



1 July 2022 - 30 June 2023

Te Pūrongo ā-Tau HINEURU IWI TRUST

HUI-Ā-TAU: ANNUAL GENERAL MEETING

Time 11am
Date Saturday 18 November
Venue Te Hāroto Marae, Main Road,
Napier-Taupō State Highway 5, Te Hāroto

AGENDA

1. Karakia and whakatau by Chair
2. Apologies
3. Presentation of the Annual Report 2022-23
4. Commercial Report
5. Financial Statements
6. Annual business Plan for 2023-24
7. Appointment of Auditor
8. General Business

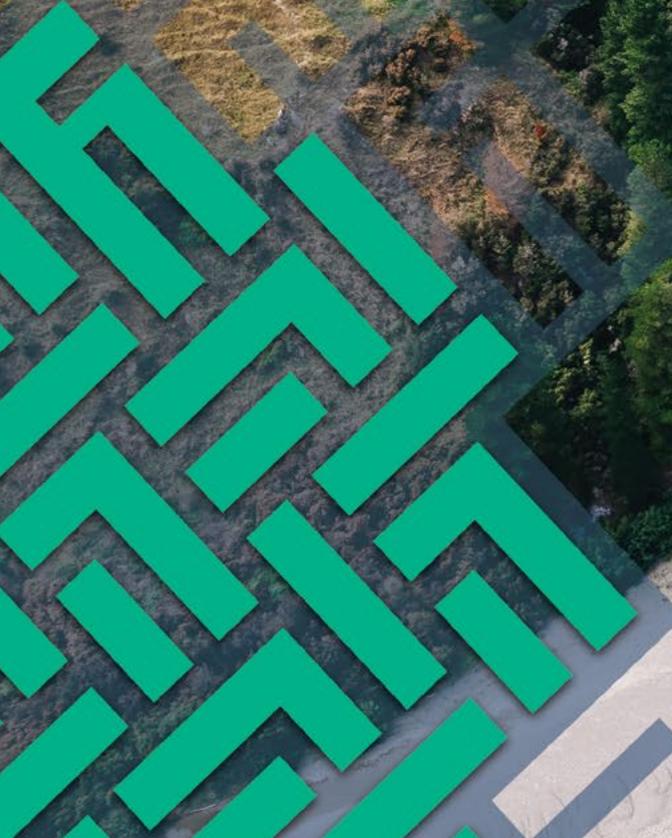
All registered Hineuru members were invited to receive an electronic copy of the meeting documents and to RSVP via info@hineuru.com

If you have questions, please send them to info@hineuru.com by 12noon on Wednesday 15 November 2023 so responses can be prepared in advance & factored into the presentation.

Our Vision

Ka tipu, Ka ora, Ka rea.

We grow, We thrive, We prosper.



Our Mission

Kia rangatira ai te iwi

Rejuvenate our Hineuru people



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Chairperson's Report

Kei taku iwi o Hineuru, e kore e ārikarika ngā mihi ki a tātou.

Ka whai whakaaro ki te hunga kua huri ki tua o te ārai. Whakangaro atu koutou ki tua o paerau, ki te huīnga whetū o Matariki, ki reira okioki ai i te uma o Rangī. Kia tātou, ngā urupā o rātou mā, ngā mahuetanga iho, tēnei au te tuku i ngā mihi i runga i te aroha. Tēnā, tātou katoa.

It is my pleasure to present my first Annual Report as the Chair of Hineuru Iwi Trust. This Annual report covers the period from 1 July 2022 to 30 June 2023. During this period, our elections were held with our new trustees coming into the role from November, following our Annual General Meeting. Therefore, this report covers up to 5 months of the year with our previous trustees, with the following seven being the period from our trusteeship.

Tēnei te reo whakamiha to our out going trustees, many of whom had been trustees since the inception of the Trust. The work, commitment, passion and drive for the betterment of Hineuru is evident, and we thank you for all that you have done. The work for us is to continue moving us forward under the hopes and dreams of our tipuna.

Since the Annual General Meeting, we have spent significant time as trustees understanding the operational and strategic objectives of the trust, as well as understanding the many different parts that make up the operations and governance of the Hineuru Iwi Trust, as well as our obligations, both legal and moral, to you our iwi members.

In amongst this we have also had Cyclone Gabrielle cause widespread chaos in Napier and the wider Kahungunu rohe, where many of our iwi members reside.

This year has been a steep learning curve for myself and my fellow trustees but we have taken on the challenge and worked hard collectively to move our iwi forward in what has been turbulent times. Front of mind has, and

always will be the well-being of our iwi; socially, culturally, economically and environmentally.

We also said farewell to our Chief Executive, Robyn Rauna. She had served our Iwi for several years and has now returned to her iwi of Te Aitanga a Mahaki in Gisborne as their Chief Executive, leading matters related to the Cyclone Gabrielle recovery. Ngā mihi ki a koe Robyn me ngā manaakitanga o te Iwi o Hineuru.

During this period, we were fortunate to receive the support of David Jones, our inaugural Chief Executive for Hineuru who has come in and supported us with all matters related to the Trust and our desires as trustees with respect to our future aspirations.

We now turn to the future for Hineuru, and welcome our new Chief Executive, April Hetaraka. She has considerable experience in social services and iwi, while also having cultural knowledge and connections across multiples sectors which we look forward to utilising.

