

The 25th Annual General Meeting of the New Zealand German Business Association was declared open at 5.20 pm.

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

1. Apologies

Mr Erich Bachmann advised that apologies received from members were made available to the attendees on arrival. The apologies were moved by Mr. Tim Woolfield and accepted by all.

2. Minutes of the 24rd AGM

Mr Erich Bachmann advised that the minutes of the 24th Annual General Meeting held on the 24th of July 2008 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 and members were advised by email. There were no matters arising.

3. President's Annual Report

Mr Erich Bachmann presented the following report to the meeting:

This is a momentous year for Germany. The 23rd of May 2009 was the 60th anniversary of the adoption of Germany's "Basic Law" or constitution, and thus the foundation of the Federal Republic of Germany.

Other commemorative dates loom this year. The Federal election in September followed by Unification Day on the 3rd of October, and November 9th which will mark an amazing 20 years since the fall of the Berlin Wall.

All of these events are of course important not only in Germany but also to German nationals living off shore, German companies doing business around the world and German organisations such as the NZGBA and its members.

On the subject of historical events, it is worth noting that Germany established an Embassy in New Zealand in 1955. A representative from the Embassy is here today. Christoph Anton has kindly agreed to give us an update of things happening in the Embassy in the course of this amazing year.

It is now 25 years ago since the second form of representation was established in New Zealand, namely, the New Zealand German

Business Association. We are proud of the fact that this organisation has gone from strength to strength and continues to occupy the strongest position amongst its European counterparts here in New Zealand.

As we are all aware, most countries are affected by the current economic recession and Germany, the world's fourth largest economy, is no exception. In your handout notes are copies of some articles and data relating to Germany and a recently published article in the Stern magazine, which you may find interesting (see attachment).

You will see that the short term outlook for Germany is not particularly good, with falling domestic consumption, a forecast decline in exports of just under 20% in the current year and a federal budget deficit of 4.4% of GDP this year and 5.7% in 2010. Vehicles, machinery and chemicals account for about two thirds of Germany's export and therefore the reduction in export revenues is not particularly surprising. At the same time, this trend could reverse reasonably quickly once the international economic climate improves.

In terms of the activities on the New Zealand German Business Association, these may be summarised as follows:

The audited accounts of the Association show a net surplus of just over NZ\$51,040 for the year ended 31 December 2008 which represents a pleasing turnaround from the position as at the end of the previous year.

In terms of membership numbers, the Association welcomed 31 new members compared to 35 in 2007. Total membership numbers have remained reasonably steady.

The Association maintained its focus throughout the year on providing members with information, support, trade leads and know-how as a core business. The website and electronic newsletters remained the main form of communication method to our members with interesting and detailed information.

We started the year 2008 by welcoming our 3rd Renewable Energy delegation from Germany. This was followed in April by a delegation of German businesses mainly from the region of Saxony.

The NZGBA also ran a number of workshops for members, sent out 12 monthly newsletters to contacts in New Zealand and Germany and of course organised yet another very successful Oktoberfest which was sold out a month prior to the event.

The second edition of the New Zealand German Business Guide called "Double the Vision" was also successfully produced by the NZGBA team and distributed to some 3000 members and customers both in New Zealand and Germany. Copies of this publication are available here today.

The year finished on a strong note with the event "Porsche meets Poggenpohl" – a truly German product finale hosted by Poggenpohl Kitchens in Parnell. Guests were not only able to dream about that new kitchen for 200,000 NZD but also had the option of taking a simulated helicopter flight with Westpac Helicopter Rescue Service who kindly donated their time and equipment in return for the contributions gathered during our silent auction at the Oktoberfest.

In their "spare" time the NZGBA staff also moved to new premises in the Axa Building at 41 Shortland Street and have now been "on site" for one year.

The Executive Committee of the NZGBA met formally 6 times during the course of the year. At this point I would like to express my thanks to the members of the executive committee for their contributions and time.

