



NGĀI  
TUKAIRANGI  
TRUST

*Regrowing*  
**TOGETHER**  
*Whakatipu ngatahi hou*

NGĀI TUKAIRANGI TRUST  
AGM REPORT | 2023



# CONTENTS

Mihimihi	3
Our History	4
Trustee Profiles	6
<hr/>	
<b>Section 1: Annual Report</b>	<b>10</b>
Chairperson's Report	12
CEO's Report	14
Our Strategy	16
Principles and Performance	18
Environmental Report	24
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<b>Section 2: Financial Report</b>	<b>27</b>
Consolidated Financial Statements	28
Key Highlights 2023	33
<hr/>	
<b>Section 3: Distributions Report</b>	<b>38</b>
Distributions Report	40
Distributions Profiles	41
Grant Recipients 2023	46

# MIHIMIHI

Ka ao, ka ao, ka awatea ki te Ahiānanga.  
Karanga mai nei te reo irewaru o te moana tūāuriuri.  
Tērā e kōhengi nei, he mātāriki.

Ki uta rā anō, ko Papa-Nui-a-Karioi te raorao atu nei.  
Nana te hinu! Nana te mōmona! Nana te hua o nga rākau!  
E whātoro nei ōna papatipu ki te taepu o te kāinga tipu, o Pūwhariki, o Tūmatanui.

Heke te marangai, uaina te whenua, rere mai ai te wai o te oranga.  
Hei whāinu i te Tini-a-Tāne, i te Tini-a-Rongomaraeroa, i te Aitanga-a-Tiki.  
Tukairangi e!

Kauparetia nga āhua parahanga a te tangata e kino ai te taiao.  
Kei poho kore noa iho ō Matapihi tāngata.  
Ka huri.







# OUR History

## Confirmation of Amalgamation Order for Ngāi Tukairangi Trust

The Trust received confirmation that the initial eight blocks had been amalgamated, constituting the Ngāi Tukairangi No.2 Trust.

## Te Awanui Hukapak Co-operative

Collective of Māori trusts establish the Te Awanui Hukapak Co-operative to acquire the packhouse.

## Commercial Building – Grey Street

Following an initial strategy hui in 1990, the Trust diversified its portfolio with the purchase of a property in Tauranga City.

## Seeka Ltd acquire Hukapak

Seeka Ltd. acquired the Hukapak packhouse and provide Te Awanui Hukapak Co-operative with the opportunity to become major shareholders in Seeka Ltd.

1960-70

1980

1982

1984

1988

1996

1998

2009

## Development of Māori land in Matapihi

Development of land into horticulture identified as an economic buffer to protect ancestral lands from further confiscation.

## First kiwifruit vines planted

The Trust planted our first vines in 1982, harvesting the first crop in 1985.

## Ngāi Tukairangi Hapū initial Waitangi Claim was lodged

The original statement lodged by Mahaki Ellis with the Waitangi Tribunal concerned the alienation of land in the Whareroa Block for Tauranga Airport and the Port of Tauranga under the Public Works Act 1928.

## Ngāi Tukairangi Claim lodged

Ngāi Tukairangi Trust Claim also lodged to have the electricity pylons removed.

## Leading the industry in Gold kiwifruit

Harvested our first crop of Hort16A and begun trialling G3 Gold.





**PSA outbreak in Matapihi**

First Māori land block to break out with PSA.

**G3 Gold trials**

Speedy G3 Gold trials ensued under leadership of Colin Jenkins.

**Te Puke orchard acquisition**

Trust acquires a nine-hectare Hayward orchard in Te Puke.

**Hawke's Bay orchard acquisitions**

The Trust purchased one of the largest gold kiwifruit orchards in the country, constituting 66 ha of G3 Gold kiwifruit across five orchards.

**Hanoi Orchard acquired in Havelock North**

Thirty-four hectares of orchard in old apples acquired and converted into high value varieties.

**Twyford Orchard acquired in the Hawke's Bay**

34-hectare Twyford apple orchard acquired.

**Two leasehold orchards acquired in Gisborne**

46 ha of kiwifruit, persimmons and mandarins acquired.

**2010**

**2011**

**2017**

**2019**

**2020**

**2021**

**2022**

**2023**

**Tukairangi Investments Ltd.**

Tukairangi Investments Ltd. established to advance non-kiwifruit investments in property and shares.

**Leasehold apple orchard acquired**

6.5 ha of Rockit apples acquired through leasehold agreement and 13.5 ha of Rockit licence secured for future development.

**Kerikeri orchard acquired**

18 ha of Gold3 orchard acquired in the Kerikeri region.

**Renaming of orchards**

Significant number of orchards in Ngāi Tukairangi Trust network are renamed in the Hawke's Bay.

**Miro investment with Māori collective of trusts**

Network of Māori trusts and incorporations invest in a Miro blueberry opportunity to create orchards across the country.

**Cyclone Gabrielle**

Cyclone Gabrielle destroyed the Hawke's Bay region and some of our orchards, as well as causing extensive loss of crop and damage to orchards.





# TRUSTEE Profiles

## Ratahi Cross

IOD Member



Ratahi Cross has been a trustee since 2007. He has a background in natural science, specialising in native flora and fauna. He holds a science qualification and lectured in Māori history for several tribes in his role at Te Whare Wānanga o Awanuiārangī.

Ratahi is the chairman of several trust boards throughout the eastern areas of the North Island. He is currently the chairperson of Ngāi Tukairangi Trust. Ratahi is also the chairperson of Te Awanui Hukapak Ltd, a director on Seeka Ltd, a public company and he is also part of the Business Board for the Federation of Māori Authorities.

He is proud to acknowledge that our Trust is the largest shareholder in Te Awanui Hukapak Ltd., and the largest Māori kiwifruit grower in New Zealand.

## Neil Te Kani

IOD Member



Neil Te Kani has been a trustee since 2003. He has a wealth of kiwifruit industry experience and takes his role as trustee very seriously. Neil is a trustee on several other boards, including Mangatawa Incorporation, Ranginui 12, Tukairangi Investments Ltd., and Orea Trust. He previously served as a delegate for New Zealand Kiwifruit Growers Incorporated and Māori Kiwifruit Growers Incorporated.

He is currently employed by Seeka Industries Ltd. to advance closer working relationships with Māori kiwifruit growers throughout the industry. He held a similar role prior to that at Eastpack, and before that he was also the executive director of Te Awanui Hukapak Ltd. Neil has led several Māori export delegations with Zespri International Ltd. to Europe and Asia.





## Ngawa Hall

IOD Member



Ngawa Hall has been a trustee since 2003. During her tenure, she has served on various sub-committees including operations, education grants, international investment, and audit and risk. Ngawa is also a director on Tukairangi Investments Limited.

Ngawa brings experience in policy and programme development, strategic and business planning, brokerage, facilitation, and financial project management. She is also involved in hapū matters for both Ngāi Tukairangi and Pirirakau hapū.

She is a trustee of several ahu whenua and whānau land trusts across Tauranga and sits on the Port of Tauranga-sponsored Turirangi Te Kani Scholarship Committee.

Ngawa has more than twenty years' experience working in the public sector. She is currently employed by Te Tūāpapa Kura Kainga (Ministry for Housing and Urban Development) as a business development manager. Her main area of focus is in the Māori housing sector and she is responsible for the Te Moana a Toi, Te Tai Rawhiti and the Heretaunga rohe.

## Helen Te Kani Matenga

IOD Member



Helen has been a trustee since 2014. She brings a wealth of experience having worked in the health and social sector, and tertiary education sector. Helen currently works in the housing and urban development space where she supports the most vulnerable and at risk from being homeless.

Helen has strong leadership skills and continues to gain strategic, decisive, and analytical expertise. She brings experience in project management, whānau, hapū and community engagement and she is an active whānau member of Hungahungatoroa Marae.

Helen is the chairperson of the Distributions and Grants Committee, the Ngāi Tukairangi hapū representative of the Tauranga Moana Trust Board, a director of the Tauranga Moana Miro GP, trustee of Hungahungatoroa 1B2B2 Trust, chairman of Hungahungatoroa Marae and is an active member of the Institute of Directors. This year, Helen is on a journey to advancing her skills in Te Reo Māori.

## Joshua Gear

**Bachelor of Laws (Hons)  
– University of Waikato  
IOD Member**



Joshua was elected to the Trust in 2013. In addition to his role as trustee, he also holds governance roles as a director on several Ngāi Te Rangi iwi corporate entities.

Joshua has practiced professionally as a barrister and solicitor since 2008. He specialises in resource management, local government, Te Tiriti o Waitangi, and Te Ture Whenua Māori.

Joshua was brought up in Matapihi. He has whakapapa connections to Hungahungatoroa Marae through his koroua, Pōtahi Gear; to Waikari Marae through his koroua and kuia, Pōtahi and Eileen Gear; and to Whareroa Marae through both his kuia, Merania Nepia and Eileen Gear.

## James Lambert

**Bachelor of Commerce –  
University of Auckland  
IOD Member**



James was elected as a trustee in 2019. He is currently the operations manager of a family-owned packaging company in Auckland. He brings managerial and operational experience from various roles in the retail sector to this trustee role.

James has completed a course in trustee training through the Māori Land Court. He looks forward to increasing his knowledge of governance within the Trust and hopes to continue the impressive foundational work already undertaken by previous trustees. James is proud of the continued economic and cultural success of our Trust. He has served on the Finance Committee and the Grants Committee, and is currently the chairperson of the Audit and Risk Committee.