If there is one thing that rings true and that has taught us this year, ahakoa te aha, no matter what, the most important thing is, “he tangata, he tangata, he tangata”. We have seen this time and time again, and the cyclone highlighted this. We are thankful for the mahi that everyone does, and continues to do to build us as an iwi; whether at the marae, helping whānau, connecting, sharing or just being Hineuru.

We as trustees look forward to continuing to serve our iwi, mō te āpōpō te take – for the betterment of our tomorrow.

Mana Hazel - Chairperson.



Mana Hazel

Interim Chief Executive's Report

Tēnā tātou katoa.

We present this Annual Report and accompanying Annual Plans to Hineuru whānau whānui.

I was asked to come and support Hineuru Iwi Trust in March of 2023 on an interim basis until the trustees found a new Chief Executive. It has been a pleasure coming back to work with Hineuru uri under the leadership of the new trustees.

Work has been steady and much has been done in working on plans and processes for the new trustees, while also driving advocacy and outward facing kaupapa for the iwi.

During this period, we looked to complete matters already underway in the Annual Plan presented in the previous Annual Report. This report covers matters that were completed under the previous Chief Executive, Robyn Rauna as well as the mahi I have completed to undertake in this period.

A lot of mahi has happened in the past year. There is a lot of work continuing in the advocacy space, and ensuring that the Hineuru voice is heard in decision making spaces. On top of this, Cyclone Gabrielle has brought with it its own additional challenges and mahi to ensure we are ready for any future Civil Defence Emergency that may affect us and our Iwi.

As part of this report, we provide an overview and summary of some of the mahi achieved in this period across the seven pou. More detail is provided in our documents below. We summarise the year by highlighting work undertaken across several key areas:

1. Advocacy

Through our Regional Planning Committee for which Karauna Brown has been advocating for Hineuru since its inception, The mantle for this is on a transitional process with the Chairperson. There is still advocacy against government with respect to legislative reform that affects our iwi settlement (including RMA reform), te mana o te wai in the three waters reform, and of course the Rangitaiki River Forum where Mei Winitana led this kaupapa on our behalf until the mantle was handed to Ngawai Crawford and Tracy Bush.

2. Identity

We will continue to work on kaupapa that highlights and visualises the identity of Hineuru iwi. We can confirm that we have a letter of commitment from Waka Kotahi with respect to the creation of pouwhenua in our rohe as part of the Cyclone Gabrielle recovery, with a partnership agreement also being finalised to ensure that Hineuru is part of important decisions on our State Highway 5. We also hosted a Te Reo Wānanga for our whānau to feed in to a Te Reo Māori plan for the near future. We thank our Hineuru whānau for continuing to support and share in the future prosperity of our Iwi.

3. Planning

With our new trustees, planning was another focus of the past year including trustees training and familiarity with roles and responsibilities, and understanding the component parts of the entity, while also talking with our whānau about aspirations and actions for the near future. This has culminated in our Annual Plan which is presented in this report. We also completed a Civil Defence Plan and are looking at locality planning measures for our rohe.

4. Support

We supported our whānau on the ground by working with our taiwhenua following Cyclone Gabrielle. We wanted to help our uri but also needed to ensure that we were doing it - i runga i te tika me te pono – recognising that Napier and Hastings is not our mana whenua rohe. We also held our whakapiki wairua day which we were happy to see and check in with our whānau who are resilient and strong.

I thank Hineuru trustees for their support and confidence in me in this interim period and I look forward to the future success of Hineuru Iwi Trust under its new operations leadership.

Me ngā mihi nui,
nā David Jones - *Interim Chief Executive.*

Our Team



Schedule 1 - Activities and Reporting Against 2022 Annual Plan

| Focus Area | Key Objectives | Status | Traffic light |
|---|--|---|---|
|  <p>POU 1 Culture & History</p> | Strengthen the visibility & presence of Hineuru in its rohe. | <p>We have secured a letter of commitment from Waka Kotahi to work together on pouwhenua in the rohe.</p> <p>Continued relationships with Meridian on the windmill farms</p> <p>Development of a partnership agreement with Waka Kotahi on matters in Hineuru rohe.</p> <p>Development of an MoU with Nova on Hineuru mana regarding a solar power field in rohe.</p> |  |
| | Support the development of Hineuru Reo Champions to build our capacity to grow Te Reo Māori in our Iwi. | We held a Te Reo Māori champions wānanga- allowing all of our whānau to be a champion at different levels – whether reo expertise, whānau champions or support with skills – everyone can support as a champion. |  |
| | Continue with a Hineuru Hautapu and wānanga a Iwi. | Hineuru Hautapu held in July 2023 in line with the public holiday. Future wānanga a Iwi are planned. |  |
| | Continue implementation of our Hineuru Reo Plan. | Application made to Te Matawai to support the development of an archive, to no avail. |  |
| | Develop improved working relationships with the Te Hāroto Marae Trustees to support our peoples' relationship & connection with their marae. | Relationships are improving. This is a big piece of mahi that will need to continue. |  |

