



Minutes for the Annual General Meeting, 29th May 2013

The 29th Annual General Meeting of the New Zealand German Business Association commenced at 4:34 pm.

NZGBA President Erich Bachmann welcomed all members and confirmed that a quorum was present and then declared the meeting open.

APOLOGIES

A list of apologies from members was made available. No additional apologies were recorded.

Accepted by Mr Robert Know, seconded by Jim Bibby The apologies were accepted and carried by all.

APPROVAL OF THE MINUTES OF THE 28TH ANNUAL GENERAL MEETING

Mr Erich Bachmann advised that the minutes of the 28th Annual General Meeting held on the 2nd August 2012 were approved by the Executive Committee as a true and accurate record and were distributed to members. These minutes were uploaded to the NZGBA website (www.germantrade.co.nz) under events, for all members to read. There were no matters arising from these minutes.

PRESIDENT'S ANNUAL REPORT

Mr. Erich Bachmann presented the following report to the meeting using a power point display.

On Thursday 23rd May, the Association of German Chambers of Commerce and Industry

(DIHK) released the results of a survey showing that German companies dependent on exports are much less optimistic than recently reported. While 30% still expect overseas turnover to rise, one in eight German exporters believe it will fall. "Exports are likely to develop less dynamically in the coming months," the DIHK writes in the report, which is based on a survey of 25,000 companies in Germany.

The new report comes at a time when many are forecasting an extended period of stagnation for the euro-zone economy with renewed setbacks as a result of the developments in Cyprus and the weak economic developments in the euro area, especially in France and Spain.

The DIHK has lowered its own expectations for German economic growth, sinking its prognoses for the entire year from 0.7% to a paltry 0.3%. "The German recovery has been postponed," said DIHK head Martin Wansleben in Berlin. Some 41 percent of German companies that took part in the survey said that weak foreign demand was the primary risk facing their businesses. "The uncertainty has not been this great since 2010," the DIHK said.

Europe is New Zealand's third largest trading partner and Germany is of course Europe's largest economy. Germany hovers around 7th trading partner to NZ.

Europe buys:

- ½ our exports of sheep meat, (with 31% increase in sheep meat now going to Germany)*
- 30% of our wine, (with 25% increase in export of wine to Germany)*

- nearly $\frac{3}{4}$ of our venison, (Germany being the biggest market for NZ venison at around NZD 63 million last year)
- $\frac{2}{3}$ of our leather,
- $\frac{1}{2}$ our seeds exports,
- $\frac{1}{3}$ our apples and pears,
- 27% of our kiwifruit,
- 14% of commercial services. (Commercial services exports to EU from NZ between 2006 and 2012 are up 63%.)

15.5% of our total imports come from Europe, a figure that has remained largely unchanged over the past few years (excluding the GFC 2009-10 period where nothing remained stable). Imports from Australia are at 16% and China at 16.1%.

The EU is a world leader in research, ideas and innovation, with Germany leading the way as New Zealand's most important regional science partner.

18% of all our tourists come from Europe (second largest after Australia) with 65,000 of these tourists from the German speaking markets. Tourists from the EU provide around 25% of the estimated spend by tourists in New Zealand – with Germans staying longest and spending the most, on average around \$5,500 excluding airfares.

Important to note are the number of working holiday applications which translates into potentially 9,000 young Germans undertaking their 3 or 6 month internships in New Zealand – in itself a great tourism attractor as parents normally utilise this excuse to visit as well and from a trade perspective a great relationship building exercise with many of these young highly qualified people going back into careers which will eventually lead them into key decision making roles.

Results from June 2012 show that NZ exports to Germany increased by 1.5% and imports from Germany increased by 4.4%.

Top exports to Germany are:

- Sheep Meat, and other Meats including Venison, edible offal and Frozen & Chilled beef meat,
- Wool, Whey & milk constituents,
- Massage appliances,

- Seeds, Apples, Pears, and Kiwifruit
- and pleasingly and increasing amount of NZ Wine

Top imports from Germany are:

- Motor Vehicles Tractors, Moving /grading / levelling and boring machinery
- Retail medicines
- Electrical transformers
- Trucks & Vans
- Lactose sugars
- Harvesting Machinery
- Medical, Dental or veterinary instruments
- Home appliances such as dish washers, ovens, stove tops and fridge freezer units

German investment into New Zealand has been strong over the years with 106 subsidiaries now present. A much stronger presence than other EU countries. The acquisition of Milfos by GEA is the most recent development.

Now I would like to turn to the NZGBA.

I believe the treasurer will cover the audited financial statements in a bit more detail, so let me simply state that our audited result for 2012 is a slight loss of \$ 1,564 which compares favourably with previous years.

In terms of membership numbers, the Association welcomed 24 new members in 2012. This compares with 39 new members in 2011. With resignations at 22 for the 2012 year we can record a minor increase in membership - the Association continues to have the strongest membership base amongst the EU organizations here in New Zealand with over 200 members.

As always members have been kept informed throughout the year via our electronic newsletters and have also received the annual publication "Double the Vision".

Last year was packed with events, for both members and clients as you can see from the displayed list.

