



TE RŪNANGA O NGĀTI MANAWA



Te Rūnanga O Ngāti Manawa
— Tu! Oho! Rere! —

2023/2024

ANNUAL GENERAL MEETING

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Notice of Meeting

Notice is hereby given that the Annual General Meeting of the Trust will be held at Painoaiho Marae, Whirinaki Road, Murupara, on Saturday 9 November 2024 at 10:00 am

***This meeting will conclude at
1:00 pm***

Should the AGM be postponed due to unforeseen circumstances, it will be rescheduled to Saturday 18 November 2024.

Agenda

1. Karakia
2. Mihi
3. Apologies
4. Minutes & Matters Arising
5. Annual Reports
6. General Business
7. Karakia Whakamutunga

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PSGE

The PSGE was created after extensive consultation and approved by Registered Adult Members before signing the final Deed Settlement; this consists of the following entities.

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

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

Ngāti Manawa Development LTD was created to invest and create wealth for the group.

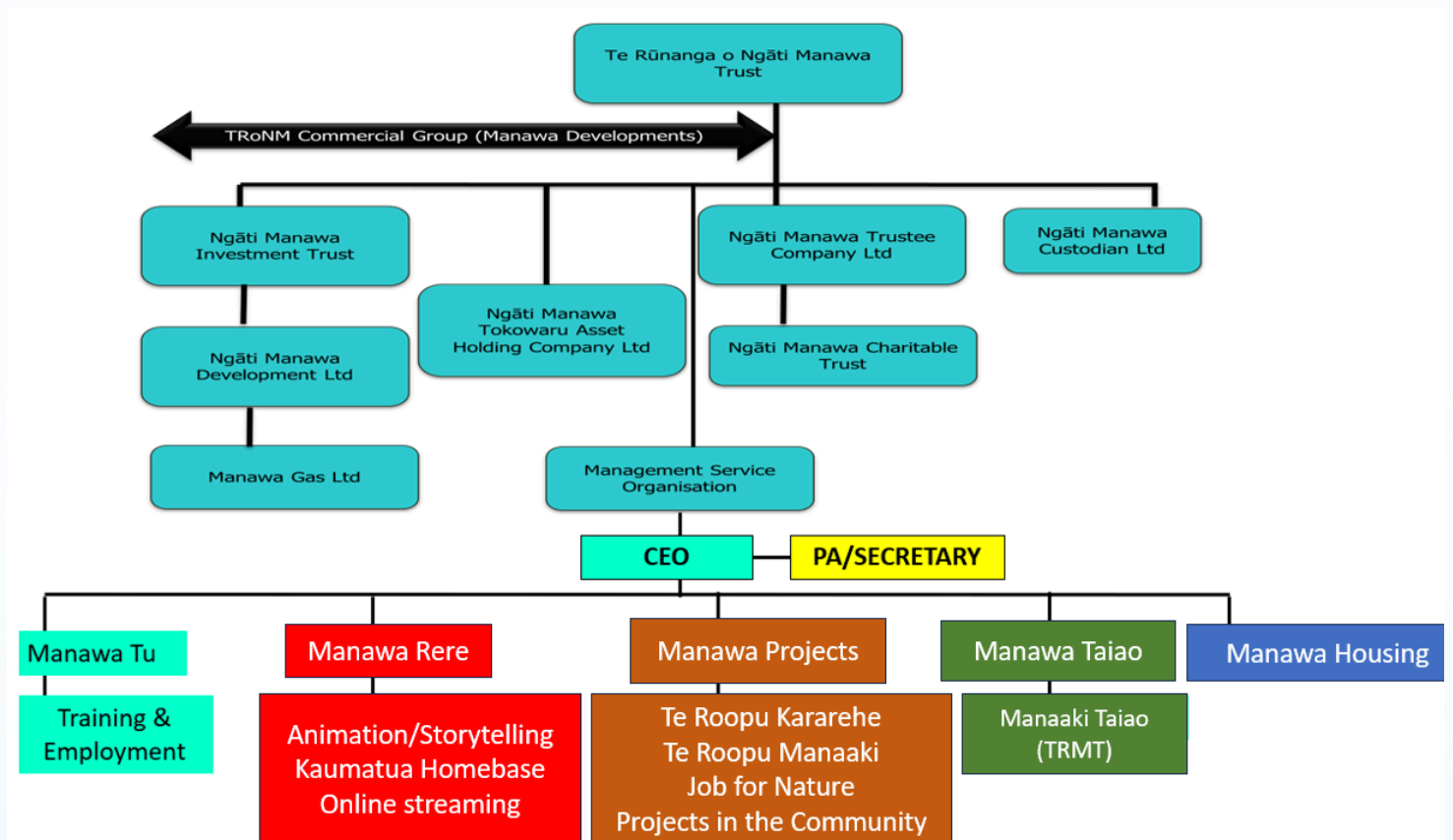
Ngāti Manawa Tokowaru Asset Holding LTD is a company created to hold and manage Ngāti Manawa's fishing quota and shares, in line with the requirements of the Māori Fisheries Act..

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

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

Associated Companies - CNI Iwi Holdings Ltd; the jointly owned company, established to hold the forestry lands returned to Central North Island iwi, distribute funds and to conduct the Mana Whenua process.

PSGE STRUCTURE



Chairman

Ngāti Manawa nga mihi ki a koutou katoa.

As chair of Te Rūnanga o Ngāti Manawa Trust, I am pleased to report to you at this year's AGM on the progress made for the 2023/ 2024 year.

This year, no doubt has been a challenging year for our Rūnanga, our subsidiary entitles, and the TRONM board.

Today will be an opportunity for you to be informed and see how much work has been generated from the many projects that TRONM has worked through this last financial year which include the following.

A full report and update from our CEO on the projects her team has been working through, including.

- The continuation and planning of our Oranga marae projects are currently being worked on with our marae.
- The successful launch of the Reorua Rautaki strategy for 2 years in partnership with Whakatane District Council.
- The successful work and contributions that continue to flow through with our Taniwha trails project and the partnerships we continue to have with stakeholders.
- An update on Kaingaroa Forest Village Development Project and where to from here with the now disestablished Kaingaroa Forest Trust being ended.
- The work that is happening with Manawa Whare, the establishment of our new housing project in Miro Drive Murupara, and the renovation and refurbishment of our kaumatua units.

A full report from our commercial team on how progress is going with commercial opportunities we have our finances and assets including a full update on the KLC one of our major assets that Ngati Manawa owns.

An update from our Charitable Trust team and how they are progressing and have assisted Nga Uri o Ngati Manawa over the last 12 months.

Our Ngāti Manawa mana whenua team will also update you on the latest discussions we are having with CNI Holdings with an updated presentation to you all.

Overall, the board considers this year to be a success, we are pleased with the progress that has been made over the course of the past 12 months and although we have challenges around the mana whenua within the Kaingaroa o Haungaroa estate and ongoing concerns of the KLC processing plant we remain positive that these matters will be sorted in due course.

The Rūnanga continues to remain financially sound, and we continue to monitor our investments with our commercial advisors on a regular basis.

Acknowledgements:

Once again, I would like to acknowledge and pay tribute to the many loved whanau who have recently passed away this year.

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

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

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

I would also like to say a big mihi and thank you to our departing CE, Maramena Vercoe who has decided to retire after more than 20+ years working for our rūnanga. Maramena has been an excellent CE and mentor for many of our staff. Her knowledge and expertise she has brought to our rūnanga has been immeasurable to say the least. Maramena has worked hard for the betterment of our marae, hapu, and Iwi. We wish Maramena well in her retirement.

