

MINUTES



37TH ANNUAL GENERAL MEETING, 25TH JUNE 2020

Meeting commenced at 4.37 pm.

German-New Zealand Chamber of Commerce (GNZCC) President, Jim Bibby, welcomed members to the 37th Annual General Meeting and confirmed a quorum was present.

APOLOGIES

A list of apologies was made available to all attendees in the handout supplied on arrival.

Dean Sheed moved that the apologies be accepted, and this was seconded by Erich Bachmann
Carried by all.

APPROVAL OF THE MINUTES OF THE 36TH AGM

Minutes of the 36th Annual General Meeting held on the 23rd May 2019 were approved by the Executive Committee as a true and accurate record and were made available to members via the website after last year's AGM. Additional copies were on hand.

There were no matters arising from these minutes.

PRESIDENT'S ANNUAL REPORT

Members of the German-New Zealand Chamber of Commerce, Ladies and Gentlemen, it is a great pleasure to present my annual report to you, at this, our 37th Annual General Meeting of the Chamber (referred to as "your Chamber" for the remainder of my report). The report covers our financial year ending 31

December 2019. However, given the global developments post-December, brought about by the Coronavirus pandemic, it would be remiss of me if I didn't also provide you with some additional thoughts and forward-looking commentary about what the future might look like, particularly the remainder of this current year, from the Chamber's perspective.

But let me start with a thank you, to you, our Members.

As we all know, New Zealand, indeed the world as a global community, has been and continues to go through an extraordinary period of challenge and very real risk in terms of our individual and collective health and wellbeing. Here in New Zealand after a successful period of lockdown to beat, or at least suppress, the spread of Covid-19, we are only now just beginning to re-connect with each other in terms of participating in social gatherings and attending organised events; like this one here today for example.

In fact, this is the first "non-virtual Chamber event" to take place since March. So, I'd like to thank all Members who have come here in person today to Häfele, to attend this Annual General Meeting and to "re-connect" with other like-minded Chamber Members. Let's acknowledge and celebrate that together – a bit later, maybe!

Thank you also, and a warm welcome to our Wellington-based Members who have gathered together in our nation's capital and

are joining us here via the web, along with a number of other Chamber Members who can't be here today in person but have dialled in via MS Teams to be part of this AGM event. Well done everyone and, once again, welcome.

I would like to start by summarising the key aspects of last year's bilateral trade figures, which are set out in more detail in your Handouts for your information and interest.

At more than NZ\$23,76 billion in 2019, the EU continues to be New Zealand's 3rd most important two-way trade partner after China and Australia; this despite the absence of a much talked-about and anticipated free-trade agreement. More on that topic shortly.

Therein, two-way trade between Germany and New Zealand was on a par with the prior year at NZ\$ 5,87 billion. Germany remains the 5th largest trade partner for New Zealand, ahead of the United Kingdom.

Your Chamber enjoys a particularly good relationship with the New Zealand and German Ministries of Foreign Affairs and Trade, as well as their respective embassies in Berlin and Wellington. In that respect we were pleased to welcome our new German Ambassador Stefan Krawielicki to New Zealand in this reporting period. Ambassador Krawielicki succeeds Ambassador Thiedemann whose 3-year term here came to an end soon after our last year's AGM.

You may be aware that Germany is one of only 5 countries (and the only country inside the EU) that the NZ Government has identified as part of their so-called diplomatic and trade "lift-strategy", aimed at deepening bilateral ties, broadening co-operation and growing 2-way trade. Your Executive Board and Management

of the Chamber were active in promoting the lift-strategy in 2019, culminating in members of the Board, namely myself and DEKRA NZ-VTNZ CEO Mike Walsh and our CEO Monique Surges participating in the first-ever Trade Delegation from New Zealand to Germany last October, led by NZ Trade Minister David Parker. Whilst in Berlin we participated in a round table with Minister Parker and his equivalent Minister in Germany, Minister Altmeier. We also met with NZ Ambassador Rupert Holborow and his team and took the opportunity to call in on our head office – the Association of German Chambers of Commerce & Industry (DIHK).

Your Chamber believes it essential we keep up that lift-strategy advocacy in the coming months, in order to accelerate the German-NZ bilateral trade momentum and, in doing so, increase the potential future business opportunities for our Members, both here and in Germany.