## Helen Ellis

**Bachelor of Social Sciences  
– University of Waikato,  
IOD Member**



Helen Ellis was elected as a trustee in 2021. She has a professional background in the health and disability, and community support sectors. She holds qualifications in mental health and addictions, public health, social sciences, and business administration. She has more than 35 years of trustee experience as an elected school board officer, and has been a trustee for Hungahungatoroa 1B2B2 Trust in Matapihi for more than twenty years.

Helen is employed as the community response coordinator for Whaioranga Trust in a dual social work role, as a programme facilitator in the mental

health and addictions field. She has a wealth of professional and practitioner experience in both kaupapa Māori and mainstream services.

Helen embraces every opportunity to ensure the best possible outcomes are achieved for our board. An avid proponent for the values of tika, pono, and aroha, her commitment to whānau, marae, hapū, and iwi display a strong community focus. She is a member of the Education and Grants Committee.









*TuaTahi*  
**ANNUAL  
REPORT**









# CHAIRPERSON'S *Report*

## **E ngā rangatira, e ngā koroua me ngā kuia, e ngā whānau maha, nau mai haere mai ki te hui ā tau o te poari ahu whenua o Ngāi Tukairangi. Nō reira tēnā koutou, tēnā koutou, tēnā tatou katoa.**

It has been an extremely difficult year for us to report on. Not all of you would have been online for our mid-year report on the devastating effects that Cyclone Gabrielle had on our operations across the country. Suffice to say, we have had some serious damage to our organisation and the impacts of the storm has been ongoing. We have had physical loss to our orchards, which in turn has dramatically affected our income and even our land values which has left us with having to take some serious actions to ensure the ongoing viability of our Trust.

While still trying to keep our surviving businesses afloat, we have stitched together a recovery plan around those orchard areas we have lost along with the new orchard developments we had already put in place to mitigate risk across our business.

Our CEO, Dr Riri Ellis, along with our operations team, have been working extremely hard to make things work. It has not been an easy road, and the Board would like to commend them on doing their utmost best to keep the wheels of our business turning - from organising contractors to remove silt and rebuild infrastructure, caring for our staff who were directly affected by the storm, to working with many government agencies to secure funding of large sums of money to help us carry out the remedial work needed for recovery.

### **In short, the key challenges we have faced to date include:**

- The 2022-year harvest Orchard Gate Return (OGR) was down on previous years as Zespri encountered many issues getting fruit to market. This affected our OGR.

- It has been a tough year for our New Zealand economy – inflation escalating, labour costs increasing, and interest rates starting to move higher.
- The advent of Cyclone Gabrielle on the 13th February has meant a sizeable chunk of our orchards in Heretaunga were significantly damaged. We have had to:
  - Focus on our people and their well-being
  - Evaluate our orchards and develop a plan for their recovery.
- Biological assets (crop on the vines/trees) were well down at the end of February 2023. This was due to several significant weather events affecting our crops. Bud abortion affecting tray numbers at Matapihi, the anniversary weekend floods affecting our Green crop in Te Puke were also issues to contend with.
- Managing cash flow to fund our recovery has therefore been our top priority.

In conclusion, the Board has made some difficult financial decisions in the near term and will probably need to make more in the long term as well.

The Board will not be presenting a dividend payment for this year. This will mean:

- There will be no shareholder dividend
- There will be no grants allocations for education, kaumātua health, sports, community, culture, discretionary grants, or eco-warriors.

We have some investments we need to support that should help shorten our road to recovery. These are business programmes we started before Cyclone Gabrielle, and we are committed to bringing them to fruition.





**Pāpaki tū ana ngā tai ki Mauao  
I whakanukunukuhia  
I whakanekenekehia  
I whiua reretia e Hotu a  
Wahinerua ki te wai  
Ki tai wīwī, ki tai wāwā  
Ki te whai ao  
ki te ao marama  
Tihei Mauriora**



We have invested \$34 million over the year in the following:

- New orchards in line with our regional and crop diversity approach with:
  - Lease orchards in Gisborne which produce persimmons, kiwifruit, and mandarins
  - An additional apple orchard in Hastings.
- Orchard redevelopments which have utilised innovative technology and growing systems to create high value apple returns have occurred:
  - More than \$4 million has gone into the re-development of the new Tukituki orchard with high value apple varieties e.g. Rockit and Envy.
- Purchase of G3 Gold licence in Matapihi to enhance our future returns.

Although we had committed ourselves to these investments, Cyclone Gabrielle struck us before one section of these developments was fully completed. We are confident these investments will achieve results once they reach maturity.

**The end of an era**

Colin Jenkins, our longstanding General Manager – Orchards retired this year. Colin has had a very long tenure as our orchard manager spanning all the chairmans of our Board from Turirangi Te Kani, Wiparera Te Kani, Bill Hiamoe, Mahaki Ellis, and myself. Colin became Manager after Bill Bishara retired due to illness. He has single-handedly developed our orchards into one of the leading horticultural businesses in New Zealand.

Over the years, Colin has become a part of our Tukairangi family. The Board, on behalf of our owners and staff, wish Colin and his wife Jenny all the best in his retirement.

**A new era begins**

The Board is pleased to announce the appointment of Andrew Wood to General Manager – Orchards. Andrew previously held the role of Regional Manager – Bay of Plenty at our Matapihi orchard. He brings to us the opportunity to use his extensive knowledge in workforce management, organic fruit production, vast industry networks, and several years of experience working for our organisation. The Board is confident Andrew will lead our horticultural sector back to health and beyond.

Once again whānau, it has been an extremely difficult year for Ngāi Tukairangi Trust and a difficult year for horticultural businesses throughout the country, but we are confident we will continue to put into practice good methodologies that will give us the best possible chance of repairing our business in the shortest timeframes we can.

The Board would like to wish our owners and our staff all the best for Christmas and the New year.

Nāku iti noa,

**Peter Ratahi Cross JP  
Chairperson**



# CEO'S Report

## Tēnā kōutou katoa ngā uri whakaheke o Tapuiti. He tama nā Te Rangihouhiri, kōia nei te pou herenga i a tātou katoa. E kore nei e mutu ngā mihi aroha ki a kōutou katoa. Mauri oho, mauri tū, mauri ora.

I had the privilege last year to report on the stellar year we had. It is with trepidation that we now report on the most challenging year we have had given the impact of Cyclone Gabrielle on our operations. We have endured challenges in the past, but nothing like this. I will cover four areas of importance in this report. They are:

- Commercial performance following the cyclone
- Systemising continual growth and moving from survival to stability
- Celebrating our successes and growing our people
- Creating a stronger values approach.

### Commercial performance following Cyclone Gabrielle

Last year, I outlined that we have been doing great, and we pitched our mind to being a one billion dollar business in the next fifteen to twenty years. That vision hasn't changed. We must calibrate the impact of Cyclone Gabrielle and count the returns we have in our pocket today, so we can grow in the future. Our commercial performance is one of the most critical elements of our performance, and this year shows the impact of the disaster on our financial results.

### Our financial results

As a fully integrated entity reporting through IFRS accounting standards, the key observations from 2022 to 2023 are as follows:

- Our total operating revenue has decreased from \$22.9 million to \$18.4 million and our gross profit has moved from \$15.1 million to \$9 million

- Our operating surplus income has decreased from \$5.1 million, to a loss of \$12.9 million
- Our net surplus after tax has decreased from \$8.1 million to a loss of \$9.8 million
- Our total assets moved from \$273 million to \$250 million, and our total liabilities increased from \$78.3 million to \$103 million
- Our net assets moved from \$195.2 million to \$147 million.

As at balance date, we had no new acquisitions pending, except for the new orchards we purchased in August 2022. With our challenges, we have been forced to focus on our losses, and demonstrate how we can survive, through the gallant leadership of our trustees who have never experienced this type of calamity. They have been charged with re-instilling a new vision of how we can be a coherent, vibrant, and future-focused entity striving to move forward following a disaster. It is new terrain for them and our staff. Our subsidiary, Tukairangi Investments Ltd. has been right there with us and provided support in this dire situation.

### Systemising continual growth and moving from survival to stability

With our operations spanning four regions, and several different fruit classes, our cohesive delivery of activities is imperative. Our ability to do this has been stalled by the impacts of Cyclone Gabrielle but we are back on track following the recent strategic meetings held with senior staff members.





Secondly, our most challenging situation is moving our Trust from a position of survival to stability. This entails sourcing grant resourcing from various agencies and applying for all of those resources. We are also in the process of considering re-financing with our bank. The year has been immensely stressful, and our ability to traverse the challenges, has been impacted by risks associated with:

- The impact of increased labour costs and labour availability
- The impact of freight costs nationally and internationally
- The impact of weather unpredictability
- The growing costs of capital.

We will not stay in this dilemma, and the steady progress to date will see us moving from survival to stability; and eventually we will be back, focused on growth.

### **Celebrating our successes and growing our people**

We entered the horticultural competition with Ahu Whenua again this year and unfortunately, we did not win. We learnt a lot from the process, and we were so proud of our staff who suffered from Cyclone Gabrielle and put their best efforts forward for the competition at the same time. We also saw the departure of our long serving General Manager – Orchards, Colin Jenkins. His service has been outstanding on all fronts. It was a pleasure to acknowledge his President’s Award from Horticulture New Zealand this year. This recognition provided all of the enthusiasm we needed to focus on our people more intently as part of our recovery strategy for the future.

### **Creating a stronger values approach**

Our trustees spent time this year looking into the challenges associated with sustainability, freshwater access and use; and kaitiakitanga as part of the

review of our first Taiao strategy. By striving to align our operations with our values ensures we are our own guardians of our future. We have worked on those recently and posit that our values form our bedrock. It will be inevitable in the future that we go where we have not trodden before, including embedding people as our core value, purchasing land for future housing opportunities; and working more closely with our hapū, our marae, and our community to do projects that we would otherwise not get done. Being values-driven is essential to being more in tune with our whānau, and their needs.

