

ANNUAL GENERAL MEETING 2020-2021



13 November 2021

Rangitahi Marae
Ngati Manawa Road

1:00 PM

TE RUNANGA O
NGATI MANAWA



01. Introduction

Notice of meeting:

Notice is hereby given that the Annual General Meeting of the Trust will be held at Rangitahi Marae, Ngāti Manawa Road, Murupara on Saturday 13th November 2021 at 1:00 pm.

This meeting will conclude at 4:00 pm.

*Should the AGM be postponed due to unforeseen circumstances, it will be rescheduled to Saturday 20 November 10:00 am.

AGENDA:

1. Karakia
2. Mihi
3. Apologies
4. Minutes & Matters Arising
5. Annual Reports

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Ngāti Manawa PSGE Group

The Post Settlement Governance Entity was created after extensive consultation and approved by Audit Members before signing of the final Deed of Settlement; this consists of the following entities.



Te Rūnanga o Ngāti Manawa Trust, the governing body that monitors all other entities in the Group.



Ngāti Manawa Custodian Limited, a nominee company, created to hold properties acquired by the Rūnanga, including through the Treaty Settlement. The directors of the company are the Trustees of the Rūnanga.



Ngāti Manawa Development, a company created to invest and create wealth for the Group.



Te Rūnanga o Ngāti Manawa Tokowaru Asset Holdings Limited, a company created to hold and manage Ngāti Manawa's fishing quota and shares, in line with requirements of the Maori Fisheries Act.



Ngāti Manawa Trustee Company Ltd is the company, to act as the Trustee of the Ngāti Manawa Charitable Trust. The Rūnanga appoints directors of the company to administer the Charitable Trust.

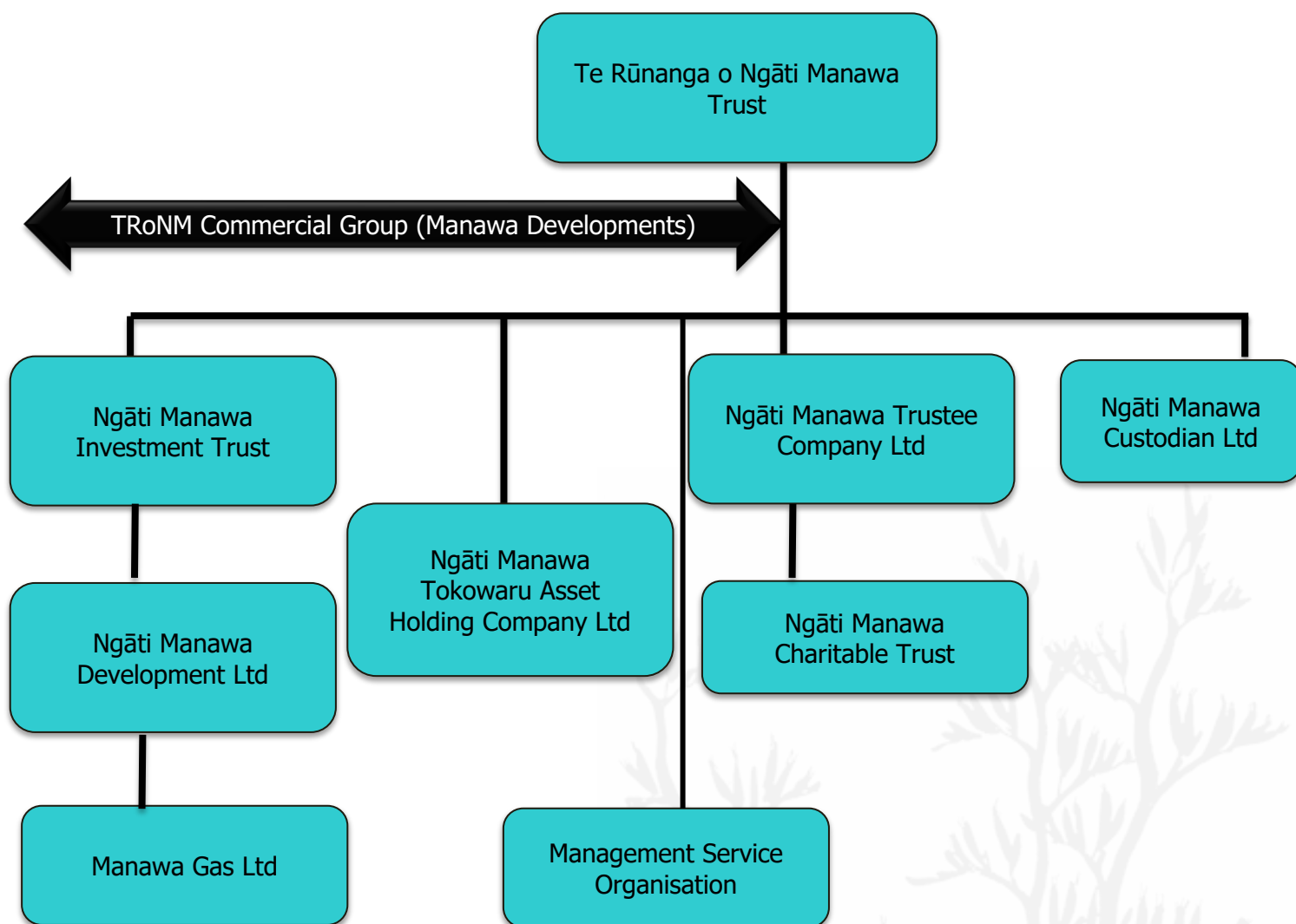


The Management Service Organisation (MSO) is the operating unit of the Group, responsible for serving the subsidiary entities as well as the Rūnanga. The Chief Executive Officer works closely with all staff members, Deloitte Ltd (Accountant) and Kahui Legal (Legal Team)



Associated Companies: CNI Iwi Holdings Limited, the jointly owned company, was established to hold the forestry lands returned to Central North Island Iwi, distribute funds and conduct the Mana Whenua Process.

Ngāti Manawa Structure



Chairman's Report

Ngāti Manawa nga mihi ki a koutou katoa.
As Chair of Te Rūnanga o Ngati Manawa Trust I am pleased to report to you at this year's AGM on the progress that has been made for the 2020/2021 year.

The 20/21 year is no exception as the arrival of the COVID-19 delta variant on our shores has had a significant impact on the health and well-being of our whanau, hapū, and iwi as a whole.

With the scale of this pandemic impacting our economy as well, we as a Rūnanga have had to prioritise and operate differently. To say that it has been challenging has been an understatement for the Rūnanga, our trustees, and staff.

In light of these challenges, here are some of the key highlights and milestones your Runanga has achieved this year on your behalf.

