

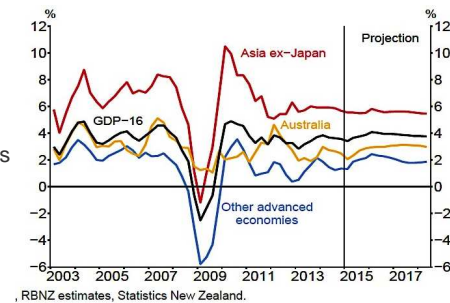


Agenda

- World
- Old NZ
- Revolution
- New NZ

As the world turns...

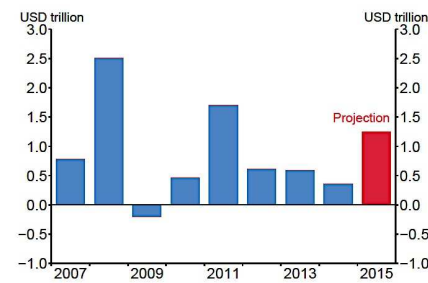
- Dangers of stagnation & deflation
- Economies need to keep reforming
- Major adjustments are underway
 - Deep upheavals in China
 - ...spilling over to its Asian neighbours
 - ...e.g. Australia & NZ suffering from end of Chinese commodities' boom
 - European growth very sluggish
 - US growth strengthening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



Resuscitation isn't working

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

Estimated change in major central bank balance sheets



0-year government bond yields



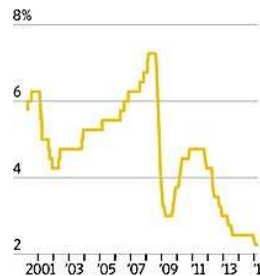
...except in house prices

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

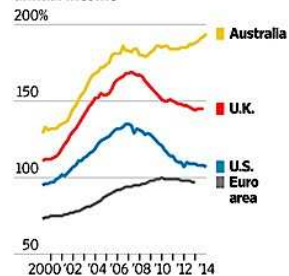
Through the Roof?

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

Overnight cash rate



Household debt as a percentage of annual income



Home prices as a multiple of annual income

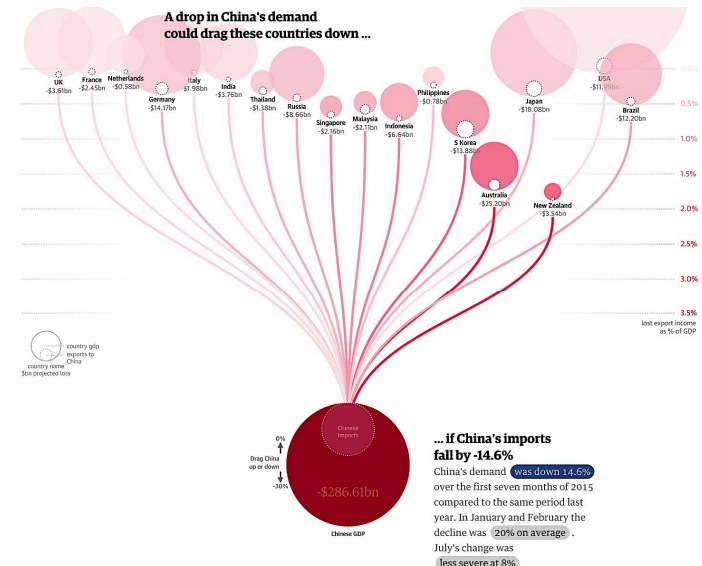


Sources: Reserve Bank of Australia (cash rate); Barclays (debt); 11th Annual Demographia International Housing Affordability Survey (2015) (home prices)

THE WALL STREET JOURNAL.

