

# TE ARAWA FISHERIES



**ANNUAL  
MEETING**  
Report 2014



Front Cover:

Te Arawa Fresh Seafood Store at The Redwood Centre, Rotorua  
with Pare Hakaraia who we farewelled from Te Arawa Fisheries in  
November 2013 after 20 years service.

## DIRECTORY

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<b>Website</b>	www.tearawafisheries.maori.nz
<b>Auditor</b>	KPMG
<b>Bankers</b>	Westpac Banking Corporation
<b>Solicitors</b>	Kahui Legal

### **Annual Report for:**

Te Kotahitanga o Te Arawa Waka Fisheries Trust Board  
Te Arawa Fisheries Limited  
Te Arawa Fisheries Holding Company Limited

Annual General Meeting  
19 March 2014  
Ohaaki Marae, Reporoa  
6pm



## TABLE OF CONTENTS

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<b>Directory .....</b>	<b>1</b>
<b>Message from the Chair .....</b>	<b>3</b>
<b>General Manager's Report .....</b>	<b>4</b>
<b>Part 1: Group Overview .....</b>	<b>5</b>
<b>Part 2: The Trust.....</b>	<b>8</b>
Annual Report 2013 .....	8
Strategic Plan 2008-2020 .....	11
Annual Plan 2013/2014.....	12
<b>Part 3: The Companies .....</b>	<b>15</b>
Annual Report 2013 .....	15
Strategic Plan 2007-2014 .....	16
Annual Plan 2013/2014.....	17
<b>Appendix 1: Minutes of Annual Meeting 2013 .....</b>	<b>18</b>
<b>Appendix 2: Agenda of Annual Meeting 2014 .....</b>	<b>22</b>
<b>Appendix 3: Financial Statements &amp; Auditor's Reports .....</b>	<b>23</b>

## MESSAGE FROM THE CHAIR

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Tena koutou katoa

For Te Arawa Fisheries, 2013 was a big year with the opening of our Te Arawa Fresh Seafood store at the Redwood Centre in Rotorua in April. We are immensely proud of this business that provides high quality fresh seafood and takeaways to the people of Rotorua. It employs and continues to train and develop Te Arawa people in a range of areas of the seafood industry. And it has exceeded our expectations in terms of revenue. Retail is always a challenging business and we continue to focus on improving profit margins, but we are excited to announce that, based on our success, we are opening a new Te Arawa Fresh Seafood store on Fairy Springs Road in Rotorua in mid-May 2014. Exciting times.

You will notice from the financial statements that the net surplus for the Group more than tripled over the period to \$2.1 million. This is largely due to the receipt of Maori Authority Tax Credits which were attached to an issue of bonus shares by Aotearoa Fisheries Limited. We continue to turn this revenue into benefits for our people through scholarships, iwi grants and initiatives that improve our marine environment.

While we celebrate our successes, we also acknowledge our losses with the passing of our people throughout Te Arawa in 2013. We continue to provide kaimoana to all tangihanga held on marae throughout the Te Arawa rohe to support our people at these times.

We are also happy to welcome our new board of trustees who were elected in October 2013.

It is with pleasure that we provide this update to the Annual Meeting.

Noho ora mai

A handwritten signature in black ink, appearing to read 'R. Roberts'.

# GENERAL MANAGER'S REPORT

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Kia ora tatau katoa

We are pleased to provide this Annual Report for 2013 and Annual Plan for 2014 for consideration by our beneficiaries.

Part 1 of this Report provides an overview of our organisation including information about our Trust, staff, beneficiaries, companies, assets and business.

Part 2 presents the Trust's Annual Reports for 2013 and Annual Plan for 2014.

Part 3 provides the Companies' Annual Reports for 2013 and Annual Plan for 2014.

Part 4 contains the annual audited financial reports prepared in accordance with generally accepted accounting practice for our three entities, Te Kotahitanga o Te Arawa Waka Fisheries Trust Board, Te Arawa Fisheries Holding Company Limited and Te Arawa Fisheries Limited, for the financial year ending 30 September 2013.

We are the organisation that received the proceeds of the settlement with the Crown of Te Arawa's claims to commercial fisheries for the benefit of its descendants. Our Companies have carefully managed the fishing quota, shares and cash assets received in September 2006. Our net surplus and total equity increased significantly as a result of the receipt of credits attached to an issue of bonus shares by Aotearoa Fisheries Limited. This result has also been bolstered by the success of our Te Arawa Fresh Seafood store which opened in April 2013.

Our Trust has also been busy delivering benefits to the people through its strategic aim to help develop "Effective Te Arawa Iwi, Prosperous Te Arawa Whānau and a Healthy Te Arawa Moana".

In 2013, we distributed \$130,000 to our 11 Iwi to support community initiatives that assist the efforts of our iwi organisations to benefit their people. These distributions are made every year. We also continue to help our people through the supply of seafood to all tangihanga held on Te Arawa marae.

We continued to support the goal for Prosperous Te Arawa Whanau with the allocation to the Te Arawa 500 Tertiary Scholarship Programme of more than \$50,000 in 2013. Our recipients stayed at Hei Marae at Manoeka for a weekend wānanga to help them maintain their connection with Te Arawa. We also continued with the Te Arawa Fisheries Seafood Industry Training Programme to help our people undertake seafood training at the Bay of Plenty Polytechnic in 2014.

We are happy to present this report and look forward to a successful and prosperous 2014..

Piki te ora



Shane Heremaia  
General Manager



## PART 1: GROUP OVERVIEW

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Te Kotahitanga o Te Arawa Waka Fisheries Trust Board was legally established on 19 December 1995 by a deed of trust. In order for the Trust to receive assets in settlement of Te Arawa's claims to commercial fisheries under the Māori Fisheries Act 2004, changes were made in relation to the Trust pursuant to a deed dated 26 July 2006 which included the establishment of the Companies to hold and manage the assets. Te Ohu Kaimoana approved the Trust as a mandated Iwi organisation to receive the assets and Te Arawa Fisheries Holding Company Limited as the asset holding company in September 2006 which facilitated the transfer of Te Arawa's fisheries settlement assets that we now hold.

### OUR TRUST

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The Trust is a charitable trust and the objects under its deed of trust are to support advancement in fishing and other skills for the benefit of Te Arawa, represent Te Arawa in relation to fisheries matters, receive fisheries assets, establish an effective organisation, support Te Arawa in training and education, promote the management of our customary and commercial fisheries and maintain communication with the people.



The Trust presently consists of 11 elected members representing each of the Te Arawa Iwi recognized for fisheries purposes under the Māori Fisheries Act 2004 who are listed below.

#### **Trustees of the Trust**

Ron Roberts (Chair)  
Kiri Potaka Dewes  
Paeraro Awhimate  
Willie Emery  
Punohu McCausland  
Kahuariki Hancock  
Cedric Forrest  
Huru Maika  
Chris Clarke  
Manu Malcolm (Deputy Chair)  
Tony Wihapi

#### **Te Arawa Iwi under Māori Fisheries Act 2004**

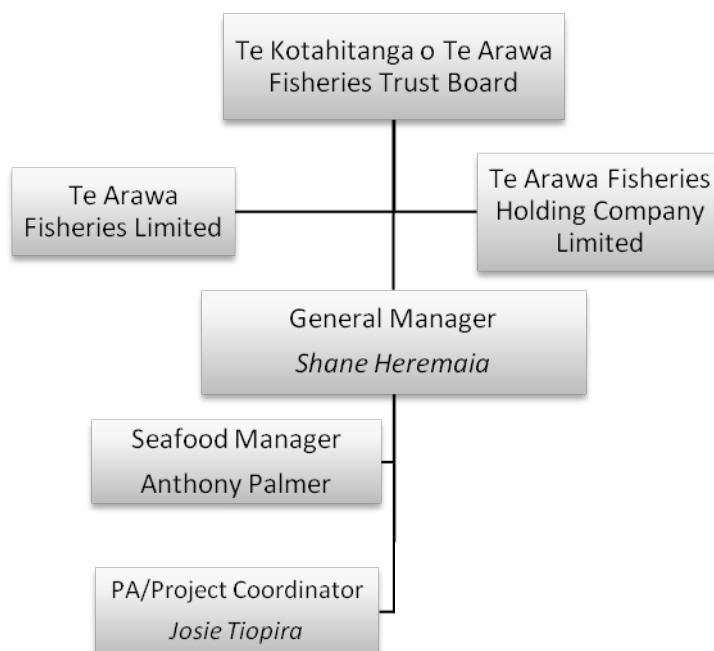
Te Ure o Uenukukopako/Ngāti Whakaue  
Ngāti Rangiteaorere  
Ngāti Makino  
Ngāti Pikiāo  
Waitaha  
Ngāti Rangiwewehi  
Ngāti Tahu/Ngāti Whaoa  
Tuhourangi  
Ngāti Rangitihi  
Ngāti Tarāwhai  
Tapuika

The term of the current trustees is three years. Elections were held in October 2013. Six Trust board meetings per year are held.

## OUR STAFF

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The Trust has established an organisational structure to assist the development of the business and activities of the Parent and the Companies which consists of a General Manager, Shane Heremaia, and PA/Project Co-ordinator, Josie Tiopira, who are based at our offices at 1256 Arawa Street, Rotorua and Seafood Manager, Anthony Palmer. The chart below shows the organisational structure.



## OUR BENEFICIARIES

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The Trust maintains a register of its beneficiaries. A beneficiary is any Te Arawa person who has completed a registration form that is approved and recorded in the register. A Te Arawa person is any individual who is descended from a Te Arawa ancestor, not including whangāi.

## OUR COMMITTEES

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The Board has established two committees to assist it with its activities. The Kaunihera Kōeke is a council of kōeke that advises the Board on tikanga, cultural, matauranga, whakapapa and te reo issues, as required. Each Te Arawa Iwi may appoint two kōeke, one male and one female, to the Kaunihera Kōeke. The Board has also established a Beneficiaries Registration Committee which considers all applications submitted for registration on the Beneficiaries Register and verifies, accepts or declines the application as to whether any applicant is Te Arawa.

## OUR COMPANIES

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While the Trust is the mandated Iwi organisation with ultimate responsibility for Te Arawa's fisheries assets, the Trust established an additional entity to hold the assets, Te Arawa Fisheries Holding Company Limited, and another body to manage them, Te Arawa Fisheries Limited.



These Companies are wholly-owned subsidiaries of the Parent with direct responsibility for the management of assets. The Parent has appointed the same directors to all of these Companies who are listed below:

**Directors**

Ron Roberts (Chair)

Punohu McCausland

Clinton Hemana

Peter Reid

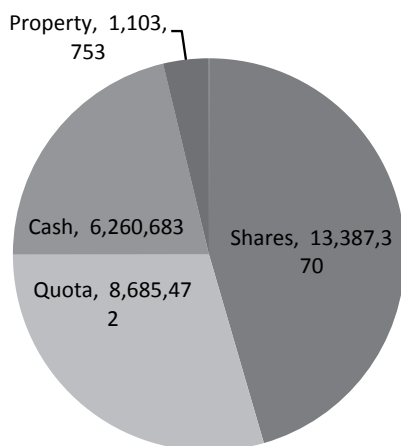
The term of the current directors is three years. Six board meetings per year are held. In addition, other companies have been established to effect the operations of our business which are not audited but are included in the group figures: Te Arawa Fisheries ICP Limited, Te Arawa Fresh Limited, Te Arawa Fisheries Properties Limited and Te Arawa Fisheries LFR Limited.

**OUR ASSETS**

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The assets received by the Trust consisted of fishing quota, shares in Aotearoa Fisheries Limited and cash which were valued at \$23.7m in total at September 2006. The quota, shares and most of the Group’s cash are held within Te Arawa Fisheries Holding Company Limited. The chart below shows the current values of each asset group. The quota, shares and cash produce an annual income. The quota generates an Annual Catch Entitlement (ACE) which we then sell. Our cash assets are presently invested in term deposits. The shares in Aotearoa Fisheries Limited produce an annual dividend. In 2012, Te Arawa Fisheries invested in Port Nicholson Fisheries in Wellington. In 2013, the Te Arawa Fresh Seafood store at the Redwood Centre in Rotorua was established.

Value of Group Assets (\$)



**OUR BUSINESS**

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The role of the Trust is to exercise a governance role in relation to those assets via the Companies and manage and distribute the benefits in accordance with our charitable objects. The function of the Companies is to hold, manage and grow the assets on behalf of the Parent as shareholder.