Some I would like to highlight are:

- the workshops in Auckland, Wellington and Tauranga,

- the farewell of the much respected Ambassador Thomas Meister who now resides in Iceland,
- our annual Oktoberfest which had some 300 attendees,
- the meeting with Bill English at the IHK Hamburg (finally a politician who has seen a German Chamber in all its grandeur and we found out he has an affinity with Germany having a child studying there and German au pairs looking after the pack at home)
- And the final activity of the year - the Energy Efficiency conference - a combined AHK Australia and New Zealand event. Feed back from the German companies was extraordinarily good and many have now signed up for the Made in Germany stand at BuildNZ 2013.

This year we have some very special events planned to celebrate 60 years of diplomatic relations with New Zealand and 30 years since the NZGBA was incorporated.

Please keep the evening of the 1st November free as this will be the date of the Gala Dinner.

I understand more information will be coming out to members on this shortly, however planned guest speakers and entertainers are:

- PM John Key
- Dr Volker Treier - DIHK
- Jennifer Ward Leyland as MC
- Eckehard Stier - Music Director of the Auckland Philharmonia Orchestra, Music Director and Chief Conductor of the Theatre Görlitz in Germany, and a leading figure in the new generation of conductors.

...so you can get a feel for the occasion here's a flashback of our 20th Jubilee in 2003 – I'm sure you will agree we haven't aged a bit.....

At this point I take this opportunity to thank all our sponsors for their generous support of the NZGBA's events throughout the year.

None of these events could have taken place without our sponsors. Your on going assistance and active participation is certainly very much appreciated.

I would also like to thank my fellow colleagues on the Executive Committee for their time commitment over the past year, with a special thanks to Robert Knox for his constructive input as Treasurer.

Finally, I would like to extend a big thank to all members of the NZGBA team, ably led by our CEO, Monique Surges, for their dedication and hard work throughout 2012 and beyond.

No additional discussion relating to items contained in the report ensued. The report was moved by Mr Robert Knox and seconded by Dean Sheed.

ADOPTION OF THE ANNUAL ACCOUNTS 2012

The financial statements for the year ended 31 December 2012 were made available prior to the meeting via the website. Copies were also made available at the AGM.

NZGBA Treasurer, Mr. Robert Knox, elaborated on the accounts pointing out that although there was a loss of \$1,564 for the 2012 year after depreciation.

He further commented:

"The NZGBA has been successful in generating sufficient income to cover expenses. In 2012 the association assisted with the Bookfair in Frankfurt which generated an additional income of \$65,000. Each year is a battle to generate income over and above the subscriptions. Although the accounts show a slight loss, we are actually looking at a cash surplus once depreciation is added back in. It is not a big cash surplus but there is also a fine line in balancing the books and not losing money."

There being no questions relating to the financial statements Mr. Robert Knox moved that the financial accounts for the year ended 31 December 2012 be adopted. This was

seconded by Mr. Andreas Bodenstein and carried by all.

APPOINTMENT OF AUDITOR

The Treasurer moved that WHK Gosling Chapman be appointed as auditor for the year 2013. This motion was seconded by Mr. Dean Sheed and carried by all.

MEMBERSHIP SUBSCRIPTIONS

Mr. Erich Bachmann informed members that the NZGBA executive committee considered a 2% vs 5% upward adjustment of the membership subscriptions as per members request for gradual increases rather than one off large increases. It was decided a 2% increase would be appropriate.

The proposed membership subscriptions:

- Individuals: \$306 +GST
- 1-30 employees: \$415+GST
- Over 30 employees: \$568 +GST
- EURO based members: 218 EURO

Mr Robert Knox seconded the increase of membership subscriptions; the decision was carried by all.

The final agenda item was the election of the committee and officers.

ELECTION OF THE COMMITTEE AND OFFICERS

The chair was passed to the Chief Executive Officer, Mrs Monique Surges, to conduct this section of the meeting.

Mrs Monique Surges advised that in accordance with the rules of the New Zealand German Business Association, a number of nominations were received in writing.

Before reading these out Mrs Surges formally thanked the committee for their time and support over the past year. She extended a special thanks to Robert Knox for his valuable input regarding the financial side, and to Mr Dean Sheed and Mr Jim Bibby for all their assistance with the campaign plans.

The entire executive indicated a willingness to stand again. The full list of nominations for the 2013/2014 Executive Committee is as follows:

- Erich Bachmann, Hesketh Henry, as President
- Robert Knox, BDO Spicers, as Treasurer
- Grant Bevin, Business World Travel, as Vice President
- Capt. John Robinson, Wallenius Wilhelmsen Lines
- Inesa Ragele, Schenker NZ Ltd
- Dean Sheed, Audi - European Motors
- Jim Bibby, Stihl NZ Ltd
- Ian Gibson, Team McMillan BMW Ltd
- Joanne Hand, Realtech NZ Ltd
- Paul Ravlich, Siemens NZ Ltd
- Stephen Diver, SDR Ltd
- Dr Philipp Wahl, Turners & Growers

The first meeting as the new executive committee is scheduled for the 19th June 2013.

GENERAL BUSINESS

The New Zealand German Business Association has received no notice of any general business for consideration at this meeting.

Mr Bachmann then declared the 29th Annual General Meeting closed at 4.59pm.