China's slowdown – NZ hardest hit

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

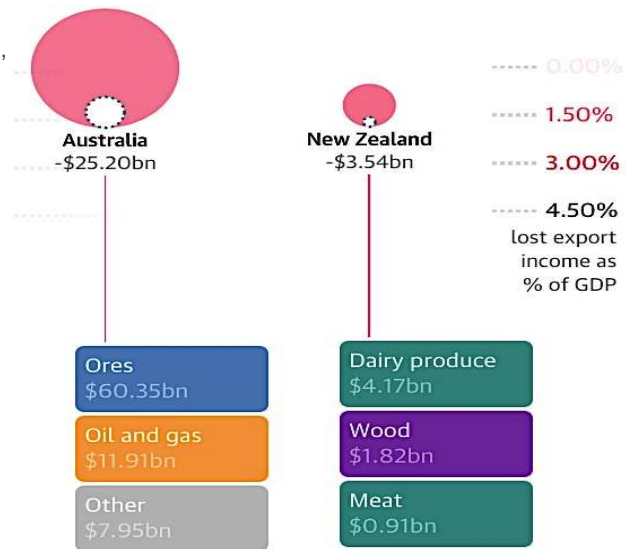


Impact

- Over past 7 months, China's exports have dropped 14.7% at an annual rate

- Impact on NZ:
- Loss of \$3.5bn in exports
- Loss of 1.95% of GDP

- NZ hardest hit

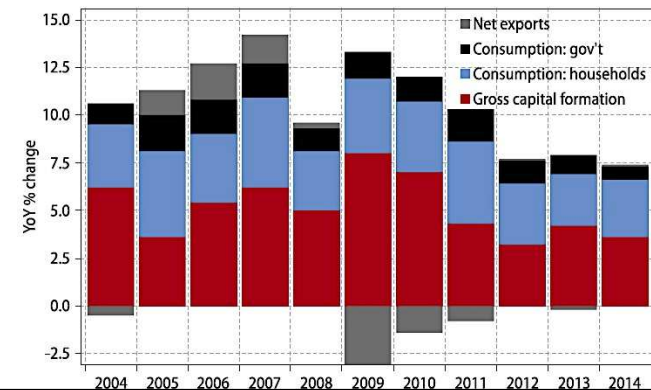


China's radical restructuring - growth

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

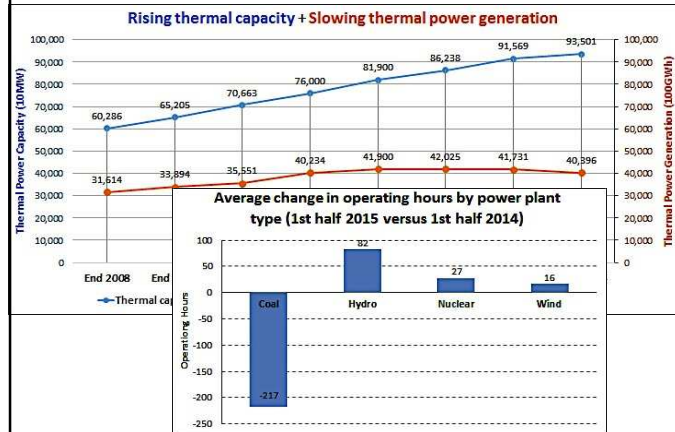
Weakening investment, solid consumption

Contribution to real GDP growth, expenditure GDP accounts



China's radical restructuring - technology

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

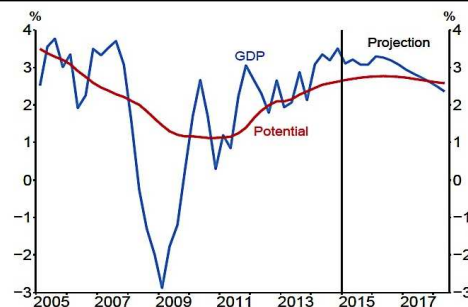


Agenda

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NZ growth is slowing

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



- **Reserve Bank forecasts:**
 - Forecast above is 3-months old
- A lot has happened in global and NZ economies since
- Next forecast will be a major update
 - Monetary Policy Statement
 - Thursday September 10th

Short-term opportunities

- Residential construction
 - Mainly Auckland and Christchurch
 - ...reflecting migration and rebuild
- Infrastructure
 - Mainly Auckland and Christchurch
 - ...reflecting migration and rebuild
 - ...and new competition e.g. composites for Skypath on Auckland Harbour Bridge
- Commercial construction
 - In main centres and main tourism destinations
 - ...reflecting migration, rebuild and strong tourism
- Industrial construction
 - Less investment reflecting slowing economy and reduced export demand
- Manufacturing
 - Less investment, reflecting slowing domestic and export demand



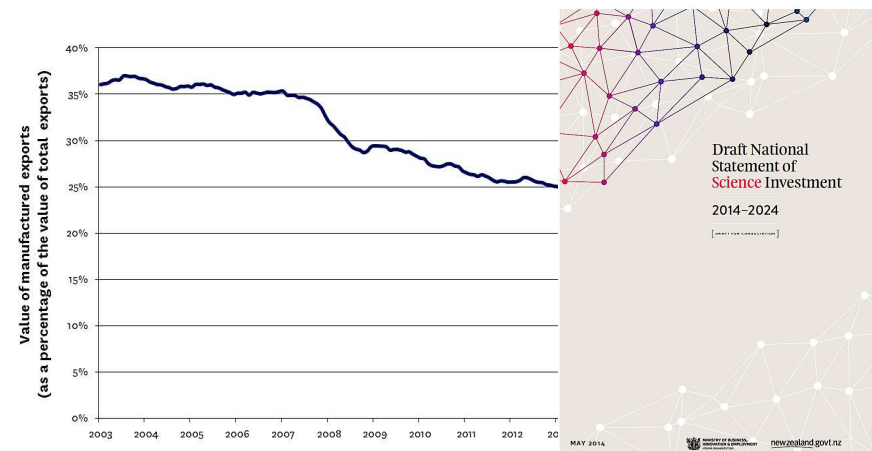
Government Strategy Mk III

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



Manufactured exports are falling

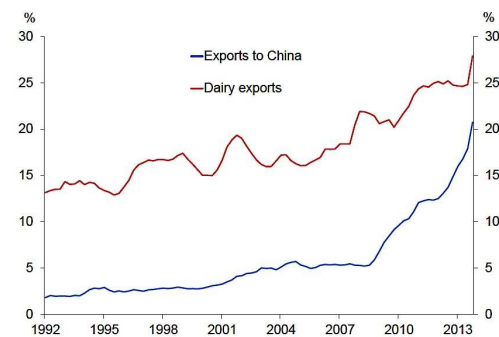
- ...from 37% of total exports in 2003 to 22% today
- ...with commodities taking a growing share of total exports
- Yet, government funding for science and tertiary education is falling in real terms



Simpler exports

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

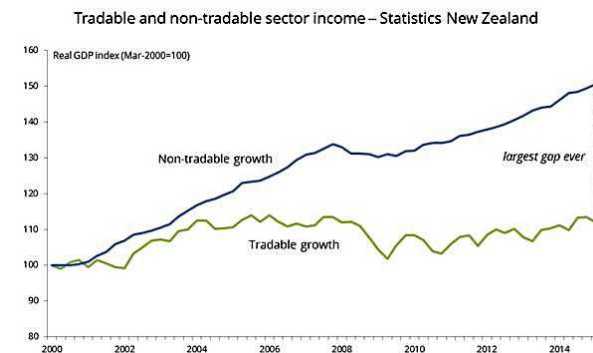
Concentration of New Zealand exports
(percent of total exports)



Source: Statistics New Zealand.

Exports have long stagnated

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

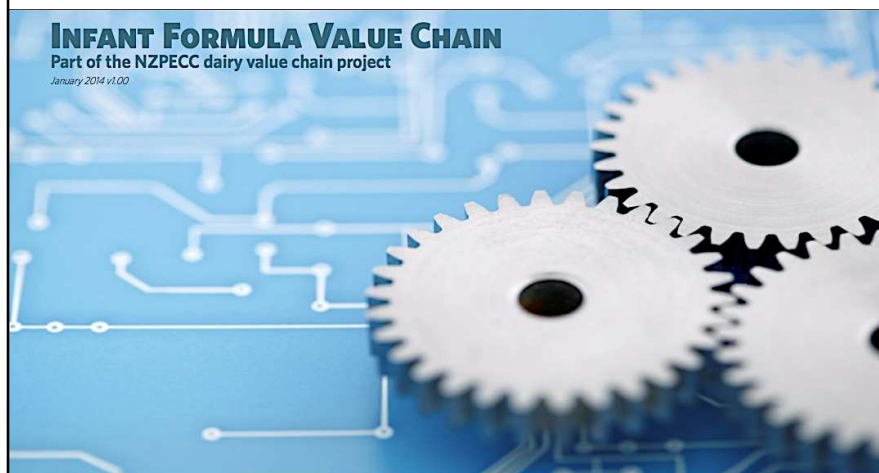


Why we're hitting the wall...an example

INFANT FORMULA VALUE CHAIN

Part of the NZPECC dairy value chain project

January 2014 v1.00



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

CORIOLIS
research • consulting • strategy

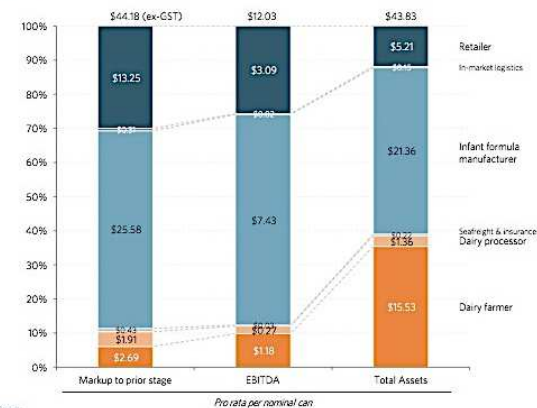
NZ's share of infant formula profits – only 12% ...but we contribute 40% of the assets

