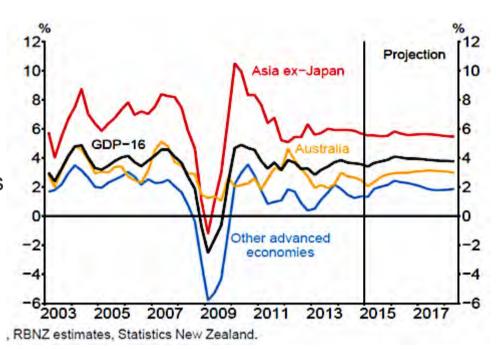


Agenda

- World
- Old NZ
- Revolution
- New NZ

As the world turns...

- Dangers of stagnation & deflation
- Economies need to keep reforming
- Major adjustments are underway
 - · Deep upheavals in China
 - ...spilling over to its Asian neighbours
 - ...e.g. Australia & NZ suffering from end of Chinese commodities' boom
 - European growth very sluggish
 - US growth strengthening but patchy
 - ...UK likewise



Resuscitation isn't working

- Massive money creation isn't triggering growth or inflation
- · ...so bond yields keep falling

Estimated change in major central bank balance sheets

USD trillion **USD** trillion 3.01 3.0 2.5 2.5 2.0 2.0 1.5 Projection 1.5 1.0 1.0 0.5 0.5 0.0 0.0 -0.5 -0.5-1.012007 -1.02013 2015 2009 2011

Source: Bloomberg, RBNZ estimates.

0-year government bond yields

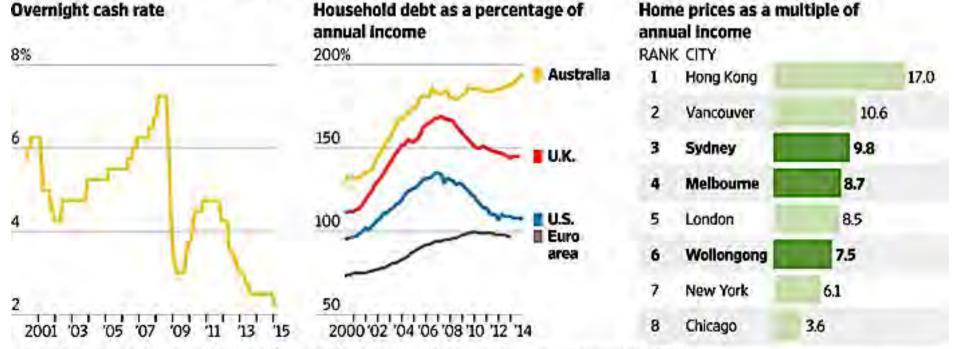


...except in house prices

- Australia is deeply worrying, structurally and psychologically
- New Zealand not quite so debt-fuelled but Auckland 14th at 8.2x income

Through the Roof?

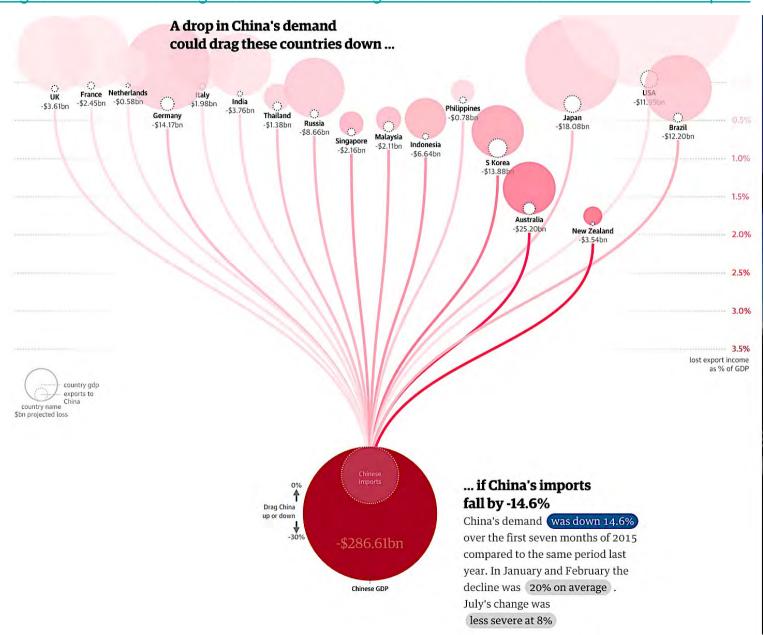
Low interest rates and a booming housing market are driving Australians to take on record debt. Real estate is less affordable in Wollongong, a steel town near Sydney, than in New York City.



Sources: Reserve Bank of Australia (cash rate); Barclays (debt); 11th Annual Demographia International Housing Affordability Survey (2015) (home prices)

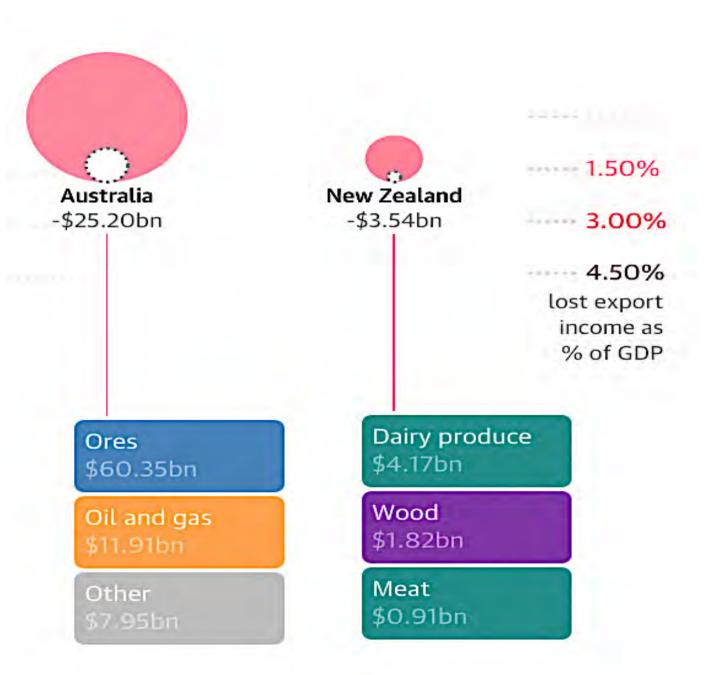
China's slowdown – NZ hardest hit

• <u>www.theguardian.com/world/ng-interactive/2015/aug/26/china-economic-slowdown-world-imports</u>



Impact

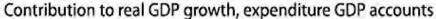
- Over past 7 months, China's exports have dropped 14.7% at an annual rate
- Impact on NZ:
- Loss of \$3.5bn in exports
- Loss of 1.95% of GDP
- NZ hardest hit

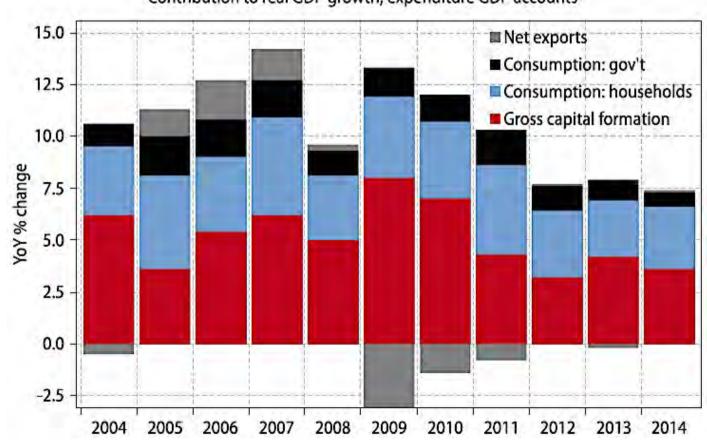


China's radical restructuring - growth

- Profound shift from investment to consumption
- ...but economy slowing so consumption is static
- ...e.g. consumption of dairy products is flat vs. 15% pa growth before

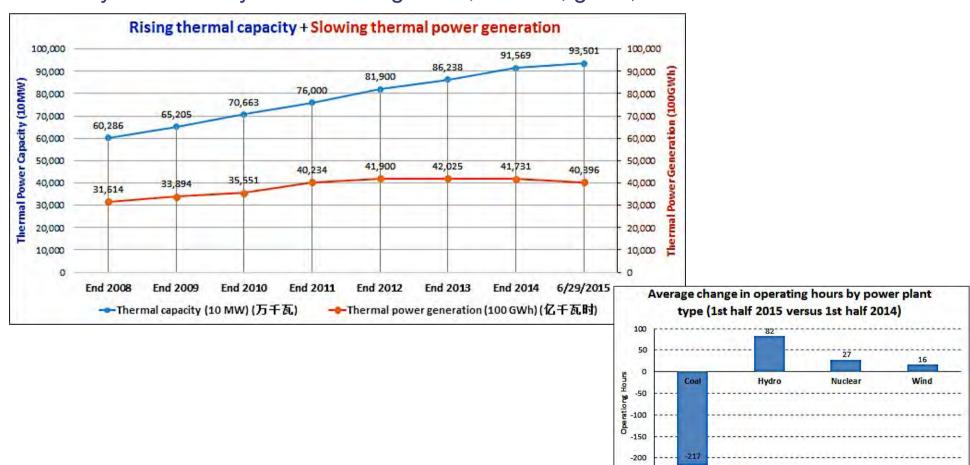
Weakening investment, solid consumption





China's radical restructuring - technology

- Very rapid shifts from established technologies to new
- ...e.g. from coal to renewables for electricity generation
- · Creating "bubble" of over-investment in coal
- Only one of many "bubbles": e.g. steel, cement, glass, aluminium

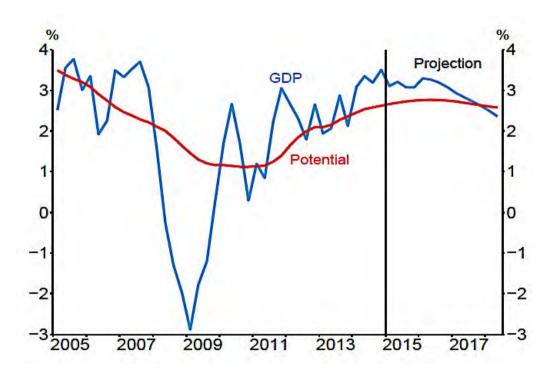


Agenda

- World
- Old NZ
- Revolution
- New NZ

NZ growth is slowing

- Growth was driven by:
 - Immigration
 - Milk and log exports
 - Christchurch rebuild
 - Consumer spending
 - ...& some business investment
- But growth peaked mid-2014
 - ...pace is slackening
- GDP +3.5% in year to March 2015
- ...and around 2% in 2016
- We're slipping back to our long term (and slow) growth rate
- (Potential rate of growth is the RBNZ's estimate of the maximum rate the economy can grow without causing inflation)