### **Growing our cultural heart**

As a leading Māori business, we are expected to be fluent cultural leaders, stewards of waterways, champions of climate change, industry changes, exporting regulations, local government council plans, and now survival. Being prepared for this work requires us to create opportunities for resourcing, while continuing to instil a greater sense of accountability and responsibility to do better in the future. Every word, every activity, and every interaction with our people, sets off a trajectory of exchanges which can empower our people now and into the future. We need to be heroes of our destiny.

Finally, our results show we suffered, but our vision for the future and where our people will be is the foundation for our recovery moving forward. If we continue to approach our business operations from an energy perspective, we will create stability for us all. Thank you to our staff, our trustees, and our whānau for your ongoing support.

Nō reira, tēnā koutou katoa.

**Dr Riri Ellis**  
**Chief Executive Officer**



# OUR *Strategy*

## Our Strategic View – Tū Tangata, Tū Rangatira

Ngāi Tukairangi Trust is committed to growing our people, and our businesses while ensuring our worldview is at the forefront of everything we do. By ensuring our businesses are successful, we will be more likely to contribute in the future

to enhancing our whānau health, our social and economic wellbeing, our whenua, and our community. We will continue to create pathways to success, while also maintaining strong financial performance.



### Our Vision

Manaakitia ngā tāonga tuku iho, whaia ngā wawata, kia tū rangatira ngā tangata  
Strong culture, strong business, strong people.



### Our Mission

To lead Māori business by protecting our whenua and maximising intergenerational value for our owners.







## Our Values



### Rangatiratanga

We encourage and support leaders within our whānau and hapū to continue our legacy.



### Manaakitanga

We treat people how we expect to be treated; with kindness, respect and hospitality.



### Kotahitanga

Working together as one increases our ability to grow our Trust and our Māori businesses together.



### Whānaungatanga

Our whakapapa binds us and keeps us connected in Te Ao Māori. We also work with this principle when working with others.



### Moemoeā

Through innovation and determination, the possibilities are endless.



### Kaitiakitanga

As is our inherent responsibility, we have an obligation to care for our surrounding environs, whenua, wai, maunga, flora and fauna.



## Our Drivers

**We are driven by the need to be agile, and more adaptive to changes environmentally, politically, socially, economically and culturally.**

- Forging new partnerships by moving beyond regional leadership
- Being environmental champions
- Maintaining a licence to thrive
- Growing value as a collective of businesses for our whānau and stakeholders
- Being innovative through research and development
- Being culturally competent and astute with our Māori heritage
- Ensuring our future is secure by building resilience and fortitude.



## Our Trust Strategy

**The Trust strategy toward investments is driven by the need to:**

- **Maximise** asset performance across our various investments
- **Diversify** our asset base to increase our exposure away from kiwifruit to non-kiwifruit activities and to increase that approach well into the future
- **Seek** out investment and partnership opportunities across the Bay of Plenty, nationally, and globally
- **Connect** our people to opportunities to enhance whānau well-being, uplift their career opportunities, and to assist them to improve their daily lives
- **Build resilience** so our people see a future in the work undertaken by the Trust for themselves.



# PRINCIPLES & *Performance*

## Investment Profile and Performance 2023

By 2030, we will strive towards growing an asset portfolio worth \$400 million, and a net asset worth of \$250-280 million. We will also continue to diversify our investment portfolio to increase our holdings in:

- Kiwifruit
- Blueberries
- Apples
- Agribusiness
- Property
- Private equity investments
- Technology investments

## Our Investment Profiles

Ngāi Tukairangi Trust is the parent of a group of businesses and investments, including the subsidiary Tukairangi Investments Ltd. which is 100 percent owned by our Trust.

We have a number of investments across various different industries and activities. We have more than 135 canopy hectares of gold and green kiwifruit orchards located in five locations throughout the country in Matapihi, Te Puke, Heretaunga, Kerikeri, and now Gisborne.



**HERETAUNGA**



**MATAPIHI**



**GISBORNE**



**KERIKERI**



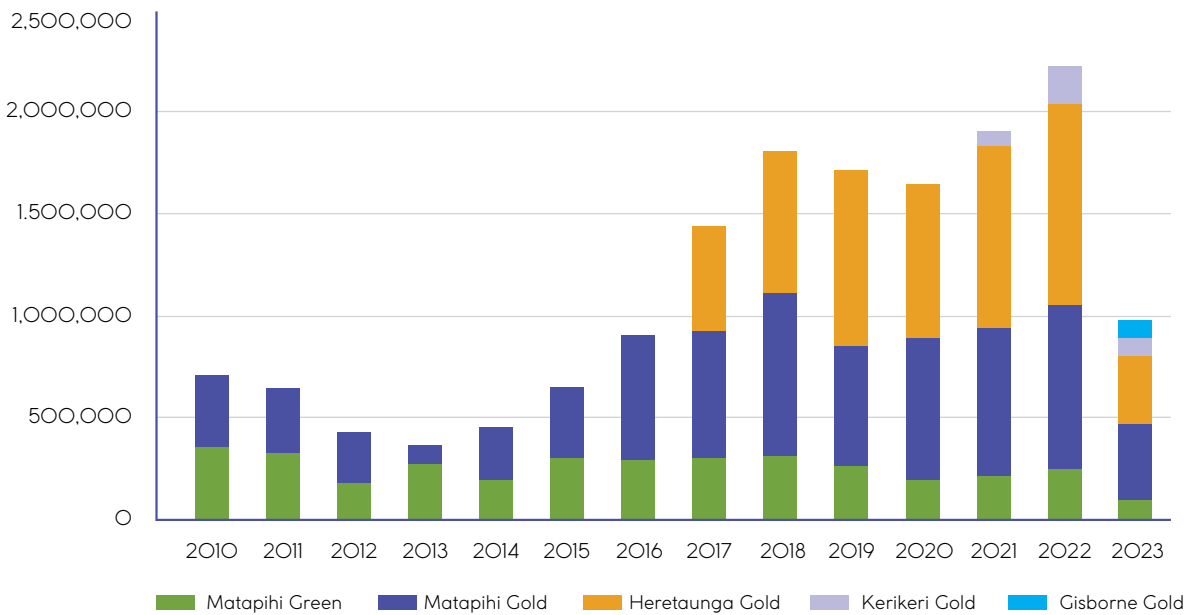
**TE PUKE**

This year has been challenging, and we went from a record crop of more than 1.9 million trays last year, to reaching approximately one million trays this year. We have to think differently, and ensure we adopt more resilient forms of investment that take climatic changes and erratic weather patterns into consideration in the future.

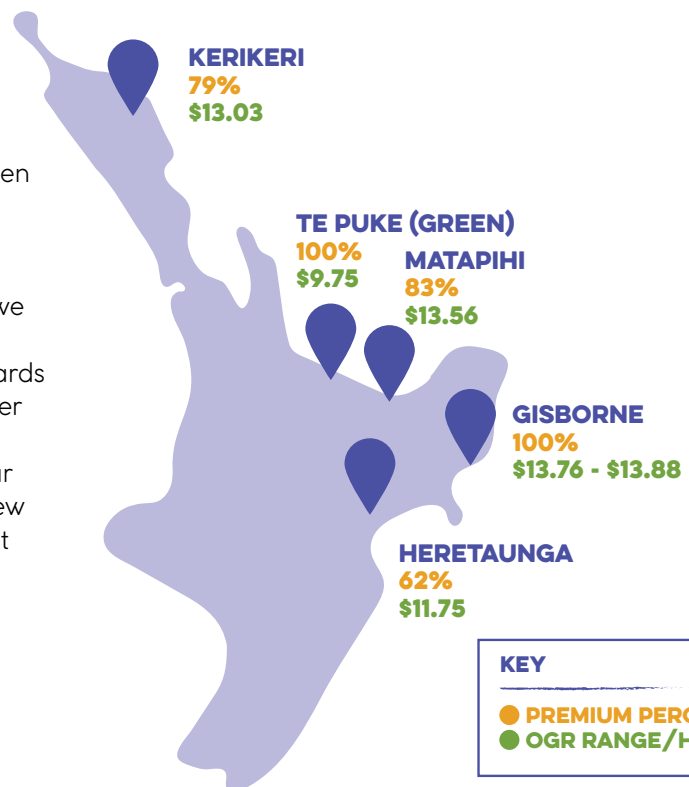




## NGĀI TUKAIRANGI TRUST EXPORT TRAYS OF GOLD KIWIFRUIT



Our results across our orchards have been varied, with yields reducing in Matapihi and Kerikeri. Although we would have had a record crop in Heretaunga, the impact of Cyclone Gabrielle has meant we achieved a crop of just over 240,000 trays instead. Our OGR across the orchards have been pleasing, and despite the lower yielding crops, we have managed to secure KiwiStart premiums in most of our orchards. Our Gisborne orchards, the new acquisitions in 2022, secured the highest return with OGR hitting an OGR high of \$13.88 per tray.



Our apple orchards performed well given they are in the preliminary stages of growth. For instance, with our Te Wairua orchard, we harvested our first crop of Rockit apples, and with our orchard at Raupare, we harvested our first crop of Envy apples. Our harvest results were promising with a total apple harvest of 171,216 tubes of Rockit and 31,000 cartons of Envy being recorded. Our other crops also experienced challenging harvests, with persimmons reaching only 65,000 trays this year, and mandarins reaching 63,000 kilograms this year.

