



Repräsentanz der  
Deutschen Wirtschaft  
German-New Zealand  
Chamber of Commerce Inc.

## MINUTES

### 39<sup>TH</sup> ANNUAL GENERAL MEETING, 7<sup>TH</sup> JULY 2022

---

Meeting commenced at 4.07 pm.

German-New Zealand Chamber of Commerce (GNZCC) President, Jim Bibby, welcomed members to the 39<sup>th</sup> 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.

Erich Bachmann moved that the apologies be accepted, and this was seconded by Duncan Schaut.

Carried by all.

#### APPROVAL OF THE MINUTES OF THE 38<sup>TH</sup> AGM

Minutes of the 38<sup>th</sup> Annual General Meeting held on the 13<sup>th</sup> of May 2021 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 39th Annual General Meeting of the Chamber (referred to as "your Chamber" for the remainder of my report).*

*This report covers not only our financial year ending 31 December 2021 but also an insight into the remainder of 2022, from the Chamber's perspective.*

*Let me start with a thank you, to you, our Members. As you all know, due to the ongoing challenges imposed by the global pandemic, 2021 was another difficult year for business and for the people of the world in general. The continuation of closed borders in New Zealand and the unexpected regional*

*lockdowns early in the year and then again later in August, created a high degree of uncertainty around scheduling of events and travel plans, requiring significant re-work for our staff and the re-jigging of many events. That said our CEO (Monique) did manage to make it to Germany in November, flying the flag for NZ-German business, whilst keeping us all informed about the tips & tricks of international travel at that time, via her rather entertaining travel blog.*

*Despite the disruptions, (you) our Members have remained extremely loyal to us throughout the year, continuing to support our various virtual seminars and events. Thank you for your loyalty and your ongoing support. It is sincerely appreciated.*

*In terms of the bilateral trade between Germany and New Zealand, the numbers are set out in more detail in your Handout for your information and interest. However, it will come as no surprise that due to a combination of Covid-related factory shutdowns, border closures and ongoing supply chain logjams, our bilateral trade numbers did not grow in 2021. Nevertheless, at \$4.5 bn in 2-way trade Germany remains one of this country's most important trading partners and the largest within the European Union.*

*As most of you will know, Germany has for some time been a strong advocate within the EU for a free trade deal with New Zealand based on our shared values, mutual trust of and respect for each other, together with our advocacy and support for rules-based systems.*

*In that context, the recently concluded Free Trade Agreement between the EU and New Zealand can only be a good thing for the fostering of a broadening level of collaboration between Germany and New Zealand in future years – a bilateralism that transcends trade into wider areas of future co-operation. Your Chamber has also been a strong advocate for this Free Trade Agreement, because of the future opportunities we know it will create for*



you, our Chamber Members. So, it is with some satisfaction that we can finally say, job done!

This is one reason amongst many that we endeavour to maintain a good relationship with the relevant New Zealand and German Ministries, as well as the respective Embassies in Berlin and Wellington i.e., so we can advocate for things that are important to our Members, things like reducing trade & non-trade barriers to free and open cross-border business, for example. You may be interested to know for example, that prior to his departure for Berlin in May this year we met twice with the new NZ Ambassador to Germany, Craig Hawke; once in Wellington together with our Wellington Regional Manager, Julia Hahn, and once in Auckland with our entire Board. In addition, Monique didn't waste any time setting up a "welcome to Germany" lunch for Ambassador Hawke with the Head of the German Chambers abroad Dr Treier, within days of his arrival in Berlin. As you can see, Ambassador Hawke was left in no doubt what the German Chamber Organisation would be one of his most important assignments whilst stationed in Berlin; advocacy for the German-NZ business community and therein the successful conclusion of the EU-NZ FTA.

We also recently had occasion to farewell German Ambassador Stefan Krawielicki from his posting in Wellington after his 3-year tour of duty. Ambassador Krawielicki officially retired from the diplomatic service at the end of June and is now taking time out to "smell the roses" back in Germany. Ambassador Krawielicki made a positive contribution to German-New Zealand relations and relations in the wider Pacific Region during his time down-under and he was a strong supporter of this Chamber and the German business community here generally, for which we sincerely thank him. We wish him and his family well in retirement and look forward to meeting his successor when she formally takes up her posting in Wellington later this year.