## PART 2: THE TRUST

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### ANNUAL REPORT 2013

Since receipt of Te Arawa's fisheries assets, the Parent and its Companies have concentrated on prudent investment of the assets to produce revenue which has then been reinvested or utilised in the provision of initiatives that deliver benefit to our beneficiaries. This Annual Report provides a review of the Trust's financial performance and commentary on those initiatives for 2013.

### FINANCIAL PERFORMANCE 2013

For the year ending 30 September 2013, the Trust received total revenue of \$1,460,172 which included a combined dividend from the Companies of \$1,105,362 and interest of \$33,993. Total revenue was considerably more than the \$561,703 received in the previous year due to the dividend including Maori Authority Tax Credits attached to AFL's issue of bonus shares. The Trust's expenses increased from \$423,007 in 2012 to \$455,575 in 2013 due to increased distributions through the iwi partnership and scholarship programmes. The net surplus for the period was \$1,004,597.

Total equity in the Trust increased from \$1,433,236 to \$2,437,833 which resulted from the net surplus.

### STRATEGIC GOAL 1: IWI ASSISTANCE

#### Te Arawa Fisheries Iwi Partnership Programme

In 2009, we established the Te Arawa Fisheries Iwi Partnership Programme. Grants of up to \$10,000-\$20,000 were made available on application, to organisations representing each of our 11 Iwi. The funding was available to deliver community initiatives of direct benefit to Iwi members. We were proud to have assisted all 11 Iwi through this programme.

#### Pataka Kai

Since September 2007, the Trust has provided seafood at a market value of around \$250 to each tangihanga held on a Te Arawa marae within the rohe upon receipt of a request by our office. The purpose of this initiative is to support our bereaved whānau to host those attending to pay their respects. More than 200 whānau have now received seafood since this initiative commenced worth a total value of over \$50,000.

### STRATEGIC GOAL 2: SKILLED EMPLOYMENT

#### Te Arawa 500 Tertiary Scholarship Programme

In 2007, the Trust formed the view that the economic circumstances of Te Arawa would be improved by assisting the development of our people into higher skilled employment through education. A scholarship programme to support Te Arawa descendants with the significant costs of pursuing a tertiary education was established to assist our people in securing better jobs and higher incomes.

The aim of the Te Arawa 500 Tertiary Scholarship Programme is to get 500 Te Arawa people into skilled employment by 2020. In 2013 over 50 recipients received more than \$50,000 in scholarships. Feedback on the efficacy of the programme was extremely positive and the results achieved are monitored. A wānanga was held at Hei Marae at Manoeka on for our recipients to help maintain their connection to Te Arawa.

## Te Arawa Fisheries Seafood Industry Training Programme

The Trust developed this programme to assist Te Arawa people into careers in seafood. The Seafood Training Programme provides this funding for Te Arawa people to study a Certificate in Maritime and Fishing Technology at the Bay of Plenty Polytechnic. The Certificate is an introductory course that gives participants a taste of the types of careers that they can pursue in the seafood industry, such as deck hand, commercial fisherman, launchmaster, radio operator, skipper, master or watch keeper. Successful recipients each received \$1,000 each for the 2013 academic year.

## STRATEGIC GOAL 3: PROTECTION OF MARINE ENVIRONMENT

### Healthy Te Arawa Moana Plan

In 2009, we also developed a Te Arawa Moana plan which sets out our strategy for protecting our marine environment and we are grateful to our Iwi that participated in its development. That plan will form the basis of an annual plan which will determine our ongoing support of customary fisheries initiatives.

The Trust implemented our Te Arawa Moana Plan through initiatives aimed at protecting our customary fisheries and marine environment such as the Maketu Taiapure Trust. The Trust is a committee set up to manage a 60 kilometre long stretch of coastal water centred on Okurei Point and including the Maketu and Little Waihi estuaries on behalf of tangata whenua. In 2013, the Trust provided funds to support the operations of the Trust, participation by the Trust representative, Willie Emery, who chairs the Committee and projects aimed at starfish eradication and shellfish surveying. The Committee provided reports on the outcomes achieved which were very positive.

The Trust also maintained strategic relationships with other Iwi in the region and the Ministry of Fisheries in developing strategies to protect our moana. The Trust funded and supported Te Arawa's participation through trustee Willie Emery in a forum of Bay of Plenty Iwi. In 2006, the Ministry of Fisheries entered into a partnership with these Iwi which is called Mai i ngā Kuri ā Whārei ki Tihirau. This regional forum was established for the purpose of meeting the Crown's obligations in accordance with the 1992 Deed of Settlement for the fisheries settlement. Discussions between the Ministry of Fisheries and participating Iwi are continuing with the objectives of furthering the interests of Iwi in the area of customary fishing matters and facilitating the achievement of the spirit and intent of the Customary Fishing Regulations 1998.

### Allocation and Aquaculture

The inshore quota component of Te Arawa's fisheries settlement has been received from Te Ohu Kai Moana. The Crown is still to settle with Te Arawa Iwi in relation to pre-commencement aquaculture space. Settlement will similarly require agreement as to shares.

## STRATEGIC GOAL 4: GOVERNANCE OF COMMERCIAL ENTITIES

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### Governance

In 2013, the fisheries settlement assets were held and managed by our subsidiary companies, Te Arawa Fisheries Limited and Te Arawa Fisheries Holding Company Limited. However, it is important for Te Kotahitanga o Te Arawa Waka Fisheries Trust Board as the parent body to exercise strategic governance over these entities. The Trust achieved this objective through the process for review and approval of the Annual Report, Strategic Plan, Annual Plan, Budget and Reports of the Companies.

## STRATEGIC GOAL 5: LEADERSHIP

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A number of objectives were achieved to assist our role as a leader in our areas of strategic importance including:

- Social Media – Development and maintenance of Te Arawa Fisheries page on Facebook.
- Website – Maintenance of Te Arawa Fisheries website with online registration and scholarship application capability;
- Reporting – Presentation of Annual Report and Annual Plan;
- Costs Management – Operational expenses maintained at less than 40% of Trust revenue;
- Registrations – Continued increase in registrations;



## STRATEGIC PLAN 2008-2020

Within the scope of the charitable objectives set out in its deed of trust, the Trust has developed a Strategic Plan for the period 2008 to 2020. The Mission, Vision, Values and Strategic Goals of that Strategic Plan are set out below.

### MISSION

Kia whakakotahi tātou o Te Arawa Waka ki raro i te maru o ngā taonga o Tangaroa mō ngā whakatipuranga o Te Arawa

### VISION

Effective Te Arawa Iwi  
Prosperous Te Arawa whānau  
Healthy Te Arawa moana

### VALUES

Tino Rangatiratanga  
Tikanga  
Kaitiakitanga  
Treaty of Waitangi  
Accountability

### STRATEGIC GOALS

Our Te Arawa Iwi supported for success  
Our Te Arawa people assisted into skilled employment  
Our Te Arawa marine environment protected and preserved for our future generations  
Our commercial entities strategically governed to meet our aspirations  
Our organisation recognised as a leader in our areas of strategic importance

# ANNUAL PLAN 2013/2014

## STRATEGIC GOAL 1

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Our Te Arawa Iwi supported for success

<b>Objective:</b>	1.1 Iwi Support - Provide financial assistance to our Iwi organisations to deliver a specific initiative
	11 iwi projects completed by 30 September 2014

<b>Objective:</b>	1.2 Pataka Kai - Provide seafood for each of our tangihanga held on a Te Arawa marae
<b>Indicator:</b>	100% of notified tangihanga supported in 2014

## STRATEGIC GOAL 2

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Our Te Arawa People Assisted Into Skilled Employment

<b>Objective:</b>	2.1 Te Arawa Seafood Industry Training Programme
<b>Indicator:</b>	Participants supported through their tertiary studies by 30 September 2014

<b>Objective:</b>	2.2 Te Arawa 500 Programme
<b>Indicator:</b>	Scholars supported through their tertiary studies by 30 September 2014

<b>Objective:</b>	2.3 Hold a wananga for Te Arawa 500 and Seafood Training Programme recipients
<b>Indicator:</b>	Attendees report stronger Te Arawa connection

<b>Objective:</b>	2.4 Implement Seafood Work Experience Programme
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<b>Indicator:</b>	Participants provided with training and employment opportunities through work experience in seafood industry
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<b>Objective:</b>	2.5 Investigate Rangatahi Development Programme
<b>Indicator:</b>	Development of proposal for Rangatahi Development Programme

### STRATEGIC GOAL 3

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Our Te Arawa Marine Environment Protected and Preserved for our Future Generations

<b>Objective:</b>	3.1 Healthy Te Arawa Moana Plan – Identify customary fisheries initiatives for support
<b>Indicator:</b>	Identified customary fisheries initiatives supported

<b>Objective:</b>	3.3 Aquaculture Settlement
<b>Indicator:</b>	Settlement received by 30 September 2014

### STRATEGIC GOAL 4

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Governance of Commercial Entities

<b>Objective:</b>	4.1 Governance – Review and approval of annual report, Strategic Plan, Annual Plan, Budget and Reports of the Companies.
<b>Indicator:</b>	All documentation reviewed and approved by 30 September 2014

### STRATEGIC GOAL 5

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Leadership

<b>Objective:</b>	5.1 Reporting – Meet annual reporting requirements
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<b>Indicator:</b>	Annual Report and Annual Plan presented to beneficiaries
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<b>Objective:</b>	5.2 Social Media – Regular updates to beneficiaries
<b>Indicator:</b>	Feedback via social media

<b>Objective:</b>	5.3 Registrations - Implement Registration Project
<b>Indicator:</b>	Five percent total increase in registrations in 2014

<b>Objective:</b>	5.4 Koha Fund – Support suitable kaupapa
<b>Indicator:</b>	Suitable kaupapa supported

<b>Objective:</b>	5.5 Website – Update website
<b>Indicator:</b>	Update website.

<b>Objective:</b>	5.6 Costs Management – Maintain operational costs at appropriate level
<b>Indicator:</b>	Maintain operational costs at no more than 45% of total income



## PART 3: THE COMPANIES

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### ANNUAL REPORT 2013

#### FINANCIAL PERFORMANCE

These figures are based on the Companies' Annual Accounts without eliminating inter-entity transactions within the Group.

In the 2013 financial year, the Companies received an income of \$2,677,057 which was significantly more than the previous year's of \$1,254,205 due to receipt of Maori Authority Tax Credits attached to AFL's issue of bonus shares but offset by lower revenue from deepwater ACE trading. Expenses were \$466,333 which was higher than the year before due to the shared costs of the Group being moved from the Parent to the Companies. The net surplus in 2013 rose to \$2,210,724. Total equity in the Companies increased to \$27,416,076 as a result of the net surplus achieved by the Companies.

#### QUOTA ASSETS

Te Arawa's entire settlement quota is held by Te Arawa Fisheries Holding Company Limited as our asset holding company. It comprises fishing quota valued at \$8,059,229. In addition, the Companies have acquired other fishing quota to a value of \$626,243

Te Arawa Fisheries utilized its ACE through the Iwi Collective Partnership (ICP). The ICP manages over 15,000 tonnes of fish annually on behalf of 12 north island Iwi, including Te Arawa. The seafood products derived from this multi-million dollar business are sold in New Zealand, Australia, the Pacific Islands, Korea, China, Japan, Singapore, Russia, the United Kingdom and the USA in partnership with New Zealand's leading seafood companies including Moana Pacific, Sanford, Pelco and Tahi Marine. The ICP is the biggest collective of Iwi in the fisheries sector comprising representatives from Nga Rauru, Ngaiterangi, Ngati Awa, Ngati Manawa, Ngati Porou, Ngati Ruanui, Taranaki Iwi, Ngaitai, Te Rarawa, Ngati Tuwharetoa, Whakatohea and Te Arawa.

In co-operation with the ICP, we have invested in a joint venture with other iwi interests in the acquisition of a lobster business in Wellington, Port Nicholson Fisheries.

#### CASH ASSETS

The Group held cash of \$1,386,000 at settlement in September 2006. At 30 September 2013, the Group held \$6,260,683 in cash.

#### SHARES IN AOTEAROA FISHERIES LIMITED

The Trust received, as part of the settlement, shares in Aotearoa Fisheries Limited which were valued at \$13,308,300 in 2007 and 2008. Aotearoa Fisheries Limited pays 40 percent of its NPAT as an annual dividend.