Our labour strategy has seen different models applied with contracting bearing the bulk of the impact with harvests in Hawke’s Bay. However, in Gisborne we have employed a permanent staffing system. Matapihi has seen an increase in the employment of RSE workers as well. Access to well skilled labour is something that industries struggle

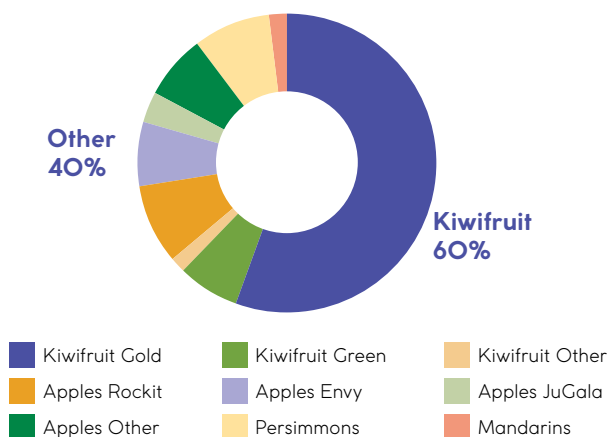
with constantly, and our goal to establish facilities for RSE workers in Heretaunga is on the way to addressing these challenges. Getting work done on time and within budgetary constraints will always be a challenge.

Our orchard management team has endured an extremely challenging year on all fronts. Those in Heretaunga have seen firsthand the trauma associated with climate destruction; and our Bay of Plenty team has seen the impact on morale with plummeting fruit numbers. Ensuring our staff remain connected to the whānau environment we are growing across our orchard operations is imperative to ensure we offer more to them in their lives than just an income. We want to grow outstanding orchard teams across our regions, and our staff buying into this ethos is imperative for us to retain excellent skills for the long-term future.

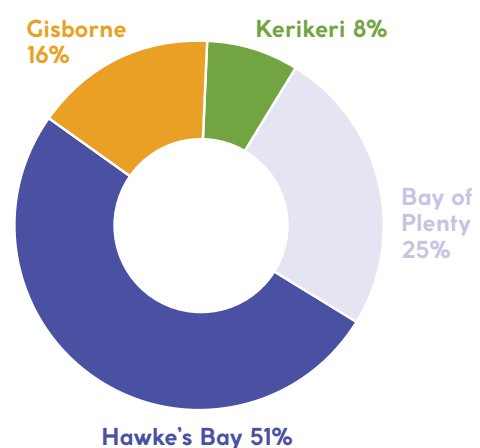


Our regional footprint goes across four regions including Tauranga, Hawke’s Bay, Kerikeri and Gisborne. Our operations go over a total area of 223.7 hectares. While some orchard areas have been affected by Cyclone Gabrielle, we are looking to redevelop those areas so we can continue production there in the future.

**VARIETAL FRUIT MIX**



**HECTARES PER REGION**







## Investments

We are a limited partner in the Miro collective blueberry enterprise and grow blueberries in Te Teko across two orchards, both of which are leasehold operations. We are also part of the Matakana Berry Limited Partnership where we grow blueberries on Matakana Island. We also have numerous other investments.



We have two commercial properties in Mount Maunganui and Tauranga. We own 16.7 percent of Te Awanui Hukapak Ltd, which is a collective of Māori trusts involved in the kiwifruit industry which own the property. Te Awanui Hukapak Ltd are also shareholders in an avocado partnership in Northland with Seeka Ltd. We have also recently invested in Te Awanui Innovation Limited Partnership through Tukairangi Investments Ltd.

We have several investments in shares and equity, including in Zespri International Limited, Seeka Ltd., Rokit Global Ltd., and Miro Limited Partnership. We have investments in shares and equity, including Craigs Investments, and other private equity funds, including Hapai Limited Partnership. Due to Cyclone Gabrielle, we had to divest our shareholding in Zespri International Limited and more recently, Hapai Housing, the latter of which is a collective of iwi and Māori incorporations investing in housing and property.







**“We have several investments in shares and equity, including in Zespri International Limited, Seeka Ltd. Rokit Global Ltd, and Miro Limited Partnership”**





# ENVIRONMENTAL *Report*

The year has been marked by significant environmental policy developments, challenges, and opportunities across various sectors. The Trust has kept abreast of these developments by striving to provide timely policy insights, which has influenced our broader thinking, knowledge development, and led to informed practices in sustainability on-orchard.

## Resource Management Reforms

A major overhaul of the Resource Management Act (RMA) has ensued this year. The review aimed to address aspirations to improve the management of natural and physical resources, urban development, and environmental protection. The Government has progressed two key pieces of legislation that streamline the resource management process, namely the Natural and Built Environment Act and the Spatial Planning Act. A third piece of legislation is not yet introduced which relates to the Climate Change Adaptation Act. Key aspects of the reforms include striving to:

1. Reduce complexity around system processes
2. Enable increased urban development
3. Achieve better environmental outcomes
4. Improve provisions around Te Tiriti o Waitangi
5. Create synchronicity with national policy statements and environmental standards.

## Affordable waters reforms

The Affordable Water Reform programme (previously known as Three Waters) seek to address the significant underinvestment in the country's water infrastructure (stormwater, wastewater, and drinking water). Sixty-six local authorities are responsible for delivering and maintaining these services. A core issue motivating the reforms is that some councils have been able

to upgrade infrastructure, while others have not. This has left some communities with disastrous stormwater and wastewater networks and poor-quality drinking water because their councils cannot afford the costs to improve the water infrastructure network due to prioritising other activities under their guise. With increased climate-related events, the projected costs of improving New Zealand's three water networks far surpass the fiscal constraints of most councils, and it is questionable whether ratepayers should carry the bill as a result.

## Te Mana o te Wai

Te Mana o te Wai is a fundamental, guiding principle established within the National Policy Statement for Freshwater Management and refers to "the fundamental importance of water and recognises that protecting the health of freshwater protects the health and well-being of the wider environment... Te Mana o te Wai is about restoring and preserving the balance between the water, the wider environment and the community".

This reform directs local authorities to engage with tangata whenua in the regional management of all freshwater. Tangata whenua must be engaged by their regional councils to determine how Te Mana o te Wai should be applied to freshwater bodies and ecosystems important to those tangata whenua. Regional councils across the country are in various stages of implementing this new regime by working with tangata whenua and various stakeholders to ensure they have captured their region's freshwater values and are accurately reflecting those values in regional freshwater rules.





## Sustainability and Te Taiao

This year we have created a Taiao strategy, which will influence the implementation of sustainable activities throughout our business. We aim to consider how the following activities can improve what we do, such as:

- Energy efficient vehicles
- Freshwater species monitoring
- Growing and providing native plants in our communities e.g. Waipu Bay planting
- Riparian planting on orchards with freshwater bodies
- Long-term climate adaptability measures (water storage systems).

The Taiao strategy strives to advance a five-year commitment to improving elemental environments such as with the waterways, our atmosphere, and our whenua for instance. These commitments will help inform how we interact within a compliance system emphasising industry compliance or legislative regulation. Our Taiao strategy will also influence new protocols being considered in the future.

Freshwater farm plans are one such activity that we need to implement as an industry compliance tool that gives effect to regional regulations. These plans speak to Te Mana o te Wai and require those in horticulture and agriculture to map, monitor, and action activities on the orchard that have direct impacts on the freshwater quality on orchard. These regulations will be phased in, with our first region (the Bay of Plenty) needing to consider their use in 2024. We are well down the track and are engaged with the Bay of Plenty Regional Council on these matters. It is crucial we are proactive about ensuring we meet these new compliance issues with regards to freshwater use and management.

A change in Government following the recent outcome of the October 2023 General Election however, risks all of these reforms being overturned.











*Tuarua*  
**FINANCIAL  
REPORT**



## CONSOLIDATED STATEMENT OF PROFIT OR LOSS YEAR ENDING 28 FEBRUARY 2023

	Note	Trust & TIL 2023 \$	Trust 2023 \$	Trust & TIL 2022 \$	Trust 2022 \$
<b>OPERATING REVENUE</b>					
Fruit revenue		17,760,053	17,760,053	22,308,147	22,308,147
Rental revenue		681,300	82,000	598,823	
<b>Total Operating Revenue</b>		<b>18,441,353</b>	<b>17,842,053</b>	<b>22,906,970</b>	<b>22,308,147</b>
<b>DIRECT COSTS</b>					
Labour		6,185,113	6,185,113	4,987,748	4,987,748
Production costs		2,179,466	2,179,466	1,967,963	1,967,963
Harvesting		986,243	986,243	733,511	733,511
Lease		67,088	67,088	93,336	93,336
<b>Total direct costs</b>		<b>9,417,910</b>	<b>9,417,910</b>	<b>7,782,559</b>	<b>7,782,559</b>
<b>GROSS PROFIT</b>		<b>9,023,443</b>	<b>8,424,143</b>	<b>15,124,411</b>	<b>14,525,588</b>
<b>EXPENSES</b>					
Orchard overheads		1,985,645	1,985,645	1,248,837	1,248,837
Rental expenses		162,412	-	121,970	-
Cyclone recovery costs		124,880	124,880	-	-
Repairs & maintenance		372,306	372,306	676,092	676,092
Vehicle expenses		420,751	420,751	217,076	217,076
Administration expenses		2,196,963	1,991,944	1,495,013	1,296,651
Finance costs		3,414,768	3,414,768	1,498,703	1,498,703
<b>Total expenses</b>		<b>8,677,726</b>	<b>8,310,294</b>	<b>5,257,691</b>	<b>4,937,359</b>
<b>NON-CASH ADJUSTMENTS</b>					
Depreciation	12	7,729,724	7,729,724	2,291,553	2,291,413
Amortisation of intangible assets	18	5,572,120	5,572,120	2,466,303	2,466,303
<b>Total non-cash adjustments</b>		<b>13,301,844</b>	<b>13,301,844</b>	<b>4,757,856</b>	<b>4,757,716</b>
<b>Total expenses</b>		<b>21,979,570</b>	<b>21,612,138</b>	<b>10,015,547</b>	<b>9,695,075</b>
<b>OPERATING PROFIT/(LOSS)</b>		<b>(12,956,127)</b>	<b>(13,187,995)</b>	<b>5,108,864</b>	<b>4,830,514</b>