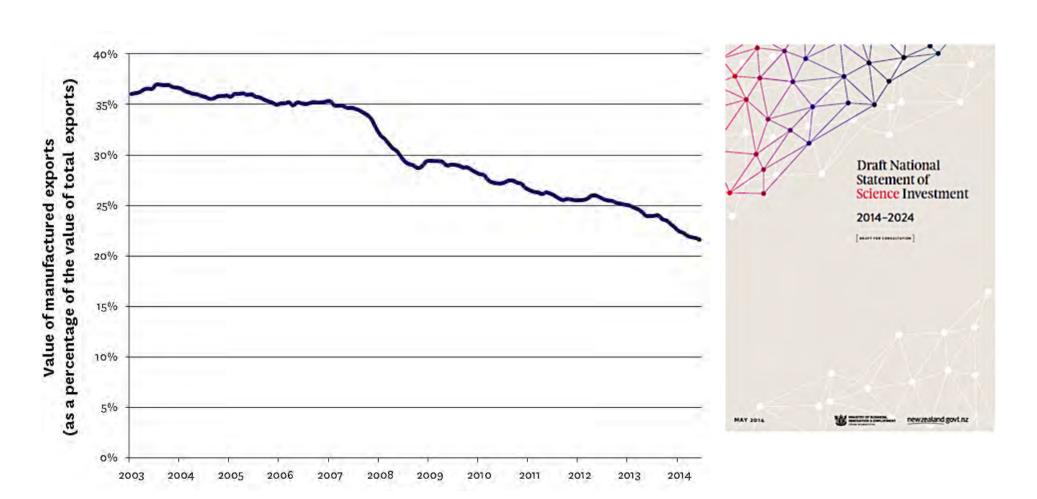
Government Strategy Mk III

- "Business Growth Agenda"
 - 6 ingredients of business growth
- All driven by incremental change
- Some big goals
- E.g. double exports by 2025
- Requires exports to grow 5.5% - 7.5% pa
- Treasury forecasts exports will grow by 1.6% pa to 2014-18



Manufactured exports are falling

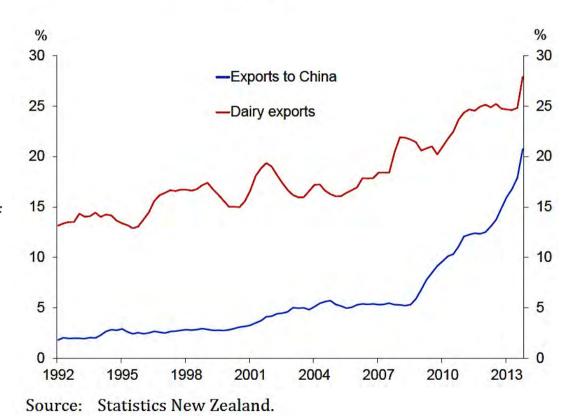
- ...from 37% of total exports in 2003 to 22% today
- ...with commodities taking a growing share of total exports
- Yet, government funding for science and tertiary education is falling in real terms



Simpler exports

- But we're becoming an ever-simpler economy
- Selling more...
- ...but a smaller range of simple products
 - e.g. milk powder & logs
- ...to fewer countries
- Dairy is our largest exports
- But whole milk powder is 80% of dairy exports
- China is our largest customer

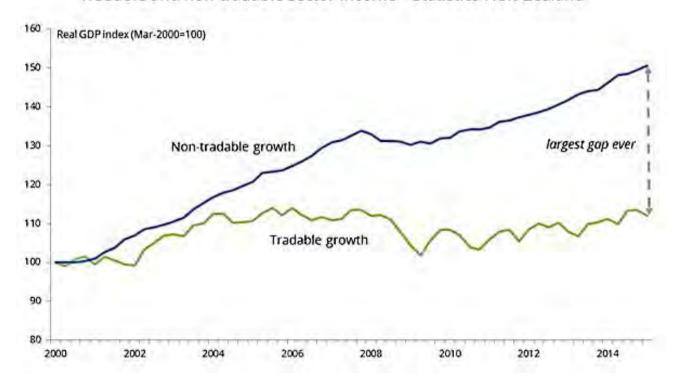
Concentration of New Zealand exports (percent of total exports)



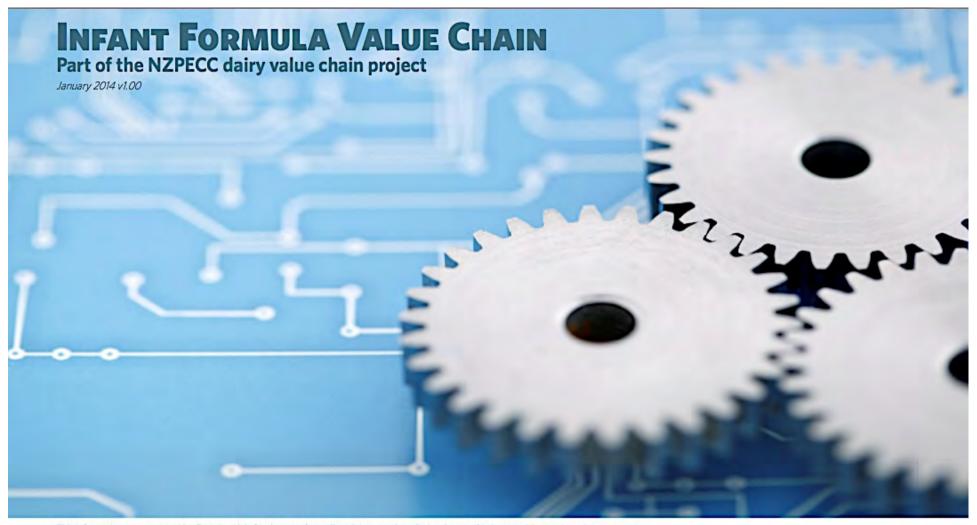
Exports have long stagnated

• ...since 2004 - don't be fooled by commodity spikes

Tradable and non-tradable sector income - Statistics New Zealand



Why we're hitting the wall...an example



This information was prepared by Coriolis solely for the use of our client; it is not to be relied on by any third party without prior written consent.



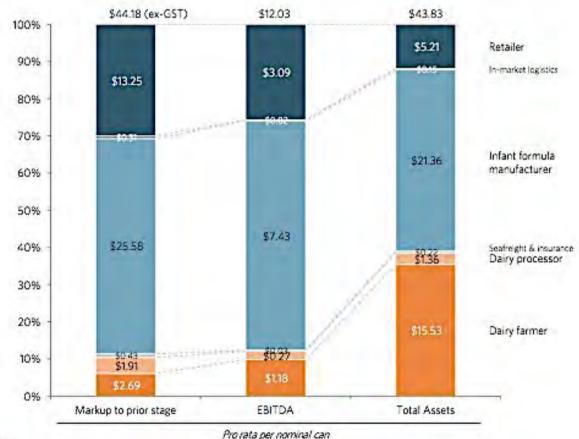
NZ's share of infant formula profits – only 12% ...but we contribute 40% of the assets

INFANT FORMULA VALUE CHAIN - MARKUP VS. EBITDA VS. ASSETS REQUIRED

CORIOLIS 🔘

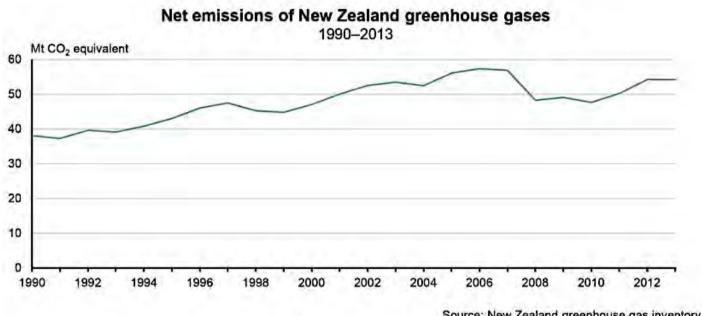
Looking beyond markup by stage, into profitability (EBITDA) and nominal assets required to achieve the profit highlights relative returns along the chain; the low return of dairy farmers on their farm value stands out

MODEL: Value chain of a nominal "can of infant formula": markup to stage prior, EBITDA and assets required NZ\$; actual; 2012



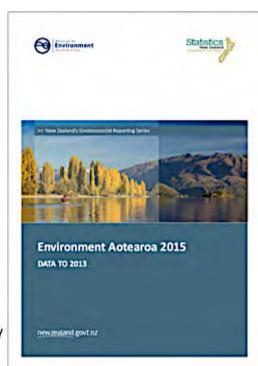
State of Aotearoa's ecosystem

- NZ's first ecosystem assessment in eight years
 - ...first in new statutory reporting framework
- http://www.mfe.govt.nz/sites/default/files/media/Environmental%20reporting/environment-aotearoa 0.pdf



Source: New Zealand greenhouse gas inventory

te: Mt CO2 equivalent - megatonnes equivalent carbon dioxide.



Water

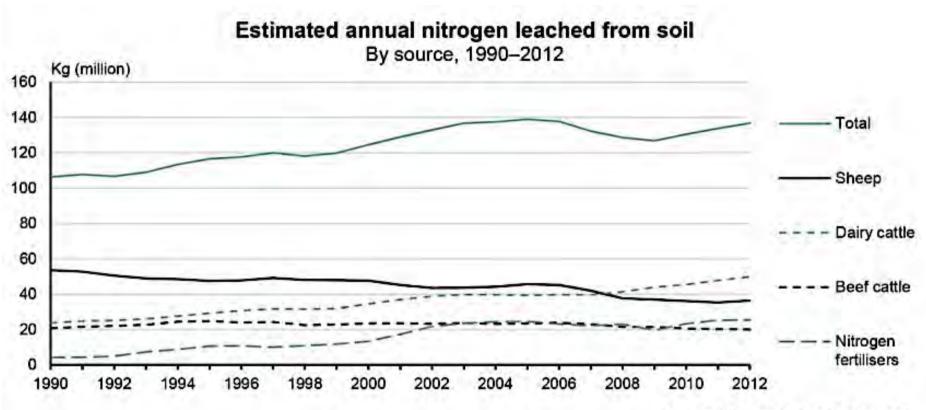
Table 1: Trends for water clarity, nutrients, and macroinvertebrate community index at NIWA sites, 1989–2013

Variable	Trend	Sites showing a statistically significant increase (%)	Sites showing a statistically significant decrease (%)	Sites showing an indeterminate trend (%)
Clarity	7	64	9	27
Total nitrogen	7	60	14	26
Nitrate-nitrogen	~	52	27	21
Ammonia-nitrogen	N	4	78	18
Total phosphorus		38	30	32
Dissolved phosphorus	7	51	14	35
Macroinvertebrate community index (MCI)		5	13	83

Source: Larned et al (2015)

Note: Trends for NIWA's National River Water Quality Network (77 sites). Data are for the period 1989–2013, except for the MCI (covering 462 NIWA and regional council sites) which are for the period 2004–13. Green arrows indicate improving water quality; red arrows indicate declining water quality. No trends could be determined for nitrate-nitrogen, total phosphorus, and the MCI. Percentages may not add to 100 percent due to rounding.