| Focus Area | Key Objectives | Status | Traffic light |
|--|--|--|---|
|  <p>POU 2 Education & People Development</p> | Implementation of the Hineuru Education & Training Committee work plan. | A Hineuru Education Strategy and Work Programme was completed. Next steps are to implement – which is included in the next Annual Plan. |  |
| | Continue to facilitate the Hineuru education grant scheme for registered Iwi members (\$50k). | Grants scheme continued. HIT increased the education grants funding pool to \$50k in 2022. This year, 170 Hineuru students received education grants. Primary students received \$125, secondary students received \$277, and tertiary students received \$609. |  |
| | Hineuru governance training programme to be scheduled Sept/Oct 2022 open to all Hineuru tribal members. | Governance training did not happen and matters related to Cyclone Gabrielle meant this kaupapa did not materialise this year. Has been included in the next annual plan and budgeted. |  |
| | Undertake a Skill Assessment survey of Hineuru tribal members to understand areas where Iwi members and whānau can be better supported. | Skills assessment matters including building the skills register have begun, this is a piece of work which will need to happen over a two year period. Ongoing. |  |
|  <p>POU 3 Health and Social</p> | Work in collaboration with other PSGEs to undertake a health needs assessment which can identify potential areas to strengthen and improve Hineuru health and wellbeing. | A health questionnaire is prepared but has not been disseminated. This will be continued in this next Annual Plan. Hineuru whakapiki wairua day – to gain a sense of the health of the Iwi post Cyclone Gabrielle. |  |
| | Strategic & operational relationship formed with health and social service providers. | Closer working relationship with Te Taiwhenua o Te Whanganui ā Orotu through Cyclone Gabrielle and funding support immediately to help our whānau. |  |

| Focus Area | Key Objectives | Status | Traffic light |
|---|---|--|---|
|  <p>POU 4 Environment (Taiao)</p> | To advance civil defence and emergency planning & preparedness. | Hineuru Iwi Civil Defence Plan drafted and approved by trustees. |  |
| | Strengthened relationships with other PSGEs and Iwi/Hapū to advance our Taiao aspirations. | Continued relationships with PSGEs through RPC and the Rangitaiki River Forum, the Matariki Governance group, the recent Civil Defence recovery, Three Waters Collective with PSGE from Tairāwhiti and Kahungunu. |  |
| | Oversee the implementation of the Hineuru Iwi Environment Management Plan & Te Kawenata | Management plan lodged and with Councils to put a Pou Taiao position in for Hineuru. Next steps are to consider a pou taiao position. |  |
| | Advocate and foster kōrero and learnings which promotes and advances Hineuru kaitiakitanga. | Hineuru submissions to the Select Committee on Three Waters and the changes to the resource management act. Continued advocacy for taiao measures across DoC, Ministry for the Environment, Hawkes Bay Regional Council (locality planning) and te mana o te wai projects. |  |
|  <p>POU 5 Economic</p> | Establish an Audit & Risk Committee. | To be completed. |  |
| | Relationships with our Māori land blocks, trusts and incorporations formed and opportunities to collaborate identified. | Relationships continuing to be developed through new trustees. |  |
| | Build the financial literacy of our people. | A plan included in the next Annual Plan for financial literacy wānanga. |  |

| Focus Area | Key Objectives | Status | Traffic light |
|---|--|---|---------------|
|  <p>POU 6 Ahikā</p> | Develop relationships with other Iwi. | Hineuru are part of the Iwi Chairs Collective and are building relationships through this collective. Also part of the Federation of Māori Authorities network where relationships are strengthening. | ● |
| | Scope ways to support the ongoing retention & development of Māori land title & development & ownership within the Hineuru rohe. | Put on hold while the trust works on understanding needs for the future. Willingness to continue to collaborate on projects, but will need time. | ● |
|  <p>POU 7</p> <p>Governance Hineuru Iwi Trust</p> | Grow external sources of funding and resources to deliver Hineuru objectives. | Funding sought and secured from: <ul style="list-style-type: none"> • Te Mātāwai • Te Arawhiti • DHB Totalling over \$300,000. | ● |
| | Training and succession plan for Trustees and prospective governors. | Education Committee have established a trustee training programme as part of the Education Strategy and Annual plan to be rolled out in this next Annual year. | ● |
| | Implement and process system improvements to the tribal register, so it aligns with best practice and operates more efficiently. | Register system has improved considerably and its use was highlighted in Cyclone Gabrielle. | ● |
| | Complete Annual General Meeting requirements. | | ● |



Schedule 2 - Annual Business Plan 2023 - 2024

1. Introduction

- 1.1 This document sets out the Annual Business Plan for Hineuru Iwi Trust for the next 12 month period (from 1 July 2023 to 30 June 2024).
- 1.2 The Business Plan will assist Hineuru Iwi Trust to achieve the organisations goals in this next phase. This document also serves as a guide to achieve our goals and objectives.

2. Hineuru Iwi Trust Vision

- 2.1 The Hineuru Iwi Trust Vision is: ***Hineuru, ka tipu, ka ora, ka rea – Hineuru, we grow, we thrive, we prosper.***

3. Hineuru iwi Trust Mission

- 3.1 The Hineuru Iwi Trust mission is: ***Kia rangatira ai te iwi – Rejuvenate our Hineuru people.***

4 Our Objectives

- 4.1 An action plan to achieve the strategic focus areas are outlined in this plan. A detailed high level action plan is presented to achieve the Hineuru Iwi Trust strategic results for the year. This plan identifies the actions, who will do what and by when.
- 4.2 The table below sets out our seven focus areas for the next 12 months and has been developed from the 5 year strategic plan.