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# CONSOLIDATED STATEMENT OF PROFIT OR LOSS

## YEAR ENDING 28 FEBRUARY 2023

	Note	Trust & TIL 2023 \$	Trust 2023 \$	Trust & TIL 2022 \$	Trust 2022 \$
<b>INVESTMENT INCOME</b>					
Dividends received		1,642,703	1,604,761	3,028,261	2,987,375
Interest received		273,006	80,609	173,010	53,303
		<b>1,915,709</b>	<b>1,685,370</b>	<b>3,201,271</b>	<b>3,040,678</b>
<b>OTHER REVENUE</b>					
Share of profit (loss) in other investments		-	-	50,624	-
Share of profit (loss) in Hapai Housing LP		29,657	-	-	-
Share of profit (loss) Matakana Berry LP		(11,870)	-	(40,527)	-
Share of profit (loss) in Tauranga Moana Miro LP		(8,504)	(4,252)	(35,442)	(17,721)
Share of profit (loss) in Te Whai Ao Innovation LP		(196,224)	-	-	-
Other revenue	5	626,792	620,552	703,378	703,378
		<b>439,851</b>	<b>616,300</b>	<b>678,033</b>	<b>685,657</b>
<b>OTHER ITEMS (REALISED)</b>					
Impairment losses	15	(418,585)	-	(328,333)	(328,333)
Foreign exchange gains/(losses)		21,982	-	(857)	-
Gain/(loss) on sale of property plant and equipment		(631,399)	(631,259)	-	-
Gain/(loss) on sale of available for sale assets		(25,802)	-	230,459	-
		<b>(1,053,804)</b>	<b>(631,259)</b>	<b>(98,731)</b>	<b>(328,333)</b>
<b>PROFIT/(LOSS) BEFORE TAXATION</b>		<b>(11,654,371)</b>	<b>(11,517,584)</b>	<b>8,889,436</b>	<b>8,228,516</b>
Less					
Income tax expense	9	(1,822,818)	(1,913,867)	850,112	539,860
<b>PROFIT/(LOSS) AFTER TAXATION</b>		<b>(9,831,553)</b>	<b>(9,603,717)</b>	<b>8,039,324</b>	<b>7,688,655</b>
<b>OTHER UNREALISED ADJUSTMENTS</b>					
Changes in fair value of biological assets	16	(4,680,719)	(4,680,719)	17,289,404	17,289,404
Changes in fair value of investment properties	17	(1,626,767)	-	1,476,697	-
<b>NET SURPLUS/(DEFICIT) AFTER TAX</b>		<b>(16,139,039)</b>	<b>(14,284,436)</b>	<b>26,805,425</b>	<b>24,978,059</b>

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## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME YEAR ENDING 28 FEBRUARY 2023

	Note	Trust & TIL 2023 \$	Trust 2023 \$	Trust & TIL 2022 \$	Trust 2022 \$
<b>NET SURPLUS/(DEFICIT) AFTER TAX</b>		<b>(16,139,039)</b>	<b>(14,284,436)</b>	<b>26,805,425</b>	<b>24,978,059</b>
<b>ITEMS THAT MAY BE RECLASSIFIED SUBSEQUENTLY TO PROFIT OR LOSS:</b>					
Unrealised foreign exchange price gains/(losses)	20	-	-	17,083	-
<b>Total Items that may be reclassified subsequently to profit or loss</b>		<b>-</b>	<b>-</b>	<b>17,083</b>	<b>-</b>
<b>ITEMS THAT WILL NOT BE RECLASSIFIED SUBSEQUENTLY TO PROFIT OR LOSS</b>					
Changes in fair value of available-for-sale assets	20	(4,222,010)	(4,283,078)	(331,770)	(229,409)
Changes in fair value of intangible assets	18	(14,433,922)	(14,433,922)	42,228,209	42,228,209
Changes in fair value of property, plant & equipment	20	(3,267,594)	(3,267,594)	22,800,523	22,800,523
Gain/(loss) on revaluation of bearer plants	12	(13,591,844)	(13,591,844)	(10,016,500)	(10,016,500)
Income tax relating to these items	13	5,403,675	5,242,133	(28,325,652)	(27,944,906)
<b>Total Items that will not be reclassified subsequently to profit or loss</b>		<b>(30,111,695)</b>	<b>(30,334,305)</b>	<b>26,354,811</b>	<b>26,837,917</b>
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>		<b>(46,250,734)</b>	<b>(44,618,741)</b>	<b>53,177,319</b>	<b>51,815,976</b>

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY YEAR ENDING 28 FEBRUARY 2023

	Note	Trust & TIL 2023 \$	Trust 2023 \$	Trust & TIL 2022 \$	Trust 2022 \$
<b>OPENING EQUITY</b>		<b>195,197,807</b>	<b>187,642,866</b>	<b>144,422,321</b>	<b>138,228,720</b>
<b>Add recognised revenue &amp; expenses</b>					
Net surplus/(deficit) after taxation		(16,139,039)	(14,284,436)	26,805,425	24,978,062
Other comprehensive income		(30,111,695)	(30,334,305)	26,371,894	26,837,917
Prior period adjustment		23,902	23,902	-	-
		<b>(46,226,832)</b>	<b>(44,594,839)</b>	<b>53,177,319</b>	<b>51,815,979</b>
		<b>148,970,975</b>	<b>143,048,027</b>	<b>197,599,639</b>	<b>190,044,699</b>
<b>LESS DISTRIBUTIONS TO OWNERS</b>					
Owner dividends		(2,083,577)	(2,083,577)	(2,300,000)	(2,300,000)
Grants - education		(37,500)	(37,500)	(35,025)	(35,025)
Grants - other		185	185	(8,114)	(8,114)
Grants - cultural		(4,600)	(4,600)	(40,650)	(40,650)
Grants - sports		(8,468)	(8,468)	(4,386)	(4,386)
Grants - Kaumātua health		(18,646)	(18,646)	(13,659)	(13,659)
		<b>(2,152,605)</b>	<b>(2,152,604)</b>	<b>(2,401,833)</b>	<b>(2,401,832)</b>
<b>CLOSING EQUITY</b>		<b>146,818,371</b>	<b>140,895,423</b>	<b>195,197,807</b>	<b>187,642,866</b>

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# CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 28 FEBRUARY 2023

	Note	Trust & TIL 2023 \$	Trust 2023 \$	Trust & TIL 2022 \$	Trust 2022 \$
<b>CURRENT ASSETS</b>					
Cash and cash equivalents	6	6,100,943	4,215,481	10,640,605	6,441,811
Trade and other receivables	7	1,706,318	1,674,372	3,202,656	3,171,485
Other current assets		1,000,000	-	-	-
Goods and services tax		43,368	56,665	-	-
Income tax refund	9	1,334,495	1,405,817	287,943	390,845
Assets held for sale	8	1,424,394	1,424,394	1,767,682	1,767,682
		<b>11,609,517</b>	<b>8,776,730</b>	<b>15,898,885</b>	<b>11,771,822</b>
<b>NON CURRENT ASSETS</b>					
Investments - Property	17	9,900,000	-	11,500,000	-
Investments - Joint ventures	15	1,787,769	130,257	431,768	130,509
Investments - Shares	14	19,506,412	27,589,915	26,391,017	34,202,290
		<b>31,194,181</b>	<b>27,720,172</b>	<b>38,322,785</b>	<b>34,332,799</b>
<b>FIXED ASSETS</b>					
Property, plant and equipment	12	112,572,847	112,572,847	115,429,855	115,429,715
Biological assets	16	12,608,685	12,608,685	17,289,404	17,289,404
Intangible assets	18	78,814,109	78,814,109	85,428,600	85,428,600
Deferred tax assets	13	1,930,755	1,930,755	1,621	1,120
Assets under construction		300,094	300,094	1,096,693	1,096,693
Right of use assets		844,922	844,922	10,134	10,134
		<b>207,071,411</b>	<b>207,071,411</b>	<b>219,256,308</b>	<b>219,255,667</b>
<b>TOTAL ASSETS</b>		<b>249,875,109</b>	<b>243,568,314</b>	<b>273,477,977</b>	<b>265,360,288</b>
<b>CURRENT LIABILITIES</b>					
Overdraft facility	6	2,760,941	2,760,941	2,752,468	2,752,468
Trade and other payables	19	1,313,641	1,276,732	1,348,253	1,294,413
GST payable		-	-	44,820	36,546
Unclaimed dividends	25	2,621,970	2,621,970	2,180,371	2,180,371
Rockit orchard no.2 current account		22,516	-	22,517	-
		<b>6,719,067</b>	<b>6,659,643</b>	<b>6,348,430</b>	<b>6,263,798</b>
<b>NON-CURRENT LIABILITIES</b>					
Borrowings	24	72,100,000	72,100,000	43,500,000	43,500,000
Trade and other payables	19	324,000	324,000	-	-
Deferred tax liabilities	13	23,042,963	22,718,541	28,423,022	27,944,906
Finance leases		870,707	870,707	8,718	8,718
		<b>96,337,670</b>	<b>96,013,248</b>	<b>71,931,740</b>	<b>71,453,624</b>
<b>TOTAL LIABILITIES</b>		<b>103,056,738</b>	<b>102,672,891</b>	<b>78,280,170</b>	<b>77,717,422</b>
<b>NET ASSETS</b>		<b>146,818,371</b>	<b>140,895,423</b>	<b>195,197,807</b>	<b>187,642,866</b>
<b>TOTAL EQUITY</b>	<b>20</b>	<b>146,818,371</b>	<b>140,895,423</b>	<b>195,197,807</b>	<b>187,642,866</b>