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

Nga mihi ki a koutou katoa
Kani Edwards (Chairman)

Chief Executive

Tēnā Koutou Ngāti Manawa.

The 2023/24 year has continued to be very busy. It has been a year that saw the closure of many of the projects that have been undertaken that spanned over two or three years. It has also seen us undertake a project that was a battle every step of the way – and we have all been able to learn from it.

Strategic Pou: Ngāti Manawatanga

Activities run by the Runanga have a Ngati Manawatanga component to build awareness of Ngāti Manawa identity and connections to the whēnua. This was delivered as part of the Manawa Tu employment strategy and as part of the Manawa Trades programme. More recently we have joined the Whakatane District Council for the Aotearoa Reorua project – designed to support local government in their efforts to be reflective of tangata whenua values, aspirations and inclusion in all facets of Council work.

The Runanga supports activities on the marae, in the community by deploying staff to provide help and to honour the duty that whakapapa dictates.

Strategic Pou: Iwi Development:

The Allied Trades programme delivered by Toi Ohomai/ Te Pukenga was a first step to building and broadening the employment opportunities available to our people. It was challenging due to the fact that we relied on other organisations to contribute to the programme. The transition from meeting ideas and delivering on them highlighted the importance of being able to control the different facets of a project. We are pleased to note that this year's cohort will graduate this year and we are exploring employment opportunities for them.

They will be engaged in providing finishing projects for the newly renovated Kaumatua flats on Kowhai Ave. We note that opportunities for employment for our wahine needs development.

Strategic Pou: Taiao

This is an area where work volume has increased from month to month. The Wheao/Flaxy Creek hydro scheme has been included into the Fast Track process.

The CIA (Cultural Impact Assessment) is in draft form and in the process of finalisation.

Work in our rohe carried out by the Regional Council and the Whakatane District Council, continues to happen at pace. The matters being discussed are:

- Gravel extraction and agreements with councils and contractors
- Waste management - transfer station changes and wastewater reconsenting 2026.
- River management work is to remove obstacles to the strong flow of water.
- Reconsenting of Aniwaniwa Dam 2026.
- Working with Pioneer Energy (Aniwaniwa), Manawa Energy (Trust power), and Todd Energy (solar farms).

Strategic Pou: Economic Development:

The MSO provides support for this pou at an administrative or project level. Their report provides details in this space.

During the negotiations for the Ngāti Manawa Treaty Settlement, the team, led by Wiremu Waiparera Bird worked towards achieving a settlement that would secure an economic base for Ngāti Manawa uri. This sentiment continues today.

The staff who have done the hard yards delivering benefits to you – our people, will put together a montage of the activities over the year for presentation at our 2024 AGM.

In acknowledging the support and work of the trustees, staff, kaumatua and kuia, outside organizations, specialist advisers, and all those who have participated and helped along the way – he mihi nunui he mihi aroha ki a koutou



Maramena Vercoe
Chief Executive Officer

Manawa Development Commercial Group

Tēnā koutou katoa kua tae mai nei i tēnei wā. As Chairperson, I am pleased to present this annual report on behalf of the Manawa Developments Commercial Group for the 2024 financial year.

Organisation Overview:

Te Rūnanga o Ngāti Manawa (TRoNM) Commercial entity, Ngāti Manawa Investment Trust (trading as Manawa Developments (MD)), was established in 2018 as your commercial arm.

Manawa Developments is fully owned by TRoNM and has four Trustees who have continued their positions since our 2020 AGM. Your Trustees are:

- Mana Newton - *Chairperson / Independent Trustee*
- Cassandra Crowley - *Independent Trustee*
- Laurie Porima - *Trustee appointed to represent the Rūnanga*
- Leonard Grace - *Trustee appointed to represent the Rūnanga*

The Trustees are responsible for TRoNM's investments and commercial activities. In managing our investment portfolio, we use a range of entities to ensure that we are managing our investments effectively, the entities are:

- Ngāti Manawa Investment Trust (NMIT, trading as Manawa Developments) – Commercial Group parent; the NMIT trustees are responsible for governing the three entities below.
- Ngāti Manawa Development Limited (NMDL) – our property investments, including KLC Limited, are held in this company.
- Manawa Gas Limited (MGL) – this is our petrol station in Murupara.
- Ngāti Manawa Tokowaru Asset Holding Company (NMTAHCL) – this is the company that holds our fisheries assets.
- KLC Limited (KLC) – our timber manufacturing processing facility of which we own 63.87% of the shares.

(Collectively known as *Manawa Developments or the Commercial Group*)

Overall Performance

Manawa Development's Net Profit for 2024 was \$431.88k, resulting in a ROA of **0.96%**. Over the year, the value of our assets increased to **\$45.2m**, included in this is KLC's asset base in accordance with NZ IFRS 3. Our performance in FY24 reflects a slight improvement in global market movements, as global inflation has begun to flatten or trend downwards, easing pressure on interest rates. Although much of the economy remained in a holding pattern during the 2024 financial year, we are pleased with our performance in 2024 and look forward to the opportunities that 2025 holds for us.

In 2024, MGL and KLC (excluding inter-entity interest) posted a net loss, which adversely impacted Manawa Development's performance.

Current Investments:

Manawa Developments currently has four areas of focus.