| Focus Area | Key Objectives |
|--|--|
| Objective 1: Culture and History | Culture and History is about telling our stories, building our cultural identity so that our people feel Hineuru, and be confident in their identity as Hineuru. |
| Objective 2: Education and Iwi development | Education and iwi development is about building our people through education and leadership development, and ensuring Hineuru leads the education of Hineuru people through effective collaboration with education institutes and advocating for the inclusion of Hineuru history in the NZ Curriculum. |
| Objective 3: Health / Social Development | Health / Social Development is about being a conduit for our people to access good health and to empower our people to better lifestyles. Happy whānau and happy homes are important to Hineuru as well as our physical, mental and spiritual health. |
| Objective 4: Our Environment (Taiao) | Our Environment is about caring for our environment today for our future generations tomorrow. It is about educating our own as well as others about our environment and to advocate for the health of the environment so that we may continue to connect, understand and be involved in our environment. |
| Objective 5: Economic | Economic is about growing our asset base to help further our social, cultural and environmental aspirations as an iwi. We must grow our assets prudently and be creative in wealth creation for the betterment of Hineuru iwi. |
| Objective 6: Ahikaa | Ahikaa is about our Hineuru identity and being visible in and outside of our rohe. This is about our relationship with our land and how we maintain and reconnect our people to our whenua, to Te Hāroto and our awa in the Hineuru rohe. |
| Objective 7: Hineuru Iwi Trust (Governance) | Internal infrastructure will be a continual need for any organisation. As the organisation grows, proper systems will be required to support good decision making. Further, as Trustees are still new to the roles, there is space for trustee development within their roles. |

5 Proposed Activities and Priorities

5.1 We set out in **Schedule 1** the current priorities and associated activities as determined by the trustees of Hineuru Iwi Trust and in accordance with the Hineuru Strategic Plan.

6 About us

6.1 The Hineuru Iwi Trust represents all descendants of Hineuru and her first marriage to Kiripakeke.

6.2 The Hineuru iwi Trust purpose is to receive, hold, manage and administer the assets of Hineuru iwi Trust for any object or purpose that is beneficial to the Members of the iwi of Hineuru.

7 Our Profile

| | |
|----------------------------------|---|
| Hineuru Iwi Trust Profile | Trustees: Mana Hazel (Chairperson), Elizabeth Waiwiri-Hunt (Deputy Chairperson), Janice Wall, Tracy Bush, Ngawai Crawford, Mark Baker, John Wano. |
| Operations | <p>The operations is led by the Hineuru Iwi Trust Chief Executive. Employed by Hineuru Iwi Trust to manage the operations of the Hineuru Group.</p> <p>The internal operations include IT support, an iwi registration team, a communications manager, and a group administrator. Financial services including Chief Financial Officer, Commercial and accounts admin are provided by Baker Tilly Staples Rodway.</p> |
| Organisational Structure | <p>Hineuru Iwi Trust is an unincorporated trust and sits as the parent body of the group. Hineuru Holdings is a custodian company of Hineuru Iwi Trust. The assets are managed by an investment committee with the Hineuru Trust.</p> <p>Hineuru Property is an active management company of Hineuru that is a subsidiary of Holdings and manages Hineuru Station.</p> <p>Hineuru Cherri Ltd is the horticulture arm of the Hineuru group and manages a cherry orchard in Napier.</p> <p>Hineuru Corporate Trustee is the corporate trustee for Hineuru Charitable Trust.</p> |

| | |
|--------------------------------------|---|
| Hineuru Iwi Trust | <p>A key role of Hineuru Iwi Trust is to prepare, and then drive the implementation of the Hineuru Iwi Trust strategic plan.</p> <p>Hineuru Iwi Trust is the parent organisation of the Group with responsibility to:</p> <ul style="list-style-type: none"> a appoint trustees, suitably qualified individuals and/or directors to subsidiary entities and committees of Hineuru Iwi Trust to monitor the performance of Hineuru assets and/or subsidiary entities, and b integrate the activities of subsidiary entities with Hineuru Iwi Trust’s operations and strategic direction. |
| Hineuru Corporate Trustee Ltd | This is a subsidiary entity of Hineuru Iwi Trust and acts as the sole trustee of Hineuru Charitable Trust. |
| Hineuru Charitable Trust | This is a subsidiary entity of Hineuru Iwi Trust. The Hineuru Charitable Trust is the charitable vehicle for cultural, social and environmental pursuits of Hineuru Iwi Trust. |
| Hineuru Holdings Ltd | Hineuru Holdings Ltd is the bare custodian company of Hineuru Iwi Trust and is charged with holding the settlement assets and to make actions related to the investments as directed by the Investment Committee under the authority of the Hineuru Iwi Trust trustees. The Directors are Traci Houpapa, Craig Barrett and Mark Baker. |
| Hineuru Property | Hineuru property is the property company which manages the farming operations of Hineuru. The company is a subsidiary of Hineuru Holdings Ltd. The Director of Hineuru Property is Traci Houpapa. |

8 Direction

- 8.1 Hineuru Iwi Trust direction is set by way of the Hineuru Strategic Plan. Commercial growth has allowed for continued work in the social, cultural, environmental space for Hineuru Iwi. With a new group of trustees being elected, there is opportunity for trustees to review the direction while ensuring that the foundations are solid for continued growth.

9 Ratio of Capital to Assets

- 9.1 The Hineuru Trust Deed requires trustees to set out the total capital of the Hineuru Iwi Trust against total assets. In simple terms this means stating how much ownership (equity) of the total reported assets we have compared to how much debt we have – what we own versus what we owe.
- 9.2 Hineuru Iwi Trust may use borrowings to fund any commercial operations where it is able to minimise costs and risks – including limiting the amount of assets that are exposed to any borrowings. For the 2023/24 financial year the capital:assets ratio shall not exceed 1:1.
- 9.3 Any borrowings would be made in accordance with the investment framework and SIPO and any other policies or documents that Hineuru Iwi Trust may have.