- The continued successful mahi that is coming through the Manawa Tu (WFL) and Manawa Rere (RDH).
- The successful work and contributions that continue to flow through with our riparian planting on our Taniwha trails project and the partnerships we continue to have with stakeholders such as Te Uru Rakau & MSD.
- The successful planning and execution of the marae restoration projects for our four marae, Rangitahi, Painoaiho, Tipapa and Moewhare.
- The successful purchase and investment in KLC Ltd in Kaingaroa allowing us to become the major shareholder of the company.
- Te Anga Whakamua and the continual development of TRONM's long term Strategic Plan.
- The continuation of full marae insurance coverage for our five marae including Te Huinga Waka marae in Kaingaroa.
- Our Kani Rangi Park project and ongoing planning and development.
- Continuation of Tangihanga Pataka Kai system alongside the Ngatimanawa Incorporation.

We have also been able to hire new staff, increase our work establishment and bring to fruition plans and strategies for our Iwi beneficiaries due to all of our projects being recognised and brought to life.

Welcome to all the new staff who have been brought on board.

Manawa Wai (Water restoration and opportunities), Manawa Oho (Revitalisation of Murupara township) and Manawa Hikoi (Tourism) are three key projects we believe will keep board and staff very busy in the months ahead.

The board is pleased with the progress we have made from a stop-start approach over the past year. We remain excited about the potential new projects that may come online and our future as Ngāti Manawa Uri. The Runanga continues to remain financially sound, and we continue to monitor our investments with our commercial advisors on a regular basis.

Acknowledgements:

I wish to acknowledge and pay tribute to all the loved ones who have recently passed this year. We lost many whanau members during the lockdown period of Covid-19, and to not be able to properly poroporoaki you as we normally do was certainly a tragedy for all involved.

Mahara tatou ki a ratou nga mate o te motu, kua wheturangitia i roto i te wa o te Uruta. Otira, nga mate o te hau kainga, e kore koutou e warewaretia. Moe mai i roto i te mahana i roto i te manaakitanga o to tatou Ariki.

I thank my fellow Trustees and our excellent staff for their time and contribution to the ongoing growth and development of our Iwi.

It has been an honour and a pleasure to work with you all over this last year.

Finally, to you the registered members of Te Rūnanga o Ngāti Manawa a big mihi and thank you for your continual support of our Runanga.

Kia ora huihui ano tatou

Kani Edwards (Chairman)



Chief Executive

Tihei Mauri Ora!

Projects Completed (since 2020 AGM) **He Korowai o Papatūānuku**

The restoration and development of Pekepeke Trail, Waiora Trail, Kiorenu Trail, Te Whakataa Nohonga and Te Whakataa Trail has been an ongoing development over three years that ended in October. There has been 15ha of weed pest control, over 25,000 native trees and shrubs planted and 12km of tracks developed.

The Tautika track development is now complete and we are looking at opening the track either November or December when the weather is warmer.

New Projects: Manawa Tu (WFL)

The Work for Life Centre has had a successful year achieving employment outcomes for the people and working with the community. Attending community expos, local hui, and participation in the Covid vaccine frontline have built good relationships with stakeholders, providers, and employers.

Our clients are completing programmes and assisted by staff into employment after completing training options that provide transport to Rotorua. The process of training and testing of learners to class 2 drivers for community license upgrades has been well established.

The first pilot 10-day training programme at Rangitahi Marae was interrupted by COVID restrictions. Fortunately, our clients were able to complete and graduate. The Work for Life Centre aims to continue the 10-day intensive programmes in 2022, leading to employment for our clients.

*E nga mana, e nga reo, e nga karangaranga maha
Tena koutou katoa.
Kua tae mai tatou ki te hui a tau nei ko Te Runanga
o Ngāti Manawa.*

Manawa Rere (RDH).

The hub provides a range of learning opportunities for seven regional schools and local rangatahi. E sports ranks as a popular segment within this age bracket, leading to the end of year Te Wero tournament held in December.

Multimedia classes have been launched, including courses specialising in content creation, graphic illustration leading to animation storytelling, Te Iwi Matihiko (digital wellbeing).

The digital hub has expanded further to an E-Learning suite in unit 2. Providing support for the Work for Life Centre, local businesses, and government-funded groups, that are operating in Murupara such as Te Ara Tika, Manawa Ora Rangatahi, and the land-based training component Site Safe. From online learning & training to skills development, the e-learning space offers it all.

Te Hekenga o Tangiharuru

Te Matapuna has awarded \$ 74,500 in funding to Ngati Manawa for digital animation using art, design, motion, and incorporate te reo Māori. As our Pakeke/Rangatahi and animators work together, our stories will come to life in 3D.

Ngā Taniwha, Ngāti Manawa Ariki and the recreation of the Pou Rāhui has been the first projects selected.

Marae Renovation

Overall, the marae renovation project is progressing well, we continue to adapt to the unexpected changes or delays as best we can. To date we have met monthly and milestone reporting for funding tranches. Te Roopu continue to assist with marae renovations as required by Liston Rewi.

Jobs for Nature (JFN)

The newest project team is the HKOP Unit which is in partnership with DOC that consists of 4 JFN roopu to work on the Taniwha trails and our current cultural project sites to monitor the plants, weeds & animal pests, bird & water monitoring programs.

The team have been working closely with DOC on bird monitoring and animal pest control training and provide weekly survey reporting through the DOC GIS mapping App.

Pending Projects

Environment Unit – Tuna monitoring, wetland restoration, data collection, and analysis. Climate change and recent government reforms present many challenges and opportunities for our iwi. Covid-19 has also shaped and influenced our practices as a people. Our ability to adapt to such circumstances has challenged our conceptual beliefs, tikanga, and way of life.

These challenges provide opportunities for whanau and hapū to test untried strategies to support the long-term sustainability of our taonga and Ngāti Manawatanga. Monitoring our ecosystems and activities within our rohe, and influencing change is one of the biggest challenges we face together.

The effects of climate change on our natural resources and systems will shape our community vulnerabilities and levels of resilience. It is important that as a people we plan and be best prepared for predicted changes and potential natural hazards.

We will focus on influencing environmental legislation, policy, regulations, plans, and management practices of officials and stakeholders throughout the government reform process. We will continue to give consistent and regular messages to all external stakeholders. We are the mana whenua, and it is both our birthright and responsibility to protect our taonga for future generations.

Manawa Wai:

Water bottling, horticulture, agriculture development options.

Project Highlights:

- Staff growth from 11 to 31
- With pending projects – 7+ potential new roles
- Employer engagement has increased
- Number of people in jobs grows – 100 placed up to August this year.

Current buildings at capacity.

Te Anga Whakamua – Strategic Development

- Capacity building – Roopu Whenua Crew – training complete, maintaining weed and pest control and track grooming. Provide Support for Marae Renovation work as needed.
- Training and Development – Networks and relationships through the Manawa Tu WFL including involving providers willing to deliver training in Murupara.
- Future Projects – Manawa Oho revitalisation of our town.
 - Community Planning.
 - Covid Planning and community support.