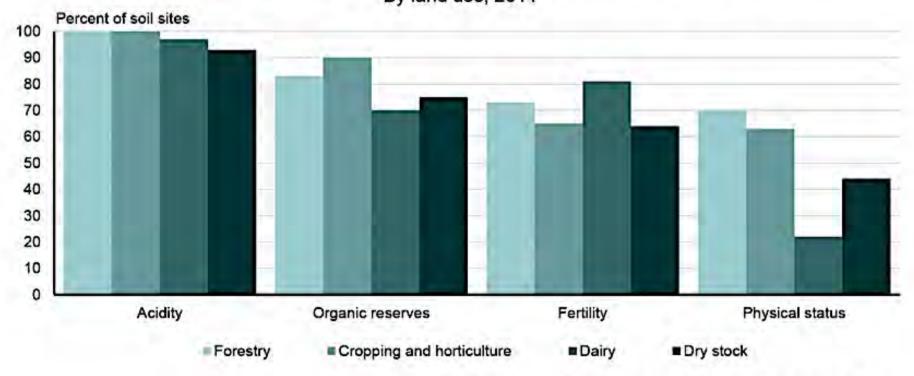
Nitrogen leaching



Source: Ministry for the Environment

Soil health

Soil sites within target range for given soil health indicators By land use, 2011



Source: Landcare Research; regional councils; unitary authorities

Endangered species

Table 3: Indigenous species that are threatened or at risk of extinction, by taxonomic group

Taxonomic group	Still living (number)	Threatened or at risk of extinction (number)	Threatened or at risk of extinction (%)
Bats	4	3	75
Birds	203	164	81
Earthworms	171	32	19
Freshwater fish	39	28	72
Freshwater invertebrates	580	148	26
Frogs	3	3	100
Marine invertebrates	307	233	76
Reptiles	57	50	88
Vascular plants	2378	918	39

Source: Department of Conservation; Threat Classification System 2012–14; Hitchmough et al (2013); de Lange et al (2013); Robertson et al (2013); Newman et al (2013); O'Donnell et al (2013); Goodman et al (2014); Grainger et al (2014); Freeman et al (2014); Buckley et al (2015).

Note: Excludes taxonomically indeterminate taxa, species that do not breed in New Zealand, and groups for which a recent threat classification is not available. In addition to the above species, 40 species are confirmed extinct.

NZ's challenge

- NZ's theoretical GDP per capita:
 - \$43,518
- OECD average GDP per capita:
 - \$37,181
- NZ's actual GDP per capita:
 - \$30,179
- Our gap between theory & reality
 - minus 30%
- We need much stronger international connections
- ...to grow our way up value chain
 - Productivity Commission's research shows





WHY NEW ZEALAND KEY HAS LOW PRODUCTIVITY FIGURES





\$43,518

NEW ZEALAND GDP PER CAPITA (NZD, 2009)

OECD AVERAGE

WHERE NZ COULD BE BASED ON BROAD POLICIES

WHY THE PRODUCTIVITY GAP?

AND HOW IT COULD CLOSE

weak international CONNECTIONS 55%

UNDERINVESTMENT IN KNOWLEDGE, INNOVATION AND IDEAS 40%

OTHER INCLUDING LOW SKILLS

IN GLOBAL
VALUE CHAINS

INNOVATIVE, ADAPTABLE, WELL-RUN FIRMS MORE HIGHLY-SKILLED WORKERS

TAKEN FROM "AN INTERNATIONAL PERSPECTIVE ON THE NEW ZEALAND PRODUCTIVITY PARADOX", NEW ZEALAND PRODUCTIVITY COMMISSION WORKING PAPER 2014/01

Agenda

- World
- Old NZ
- Revolution
- New NZ

DEDICATED TO MAKING A DIFFERENCE

People, planet

- Vision 2050
- A very challenging roadmap for corporate development by World Business Council for Sustainable Development
- Vision 2050 Global report at:
 - http://www.wbcsd.org/vision2050.aspx
- ...NZ version too





African countries Asian countries Finite resources European countries Latin American and Caribbean countries North American countries Oceanian countries 12 Ecological Footprint (global hectares per person) 10 6 World average biocapacity per person in 1961 World average biocapacity per person in 2006 2 High human development within the Earth's limits 0.2 0.4 0.6 0.8 United Nations Human Development Index

We must have unprecedented scale, speed & complexity of change



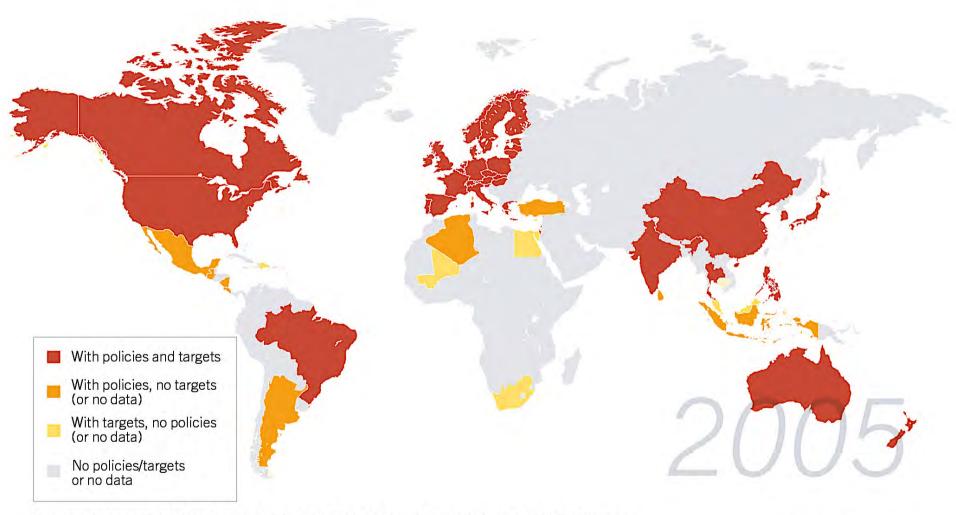
From business

Global Energy Intensity, 1990–2013





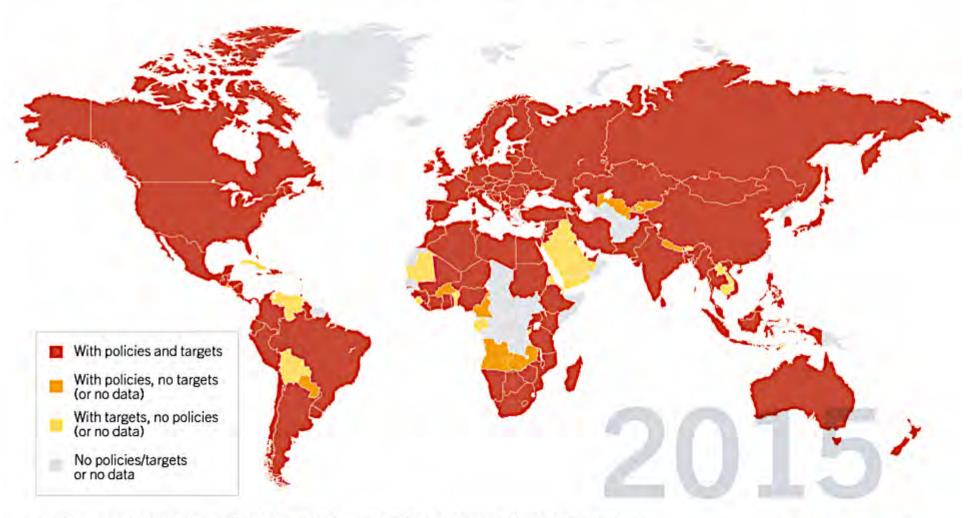
Countries with Renewable Energy Policies and Targets, 2005



Countries are considered to have policies when at least one national or state/provincial-level policy is in place.



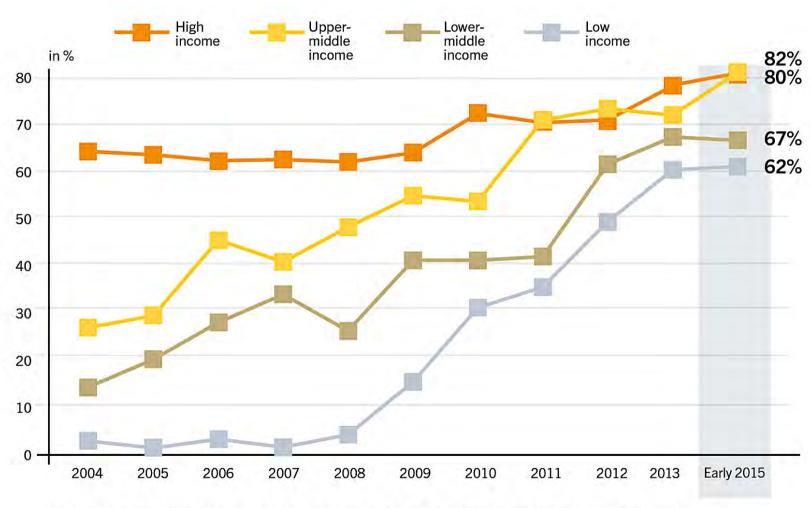
Countries with Renewable Energy Policies and Targets, Early 2015



Countries are considered to have policies when at least one national or state/provincial-level policy is in place.



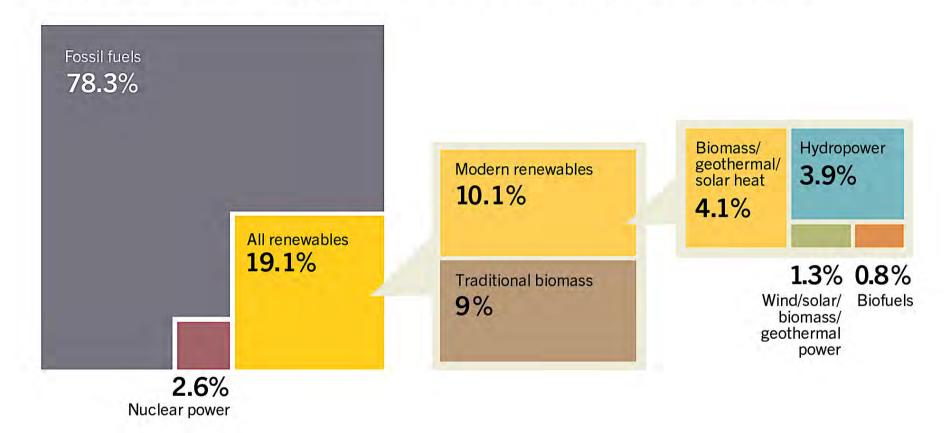
Share of Countries with Renewable Energy Policies, by Income Group, 2004–Early 2015



Declines in income group shares in specific years are due primarily to countries moving into new income groups. Over the period 2004–2014, 80 countries made a total of 108 changes in income groups.