Turning to the specific activities of the Chamber in 2021 and into 2022 thus far, your Chamber team continued to do what we do best. Connecting people with people, offering Members even more opportunities to learn from and communicate with each other, albeit most often virtually via various online forums.

We continued hosting regular CEO, CFO and Construction Forums online, bringing in guest speakers where appropriate, such as:

- Vangelis Vitalis (NZ Chief Negotiator EU/NZ Free Trade Agreement) and Her Excellency Nina Obermaier (Ambassador of the European Union to NZ) to talk about trade and free trade agreements and in the impact of the war in Eastern Europe on business generally
- Phil O'Reilly ONZM, former Business NZ CEO, global business leader and advocate
- Caroline Lambert, Head of Trade and Economic Section at Delegation of the EU to NZ
- Members, Malcolm Pacific, ATPi, Hesketh Henry, SAP, Draeger, T&G Global, LSG Sky Chefs

Webinars took place on such topics as SEO & Web optimisation, Storytelling/Presenting, Immigration & Employment and Economic updates from Paul Bloxham (HSBC) and Paul Conway (BNZ). The Agility German Trade Lane series continued online for 3 sessions, and we took part in Techweek, with members Bayer and GTAI presenting. The AGM at Wurth turned out to be one of the only large physical events hosted in 2021, however the Young Professionals did manage to host a Pub Quiz, Midwinter event and cooking classes in one of the fine German kitchen showrooms.

In terms of Membership (see graph in the handout), we welcomed a record 42 new Members in 2021 bringing the total membership to 287 financial Members, after resignations (18), a fantastic growth in challenging times. We continue to enjoy one of the strongest Chamber Memberships in New Zealand and certainly the strongest Membership of any EU trade organisation here. We were pleased to be recognised by our German Head Office, DIHK, for being one of very few German Chambers Abroad globally to achieve Membership growth during the Covid crisis years of 2020 & 2021. In fact, our Membership numbers have increased by more than 20% over the 4-year period from 2017 to 2021.

In addition, our Young Professionals organisation continues to grow under the guidance of a small committee of dedicated YPs, led by Marcus Behrends. In addition to their well-publicised (and I understand well attended) social events, the YP mentoring program was launched in 2021 as a pilot



program, and this naturally has a more business & professional development orientation than the YP social events. The program has been renewed in 2022 with a fresh group of YP mentees. Our sincere thanks to all those business mentors from within our Membership who freely donate their time and their considerable skill and experience to support our next generation of business leaders.

Moving to the financial results, you will find a copy of the audited Statement of Financial Performance for 2021 in your Handout. Our Treasurer, Mark Loveday, will present the audited financial statements in more detail to you after my report. Our revenues continue to be constrained as they were in 2020 due to the lack of trade fairs and project-based opportunities out of Germany, along with regional lockdowns here in Auckland which resulted in many cancelled events and in-person forums for extended periods, all of which in a normal year are typically strong sources of revenue for the Chamber.

Despite that, thanks to excellent fiscal oversight by the Executive Board and Monique and her team the Chamber managed to live within its means to a large extent, although we did need to seek additional funding in the form of a short-term loan from the German Ministry in order to bridge the gap.

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. 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 on behalf of Members, and the results achieved – Covid or no Covid! 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 Monique and her team and in doing so once again acknowledge the special challenges faced by them when called upon to work “above and beyond” the call of duty, throughout 2021 and again into 2022. It has not been an easy time for our management and staff. Their collective efforts are sincerely appreciated and certainly not taken for granted. Thank you!

I would like to ask Monique to say a few words here about the year past and key goals looking ahead, from her perspective.

Jim hands over to Monique

Let me begin by acknowledging Sandy Motion, who began working for us in April 2015. Over the years she took on not only membership liaison but also sponsorship acquisition and an area entirely new to her – trade fairs. We sadly farewelled Sandy in August 2021 (but as you will see she just can't stay away...)

Julia Hahn, who has been with us since September 2017, is doing an excellent job running our newly founded Wellington branch – it's nice to see her up here in Auckland today connecting with staff and members.

Erin Daly, who joined us in September 2020, has taken over the role as Business Development Manager, which includes new member acquisition, member liaison and the trade fairs in NZ as well as our agency agreement with Messe Nuremberg. No doubt you have had contact with her recently.

Iris Heinz, who some of you will know from years past, re-joined us late last year and now manages the DE International consulting services & projects – an area we hope to see strong growth in.