Building Development

- TRONM facilities
- Rental Offices

We have spent many hours planning and preparing for the implementation of the many projects we have in place. As a consequence, the Rūnanga has built a solid reputation for delivering what we say we will and to a very high standard. I am very proud of the team that I work with as we endeavour to improve the now and the future of our people. I also acknowledge the support of the Rūnanga Board members as we navigate our way through the challenging times we have had, and no doubt, more challenging times to come.

No reira, tena ra koutou katoa.



Maramena Vercoe
Chief Executive Officer.

Manawa Development Commercial Group:

Introduction

Tēnā koutou katoa kua tae mai nei i tēnei wā. As chairperson it is my pleasure to present this annual report on behalf of our Manawa Development Commercial Group.

Organisation Overview

Te Rūnanga o Ngāti Manawa (TRoNM) group's commercial entity – Ngāti Manawa Investment Trust (trading as Manawa Developments (MD)) was established to be your commercial arm in 2018.

Manawa Developments is fully owned by TRoNM and has four Trustees who have continued in their positions since our 2020 AGM. They are Mana Newton who is the chairperson, Cassandra Crowley and our two representatives from TRoNM – Laurie Porima and Leonard Grace. Our Trustees are responsible for the commercial investments on behalf of TRoNM – the entities under the commercial arm are:

- Ngāti Manawa Investment Trust (trading as Manawa Developments) – this is the parent of the commercial arm, and the trustees are responsible for governing the three entities below through MD.
- Ngāti Manawa Development Limited – our property investments are held in this company.
- Manawa Gas Limited – this is our petrol station in Murupara.
- Ngāti Manawa Tokowaru Asset Holding Company – this is the company that holds our fisheries assets.

Overall Performance

We have made a strong comeback from the unfavourable investment performance resulting from COVID implications in 2020. We are pleased to report that total assets increased from **\$27.4m** to **\$31.3m** which is a total increase of **14.2%**. We have also exceeded our group net profit target of **\$2.0m** generating net profit of **\$4.5m**.

Current Investments

The Manawa Developments Commercial Group has five main investment areas currently.

1) Private Equity – as at 31 March 2021, we have approx. **\$2.2m** (**6.6%** of total assets) of investments in private equity entities through Genesis Private Equity LP, Direct Capital IV LP, Direct Capital V LP, and Direct Capital VI LP. Direct Capital VI LP is a new investment fund that we have recently joined which completed its fundraising in 2020 after raising \$425m.

These entities specialise in finding and investing in small to medium companies in NZ and Australia with a view to growing these companies. Expected returns are around 20%. This year, our private equity portfolio achieved an average total return of **17.1%**.

2) Direct Property Investments – we have **\$27m** (**8.6%** of total assets) of investments in property developments.

Our current portfolio includes Te Whaihanga LP after completing Hononga LP and DGH Property Fund LP. Te Whaihanga LP, Hononga LP and DGH Property Fund LP were set up to effectively help fund the purchase and development of residential land. We get paid either when properties are sold or through an underwriting fee. We have now completed DGH and Te Hononga and Te Whaihanga is almost completed.

KLC Limited - KLC Ltd is a new investment entity that processes and markets timber. We hold 51% of shares in KLC funded by a loan of \$2m from the PGF and \$560k from MD cash reserves.

A key priority for investing in KLC Ltd and securing a controlling interest was to help create employment opportunities. Through our shareholder funds, the company is able to grow the business and secure more jobs for our people. We are also able to apply our experience and skills to KLC and improve efficiencies in operations. Our target return for our direct investment portfolio is 20%. This year, our direct property portfolio achieved an average total return of **13.3%**.

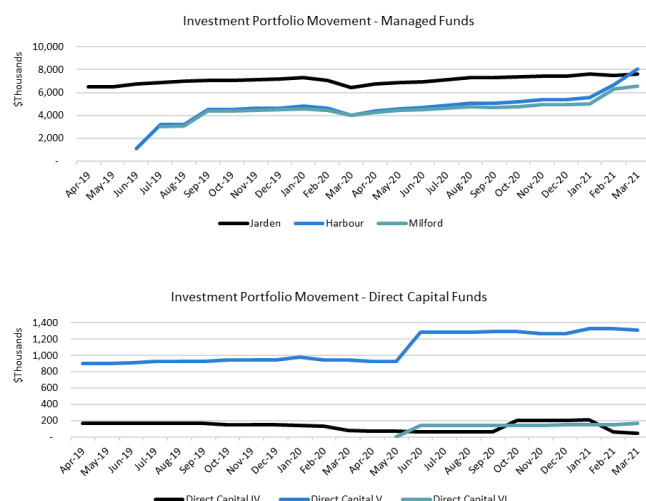
3) Fisheries – we have **\$1.2m** (**3.7%** of total assets) in fisheries investments through Ngāti Manawa Tokowaru Asset Holding Company. This company holds and receives fishing quota income received as part of the Ngāti Manawa fisheries settlement. Our target return for our direct investment portfolio is 20%. This year, our fisheries portfolio achieved an average total return of **4.8%**.

4) Managed Funds – As at 31 March 2021 we held managed investment portfolios with Jarden Capital, Milford Asset Management and Harbour Asset Management worth **\$22.2m** (**70.9%** of total assets).

In 2019 the Trustees reviewed the performance of the portfolios (which at that time included Westpac) and on review decided to redeploy the funds held with Westpac to Harbour and Milford.

Since this redeployment, returns from these managed funds have improved significantly despite the impact of COVID. This year, income returns reached an average of **17.8%**.

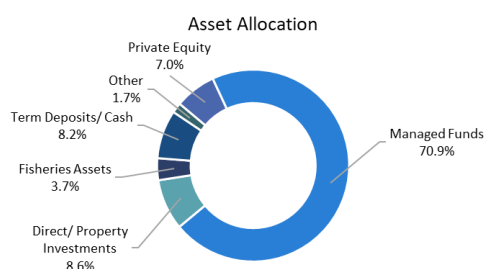
The charts below show the movements in the investment portfolios over the past two years. As can be seen, the managed portfolios have recovered since the impact of the COVID pandemic in March 2020.



5) Manawa Gas

We have a direct investment in the petrol station in Murupara and are 100% owners. Peter White is our manager, and we are pleased that through this investment we have been able to create employment opportunities for Ngati Manawa people.

The remainder of our investments are in other assets, including cash, other current assets, and Manawa Gas property, plant and equipment, and Goodwill. Most of the cash balance is being held for reserve purposes. This year, our direct property portfolio achieved an average total return of **5.7%**



Future Opportunities

The trustees continue to receive and scrutinize potential direct investment opportunities that come through and due diligence on these opportunities is ongoing. As reported last year we have created appropriate governance documents to help appraise these opportunities as we are made aware of them. In these documents it is stated that we prioritise investments that are in the rohe, create jobs and allow us to partner with other Ngati Manawa or other iwi entities – in addition to generating the required rate of return.