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

CORIOLIS

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

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



NZ's challenge

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



Agenda

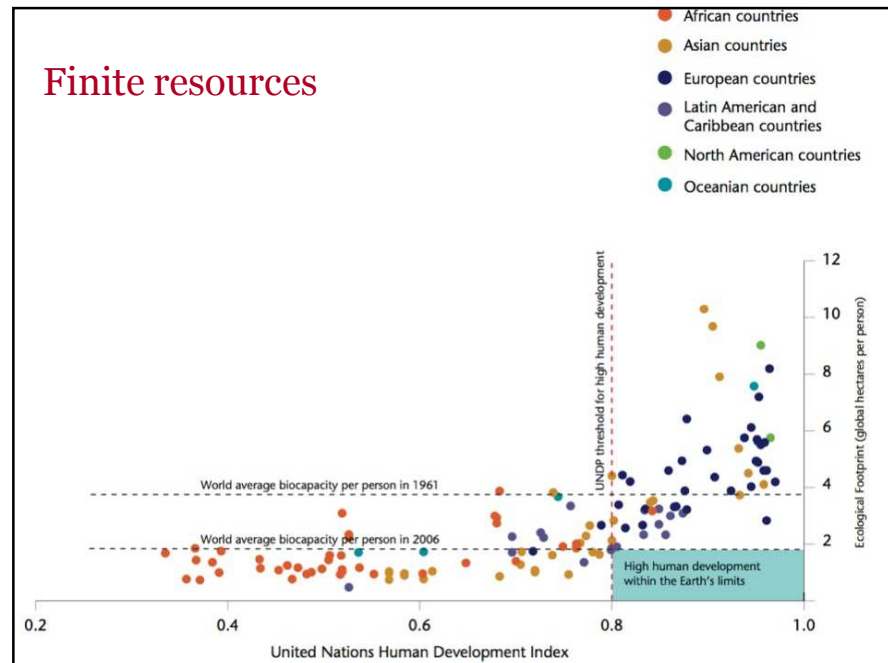
- World
- Old NZ
- **Revolution**
- New NZ

People, planet

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

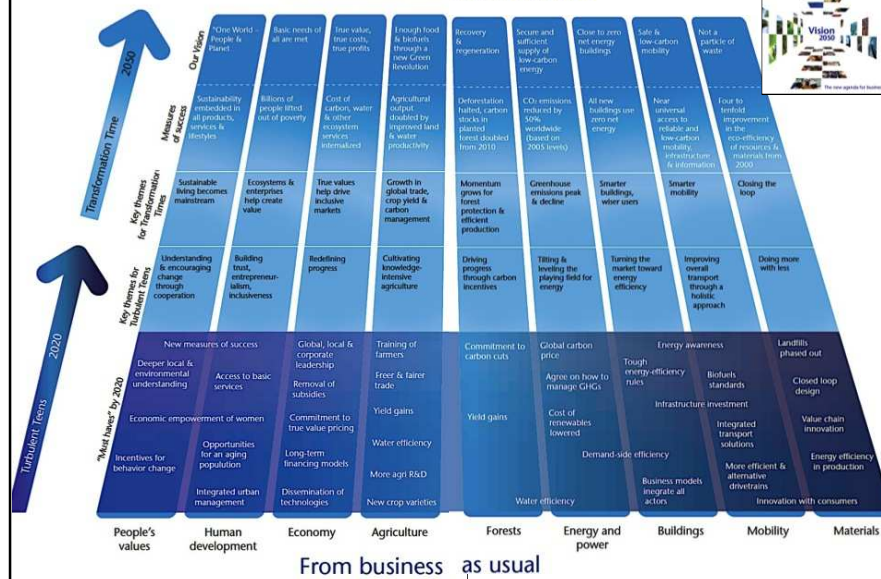


Finite resources



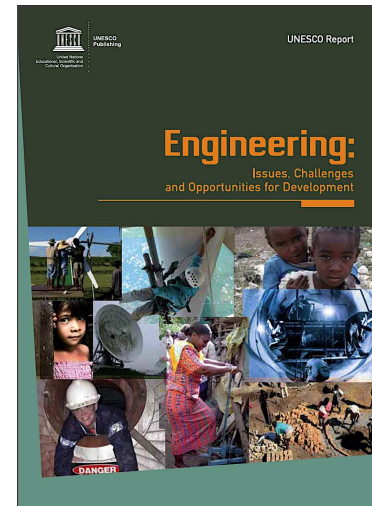
We must have unprecedented scale, speed & complexity of change