10 Performance targets and measurements

- 10.1 The Hineuru Iwi Trust Deed requires us to set performance targets and measurements by which the performance of Hineuru Iwi Trust as a trust can be assessed.
- 10.2 A key aspect of this is the annual report which will report the financial results against the annual budget and will also report on how well the Hineuru Iwi Trust met the objectives set out in the annual plan.

11 Projected income

- 11.1 The projected income will be allocated into:
 - a Commercial funding which will be used to support current commercial activities and objectives of the Hineuru Investment Committee, Hineuru Holdings and its subsidiaries;
 - b Supporting the productive assets of Hineuru Iwi Trust (Cherri Ltd, Hineuru Station etc) as required; and
 - c The seven key focus areas.

12 Management of the Hineuru Iwi Trust Funds

12.1 The Hineuru Iwi Trust fund is managed by the Hineuru Investment Committee which undertakes investments. Hineuru Investments are in the following areas:

| Asset | Value |
|--|------------------------|
|  Farming | <i>\$13.14 million</i> |
|  Forestry | <i>\$10.35 million</i> |
|  Forest Land | <i>\$13.94 million</i> |
|  Cash | <i>\$9.12 million</i> |
|  Horticulture Land | <i>\$14.91 million</i> |
|  Property Investments | <i>\$13.86 million</i> |
|  Equity Investments | <i>\$6.15 million</i> |
|  Loans | <i>\$4.29 million</i> |
|  Receivables | <i>\$1.95 million</i> |

12.2 A letter of expectation has been prepared in addition to the terms of reference, the delegated authorities, the SIPO to support the Investment Committee to find and make decisions to ensure investment returns are maximised.

13 Fisheries requirements

13.1 We note that our Hineuru Iwi Trust Deed requires the policy of the Hineuru Iwi Trust in respect of the sales and exchanges of Settlement Quota, and any proposals to change the constitutional documents of any Fishing Enterprise.

13.2 At this stage, Hineuru does not have any fisheries settlement assets and therefore these requirements are not applicable.

Schedule 3 - Proposed Activities and Priorities

The outcomes outlined on the following pages have clear alignment to priorities as identified in the activities that Hineuru Iwi members wish to have. Many have asked for experiences. As such, many events based activities and resources are provided in this Annual Plan. The activities and events are about reconnecting the iwi and providing a space for iwi members to feel Hineuru, and connect back to their identity.

The activities arise from the following documents:

- 1. Hineuru Education Strategy and Work Programme**
- 2. Hineuru Reo and Tikanga Strategy; and**
- 3. Hineuru iwi Environmental management Plan; and**
- 4. The Hineuru and DoC Proposed Annual Plan.**

In addition, Hineuru Iwi Trust is contracted to provide hauora focused initiatives and to gather data and information around Oranga Whānau in partnership with Te Whatu Ora and Te Aka Whai Ora. Much of this aligns to our experience based outcomes and research approach.

| Focus Area | Key Objectives | Group Entity |
|---|--|--------------|
|  POU 1 Culture & History | Annual wānanga a iwi | HCT |
| | Hineuru Book underway | HCT |
| | Resources Developed | HCT |
| | Hineuru Pouwhenua | HCT |
| | Te Hāroto Marae projects | HCT |
|  POU 2 Education & People Development | Continue education grants and scholarships | HCT |
| | Hineuru Skills database | HCT |
| | Strategic partnerships and relationships to further Hineuru people | HCT |
| | Hineuru Education programmes and activities | HCT |
|  POU 3 Health and Social | Hineuru Survey | HIT/ HCT |
| | Update Hineuru Social Indicators Report | HT / HCT |
| | Kanohi ki te kanohi kaupapa | HIT / HCT |
| | Kaumātua events | HCT |
|  POU 4 Environment (Taiao) | Engage with DoC on an Annual Plan of events | HIT / HCT |
| | Seek collaborative research opportunities for the environment | HCT |
| | Hineuru Iwi Trust Cultural Materials Licence (DoC) | HCT |
| | Establish a Hineuru Hunting Club and an associated event with DoC | HCT |
| | Support for Civil Defence Plan – solidify relationships | HIT / HCT |
| | Hineuru taiao wānanga / event | HCT |

| Focus Area | Key Objectives | Group Entity |
|---|---|----------------------------|
|  POU 5 Economic | Hineuru financial literacy opportunities found and initiated | HIT / HCT |
| | Māori Land relationships | HCT |
| | Annual review of investment framework and policies | HIT / Investment Committee |
|  POU 6 Ahikā | NZTA Strategic Relationship agreement | HIT / HCT |
| | Reconnect – Haerenga a iwi | HIT / HCT |
|  POU 7 Governance Hineuru Iwi Trust | Complete 12 month Plan | HIT |
| | Annual Trustee remuneration reports | HIT |
| | Trustee Training | HIT |
| | Iwi Register updates and system improvements | HIT |
| | Six monthly reporting to iwi | HIT |
| | Continuously identify and apply for external sources of funding and resources | HIT |
| | Implementation of communications plan | HIT |
| | Complete Annual General Meeting requirements | HIT |
| | Investigation of a Hineuru Iwi Trust Office | HIT |

What Makes Up our Settlement Assets?