Housing

Housing is a key factor in the wellbeing of vulnerable tamariki and kaumatua. Māori home-ownership rates are falling at a faster rate than for the total population, with overcrowding and multi-generational housing pressures more likely to be felt by Māori whānau.

Nationally, the Māori home ownership rate is only 28% compared to 57% for the general population and is declining. Māori make up 36% of public housing tenants despite comprising just under 15% of the general population, and Māori are five times more likely than Pākehā to be homeless. This is attributed to affordability and whānau ability to service traditional home loans with the bank.

It is with this lens that NMIT are motivated to utilise and leverage its asset base and land resources to provide Murupara and the people of Ngāti Manawa with good quality, healthy and secure housing for whānau to thrive. The Trust believe that healthy homes, combined with good access to services and infrastructure, are the building blocks for a thriving Murupara.

Manawa Wai

Another venture that we have embarked on is partnering with Ngātimanawa Incorporation and exploring wider water opportunities on the Ngāti Manawa B4 Block. Our key priority is to create jobs in Murupara and help improve the socio-economic status of the rohe. We obtained resource consent to drill exploration wells for groundwater testing of water flow and quality on Ngāti Manawa B4 Block. We are in discussion with drillers and have a project plan in place to get us to a point where we have consent to draw water from the land for commercial purposes. We are aiming to commence full feasibility planning mid-2022.

Thanks

I would like to thank my fellow current and past Manawa Development trustees for their mahi, I would also like to thank Kani and the TRONM Trustees for their continued support and guidance. We look forward to continuing our work and progressing our goal of maximising commercial returns for the benefit and on behalf of Ngati Manawa.

Nga mihi
Mana Newton

Ngāti Manawa Charitable Trust

E aku rangatira, te iti me te rahi, tēnā koutou katoa.
Mā te ra e kawē mai te ngoi ia rā ia rā
Mā te hau e pupuhi te pākahukahu ki roto i tō tinana
May the sun bring you energy every day
May the wind blow new strength into your being

It is once again a privilege to report on the workings of Ngāti Manawa Charitable Trust (NMCT) to our beneficiaries and Te Rūnanga o Ngāti Manawa. The following is a report from the Ngāti Manawa Charitable Trust (Te Rūnanga o Ngāti Manawa Board (TRONM) Iwi Development Pou).

TRONM Pou

The NMCT is made up of the two Iwi Development Pou Trustees, Taiarahia Taitoko, myself as chairperson and Patrick McManus one of the two Trustees from the Ngati Manawatanga Iwi Pou. As mentioned in last year's annual report we had to have a constitution adjustment to the Trustee Company and to the NMCT constitution that needed to be made by the TRONM legal team to remove the independent trustees from the Charitable Trust and replace them with all members of the TRONM board but also that we stayed within our legal parameters and that we didn't breach our Charitable status with the NZ Charities Commission and Inland Revenue.

Patrick McManus' contribution to the NMCT, he brings the cultural context to the decisions that we make as a group, ensuring that we maintain the heart for our people while Taiarahia and myself balance the fiscal imperatives with regards to Social, Health and Wellbeing of our beneficiaries and the community, both in and out of the Ngati Manawa Rohe.

As the Chairman of the Ngati Manawa Charitable Trust it is my responsibility to ensure that the links between the TRONM Board's Strategic objectives, the Iwi Development Pou strategic objectives, and the NMCT own strategic objectives and the social interests of our beneficiaries, both in rohe and outside the rohe, are being considered, planned for, and then operationalised.

Special Thanks

To my fellow trustees on the NMCT I wish to thank you it is not easy to do our roles to both approve and sometimes decline the tono that we receive. Balancing the needs as opposed to the wants while improving the lives of our people and our communities continue to be challenging.

To Robert Jenner and his team at Te Ika Whenua Hauora who we have sub-contracted to deliver Whanau Ora that NMCT has with Te Arawa Whanau Ora Collective in Rotorua. Thank you so much Robert we appreciate the efforts you and your team do for our community.

To Nga Kakano Foundation (NKF) in Te Puke, Podium Podiatry Services in Whakatane and to Dr Bernard Colon and his team in Murupara. The NMCT trustees takes this opportunity to thank all three organisations for the invaluable services you bring to our people and the community especially our Diabetics and their whanau. We have an arrangement for NKF to provide Diabetes education for our people as well as use their premises for free so that Podium is able to provide podiatry service to our people. Some of the foot care advice and services are really needed. Dr Bernard Colon provides the clients with a special emphasis on the medium to high-risk diabetes cases that he has.

To the Ngati Manawa Management team, the NMCT board would like to thank Maramena and her team for the tireless support they have given the NMCT Trustees throughout the year.

The NMCT board would also like to express their thanks and gratitude to the Deloitte team for their support, advice and assistance which made our decision making that much easier.

Beneficiaries, Marae, Social projects

Highlights of the year

COVID 19

We started the year off dealing with the Pandemic Covid19 and as a community we hunkered down closed our rohe off from the rest of the world to protect our people and our community. This Pandemic was new to us all, but our people have been through Pandemics before like the Flu epidemic, but we rally together and protect our own.

Well, done Murupara.....

Health Grants

A number of beneficiaries took the opportunity to apply for Health Grants which is great. Please note whanau that you can only apply for the health grants once in a 12-month period. (If you apply and are granted, say on the 15 April 2020 for your health grant, you can not apply for another health grant until 15 April 2021 the following year). The health grant is worth up to \$250.00; this covers items such as glasses, Doctor consults and dental issues.

Education

The NMCT received applications for all three educational areas Primary, Secondary and Tertiary which is fantastic for our people and our Iwi. The uptake that applicants apply for are things such as assistance with school fees, uniforms, books accommodation, travel and school shoes that indicates that the whanau want their tamariki and rangatahi to attend school but need a hand up getting them there, so they learn the skills to become good productive citizens and even come and be a part of our Runanga to create more opportunities for our people.

The NMCT were once again impressed with the caliber of Secondary school applicants and the achievements that our Rangatahi had already gained even before they came to the NMCT. It has been a privilege to assist our Rangatahi to go on to achieve their educational goals.

In this period, we have also assisted 3 students with their accommodation and study fees as part of the Victoria University Taihonoa scholarships. This is a scholarship scheme set up by TRONM and the Victoria University for Ngati Manawa Beneficiaries to study within this University. So, if you know of other beneficiaries who are looking at attending University check out Victoria University in Wellington then we may be able to help them with funding.

Property

The Rūnanga continues to provide Marae Insurance cover for all our marae in the 2020-2021 period. The NMCT also thanks the Runanga for providing insurance to cover the Kaumatua flats on Kowhai Avenue. We are looking into other avenues to put more our people into housing as there is a shortage of accommodation like elsewhere in the country.