A key plank in this regard is the successful realisation of the EU-NZ Free Trade Agreement (FTA) which is well advanced, having been under formal negotiation for the past two years. To date, there have been 8 rounds of negotiations concluded; the first of which occurred in Brussels in July 2018, while the most recent round was concluded "virtually" last week, after a further 10 days of intense discussions. While nothing in life is certain, given that Germany takes over the Presidential reins in the Council of the European Union for the next 6 months, effective 1 July, I am hopeful that good progress can be made towards a balanced and fair final FTA agreement between the willing parties, sooner rather than later.

Turning to the specific activities of the GNZCC, 2019 was a significant year for us in terms of

the number of projects and events undertaken by our management and staff in support of current Members. According to your survey feedback, networking is one of the most important and most valued aspects of your being a Chamber Member - and by that we assume you don't just mean having a good time at the GNZCC Oktoberfest, which, by the way, was another well patronised and successful evening out last September!

We also hosted a number of VIPs from Germany throughout the year, covering areas of diplomacy, trade and commerce, which on occasion provided the opportunity to facilitate round-table discussions with our Member companies in order for those Members to highlight and promote specific topics of interest from their perspective to our overseas visitors.

For those who attended our AGM last year at STIHL Headquarters in East Tamaki, you may recall a short presentation given by Anja Strogies who outlined a new Chamber sponsored initiative, called Young Professionals. To recap, in order to sustain a strong Chamber network in the future as we have today, it is important we are able to reach out beyond CEO and senior executive level within our Member companies and "reach down" to attract the up-and-coming next generation of leaders as well. The aim of the Young Professionals initiative is to do just that. Through a series of tailored social events and networking opportunities, the aim of the Young Professionals is, over time, to broaden our GNZCC reach to a more "multiple-contact" network within our Member companies.

I am pleased to report that the Young Professionals is no longer just a concept, it is a thriving division of the Chamber and I would like to formally congratulate Anja and her team of YPs for the significant contribution they have made over the past 12 months through their various activities, in growing awareness

amongst the next generation of leaders regarding the benefits of being associated with the GNZCC. Over time, we expect this will lead to greater Member retention in the future and a broader Membership base.

Speaking of Membership, your Chamber welcomed 24 new members in 2019 bringing the total number of Members, after resignations, to 266. On that basis, we continue to have one of the strongest Chamber Memberships in the country and certainly the strongest Membership base amongst all EU trade organisations here in New Zealand.

In respect of our 2019 financial year results, you will find a copy of the audited Statement of Financial Performance in your Handout. Our Treasurer, Mark Loveday, will present the audited financial statements in more detail shortly.

But before that, I would like to invite our CEO, Monique Surges, to say a few words from her perspective regarding the work undertaken by your Chamber (specifically by her and her team) over the past year, both pre and post Covid.

CEO REPORT 2020

Thank you, Jim. Our research and consulting services division -ably lead by our newly appointed Deputy Executive Officer, Christy Carter - finished with a 50% growth year on year in enquiries, attributed to the revamped service offering for companies requiring specific market access assistance, whether in NZ or in Germany.

Trade Fair representation, managed by Sandy Motion and me, remained a mainstay of the Chamber income and new contact growth, with an additional contract being signed for the

representation of Messe Nuremberg in Australia. Sandys other role of expanding membership was slightly challenged by a 6th month maternity leave, however with a concerted effort in the second half of 2019 we saw a slight rise in overall membership, as Jim mentioned.

Julia Hahn, wearing several hats has ensured the Chamber communications & media area has had an explosion of activity in 2019, with the new responsive website fully operational, regular LinkedIn postings and, for the Young Professionals, Facebook postings. The various forms of newsletters (Snapshot, Member & Chambers, HR Insights and KiaOra) average on 30% open rates which is above the industry average. The number of events organised by the GNZCC, has doubled from 2017 through to the end of 2019, with more frequent regional events as well. 1,350 attendees were recorded for 2019 events

It would be remiss of me not to mention my right-hand lady – Alex Gabler, without her diligent attention to the day to day accounts and ensuring constant cashflow, we would not be in such a good situation.

In all these areas we have been ably supported by our wonderful German interns. Anni and Frieda, our present ones, will be returning to Germany in July. I think we will find out just how much we miss them in the coming months, as we will be “Internless” due to the border entry restrictions.