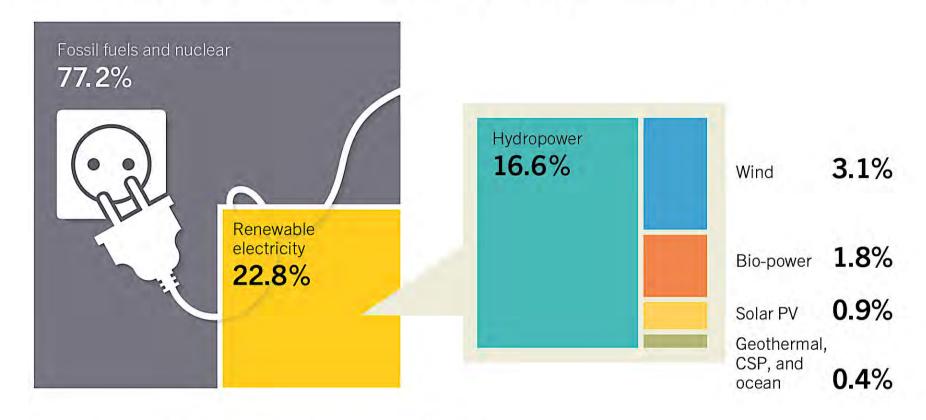


Estimated Renewable Energy Share of Global Final Energy Consumption, 2013





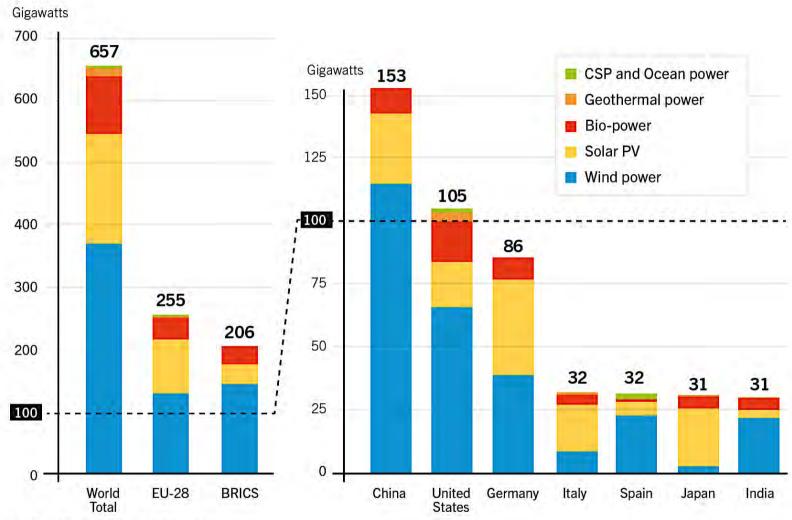
Estimated Renewable Energy Share of Global Electricity Production, End-2014

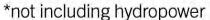


Based on renewable generating capacity in operation at year-end 2014.



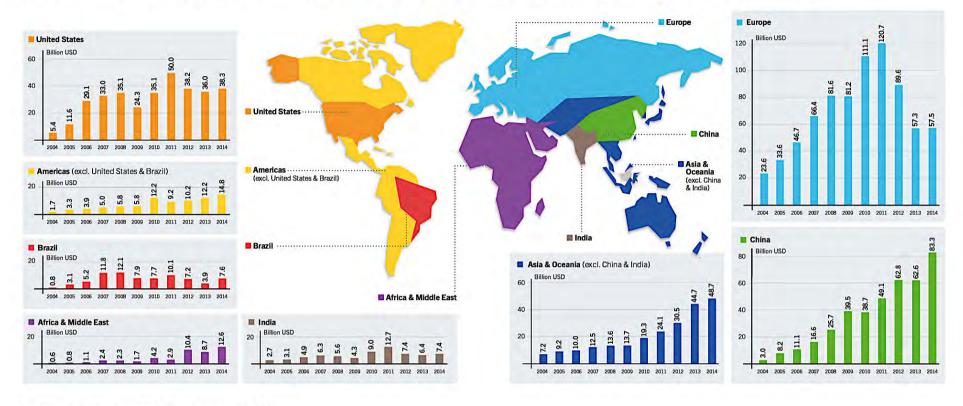
Renewable Power Capacities* in World, EU-28, BRICS, and Top Seven Countries, 2014







Global New Investment in Renewable Power and Fuels, by Region, 2004–2013



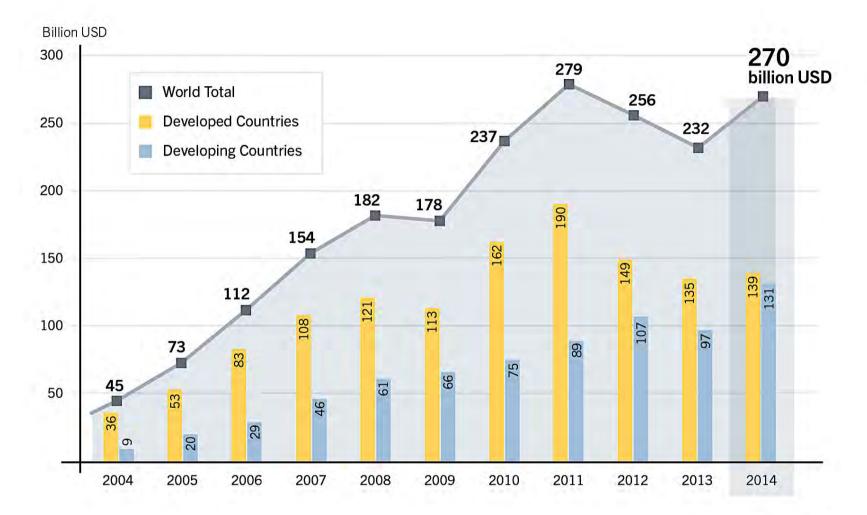
Data include government and corporate R&D.

REN21 Renewables 2015 Global Status Report



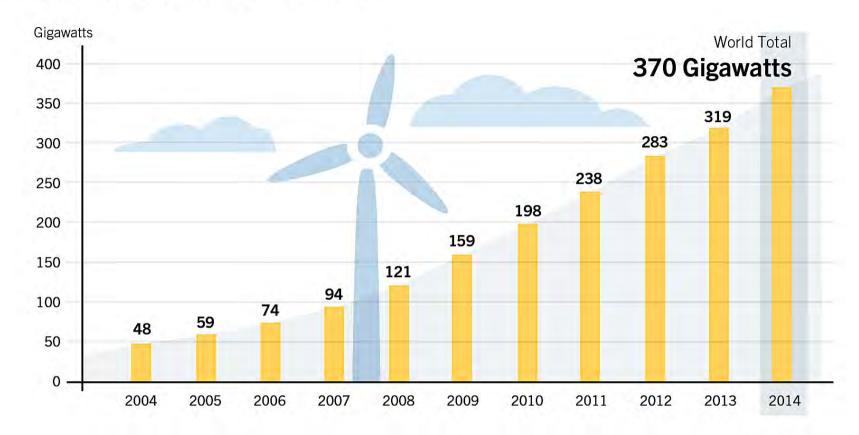
Source: Frankfurt School-UNEP and BNEF

Global New Investment in Renewable Power and Fuels, Developed and Developing Countries, 2004–2014



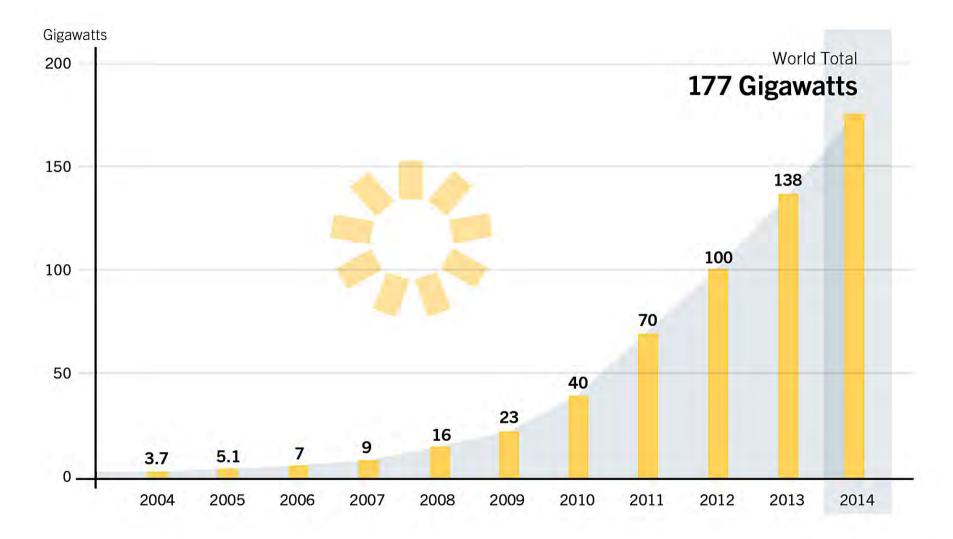


Wind Power Global Capacity, 2004–2014



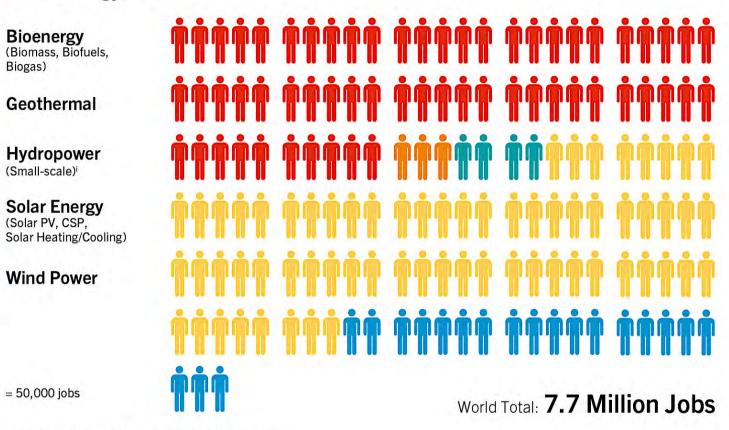


Solar PV Global Capacity, 2004–2014





Jobs in Renewable Energy, 2014



i - Employment information for large-scale hydropower not included.