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## KEY HIGHLIGHTS 2023 | REVENUE

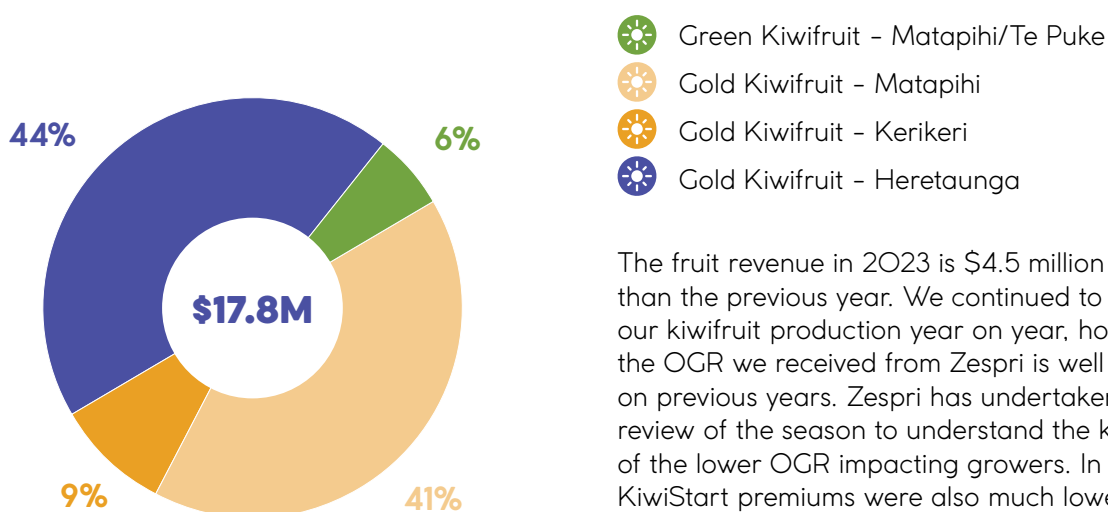


Year	Total Revenue	% change from last year
2023	\$19.7 million	-26.0%
2022	\$26.7 million	20.2%
2021	\$22.2 million	7.5%
2020	\$20.5 million	3.5%
2019	\$19.8 million	71.1%

(Total revenue includes operating revenue and other revenue and investment income).

## KEY HIGHLIGHTS 2023 | KIWIFRUIT

### FRUIT REVENUE COMPOSITION



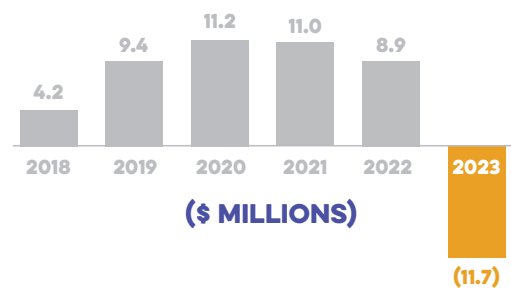
- Green Kiwifruit - Matapihi/Te Puke
- Gold Kiwifruit - Matapihi
- Gold Kiwifruit - Kerikeri
- Gold Kiwifruit - Heretaunga

The fruit revenue in 2023 is \$4.5 million lower than the previous year. We continued to increase our kiwifruit production year on year, however the OGR we received from Zespri is well down on previous years. Zespri has undertaken a full review of the season to understand the key drivers of the lower OGR impacting growers. In addition, KiwiStart premiums were also much lower than we historically receive. This was due to environmental issues prior to harvest.

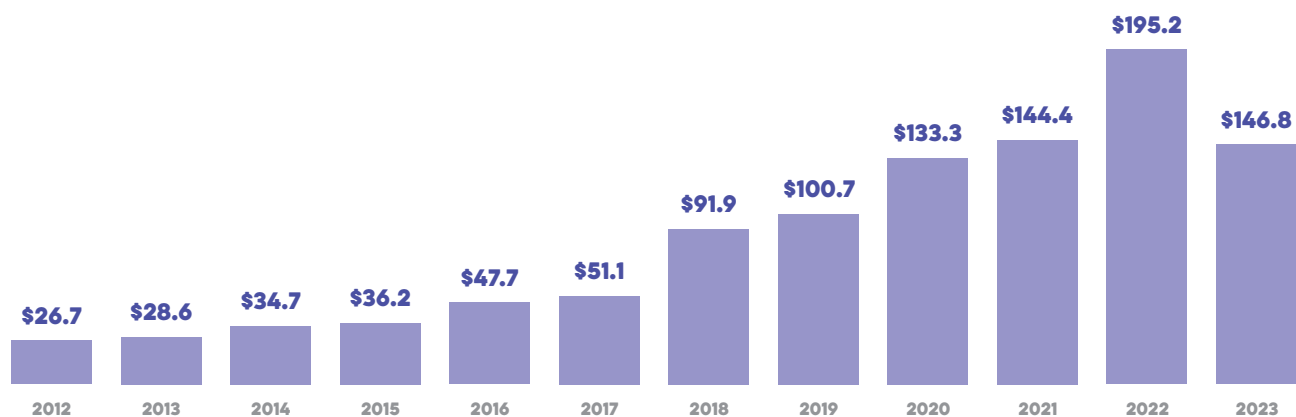
## KEY HIGHLIGHTS 2023 | GROWING VALUE

We have reported a net loss before tax of (\$11.7m) which was \$20.5 million lower than 2022. This is due to the business being impacted by several significant weather events. In addition, Zespri has experienced many challenges in the market which resulted in a significant drop in last seasons orchard gate return for our business. Depreciation and amortisation of our tangible and intangible assets is much higher than historical levels due to our increase in asset base.

### NET SURPLUS (LOSS) BEFORE TAX



### NET ASSETS (\$ MILLIONS)



Net assets have reduced in value close to 2021 levels as a result of a number of factors. The level of bank debt has increased by \$28 million to fund the acquisition of three new orchards and to provide capital for the redevelopment of our Tukituki apple orchard. Our investments in shares and commercial property have reduced due to a movement downwards in their market value. Our orchards have also been impacted by a softening in market value of approximately 15 percent average decline in value across the regions. Cyclone Gabrielle provided the most significant hit to our asset values, wiping \$24 million off the value of our Heretaunga kiwifruit orchards. We are resolute that we can rebuild our orchards back to producing high yields and generating high value in the years to come.

*Whāia te iti kahurangi ki te tūohu koe me  
he maunga teitei*



# KEY HIGHLIGHTS 2023 | DISTRIBUTIONS

THIS YEAR WE MADE  
TOTAL DISTRIBUTIONS OF \$2.2M



**\$2.1M OWNER  
DIVIDENDS**



**\$31.7K COMMUNITY  
GRANTS**



**\$8.5K SPORTS  
GRANTS**



**\$18.6K KAUMĀTUA  
HEALTH GRANTS**



**\$37.5K EDUCATION  
GRANTS**



**\$4.6K CULTURAL  
GRANTS**



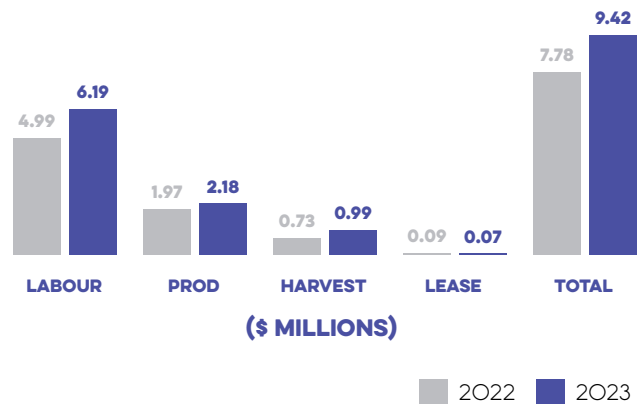
**\$7K DISCRETIONARY  
GRANTS**



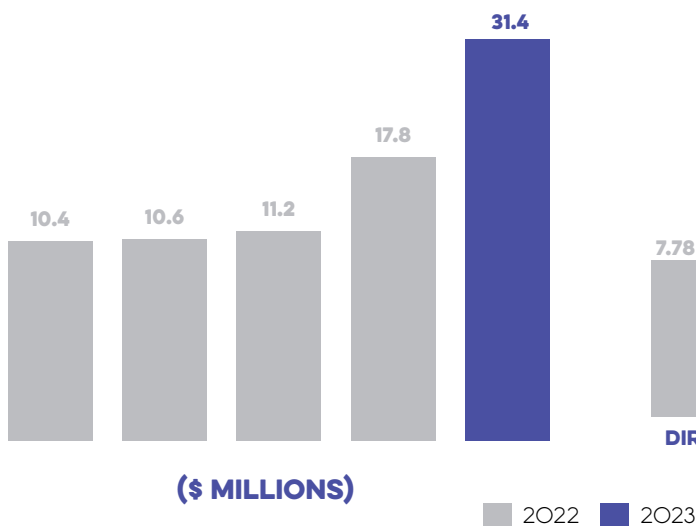
## KEY HIGHLIGHTS 2023 | OPERATING COSTS

Direct costs have increased by \$1.6 million as a result of acquiring our new orchards, Tukituki, Raupare, Harper Rd, and College Rd. We carry these costs for a full season until we are able to get the benefit of fruit proceeds from these orchards. Our orchard managers have been cost-focused by reducing costs where possible. Using RSE labour is one initiative operationalised to help reduce our contractor costs. We are growing our RSE labour allocation this year to also cover our Heretaunga orchards where we are heavily reliant on contractor labour. Managing costs is a tight rope that is treaded carefully, as the care of our orchards and future crops is paramount.