Which brings me to the past few months – our office showed its agility – moving immediately to a remote office set up during lockdown. Instead of slowing down, the pace of activity doubled, in fact tripled, due to the fact that we all continued with our day jobs, offering online

seminars and forums to a growing audience, completing contracted research and endlessly revising the budget projections. Additionally, we attended countless video conference calls with head office – on their time zone of course. And last but not least, we took on the incredibly challenging role of getting just under 10,000 stranded Germans home on the repatriation flights – the largest number from any country..... and by the way, the lighting of the sky tower in German flag colours was entirely our doing!

As a result of all of this I believe the German-New Zealand Chamber of Commerce has gained a new level of presence here and recognition by our head office in Germany.

Thank you, Monique.

I think you will agree as a member-based organisation we are extremely fortunate to be served and supported by such a caring, dedicated and talented group of individuals, ably led by our CEO Monique Surges. As in every year, the Chamber operates on a tight budget and in my view continues to punch above its weight in terms of the quality and volume of work undertaken and the results achieved. This is a tribute to Monique, her management team and all Chamber staff. On behalf of all Members, I would therefore like to formally record our sincere thanks and appreciation to them and in doing so acknowledge the special challenges faced by them over recent months when called upon to work “above and beyond” the call of duty, so to speak. Their collective efforts are sincerely appreciated and certainly not taken for granted. Thank you!

As to the future, there is no doubt that the next year or two will pose challenges, as we all navigate our way through the Covid-19 induced

global economic impacts. Those challenges will be different for individual Members.

I want to assure you that your Chamber will be here to support you no matter what. Our forward-looking focus will continue to be on delivering a broad range of high-quality services to you, our Members; services that are valued by you, are appreciated by you and hopefully make a positive difference for you and your respective businesses.

The immediate future not only comes with its challenges, it also comes with significant opportunities and your Chamber intends to leverage those opportunities to their maximum extent. Of course, both the German and the New Zealand economies have been hit hard by the current global pandemic. However, both economies are widely expected to recover faster than many others and your Chamber has a role to play in ensuring our Members benefit from the opportunities that those economic recoveries offer.

In Germany, for example, major stimulus packages are already underway as part of their economic recovery program, that provide new trade opportunities for New Zealand exporters. We want to tap into that and support our NZ export-oriented Members' growth aspirations.

In that regard, as recently announced in the media your Chamber has appointed a highly respected and well-connected New Zealand business leader and global exporter to the role of our inaugural Honorary Patron. Sir William Gallagher is CEO and second-generation owner of the iconic family-owned Waikato manufacturing and engineering business, the Gallagher Group. Gallagher export to more than 150 countries worldwide, including of course to Germany. As our Patron, Sir William

will work alongside your Chamber Board and Management to raise the profile of trading with Germany, including providing advocacy and support for the already mentioned EU-NZ Free Trade Agreement within the halls of power in Wellington. I would like to take this opportunity to thank Sir William for accepting this Honorary Patron appointment and for agreeing to lend his name and his considerable acumen and experience to the Chamber. We are fortunate indeed to have him on our team.

Also, by way of thanks. As you know, none of the events and activities organised by the Chamber throughout the year can take place without the involvement and financial support of our Partners. So, I would like to formally record our sincere appreciation and ongoing thanks to our Premium Partners: Hesketh Henry, HSBC, Stihl and Volkswagen and also to our Executive Partners: Audi, DHL, DEKRA-VTNZ, Lufthansa, ATPI Business World Travel and Western Union.

The Executive Board met formally five times throughout the year and a subcommittee of the Board met twice to discuss the feasibility of creating a high-profile German Festival, originally planned for September 2020 but now deferred at least until next year due to the current uncertainties posed by Covid-19.

I would especially like to thank my fellow colleagues on the Executive Board for their support and their commitment over the past 12 months and for their valuable individual and collective contributions to the ongoing success of the Chamber.

We also greatly appreciate and thank Häfele, our hosts today, for their hospitality which is very much appreciated.

And finally, I would like to finish the way I started; by formally recording my thanks and the thanks of the Chamber to you, our Members, for your trust in and your ongoing support of us. We wish you all good success in the year ahead.

Thank you.

There was no additional discussion relating to the report. The report was moved by Patrick Gottstein and seconded by Mike Walsh

The Presidents report was accepted and carried by all.

ADOPTION OF THE ANNUAL ACCOUNTS 2019

The financial statements for the year ended 31 December 2019 were made available prior to the meeting via the website; copies of the key pages were also included in the handout.