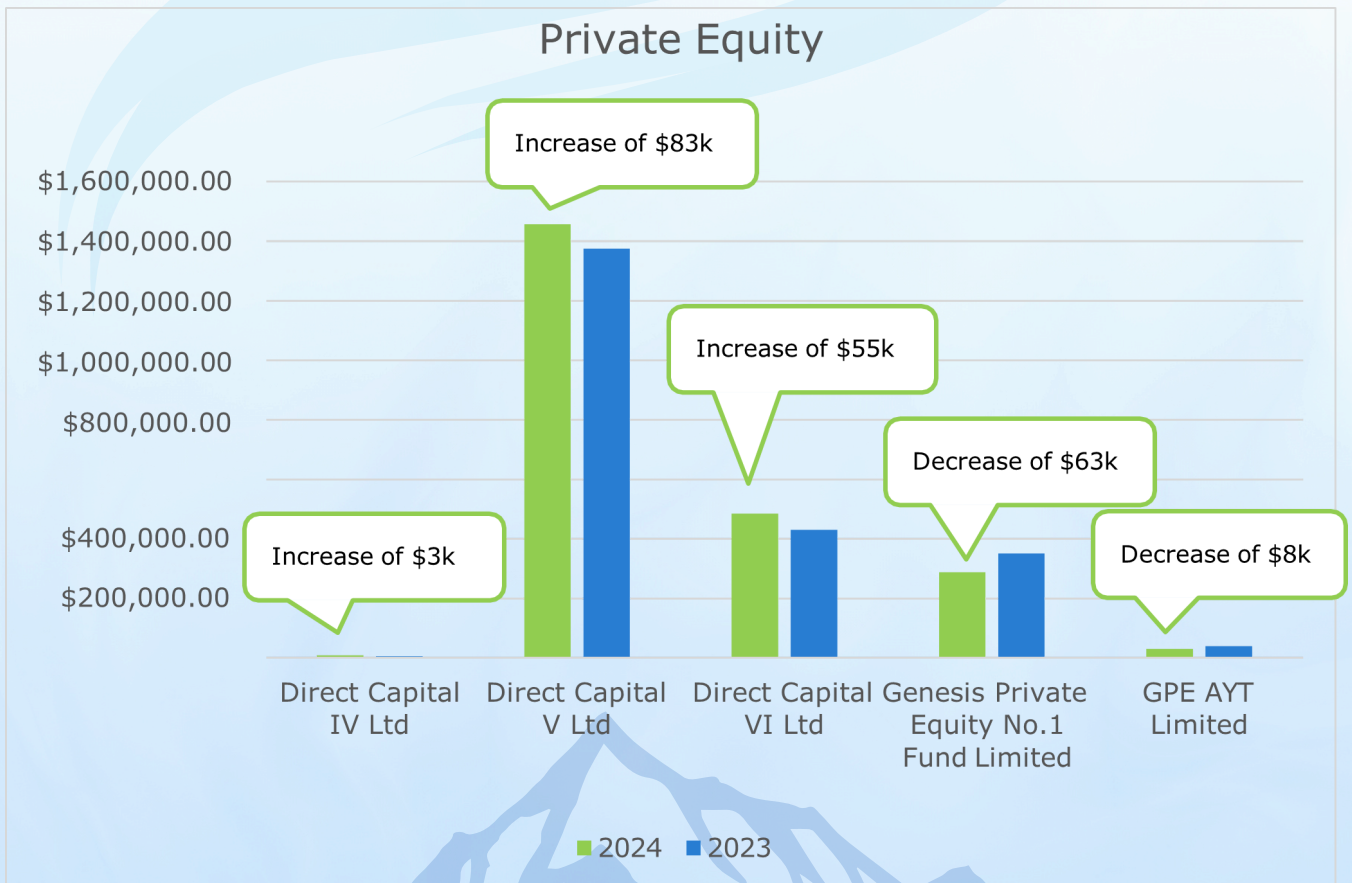
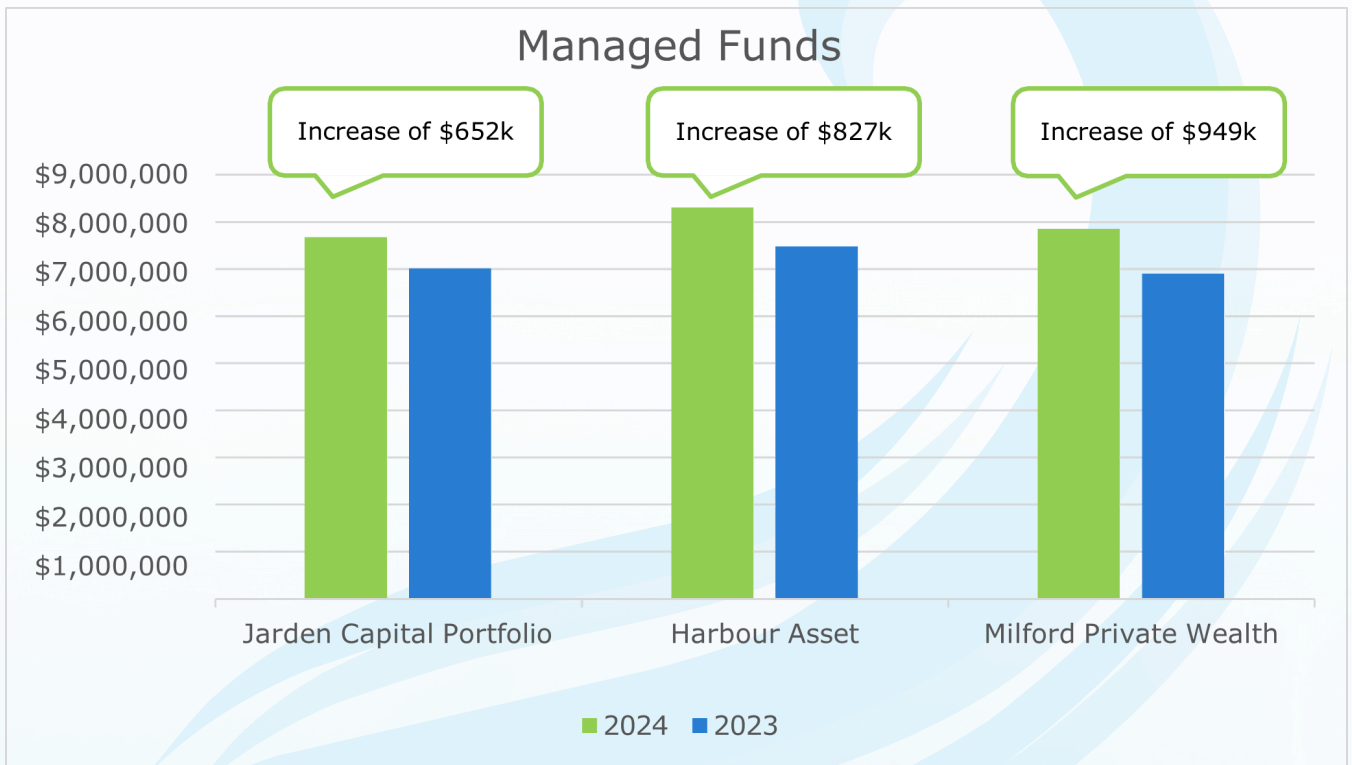
1. **Private Equity** –As of 31 March 2024, we held **\$2.3m (5%** of total asset allocation) of investments in private equity entities through GenesisPrivate Equity LP, GPE AYT Limited Partnership, Direct CapitalIV LP, Direct Capital V LP, and Direct Capital VI LP. These entities specialise in making investments into small and medium-sized non-listed companies across both NZ and Australia with a view to growing these companies. This year, our private equity portfolio achieved an average total return of **5.4%**.
2. **Direct Investments** – We have control over **\$14.5m worth of assets (32%** of total asset allocation) allocated to direct property investments consisting of KLC Limited and MGL.

- KLC Limited - KLC Ltd is a long-term investment made by Ngāti Manawa to support our long-term forestry strategy. KLC is a timber manufacturing facility located within our rohe. We hold 63.87% of the shares in KLC funded by a \$2.0m loan from the Provincial Growth Fund (PGF) and \$1.4m from Manawa Developments cash reserves (12.9% of our equity valued at \$828k was acquired over the 2023 financial year). KLC holds a total asset value of **\$15.9m**. A key priority for investing in KLC Ltd and securing a controlling interest was to help create employment opportunities. At 31 March 2024, KLC employed 79 people, which are in and around the rohe. Through our shareholder funds, KLC can grow the business and secure more jobs for our people. We are also able to apply our experience and skills to KLC and improve efficiencies in operations. Over the year, KLC posted a net loss of \$2.9m; please note that \$1.3m was charged to depreciation, which is a non-cash expense.
- Manawa Gas Limited - MGL (trading as GAS Murupara) is a gas station in Murupara located at 6 Pine Drive. We own 100% of MGL and are pleased to provide our Murupara whānau with access to petrol and diesel 24 hours a day. Peter White an uri of Ngāti Manawa, is our manager, and we are pleased that through this investment we have been able to create employment opportunities for Ngāti Manawa people.

3. Fisheries - We have \$1.2m (3% of total asset allocation) in fisheries investments through Ngāti Manawa Tokowaru Asset Holding Company. This company holds and receives fishing quota income received as part of the Ngāti Manawa fisheries settlement. This year, our fisheries portfolio achieved an average total return of 3.5%. We actively seek to consider further fisheries when they arise.