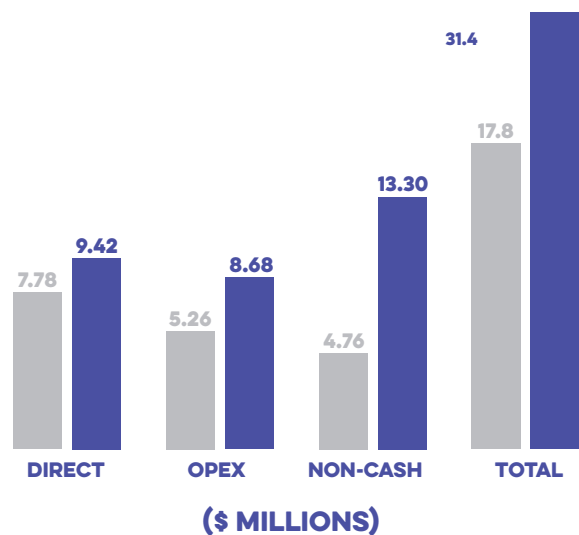
### DIRECT COSTS ANALYSIS



### FIVE-YEAR EXPENSE TREND



### COST ANALYSIS





# FINANCIAL OUTLOOK

2023



**\$250M**  
TOTAL ASSETS

2030



**\$400M**  
TOTAL ASSETS



**\$147M**  
NET ASSETS



**\$280M**  
NET ASSETS



**(\$11.7M)**  
NET LOSS BEFORE TAX



**\$18M**  
NET PROFIT BEFORE TAX



**83%**  
ORCHARD & PROPERTY ASSETS



**70%**  
ORCHARD & PROPERTY ASSETS



**17%**  
CASH COMMERCIAL  
PROPERTY & EQUITIES



**30%**  
CASH COMMERCIAL  
PROPERTY & EQUITIES





*Tuatoru*  
**DISTRIBUTIONS  
REPORT**









# DISTRIBUTIONS *Report*

**He pārekareka te ngākau ki te whakaatu atu ki a koutou i te rīpoata mō te tohatoha tahua. Naū te rourou, nāku te rourou, ka ora ai te iwi.**

Each year, I have the pleasure of reporting on our distributions. I am immensely proud of our Trust and how we have contributed to all of our recipients' achievements. I think about the needs and wellbeing of our kaumātua and what it means for us to be able to support them. The Trust has paved a way for our whānau and hapū to work together as one, encouraging and supporting up-and-coming leaders with the aspiration to continue our legacy.

This year brings a whirlwind of challenges and impacts not only on our business operations, but also for our people working in such dynamic environments. Cyclone Gabrielle brought much distress with unpredictable consequences across all our operations, which inevitably led to questions being raised about what impacts would occur with respect to our grants programme.

Our Board has had to make some hard decisions, and many sacrifices these last few months. At our shareholder special online meeting in June, many would have seen the devastation and challenges we faced. The impacts of Cyclone Gabrielle continue to test our resilience and we will overcome the hardship we are faced with more determination. Considering all the anguish and difficulties, our business will thrive again, our people will prosper, and our young leaders will be able to pursue endless possibilities.

With all that said, I am pleased we were able to continue with our Tertiary Education Grants and our community grant contributions this year, although to a more limited extent. We approved \$160,000 in grants at the 2022 AGM, and we have granted \$45,846.50 this year to date. The chairperson discretionary grants fund, the summer internships, and community grant funds were suspended as at May to support the current year financial shortfall.

## **Tertiary Education Grants 2023**

We received 22 applications this year, with four being declined due to lack of supporting documentation and late submissions. We approved \$21,800.00 in tertiary grants. This included four students studying at Massey University and one studying at the Auckland University of Technology. Unfortunately, there was no recommendation for the Louis Te Kani Excellence Scholarship this year.

The Māori Education Trust partnership contributed an additional \$8,700 to our students, and the two tertiary partners, Massey University and Auckland University of Technology, granted a total of \$2,600. The combined benefit from these partnerships is \$11,300.

## **Sports, Cultural, Community and Kaumātua Health Grants 2023**

To date, 33 grants have been approved totalling just under \$20,000.00. They are made up of twelve sports grants, seven cultural grants, two community grants, and thirteen kaumātua health grants.

We have learnt many lessons over the years, from battling through the pandemic, growing our asset base, to now navigating the aggressive losses due to the impacts of climate change. Organically, our focus is on stabilising our business and future-proofing sustainable opportunities for our people.

I'd like to take this opportunity to thank our CEO, management teams, and all our staff for their tireless efforts and devotion to our business and to you, our whānau. Thank you for your understanding and support.

**E whakanui ana mātau i te angitu o to tātou iwi me a tātau umanga. Kia kaha, kia maia, kia manawanui**

**Helen Te Kani Matenga, Te Ratahi Cross, Helen Ellis  
Grants and Education Committee**



We are proud to share some of the stories of our recipients over the last year with you all.

## CULTURAL Grants

### Floy Te Kani

Cultural Grant



Tēnā koutou katoa  
Ko Mauao te maunga  
Ko Tauranga te moana  
Ko Mataatua te waka  
Ko Ngāi Te Rangi te iwi  
Ko Ngāi Tukairangi te hapū  
Ko Hungahungatoroa te marae  
He uri ahau no Taapuiti  
Ko Floy Te Kani tōku ingoa  
Tihei mauri ora.

This year, I was the recipient of a cultural grant for Te Matatini Herenga Waka Herenga Tangata in Tāmaki Makaurau to represent Tūtarakauika ki Rangataua. I am humbled and grateful to have received this support from Ngāi Tukairangi Trust. Representing Tūtarakauika has helped me to not only fulfil my dreams and aspirations, but it has also helped sculpt me into the person I am today. I feel a huge sense of pride in representing my whānau and know that they are always standing alongside me. Nō reira he tika ka mihi. For Ngāi Tukairangi to allow rangatahi like myself to access these grants really changes the game, and makes you want to strive even harder to reach your goals and ambitions.

Ka pu te ruha, ka hao te rangatahi!

### Awhina Dickson

Cultural Grant



I am humbled and grateful to be a recipient of a 2023 cultural grant Kei ōku huānga o Ngāi Tukairangi tēnei au e mihi ana.

In February this year, I was honoured to perform at Te Matatini Herenga Waka Herenga Tangata in Tāmaki Makaurau with Tūtarakauika ki Rangataua.

Te Matatini is the pinnacle event for Te Ao Māori and Māori performing arts, and this will be the fourth consecutive Te Matatini National Kapa Haka event that Tūtarakauika has qualified to attend as a representative rōpū from the Mataatua Tauranga Moana rohe. I am fortunate to have been a member of Tūtarakauika since its inception, and I am truly grateful to receive support through the cultural grant to attend these events.

Kapa haka has been a huge part of my life and my whānau, providing many life experiences, pathways and opportunities, having performed at a regional and national level and traveling internationally, to completing a Bachelor's Degree in Māori Performing Arts. I now look forward to supporting my tamariki within Te Ao Kapahaka and the opportunities to come.

Kawea te kura nui, kia kura roa, kei kura tawhiti.



# TERTIARY STUDY *Grants*

## Ria Hall

Tertiary Education



## *Whaowhia te kete mātauranga*

Kei ōku huānga o Tūkairangi, tēnā koutou katoa.

Tēnā koutou i tautoko mai i a au ā-pūtea nei ki te whakaoti i āku mahi ki Te Whare Wānanga o Waikato. Nō te Hune, whakaoti ai tāku Tohu Paetahi, me te aha he nui ngā painga, he nui hoki ngā hua i puta mai. Kua noho ūkaipō te reo Māori ki tāku kāinga hei oranga mōku, mō āku tamariki kia Māori ai te whakaaro, kia Māori ai te tirohanga ki te ao e noho nei mātou. Mō te taha ki te ao tōrangapū kua tino toka ngā akoranga, me te mea nei, kei te tipu tonu te kōingo kia tohea ngā tohe ki te kaunihera a-rohe me ngā kaupapa kua roa rātou e aupēhi nei i a mātou o Tauranga Moana, mō te mana motuhake te take.

I'd sincerely like to thank the Trust for their generosity in supporting my educational aspirations. In June of this year, I completed my studies toward a Bachelor of Arts in Te Reo Māori and Political Science, maintaining an A average throughout my studies.

Te Reo Māori is my language of choice in our home, so that my babies have it normalised in our everyday life.

Politics is prevalent in our collective lives whether we like it or not, and formalising the learnings through the political science papers I took solidified my desire to contest and detest the deplorable acts of councils, governments, and other oppressive mechanisms that have hindered the advancement of our people. It is through education, grit, and tenacity that will assist in enacting the change our uri deserve to experience in their lifetime.