Other Requests - Tono

The Charitable Trust often get tono for a one-off project as well and some of those have been, Anzac Day, Kaumatua Kuia Xmas Dinner but there are some tono that borders onto the extremes for the Charitable Trust constitution. We do want to support the tono however sometimes it is not possible.

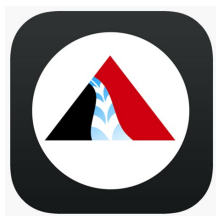
In conclusion

I would like to first take this opportunity to thank the Te Runanga o Ngati Manawa Board TRONM for allowing myself and my fellow directors the opportunity to serve our beneficiaries and Iwi as part of the Iwi Development Pou and the Ngati Manawa Charitable Trust.

I would also like to once again, thank my fellow directors for the support that you have shown with your decision making. It is not easy to get a consensus among us when we are confined by the charities act, the needs and wants of our people and the funds that we have available. The robust discussions we have are both invigorating and thoughtful, but we get there in the end.

Nga mihi nui kia koutou katoa.
Nō reira, tēnā koutou, tēnā koutou katoa

Na John Porima



Te Rūnanga o Ngāti Manawa Group

AGM Financial Report

31 March 2021

Tēnā koutou e te whānau whānui o Ngāti Manawa, it is my pleasure to report on the financial results and position of the Trust for the year ended 31 March 2021. This is a summary overview for the year and the independently audited annual financial statements are available from the Trust website or from the office.

The Trust's results are reported on a group basis and the separate operational entities making up the Trust Business are the parent Trust, Ngāti Manawa Investment Trust (t/a Manawa Developments), Ngāti Manawa Development Limited, Ngāti Manawa Tokowaru Asset Holding Company Limited, Ngāti Manawa Charitable Trust, Ngāti Manawa Custodian Limited, Manawa Gas Limited, and newly acquired KLC Limited (KLC).

KLC Limited is a new investment entity that processes and markets timber. We hold 51% of shares in KLC funded by a loan of \$2m from the PGF and \$560k from Manawa Developments cash reserves. The Group acquired the interest in KLC to review operations and create efficiencies within the company using their extensive commercial expertise and strong connections within the forestry industry.

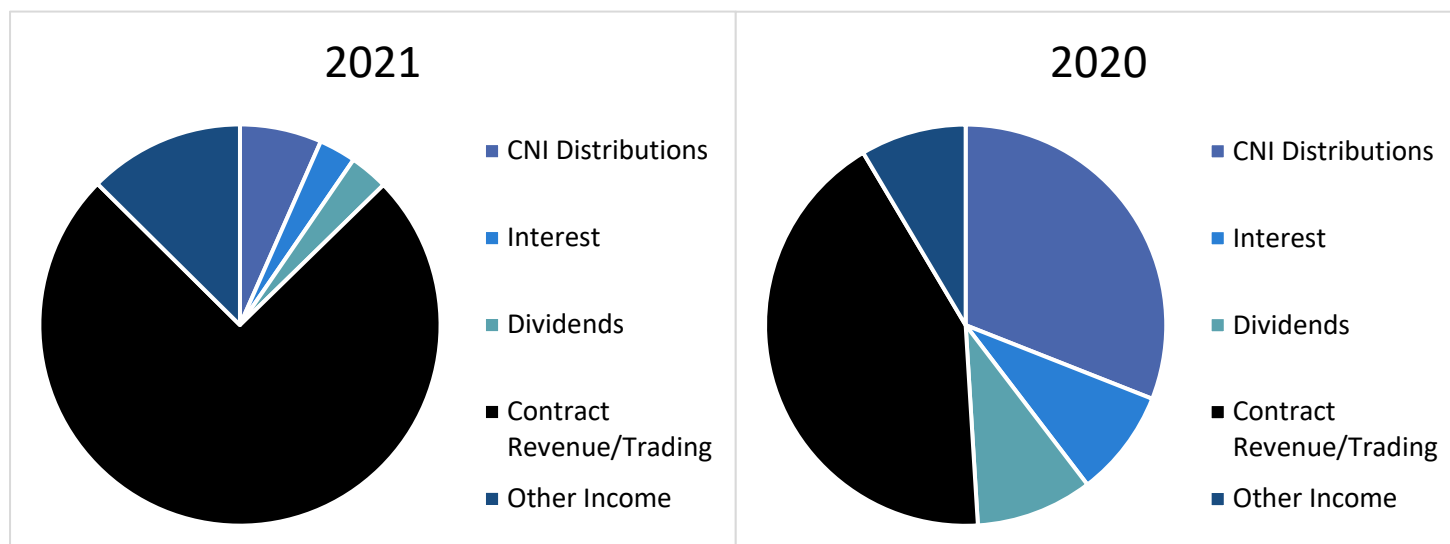
The following financial details have been extracted from the audited financial statements.

Group Revenue (total income) was **\$14,411,091** compared to **\$3,991,535** in 2020 resulting in an increase in Group Revenue of **261%**. This is mainly attributed to an increase in Contract Revenue of **536%** from KLC sales revenue totalling **\$9,523,045**. KLC sales revenue helped to offset a decrease of **28%** in Manawa Gas Ltd sales. Other key differences include less CNI Distributions compared to last year **(-\$284k)** and an increase in Other Income **(\$1.4m)**.

Group Expenditure (total expenses) was **\$13,789,970** compared to **\$3,903,257** in 2020 resulting in an increase in Group Expenditure of **253%**. The increase in expenses is mainly attributed to general price increases, administration and compliance costs, and the consolidation of KLC Expenses.

The Group's operational performance is an increase of **604%** in Net Operating Surplus to **\$621,120** compared to **\$88,278** in 2020.

