

NGĀTI APA KI TE RĀ TŌ

ANNUAL REPORT 2014

NGĀ MATA ORA O NGĀ TŪPUNA

THE LIVING FACES OF OUR ANCESTORS



NGĀTI APA
ki te RĀ TŌ

MOEMOEĀ / OUR VISION

KIA TŪ PAKARI TE WHARE O NGĀTI APA KI TE RĀ TŌ:

OUR VISION FOR NGĀTI APA KI TE RĀ TŌ IS FOR A STRONG, VIBRANT, AND PROUD IWI WHICH EXERCISES AND REALISES ITS RANGATIRATANGA.

OUR VISION FOR THE TRUST IS AN EFFECTIVE AND RESPONSIVE ORGANISATION THAT UTILISES ITS RESOURCES EFFICIENTLY TO MEET THE NEEDS AND ASPIRATIONS OF MEMBERS, WHILE ALSO PROVIDING FOR FUTURE GENERATIONS.

WHĀINGA / OUR MISSION

WE BELIEVE THAT HAVING A CLEAR VIEW OF OUR MISSION OR PURPOSE AS AN ORGANISATION IS CRITICAL TO ENSURING THAT OUR PLANS ARE FORMED IN THE RIGHT CONTEXT, AND ARE DIRECTED AT ACHIEVING THE BEST OUTCOMES.

"WHĀIA TE ITI KAHURANGI

THE CONTINUOUS PURSUIT OF EXCELLENCE."

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CHAIRMAN'S REPORT



TĒNĀ KOUTOU KATOĀ,

At last year's AGM, I spoke about how we had undertaken an Organisational Review in order to revise the office structures where considered necessary, to better position ourselves, to continue the momentum that had been started in the Post settlement era, to move the iwi forward in the most effective way.

Key to that process was the appointment of a CEO, Butch Bradley, who was introduced at that meeting and having just accepted the position, he duly started with us at the end of October 2014.

Other positions in the new structure which Butch has now filled are:-

- Business Support Manager, Natalie Smith was appointed.
- Administration Support, Debra Kiesling was re-appointed.
- Cultural Advisor, Kiley Nepia continues to provide these services.
- Communications Manager, Shane Huntley covered on an interim basis.
- Engagement Manager, originally part time, is now combined with Communications to create one full time position of Communications and Engagement Manager. Kirk McGibbon appointed.

I am pleased to say that Butch hit the ground running and continues to develop the team, and has made tremendous progress in a wide range of areas including :-

- Working with the board on the implementation of our five year plan,
- Reviewing all accounting systems and implementing an alternative accounting platform using the services of a new Accountant (at a very small percentage of the costs we had previously been quoted),
- Reviewing all Office systems, and changing them where considered necessary and appropriate



- Reviewing our IT system and again changing our contracted supplier to provide a more “fit for purpose” system at a much more cost effective rate.
- Sourcing significant funding and resources to work through the volumes of archives we have in storage, which will enable us to understand exactly what we have, and to then consider how we can effectively use it. For example, through the production of a book(s), to portray the Ngāti Apa ki te Rā Tō story. This is a huge and very valuable piece of work we are undertaking in partnership with Archives NZ, the Turnbull Library and Te Papa, and is being project managed by Nadine Taylor who is making excellent progress.
- Putting in place more effective systems to ensure that all activity we undertake (e.g. wānanga planning and implementation), are undertaken not only within a budget structure, but also ensuring that aspects such as Health & Safety compliance and Liability cover is also in place.

- Other specific initiatives around the delivery of education programmes, improving communication channels and an overhaul of the membership database are also underway.

I continue to be amazed with Butch’s energy and enthusiasm, his extremely wide network of influential people and acquaintances, and through his knowledge and connections, his ability to source funding to support many of the initiatives he has put in place, including the education strategy, our archives project, economic research and a review of our financial structure, to name just a few.

We always recognised that if we were to achieve our aspirations going forward, we needed to put in place the support structures to deliver on that. I am now a lot happier that with Butch’s arrival we have quickly established a strong operating base, and are now making good progress in a number of key areas.

This has been another productive year too for the advancement of our Cultural initiatives, and Kiley Nepia has again been instrumental in the delivery of



these programs. As a consequence we have seen a significant lift in the awareness and acknowledgement of Ngāti Apa ki te Rā Tō as an iwi. This has been particularly evident in the Rotoiti Lakes region, Marlborough Sounds, Nelson/Golden Bay and in Kawitiri.

The Cultural Sub-committee has worked well and provided a good base from which to develop. Over the next 12 months, and based on their recommendations, we will also decide the best way for us to formally (and physically) acknowledge some of the key cultural sites named in our Deed of Settlement e.g. the Alpine tarns in the Lakes area, Reserves in Golden Bay (Te Tai Tapu and Aorere), and Anamāhanga in the Marlborough Sounds.