Monique Surges, CEO of the NZGBA has now been with the Association for a mere 15 years and has recently been elected to the position of President of the New Zealand Europe Business Council – an umbrella organisation for European business councils to which the NZGBA belongs. Well done, Monique.

Monique has also been very busy in the earlier part of this year which included an extended visit to Germany. Not only did she visit a number of German trade fairs as well as discussing new representation contracts, she also visited key contacts at the Ministry of Economics as well as the newly formed German Trade and Invest.

GTAI, as they are known, are looking forward to assisting New Zealand companies

establish themselves in the German market - as Icebreaker has recently done.

Monique also visited German members and potential clients whilst in Germany. She oversaw the coordination of the New Zealand stand at ITB – ITB being the world's largest tourism trade fair, which Tourism New Zealand has sadly chosen not to participate. The New Zealand stand was a huge success and has certainly ensured that German tourists are fully aware that they are still most welcome in New Zealand. Photos of the stand are included in the handouts.

Some upcoming events members should note are:

- German Mid winter Christmas dinner on Friday 26th June at the Heritage Auckland
- The "Negotiating with Germans" workshop planned for mid August
- The Oktoberfest set for the 30th of October
- The German Film Festival taking place in Wellington, Auckland and Christchurch in November
- Trade focused events in November to commemorate the fall of the Berlin Wall

On all these occasions members will receive invitations and special pricing.

Congratulations Monique and a big thank you, to you and your team: Alex Gabler, Doris Evans and Frauke Sharplin, along with the dedicated students from Germany, for your ongoing commitment to the NZGBA and its members.

In conclusion, I note that although the current year is proving to be a challenging one for the Association, the organisation remains in good heart and is ready, willing and able to assist its members to the maximum possible extent.

We certainly value and thank members of the Association for their ongoing support.

There being no further discussion, the Presidents report was moved by Robert Knox, seconded by John Robinson and agreed by all.

4. Adoption of the annual accounts

The financial statements for the year ended 31 December 2008 were made available on

request and were included in the information provided to attendees.

The Treasurer Mr. Robert Knox was delighted to report that the NZGBA had not made a loss, but a surplus of just over NZ\$51,000. From a balance sheet point of view the year had been significantly stronger than the last one.

The surplus was in part due to the renewable energy project, which had originally been planned for 2007, taking place in Feb. 2008. In other words many of the expenses were incurred in 2007 and payments received in 2008.

There was also an exchange gain on the funds the NZGBA receives from Germany and strong income in general from trade services.

Mr. Robert Knox pointed out that 2009 would be a challenging year with a high level of overhead costs including ongoing costs to keep hardware and software up to date.

Mr. Robert Knox conceded that the NZGBA works very hard to keep costs at a minimum, whilst constantly recruiting new members and coming up with new initiatives.

Mr. Knox asked the audience whether there were any questions about the financials or the areas he had highlighted. There being no questions Mr Robert Knox moved for the adoption of the New Zealand German Business Association's financial statements for the year ended 31 December 2008 duly audited by WHK Gosling Chapman. This motion was agreed by all.

5. Appointment of auditor

Mr. Robert Knox moved that WHK Gosling Chapman be appointed as auditors for the 2009 year. This motion was seconded by Mr Tim Woolfield and agreed by all.

6. Membership Subscriptions

Mr. Erich Bachmann pointed to the difficult operating times, which also have an impact on the membership subscriptions. As there has not been an increase in the subscriptions since 2007 the committee felt it was necessary to make an upward adjustment. It was proposed that the membership

subscriptions should be increased by 10% rounded to the nearest \$10

Some discussion ensued at this point. Mr. John Robinson asked whether it is essential to pay GST. Ms Monique Surges replied that the NZGBA is GST- registered therefore GST must be charged.

Mr. Erich Bachmann moved that the membership subscriptions be increased as proposed. This was seconded by Mr. Grant Bevin and agreed by all. The membership subscriptions effective immediately are:

\$260 + GST for individuals,

\$350 + GST (1-30 employees)

\$490 + GST (30+ employees)

7. Resolution to approve changes in the Rules of the Constitution

Mr. Erich Bachmann pointed out that the Rules of the Association in their new form were adopted on the 23rd August 2007. On filing these rules the NZGBA was advised by the Inland Revenue Department that further changes would be required to comply as a Not-for Profit organisation.