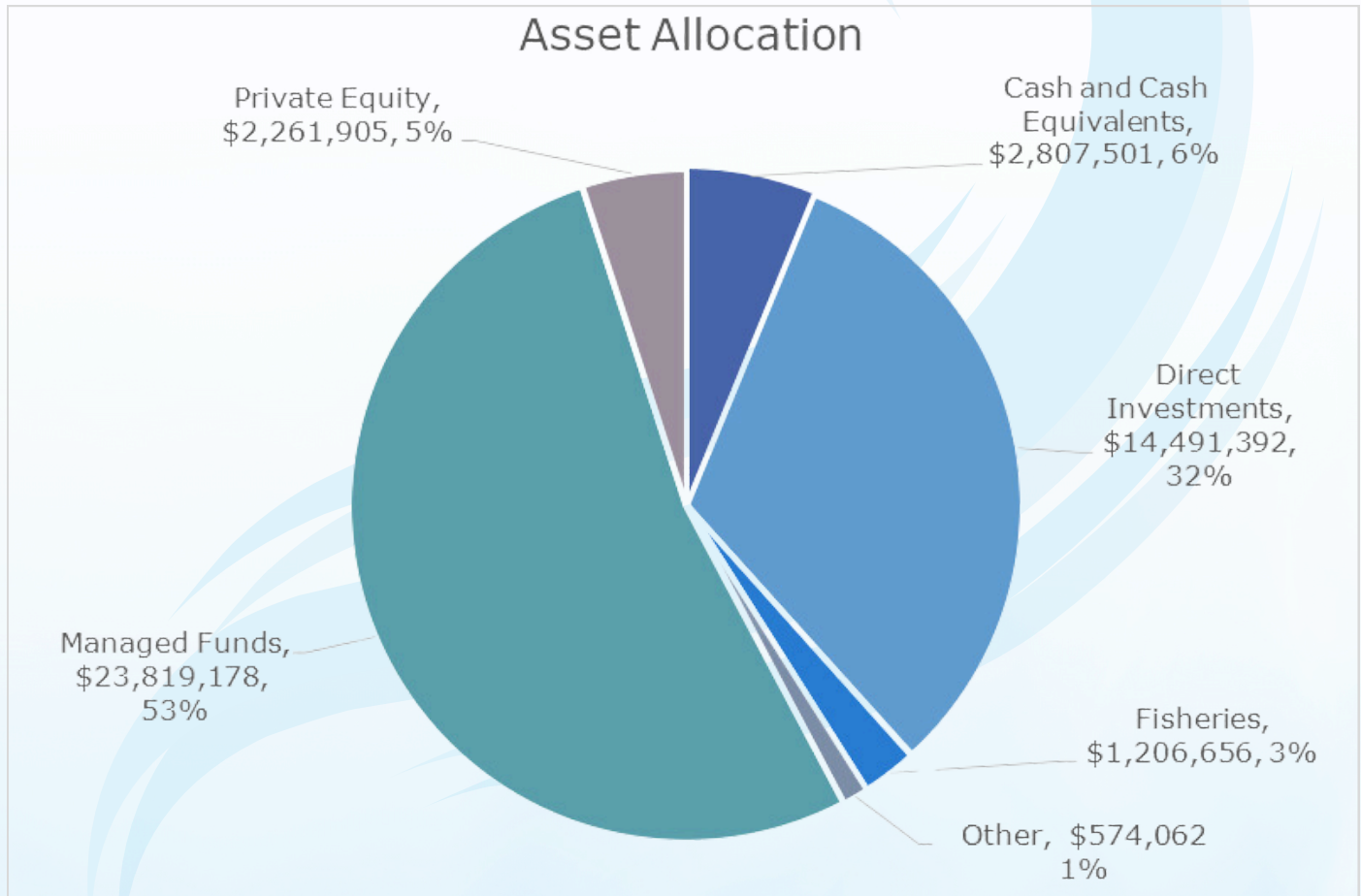
4) Managed Funds—As of 31 March 2024, we held managed investment portfolios with Jarden Capital, Milford Asset Management, and Harbour Asset Management worth \$23.8m (53% of total asset allocation). This year, our managed funds portfolio returned a positive 10.9% as global market conditions recovered from their previous lows. We continue to monitor the progress of our Managed Funds portfolios, and we are pleased with this year's result.

Note: The charts below show the annual movements in our managed funds and private equity investments from 31st March 2023 through to 31st March 2024.



5) Overall Asset Allocation

The charts below show the full TRoNM Group asset as at 31 March 2024 totalling \$51.5m. Manawa Developments are responsible for: Managed Funds, Private Equity, Fisheries Assets and some of the Direct Property and Cash, Bank Deposits and Receivables equating to \$45.2m (Approx. 88% of the Groups assets).



Current Investment update – KLC

KLC has faced strong economic and sectoral headwinds over the past year. New Zealand's residential housing construction sector is down 14% from its peak in 2021 and has declined in six of the previous seven quarters.

This, combined with strong stockpiles created during COVID supply shortages and high levels of imports, has made trading conditions very tough as an independent remanufacturer and all our customers (both domestic and export) are facing similar challenges. Experts are warning that the downturn in residential construction is not over yet, but 2025 will be a better year.

Financially, this has meant a significant loss during the year for KLC, and we have been in recent discussions with other shareholders around introducing more investment, which may mean an increase in our shareholding. In order to 'right size' KLC for the current market the business has had to remove its night shift, work shorter weeks and look to improve its operating margins. This 'right sizing' of the business is difficult for our staff but crucial for limiting the losses at a consolidated level for Ngāti Manawa.

Future Opportunities

The Trustees continue to find and analyse investment opportunities that are aligned with the social, strategic, and commercial aspirations of TRoNM. Due diligence on these opportunities is ongoing. We continue to utilise the investment filters and appropriate governance documents that have been implemented to support effective consideration of investment opportunities. In these documents, it is stated that we prioritise investments that are in the rohe, create jobs and allow us to partner with other Ngāti Manawa or other iwi entities – in addition to generating the required rate of return.

Forestry

Alongside our KLC investment, we continue to explore other forestry opportunities on our mana whenua lands, both leveraging upon and investing in the region's forestry industry to derive long-term benefits. Throughout the year, we made the decision to pursue other forestry investments, including carbon leasing within our region. However, we have yet to find an investment that aligns with our strategic aspirations.

Energy

During the year, we were provided with an opportunity to explore investment opportunities in the Energy Sector. An opportunity which includes the development of Torrefied Wood pellets is still in the early stages including researching funding/investing support and continuous wānangato develop a business plan for the opportunity. We are excited about the potential of an Energy Sector investment.

Housing

Housing is a key factor in the well-being of our whānau. As we know our Māori home-ownership rates are falling at faster than the national average, with multi-generational housing pressures felt keenly in Murupara. The Trust believes that healthy homes, combined with good access to services and infrastructure, are the building blocks for a thriving Murupara. NMIT has identified whenua within the rohe that may be suitable for housing and is striving to find options that will allow better improvement in the quality of the housing stock in Murupara.

Manawa Wai

Another venture that we have embarked on is partnering with Ngātimanawa Incorporation and exploring wider water opportunities on the Ngātimanawa B4 Block. Our key priority is to create jobs in Murupara and help improve the socio-economic status of the rohe. We obtained resource consent to drill exploration wells for groundwater testing of water flow and quality on Ngātimanawa B4 Block. We are in discussion with drillers and have a project plan in place to get us to a point where we have consent to draw water from the land for commercial purposes. Over the year we extended the resource consent for our test drilling operations and continue to seek funding to carry out our test drilling operations.

Commercial Property

We continue to explore commercial property developments in and around Murupara. We see this as an opportunity to reimagine and develop the township and provide employment opportunities for Murupara, to generate socio-economic benefits for our whānau. We continue to appraise these opportunities.

Thanks

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

Ngā mihi
Mana Newton

It is my privilege to report to you, our beneficiaries, on the workings of Ngāti Manawa Charitable Trust (NMCT) this past year.