FARM



\$8.32 million

Hineuru Station

\$3.37 million

Pukenui Station

\$1.05 million

Livestock

\$0.41 million

Farming Assets

\$13.14 million Total

FORESTRY



\$8.51 million

Hineuru Forest (Tree Crop)

\$1.83 million

Carbon Credits

\$10.35 million Total

FOREST LAND



\$3.96 million Hineuru Forest (Land)

\$9.98 million Esk Forest

\$13.94 million Total

CASH



\$8.94 million Craigs Investment

\$0.18 million Westpac Accounts

\$9.12 million Total

HORTICULTURE LAND



\$7.57 million Waverley Block

\$1.77 million Pakuratahi/Bayview Block

\$5.35 million Dartmoor Block

\$0.22 million Cherry Assets

\$14.91 million Total

PROPERTY INVESTMENTS



\$4.21 million FMG – A commercial premises

\$1.15 million Tarawera Land

\$8.50 million Fiordland Lobster –
A commercial premises

\$13.86 million Total

EQUITY INVESTMENTS



| | |
|-----------------------|---|
| \$0.82 million | Pauaco – A paua company in South Island and Australia |
| \$0.15 million | New Fish |
| \$0.21 million | Miro – A Māori blueberry collective |
| \$4.10 million | Fiordland Lobster |
| \$0.18 million | Te Whai Ao Innovation LP |
| \$0.69 million | Kahutia LP |

\$6.15 million Total

RECEIVABLES



| | |
|-----------------------|-----------------------------|
| \$1.95 million | Trade and other receivables |
|-----------------------|-----------------------------|

\$87.70 million Total Assets

LOANS



| | |
|-----------------------|---------------|
| \$1.00 million | Loan – Pauaco |
| \$0.23 million | Eneform |
| \$2.0 million | FMG |
| \$1.07 million | Kahutia LP |

\$4.29 million Total

HINEURU

Investment Plan

Values

- SUSTAINABILITY
- GROWTH
- DEVELOPMENT

Investment Value

- Investable capital
- Extensive industry networks
- Experienced directors
- Strategic thinkers
- Commercial, legal & accounting expertise
- Efficient investment processes
- Achievements on Ka Tipu, Ka Ora, and Ka Rea investments

SIPO PARAMETERS

Long term (20+ yrs): Minimum 5% on investment capital

Short term (rolling 2–3yrs): 5% cash yield of capital base per annum

INVESTABLE CAPITAL

\$87.7 MILLION
(as at 30 June 2023)

ASSET CLASS

5% Liquidity: Cash

50% Income: Bonds

45% Growth: Property, shares

OUR COMMITTEE COMPOSITION

- Traci Houpapa (Chair)
- Craig Barrett
- Mark Baker

DELEGATIONS

6% (\$3 mil) Committee decision

6–20% (\$3–10 mil) Consult Trustees

20% + (\$10+ mil) Trustees decide

INVESTMENT APPROACH

Short term: geographic diversity, increased returns

Long term: economic development in the rohe

DISTRIBUTIONS

Minimum 2% of capital base

No more than 67% of investment returns p.a.

INVESTMENT ALIGNMENT

Hineuru Strategic Plan

Housing, education, employment opportunities in the rohe, environment

Ka Tipu

TYPE A (SUPPORT FOR OPEX)
Fixed return

Secure, low risk investments
Term deposits; managed investments; licenses or leases (Esk etc)

TYPE B (TO INCREASE PRODUCTIVITY)
Cultural assets (Hineuru Station, Tarawera etc)



Ka Rea

LEGACY INVESTMENTS

- Longer term (1–3 years)
- Additional expertise
- Increase in book value
- Progress towards consistent returns
- Maximised returns (15–20%)

Ka Ora

12–18 MONTH PERIOD RETURNS

- Specific projects requiring capital investment
- Property developments
- Return on principal investment
- Medium returns (over 8%)

Ka Tipu

FORESTRY

Hineuru Station
ESK Forest
Kahutia

FARMING

Hineuru Station

MANAGED FUNDS

Craigs Investments
and cash

Ka Ora

Property: FMG, Fordland

Ka Rea

Horticulture: Miro, Cherry

Seafood Pauaco

INVESTMENT FOCUS

- Sustainability: Maximise 'Ka Tipu' investments to achieve constant income stream
- Growth: Deploy 'Ka Ora' investments to achieve higher yearly returns
- Development: Develop legacy investments for maximum returns

CURRENT OPPORTUNITIES

- Cherry/Forestry
- Freshwater Koura
- PāuaCo
- Commercial Property
- Tarawera Cafe

Portfolio Geography



Managed \$\$
Craigs Investments

Commercial Report

Capital uplift

Financial Year

| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------|---------|-------------------|--------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Equity | \$49.9m | \$52.1m | \$62.5m | \$65.6m | \$71.4m | \$76.4m | \$82.0m | \$78.0m |
| | | +4.3% increase | +20.0% increase | +5.0% increase | +8.8% increase | +7.0% increase | +7.3% increase | -6.1% decrease |