Changes to Section 4, 13 and 16 were made and the revised rules (with changes highlighted) were made available online for review prior to the AGM. Copies were included in the handouts.

There was no discussion arising and the amendments were accepted by all present. The new Rules of the Association were adopted and are to be loaded on the website.

8. Election of Committee and Officers

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

Ms 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 Monique Surges formally thanked the committee for the fantastic job they did, giving their time and support over the past year. The wisdom especially of Robert Knox in carefully budgeting for the future would hopefully get the NZGBA through rocky waters.

Monique Surges informed those present that the entire Executive Committee had agreed to stand again and had been duly nominated. There were no new nominations received.

All nominations were accepted and the 2009/2010 Executive Committee was confirmed as follows:

Erich Bachmann, Hesketh Henry, as President
Robert Knox, BDO Spicers, as Treasurer
Grant Bevin, Business World Travel, as VP
John Robinson, Wallenius Wilhelmsen Lines
Ulf Barnard, Schenker NZ Ltd
Tim Woolfield, Realtech NZ Ltd
Grant Smith, Porsche NZ European Motors
Jim Bibby, Stihl NZ Ltd
Stefan Kurtze, BMW NZ Ltd
Lars Küver, KPMG
Monique Surges as Executive Director.

9. General Business

The NZGBA received no notice of any general business for consideration at the meeting.

Mr Erich Bachmann took the opportunity to introduce Mr. Christoph Anton from the German Embassy in Wellington and gave him the floor.

Mr. Christoph Anton informed members about the activities over the past year and what is planned in the second half of 2009.

Three political visits took place in the past year, two of them in the agricultural area. Scientific leads between Germany and New Zealand remained strong with projects such as the Geo-Forschungszentrum Potsdam and the Maritime Project between Waikato University and University of Bremen.

Mr. Anton stated that New Zealand has the highest number of Humboldt students per capita.

New Zealand's Minister of Trade, Tim Groser, visited Germany and there is hope to build up a strong relationship between the Chancellor Angela Merkel and Prime Minister John Key. Sadly the German Minister for Economic Affairs was unable come to NZ last year as had originally been planned.

Mr. Anton then talked about the upcoming events. He mentioned activities to celebrate the fall of the Berlin wall 20 years ago and the foundation of the Federal Republic of Germany 60 years ago.

To celebrate these events, a German film festival will be taking place in the last quarter of this year. Mr. Anton said that this is a good opportunity to raise the profile of Germany in New Zealand. While New Zealand enjoys a strong presence on German TV, Germany is ignored in the media here.

The film festival could help to put Germany on the map in NZ. Two German film directors will attend the festival.

Furthermore there are plans for:

- German architecture exhibition in TePapa
- Photo exhibition in Wellington
- Science conference in Wellington

The Embassy recently sent NZ Star chef Ray McVinnie to Germany and there is to be an extensive article about German cuisine in the November issue of the Cuisine magazine.

Mr Anton went on to indicate that renewable energy has a lot of potential to bring the two countries together. The way houses are built in NZ is interesting for a lot of German companies. A Knowhow transfer could be the first step. He mentioned the International Renewable Energy Agency (IRENA), which was founded in Bonn earlier this year. IRENA aims to become the main driving force in promoting transition towards the widespread and sustainable use of renewable energy on a global scale.

Last but not least, Mr. Christopher Anton stated that Ambassador Zimmermann will be retiring at the end of June and that a new ambassador Thomas Meister will take up his position in August.

Mr. Meister is presently working for the Ministry of Energy and seems to be the best man to support Renewable Energy projects between Germany and New Zealand.

Mr Bachmann thanked Mr Anton for his comprehensive summary and declared the 25th Annual General Meeting closed at 6.04pm