#### TE ARAWA FRESH SEAFOOD

In April 2013, the Te Arawa Fresh Seafood store at the Redwood Centre opened providing seafood retail/wholesale and takeaways to the city of Rotorua. The store employed 7 staff of Te Arawa descent. In October 2013, the unit in which the store is located was also purchased.

## STRATEGIC PLAN 2007-2014

The Companies have developed a Strategic Plan for the period 2007 to 2014. The Mission, Vision, Values, Business Model and Strategic Priorities of that Strategic Plan are set out below.

### VISION

Te Arawa leading innovative global kaimoana opportunities

### MISSION

To lead Te Arawa to sustainable earnings from the entire Kaimoana value chain through innovative and collaborative uses of global and local opportunities

### COMPANY VALUES

Environmental sustainability drives us;  
Strategic partnerships are important to us;  
Our competitors respect us;  
Our suppliers prefer us;  
Our employees love working for us;  
Our Iwi value us;  
Our shareholders value us;  
Integrity and honesty direct us;

### BUSINESS MODEL

Forming strategic partnerships in all its investments  
Seeking a diverse portfolio of aquatic species investments  
Growing an aquaculture portfolio and select high return species  
Using market intelligence to develop vertically integrated value chains  
Developing value-added products to gain higher margins through this process  
Identifying and managing business risk

### STRATEGIC PRIORITIES

Optimized growth and stable quota share revenue  
Kōura commercial development implemented  
Investment in aquaculture secured  
Company resourced and managed according to best practice  
Research and development strategy agreed and implemented  
Return on assets of 3% above the risk-free rate

# ANNUAL PLAN 2013/2014

## STRATEGIC PRIORITY 1

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Stable quota share revenue

Objective:	1.1 Quota Purchase - Continued acquisition of suitable quota
Indicator:	Review of quota purchases made

Objective:	1.2 ACE Management – Management of ACE holdings through Iwi Collective Partnership
Indicator:	ACE holdings managed through Iwi Collective Partnership

## STRATEGIC PRIORITY 2

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Seafood Commercial Development

Objective:	2.1 Retail/Wholesale - Implement seafood retail/wholesale/takeaways project
Indicator:	Implementation of seafood retail/wholesale/takeaways project

Objective:	2.2 Seafood Opportunities – Investigate commercial seafood opportunities
Indicator:	Review completed of potential opportunities in seafood

Objective:	2.3 Vertically Integrated Seafood Business
Indicator:	Review of opportunities for vertical integration into supply chain

## STRATEGIC PRIORITY 3

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Best practice

Objective:	3.1 Strategic Plan/Annual Plan – Review Strategic Plan and develop Annual Plan
Indicator:	Reviewing the vision and developing a plan on an annual basis

Objective:	3.2 Reporting – Develop and present Annual Report and Annual Plan
Indicator:	Annual Report and Annual Plan presented at Annual Meeting in March 2014.

## STRATEGIC PRIORITY 4

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Return on Income-Generating Assets

Objective:	4.1 Return - Achieve a minimum return on investment of 3 percent above the risk-free rate
Indicator:	Minimum return on investment of 3 percent above the risk-free rate

## APPENDIX 1: MINUTES OF ANNUAL MEETING 2013

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TE ARAWA FISHERIES ANNUAL MEETING HELD ON WEDNESDAY 13 MARCH 2013 AT TAPUAEKURA(RAKEIAO) MARAE, CURTIS RD, ROTOITI AT 6:00P.M.

Mihimihi/Karakia: Ron Roberts

In Attendance: Ron Roberts – Chairman, Willie Emery, Paeraro Awhimate, Andre Paterson, Tangihaere Macfarlane, Punohu McCausland, Huru Maika, Manu Malcolm, Peter Reid, Jillian Naera, Leonie Rahurahu, Shane Heremaia, Pare Hakaraia, Josie Tiopira, , George Epapara and Tame McCausland, Te Hira Haimona, Te Rongo Curtis, Toby Curtis, Tukiterangi Curtis, Renata Curtis, Kahuariki Hancock, Rikihana Hancock, John Fenwick, Toro Bidois, Te Rangikaheke Bidois, Anthony Palmer, Shannon Taia, Lauren James, Gina Mohi, Manuka Curtis and Cedric Forrest.

Apologies: Ana Morrison and Greg Allen.

*Resolution 1: That the apologies of the Annual General Meeting of Te Arawa Fisheries 13 March 2013 be accepted.*

*Moved: Willie Emery*

*Seconded: Punohu McCausland*

*CARRIED*

### Chairman's Report – Ron Roberts

The Chairman presented the message from the Chair provided in the Annual Report highlighting that the first dividend is to be received from Aotearoa Fisheries Ltd and that investigations are being undertaken into a seafood outlet.

*Resolution 2: That the Chairman's Report to the Annual General Meeting of Te Arawa Fisheries held 13 March 2013 be accepted.*

*Moved: Andre Paterson*



*Seconded: Peter Reid*

*CARRIED*

Trust Annual Report 2012 and Annual Plan 2013– Shane Heremaia (General Manager)

The General Manager presented the Trust's Annual Report. The General Manager also noted the importance of reporting back and to receive feedback on what we are doing. Acknowledgement was also given to past trustees.

The Trust's Annual Plan for 2013 focused on continuing the delivery of Pataka Kai, Scholarships and Iwi Partnership Funding. The General Manager highlighted the implementation of the Seafood Training programme focusing on encouraging beneficiaries into careers within the seafood industry.

Companies' Annual Report 2012 and Annual Plan 2013 – Shane Heremaia (General Manager)

The General Manager presented the Companies' Annual Report for 2012 and Annual Plan for 2013.

The General Manager highlighted that the Companies' annual plan for 2013 will focus on the areas of Quota Acquisition, Seafood Retail Outlet opportunities, ACE Management, ICP and Aquaculture.

*Resolution 3: That the Trust and Companies' Annual Reports 2012 and Annual Plans 2013 to the Annual General Meeting of Te Arawa Fisheries held 13 March 2013 be accepted.*

*Moved: Ron Roberts*

*Seconded: Peter Reid*

*CARRIED*

Resolutions:

Resolutions concerning the minutes of the previous meeting, Annual Reports for 2011 and 2012 of Te Arawa Fisheries and the appointment and reports of the auditor.

*Resolution 4: That the minutes of the 14 March 2012 Annual Meeting of Te Kotahitanga o Te Arawa Waka Fisheries Trust Board be accepted as a true and correct record.*

*Moved: William Emery*

*Seconded: Ron Roberts*

*CARRIED*

*Resolution 5:*

*Agree to receive the Annual Reports for 2011/2012 of Te Arawa Fisheries (which includes Te Kotahitanga o Te Arawa Waka Fisheries Trust Board, Te Arawa Fisheries Limited and Te Arawa Fisheries Holding Company Limited) and the reports of the auditor.*

*Moved: Willie Emery*

*Seconded: Tangihaere Macfarlane*

*CARRIED*

*Resolution 6:*

*That KPMG be reappointed as auditor for Te Arawa Fisheries (which includes Te Kotahitanga o Te Arawa Waka Fisheries Trust Board, Te Arawa Fisheries Limited, Te Arawa Fisheries ICP Limited and Te Arawa Fisheries Holding Company Limited) to:*

*-hold office until the end of the next Annual Meeting;*

*-audit the financial statements of Te Kotahitanga o Te Arawa Waka Fisheries Trust Board (which includes Te Arawa Fisheries Limited, Te Arawa Fisheries ICP Limited and Te Arawa Fisheries Holding Company Limited) for the next accounting period; and*

*-agree to authorise the trustees of Te Kotahitanga o Te Arawa Waka Fisheries Trust Board and the directors of Te Arawa Fisheries Limited, Te Arawa Fisheries ICP Limited and Te Arawa Fisheries Holding Company Limited to fix the auditor's remuneration for the ensuing year.*

*Moved: Ron Roberts*

*Seconded: Peter Reid*

*CARRIED*

General Business

Te Kotahitanga o Te Arawa Waka Fisheries Trust Board Trustees and Te Arawa Fisheries Holding Company Limited Directors were introduced.

Discussions were had around pataka kai and the assistance it provides to the iwi, Scholarship Grants; and Iwi Funding available. A query was raised regarding support for rangatahi which the chairman said would be discussed further at the board meeting to follow.

Karakia: Ron Roberts

Meeting Closed: 7:30.pm.

Chairman Verified: \_\_\_\_\_

## APPENDIX 2: AGENDA OF ANNUAL MEETING 2014

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Agenda of Annual Meeting of Te Arawa Fisheries to be held Wednesday 19 March 2014 at Ohaaki Marae at 6.00pm

Karakia

1. Apologies
2. Message from the Chair
3. Trust Annual Report 2013 and Annual Plan 2014
4. Companies Annual Report 2013 and Annual Plan 2014
5. Appointment of Auditors
6. Resolutions
7. General Business

Karakia



**APPENDIX 3: FINANCIAL STATEMENTS & AUDITOR'S REPORTS**

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**TE KOTAHITANGA O TE ARAWA WAKA FISHERIES TRUST BOARD  
ROTORUA**

**FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

**I N D E X**

<u>PAGE:</u>	
1 - 3	DIRECTORY
4	STATEMENT OF FINANCIAL PERFORMANCE
4	STATEMENT OF MOVEMENTS IN EQUITY
5	STATEMENT OF FINANCIAL POSITION
6 - 12	NOTES TO THE FINANCIAL STATEMENTS
13 - 14	AUDIT REPORT



# TE KOTAHITANGA O TE ARAWA WAKA FISHERIES TRUST BOARD ROTORUA

## DIRECTORY

**PRINCIPAL ACTIVITY:** The principal activities are fisheries management on behalf of participating Iwi of Te Arawa Waka.

Kia whakakotahi tatou o Te Arawa Waka ki raro I te maru o nga uri hua a Tanagroa mo nga whakatipuranga o Te Arawa.

<b>TRUSTEES:</b>	<b>NAME</b>	<b>NGA IWI O TE ARAWA</b>
	Mr R Roberts - Chairman	Te Ure O Uenukukopako
	Mrs K Potaka-Dewes – Deputy Chair	Ngati Rangiteaorere
	Mr P Awhimate	Ngati Makino
	Mr W Emery	Ngati Pikia
	Mr A Paterson	Ngati Rangitihia
	Mrs P McCausland	Waitaha
	Mr H Maika	Tuhourangi
	Mrs T Macfarlane	Ngati Rangiwewehi
	Mr M Malcolm	Ngati Tarawhai
	Mr R Te Whare	Ngati Tahu/Ngati Whaoa

**ACCOUNTANTS:** Cookson Forbes & Associates Ltd  
Chartered Accountants  
96 Waioweka Road  
PO Box 541  
OPOTIKI

**BANKERS** Westpac  
P O Box 1341  
ROTORUA

**SOLICITORS:** Kahui Legal  
Level 3  
Dunbar Sloane Building  
32 Waring Taylor Street  
PO Box 1654  
WELLINGTON

**AUDITOR:** KPMG  
Chartered Accountants  
247 Cameron Road  
TAURANGA

**TE KOTAHITANGA O TE ARAWA WAKA FISHERIES TRUST BOARD  
ROTORUA**

**DIRECTORY**

---

**WHOLLY OWNED SUBSIDIARIES:**

**Te Arawa Fisheries Limited**

Registered Office: 10/5 Tarawera Road  
ROTORUA

Company Number: 851243

Directors: R H Roberts  
P Reid  
S Burns (Resigned 13/11/12)  
P McCausland  
C Hemana

**Te Arawa Fisheries Holding Company Ltd**

Registered Office: 10/5 Tarawera Road  
ROTORUA

Company Number: 1853842

Directors: R H Roberts  
P Reid  
S Burns (Resigned 13/11/12)  
P McCausland  
C Hemana

**Te Arawa Fisheries ICP Ltd**

Registered Office: 10/5 Tarawera Road  
ROTORUA

Company Number: 3159005

Directors: R H Roberts  
P Reid  
S Burns (Resigned 13/11/12)  
P McCausland  
C Hemana