To a sustainable world in 2050

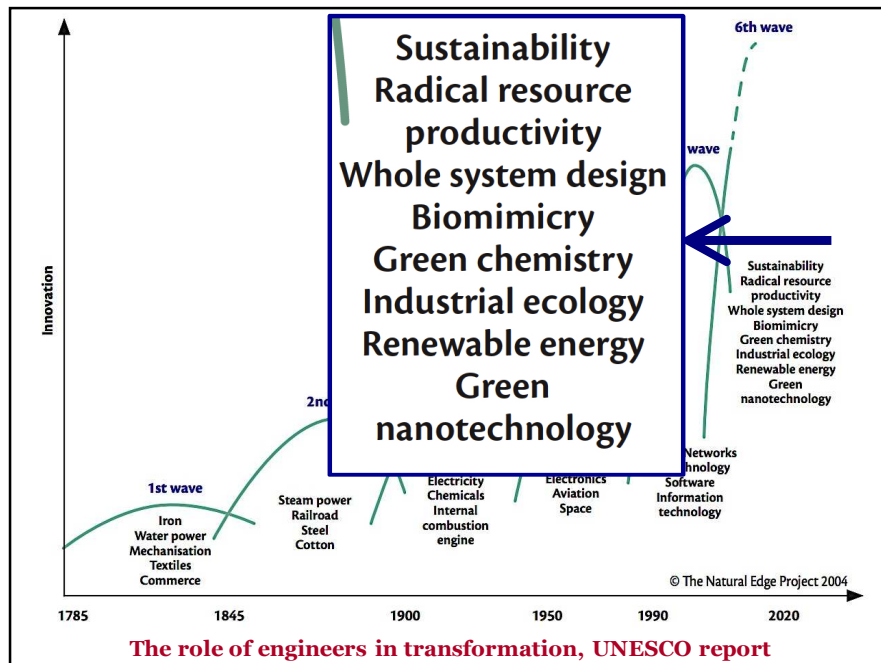


Engineers' role in the world – fast changing

- United Nations' foresight project bit.ly/UNESCOengineering



engineers
technology
development
education
science
international



Circular economy

Cradle to Cradle Framework

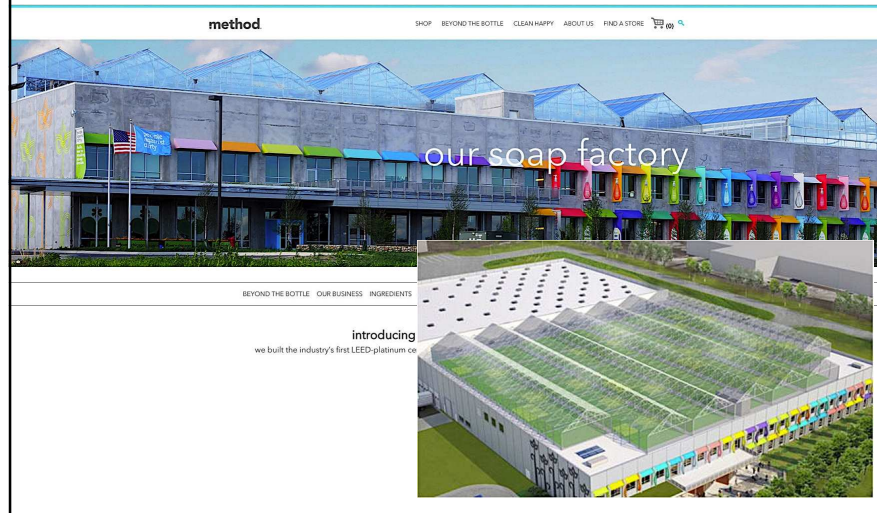
THE UPCYCLE
 SECOND REVOLUTION
 WILLIAM MCDONOUGH
 MICHAEL BRAUNGART

plants
 animals
 decomposers
 soil nutrients

manufacturing/assembly
 product
 customer use
 materials

Method's Soapbox...in Chicago

- ...Cradle-to-Cradle in practice



McKinsey – Circular Economy

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

Insights & Publications

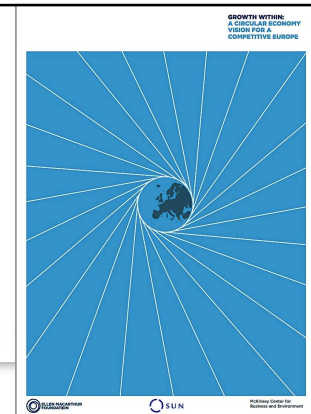
Latest thinking | Industries ▾ | Functions ▾ | Regions ▾

Report

Europe's circular-economy opportunity

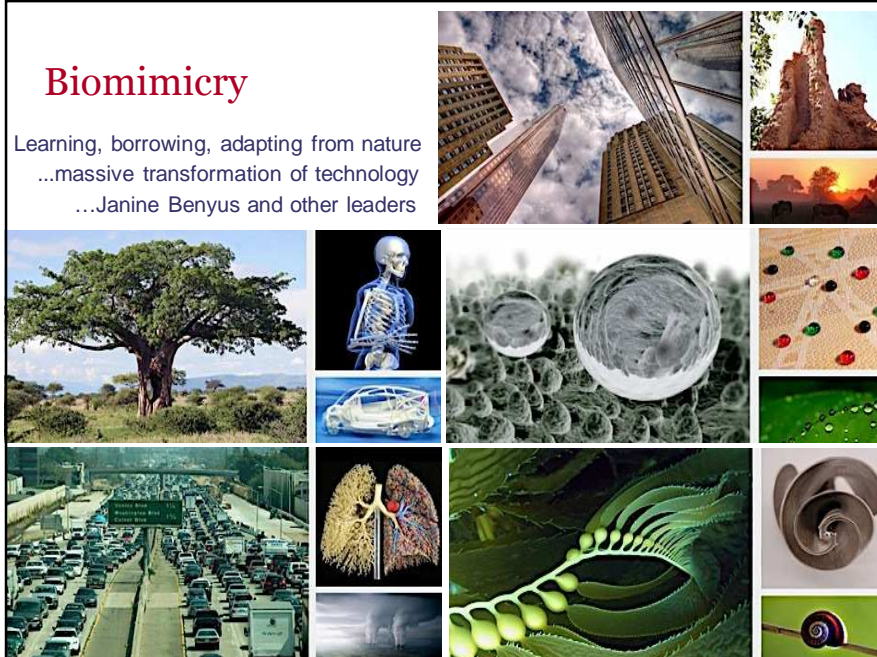
Adopting circular-economy principles could not only benefit Europe environmentally and socially but could also generate a net economic benefit of €1.8 trillion by 2030.

September 2015



Biomimicry

Learning, borrowing, adapting from nature
...massive transformation of technology
...Janine Benyus and other leaders



THE NEW CLIMATE ECONOMY

The Global Commission on the Economy and Climate

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The launch of Better Growth, Better Climate: The New Climate Economy Report
Our report - Better Growth, Better Climate: The New Climate Economy Report - will be launched on Tuesday, 16 September 2014 at 9:00 am EST. Watch our report launch at <http://webtv.un.org/>

**BETTER GROWTH
BETTER CLIMATE**
The New Climate Economy Report
THE SYNTHESIS REPORT

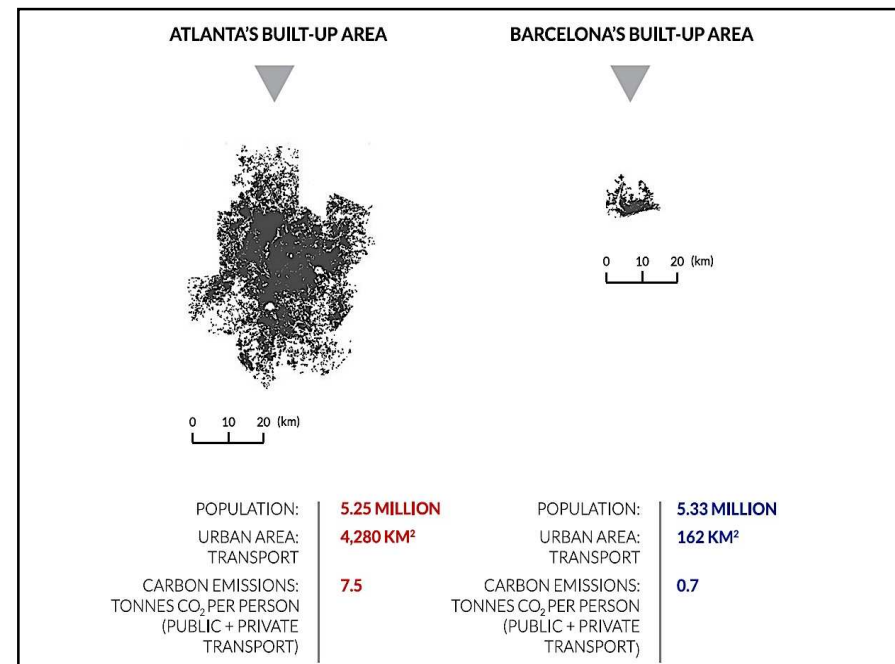
华大学合作开展气候
，请点击下方链接。

The Global Commission on the Economy and Climate

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

The Global Commission on the Economy and Climate, and its flagship project The New Climate Economy, have been set up to help governments, businesses and society make better informed decisions.