Group Revenue breakdown



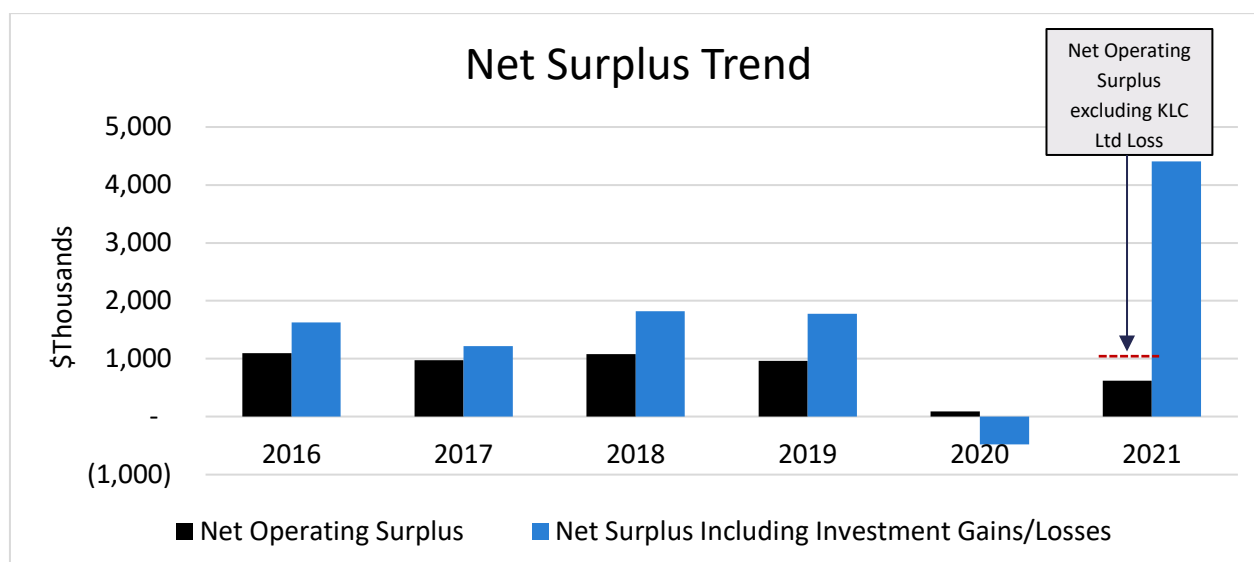
The managed investment portfolios, private equity investments, and gains on asset revaluations returned combined gains of **\$4,009,423** for 2021 compared to losses of **-\$543,316** in 2020. The investment gains and Net Operating Surplus together brought the Group Total Comprehensive Income for the Year of **\$4,406,444** compared to a deficit of **-\$477,346** in 2020.

Taxation on profits is **\$224,099** calculated at **17.5%** on taxable income.

Summary of Income and Expenditure	2021	2020
Income Received		
CNI Distributions	951,620	1,236,566
Interest	428,830	344,802
Dividends	448,430	375,487
Contract Revenue/Trading	10,770,434	1,693,971
Other Income	1,811,777	340,709
Total Income	14,411,091	3,991,535
Less Expenditure		
Operational/Management Expenses	3,914,834	1,639,560
Trading and Other Expenses	9,875,137	2,263,697
Total Expenditure	13,789,970	3,903,257
Net Operating Surplus	621,120	88,278
Investment Write Up(Down) & Share of Surplus	4,009,423	(543,316)
Taxation	(224,099)	(22,308)
Total Comprehensive Revenue and Expenses for the Year	\$4,406,444	\$(477,346)

The chart below presents the Group's performance for the past six years. The Group's Net Operating Surplus has increased compared to 2020 despite still experiencing the effects of the COVID pandemic. KLC 2021 Net Loss was **-\$476,531**. We are therefore still performing well as a Group.

If we exclude the KLC loss, we will have a Net Operating Surplus of **\$1,097,650** which is greater than the Net Operating Surplus in 2019. The Net Operating Surplus after investment gains is at its highest compared to the previous five years.



Group Total Assets was **\$46,262,345** compared to **\$27,668,760** in 2020 resulting in an increase of **67%**. This increase is mainly from the consolidation of KLC Limited assets and capital growth in investment portfolios. As at 31 March 2021 KLC Limited's Total Assets was **\$15,248,335**.

Accounts Receivables and Payables increased substantially in 2021 compared to 2020 due to KLC Limited.

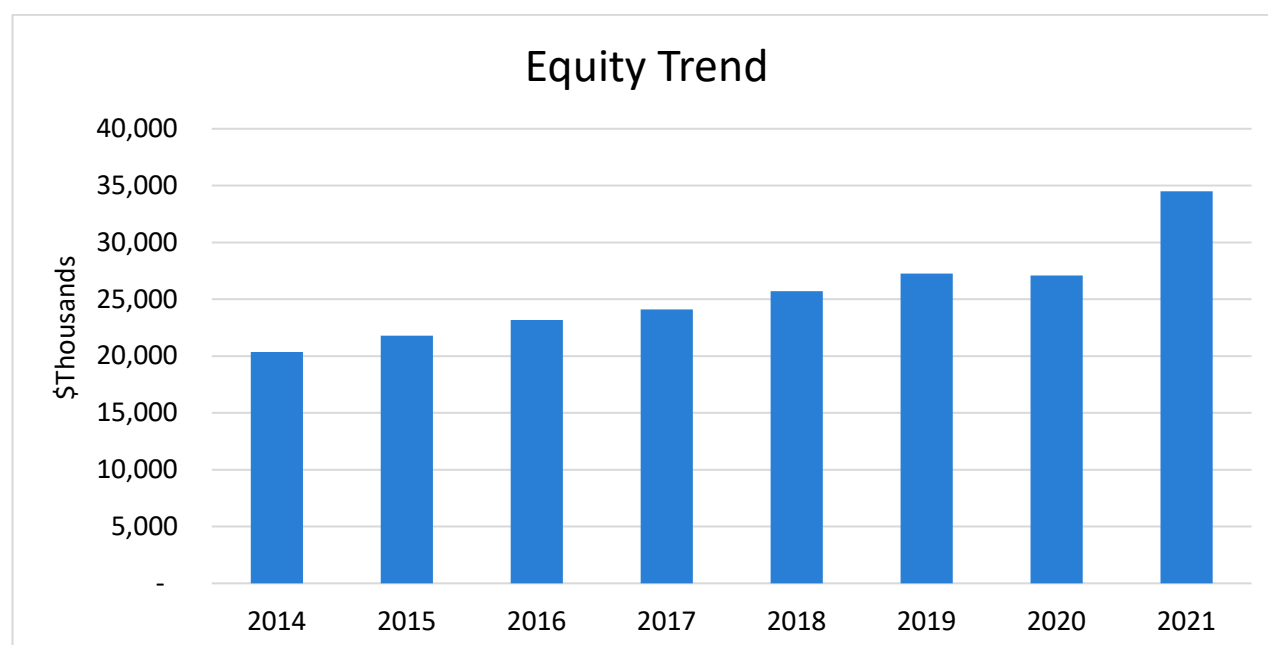
Loans represent **\$6,579,743** from BNZ to KLC Ltd and **\$2,000,000** from Ministry of Business, Innovation and Employment (MBIE) to Manawa Developments for the purchase of shares in KLC Ltd.

Net Equity for the Group increased by **\$7,400,092** to **\$34,501,715**, an increase of **27%**.