**TE KOTAHITANGA O TE ARAWA WAKA FISHERIES TRUST BOARD  
ROTORUA**

**Te Arawa Fresh Ltd**

Registered Office: 10/5 Tarawera Road  
ROTORUA

Company Number: 3974178

Directors: R H Roberts  
S Heremaia

**Te Arawa Fresh LFR Ltd (non-trading)**

Registered Office: 10/5 Tarawera Road  
ROTORUA

Company Number: 4591301

Directors: R H Roberts  
S Heremaia

**Te Arawa Fisheries Properties Ltd**

Registered Office: 10/5 Tarawera Road  
ROTORUA

Company Number: 4550818

Directors: R H Roberts  
S Heremaia

**Arawa Fisheries Mussels Limited (dormant)**

Registered Office: 10/5 Tarawera Road  
ROTORUA

Company Number: 1224026

Directors: R H Roberts  
T Williams

TE KOTAHITANGA O TE ARAWA WAKA FISHERIES TRUST BOARD

	<u>GROUP</u>		<u>PARENT</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
<u>STATEMENT OF FINANCIAL PERFORMANCE</u>				
<u>FOR THE YEAR ENDED 30TH SEPTEMBER 2013</u>				
TOTAL REVENUE (Note 5)	3,512,674	1,595,338	1,460,172	561,703
LESS: TOTAL EXPENSES (Note 6)	<u>1,377,666</u>	<u>906,794</u>	<u>455,575</u>	<u>423,007</u>
<u>NET SURPLUS</u>	<u>2,135,008</u>	<u>688,544</u>	<u>1,004,597</u>	<u>138,696</u>


STATEMENT OF MOVEMENTS IN EQUITY  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013


<u>EQUITY AT BEGINNING OF YEAR</u>	27,302,270	25,690,581	1,433,236	1,294,540
Net Surplus	2,135,008	688,544	1,004,597	138,696
Fisheries Asset Settlement (Note 10)	-	923,145	-	-
<u>EQUITY AT END OF YEAR</u>	<u>29,437,278</u>	<u>27,302,270</u>	<u>2,437,833</u>	<u>1,433,236</u>



TE KOTA HITANGA O TE ARAWA WAKA FISHERIES TRUST BOARD

	<u>GROUP</u>		<u>PARENT</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
<b><u>STATEMENT OF FINANCIAL POSITION</u></b>				
<b><u>AS AT 30TH SEPTEMBER 2013</u></b>				
<b><u>CURRENT ASSETS</u></b>				
Bank (Note 7)	445,508	963,178	113,517	79,788
Accounts Receivable	234,692	146,336	1,215,806	544,730
Prepayments	6,630	12,368	3,529	2,763
Inland Revenue Department - MAC/RWT refund due	1,511,707	106,844	-	1,160
Fish Retail Development in Progress (Note 2)	4,875	11,627	-	-
Goods & Services Tax Receivable	-	14,922	-	-
<b><u>TOTAL CURRENT ASSETS</u></b>	<b><u>2,203,412</u></b>	<b><u>1,255,275</u></b>	<b><u>1,332,852</u></b>	<b><u>628,441</u></b>
<b><u>NON CURRENT ASSETS</u></b>				
Property, Plant & Equipment (Note 8)	1,103,753	43,119	2,190	42,958
<b><u>TOTAL NON CURRENT ASSETS</u></b>	<b><u>1,103,753</u></b>	<b><u>43,119</u></b>	<b><u>2,190</u></b>	<b><u>42,958</u></b>
<b><u>INVESTMENTS</u></b>				
Term Deposits	4,279,479	4,035,494	796,581	426,982
Debentures - Equitable Group Limited	797	1,184	-	-
Shares - Te Arawa Fisheries Ltd	-	-	100	100
Shares - Te Arawa Fisheries Holding Co Ltd	-	-	441,237	441,237
Fishing Quota - Purchased	626,243	626,243	-	-
Fishing Quota - Allocated	8,059,229	8,059,229	-	-
Shares - Aotearoa Fisheries Limited	13,308,300	13,308,300	-	-
Investment - ICP Koura Facilities LP	79,070	102,162	-	-
<b><u>TOTAL INVESTMENTS</u></b>	<b><u>26,353,118</u></b>	<b><u>26,132,612</u></b>	<b><u>1,237,918</u></b>	<b><u>868,319</u></b>
<b><u>TOTAL ASSETS</u></b>	<b><u>29,660,283</u></b>	<b><u>27,431,006</u></b>	<b><u>2,572,960</u></b>	<b><u>1,539,718</u></b>
<b><u>CURRENT LIABILITIES</u></b>				
Accounts Payable and Accruals	108,844	58,656	33,322	26,769
Iwi Funds Approved and Held (Note 4c)	10,080	10,080	10,080	10,080
Iwi Partnership Funds Approved and Held (Note 4c)	85,000	60,000	85,000	60,000
Goods and Services Tax Payable	19,081	-	6,725	9,633
<b><u>TOTAL CURRENT LIABILITIES</u></b>	<b><u>223,005</u></b>	<b><u>128,736</u></b>	<b><u>135,127</u></b>	<b><u>106,482</u></b>
<b><u>TOTAL LIABILITIES</u></b>	<b><u>223,005</u></b>	<b><u>128,736</u></b>	<b><u>135,127</u></b>	<b><u>106,482</u></b>
<b><u>EXCESS ASSETS OVER LIABILITIES</u></b>	<b><u>29,437,278</u></b>	<b><u>27,302,270</u></b>	<b><u>2,437,833</u></b>	<b><u>1,433,236</u></b>
<b><u>REPRESENTED BY</u></b>				
<b><u>TOTAL EQUITY (Note 9)</u></b>	<b><u>29,437,278</u></b>	<b><u>27,302,270</u></b>	<b><u>2,437,833</u></b>	<b><u>1,433,236</u></b>

  
 Chairman  
 13/12/13  
 Date

  
 Trustee  
 13/12/13  
 Date





# TE KOTAHITANGA O TE ARAWA WAKA FISHERIES TRUST BOARD ROTORUA

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30TH SEPTEMBER 2013

### 1 STATEMENT OF ACCOUNTING POLICIES

#### Reporting Entity

Te Kotahitanga o Te Arawa Waka Fisheries Trust Board (the "Trust" or "Parent") is a Charitable Trust incorporated under the Charitable Trusts Act 1957, which prepares its financial statements in accordance with New Zealand generally accepted accounting practice (NZGAAP) which in the case of Te Kotahitanga o Te Arawa Waka Fisheries Trust Board means statements of standard accounting practice and financial reporting standards.

The Trust was incorporated on 10 January 1996 under the Charitable Trusts Act 1957 (HN/709540), and commenced trading on 14 December 1993 under the administration of Te Arawa Maori Trust Board. It was then subsequently transferred to Te Kotahitanga o Te Arawa Waka Fisheries Trust Board on 14 December 1994.

Financial statements for Te Kotahitanga o Te Arawa Waka Fisheries Trust Board (the "Trust") and consolidated financial statements are presented. The consolidated financial statements comprise the Trust, and its subsidiaries (the "Group").

#### Subsidiaries

Subsidiaries are those entities controlled, directly or indirectly, by the Trust. The financial statements of subsidiaries are included in the consolidated financial statements using the purchase method. The effects of intra-group transactions are eliminated in preparing these financial statements.

#### Measurement Base

The accounting principles recognised as appropriate for the measurement and reporting of financial performance and financial position on a historical cost basis are followed by the Trust.

#### Differential Reporting

The Trust qualifies for differential reporting as it is not publicly accountable and it is a small entity. The Trust has taken advantage of all differential reporting exemptions.

#### Specific Accounting Policies

The following specific accounting policies which materially affect the measurement of financial performance and the financial position have been applied:

##### Revenue

Revenue from the sale of fish quota is measured at fair value of the consideration received or receivable and revenue is recognised when significant risks and rewards of ownership have been transferred to the buyer. Revenue from services rendered is recognised in profit or loss in proportion to the stage of completion of the transaction at the reporting date. The stage of completion is assessed by reference to surveys of work performed. Interest is recorded as income when received or accrued in respect of the period in which it was earned. Revenue from the sale of retail goods is recognised at the point of sale when delivery takes place and the associated risks and rewards of ownership have passed to the customer.

##### Accounts Receivable

Accounts Receivable are stated at their estimated net realisable value.

##### Operating Leases

Operating lease payments, where the lessors effectively retain substantially all the risks and benefits of ownership of the leased items, are included in the determination of the net surplus in equal installments over the lease term.



# TE KOTAHITANGA O TE ARAWA WAKA FISHERIES TRUST BOARD ROTORUA

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30TH SEPTEMBER 2013

### Fixed Assets

Fixed assets are recorded at cost less accumulated depreciation. Depreciation has been calculated using the following rates:

Furniture & Fittings	11.4% - 39.6%	Diminishing Value
Office Equipment	13% - 80.4%	Diminishing Value

### New Zealand Fishing Quota Shares

The quota shares are recorded at cost and are not depreciated, although they are assessed annually for impairment.

### Investments and investment income

Non-current investments are stated at cost. Investment and rental income is recognised in the Statement of Financial Performance as it accrues. Dividend income is recognised in the Statement of Financial Performance on the date the dividend is declared.

### Income Tax

The Trust and subsidiaries, and the group of Te Kotahitanga O Te Arawa Waka Fisheries Trust Board were registered as charitable entities under the Charities Act 2005 on 14 August 2007. Therefore, no income tax has been calculated on surpluses/(losses).

### GST

The financial statements have been prepared on a GST exclusive basis, except for receivables and payables that are stated inclusive of GST.

### Distributions to Iwi Groups

Distributions (if applicable), are allocated according to the Iwi population and distributions are recognised through the Statement of Movements in Equity as they are declared by the Trust. Because of the Trust's charitable nature such distributions are not likely to occur in the foreseeable future.

### Changes in Accounting Policies

There have been no significant changes in accounting policies during the year. All policies have been applied on bases consistent with those used in the prior year.

## 2 COMMITMENTS AND CONTINGENCIES

### Capital Commitments

Te Arawa Fisheries Ltd ("TAFL") is in the early planning stages of developing a second fish retail outlet in Rotorua. At balance date a total of \$4,875 had been expended on the development. The retail operations will be run through a newly formed subsidiary of TKOTA, Te Arawa Fresh Limited ("TAFRL").

The Trust and subsidiaries did not have any other capital commitments or contingent liabilities at year end.

### Contingent Asset

In previous years, ACE was supplied to the ICP Inshore ACE Limited Partnership that was, but should not have been included as part of its shareholding. There will be an amount to be repaid, however it is yet to be confirmed. Recent information estimates that it may be close to \$25,000. This amount has not been recognised in the financial statements.



**TE KOTAHITANGA O TE ARAWA WAKA FISHERIES TRUST BOARD  
ROTORUA**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

**3 EVENTS SUBSEQUENT TO BALANCE DATE**

There are no significant events after balance date that would have any material effect on these financial statements.

**4 RELATED PARTIES**

Related parties of the Trust include wholly owned subsidiaries, Iwi Members and Trustees.

**a) Wholly owned subsidiaries**

Te Arawa Fisheries Limited

Te Arawa Fisheries Limited (“TAFL”) acts as the business arm of the Trust in matters of ACE trading and investigating potential opportunities in the industry. Te Arawa Fisheries Limited is 100% owned by the Trust and its actions are controlled by way of a formal agency agreement. The balance date of Te Arawa Fisheries Limited is 30 September. Included within accounts receivable for the Parent is \$195,182 owing from TAFL (2012: \$184,586).

Te Arawa Fisheries Holding Company Limited

Te Arawa Fisheries Holding Company Ltd was formed in September 2006, and is 100% owned by the Trust. The company was formed as part of the requirements for receiving the fisheries settlement assets from Te Ohu Kaimoana Trustees Ltd, pursuant to the Maori Fisheries Act 2004. The balance date of Te Arawa Fisheries Holding Company Limited is 30 September. Included within accounts receivable for the Parent is \$291,183 owing from TAFHCo (2012: \$356,717).

Te Arawa Fisheries ICP Limited

Te Arawa Fisheries ICP Limited was formed in October 2010, and is 100% owned by the Trust. This company acts on behalf of the Group as a partner within a limited partnership formed with other iwi to collectively utilise ACE contributed by the iwi groups. The Iwi Collective Partnership trades the ACE on behalf of these iwi groups, and then distributes the income to the partners.