Since 2016

▲
An increase of
\$28.1m
in capital uplift

▲
56%
in total

Consolidated Financial Statements

Consolidated Statement of Comprehensive Revenue & Expenses

Hineuru Iwi Trust
For the year ended 30 June 2023

| | 2023 | 2022 |
|---|------------------|------------------|
| Revenue from non-exchange transactions | | |
| Koha received | - | 600 |
| Cyclone relief funding | 107,652 | - |
| Total Revenue from non-exchange transactions | 107,652 | 600 |
| Revenue from exchange transactions | | |
| Dividend income | 304,625 | 123,206 |
| Gain/(loss) on sale of investments | (581) | 11,112 |
| Honey sales | 60,000 | 60,000 |
| Interest income | 695,611 | 743,111 |
| Livestock - net trading income/(loss) | 2,428 | 127,530 |
| Lease & rental income | 1,523,689 | 1,563,501 |
| Net fair value gain/(loss) on forestry assets | 1,726,891 | 206,149 |
| Net fair value gain/(loss) on investments | 525,330 | (966,104) |
| Net fair value gain/(loss) on carbon credits loan | (909,242) | 747,314 |
| PIE income | 24,887 | 3,707 |
| Share of income from equity accounted investment earnings | (281,462) | (689,448) |
| Te Matawai Funding - Te Reo Māori Revitalisation | 10,507 | 44,048 |
| Other operating income | 134,438 | 95,406 |
| Total Revenue from exchange transactions | 3,817,121 | 2,069,532 |
| TOTAL REVENUE | 3,924,773 | 2,070,132 |
| Expenses | | |
| Accounting & advisory service fees | 103,993 | 85,104 |
| Administration costs | 149,074 | 142,638 |
| Audit fees | 69,493 | 77,337 |
| Cyclone relief expenses | 317,711 | - |
| Directors fees | 185,000 | 80,000 |
| Directors expenses | 3,164 | 11,061 |
| Employment benefit expenses | 877,873 | 571,350 |
| Grant to Te Haroto Marae | 34,619 | - |
| Insurance costs | 85,895 | 62,128 |
| Koha expense | 10,200 | 200 |
| Legal expenses | 37,260 | 38,912 |
| Professional and consultancy fees | 163,374 | 182,520 |
| Scholarships paid | 49,930 | 50,585 |
| Share of Miro Limited Partnership deficit | 3,508 | 16,385 |
| Tribal Register | 215,256 | 177,973 |
| Trustee fees | 278,100 | 278,100 |
| Trustee expenses | 69,541 | 52,828 |

Consolidated Statement of Comprehensive Revenue & Expenses

| | 2023 | 2022 |
|---|--------------------|------------------|
| Other Expenses | 474,161 | 394,995 |
| Expenses from cherry orchard operations | 532,585 | 685,713 |
| Total Expenses | 3,660,737 | 2,907,829 |
| Surplus / (deficit) for the period before interest / tax / depreciation / impairment | 264,036 | (837,697) |
| Depreciation, interest & impairment | | |
| Depreciation | 496,557 | 508,503 |
| Interest costs | 294,661 | 172,860 |
| Total Depreciation, interest & impairment | 791,218 | 681,363 |
| Net Surplus / (deficit) before tax | (527,182) | (1,519,060) |
| Tax | | |
| Income tax expense / (income) | 181,083 | 60,777 |
| Total Tax | 181,083 | 60,777 |
| Surplus / (deficit) for the period | (708,265) | (1,579,837) |
| Surplus / (deficit) attributable to owners of the controlling entity: | | |
| Non-controlling interests | 7,590 | 12,301 |
| Owners of Hineuru Iwi Trust | (715,855) | (1,592,138) |
| Other comprehensive revenue and expenses | | |
| Net fair value gain/(loss) on biological plantings | 1,396,755 | (717,777) |
| Net fair value gain/(loss) on carbon credits | (1,111,354) | 1,282,017 |
| Net fair value gain/(loss) on forestry land | (515,000) | 1,575,000 |
| Net fair value gain/(loss) on other land & buildings | (2,986,403) | 5,035,300 |
| Total Other comprehensive revenue and expenses | (3,216,002) | 7,174,539 |
| Total comprehensive revenue and expenses attributable to owners of the controlling entity | (3,924,267) | 5,594,702 |
| Total comprehensive income / (deficit) attributable to: | | |
| Non-controlling interests | (5,902) | 31,734 |
| Owners of Hineuru Iwi Trust | (3,918,365) | 5,562,968 |

Consolidated Statement of Changes in Net Assets

Hineuru Iwi Trust

For the year ended 30 June 2023

| | TREATY SETTLEMENT PROCEEDS | RETAINED EARNINGS | ASSET REVALUATION RESERVE | NON- CONTROLLING INTEREST | TOTAL |
|---|----------------------------------|----------------------|---------------------------------|---------------------------------|--------------------|
| Movements in Net Assets | | | | | |
| 2022 Year Movements | | | | | |
| Opening Balance | 51,874,952 | 5,876,120 | 18,239,230 | 428,309 | 71,959,349 |
| Transactions with non-controlling interests | - | - | - | (15,793) | (15,793) |
| Comprehensive revenue and expenses for the year | | | | | |
| Surplus / (deficit) for the year | - | (1,592,138) | - | 12,301 | (1,579,837) |
| Other comprehensive revenue and expenses for the year | - | 211,070 | 6,944,036 | 19,433 | 7,174,539 |
| Total comprehensive revenue and expense for the year | - | (1,381,068) | 6,944,036 | 31,734 | 5,594,702 |
| Closing balance as at 30 June 2022 | 51,874,952 | 4,495,053 | 25,183,266 | 444,250 | 81,997,520 |
| 2023 Year movements | | | | | |
| Opening Balance | 51,874,952 | 4,495,053 | 25,183,266 | 444,250 | 81,997,520 |
| Transactions with non-controlling interests | - | - | - | (13,160) | (13,160) |
| Comprehensive revenue and expenses for the year | | | | | |
| Surplus / (deficit) for the year | - | (715,854) | - | 7,590 | (708,264) |
| Other comprehensive revenue and expenses for the year | - | - | (3,202,510) | (13,492) | (3,216,002) |
| Total comprehensive revenue and expense for the year | - | (715,854) | (3,202,510) | (5,902) | (3,924,266) |
| Closing balance as at 30 June 2023 | 51,874,952 | 3,779,198 | 21,980,756 | 425,188 | 78,060,094 |