Summary of Assets and Liabilities	2021	2020
Assets		
Cash and Bank Deposits	3,077,201	6,647,772
Receivables/ Loans	2,282,814	141,253
NMDL Escrow	2,000,000	-
Inventories	1,728,394	47,462
Tax Refund	116,469	173,129
Fisheries Quota Shares /Aotearoa Fisheries Ltd	990,021	990,021
Property Plant & Equipment	11,362,643	1,736,898
Mataatua Quota Ace Holdings	162,953	197,568
DGH Partnership	-	-
Hononga Ltd Partnership	-	802,327
Te Whaihangā Ltd Partnership	127,623	1,135,443
Tukia Group Limited	1	1
Genesis Equity	384,973	379,251
Intangibles	9,970	8,592
Investment Portfolios		
Harbour Asset	8,044,468	4,022,631
Jarden Capital	7,598,582	6,425,011
Milford Private Wealth	6,554,861	3,983,281
Direct Capital IV, V, VI	1,799,496	908,243

Total Assets	46,262,345	27,668,760
Liabilities		
Accounts Payable	2,020,612	198,211
Income Tax Payable	328,073	-
Income in Advance	652,122	3,980
Provision for Holiday Pay	258,155	114,945
Rangitikei River Settlement	250,000	250,000
Loans	8,579,743	-
Total Liabilities	11,760,631	567,136
Equity	34,501,715	27,101,623

The chart below presents the Group's Equity for the past eight years. The value of Group Equity has been trending upwards showing that Group Assets net of Liabilities has been steadily increasing. With the addition of KLC Limited, the Trust has grown its net asset base by **65.0%** since 2014, at an average annual rate of **6.8%**.



Asset Allocation

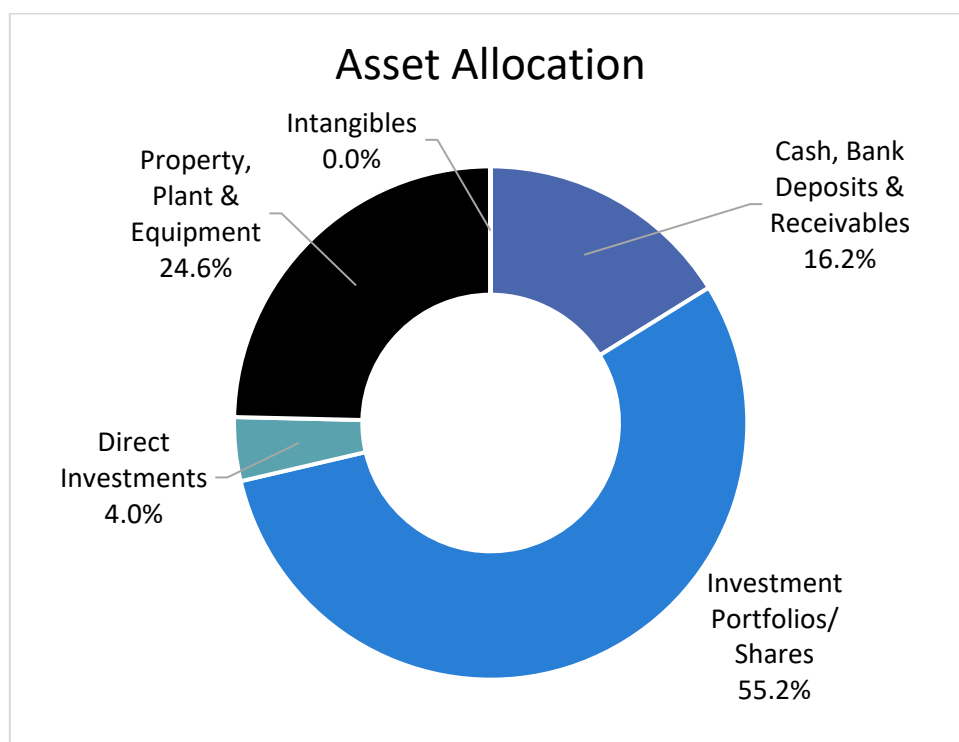
As at 31 March 2021, the value of the Group's asset portfolio was **\$46,262,345**. The allocation of assets by category is shown below.

The group holds 55.2% of its assets in investments and shares which includes managed portfolios with Jarden Capital, Harbour Asset Management, Milford Asset Management, fisheries assets, and private equity entities through Limited Partnerships with Direct Capital and Genesis. We held 16.2% in cash, bank deposits and receivables, 24.6% in property, plant and equipment, 4% in direct assets including Te Whaihangā Limited Partnership and Hononga Limited Partnership, and a fraction in intangible assets.

Investment portfolios performed well throughout 2021 in addition to recovering from COVID economic impacts. The Trust committed to invest a total of **\$3,800,000** into the Direct Capital IV, V and VI funds. As at 31 March 2021, we had **\$1,362,266** still to invest.

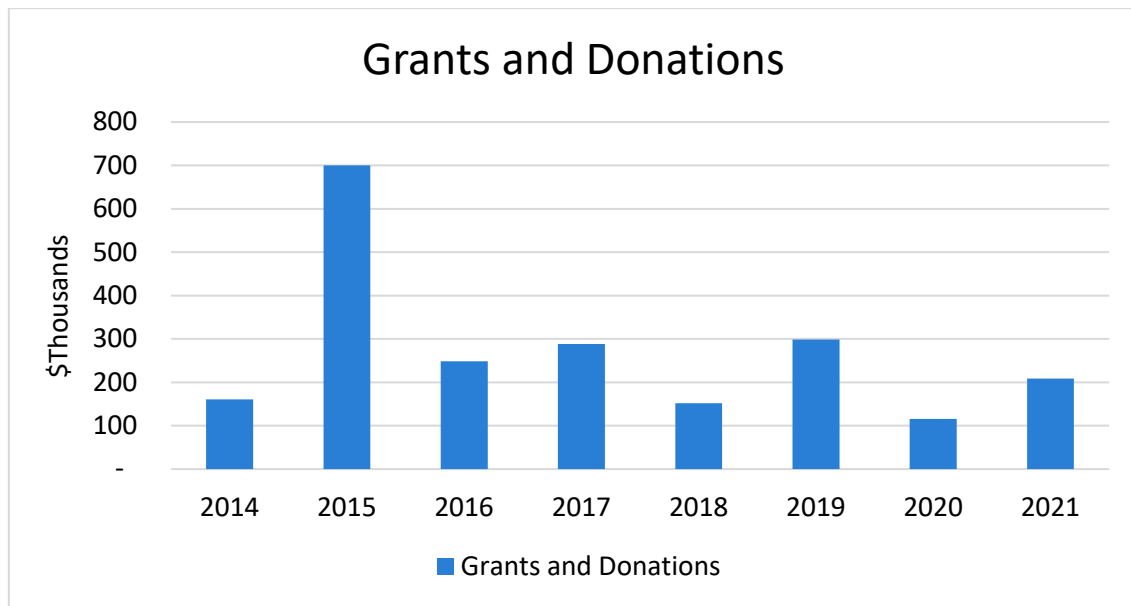
Bank deposits are invested in term deposits at trading banks at the best rates. One-year term deposit rates are currently around 1.85%.

The value of settlement and cultural land is still to be added to the statement of assets.