This year, the NMCT board is made up of myself as Chairperson, Patrick McManus represents the Ngāti Manawatanga Iwi Pou and our newest director Robert Jenner.

For those that are new to the Charitable trust Patrick McManus contribution to the group is that he brings the cultural context to the decisions that we make as a group, ensuring that we maintain the heart for our people while Robert brings consistency and resolution that our hearts don't override our fiscal responsibilities, I am responsible for our "waka to stay the course" by ensuring that we strive to meet the Social, Health and Wellbeing needs of our beneficiaries and the community, both in and out of the Ngāti Manawa rohe.

As Chairman of the Ngāti Manawa Charitable Trust, it is also my responsibility to ensure that the link between the Te Rūnanga o Ngāti Manawa (TRONM) Board's Strategic objectives and the social interests of our iwi members, both in and outside the rohe, is considered, planned for, and then operationalized.

Our biggest single regret though is that the NMCT doesn't have a big pot of putea to give to whanau. We try to be fair, but sometimes some roopu may receive more than others. This is not a reflection on the people who tono for our help but how responsive each trustee is towards each tono.

2024 Highlights:

The Charitable Trust continues to support one-off projects such as the yearly Anzac Day, Kaumatua Kuia Christmas Dinner, and the Ngāti Manawa Day.

The NMCT also supports individuals and community groups in achieving their aspirations for themselves, their whanau, and the roopu to which they are connected.

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

Charitable Trust

Tono received were for wānanga, focusing on cultural, rongoā, and whānau connections.

Education:

In terms of education, many of the grants were used to assist with transportation for our tamariki (children) to get to school. This has become a top priority for some parents.

Health Grants:

Although these are a yearly stipend, The Trustees have wanted to increase the amounts given out for whanau but we need to secure more putea and change our constitution to meet the needs of our younger members.

Property:

The Ngāti Manawa Charitable Trust continue to support marae insurance cover for our marae in our rohe.

The seven (7) Kaumatua flats situated on Kowhai Avenue are being renovated and hopefully we will be able to provide more affordable accommodation for our whānau. We plan to have more affordable accommodation as we secure more funding.

Iwi Development and Whānau Support:

We also supported the cultural revitalisation projects such as Health and Rongoā wānanga, Te Reo wānanga and various educational projects.

Iwi Māori Partnership Board (IMPB) update:

Currently as the Ngāti Manawa kaikorero, I also sit on

- Te Taura Ora o Waiariki IMPB, (Te Arawa IMPB)
- Te Moana a Toi IMPB, (Bay of Plenty IMPB)

This is a strategic relationship as most of our health services come from the lakes (Rotorua Area) with our Mental Health Services and a few providers providing services via the Bay of Plenty Health area.

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

Tūhoe IMPB is in negotiations with Te Whatu Ora to stand up their IMPB. At the time of this report, we are still in the process of sorting through the health boundaries that separates Ngāi Tūhoe IMPB boundary from those borders that Ngāti Manawa Mana Whenua over. The health boundary we are being told is different to the Iwi boundaries.

The IMPB's are designed to advocate for the whanau voices and monitor local and regional whanau solutions for better outcomes for our people.

Issues of concern for the NMCT:

Two concerns this past year have been raised from previous years;

1. Sports tono - Under our constitution we can't entertain sports funding to our iwi members.
2. Health Grants to our under 18 year old's.

In Conclusion:

Balancing the needs from our people as opposed to the wants has not been an easy task. The robust discussions and decisions we have made, have sometimes not been favourable for some but overall, we have tried to support as many as possible.

Finally, thanks to the Trustees on the Te Rūnanganui o Ngāti Manawa Board (TRONM) for allowing myself and my fellow directors the opportunity to serve our iwi as part of the Iwi Development Pou and the Ngāti Manawa Charitable Trust.

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

Na John Porima



Chairman
Ngāti Manawa Charitable Trust

Tēnā koutou e te whānauwhānui o Ngāti Manawa, it is my pleasure to report on the draft financial results and position of the Trust for the year ended 31 March 2024. This report provides a summary overview for the year and the independently audited annual financial statements are available from the Trust website or from the office.

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

Our most significant trading asset is KLC which has proven to be a challenging investment providing many opportunities for the region but performing below expectations. We hold 63.87% of the shares in KLC funded by a loan of \$2.0m from the PGF and \$1.4m from Manawa Developments. The Group acquired an interest in KLC as a part of our long-term forestry strategy. KLC is the Group's first manufacturing and processing investment in the forestry industry.

Group financial performance (as per the draft financial statements) are as follows:

Net operating loss for the year was (\$3.2m) compared to the previous year (PY) of \$1.9m, which represents a variance of (\$5.1m). The change in performance compared to the prior year was driven by a loss in KLC's net operating surplus of (\$3.5m).

Investment performance (Managed Funds plus Private Equity investments) for the year resulted in an increase in the value of investments by \$2.5m compared to PY of (\$1.2m). The favourable investment performance was driven by decreasing interest rates and decreasing levels of inflation globally. We note that our performance was in line with the market. Increases to our investment portfolio aren't realised and we expect our investment portfolio to continue upward trends in the coming years.

Overall, the Group Net loss (Net Operating Surplus+ Invested funds performance [Managed Funds, and Private Equity])in 2024 was (\$801k) compared to the Group Net Profit of the PY of \$441k, this represents a variance of (\$1.2m).

Revenue:

Notable revenue streams for the year were:·CNI Distributions \$1.6m

- Dividends \$705k
- Trading Revenue: \$18.9m(KLC trading revenue\$16.3m and ManawaGas Revenue \$2.4m)

Expenses:

Notable expenses for the year were:

- Depreciation \$1.5m
- Employee Expenses \$6.1m (\$4.8m – KLC staff expenses)
- Other Expenses \$5.6m
- Purchases \$10.0m (\$7.8m – KLC materials, and Manawa Gas Purchases \$2.16m)
- Projects \$3.0m

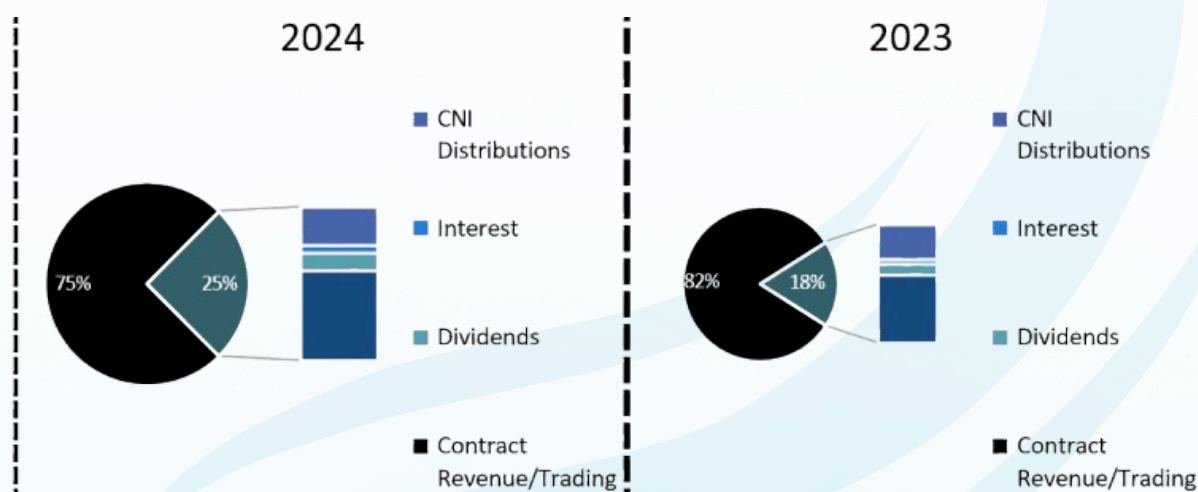
Operational Performance:

The Total Comprehensive Income is as follows:

- MGL (\$93k) - PY (\$16k)
- KLC (\$3.26m) – PY \$910k
- TRoNM \$242k – PY \$117k
- NMIT \$2.4m – PY (\$800k)
- NMTAHC \$22k – PY 18k
- NMDL (\$39k) – PY \$608k
- NMCT (\$108k) – PY \$156k
- NCL (Custodian) (\$5k) – PY (\$5k)

Group Net Profit/(Loss) breakdown

Total Group Revenue for 2024 was \$25.2m driven by Contract Revenue of \$18.9m (\$22.8m PY), Project Income of \$3.6m (\$1.8m PY), CNI rental of \$1.6m (\$1.4m PY). A more graphical overview of our 2023 and 2024 revenue breakdowns can be found in the charts below. Total Group Expenses were \$28.4m, driven by Purchases \$10.0m, Group Wages \$6.1m and Other Expenses \$5.5m. This resulted in a Net Operating Loss of (\$3.2m).

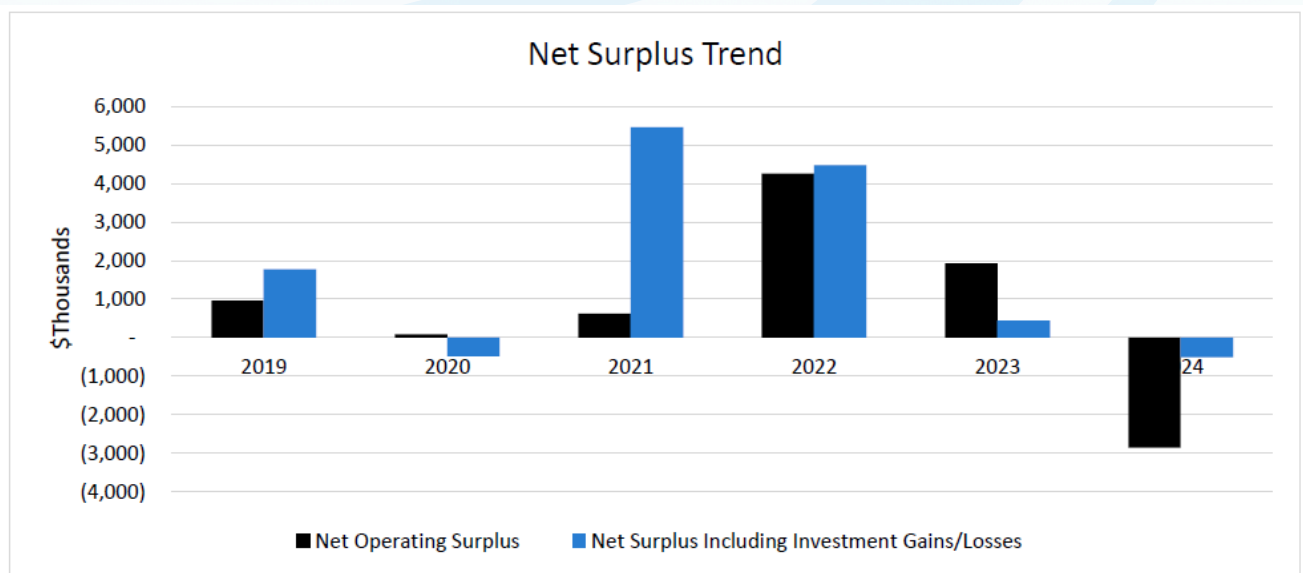


The managed investment portfolios, private equity investments, and gains on asset revaluations returned combined gains of **\$1.9m** in 2024 compared to **\$1.3m** in 2023. The investment losses and Net Operating Surplus together brought the Group's Total Comprehensive loss for the Year of **(\$801k)** compared to PY result of **\$441k**.

Summary of Income and Expenditure	2024	2023
Income Received		
Government Grants	-	998,120
Project Income	3,618,578	1,783,360
CNI Distributions	1,571,768	1,474,732
Investment Income	1,046,769	657,459
Contract Revenue/Trading (including KLC and Manawa Gas sales)	18,826,190	22,889,575
Other Income	107,006	100,917
Total Income	25,170,312	27,904,164
Less Expenditure		
Operational/Management Expenses	9,733,005	9,916,638
Trading and Other Expenses	18,677,714	16,061,602
Total Expenditure	28,410,719	25,978,240
Net Operating Surplus	(3,240,406)	1,925,923
Net Investment Write Up(Down) & Share of Surplus	1,904,917	1,343,210
Net Taxation Expense	534,037	141,254
Total Comprehensive Income/(Loss for the Year)	(\$801,452)	\$441,459

The chart below presents the Group’s performance for the past six years. Global markets had modest growth in 2024 but continued to be affected by geopolitical tensions and high but easing inflation, and with that, the Group’s Net Operating Surplus has decreased over the year.

Our Net Operating Surplus has been affected by the investment made in KLC Ltd during the 2021 financial year. Although KLC returned lower operational returns in 2024 compared to 2023, its financial performance was balanced out by the positive returns achieved by our managed fund portfolio. We expect our managed fund portfolio to see continued growth in the coming years as we take a long-term view. The Net Operating Losses for 2024 came in at **(\$3.2m)**, and the overall Net Loss for the year was **(\$801k)**.



Net Asset Position

Group Total Assets were **\$51.5m** compared to PY **\$50.0m**, resulting in an increase of **3%**. The increase in assets is attributed to an increase in cash and cash equivalents and managed fund portfolios.

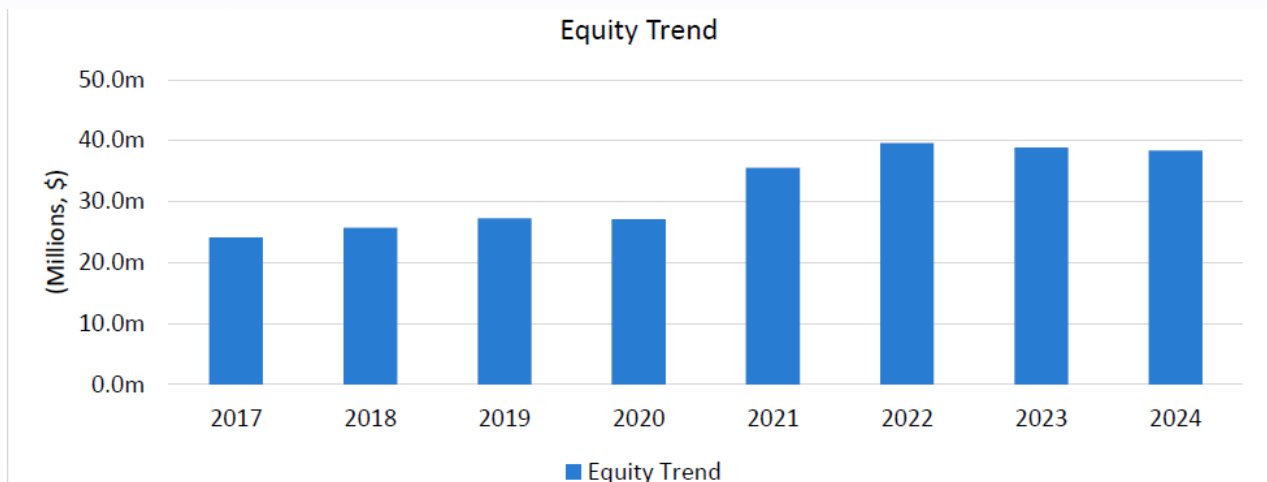
Loans represent **\$5.9m** in bank loans to KLC Ltd and **\$1.6m** from the Ministry of Business, Innovation and Employment (MBIE) to Manawa Developments relating to the purchase of KLC Ltd.