REN21 Renewables 2015 Global Status Report

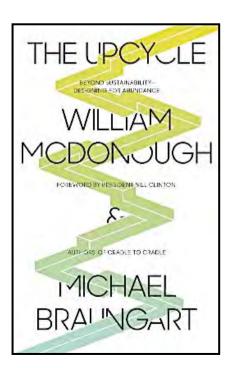
Source: IRENA

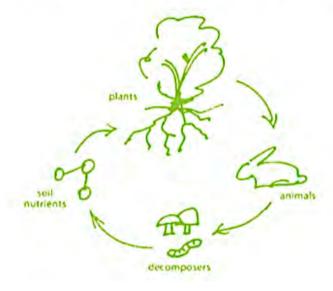


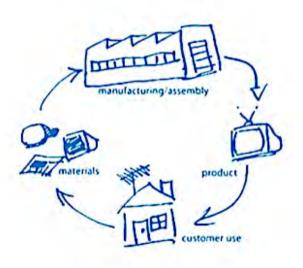
Circular economy



Cradle to Cradle Framework





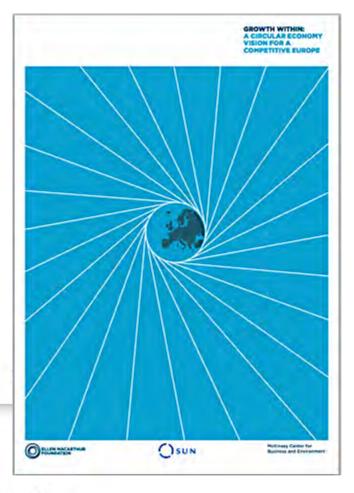


McKinsey – Circular Economy

- Radically re-thinking how we make and use things...
- ...will generate very large economic, environmental and social benefits
- Latest report from McKinsey: bit.ly/McKinseyCircular

Insights & Publications

Latest thinking Industries ▼ Functions ▼ Regions ▼

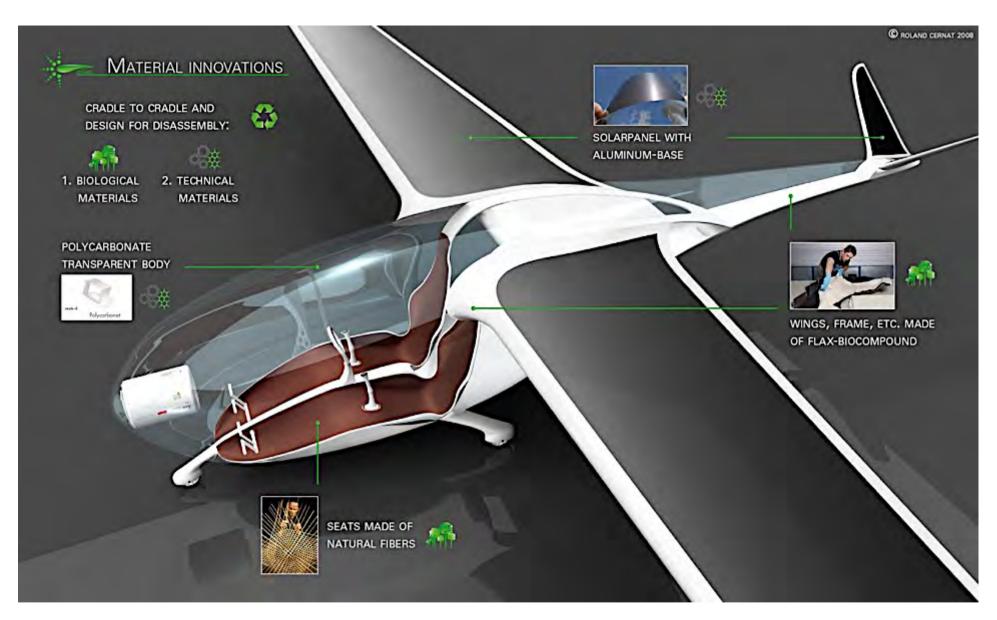


Report

Europe's circular-economy opportunity

Adopting circular-economy principles could not only benefit Europe environmentally and socially but could also generate a net economic benefit of €1.8 trillion by 2030.

September 2015



Biodegradable, infintely recyclable, solar-powered aircraft

THE **NEW** CLIMATE **ECONOMY**

The Global Commission on the Economy and Climate











Home About Approach



The launch of Better Growth, Better Climate: The Ne Economy Report

Our report - Better Growth, Better Climate: The New Climate Economiaunch on Tuesday, 16 September 2014 at 9:00 am EST. Watch our repat http://webtv.un.org/.



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BETTER GROWTH BETTER CLIMATE

The New Climate Economy Report

THE SYNTHESIS REPORT

THE GLOBAL COMMISSION ON THE ECONOMY AND CLIMATE

ING EVENTS

The Global Commission on the Economy and Climate

One of the most critical and urgent challenges facing countries today is achieving economic prosperity and development while also combating climate change.

The Global Commission on the Economy and Climate, and its flagship project The New Climate

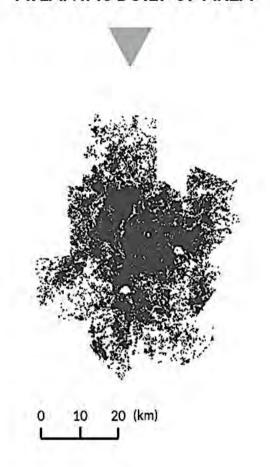
Economy, have been set up to help governments, businesses and society make better-informed

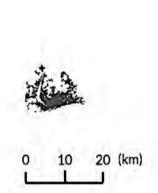
September 16, 2014 9:00am

New York Launch of the New Climate Economy at the United Nations

ATLANTA'S BUILT-UP AREA

BARCELONA'S BUILT-UP AREA





POPULATION: **URBAN AREA:**

TRANSPORT

CARBON EMISSIONS: TONNES CO2 PER PERSON (PUBLIC + PRIVATE TRANSPORT)

5.25 MILLION 4,280 KM²

7.5

CARBON EMISSIONS: TONNES CO2 PER PERSON (PUBLIC + PRIVATE TRANSPORT)

POPULATION:

URBAN AREA:

TRANSPORT

5.33 MILLION

162 KM²

0.7

Our choice

- 2014 2030
- Total investment in the global economy = US\$ 300 400 trillion
- Low carbon investment will cost a bit more than high carbon business-as-usual
 - Extra cost = 1% 4% of GDP in 2030
 - ...i.e. achieve the same level of GDP about 6 to 12 months later
- <u>High carbon</u> investment
- Cities, land use and energy sources
- = US\$89 trillion

- <u>Low carbon</u> investment
- Cities, land use and energy sources
- = US\$93 trillion
- Extra cost for low carbon investment:
 - = US\$4 trillion probably an over-estimate given inadequacies of conventional economic models
 - = US\$270 billion a year = 1.5x New Zealand's GDP per year
 - Low carbon is cheaper than high carbon, if operating costs are included

CLEAN DISRUPTION

WHY CONVENTIONAL ENERGY AND TRANSPORTATION WILL BE OBSOLETE BY 2030

PRESENTATION TO
NZ SMART GRID FORUM

Te Papa Museum Wellington, New Zealand 31 March 2015

Tony Seba



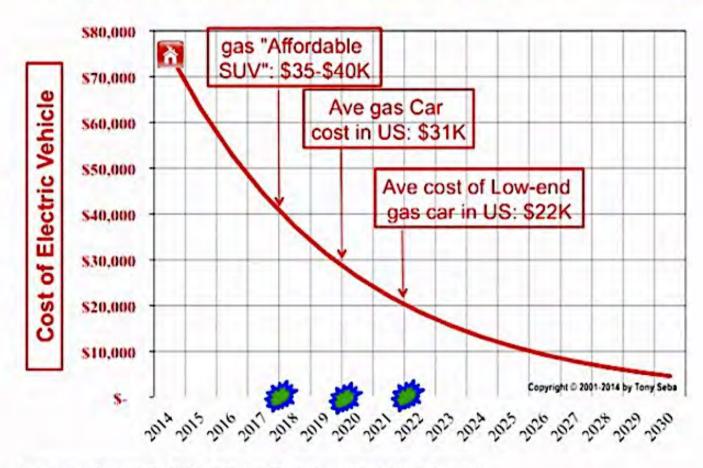


0:05 / 1:27:38

www.tonyseba.com

• https://www.youtube.com/watch?v=j97Rh6DMclg&feature=youtu.be

Projected Cost of EV with 200-mile range

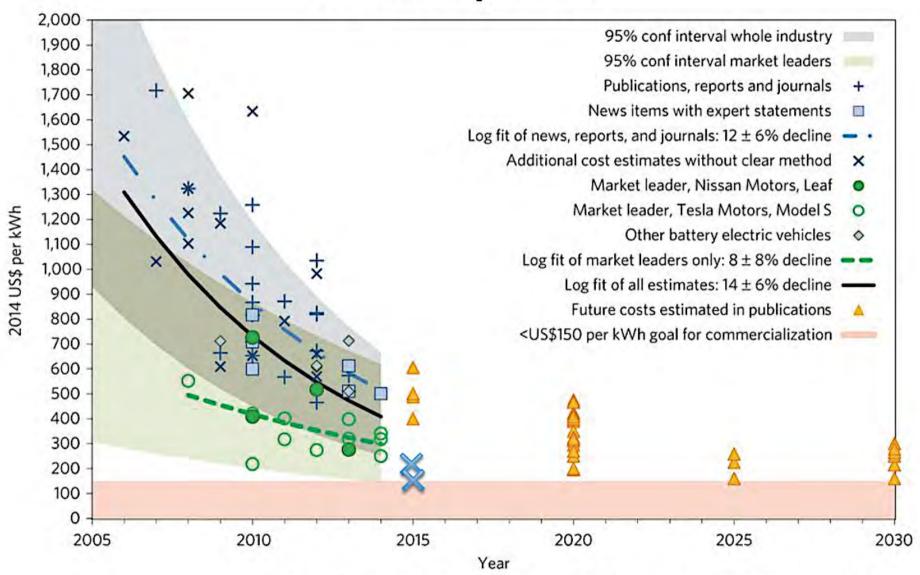


Assumptions: 4 miles/kWh, 50kWh batteries,16% yearly improvement in battery costs, EV Costs = 3X cost of battery

Source: Clean Disruption

Figure 5 - Projected cost of electricity vehicle - Source Seba

Battery Cost

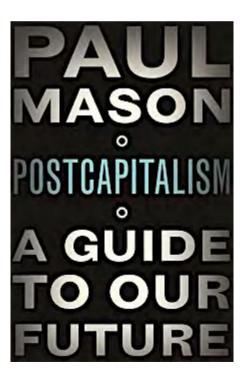


Source: B. Nykvist & M Nilsson, Nature Climate Change, 2015

Intense pressures on economies, business models

- "Capitalism is a complex, adaptive system which has reached the limits of its capacity to adapt."
- "Once capitalism can no longer adapt to technological change, postcapitalism becomes necessary."