Te Arawa Fresh Limited

Te Arawa Fresh Limited (“TAFRL”) was formed in August 2012, and is 100% owned by the Trust. This company was set up to run the fish retailing operations. TAFRL commenced trading in April 2013.

Te Arawa Fresh LFR Limited

Te Arawa Fresh LFR Limited was formed in August 2013, and is 100% owned by the Trust. Te Arawa Fresh LFR Ltd is non-trading.



**TE KOTAHITANGA O TE ARAWA WAKA FISHERIES TRUST BOARD  
ROTORUA**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

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**a) Wholly owned subsidiaries cont.**

Te Arawa Fisheries Properties Limited

Te Arawa Fisheries Properties Limited ("TAFPL") was formed in July 2013, and is 100% owned by the Trust. This company was set up to purchase the property at the Redwood Centre, where the administration office and fish retailing operations are situated.

Arawa Fisheries Mussels Limited

Arawa Fisheries Mussels Limited ("AFML") is 100% owned by Te Arawa Fisheries Limited. AFML is the intended investment vehicle for the proposed mussel farm which has not yet proceeded. Currently, the balance date of Arawa Fisheries Mussels Ltd is 31 March.

**b) Trustees**

Trustee fees are disclosed in Note 6.



TE KOTAHITANGA O TE ARAWA WAKA FISHERIES TRUST BOARD  
 ROTORUA

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013

4 RELATED PARTIES (CONTINUED)

c) Iwi Members

The following are the Iwi members of the Trust. The amounts shown below are owing to Iwi members at period-end, and relate to distributions allocated to the Iwi members in the 2002 and 2006 financial years.

<u>Iwi Member</u>	<u>GROUP</u>		<u>PARENT</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
Ngati Pikiao	-	-	-	-
Ngati Rangiteaorere	-	-	-	-
Ngati Rangitihui	-	-	-	-
Ngati Rangiwewehi	-	-	-	-
Tapuika	-	-	-	-
Ngati Tarawhai	-	-	-	-
Tuhourangi	-	-	-	-
Te Ure O Uenukukopako	-	-	-	-
Waitaha	-	-	-	-
Ngati Tahu/Ngati Whaoa	80	80	80	80
Ngati Makino	10,000	10,000	10,000	10,000
<b><u>IWI FUNDS APPROVED &amp; HELD</u></b>	<b><u>10,080</u></b>	<b><u>10,080</u></b>	<b><u>10,080</u></b>	<b><u>10,080</u></b>

In April 2009 Trustees agreed to make available upon approval of a suitable proposal a \$10,000 grant each year to an organisation representing each Iwi member to support a suitable community project. This initiative is called the Te Arawa Fisheries Iwi Partnership Programme.

During the 2012/2013 year Trustees approved the payment of grants totalling \$130,000 to fund local community projects pursuant to the Te Arawa Fisheries Iwi Partnership Programme. In the 2011/2012 year, grants totalling \$120,000 were approved (see Note 6). At balance date, groups representing the Iwi of Ngati Rangiwewehi and Ngati Rangitihui had received the full 2013 project funding of \$10,000.

Groups representing the following Iwi had projects approved and underway with the following payments due on completion of the first and/or final project milestone.

<u>Iwi Partnership Funding Held</u>	<u>GROUP</u>		<u>PARENT</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
Ngati Pikiao 1	5,000	10,000	5,000	10,000
Ngati Pikiao 2	5,000	5,000	5,000	5,000
Ngati Rangitihui	-	5,000	-	5,000
Ngati Rangiteaorere	10,000	5,000	10,000	5,000
Ngati Rangiwewehi	-	5,000	-	5,000
Tapuika	5,000	5,000	5,000	5,000
Ngati Tarawhai	10,000	-	10,000	-
Tuhourangi	5,000	-	5,000	-
Te Ure O Uenukukopako	5,000	-	5,000	-
Te Ure O Uenukukopako 2 (Ngati Whakaue)	10,000	5,000	10,000	5,000
Waitaha	10,000	10,000	10,000	10,000
Ngati Tahu/Ngati Whaoa	10,000	5,000	10,000	5,000
Ngati Makino	10,000	5,000	10,000	5,000
<b><u>IWI PARTNERSHIP FUNDING APPROVED &amp; HELD</u></b>	<b><u>85,000</u></b>	<b><u>60,000</u></b>	<b><u>85,000</u></b>	<b><u>60,000</u></b>

5 TOTAL GROUP REVENUE

	<u>GROUP</u>		<u>PARENT</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
Gross Revenue From Ace Trading	764,226	857,783	-	-
Retail Sales - Te Arawa Fresh	362,475	-	-	-
Interest	213,808	189,119	33,993	11,499
Dividends	404,950	539,818	-	-
AFL Bonus Share Issue - MATC's Received	1,432,320	-	-	-
Sundry	334,895	8,618	320,817	285
	<u>3,512,674</u>	<u>1,595,338</u>	<u>354,810</u>	<u>11,784</u>
<b><u>Revenue From Te Arawa Fisheries Ltd</u></b>				
Dividend Received	-	-	98,019	193,202
<b><u>Revenue From Te Arawa Fisheries Holding Co Ltd</u></b>				
Dividend Received	-	-	1,007,343	356,717
<b><u>TOTAL REVENUE</u></b>	<b><u>3,512,674</u></b>	<b><u>1,595,338</u></b>	<b><u>1,460,172</u></b>	<b><u>561,703</u></b>

During the year, TAFHCL received a bonus share issue of 5,968 shares from Aotearoa Fisheries Limited. The bonus shares are treated as a taxable dividend, the company did not pay for the shares and did not receive any cash. A receivable has been recognised for the MATC's associated with the bonus shares as the company will be able to obtain a refund from the IRD.





TE KOTAHITANGA O TE ARAWA WAKA FISHERIES TRUST BOARD  
ROTORUA

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013

6 EXPENSES	GROUP		PARENT	
<u>Expenses Include:</u>	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
<u>Programme Expenses:</u>				
Iwi Partnership Programme (Note 4)	130,000	120,000	130,000	120,000
Scholarship Programme - Total	80,535	74,591	80,535	74,591
Elections	12,242	-	12,242	-
Customary Fisheries - Total	2,100	10,650	2,100	10,650
<b>Total Programme Expenses</b>	<b>224,877</b>	<b>205,241</b>	<b>224,877</b>	<b>205,241</b>
<u>Operating Expenses:</u>				
<u>Trustee and Director Fees</u>				
W Emery	5,000	5,556	5,000	5,556
T Macfarlane	5,000	3,889	5,000	3,889
R Te Whare	556	2,778	556	2,778
H Maika	5,000	4,444	5,000	4,444
M Malcolm	3,889	5,000	3,889	5,000
P Awhimata	5,000	4,444	5,000	4,444
C Forrest	3,333	-	3,333	-
A Paterson	5,000	4,444	5,000	4,444
P V McCausland	13,333	15,000	3,333	5,000
P Reid	10,000	10,000	-	-
S Burns	833	10,000	-	-
C Hemana	10,000	10,000	-	-
R Roberts - Honorarium	25,000	25,000	10,000	10,000
K Potaka-Dewes - Honorarium	7,498	7,498	7,498	7,498
<u>Other Operating Expenses</u>				
Accountancy (Cookson Forbes & Associates Limited)	20,809	19,277	8,360	8,427
Audit Fee (KPMG)	13,596	16,384	13,596	11,234
Board Members - Mileage Reimbursement	8,046	2,411	2,971	2,411
Board Members/General Manager - Travel & Accommodation	13,741	22,826	7,306	16,636
Board Members - Professional Development	7,976	8,165	3,096	8,165
Consultancy Fees	412	2,405	-	-
Depreciation - Shop Fit Out	4,066	-	-	-
- Furniture and Fittings	560	750	85	750
- Lease Alterations	-	1,685	-	1,685
- Plant & Equipment	1,172	12	-	12
- Office Equipment	7,782	2,583	1,063	2,514
Interest Expense	6	13	-	10
Legal Expenses	14,618	14,167	10,535	13,637
Loss on Sale of Asset	39,620	-	39,620	-
Meeting Expenses - General	5,210	5,476	3,950	5,203
Ministry of Fisheries - Owners Levies	115,485	115,460	-	-
Rent - Office	50,423	34,416	18,891	34,416
Repairs & Maintenance - Computer Equipment	9,697	4,045	4,720	4,045
Salary/Wages	373,389	219,339	88,614	91,795
Staff Training/Professional Development	2,893	6,693	712	2,180
Stock Purchases - Te Arawa Fresh	211,980	-	-	-
Telephone/Tolls/Internet Access	11,483	11,727	11,032	11,727
Cost of ACE from Te Ohu Kaimoana	1,461	25,461	-	-
Other expenses	138,922	80,205	44,999	41,138
<b>Total Operating Expenses</b>	<b>1,152,789</b>	<b>701,553</b>	<b>313,159</b>	<b>309,038</b>
Less Overhead Recovery from Te Arawa Fisheries Ltd	-	-	(82,461)	(91,272)
<b>TOTAL EXPENSES</b>	<b>1,377,666</b>	<b>906,794</b>	<b>455,575</b>	<b>423,007</b>

TE KOTA HITANGA O TE ARAWA WAKA FISHERIES TRUST BOARD  
ROTORUA

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013

7 <u>BANK</u>	<u>GROUP</u>		<u>PARENT</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
Westpac - Cheque Account	238,258	371,513	111,837	76,858
Westpac - Online Saver Account	202,238	275,997	522	522
Westpac - 25 Account	727	924	727	924
Rabobank - Savings Account	-	3,872	-	1,098
ASB Fast Saver Account	689	219	81	-
BNZ - Achiever Savings Account	350	386	350	386
Kiwibank - Notice Saver Account	2,112	310,267	-	-
Cash on Hand/Petty Cash	1,134	-	-	-
	<u>445,508</u>	<u>963,178</u>	<u>113,517</u>	<u>79,788</u>
<b>8 <u>PROPERTY, PLANT AND EQUIPMENT</u></b>				
<b>Buildings</b>				
Cost Price	575,000	-	-	-
Accumulated Depreciation	-	-	-	-
Closing Book Value	<u>575,000</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Shop Fit-Out</b>				
Cost Price	487,985	-	-	-
Accumulated Depreciation	4,066	-	-	-
Closing Book Value	<u>483,919</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Furniture &amp; Fittings</b>				
Cost Price	9,899	28,828	4,623	28,828
Accumulated Depreciation	4,024	24,621	3,549	24,621
Closing Book Value	<u>5,875</u>	<u>4,207</u>	<u>1,074</u>	<u>4,207</u>
<b>Leasehold Alterations</b>				
Cost Price	-	53,884	-	53,884
Accumulated Depreciation	-	17,678	-	17,678
Closing Book Value	<u>-</u>	<u>36,206</u>	<u>-</u>	<u>36,206</u>
<b>Plant &amp; Equipment</b>				
Cost Price	16,174	2,060	-	2,060
Accumulated Depreciation	1,172	2,021	-	2,021
Closing Book Value	<u>15,002</u>	<u>39</u>	<u>-</u>	<u>39</u>
<b>Office Equipment</b>				
Cost Price	50,265	35,503	20,217	34,854
Accumulated Depreciation	26,308	32,836	19,101	32,348
Closing Book Value	<u>23,957</u>	<u>2,667</u>	<u>1,116</u>	<u>2,506</u>
<b><u>TOTAL CLOSING BOOK VALUE</u></b>	<u>1,103,753</u>	<u>43,119</u>	<u>2,190</u>	<u>42,958</u>
<b>9 <u>EQUITY</u></b>				
Retained Earnings	6,501,723	4,366,715	2,403,308	1,398,711
Fisheries Asset Settlement Reserve (Note 10)	22,935,555	22,935,555	34,525	34,525
<b><u>TOTAL EQUITY</u></b>	<u>29,437,278</u>	<u>27,302,270</u>	<u>2,437,833</u>	<u>1,433,236</u>
<b>10 <u>FISHERIES ASSET SETTLEMENT RESERVE</u></b>				
The fisheries settlement assets were received in September 2006 from Te Ohu Kaimoana Trustees Limited. Additional fisheries settlement assets were received in September 2012 relating to the coastline entitlements for Te Arawa which were confirmed in August 2012. The Fishing Quota and Aotearoa Fisheries Limited (AFL) shares are stated at their estimated fair values at settlement.				
<b>11 <u>OPERATING LEASE COMMITMENTS</u></b>				
Non-cancellable operating lease commitments				
Current portion	15,259	15,259	3,037	3,037
Non-current portion	3,056	18,315	-	3,037
<b><u>TOTAL OPERATING LEASE COMMITMENTS</u></b>	<u>18,315</u>	<u>33,574</u>	<u>3,037</u>	<u>6,074</u>





## Independent auditor's report

### **To the beneficiaries of Te Kotahitanga O Te Arawa Waka Fisheries Trust Board**

#### **Report on the trust and group financial statements**

We have audited the accompanying financial statements of Te Kotahitanga O Te Arawa Waka Fisheries Trust Board ("the trust") and the group, comprising the trust and its subsidiaries, on pages 4 to 12. The financial statements comprise the statements of financial position as at 30 September 2013, the statements of financial performance and movements in equity for the year then ended, and a summary of significant accounting policies and other explanatory information, for both the trust and the group.