GNZCC Treasurer, Mr. Mark Loveday confirmed there was a net surplus after tax of NZD 9,788. The balance sheet shows accumulated funds as at 31 December 2019 of NZD 90,138.

Comparing the revenue of 2018 to 2019, a difference of NZD 85,908, this can be attributed to the additional energy project and the Oktoberfest's outstanding results in 2018.

The treasurer further explains that the German funding only equates to about 23% of the total revenue with the rest being obtained via membership subscriptions, trade services, trade fair promotion, the Oktoberfest and other events and sponsorship.

There being no questions, Mark Loveday moves the accounts be adopted. Seconded by Chris Griggs, Carried by All.

APPOINTMENT OF AUDITORS

Mark Loveday advised that Crowe (formerly Crowe Horwath) has been auditing the New Zealand set of accounts for some years and moved that they be appointed as auditor for the year 2020.

The Treasurer then went on to explain that the German Federal Ministry of Economics now requires that the annual accounts provided to Germany, via the DIHK Kompass system, also require an independent audit.

The cost of this additional audit is queried (€3,500) and whether it wouldn't be cheaper to get the BakerTilley subsidiary in New Zealand to do this rather than Germany. It is agreed it would probably come out more expensive and as the second audit can be factored into the funding it should go ahead as per the Ministries request.

The treasurer moves that the accounting firm Baker Tilley in Stuttgart, Germany be appointed as additional auditor of the German accounts for the year 2020.

This was seconded by Chris McCagney. Appointment of Crowe Horwath as NZ auditor and Baker Tilley as German auditor is carried by all.

The Treasurer is thanked on behalf of the members for his time and guidance.

MEMBERSHIP SUBSCRIPTIONS

The GNZCC executive board reviewed the membership subscriptions at their April meeting. Normally the policy is to keep the subscriptions in line with CPI + 1, however given the financially challenging situation faced by most members, it has been decided to hold the subscription rates at the 2019 rate.

GNZCC Subscriptions:	2019 Rate GST excl.
individual person	\$365
companies with fewer than 31 employees	\$490
companies with more than 31 employees	\$675
companies based in Europe	€255

There was no discussion.

Jim Bibby proposes on behalf of the Executive that the subscription rates of 2019 are retained. This was seconded by Barbara Nebel and carried by all.

ELECTION OF THE COMMITTEE AND OFFICERS

Chief Executive Officer, Monique Surges, conducted this section of the meeting. Executive Board members were thanked for their time and effort provided - all on a non-fee basis. In accordance with the rules, a number of nominations for the 2020/2021 year were received in writing along with nominations for all existing Executive Committee members

- Patrick Gottstein, formerly representing DB Schenker New Zealand stepped down during the last term.
- Additional nominations have been received for
 - Karen Zwissler, SAP
 - Thomas van Raamsdonk, ProClima

The 2020/2021 Executive Committee is:

President: Jim Bibby, Stihl NZ Limited

Vice Pres: Grant Bevin, ATP Business World Travel

Treasurer: Mark Loveday, Transfer Pricing and Tax Solutions Limited

Executive Director: Monique Surges, GNZCC

Committee:

Erich Bachmann, Hesketh Henry, Imm. Past Pres.

Chris Griggs, Barristers.comm

Chris McCagney, Hellmann Worldwide Log.

Dean Sheed, European Motor Distributors

Mike Walsh, Vehicle Testing NZ

Andrew Spicer, Realtech New Zealand

Andreas Modlmayer, BMW Group New Zealand

John Barclay, HSBC

Bastian von Streit, T&G Global Ltd

Barbara Nebel, thinkstep NZ Ltd

Karen Zwissler, SAP NZ Ltd

Thomas van Raamsdonk, ProClima NZ Ltd

The next Executive Board meeting is scheduled for the 30th July 2020.

GENERAL BUSINESS

Monique advises members that it has been decided to cancel the 2019 Oktoberfest, as this is not an appropriate event to be running under the present circumstances.

There is no further general business.

Jim Bibby thanked members for their attendance and encouraged them to stay and enjoy the Häfele hospitality.

The 37th Annual General Meeting was declared closed at 5.20pm, 25th June 2019.

{a special thank you to Aesthetikonzzept and Peter Salter Hairdressing for their contributions to the treasure hunt}

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Jim Bibby - President

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Mark Loveday - Treasurer