September 16, 2014 9:00am
New York Launch of the New Climate Economy at the United Nations



Our choice

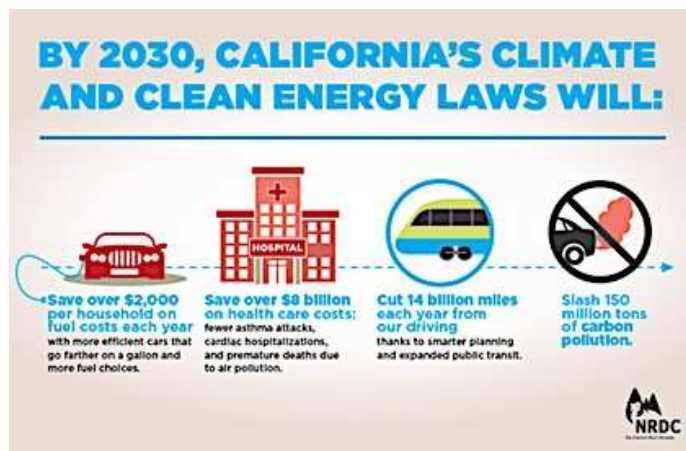
- 2014 – 2030
- Total investment in the global economy = US\$ 300 – 400 trillion
- Low carbon investment will cost a bit more than high carbon business-as-usual
 - Extra cost = 1% - 4% of GDP in 2030
 - ...i.e. achieve the same level of GDP about 6 to 12 months later
- High carbon investment
 - Cities, land use and energy sources
 - = US\$89 trillion
- Low carbon investment
 - Cities, land use and energy sources
 - = US\$93 trillion
- Extra cost for low carbon investment:
 - = US\$4 trillion - probably an over-estimate
 - given inadequacies of conventional economic models
 - = US\$270 billion a year = 1.5x New Zealand's GDP per year
- Low carbon is cheaper than high carbon, if operating costs are included

Bullitt Centre Seattle

- The world's greenest commercial building
- Self-sufficient for energy and water
- An exemplar of the Living Building Challenge
- <https://ilbi.org/lbc>

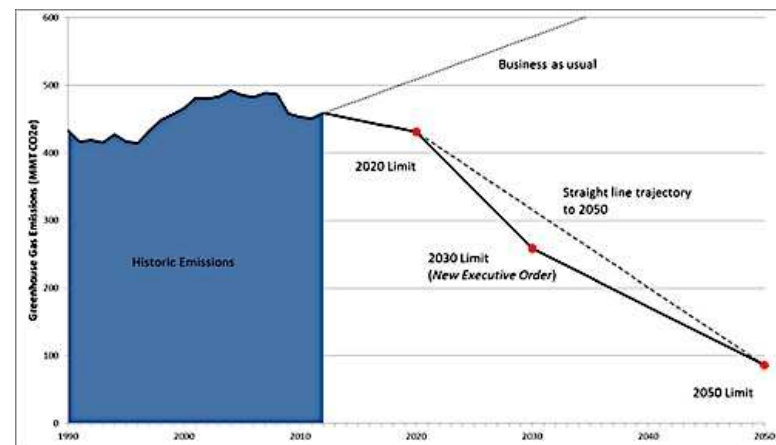


Telling an encouraging story



California

- 40% below 1990 levels by 2030...halfway toward its goal of 80% cut by 2050
- 2020 goal, became law in 2006, supported by 70% of voters



WE NEED A REVOLUTION OF CAPITALISM

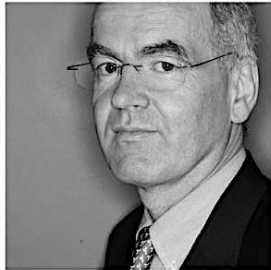
Peter Bakker
President, WBCSD,
Former CEO of TNT



Peter Bakker
*World Business Council for
Sustainable Development*

Revolution


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




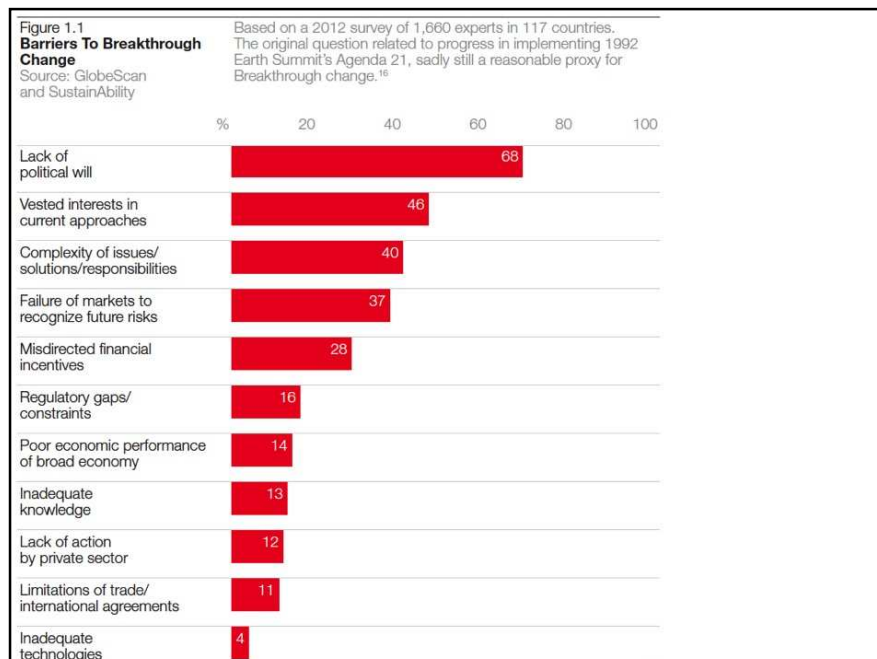
John Elkington
 Co-Founder and Executive Chairman
 Volans