#### *Trustees' responsibility for the trust and group financial statements*

The trustees are responsible for the preparation of trust and group financial statements in accordance with generally accepted accounting practice in New Zealand that give a true and fair view of the matters to which they relate, and for such internal control as the trustees determine is necessary to enable the preparation of trust and group financial statements that are free from material misstatement whether due to fraud or error.

#### *Auditor's responsibility*

Our responsibility is to express an opinion on these trust and group financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing (New Zealand). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the trust and group financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the trust and group financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the trust and group's preparation of the financial statements that give a true and fair view of the matters to which they relate in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the trust and group's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates, as well as evaluating the presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Other than in our capacity as auditor we have no relationship with, or interests in, the trust and group.



*Opinion*

In our opinion the financial statements on pages 4 to 12:

- comply with generally accepted accounting practice in New Zealand; and
- give a true and fair view of the financial position of the trust and the group as at 30 September 2013 and of the financial performance of the trust and the group for the year then ended.

*KPMG*

13 December 2013  
Tauranga



**TE ARAWA FISHERIES LIMITED**  
**ROTORUA**  
**FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 30 SEPTEMBER 2013**

**I N D E X**

**PAGE:**

1	DIRECTORY
2	ANNUAL REPORT
3 - 4	STATEMENT OF FINANCIAL PERFORMANCE
5	STATEMENT OF MOVEMENTS IN EQUITY
6	STATEMENT OF FINANCIAL POSITION
7 - 10	NOTES TO THE FINANCIAL STATEMENTS
11 - 12	AUDITORS REPORT

**TE ARAWA FISHERIES LIMITED  
ROTORUA**

**DIRECTORY**

---

YEAR OF INCORPORATION: 1997

COMPANY NUMBER: 851243

IRD NUMBER: 70-939-118

PLACE OF BUSINESS: 10/5 Tarawera Road, Rotorua

REGISTERED OFFICE: 10/5 Tarawera Road, Rotorua

PRINCIPAL ACTIVITY: Fisheries management on behalf of participating Iwi of Te Arawa Waka

SHAREHOLDER: Te Kotahitanga O Te Arawa Waka Fisheries Trust Board  
100 Shares

DIRECTORS: R H Roberts - Chairman  
P Reid  
S Burns (Resigned 13/11/12)  
P McCausland  
C Hemana

ACCOUNTANTS: Cookson Forbes & Associates Limited  
Chartered Accountants  
96 Waioweka Road  
PO Box 541  
OPOTIKI

BANKERS: Westpac  
PO Box 1341  
ROTORUA

SOLICITORS: Bell Gully  
171 Featherston Street  
PO Box 1291  
WELLINGTON

AUDITORS: KPMG  
Chartered Accountants  
247 Cameron Road  
TAURANGA

**TE ARAWA FISHERIES LIMITED  
ROTORUA**

**ANNUAL REPORT  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

The board of directors present their annual report including financial statements of the company for the year ended 30 September 2013.

As required by section 211 of the Companies Act 1993 we disclose the following information:

The business of the company is that of fisheries management. The nature of the company's business has not changed during the year under review.

There were no material related party transactions entered into by directors of the company which require disclosure.

The Board received no notices during the year from directors requesting to use company information received in their capacity as directors which would not have been otherwise available to them.

No director acquired or disposed of any shares in the company during the year.

Directors remuneration paid during the year or due and payable is as follows:

	2013	2012
R Roberts	15,000	15,000
P Reid	10,000	10,000
S Burns (Resigned 13/11/12)	833	10,000
P McCausland	10,000	10,000
C Hemana	10,000	10,000
	<u>\$45,833</u>	<u>\$55,000</u>

No employee received remuneration and any other benefits of more than \$100,000 during the year.

R H Roberts, P Reid, P McCausland and C Hemana held office as directors at the end of the year. S Burns resigned as a director on 13 November 2012. No other person held office at any time during the year.

No donations were made by the company during the year.

These financial statements have been audited to comply with Clause 20 of the company constitution.

For and on behalf of the Board

DIRECTOR  .....

DATE 13/12/13 .....

DIRECTOR  .....

DATE 13/12/13 .....



**TE ARAWA FISHERIES LIMITED  
ROTORUA**

**STATEMENT OF FINANCIAL PERFORMANCE  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

	2013	2012
<b><u>ACE TRADING REVENUE</u></b>		
ICP Inshore Quota Proceeds	118,567	161,064
ICP Koura Quota Proceeds	104,545	-
ICP Non-Inshore Quota Proceeds	539,417	696,719
TOKM Levies Refunded	<u>1,697</u>	<u>-</u>
	764,226	857,783
<b><u>LESS: COST OF ACE</u></b>		
TOKM Levies - Unallocated Quota Charges	1,453	25,461
MOF Levies	115,485	115,460
SeaFIC Levies	<u>1,382</u>	<u>7,430</u>
	118,320	148,351
<b><u>GROSS ACE TRADING REVENUE</u></b>	<u>645,906</u>	<u>709,432</u>
<b><u>ADD: OTHER REVENUE:</u></b>		
Interest Received	2,221	3,842
ICP Director Fees Received	8,333	8,333
Management Fees - Tuwharetoa	<u>5,745</u>	<u>-</u>
<b><u>TOTAL REVENUE</u></b>	<u>662,205</u>	<u>721,607</u>
<b><u>LESS OPERATING EXPENSES</u></b>		
<b>Human Resources</b>		
Wages	207,770	127,544
Staff - Professional Development	<u>950</u>	<u>4,513</u>
	208,720	132,057
<b>Professional Services</b>		
Accountancy Fees	12,275	10,850
Audit Fees	-	5,150
Consultancy Fees	412	2,405
Legal Expenses	<u>-</u>	<u>530</u>
	12,687	18,935
<b>Overhead Recovery</b>		
Overhead Charge - TKOTA	<u>82,461</u>	<u>91,272</u>
	82,461	91,272
<b>Directors</b>		
<b>Directors Meeting Fees:</b>		
R Roberts	15,000	15,000
P Reid	10,000	10,000
S Burns	833	10,000
P McCausland	10,000	10,000
C Hemana	10,000	10,000
Directors - Professional Development	<u>4,880</u>	<u>-</u>
	50,713	55,000

The accompanying notes to the Financial Statements are to be read in conjunction with this statement.



**TE ARAWA FISHERIES LIMITED  
ROTORUA**

**STATEMENT OF FINANCIAL PERFORMANCE  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

	2013	2012
<b>Travel, Accommodation &amp; Catering</b>		
Meeting/Catering Expenses	1,260	273
Mileage Reimbursement	5,075	-
Travelling & Accommodation Expenses	6,435	6,190
Vehicle Expenses	4,791	3,973
Vehicle Lease	<u>10,628</u>	<u>10,628</u>
	28,189	21,064
<b>Administration</b>		
Bank Charges	553	374
Data Processing Charges	53	-
Fringe Benefit Tax	6,364	6,364
Hospitality Expenses	395	430
Levies - Accident Compensation Corporation	1,032	1,672
Postages	986	9
Printing & Stationery	296	491
Registration Fees/Subscriptions	1,086	228
IRD Penalties	127	148
Interest:		
Westpac Cheque Account	-	1
Inland Revenue Department	<u>6</u>	<u>2</u>
	10,898	9,719
<b>Facilities &amp; Rental</b>		
Advertising	700	500
Buildings	108	-
Cleaning & Disposal Services	79	-
Computer Equipment	4,977	-
Electricity	9,014	-
General Office Expenses	484	80
Insurance	5,822	5,576
Lease/Rent	38,250	-
Office Equipment	4,133	931
Rates	1,180	-
Security	1,937	-
Telephone & Tolls	<u>289</u>	<u>-</u>
	66,973	7,087
<b>Depreciation</b>		
Depreciation - Office Equipment	<u>5,527</u>	<u>69</u>
	5,527	69
<b>TOTAL EXPENSES</b>	<u>466,168</u>	<u>335,203</u>
<b>NET SURPLUS</b>	<u>196,037</u>	<u>386,404</u>



**TE ARAWA FISHERIES LIMITED  
ROTORUA**

**STATEMENT OF MOVEMENTS IN EQUITY**  
**FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

	2013	2012
<u>EQUITY AT BEGINNING OF YEAR</u>	1,888,814	1,695,612
Net Surplus	196,037	386,404
Dividend to Parent - TKOTA	<u>(98,019)</u>	<u>(193,202)</u>
<u>EQUITY AT END OF YEAR</u>	<u>\$1,986,832</u>	<u>\$1,888,814</u>



**TE ARAWA FISHERIES LIMITED  
ROTORUA**

**STATEMENT OF FINANCIAL POSITION  
AS AT 30TH SEPTEMBER 2013**

	Note	2013	2012
<b><u>CURRENT ASSETS</u></b>			
Westpac - Cheque Account		31,028	196,011
Westpac - Online Saver Account		201,550	47,331
Accounts Receivable - Te Arawa Fresh Ltd		3,524	-
Accounts Receivable		121,753	96,686
Prepayments		3,101	9,605
Fish Shop Development in Progress	2	4,875	11,627
GST Receivable		-	1,463
		365,831	362,723
<b><u>NON CURRENT ASSETS</u></b>			
Property, Plant & Equipment	8	16,001	161
Loan Account - TAFHCo	6	708,431	1,732,178
Loan Account - Te Arawa Fisheries Properties Ltd	6	577,875	-
Loan Account - Te Arawa Fresh Ltd	6	639,663	-
Investments - Arawa Fisheries Mussels Limited	5	10,225	10,225
		1,952,195	1,742,564
<b><u>TOTAL ASSETS</u></b>		<b>\$2,318,026</b>	<b>\$2,105,287</b>
<b><u>CURRENT LIABILITIES</u></b>			
Accounts Payable - TKOTA	7	195,182	184,586
Accounts Payable		55,792	31,887
GST Payable		80,220	-
		331,194	216,473
<b><u>TOTAL LIABILITIES</u></b>		<b>\$331,194</b>	<b>\$216,473</b>
<b><u>NET ASSETS</u></b>		<b>\$1,986,832</b>	<b>\$1,888,814</b>
<b><u>REPRESENTED BY EQUITY</u></b>			
100 Ordinary Shares	10	100	100
Retained Earnings		1,986,732	1,888,714
<b><u>TOTAL EQUITY</u></b>		<b>\$1,986,832</b>	<b>\$1,888,814</b>

Signed on behalf of the Board

DIRECTOR *[Signature]* .....

DIRECTOR *Peter C Kerai* .....

DATE *13/12/13* .....

DATE *13/12/13* .....



The accompanying notes to the Financial Statements are to be read in conjunction with this statement.

**TE ARAWA FISHERIES LIMITED  
ROTORUA**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

**1 STATEMENT OF ACCOUNTING POLICIES**

**Reporting Entity**

Te Arawa Fisheries Limited (the company) is a company registered under the Companies Act 1993.

Te Arawa Fisheries Limited is a reporting entity for purposes of the Financial Reporting Act 1993. The financial statements of Te Arawa Fisheries Limited have been prepared in accordance with the Financial Reporting Act 1993 and New Zealand generally accepted accounting practice (NZGAAP), which in the case of Te Arawa Fisheries Limited means statements of standard accounting practice and financial reporting standards.

Te Arawa Fisheries Limited is a wholly owned subsidiary of Te Kotahitanga O Te Arawa Waka Fisheries Trust Board (the "Parent" or "TKOTA"). The financial statements are also consolidated in the group financial statements of TKOTA.