Net Equity for the Group decreased by **\$534k** to **\$38.4m** a decrease of **1%**.

Summary of Assets and Liabilities	2024	2023
Assets		
Cash and Bank Deposits	4,833,265	3,555,740
Inventories	2,753,129	4,725,841
Mataatua Quota Ace Holdings Ltd	145,125	128,622
Tax Refund/ (Payable)	414,829	437,165
Trade and Other Receivables	1,159,321	1,326,130
Short-Term Investments	627,051	1,406,936
Fisheries Quota Shares /Aotearoa Fisheries Ltd	990,021	990,021
Mataatua Quota Ace Holdings	71,510	71,150
Tukia Group Limited	1	1
Goodwill	6,122	6,122
New Zealand Units	664,081	614,626
Investment Property	804,241	838,604
Property Plant & Equipment	12,376,867	12,351,000
Deferred tax Asset	585,500	7,887
Forestry	83,324	-
Investment Portfolios		
Harbour Asset	8,303,947	7,476,131
Jarden Capital	7,668,884	7,016,582
Milford Private Wealth	7,846,347	6,897,149
Genesis Private Equity	314,759	387,181
Direct Capital IV, V, VI	1,947,146	1,805,481
Total Assets	51,595,470	50,042,728
Liabilities		
Accounts Payable	(1,851,685)	(1,348,205)
Income tax Payable	-	-
Income in Advance	(3,319,347)	(3,025,775)
Employee Entitlement	(353,160)	(309,122)
Rangitikei River Settlement	(250,000)	(250,000)
Loans	(7,472,148)	(6,226,341)
Total Liabilities	(13,246,341)	(11,159,443)
Equity	38,349,130	38,883,284

Equity Trend

The chart below presents the Group's Equity for the past eight years. The value of Group Equity trended upwards between 2017-2022, showing that Group Assets net of Liabilities has been steadily increasing. In 2023 and 2024 equity has trended slightly downward which is in line with current global economic conditions. In 2024, our Net Equity Position decreased \$516k.



Asset Allocation

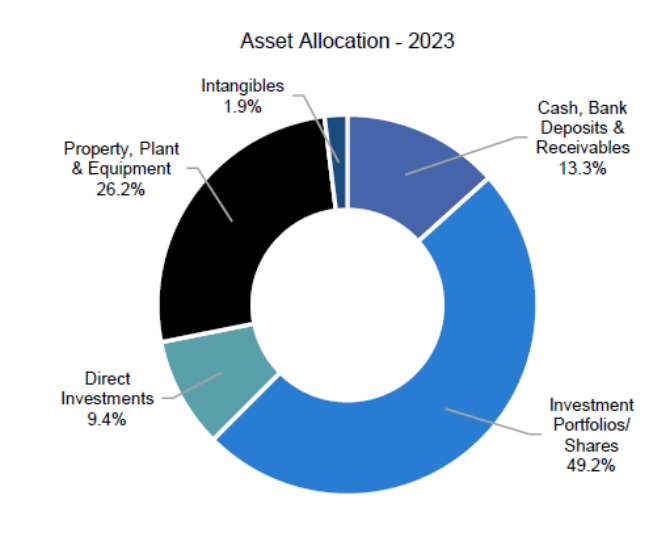
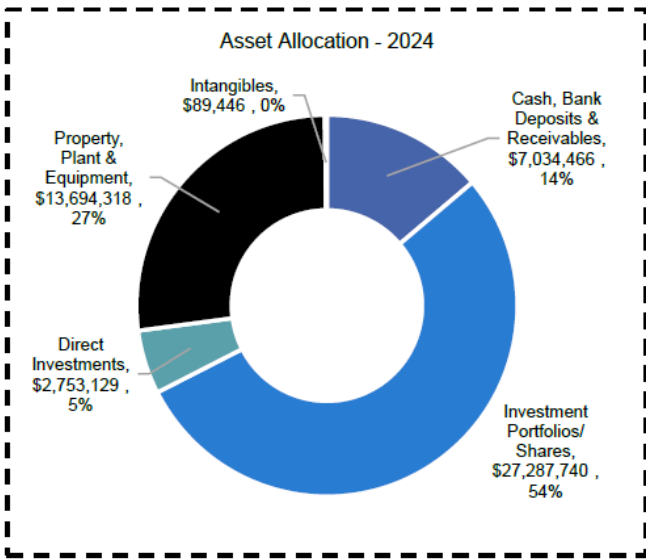
As at 31 March 2024, the value of the Group’s asset portfolio was **\$51.5m**. The allocation of assets by category is shown below.

The group holds 54% of its assets in investments and shares, which includes managed portfolios with Jarden Capital, Harbour Asset Management, Milford Asset Management, fisheries assets, and private equity entities through Limited Partnerships with Direct Capital and Genesis. We held 14% in cash, bank deposits and receivables, 27% in property, plant and equipment, 5% in direct investments, KLC Limited, and a fraction in ‘Other Assets’.

Investment portfolios performed in line with expectations throughout 2024, Dividends received value was \$705k however, investments increased in value by \$2.42m. The Trust has made a commitment to invest a total of **\$4.0m** into the Direct Capital IV, V and VI funds. As at 31 March 2024, we had **\$898k** still to invest.

Bank deposits are invested in term deposits at trading banks at the best rates. One-year term deposit rates are currently around 6.00%.

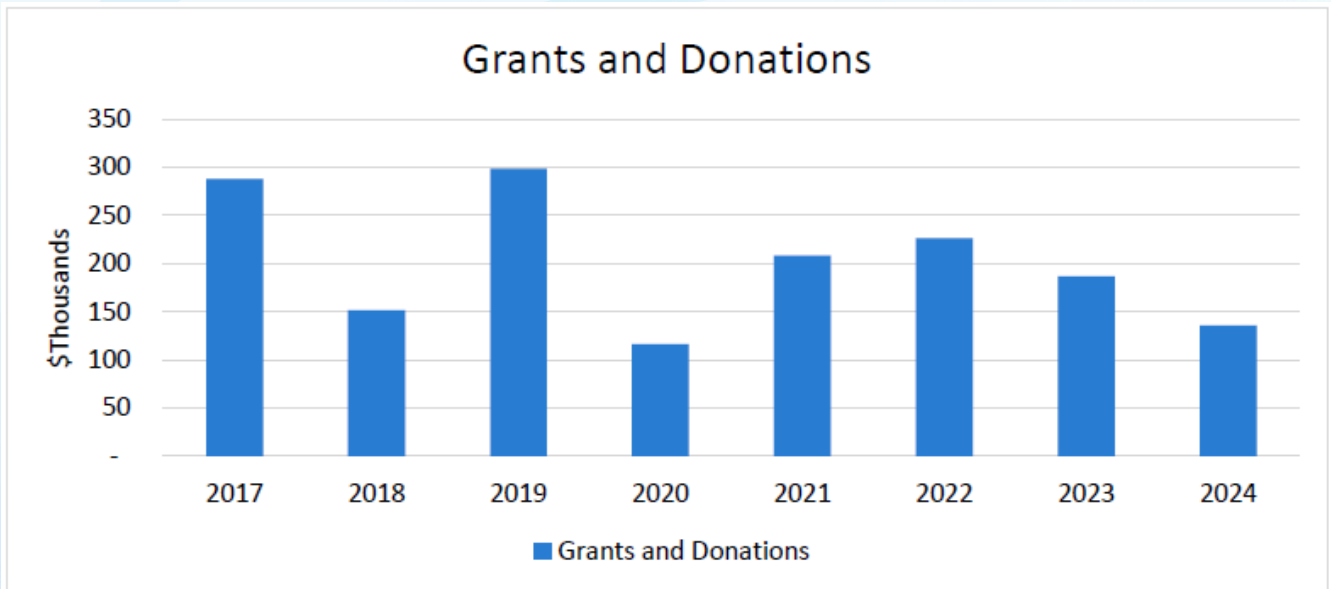
The value of the settlement and cultural land is still to be added to the statement of assets.