Postcapitalism

Three drivers of radical change:

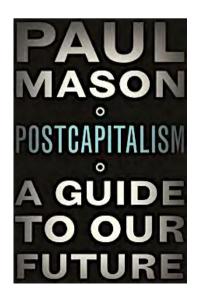
- 1. "Information technology has reduced the need for work"
 - Automation is now replacing jobs at a startling speed
 - E.g. Half the jobs in the US are at high risk of vanishing within a decade or two, a 2013 report by the Oxford Martin school estimated
- 2. "Information goods are corroding the market's ability to form prices correctly"
 - Supply and demand assumes scarcity. Now certain goods are abundant
- 3. "Goods, services and organisations are appearing that no longer respond to the dictates of the market and the managerial hierarchy"
 - People are collaborating in ways that do not always make sense to traditional economists...
 - ...who are used to assuming that humans act in self-interest and price things according to supply and demand

Postcapitalism

- In a postcapitalist world:
 - Only part of the population will work for cash, on a quasi-voluntary basis
 - The rest will be pursuing non-monetary goals.
 - Governments to provide a guaranteed income for the entire population
 - and free (or low-cost) basic services and public infrastructure
 - Companies automate as much as they can (rather than using cheap labour)
 - Central bankers conduct financial repression to reduce national debt
- Government provides the framework to enable individuals to flourish
- State functions are handed over to citizens
- People are secure and equal enough to use the efficiencies unleashed by automation to pursue worthy goals, such as volunteering to write Wikipedia pages

Postcapitalism

- "It is absurd that we are capable of witnessing a 40,000 year old system of gender repression begin to dissolve before our eyes and yet we see the abolition of a 200 year old economic system as an unrealistic utopia" - Paul Mason
- http://www.radionz.co.nz/national/ programmes/saturday/audio/ 201775049/paul-masonpostcapitalism





Paul Mason: postcapitalism

Updated at 1:52 pm on 19 October 2015





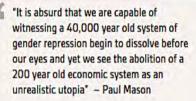












Many have predicted or wished for an end to capitalism, but it has proved to be a fairly robust system. Now comes a wishful prediction that capitalism is changing into something completely new.

Paul Mason is Economics Editor of Channel 4 News in the UK, and writes regularly on culture and politics and the economy. His new book is PostCapitalism: a Guide to Our Future.

Paul Mason believes that vast numbers of people are already discovering new forms of ownership and business that are quite unlike capitalism and that offer a chance to create a more socially just and sustainable economy. He gets off the tube to talk with Kim Hill.







Paul Mason

Photo: Antonio Olmos





Tags: business economy politics technology postcapitalism

















WE NEED A REVOLUTION OF CAPITALISM

Peter Bakker
President, WBCSD:

Former CEO of TNT



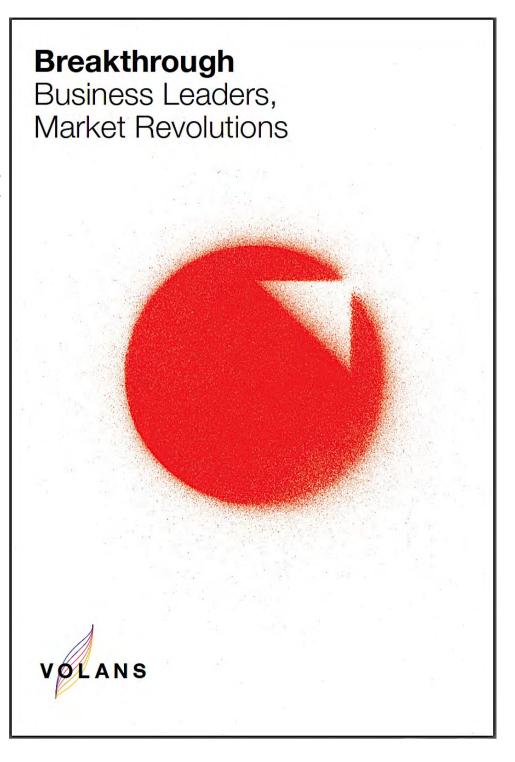
Peter Bakker World Business Council for Sustainable Development

Revolution

- Led by John Elkington and others
 - www.breakthroughcapitalism.com/



John Elkington Co-Founder and Executive Chairman Volans

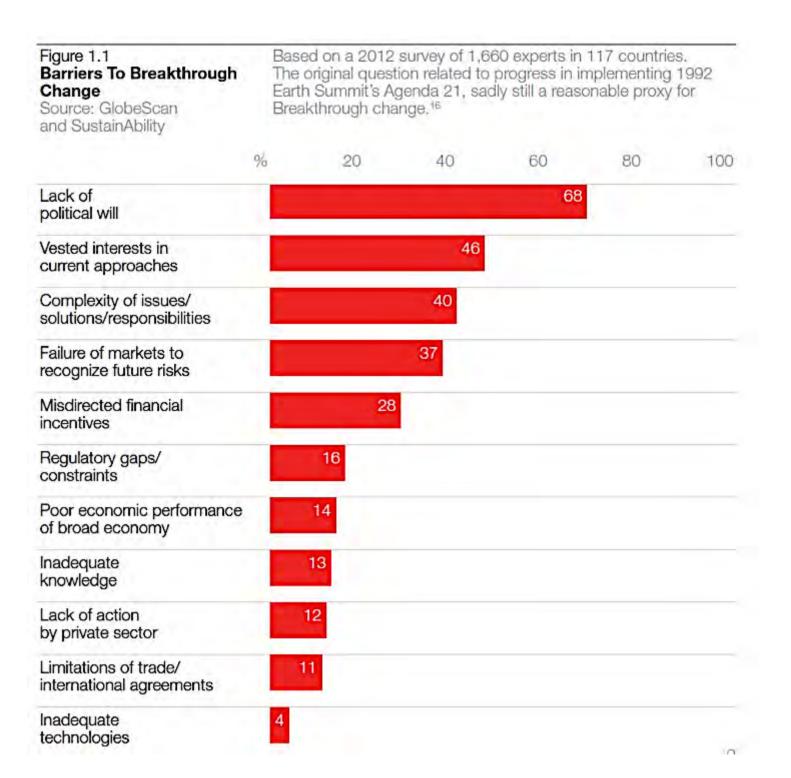


Breakthrough CriteriaA Breakthrough solution meets the following criteria Key Concepts

Google X 48

Future-Ready	Ambitious	Fair	Disruptive
Works well in a world	Aims to transform key	Helps tackle critical	Promises (or threatens,
of 7-going-on-9 billion	aspects of capitalism—	equity issues,	depending on your
people, providing affordable access	and drive radically better outcomes	including the transfer of intergenerational	viewpoint) to disrupt the current economic
to needed products	across the triple	debt created by public	or governance system,
or services, while	bottom line.	borrowing, natural	moving the needle
respecting planetary		resource extraction	from incrementalism to
boundaries.35	Environmental	and environmental	system change.
Ecological	Profit & Loss PUMA/PPR ⁴¹	destabilization.	Biomimicry
Footprinting	The B Team 42	Access to X	B Corporation 52
Global Footprint	THE B TEATH	Where X might be	Biomimicry 3.8 ⁵³
Network 36	Impact Investment	medicines, clean water,	
	Global Impact	renewable energy,	Circular Economy
One Planet Living Bioregional 37	Investing Network 43	education or finance	Ellen Macarthur Foundation 54
	Zero	Fair Trade	
Planetary	Interface Mission	Fairtrade International 49	
Boundaries Stockholm Resilience	Zero ⁴⁴	Social Innovation /	Design MBDC 55
Centre 38	Zero Discharge of Hazardous	Entrepreneurship /	IVIDDO
Contro	Chemicals 45	Investment	Sharing Economy /
Stranded Assets		Skoll Centre for Social	Collaborative
Carbon Tracker 39	'X'	Entrepreneurship 50	Consumption
Generation Investment	The X Prize	0 1 1 11 11 1	Oxfam /
Management 40	Foundation 46 Solve for X 47	Sustainable Living Unilever ⁵¹	Marks & Spencer 56 Mesh 57

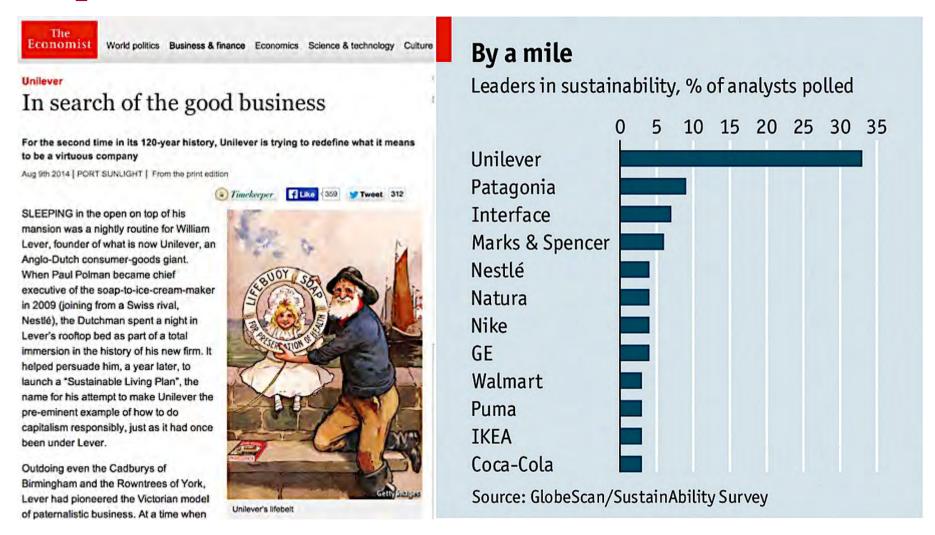
yerdle 58



Rethinking - Unilever

- Fundamental change, e.g.
- **Energy:** Minimising energy people use consuming Unilever's food, personal care and other products
 - ...not simply reducing Unilever's production energy
- Farmers: Ensuring sustainability of farmers and their communities
 - ...**not simply** securing commodity raw materials
- Corporate: Experimenting with new structures & drivers such as Benefit Corporations in US for Ben & Jerry's ice cream subsidiary
 - ...not simply doing a bit of Corporate Social Responsibility