Next year, I begin a master's degree. I look forward to this next challenge.

***“It is through education, grit, and tenacity that will assist in enacting the change our uri deserve to experience in their lifetime”***



## Elaine Durie

Tertiary Education



Tēnā koutou katoa  
He uri au nō Ngāi Te Rangi, Ngāi Tukairangi hoki  
Ko Titirangi Walker tōku kuia  
Ko Isaac Walker tōku koro  
Ko Ngaiterangi (Chris) Walker toku pāpā  
Ko Poihaere Walker toku māmā  
Ko Whareroa tōku marae  
Nō Mount Maunganui ahau engari kei te noho au  
ki Te Papaioea  
Ko Elaine Durie tōku ingoa.

I am a grateful recipient of a Ngāi Tukairangi Trust education grant this year to support my last year Level 7 rāranga degree (Maunga Kura Toi Bachelor of Māori Art - Rāranga) with Te Wānanga o Aotearoa. I am not a fluent te reo Māori speaker so I have always felt I do not fit the way I should in Te Ao Māori. Rāranga gives me a place to stand in Te Ao Māori. I want to contribute to Te Ao Māori and rāranga is a way that I can do this. Rāranga provides me with so much more than just mātauranga.

The tikanga around rāranga strengthens and adds to my own personal values and beliefs, as well as satisfying the practical side of me. My mum passed away very recently and rāranga, among other things, has kept me afloat. It has been a source of focus and determination to complete my project this year as I fell behind due to mum's illness, and then her passing. Rāranga currently supports a positive grieving process for me. Ngā mihi mahana ki a Ngāi Tukairangi for supporting me to not only attain the rāranga degree, but to find my place in Te Ao Māori.

## Te Marie Faulkner-Smith

Tertiary Education



Tēnā koutou katoa  
Ko Te Marie Smith tōku ingoa.  
He uri whakaheke tēnei o Ngāi Tukairangi, otirā he mokopuna tuatahi o Lincoln Smith.  
E mihi ana ki a Ngāi Tukairangi mō tō rātou tautoko i ahau mo te tau nei.

Matapihi has been a strong pillar in my development over the years, with my previous attendance at Te Kura o Matapihi. Ngāi Tukairangi Trust has continued to support me via an education grant, helping me gain a Bachelor of Science, majoring in Psychology at the University of Auckland. By obtaining this degree, I am hoping to give back and support the flourishing of our community's mental health and well-being. As a recipient of this grant, I am grateful for its support in the challenging circumstances of living away from home and funding my education fees. This grant has elevated the pressure of these circumstances and allowed me to direct my focus towards my studies.

# SPORT Grants

## *He iti hau marangai e tū te pāhokahoka*

### Dion Newth

Sport Grant



Tēnā koutou katoa,

My name is Dion Newth I am a 50-year-old BMX racer from Tokoroa. Over the last few years I have been a recipient of the Ngāi Tukairangi Trust sports grants which have assisted me to compete on the world stage. In August 2022, I travelled to Nantes in France as part of the New Zealand BMX team and competed in my age category at the world BMX champs. I competed against 70 other riders from around the world and I placed 1st. Becoming a world champion has been a lifetime goal for me and I acknowledge and thank Ngāi Tukairangi Trust for helping me achieve my goal. This picture is of me winning in France.

### Brad Ririnui

Sport Grant



Tēnā koutou katoa

Ko Bradley Ririnui toku ingoa

He mokopuna ahau o Tiramate Ririnui nee Moiri.

This year I was fortunate to receive a sports grant for my management role with Ngā Papaka o Rangataua and the U18 Sevens team that traveled to Tampa Bay, Florida. Ngāi Tukairangi has played a tremendous role in the success of our haerenga to America. After playing six games of rugby and gaining the right of U18 Open Boys Champions, several opportunities have arisen for the fourteen young men. This includes retention to our senior club, Tauranga and Rotorua 1st XV, Chiefs and Crusaders representation, and New Zealand age grade representation. This opportunity has given me much needed experience to further my role as a team manager, in my personal and professional careers.

I am truly grateful for the support from Ngāi Tukairangi Trust, especially in the time of hardship, following the unimaginable force of cyclone Gabrielle in February. I also acknowledge those within the Ngāi Tukairangi rohe who supported us with our fundraiser, sent messages, asked for updates, and watched along the way.

Ngā mihi nui.



“Ngāi Tukairangi has played a tremendous role in the success of our haerenga to America. After playing six games of rugby and gaining the right of U18 Open Boys Champions, several opportunities have arisen for the fourteen young men”







# GRANT *Recipients 2023*

## Community Grants

### **Matapihi Whānau Touch Committee**

Touch tournament

### **Tauranga Moana Tumatauenga Incorporated**

Society - ANZAC Day 2023

## Cultural Grants

### **Floy Te Kani**

Te Matatini 2023

### **Lynette Hepi**

Te Matatini 2023

### **Hineteora Dickson**

Te Matatini 2023

### **Awhina Dickson**

Te Matatini 2023

### **Reihana Smith**

School trip to Canada representing Tauranga Moana

### **Jeymi Waiti Ellis Emery**

National Kapa Haka Competition

### **Meyah Riritewhara Ellis Emery**

National Kapa Haka Competition

## Kaumātua Health Grants

Lyliann Te Kani

Christine James

Wairui Hall

Wharetaiki Dickson

Yvonne Lowe

Kuraimonoa Benton

Bessie Faulkner

Karen Newth

Monikoura McMillan

Charles Elliott

Jenine Murray

Te Rangi Tautahanga Turiri Rikihana

Rangipahoka Oliver

## Sports Grants

### **Chilo Heurea**

Weightlifting Championships

### **Arron Samuels**

BOP 2023 NZ Touch Rugby Nationals

### **Wendy Costar**

2023 Masters World Cup for Weightlifting

### **Valance Smith**

Tropical 7s

### **Brad Ririnui**

Tropical 7s

### **Alfie Ririnui**

Tropical 7s

### **Dani Wilson**

Māori Netball Tournament - U19

### **Te Arini Nia Roberts**

Basketball U17 Girls Representative

### **Dion Newth**

BMX World Championships

### **Maru Samuels**

New Zealand Over 50s Men's Touch Rugby Team

### **Maia Hall**

NZ Junior Girls Rugby Festival

### **Matangi Taare Borell**

BBNZ Regional Tournament

### **Janelle Abbott**

IPF-NZ 2022 Commonwealth Classic & Equip Powerlifting Competition





## Tertiary Education Grants

### **Teah Hingatu Anita Elliott**

Medicine

### **Keita Enereta Durie**

Doctor of Philosophy

### **Renee-Selina Gloria Holt**

Postgraduate Diploma in Education

### **Elaine Durie**

Bachelor of Māori Art (Maunga Kura Toi Level 7)

### **Hadley Tamati**

Bachelor of Health Sciences – Māori Health Major

### **Rihi-Karenga Fisher-Marama**

Bachelor of Arts – Majoring in Psychology

### **Aria Transom**

Bachelor of Commerce/Bachelor of Property  
conjoint degree

### **Armanii Anahera Martelli-Ririnui**

Bachelor of Business – Majoring in Accounting  
and Finance

### **Suzanne Maria-Rewa Hepi**

Master of Business Studies and NZ Diploma in  
Te Reo

### **Wairui Tyra Roberts**

NZ Diploma in Beauty Therapy Level 5

### **Mona-Lisa Te Teina Vienna Wareka**

Doctorate in Anthropology

### **Te Marie Smith**

Bachelor of Arts

### **Kelly Te Arini Roberts**

Diploma of Māori language

### **Ria Courtney Hall**

Bachelor of Arts Double Major in Te Reo Māori  
and Political Science

### **Ana Te Aomarama Honey Kirk**

Postgraduate Diploma in Bicultural Supervision

### **Adrienne Arona Huia**

Master of Hoaka Pounamu | Māori Bilingual and  
Immersion Teaching and Learning

### **Winston Patrick McCarthy**

Diploma in Oral Māori Language Fluency,  
Qualification Level 5

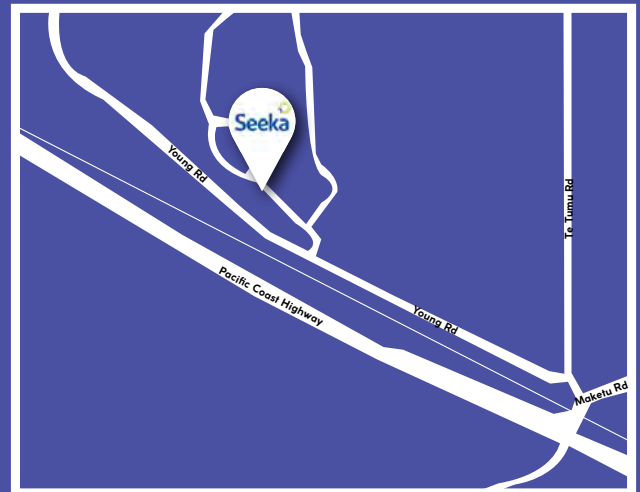
### **Reimana Heremia Prescott**

Level 4 Certificate (Qualified Builder)



**NGĀI  
TUKAIRANGI**  
TRUST

Ngāi Tukairangi Trust  
19 Puwhariki Rd,  
Rd 5, Tauranga  
[www.ngaitukairangitrust.co.nz](http://www.ngaitukairangitrust.co.nz)



AGM for 2023 will be held at  
Seeka Headquarters:  
34 Young Rd, Paengaroa 3189



People



Culture &  
Identity



Business



Taiao  
(Environment)



Governance &  
Leadership



Whānau



Innovation