Breakthrough

Business Leaders,
Market Revolutions




VOLANS

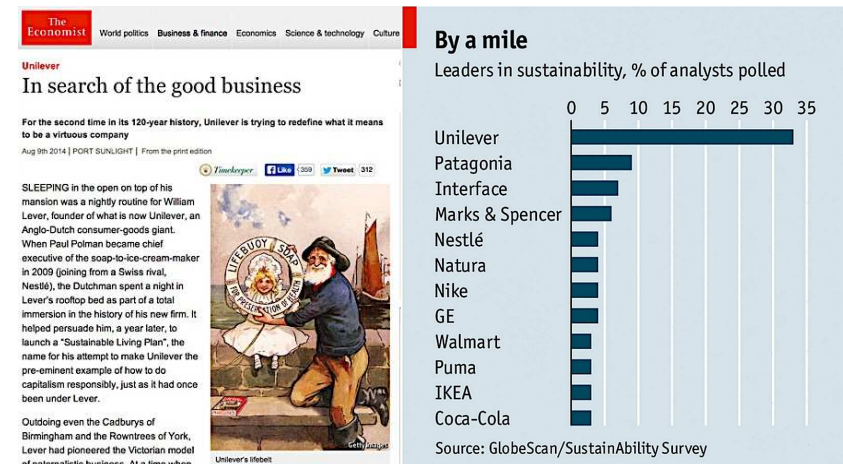


Breakthrough Criteria			
A Breakthrough solution meets the following criteria			
Key Concepts			
Future-Ready	Ambitious	Fair	Disruptive
Works well in a world of 7-going-on-9 billion people, providing affordable access to needed products or services, while respecting planetary boundaries. ³⁵	Aims to transform key aspects of capitalism—and drive radically better outcomes across the triple bottom line.	Helps tackle critical equity issues, including the transfer of intergenerational debt created by public borrowing, natural resource extraction and environmental destabilization.	Promises (or threatens, depending on your viewpoint) to disrupt the current economic or governance system, moving the needle from incrementalism to system change.
Ecological Footprinting Global Footprint Network ³⁶	Environmental Profit & Loss PUMA/PPR ⁴¹ The B Team ⁴²	Access to X Where X might be medicines, clean water, renewable energy, education or finance	Biomimicry B Corporation ⁵² Biomimicry 3.8 ⁵³
One Planet Living Bioregional ³⁷	Impact Investment Global Impact Investing Network ⁴³	Fair Trade Fairtrade International ⁴⁹	Circular Economy Ellen Macarthur Foundation ⁵⁴
Planetary Boundaries Stockholm Resilience Centre ³⁸	Zero Interface Mission Zero ⁴⁴ Zero Discharge of Hazardous Chemicals ⁴⁵	Social Innovation / Entrepreneurship / Investment Skoll Centre for Social Entrepreneurship ⁵⁰	Cradle-to-Cradle Design MBDC ⁵⁵
Stranded Assets Carbon Tracker ³⁹ Generation Investment Management ⁴⁰	'X' The X Prize Foundation ⁴⁶ Solve for X ⁴⁷ Google X ⁴⁸	Sustainable Living Unilever ⁵¹	Sharing Economy / Collaborative Consumption Oxfam / Marks & Spencer ⁵⁶ Mesh ⁵⁷ yerdle ⁵⁸

Rethinking - Unilever

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

Impact - Unilever



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

Agenda

- World
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NZ Vision 2050

- ...by a group of young leaders...
 - ...under the NZ Business Council for Sustainable Development...
 - ...which morphed into Business NZ's Sustainable Business Council
- Download at:
 - <http://www.sbc.org.nz/projects/vision2050>

THE REPORT

BUSINESS AS USUAL IS NOT AN OPTION

HUMAN DEVELOPMENT
CULTURAL DIVERSITY
MOBILITY
AGRICULTURE
MARITIME
FORESTS
ECONOMY
ENERGY & POWER
BUILDINGS
WASTE & MATERIALS
TOURISM

2012 NEW ZEALAND EDITION

VISION 2050

Sustainable
Business Council

CARTON, WELLINGTON, NZ

IT IS PROJECTED WE WILL BE USING 2.3 EARTHS BY 2050.¹ CLEARLY, THIS SITUATION IS NOT SUSTAINABLE.

THE VISION

THE VISION 7

VISION 2050 NEW ZEALAND

In 2050 New Zealand has...
six million people living well and within the limits of the planet.

Behind this simple statement is a complex set of issues that urgently need addressing. Vision 2050 provides a framework to face these challenges and consider how business can lead the change our country needs.

URGENCY FOR CHANGE

We are facing many challenges over the next 40 years that require us to make changes to the way we live and to the way our businesses and other institutions interact with society and the natural environment. Facing up to the challenges means difficult decisions will have to be made now to avoid leaving an unpalatable legacy for our children and grandchildren. Business is a core agent of this change and the urgency must be realised now if we are going to achieve our positive aspiration.

New Zealand's population will increase significantly over the next 40 years. Although the estimated extra one to two million people will not create a densely populated country, this rise will coincide with a world population that has increased by two billion.

How do we meet the needs of a world that is sharing finite resources and overflooded ecosystem services, such as clean air and water?

At our current rate of resource consumption it is projected we will be using 2.3 Earths by 2050.¹ Clearly, this situation is not sustainable.

GLOBAL FOOTPRINT – CURRENT TRAJECTORY

Source: WRI 2010; New Zealand 2050

VISION 2050

1. In 2050 New Zealand has... six million people living well and within the limits of the planet.

THE VISION

THE VISION 7

VISION 2050 NEW ZEALAND

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Source: WRI 2010; New Zealand 2050



Sustainable Business Council

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

[ABOUT](#)
[NEWS](#)
[PROJECTS](#)
[EVENTS](#)
[RESOURCES & TOOLS](#)
[MEMBERSHIP](#)
[CONTACT](#)

Home > Projects > Ecosystem Health

ECOSYSTEM HEALTH

The health of our ecosystems underpins all aspects of New Zealand's export economy.

The SBC works with businesses to help them understand their dependencies and impacts on ecosystems and how this affects their business strategy and resource use.

ABOUT THE PROJECTS

SBC members work together on projects that will help them integrate an 'ecosystem approach' into their business management. It supports this by brokering partnerships between business and government on biodiversity and ecosystem issues.

In 2013/14 this project delivered the business contribution to the successful *Valuing Nature* Conference. This helped put natural capital on the national agenda. The project has also developed communications materials – *Q&As* and a *Glossary* – to help explain what the concepts of biodiversity and ecosystems services are and why these are important for business. The "Pitch for Nature" video, launched by the World Business Council for Sustainable Development (WBCSD) at the inaugural World Forum on Natural Capital in 2013, complements these materials by helping explain what


PROJECTS

- Sustainable Leadership
- Climate & Resources
- Social Impact
- Ecosystem Health
- Future Leaders' Programme

ECOSYSTEM HEALTH WORK PROGRAMME

Sustainable Business Network

- “Reshaping Profit”...also the start of a radical rethink of business and nature



Reshaping profit.