Impact - Unilever



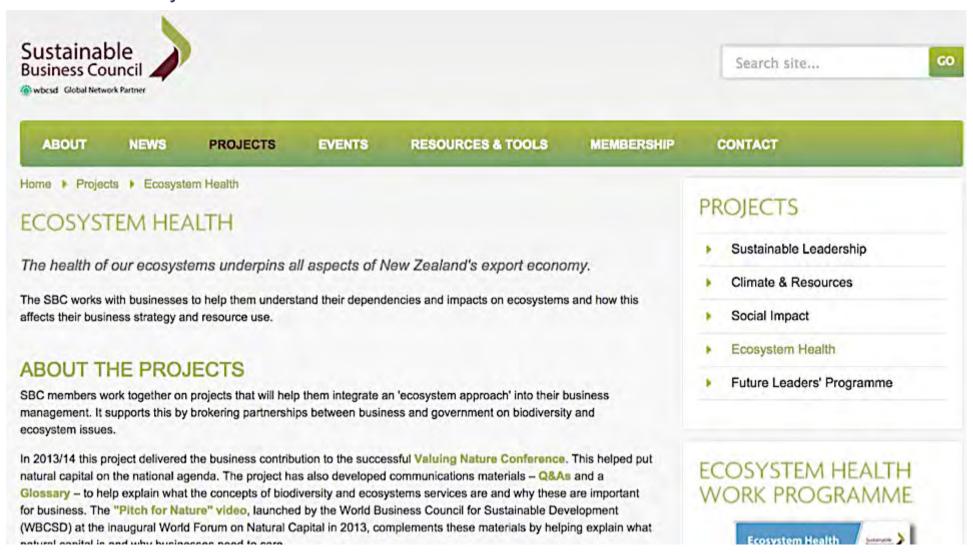
• http://www.economist.com/news/business/21611103-second-time-its-120-year-history-unilever-trying-redefine-what-it-means-be

Agenda

- World
- Old NZ
- Revolution
- New NZ

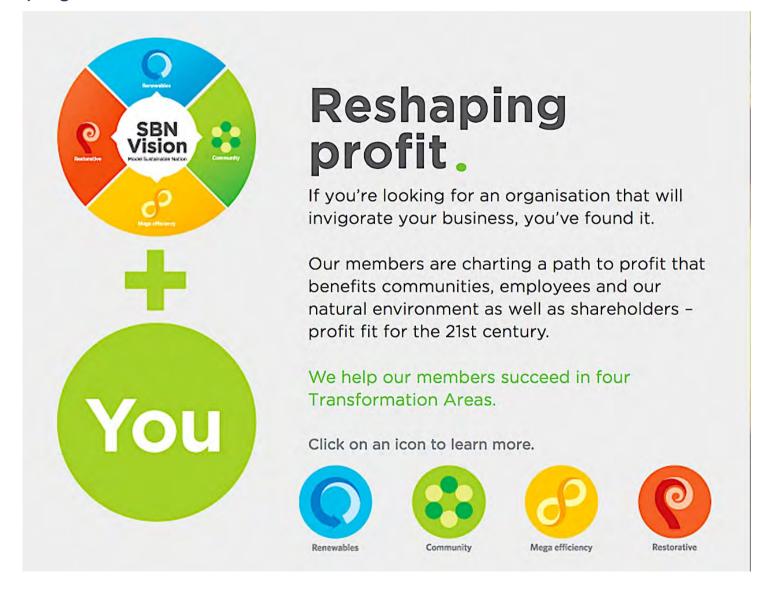
Sustainable Business Council

- A big shift from "greening growth"...a slight improvement on business as usual
- ...to "ecosystem health"...the start of a radical rethink of business and nature



Sustainable Business Network

• "Reshaping Profit"...also the start of a radical rethink of business and nature





Home Who we are What we do Our members Awards Good Food Forum

Home / Restoring New Zealand's Food System

Restoring New Zealand's Food System.

Creating a successful restorative food system.

Restorative.

Restoring NZ's Food System.





Support Partners

Here at the Sustainable Business Network we're trying to help find solutions to the challenges in the food system, from production, manufacturing, distribution, access and eating through to waste. We're bringing together actors to collaborate from different sectors of the food system, who might not ordinarily work together. To read more about the projects we're working on click here.

The shifts that are needed are big and pressing. Innovative and creative business and social solutions are needed to help restore Aotearoa New Zealand's food system. No one organisation or company can do this alone but together we can combine to help create a food system that takes into account health, wellbeing, people and the environment in making a more conscious shift towards better food for Aotearoa New Zealand.











THE RACE HOME NEWS **OUR CAMPAIGN** THE RACE PLAN THE BIG OPPORTUNITIES CASE STUDIES race ha begun. Join the race And we are in it. Download

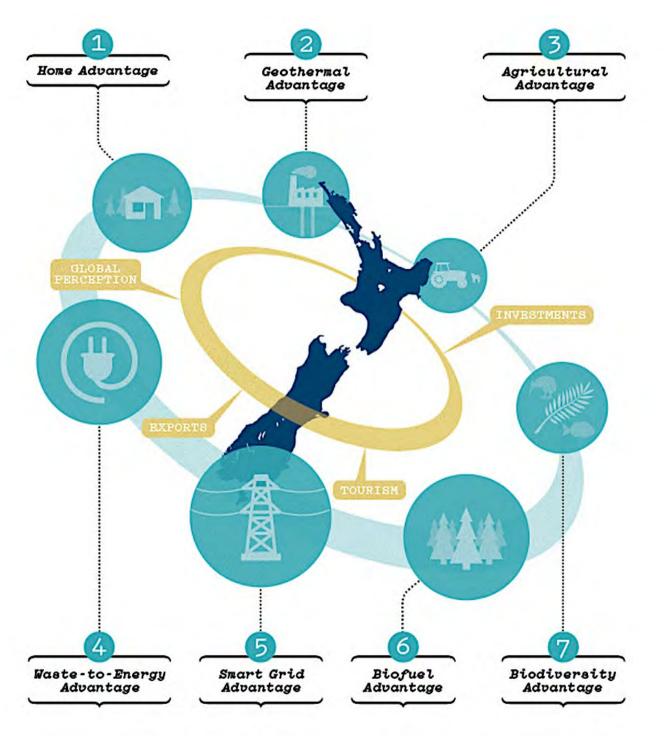
There is an international 'green race' being run. Every country in the world is taking part. It is as inevitable as it is unstoppable. And New Zealand is well placed to lead.

What we do next will dictate whether we continue to be on the pace - or be left behind.

Current Supporters

7,818

People have signed up to show their



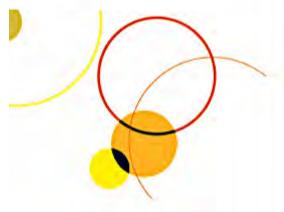


: vivideconomics

Green growth: opportunities for New Zealand

Report prepared for the New Zealand Green Growth Research Trust

Final report November 2012





Information and services

Law and policy

Publications and research

About MBIE

MBIE A - Z



Information and services > Sectors and industries > Energy > Electricity market > New Zealand Smart Grid Forum

New Zealand Smart **Grid Forum**

Publications

Meeting 7: 4 August 2015

Meeting 6: 6 May 2015

Meeting 5: 11 February 2015

Meeting 4: 4 November 2014

Meeting 3: 6 August 2014

Meeting 1: 3 April 2014

Meeting 2: 6 May 2014

Forum establishment

New Zealand Smart Grid Forum







Architecting a future electricity system for all New Zealanders

The Ministry of Business, Innovation and Employment, with the support of the Electricity Networks Association has commissioned a Smart Grid Forum. The Forum brings together relevant parties from business, scientific and academic circles, along with policy makers, regulators and consumers.

The Forum's objective is to advance the development of smart electricity networks in New Zealand through information sharing and dialogue, supported by analysis and by focussed work-streams where these are considered to be appropriate. To achieve this purpose, the Forum will:

- Promote its objectives to parties involved in smart electricity network development to encourage the active participation of the diverse elements of the power demand and supply chain in Forum activities
- Promote and facilitate a collective understanding of current smart electricity network developments
- Collaborate and seek synergies with associated initiatives in areas such as electricity load control, innovation, data sharing, system security and data security, and consumer empowerment
- Identify barriers to investment and the means to address those barriers; and
- Develop and communicate a collective understanding of relevant developments in other jurisdictions.



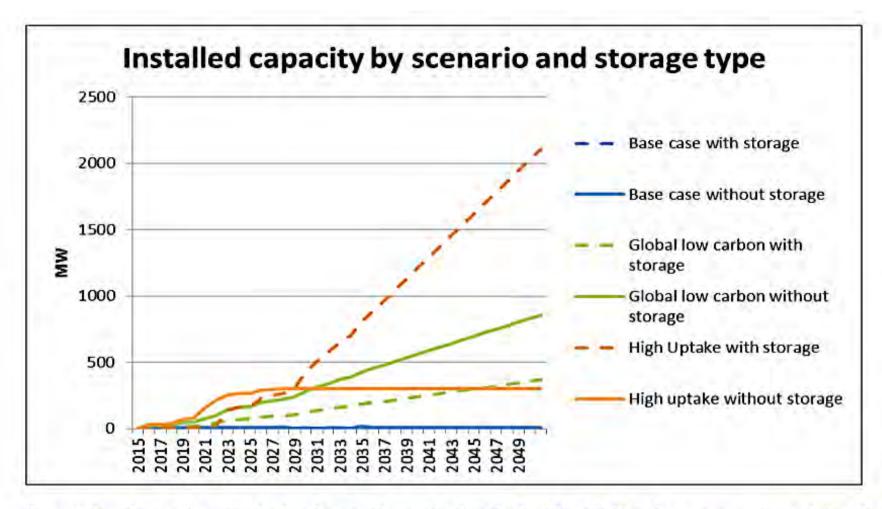


Figure 4 - Transform project scenarios for photovoltaic capacity (lines for "with" and "without" storage are not cumulative – i.e. total installed capacity by scenario is the sum of the dashed and continuous line values)