**Measurement Base**

The accounting principles recognised as appropriate for the measurement and reporting of financial performance and financial position on a historical cost basis are followed by the company.

**Differential Reporting**

Te Arawa Fisheries Limited qualifies for differential reporting as it is not publicly accountable and it is a small entity. The company has taken advantage of all differential reporting exemptions.

**Specific Accounting Policies**

The following specific accounting policies which materially affect the measurement of financial performance and the financial position have been applied:

**Revenue**

Revenue from the sale of fish quota is measured at fair value of the consideration received or receivable and revenue is recognised when significant risks and rewards of ownership have been transferred to the buyer. Interest is recorded as income when received or accrued in respect of the period in which it was earned.

**Accounts Receivable**

Accounts Receivable are stated at their estimated net realisable value.

**Operating Leases**

Operating lease payments, where the lessors effectively retain substantially all the risks and benefits of ownership of the leased items, are included in the determination of the net surplus in equal installments over the lease term.

**Fixed Assets**

Fixed assets are recorded at cost less accumulated depreciation. Depreciation has been calculated using the maximum rates permitted by the Income Tax Act 2007 as follows:

Office Equipment	13% - 50% DV
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**TE ARAWA FISHERIES LIMITED  
ROTORUA**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

Investments and investment income

Non-current investments are stated at cost. Investment and rental income is recognised in the Statement of Financial Performance as it accrues.

Income Tax

The company was registered as a charitable entity under the Charities Act 2005 on 14 August 2007. Therefore, no Income Tax has been calculated on surpluses/(losses).

GST

The financial statements have been prepared on a GST exclusive basis, except for receivables and payables that are stated inclusive of GST.

Changes in Accounting Policies

There have been no significant changes in accounting policies during the year. All policies have been applied on bases consistent with those used in the prior year.

**2 COMMITMENTS AND CONTINGENCIES**

Financial Commitments

The company is in the early planning stages of developing a second fish retail outlet in Rotorua. At balance date a total of \$4,875 had been expended on the development. The retail operations will be run through a newly formed subsidiary of TKOTA, Te Arawa Fresh Limited (TAFRL).

The company did not have any other capital commitments or contingent liabilities at year end.

Contingent Asset

In previous years, the company supplied ACE to the ICP Inshore ACE Limited Partnership that was, but should not have been included as part of it's shareholding. There will be an amount to be repaid, however it is yet to be confirmed. Recent information estimates that it may be close to \$25,000. This amount has not been recognised in the financial statements.

**3 EVENTS SUBSEQUENT TO BALANCE DATE**

There are no significant events after balance date that would have any material effect on these financial statements.

**4 RELATED PARTIES**

Related parties include:

- Te Kotahitanga O Te Arawa Waka Fisheries Trust Board ("TKOTA" or "Parent") is the parent entity. The parent charges the company an administration fee (recovery of overhead and other administration costs) of \$82,460 (2012 - \$91,271). Refer Note 7 for balance owed to TKOTA at 30 September 2013).

- Te Arawa Fisheries Holding Company Limited ("TAFHCo") is also a subsidiary of TKOTA - The company manage ACE quota from TAFHCo under a management agreement which is currently being finalised. This includes the trading of the quota with third parties. All expenses of TAFHCo are paid by the company as agreed. (Note 6)



**TE ARAWA FISHERIES LIMITED  
ROTORUA**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

2013

2012

**4 RELATED PARTIES CONTINUED**

- Te Arawa Fisheries ICP Limited ("TAFICPL") - As part of the TKOTA Group, TAFICPL acts as the Iwi Collective Partner within a limited partnership where the ACE proceeds are traded. Proceeds from the ACE trading are then distributed to the partners. TAFHCo holds the ACE quota assets, which are managed by TAFIL, as detailed above.

- Te Arawa Fresh Limited ("TAFRL") is a subsidiary of TKOTA, and operates the Te Arawa Fresh seafood retail operations - The company has paid the initial set-up costs for the retail outlet development, which opened in March 2013. The total of \$639,663, has been formally recognised as a loan in a Deed of Acknowledgement of Debt which is yet to be signed. (Note 6). The company also paid operating costs for TAFRL totalling \$3,524, which have been invoiced to TAFRL at balance date.

- Te Arawa Fisheries Properties Limited ("TAFPL") is a subsidiary of TKOTA. The company advanced funds to TAFPL to purchase the property at the Redwood Centre where the administration office and seafood retail outlet is situated (Note 6). The company currently leases the property from TAFPL for \$3,359 (GST excl) per month.

- Arawa Fisheries Mussels Limited (Note 5)

See Notes referred to above for details of types and amounts of transactions.

**5 WHOLLY OWNED SUBSIDIARY**

Arawa Fisheries Mussels Limited (AFML) is 100% owned by Te Arawa Fisheries Limited and is not trading. AFML is the intended investment vehicle for the proposed mussel farm which has not yet proceeded. Currently, the balance date of AFML is 31 March.

**6 LOAN ACCOUNT MOVEMENTS**

**TE ARAWA FISHERIES HOLDING CO LTD (TAFHCo)**

BALANCE AT BEGINNING OF YEAR	(1,732,177)	(1,671,729)
Funds Transferred from TAFHCo	979,514	200,000
GST Refund Received on behalf of TAFHCo	23,092	34,523
ICP Koura Facilities Investment Funds received on behalf	23,092	35,626
Expenses Paid on Behalf of TAFIL	-	839
	1,025,698	270,988
<b><u>LESS</u></b>		
Funds Advanced to TAFHCo	-	328,000
Expenses Paid on Behalf of TAFHCo	-	3,437
TOKM Levy Refund received by TAFHCo	1,952	-
	1,952	331,437
<b><u>BALANCE AT END OF YEAR</u></b>	<b>(\$708,431)</b>	<b>(\$1,732,178)</b>





**TE ARAWA FISHERIES LIMITED  
ROTORUA**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

		2013	2012
<b>6</b>	<b><u>LOAN ACCOUNT MOVEMENTS CONTINUED</u></b>		
	<b><u>TE ARAWA FRESH LTD (TAFRL)</u></b>		
	BALANCE AT BEGINNING OF YEAR	-	-
	<b>LESS</b>		
	Funds Advanced to Te Arawa Fresh Ltd	20,200	-
	Expenses Paid on Behalf of Te Arawa Fresh Ltd	619,463	-
		<u>639,663</u>	<u>-</u>
	<b><u>BALANCE AT END OF YEAR</u></b>	<b><u>(\$639,663)</u></b>	<b><u>-</u></b>
	<b><u>TE ARAWA FISHERIES PROPERTIES LTD (TAFPL)</u></b>		
	BALANCE AT BEGINNING OF YEAR	-	-
	<b>LESS</b>		
	Funds Advanced to Te Arawa Fisheries Properties Ltd	577,875	-
		<u>577,875</u>	<u>-</u>
	<b><u>BALANCE AT END OF YEAR</u></b>	<b><u>(\$577,875)</u></b>	<b><u>-</u></b>
	No interest is receivable on the outstanding loan account balances at 30th September (2012: nil).		
<b>7</b>	<b><u>ACCOUNTS PAYABLE - TKOTA</u></b>		
	Dividend Payable	98,019	79,624
	Overhead Charge Payable	94,829	104,962
	Other Payables	2,334	-
		<u>195,182</u>	<u>184,586</u>
<b>8</b>	<b><u>PROPERTY, PLANT &amp; EQUIPMENT</u></b>		
	Office Equipment:		
	Cost Price	22,016	649
	Accumulated Depreciation	(6,015)	(488)
	Book Value	<u>16,001</u>	<u>161</u>
<b>9</b>	<b><u>OPERATING LEASE COMMITMENTS</u></b>		
	Non-cancellable operating lease commitments:		
	Current Portion	12,222	12,222
	Non-current portion	3,056	15,278
	<b>TOTAL</b>	<b><u>15,278</u></b>	<b><u>27,500</u></b>
<b>10</b>	<b><u>SHARE CAPITAL</u></b>		

As at 30 September 2013, share capital comprised 100 ordinary shares (2012: 100). All shares are fully paid and have no par value. The holders of ordinary shares are entitled to receive dividends as declared from time to time and entitled to one vote per share at meetings of the company, and rank equally with regard to the company's residual assets.



## Independent auditor's report

### To the shareholder of Te Arawa Fisheries Limited

#### Report on the financial statements

We have audited the accompanying financial statements of Te Arawa Fisheries Limited ("the company") on pages 3 to 10. The financial statements comprise the statement of financial position as at 30 September 2013, the statements of financial performance and movements in equity for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### *Directors' responsibility for the financial statements*

The directors are responsible for the preparation of financial statements in accordance with generally accepted accounting practice in New Zealand that give a true and fair view of the matters to which they relate, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement whether due to fraud or error.

#### *Auditor's responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing (New Zealand). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation of the financial statements that give a true and fair view of the matters to which they relate in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates, as well as evaluating the presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Other than in our capacity as auditor we have no relationship with, or interests in, the company.

#### *Opinion*

In our opinion the financial statements on pages 3 to 10:

- comply with generally accepted accounting practice in New Zealand; and
- give a true and fair view of the financial position of the company as at 30 September 2013 and of its financial performance for the year then ended.



### **Report on other legal and regulatory requirements**

In accordance with the requirements of sections 16(1)(d) and 16(1)(e) of the Financial Reporting Act 1993, we report that:

- we have obtained all the information and explanations that we have required; and
- in our opinion, proper accounting records have been kept by Te Arawa Fisheries Limited as far as appears from our examination of those records.

A handwritten signature of 'KPMG' in blue ink, written in a cursive style.

13 December 2013  
Tauranga



**TE ARAWA FISHERIES HOLDING COMPANY LIMITED  
ROTORUA**

**FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

**I N D E X**

**PAGE:**

1	DIRECTORY
2	ANNUAL REPORT
3	STATEMENT OF FINANCIAL PERFORMANCE
4	STATEMENT OF MOVEMENTS IN EQUITY
5	STATEMENT OF FINANCIAL POSITION
6 - 8	NOTES TO THE FINANCIAL STATEMENTS
9 - 10	AUDIT REPORT

**TE ARAWA FISHERIES HOLDING COMPANY LIMITED  
ROTORUA**

**DIRECTORY**

---

YEAR OF INCORPORATION: 2006

COMPANY NUMBER: 1853842

IRD NUMBER: 95-624-650

PLACE OF BUSINESS: 10/5 Tarawera Road, Rotorua

REGISTERED OFFICE: 10/5 Tarawera Road, Rotorua

PRINCIPAL ACTIVITY: Holding Company

SHAREHOLDER: Te Kotahitanga O Te Arawa Waka Fisheries Trust Board  
100 Shares

DIRECTORS: R H Roberts - Chairman  
P Reid  
S Burns (Resigned 13/11/12)  
P McCausland  
C Hemana

ACCOUNTANTS: Cookson Forbes & Associates Limited  
Chartered Accountants  
96 Waioweka Road  
PO Box 541  
OPOTIKI

BANKERS: Westpac  
PO Box 1341  
ROTORUA

SOLICITORS: Bell Gully  
171 Featherston Street  
PO Box 1291  
WELLINGTON

AUDITORS: KPMG  
Chartered Accountants  
247 Cameron Road  
TAURANGA



**TE ARAWA FISHERIES HOLDING COMPANY LIMITED  
ROTORUA**

**ANNUAL REPORT  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

The board of directors present their annual report including financial statements of the company for the year ended 30 September 2013.

As required by section 211 of the Companies Act 1993 we disclose the following information:

The business of the company is that of a holding company. The company holds the Treaty of Waitangi Fisheries Settlement Assets. The nature of the company's business has not changed during the year under review.

There were no material related party transactions entered into by directors of the company which require disclosure.

The Board received no notices during the year from directors requesting to use company information received in their capacity as directors which would not have been otherwise available to them.

No director acquired or disposed of any shares in the company during the year.

Directors remuneration paid during the year or due and payable is as follows:

	2013	2012
R Roberts	-	-
P Reid	-	-
S Burns	-	-
P McCausland	-	-
C Hemana	-	-
	-	-
	-	-

No employee received remuneration and any other benefits of more than \$100,000 during the year.