Celine Kern came on earlier this year to support me with general administration and the more exciting part, developing our events. And finally, Tim Feibel joined this May, in a new full-time communications position. You will have noticed a strong flow of social media posting.

And of course I, along with my trusty right hand lady -our Accountant Alexandra Gabler -continue to keep the ever expanding ship on course.

This expanded team will ensure the Chamber is well resourced to carry out an extensive programme of German funded programmes ranging from civil security technology to energy efficiency in the Pacific Islands, to food supplier match making and German AgTech presence next year. The Chamber continues with the Energy Dialogue – very topical at present - and has applied for numerous German Ministry funded projects for the coming years. Trade Fairs in Germany have thank fully restarted, and we are



*seeing NZ exhibitors return, which should help the bottom line.*

*..and of course the stake is in the ground for our GNZCC Oktoberfest on Friday the 16th of September 2022!*

*Monique hands back to Jim*

*As mentioned by Monique, Julia Hahn recently relocated from Auckland to our nation's capital city to establish and head up our first-ever Regional Chamber Office. In her capacity as Wellington Regional Manager, Julia is primarily responsible for increasing the visibility of the GNZCC, building strategic relations within the NZ Government & Wellington bureaucracy, and representing the Chamber in the Wellington Region with a focus on delivering value for existing Members and progressively growing our Member base when appropriate opportunities arise to do so.*

*The establishing of the Wellington Regional Office is part of your Chamber's strategy to broaden our reach nationally and get closer to our Members, in order to better support them and understand their diverse needs of us. On behalf of all Members, we congratulate Julia on her appointment and sincerely thank the Goethe Institute in Wellington who have provided us with the needed office space within their facility, as well as providing Julia with ongoing support in a team environment sense.*

*Next on our radar is a Regional Office based in Christchurch to service the needs of the so-called German / Kiwi "Mainlanders". Watch this space!*

*Speaking of broadening our reach, Monique and I met with the CEO of Te Pukenga earlier this year to promote and advocate for the proven German partnership approach to vocational training, which as many of you will know involves business as a core contributor to trades education via company and industry participation, working with and alongside the various tertiary training institutes. Te Pukenga is the newly established national tertiary training entity that combines all the former polytechnics and Industry Training Organisations (ITOs) in New Zealand under one umbrella. Our offer of support to Te Pukenga is on the table, so to speak. It remains to be seen whether or not they wish to avail themselves*

*of proven German know-how and deep experience in this space, or not.*

*None of the events and activities conducted by your Chamber could take place without the involvement and financial support of our Corporate Partners. So, I would like to formally record our sincere appreciation and ongoing thanks to our 2021 Premium Partners: Agility, Hesketh Henry, HSBC, SAP, Stihl and Draeger. Also to our 2021 Executive Partners: Audi, BNZ, DEKRA-VTNZ, Massey University, Malcolm Pacific, Sixt, Hello SEO, Saxer Design, Realtech and Volkswagen.*

*The Executive Board met formally five times throughout the year, occasionally via Zoom! I would especially like to thank my 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.*

*For your information, one of the topics discussed around the Boardroom over the past 12 months is a proposal to change the term of election for Board Members from the current one year to 3 years, with the right to stand for a second term (that is, a maximum term of 6 years) per elected Board Member. I personally support this approach, which is standard amongst other German Chambers abroad, as it provides Board stability and continuity of service, while at the same time ensuring "new blood" is injected into the Boardroom, which in turn brings fresh ideas and new approaches to the way we do things in support of our management and staff and our Members. Such a change will first require an amendment to our Constitution, which in turn will require ratification by you, our Members, at a future Annual General Meeting. The reason for raising it here today is to give you notice that this will likely form part of the agenda for our AGM next year.*

*In closing, I would like to acknowledge and thank Stiebel Eltron, 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 Mike Walsh and seconded by Barbara Nebel.

The Presidents report was accepted and carried by all.

#### *ADOPTION OF THE ANNUAL ACCOUNTS 2020*

The financial statements for the year ended 31 December 2021 were made available prior to the meeting via the website; copies of the key pages are also included in the handout.

The Treasurer confirmed there was a net loss after tax of NZD 20,455 as a result of a 12% decline in revenues, particularly from lack of trade fair income, event income and service fees. Of course, as a result there were also some savings in event catering and travel.