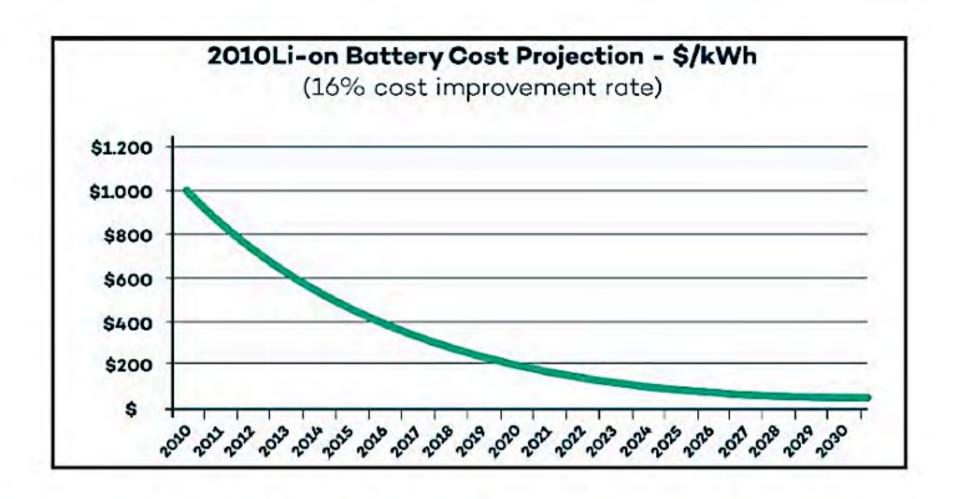


Figure 1 - Li-ion battery cost projection \$/kWh - Source Seba

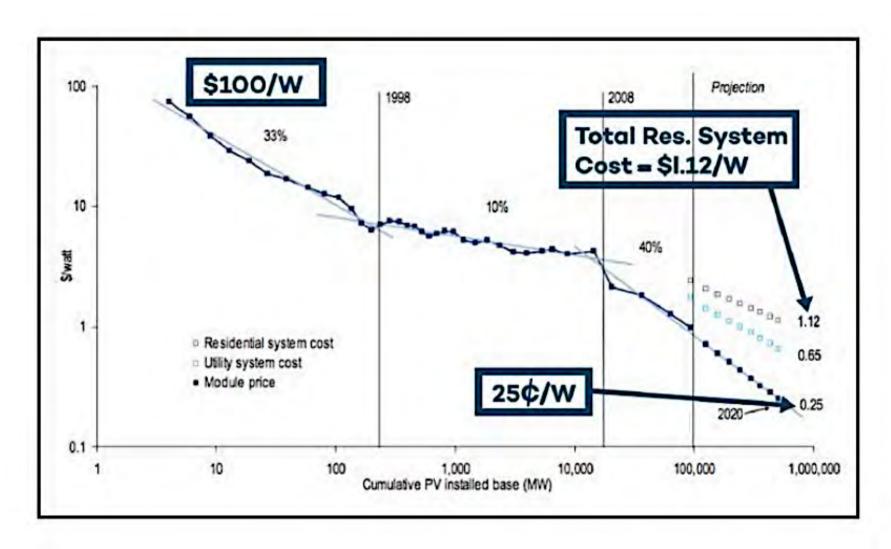


Figure 3 - Solar costs have fallen 154x since 1970 - source Seba



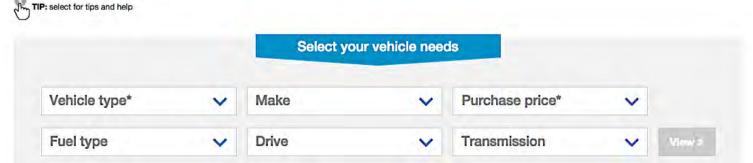


Vehicle total cost of ownership tool

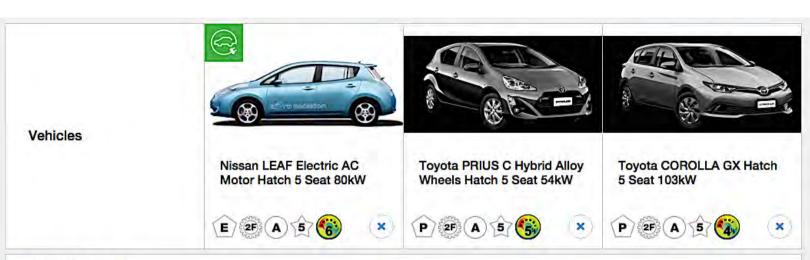
Choosing the right vehicle for your fleet comes down to more than just purchase price. Looking at the total cost of ownership could make a big difference to your bottom line and your carbon footprint. This tool makes it easy for you to compare the cost of buying, running and on-selling new vehicles, whether they are electric, hybrid, petrol or diesel, and helps you decide which one is right for you.



Share + get started, select at least one vehicle type and purchase price range that meets your needs. You may also choose to limit the vehicle options displayed by selecting from the other criteria, or you can leave these open.



https://www.eecabusiness.govt.nz/tools/vehicle-total-cost-of-ownership-tool



+ Vehicle details

Total cost of ownership	al cost of ownership Operational term: 36 months Km over term: 63,780				
Total cost over term	\$23,747.38	\$23,766.61	\$26,521.07		
Cost per month	\$659.65	\$660.18	\$736.70		
Cost per km	\$0.37	\$0.37	\$0.42		

Want to customise your results?

The following table outlines the costs included in the total cost of ownership. To customise your results you can edit some fields in the table below and adjust the default input values.

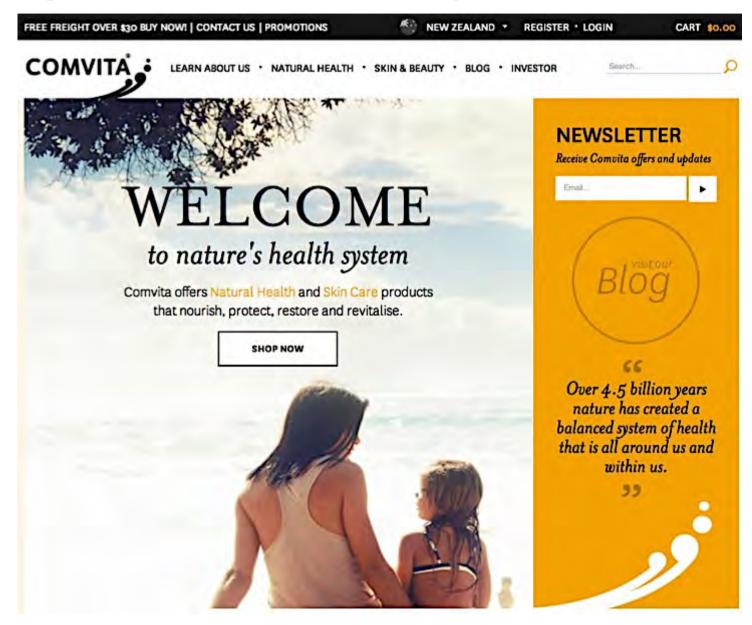
Adjust default inputs

+ Purchase costs	\$35,067.19	\$28,114.46	\$29,668.70
+ Finance & tax	(\$4,157.70)	(\$5,171.87)	(\$6,018.01)
+ Compliance costs	\$533.78	\$533.78	\$533.78
+ Running costs	\$2,920.10	\$6,288.23	\$9,744.60
+ Net residual value	\$10,616.00	\$5,998.00	\$7,408.00

Vanguard NZ companies

- An exciting new class of NZ companies is emerging:
- Hallmarks:
 - Inspired products & services offering unique value
 - Originality born of NZ roots
 - Smart strategies for international markets
 - Astute management skills to acquire & develop human & technology skills; capital
 - Confidence & skills to collaborate with partners, suppliers, customers abroad
- Across the economy: domestic; import; export

Building value: Comvita's 10-year transformation



Comvita's value chain

- Building it by...
 - Floating on NZX to raise funds
 - Buying back distribution
 - Investing in retail
 - Investing in science
 - Investing upstream in bees
- Virtuous cycle...
- ...each step generated new cash flow to take the next





...Comvita today



About Comvita

COMVITA FOUNDER, CLAUDE STRATFORD BEGAN WITH A VISION.

His wish was 'to produce natural products that work, and acting in a way which preserves the environment for generations to come'.

ABOUT COMVITA



Ingredients & Benefits

SHARING NATURE, SHARING LIFE

Convita sources ingredients in their purest form, optimising their natural properties, delivering to you the benefits of nature.

LEARN MORE



Manuka Honey

PURE NEW ZEALAND MANUKA HONEY, UMF# GUARANTEED.

UMF Manuka honey is nature's gift, and a jar of liquid gold sealed with an approved Unique Manuka Factor (UMF) logo.

ABOUT MANUKA HONEY



Huni XA

MANUKA HUNI XA CONTAINS ACTIVE COMPOUNDS THAT HELP SLOW SIGNS OF AGING.

The phenolic structure, Manuka honey geographical source, as well as the blending process we use to create our high performance skincare formulations.

ABOUT HUNI XA



Broccoli

AN ANTIXOIDANT BOOSTER WHICH HELPS TO PROTECT AGAINST CELLULAR DAMAGE.

We now recognise that while fruit and vegetables of many colours and varieties are important in our diet as they offer us greater protection.

ABOUT SROCCOLI



Synergy 12

OLIVE LEAF EXTRACT IS AN EXTREMELY POWERFUL MATURAL ANTIOXIDANT AND FREE RADICAL SCAVENGER.

Our unique, fresh Olive Leaf Extract contains no less than 12 natural polyphenolic antioxidants.

ABOUT SYNERGY 12



Propolis

PROPOUS IS A POWERFUL DEFENSE SYSTEM PRODUCED BY NATURE TO PROTECT AND HEAL.

A natural antioxidant produced by trees, Propolis acts as nature's best defence to protect and heal.



Olive Leaf Extract

OLIVE LEAF EXTRACT IS A COMPLETELY NATURAL WAY TO UNLOCK YOUR BODY'S VITALITY.

Traditionally used for immunity, cardiovascular health is now clinically researched to support blood sugar levels.



Omega 3

COMVITAS OMEGA 3 IS A NATURAL FISH OIL SOURCED FROM DEEPWATER FISH.

Omega 3 fish oils support cellular function, heart and cardiovascular health as well as joint suppleness and flexibility.



Oral Care Ingredients

OUR NEW AND IMPROVED TOOTHPASTES ARE A HEALTHY CHOICE FOR THE ENTIRE FAMILY.



Ingredients Glossary

COMVITA SOURCES INGREDIENTS IN THEIR PUREST FORM AND OPTIMISES THEIR NATURAL ACTIVE PROPERTIES.



Beauty Ingredients

WE CAREFULLY SELECT INGREDIENTS FOR OUR FORMULATIONS ESPECIALLY FOR YOUR SKIN.

Deals and relationships

- In 2010, Comvita licensed professional wound care to Derma Sciences, US
- In 2013, Derma Sciences took 7.3% stake in Comvita to help fund upstream investment in manuka honey production



COMVITA VALUE MODEL

create value

add value

capture value

INGREDIENTS

SCIENCE

PRODUCTS

CHANNELS TO MARKET

We research and select sources of nature's life giving ingredients and are careful to tend and harvest them in ways that optimise nature's intelligence.



PROPOLIS



UMF MANUKA HONEY



OLIVE LEAF



We use science to deeply understand nature and our body's own natural health system.









Our brand promises to nourish, protect, restore and revitalise our customers health from the inside and the outside.



PERSONAL CARE



HEALTHCARE



FUNCTIONAL FOODS



Our customers experience Comvita through our selected channels and geographic markets.



ONLINE

7 country specific e-commerce websites





Social Media



GLOBAL RETAIL

· 400 branded retail locations in China



68 Comvita retail locations in Hong Kong, Taiwan, Korea, Japan UK and NZ



Healthfood stores, pharmacies, department stores and supermarkets



MEDICAL

Comvita medical honey is used in hospitals and medical centres around the world



VALUE ADDED

\$5

\$14₍₅₊₎ \$104₍₂₀₊₎

\$250

\$330

\$500



COMVITA BRANDED HEALTH HONEY



MEDICAL

SKINCARE













Retail selling price per 250g equivalent of raw Manuka honey