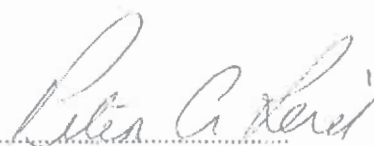
R H Roberts, P Reid, P McCausland and C Hemana held office as directors at the end of the year. S Burns resigned as a director on 13 November 2012. No other person held office at any time during the year.

No donations were made by the company during the year.

These financial statements are required to be audited under Clause 21 of the company constitution.

For and on behalf of the Board

DIRECTOR  .....

DIRECTOR  .....

DATE 13/12/13 .....

DATE 13/12/13 .....

**TE ARAWA FISHERIES HOLDING COMPANY LIMITED  
ROTORUA**

**STATEMENT OF FINANCIAL PERFORMANCE  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

	2013	2012
<hr/>		
<b><u>REVENUE</u></b>		
Interest Received	177,582	173,778
Dividends Received	404,950	539,818
MATC's Received - AFL Bonus Share Issue	<u>1,432,320</u>	<u>-</u>
	2,014,852	713,596
<b><u>LESS EXPENSES</u></b>		
Bank Charges	<u>165</u>	<u>160</u>
	165	160
<b><u>TOTAL EXPENSES</u></b>	<u>165</u>	<u>160</u>
<b><u>NET SURPLUS</u></b>	<u>2,014,687</u>	<u>713,436</u>



**TE ARAWA FISHERIES HOLDING COMPANY LIMITED  
ROTORUA**

**STATEMENT OF MOVEMENTS IN EQUITY  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

	2013	2012
EQUITY AT BEGINNING OF YEAR	24,421,900	23,142,036
Net Surplus	2,014,687	713,436
Dividend to Parent - TKOTA	(1,007,343)	(356,717)
Balance of Fisheries Asset Settlement - Quota Shortfall	-	923,145
<b><u>EQUITY AT END OF YEAR</u></b>	<b><u>\$25,429,244</u></b>	<b><u>\$24,421,900</u></b>



**TE ARAWA FISHERIES HOLDING COMPANY LIMITED**  
**ROTORUA**

**STATEMENT OF FINANCIAL POSITION**  
**AS AT 30TH SEPTEMBER 2013**

	Note	2013	2012
<b><u>CURRENT ASSETS</u></b>			
Westpac - Cheque Account	302	98,489	98,489
Westpac - Online Saver Account	166	228,144	228,144
Kiwibank - Notice Saver Account	2,112	310,267	310,267
Rabobank - Savings Account	-	2,774	2,774
ASB Fast Saver Account	608	219	219
ASB - Term Deposit	3,482,898	2,558,225	2,558,225
Kiwibank - Term Deposit	-	1,050,287	1,050,287
Equitable Group Debentures	797	1,184	1,184
Accounts Receivable	-	15,916	15,916
Accrued Interest	73,317	20,307	20,307
Inland Revenue Department - MAC/RWT Due	1,511,703	105,684	105,684
GST Receivable	-	23,092	23,092
		5,071,903	4,414,588
<b><u>NON CURRENT ASSETS</u></b>			
Fishing Quota - Allocation	8,059,229	8,059,229	8,059,229
Fishing Quota - Purchased	626,243	626,243	626,243
Shares - Aotearoa Fisheries Limited (11,936)	13,308,300	13,308,300	13,308,300
Investment - ICP Koura Facilities LP	79,070	102,162	102,162
Current Account - Te Arawa Fisheries ICP Ltd	5	273	273
		22,073,115	22,096,207
<b>TOTAL ASSETS</b>		<b>\$27,145,018</b>	<b>\$26,510,795</b>
<b><u>CURRENT LIABILITIES</u></b>			
Accounts Payable - TKOTA	1,007,343	356,717	356,717
		1,007,343	356,717
<b><u>NON CURRENT LIABILITIES</u></b>			
Current Account - Te Arawa Fisheries Limited	5	708,431	1,732,178
		708,431	1,732,178
<b>TOTAL LIABILITIES</b>		<b>\$1,715,774</b>	<b>\$2,088,895</b>
<b>NET ASSETS</b>		<b>\$25,429,244</b>	<b>\$24,421,900</b>
<b><u>REPRESENTED BY EQUITY</u></b>			
100 Ordinary Shares	6	441,237	441,237
Retained Earnings		2,086,977	1,079,633
Fisheries Asset Settlement Reserve	4	22,901,030	22,901,030
<b>TOTAL EQUITY</b>		<b>\$25,429,244</b>	<b>\$24,421,900</b>

Signed on behalf of the Board

DIRECTOR.....*[Signature]*

DIRECTOR.....*[Signature]*

DATE *13/12/13*

DATE *13/12/13*



The accompanying notes to the Financial Statements are to be read in conjunction with this statement.

**TE ARAWA FISHERIES HOLDING COMPANY LIMITED**  
**ROTORUA**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

**1 STATEMENT OF ACCOUNTING POLICIES**

**Reporting Entity**

Te Arawa Fisheries Holding Company Limited (the 'company' or 'TAFHCo') is a company registered under the Companies Act 1993.

Te Arawa Fisheries Holding Company Limited is a reporting entity for purposes of the Financial Reporting Act 1993. The financial statements of Te Arawa Fisheries Holding Company Limited have been prepared in accordance with the Financial Reporting Act 1993 and New Zealand generally accepted accounting practice (NZGAAP), which in the case of Te Arawa Fisheries Holding Company Limited means statements of standard accounting practice and financial reporting standards.

The company is a wholly owned subsidiary of Te Kotahitanga O Te Arawa Waka Fisheries Trust Board (the 'parent' or 'TKOTA'). The financial statements are also consolidated and reported in the group financial statements of TKOTA.

**Measurement Base**

Except for contributed assets which have been recognised at fair value, the accounting principles recognised as appropriate for the measurement and reporting of financial performance and financial position on a historical cost basis are followed by the company.

**Differential Reporting**

The company qualifies for differential reporting as it is not publicly accountable and it is a small entity. The company has taken advantage of all differential reporting exemptions.

**Specific Accounting Policies**

The following specific accounting policies which materially affect the measurement of financial performance and the financial position have been applied:

**Revenue**

Dividend income is recognised in the Statement of Financial Performance on the date the dividend is declared. Interest is recorded as income when received or accrued in respect of the period in which it was earned.

**Contributed Assets from Fisheries Asset Settlement**

Contributed assets from settlement have recognised at fair value and recorded as contribution from owners in the statement of movements in equity. These values will become their deemed cost.

**New Zealand Fishing Quota Shares**

Separately acquired fishing quota has an indefinite useful life and will generate economic benefits beyond one year. Fishing quota is tested annually for impairment and is carried at cost less accumulated impairment. The useful life is assessed annually to determine whether the indefinite useful life assessment continues to be supportable.





**TE ARAWA FISHERIES HOLDING COMPANY LIMITED  
ROTORUA**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

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Income Tax

The company was registered as a charitable entity under the Charities Act 2005 on 14 August 2007. Therefore, no Income Tax has been calculated on surpluses/(losses).

GST

The financial statements have been prepared on a GST exclusive basis, except for receivables and payables that are stated inclusive of GST.

Changes in Accounting Policies

There have been no significant changes in accounting policies during the year. All policies have been applied on bases consistent with those used in the prior year.

**2 COMMITMENTS AND CONTINGENCIES**

The company did not have any capital commitments or contingent liabilities at year end. (2012 - Nil)

**3 RELATED PARTIES**

Related parties include:

- Te Arawa Fisheries Limited ('TAFL') - As part of the TKOTA group, the company provides ACE quota to TAFL for trading under a management agreement which is currently being finalised. All expenses of the company are paid by TAFL under this agreement.

- Te Arawa Fisheries ICP Limited ("TAFICPL") - As part of the TKOTA Group, TAFICPL acts as the Iwi Collective Partner within a limited partnership where the ACE proceeds are traded. Proceeds from the ACE trading are then distributed to the partners. TAFHCo holds the ACE quota assets, which are managed by TAFL, as detailed above.

**4 FISHERIES SETTLEMENT ASSETS**

The company was formed as part of the requirements for receiving the fisheries settlement assets from Te Ohu Kaimoana Trustees Limited, pursuant to the Maori Fisheries Act 2004. The fisheries settlement assets were received by TAFHCo in September 2006 from Te Ohu Kaimoana Trustees Limited.

In September 2012, further fisheries settlement assets were received from Te Ohu Kaimoana Trustees Limited, under a deed of transfer and warranty dated 5th September 2012. The additional settlement arose as a result of confirmation of coastline entitlements for Te Arawa set out in the BoP Coastline Agreement dated 21 August 2012. The settlement consisted of Fishing Quota and Quota Shortfall Money.

The Fishing Quota and Aotearoa Fisheries Limited (AFL) shares are stated at their estimated fair values at settlement.





**TE ARAWA FISHERIES HOLDING COMPANY LIMITED  
ROTORUA**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30TH SEPTEMBER 2013**

	2013	2012
<b>5</b>		
<b><u>CURRENT ACCOUNT MOVEMENTS</u></b>		
<b><u>TE ARAWA FISHERIES LIMITED</u></b>		
BALANCE AT BEGINNING OF YEAR	1,732,178	1,671,730
Registration/Levies Paid on Behalf	1,952	-
Expenses Paid by TAFL on Behalf	-	3,436
Loan Advance - TAFL	-	328,000
	1,952	331,436
<b><u>LESS</u></b>		
Loan Repayment - TAFL	594,240	200,000
Expenses Paid on Behalf of TAFL	-	839
GST Refund Received by TAFL	23,092	34,523
ICP Koura Facilities Investment Funds Received by TAFL	-	35,626
ICP Koura Operations LP Refund Received by TAFL	23,092	-
Transfers to Te Arawa Fisheries Properties Ltd	385,275	-
	1,025,699	270,988
<b><u>BALANCE AT END OF YEAR</u></b>	<b>\$708,431</b>	<b>\$1,732,178</b>
<b><u>TE ARAWA FISHERIES ICP LIMITED</u></b>		
BALANCE AT BEGINNING OF YEAR	(273)	(515)
Funds Transferred from TAFICP Ltd	-	242
	(273)	(273)
<b><u>BALANCE AT END OF YEAR</u></b>	<b>(\$273)</b>	<b>(\$273)</b>

**6** **SHARE CAPITAL**

As at 30 September 2013, share capital comprised 100 ordinary shares (2012: 100). All shares are fully paid and have no par value. The shares were paid up as at 30 September 2007 through the capitalisation of a loan owing to the Parent.

The holders of ordinary shares are entitled to receive dividends as declared from time to time and entitled to one vote per share at meetings of the company, and rank equally with regard to the company's residual assets.

**7** **MATC'S RECEIVED - AFL BONUS ISSUE**

During the year the company received a bonus issue of 5,968 shares from Aotearoa Fisheries Limited. The bonus shares are treated as a taxable dividend, the company did not pay for the shares and did not receive any cash. The company has recognised a receivable for the MATC's associated with the bonus shares as they will be able to obtain a refund from the IRD.





## Independent auditor's report

### To the shareholder of Te Arawa Fisheries Holding Company Limited

#### Report on the financial statements

We have audited the accompanying financial statements of Te Arawa Fisheries Holding Company Limited ("the company") on pages 3 to 8. The financial statements comprise the statement of financial position as at 30 September 2013, the statements of financial performance and movements in equity for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### *Directors' responsibility for the financial statements*

The directors are responsible for the preparation of financial statements in accordance with generally accepted accounting practice in New Zealand that give a true and fair view of the matters to which they relate, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement whether due to fraud or error.

#### *Auditor's responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing (New Zealand). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation of the financial statements that give a true and fair view of the matters to which they relate in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates, as well as evaluating the presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Other than in our capacity as auditor we have no relationship with, or interests in, the company.

#### *Opinion*

In our opinion the financial statements on pages 3 to 8:

- comply with generally accepted accounting practice in New Zealand;
- give a true and fair view of the financial position of the company as at 30 September 2013 and of its financial performance for the year then ended.



### **Report on other legal and regulatory requirements**

In accordance with the requirements of sections 16(1)(d) and 16(1)(e) of the Financial Reporting Act 1993, we report that:

- we have obtained all the information and explanations that we have required; and
- in our opinion, proper accounting records have been kept by Te Arawa Fisheries Holding Company Limited as far as appears from our examination of those records.

*KPMG*

13 December 2013  
Tauranga







TE ARAWA  
FISHERIES