africa	Q1. Private Accommodation Costs	917,874
	Q2. Private Vehicle Costs	48,133
	Q3. School Education Costs	427,007
	Q4. Private Staff at Accommodation Costs	26,317
	Q5. Expat Flight Costs	54,519
	Q6. Medical/Health & Insurance Costs	13,895
	Q7. Personal Tax Costs	3,511
	Q8. Other Costs	237,986
Greater China	Q1. Private Accommodation Costs	907,251
	Q2. Private Vehicle Costs	70,332
	Q3. School Education Costs	217,799
	Q4. Private Staff at Accommodation Costs	46,906
	Q5. Expat Flight Costs	79,953
	Q6. Medical/Health & Insurance Costs	72,173
	Q8. Other Costs	107,793
Latin America	Q1. Private Accommodation Costs	251,997
	Q2. Private Vehicle Costs	8,591
	Q3. School Education Costs	71,758
	Q4. Private Staff at Accommodation Costs	14,311
	Q5. Expat Flight Costs	4,440
	Q6. Medical/Health & Insurance Costs	6,491
	Q7. Personal Tax Costs	119
	Q8. Other Costs	2,483
North America	Q1. Private Accommodation Costs	789,727
	Q2. Private Vehicle Costs	14,040
	Q3. School Education Costs	425,073
	Q6. Medical/Health & Insurance Costs	53,288
	Q7. Personal Tax Costs	3,131
	Q8. Other Costs	4,916

South East & East Asia	Q1. Private Accommodation Costs	571,069
	Q2. Private Vehicle Costs	54,786
	Q3. School Education Costs	245,372
	Q4. Private Staff at Accommodation Costs	42,369
	Q5. Expat Flight Costs	58,363
	Q6. Medical/Health & Insurance Costs	15,818
	Q7. Personal Tax Costs	1,153
	Q8. Other Costs	454,616

Centrally paid costs	Q1. Private Accommodation Costs	8,974
	Q2. Private Vehicle Costs	
	Q5. Expat Flight Costs	20,163
	Q6. Medical/Health & Insurance Costs	1,103,555
	Q7. Personal Tax Costs	2,091,670
	Q8. Other Costs	234,899