Ngāti Manawa Charitable Trust

During the year net of \$210k was donated to the Ngāti Manawa Charitable Trust. The financial details and operations of the Charitable Trust are also separately reported. During 2024, NMCT spent approx. \$139k on charitable activities.

Historical grants and donations for the past eight years were:



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

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

Trustees and Directors Fees	2024	2023
Kani Edwards	67,273	63,000
Leonard Grace	37,262	31,617
Pat McManus	36,000	23,600
John Porima	29,200	32,000
Laurie Porima	31,200	28,725
Taiarahia Taitoko	14,000	12,800
Maurice Toe Toe	26,400	26,800
Cassandra Crowley	18,000	19,725
Mana Newton	24,000	24,000
Jane Terewai Kalman	14,000	22,000
Robert	1,600	
Total	298,936	284,267

Overall, we made meaningful progress over the year, providing over \$139k in grants to our whanau, and took many positive steps towards achieving our wider Ngātimanawatanga aspirations. When looking at our financial performance, the Group made negative operational returns, which led to our total Net Profit being negative due to a decrease in the value of our contract revenue/ trading. Our investment performance for FY24 was in line with global markets which have performed well as global inflation and interest rates start to decrease. The increase in the value of investments is not crystalized, and we expect the value of these investments to continue to grow in the long term. Considering the state of the global economy, our performance is positive and can be attributed to the efforts we have made in developing and diversifying our asset base into more direct investments that are not as sensitive to market movements.

The investment in KLC Limited was primarily to support our strategic outcomes. By securing a controlling interest we can create more employment opportunities for Ngāti Manawa and improve the financial performance of the company using our experience and resources in forestry operations and management, however, recent performance of the investment has not been in line with expectations.

The Trust has explored a number of opportunities with the support of Manawa Developments (Commercial Group). These include funding and homeownership developments; commercial property developments to re-imagine and redevelop the township; and exploring wider opportunities to better utilise our underutilised resources within the whenua and wai. The key priorities for these projects are to create jobs in Murupara and to help improve the socio-economic status of the rohe, our uri and our whanau.

We are looking forward to continuing this journey with the Group and Ngāti Manawa and progressing your Anga Whakamua.

Thank you for all your mahi and support this year.

Ngāti Manawa Charitable Trust
Financial Summary Year Ended 31 March 2024

Summary of Income and Expenditure	2024	2023
Income Received		
Donations, fundraising and other similar revenue	944,204	971,893
Revenue from Contracts for Services with Central Government	100,000	100,000
Interest, dividends and other investment revenue	9,413	5,906
Revenue from providing goods or services	16,958	17,992
Total Income	1,070,575	1,095,790
Less Expenditure		
Audit Fees	-	1,750
Consultancy Expenses	19,114	5,608
Depreciation	3,468	1,378
General Expenses	155	156
Interest and Penalty IRD	-	-
Legal Fees	-	3,183
Management Fee	734,090	904,656
Printing, Stationery & Postage	-	-
Property R & M	10,143	24,198
Property Rates	16,877	10,794
Secretarial & Accounting	22,069	17,060
Ngāti Manawa Day	13,813	-
Subscriptions	1,477	1,591
Share Register	-	-
Travel	51	-
Bank Charges	8	-
Total Grants and Donations (Summary on table below)	217,414	161,718
Total costs relating to goods and service	101,778	105,261
Trustee/ Director fees	39,200	16,000
Total Expenditure	1,177,658	1,253,354
Net Surplus Before Grants and Donations	(107,084)	(157,563)

Summary of Grants and Donations	2024	2023
Tertiary and secondary school Grant	97,050	0
Marae Grants	80,464	79,889
Growing People and Capacity	-	55,001
Whanau and Hapu Development	23,099	16,828
Discretionary Grant	14,800	10,000
Total Grants	217,414	161,718

Summary of Grants and Donations	2024	2023
Tertiary and secondary school Grant	97,050	0
Marae Grants	80,464	79,889
Growing People and Capacity	-	55,001
Whanau and Hapu Development	23,099	16,828
Discretionary Grant	14,800	10,000
Total Grants	217,414	161,718

Summary of Assets and Liabilities	2024	2023
Assets		
Cash & Cash Equivalents	193,163	155,560
Receivables	2,131,451	1,100,133
Non-current assets		
Property, Plant and Equipment	122,425	119,906
Total Assets	2,447,039	1,607,842
Liabilities		
Te Runanga o Ngati Manawa Trust	1,030,256	2,162,601
Accounts Payable	1,043,676	5,406
Non-current Liabilities		
Loan from Ngati Manawa Investment Trust	2,462,369	1,422,015
Total Liabilities	4,536,302	3,590,021
Excess Assets over Liabilities	(2,089,263)	(1,982,179)

Staff and Trustees

Chief Executive

Maramena Vercoe

Accounts Administrator

Halee Merriman

Project Operations Manager

Tania Edwards

Regional Digital Hub/ Iwi Registrar

Ima Nuku

Regional Digital Hub Assistant

Te Pahu Carson

Manawa Trade Training

Roselyn Sharp

Employment Advisor

Ripeka Hawkins

Iwi Community Connector

Katrina Martin

Board Secretary/PA

Sophia Nuku

Taiao Assistant

Erena Nuku

Receptionist

Venita Merriman

Cleaner

Monique Becrich

Taiao Roopu

Chris Higgins - Supervisor

Turua Te Moni

Eddie Howden

Wiremu Nuku

Hunter Melon

Te Roopu Kararehe

Rua Te Pairi

Joe Tapeti

Chairman

Kani Edwards - Rangitahi

Deputy Chair

Patrick McManus - Painoaiho

Leonard Grace - Painoaiho

Maurice ToeToe - Rangitahi

Terewai Kalman - Tipapa

Robert Jenner - Tipapa

Laurie Porima - Moewhare

John Porima - Moewhare

Ngati Manawa Charitable Trust

John Porima - Chairman

Patrick McManus

Robert Jenner

Huia Toiariki

Ngati Manawa Development Group

Mana Newton - Chair

Cassandra Cowley

Leonard Grace

Laurie Porima

Tokowaru Fisheries

Leonard Grace

KA MAUMAHARA

Ki a koutou kua wheturangitia
i te tau kua pahure atu
koutou i hapi i nga moemoea
i nga wawata mo matou nga uri
e kore koutou e warewaretia

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

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

Ina ko te

Nuku/Teddy Whanau, Winitana Whanau, Teddy/Faataape Whanau,
Tira Anderson Whanau, Christie Whanau, Hall Whanau, Mihi Anderson
Whanau, Ned Howden Whanau, Tihema Whanau, Epiha/ Hale Whanau,

MacPherson Whanau, Hepi/Edwards Whanau.