Consolidated Statement of Financial Position

Hineuru Iwi Trust As at 30 June 2023

30 JUN 2023 30 JUN 2022

Assets

| Current Assets | | |
|------------------------------------|------------------|------------------|
| Bank and cash equivalents | 178,446 | 394,588 |
| Prepayments | 1,333,159 | 45,479 |
| Trade & other receivables | 471,106 | 448,290 |
| Income tax receivable / (payables) | 148,624 | 139,105 |
| Loan receivables | 3,225,001 | 3,700,001 |
| Livestock | 1,050,950 | 1,200,390 |
| Total Current Assets | 6,407,286 | 5,927,853 |

Non-Current Assets

| | | |
|---------------------------------|-------------------|-------------------|
| Loan receivables | 1,064,975 | 1,935,416 |
| Property, plant and equipment | 50,530,097 | 52,732,249 |
| Forestry assets | 8,512,000 | 6,634,568 |
| Intangibles | 1,891,840 | 3,238,936 |
| Investments | 19,293,839 | 20,078,065 |
| Total Non-Current Assets | 81,292,751 | 84,619,234 |

Total Assets **87,700,037** **90,547,087**

Liabilities

| Current Liabilities | | |
|----------------------------------|----------------|----------------|
| Bank and cash equivalents | 192,443 | - |
| Trade and other payables | 665,939 | 472,814 |
| Income in advance | 103,333 | 103,333 |
| Borrowings | 24,420 | 23,018 |
| Total Current Liabilities | 986,135 | 599,165 |

Non-Current Liabilities

| | | |
|--------------------------------------|------------------|------------------|
| Deferred tax | 773,067 | 874,805 |
| Borrowings | 7,880,741 | 7,075,597 |
| Total Non-Current Liabilities | 8,653,808 | 7,950,402 |

Total Liabilities **9,639,943** **8,549,567**

Net Assets

78,060,094 **81,997,520**

NET ASSETS COMPRISE OF:

Equity attributable to the Owners of the Group

| | | |
|----------------------------|-------------------|-------------------|
| Treaty settlement proceeds | 51,874,952 | 51,874,952 |
| Retained earnings | 3,779,198 | 4,495,053 |
| Asset revaluation reserves | 21,980,756 | 25,183,266 |
| Total | 77,634,906 | 81,553,271 |

Equity attributable to non-controlling interests

TOTAL EQUITY **78,060,094** **81,997,520**

Consolidated Statement of Cash Flows

Hineuru Iwi Trust

For the year ended 30 June 2023

| | 2023 | 2022 |
|--|------------------|--------------------|
| Cash flows from operating activities | | |
| Cash was received from: | | |
| Receipts from non-exchange transactions | 107,652 | 600 |
| Receipts from exchange transactions | 2,633,703 | 2,580,115 |
| Net interest received | 542,141 | 574,636 |
| Net dividends | 210,796 | 91,227 |
| Net PIE income received | 24,352 | 3,453 |
| Income tax refunded/(paid) | 139,109 | 240,695 |
| Cash was applied to: | | |
| Payments to suppliers | (2,865,795) | (2,379,371) |
| Payment to employees | (1,226,062) | (775,683) |
| Scholarships paid | (49,930) | (50,585) |
| Interest paid | (236,824) | (121,547) |
| Payments to non-controlling entities | (13,160) | (15,792) |
| Net GST received/(paid) | (9,408) | (2,241) |
| Koha paid | (10,200) | (200) |
| Total Cash flows from operating activities | (753,626) | 145,307 |
| Cash flows from investing activities | | |
| Cash was received from: | | |
| Receipts from sale of property, plant and equipment | 34,000 | 16,523 |
| Receipts from sale of investments | 1,000,000 | - |
| Net repayment received on loans made to other parties | 475,000 | 481,433 |
| Cash was applied to: | | |
| Payments to acquire property, plant and equipment | (1,606,118) | (1,414,376) |
| Payments to purchase investments | (156,009) | (299,031) |
| Payments to purchase intangibles | - | (57,500) |
| Payments made to acquire forestry assets | (150,541) | (136,319) |
| Total Cash flows from investing activities | (403,668) | (1,409,271) |
| Cash flows from financing activities | | |
| Proceeds from drawdown of Crown Regional Holdings Limited loan | 750,000 | 550,000 |
| Net proceeds/(repayments) of loans borrowed from other parties | (1,291) | (23,421) |
| Total Cash flows from financing activities | 748,709 | 526,579 |
| Net Increase/(Decrease) in Cash | (408,585) | (737,385) |
| Bank Accounts and Cash | | |
| Opening cash | 394,588 | 1,131,973 |
| Net change in cash for period | (408,585) | (737,385) |
| Closing cash | (13,997) | 394,588 |



Chairman, Mana Hazel, with the representatives of Ngāti Pāhauwera Development Trust at the National Iwi Chairs in Taupō, November 2022.

The logo for Hineuru Iwi Trust features a stylized white mountain range icon above the text. The text is in a clean, sans-serif font. The background of the entire page is a dark blue color with a repeating geometric pattern of interlocking L-shaped blocks. In the bottom-left corner, there is a cluster of these blocks in various shades of teal and light blue.

HINEURU
IWI TRUST