If you're looking for an organisation that will invigorate your business, you've found it.

Our members are charting a path to profit that benefits communities, employees and our natural environment as well as shareholders – profit fit for the 21st century.

We help our members succeed in four Transformation Areas.

Click on an icon to learn more.

You

HOME NEWS THE RACE OUR CAMPAIGN THE RACE PLAN THE BIG OPPORTUNITIES CASE STUDIES

A race has begun.

And we are in it.

[Join the race](#)

[Download](#)

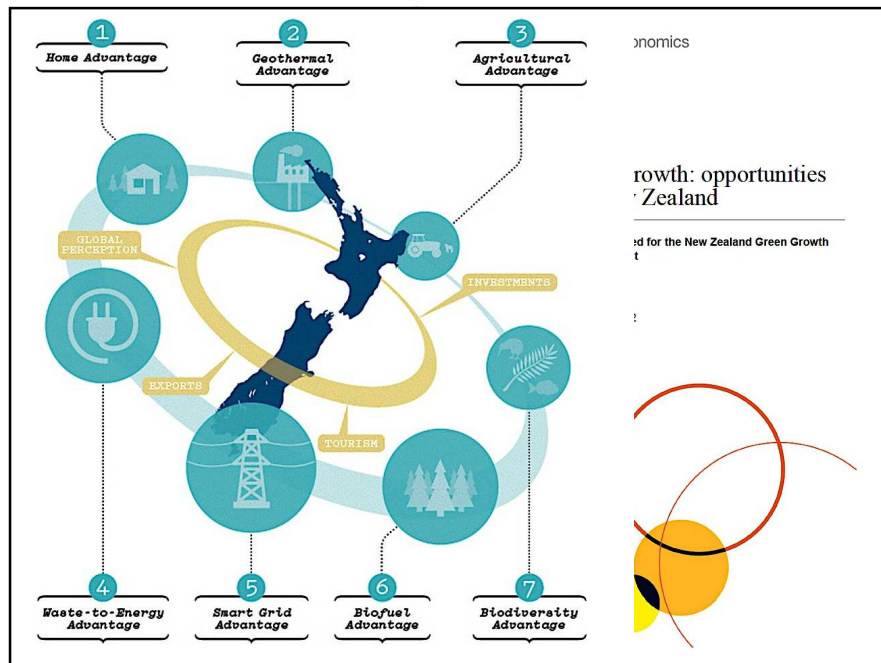
There is an international 'green race' being run. Every country in the world is taking part. It is as inevitable as it is unstoppable. And New Zealand is well placed to lead.

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

Current Supporters

7,818

People have signed up to show their support for the Pure Advantage

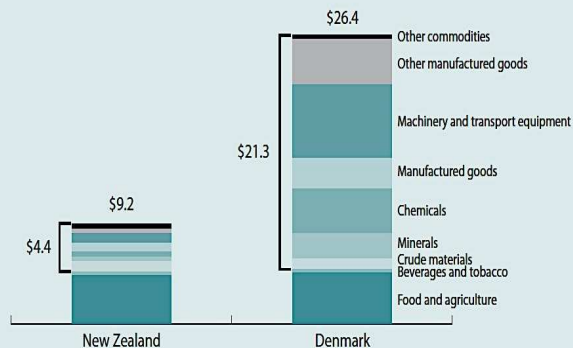


“A Goal is not a Strategy”

- NZ Institute's analysis of countries' growth strategies
 - <http://bit.ly/ExportStrategy>

- E.g. Denmark:
- Same population and agricultural production as New Zealand
- But has used that export base to build far bigger export volume...
... of much more sophisticated products and services

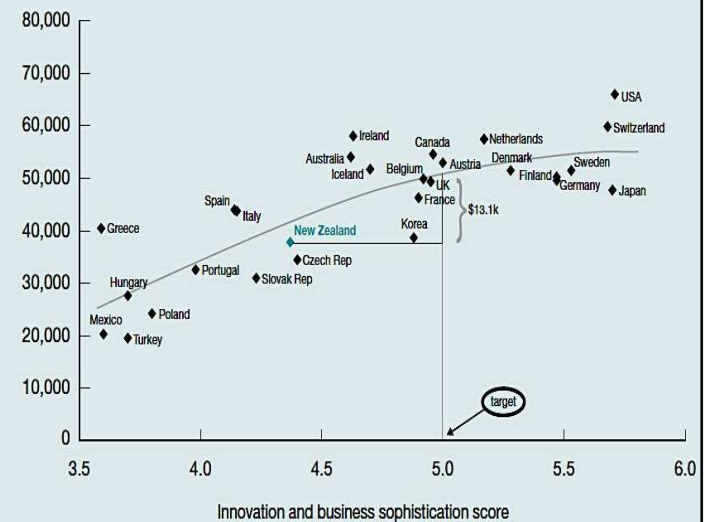
FIGURE 11: EXPORTS PER CAPITA, 2009, NZ\$000s



Impact

- NZ Institute's analysis:
- How much we could lift wealth...if we increased our economic sophistication

FIGURE 8: INNOVATION AND BUSINESS SOPHISTICATION, 2009/10 AND GDP PER CAPITA, NZ\$ (PPP), 2008



Growth strategies

- Some other countries' strategies
- But we have only goals
- E.g. Current government's:
 - Lift exports from 30% to 40% of GDP
 - Double exports
 - Double R&D spend by business
 - ...all by 2025

Country	Period	Average growth	Contributors to growth
Japan	1958-1966	9.0%	<ul style="list-style-type: none"> • Integration of value chain in domestic production • Stimulating private sector growth
Spain	1959-1967	8.0%	<ul style="list-style-type: none"> • Liberalising foreign trade and encouraging foreign direct investment • Tourism and car industry growth
South Korea	1984-1992	8.0%	<ul style="list-style-type: none"> • Export led strategy supported by cultural incentives • Active industrial policy and liberalisation for foreign trade
Finland	1967-1975	5.6%	<ul style="list-style-type: none"> • Second-highest public spending on higher education • Investment in broad-based, open-access education system
Denmark	1957-1965	5.3%	<ul style="list-style-type: none"> • Liberal trade policies, shifting to a service and manufacturing society
Ireland	1985-1993	5.0%	<ul style="list-style-type: none"> • Opened economy to serve European markets • Large inflows of foreign direct investment • Tax rates cut for business and individuals
New Zealand	1957-1965	3.8%	<ul style="list-style-type: none"> • Meat, wool, and dairy exports to the United Kingdom

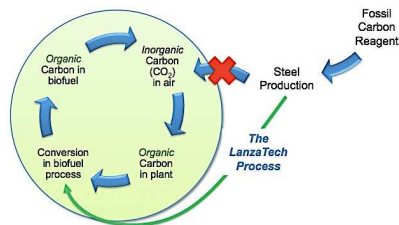
Source: Country data from Hausmann, Pritchett, & Rodrik (2004), "Contributors to growth" from the New Zealand Institute research.