During the year **\$154,168** was donated to the Ngāti Manawa Charitable Trust relating to Trust profits for the 2018 and 2019 financial year. The Trustees also made a grant of **\$53,679** under the marae insurance scheme. Total donations made were **\$208,297**. The financial details and operations of the Charitable Trust are also separately reported.

Historical grants and donations for the past eight years were:



Fees paid during the year to the Trustees and Directors are as follows:

Trustees and Directors Fees	2021	2020
Kani Edwards	49,503	43,750
Leonard Grace	22,500	25,250
Pat McManus	17,750	14,750
Bert Messent	1,500	5,750
John Porima	7,450	4,500
Laurie Porima	27,600	24,350
Pouwhare Rewi	-	500
Taiarahia Taitoko	7,950	8,250
Maurice Toe Toe	22,100	8,000
Huia Tohiariki	-	4,000
Cassandra Crowley	18,000	21,000
Mana Newton	24,000	27,000
Te Ururoa Flavell	-	12,000
Total	198,353	199,100

Overall, the Group has performed well during the 2021 financial year despite global impacts from the COVID pandemic. The financial position has held strong and this has been supported by the Trust continuing to develop and diversify its asset base and increase its investment returns.

The recent investment in KLC Limited was primarily to support our strategic outcomes. By securing a controlling interest we are able to help create more employment opportunities for Ngāti Manawa and improve the financial performance of the company using our experience and resources in forestry operations and management.

There is a number of future opportunities that the Trust is considering which were discussed by Manawa Developments Commercial Group. These include funding and exploring home ownership developments for our people and exploring wider opportunities that utilise water as a resource. The key priorities for these projects are to create jobs in Murupara and for Ngāti Manawa and help improve the socio-economic status of the rohe.

We are looking forward to continuing on this journey with the Group and Ngāti Manawa and progressing your Anga Whakamua. Thank you for all your mahi and support this year.

Ngati Manawa Charitable Trust
Financial Summary Year Ended 31 March 2019

Summary of Income and Expenditure	2021	2020
Income Received		
Interest	1,413	3,504
Donations Received	208,297	60,000
Other Rental Income	25,212	-
Service Contracts Income	97,362	88,675
Total Income	332,284	152,179
Less Expenditure		
Audit Fees	1,500	1,300
Consultancy Expenses	8,750	6,161
Depreciation	1,877	1,717
General Expenses	351	378
Interest and Penalty IRD	18	-
Legal Fees	8,193	452
Management Fee	1,411,125	-
Printing, Stationery & Postage	772	984
Property R & M	3,285	-
Property Rates	8,114	-
Secretarial & Accounting	20,432	18,705
Subscriptions	465	-
Share Register	-	293
Total Expenditure	1,464,882	29,990
Net Surplus Before Grants and Donations	(1,132,598)	122,189

Summary of Grants	2021	2020
Cultural Revitalisation	-	7,020
Marae Grants	53,679	56,032
Growing People and Capacity	29,750	34,562
Whanau and Hapu Development	104,494	103,256
Total Grants	187,923	200,870

Summary of Assets and Liabilities	2021	2020
Assets		
Bank Deposits and Cash	319,631	192,267
Receivables	179,984	799
Prepayments	500	-
Property, Plant & Equipment	67,774	13,717
Land & Improvements	52,000	-
Total Assets	619,890	206,783
Liabilities		
Te Runanga o Ngati Manawa Trust	143,783	25,274
Accounts Payable	1,624,534	9,864
Total Liabilities	1,768,317	35,138
Excess Assets over Liabilities	(1,148,427)	171,645

Trustee Fees	2021	2020
Jenny Kaka-Scott	-	-
Eugene Berryman-Kamp	-	-
John Porima	-	-
Total Trustee Fees	-	-

Staff

Chief Executive Officer

Maramena Vercoe

Project Operations Manager

Tania Edwards

RDH Manager

Ima Nuku

MSO Staff

Katrina Martin – PA/Board Secretary

Maxeen Newton – Pou Taiao

Halee Merriman – Accounts Clerk-Project Admin

Hināmoki Rewi – Receptionist

Hiiria Hunt - Cleaner

Te Roopu Manaaki

Erena Nuku (Admin Supervisor)

Ronald Smith (Kaimahi)

Eddie Howden (Kaimahi)

Theodore Anderson (Kaimahi)

Jobs for Nature (JFN)

Frank Hillman (Kaimahi)

Turua Te Moni (Kaimahi)

Hogan Christie (Kaimahi)

Te Roopu Taniwha (PIC)

Neville Tapsell (Supervisor)

Steen Hale (Kaimahi)

Leonard Carson (Kaimahi)

Te Miira Herewini (Kaimahi)

Joe Taipeti (Kaimahi)

Te Roopu Kararehe (Animal Control)

Mark Howden

Rua Te Pairi

Manawa Tu - Work for Life Centre

Gloria Newton – Centre Manager

Ani Marsh – Kaiawhina

Yvonne Rurehe – Kaimahi

Huia Waller – WFL Assistant

Manawa Rere – Regional Digital Hub

Roselyn Sharp – Digital Hub Assistant

Lyric Hillman – WFL Tech Support

Te Pahu Carson – WFL Tech Support

Che August – Radio Announcer

Trustees/Pou Members:

Chairman: Kani Edwards - Ngāti Manawatanga

Vice Chair: Patrick McManus - Ngāti Manawatanga

Treasurer: Taiaharhia Taitoko - Iwi Development

Leonard Grace: – Economic

Maurice ToeToe: Environment

Laurie Porima: Economic

John Porima: Iwi Development

Terewai Kalman - Environment

Ngāti Manawa Charitable Trust *

John Porima

Taiaharhia Taitoko

Patrick McManus

Investment Group

Mana Newton

Cassandra Crowley

Laurie Porima

Leonard Grace

Tokowaru Fisheries Holding Ltd

Leonard Grace

Contact Details

Te Rūnanga o Ngāti Manawa

PO Box 116

9 Koromiko Street

Murupara 3025

NEW ZEALAND

Telephone: +64 07 282 2745

Email: receptionist@tronm.co.nz

Website: <https://ngatimanawa.org>



KA MAHARA

Ki a koutou kua whetūrangitia
i te tau kua pahure atu
koutou i hapai i nga moemoeā
i nga wawata mō matou nga uri
E kore koutou e warewaretia

Okioki atu ra koutou ki roto i te manaaki me te mahana o to tatou
Ariki

Ka mau tonu koutou
ki roto i nga whatumanawa mo ake tonu

Ina ko te:

Fahy Whanau, Ruri Whanau, Wihare Whanau, Reha Whanau, Tamepo
Whanau, Honotapu-Tai Whanau, Biddle-Rangiaho Whanau & Higgins
Whanau.

Kua hinga te totara i te wao nui a Tane

The totara has fallen in the forest of Tane

A totara is a huge tree that grows for hundreds of years.
For one of them to fall is a great tragedy.