The balance sheet shows we accumulated funds as of 31 December 2021 of NZD 77, 493. The financial state of the GNZCC remains sound with short term liquidity remaining very robust.

There being no questions, Mark Loveday moved the accounts be adopted. Seconded by John Barclay Carried by All.

#### *APPOINTMENT OF AUDITORS*

Mark Loveday advised that Crowe (formerly Crowe Horworth) have been auditing the New Zealand set of accounts for some years. He moved that they be appointed as auditor for the year 2022.

We are also required by the German Federal Ministry of Economics to conduct an independent audit of the annual accounts provided to Germany, via the German Chamber accounting system. The accounting firm Baker Tilley in Stuttgart, Germany, has completed the audit of the 2020 and 2021 accounts. He moved that they be appointed as the additional auditor of the German accounts, for the year 2022. This was seconded by John Barclay. Appointment of Crowe as NZ auditor and Baker Tilley as German auditor is carried by all.

#### *MEMBERSHIP SUBSCRIPTIONS*

Jim Bibby explains that the GNZCC runs to a breakeven result and typically increases the subscription slightly each year. However, due to circumstances in 2020 no increase was made. The GNZCC Executive Board reviewed the membership subscriptions at its April meeting. As with many organisations, the Chamber continues to face several general cost increases, most of which but not all can be absorbed.

The Executive Board therefore proposed an average 5% adjustment to Membership rates (rounded) as follows:

<b>GNZCC Subscriptions: 2021</b>	<b>2022</b>
individual person	\$415
less than 31 empl.	\$515
more than 30 empl.	\$710
based in Europe	€270
	€285

*The above rates are exclusive of GST*

There was no discussion.

Jim Bibby moves that the subscription rates for 2022 be amended as proposed by the Executive Board.

This was seconded by Patrick Gottstein 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 changes and nominations for the 2022/2023 year were recorded.

The following Executives stepped down:

- Karen Zwissler,
- Karol Abrasowicz-Madej
- Mark Bateson

Several nominations for the 2022/2023 year were received in writing.

All previous board members, other than those just mentioned, have indicated they would like to be re-elected and an additional nomination was received for Patrick Gottstein, Go Logistics Ltd.

The Executive Board for the coming 12 months is then as follows:

1. President: Jim Bibby, Stihl NZ Limited
2. Treasurer: Mark Loveday, Transfer Pricing and Tax Solutions Limited
3. Executive Director: Monique Surges, GNZCC
4. Immediate Past Pres: Erich Bachmann, Hesketh Henry,

12. Amita Mistry, Bayer NZ Ltd
13. Andrew Spicer, Realtech NZ Ltd
14. Patrick Gottstein, Go Logistics Ltd

The first Executive Board meeting is scheduled for the 28<sup>th</sup> of July 2022.

#### *GENERAL BUSINESS*

There is no general business.

Committee members:

5. Chris Griggs, Barristers.comm
6. Dean Sheed, Audi-EDM
7. Mike Walsh, Dekra/Vehicle Testing NZ
8. John Barclay, HSBC
9. Barbara Nebel, thinkstep NZ Ltd
10. Thomas van Raamsdonk, ProClima NZ
11. Gareth Edgecombe, T&G Global

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

The 39<sup>th</sup> Annual General Meeting was declared closed 4.43pm, 7<sup>th</sup> July 2022.

For the minutes

Auckland, 12<sup>th</sup> July 2022

Monique Surges (CEO)

**Minutes of the 39<sup>th</sup> AGM (7<sup>th</sup> July 2022) are current and complete**

***Protokoll der 39. Jahreshauptversammlung (7. Juli 2022) ist aktuell und vollstaendig***

Auckland, 28 July 2022

Jim Bibby  
(President)

Mark Loveday  
(Treasurer)

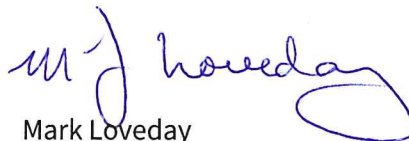
**Copy matches Original/Original lag vor**

Auckland, 28 July 2022

A handwritten signature in blue ink, consisting of the letters 'JB' followed by a long, sweeping horizontal line.

Jim Bibby

(President)

A handwritten signature in blue ink, appearing to read 'm J loveday' in a cursive style.

Mark Loveday

(Treasurer)