Vanguard NZ companies

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

LanzaTech...clean tech leader

- Makes biofuel from industrial waste gases
 - Turns greenhouse gas liability into profit
 - World pioneer of the science
 - Auckland-based; NZ Steel pilot plant
 - First commercial plant in China
 - Certified sustainable biomaterial
- Big venture capital backing US\$150m
 - NZ: Stephen Tindall
 - US: Vinod Khosla
 - China: Qiming Ventures



helping industry complete the cycle

welcome

LanzaTech has developed a proprietary platform for producing lowest-cost liquid biofuel in any industrialized geography, at a much larger scale than is currently being envisioned elsewhere.

Specifically, we have developed a fuel production process that can be retrofitted to industrial facilities which uses the carbon monoxide component of waste flue gases as a feedstock.

Industrial flue gases are an inherently low cost, high volume, point location resource, produced in most industrialized regions. LanzaTech's mission is to enable industries that produce high volumes of carbon monoxide containing flue gases to become the lowest cost, highest volume producers of liquid biofuel.

location

24 Salford Road
Parnell Auckland NZ
Phone: +64 9 304 2110
Fax: +64 9 329 3038

contact us now

The LanzaTech Pilot Plant

NEW ZEALAND STEEL

Building value: Comvita's 10-year transformation

FREE FREIGHT OVER \$20 BUY NOW! | CONTACT US | PROMOTIONS

NEW ZEALAND REGISTER LOGIN CART \$0.00

COMVITA LEARN ABOUT US NATURAL HEALTH SKIN & BEAUTY BLOG INVESTOR

WELCOME to nature's health system

Comvita offers Natural Health and Skin Care products that nourish, protect, restore and revitalise.

SHOP NOW

NEWSLETTER

Receive Comvita offers and updates

Email

visit our Blog

Over 4.5 billion years nature has created a balanced system of health that is all around us and within us.

Comvita's value chain

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



...Comvita today



About Comvita

COMVITA FOUNDER, CLAUDE STRATFORD BEGAN WITH A VISION.

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

ABOUT COMVITA



Ingredients & Benefits

SHARING NATURE, SHARING LIFE

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

LEARN MORE



Manuka Honey

PURE NEW ZEALAND MANUKA HONEY, UNFEE GUARANTEED.

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

ABOUT MANUKA HONEY



Huni XA

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

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

ABOUT HUNI XA



Broccoli

AN ANTIOXIDANT BOOSTER WHICH HELPS TO PROTECT AGAINST CELLULAR DAMAGE.

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

ABOUT BROCCOLI



Synergy 12

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

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

ABOUT SYNERGY 12



Propolis

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

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



Olive Leaf Extract

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

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



Omega 3

COMVITA'S OMEGA 3 IS A NATURAL FISH OIL SOURCED FROM DEEPWATER FISH.

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



Oral Care Ingredients

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



Ingredients Glossary

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



Beauty Ingredients

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

Deals and relationships

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



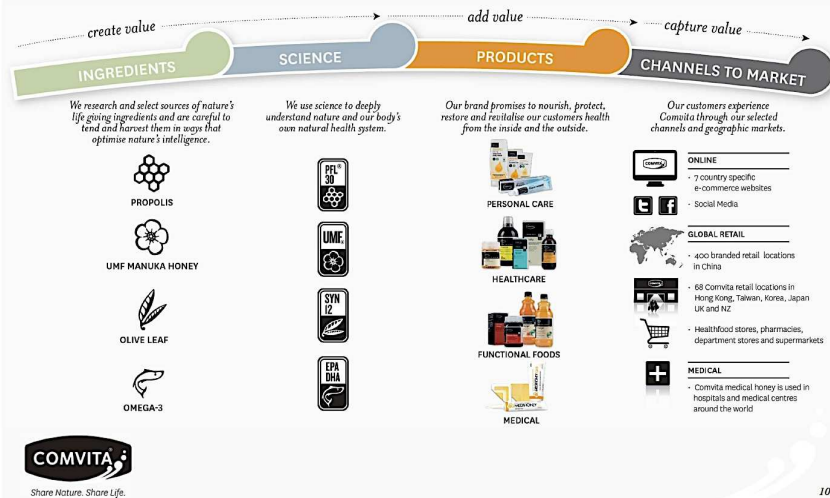
Investor Presentation 2015

VALUE ADDED



9

COMVITA VALUE MODEL



10

EROAD

- Global leader...
- ...new style
- Global from NZ ...to the benefit of NZ and itself



Tax Management

EROAD has developed a comprehensive range of tax services to support you to better meet your tax filing and record-keeping obligations.

Compliance

EROAD compliance services reduce administration costs associated with complex manual and paper-based systems and improve safety outcomes.

Commercial

EROAD's intuitive and advanced commercial services offer greater operational transparency and enhanced control.

Less Effort

EROAD's automated solution for road tax management allows you to monitor and manage tax obligations in real time, automate your record keeping, eliminate costs of manual data entry and road tax administration, and improve compliance. The productivity benefits, reduction in paperwork, and tax savings will deliver significant gains to your business.

Less Paper

The EROAD solution automatically captures and records all required data elements to meet your road tax obligations including distance, location, state crossings and trip segments. An independent verification by the Oregon State government found the EROAD data, reports, and records to be highly accurate and reliable. All records are archived to support you in meeting

Less Tax

The EROAD system automatically and accurately tracks and records your vehicle's location and determines taxable, exempt and out-of-state miles. EROAD has developed a proprietary electronic map layer, supplemented by a sophisticated geofence tool, to support accurate and auditable exempt mile calculations. Mileage exempt from tax can now easily be recorded to

Less Stress

Concerns around accidental non-compliance and audit means that many carriers over-pay their road tax obligations. EROAD's revolutionary electronic tax management solution provides full visibility around your tax obligations which translates into less stress for drivers and managers.

Xero

- Rod Drury's vision:
- Create a global IT company from NZ
- Not a Triple B business
 - Boat, Bach, BMW
- But a Quadruple B business:
 - Build a Billion dollar Business from the Beach
- Serial entrepreneur...reinvesting capital, skills and reputation in successive businesses...until he found "a keeper" - a big idea to develop
- Xero – accounting Software as a Service
- In culture and technology terms, competitors are finding it very hard to make the big transition from packaged software to SaaS to catch Xero



How about creating global centres of excellence in:

- Dairy nutrigenomics
- Earthquake prediction, rescue & recovery
- 21st century city systems
- Antarctic research





**“You’ll have
no future...
...if you don’t
make one
for yourself”**

Johnny Rotten