Other sub committees are progressing well including Education (where our grants year on year are increasing), Marae Sub Committee, and a recently established Audit and Risk sub-committee which has been tasked among other things, to complete a review of our various Deeds to ensure they are relevant to the extent that they enable us to operate in a seamless fashion and do not, in any way, impede our progress.

In the commercial area there have been a number of significant advances.

- Ngāti Apa Investments Ltd has achieved an extremely good result for the past 12 months and are now looking at opportunities to expand our base into direct investments.
- Butch and I signed a three year deal as part of a Collective with 9 other iwi and Sealord, to package our off-shore ACE. Fishing returns generally continue to be low (especially when compared with the returns of 10 or so years ago) however this has already given us a significantly better return for our quota.
- Butch has also signed agreements for our in-shore ACE and for our Crayfish which will again improve our returns on these species over the next two years and beyond.
- Butch has been our negotiator for the settlement of new Waterspace in Marlborough and Tasman, and on 23rd July he and I were in Parliament, with other Te Tau Ihu iwi, to sign a Settlement Deed that will be worth several million dollars to the iwi and was a job extremely well done.

You will recall from previous years, that we had struggled to engage with our southern neighbour Ngāti Waewae in any sort of meaningful way, to gain an acknowledgement of our historical presence and existence in the Kawatiri region. I am pleased to report that the situation has now changed, and we are on the verge of signing two protocols with them. One, a Tangata Tiaki/Kaitiaki protocol, for the appointment of two Kaitiaki in Westport, for the issuance of fishing permits in Kawatiri. The second covering the Accidental discovery of taonga in Kawitiri, where we will be consulted in the event of future findings.

My Ngāti Waewae counterpart and I have held meetings in Kawatiri to start assessing options for the housing of the taonga recovered from the Archaeological digs at Carters Beach (10,000+ pieces). Hui will now be scheduled, the first being a whakapapa hui at Arahura, where we will also formally sign the protocols. We also co-participate with them in a Te Putahitanga initiative in Westport and our representative Barbara Greer is now part of that management group.

In closing, may I pass on my thanks to all those who have played a part in making this a particularly busy but productive year. To my fellow Trustees who are embracing the need to become more Governance focused. To Butch and his team for their passion and attention to detail, re-shaping our office systems and providing quality support to our various Boards.

To those who have offered their time on the various sub committees, and to the tutors and others who have contributed to the wānanga and other cultural initiatives. We are a much better organisation for your efforts and I thank you all for your contributions.

NGĀ MIHI,



BRENDON WILSON
CHAIRMAN



STRATEGIC THEMES



1

WHAKAHIATU ORA TIPU / SOCIAL DEVELOPMENT

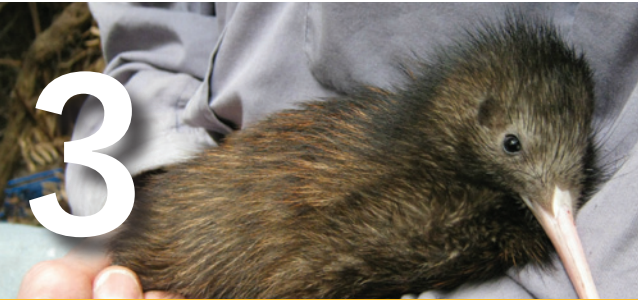
- Improving the quality of member's lives by enabling them to create and take advantage of opportunities to better themselves and their whānau.



2

TE WHAKAHAUMANU AHUREA / CULTURAL DEVELOPMENT

- Enabling our culture, and the cultural identity and cultural competency of whānau, to grow and thrive by acquainting, or re-acquainting them with their whakapapa, and through restoring connectedness within our iwi.



3

KAITIAKITANGA / ENVIRONMENTAL RESPONSIBILITIES

- Maintaining and enhancing our connection with our physical environment and resources, ensuring that these are used responsibly and recognising our unique relationship with our environment and whenua.



4

TE MANA WHAKAHAERE / ORGANISATIONAL DEVELOPMENT

- Building a strong, capable organisation that can deliver on iwi member's expectations, through best practice business principles, professional services and effective strategic management.



5

HIKINA WHAKATUTUKI / ECONOMIC DEVELOPMENT

- Create a sound financial and investment strategy that will; increase the asset base, grow earnings, create business and commercial opportunities and access reliable market and economic information and industry expertise for the economic development of our iwi.



WHAKAHIATU ORA TIPU / SOCIAL DEVELOPMENT

A strategy has been developed for roll out during 2015 with a strong focus on engagement and education. The engagement strategy is aimed at getting our voice into a range of forums; education, health, environment, local government and industry. Iwi members will be selected to represent Ngāti Apa ki te Rā Tō on a variety of boards and committees.

The Education strategy encompasses cultural development, literacy and numeracy, computers plus finance and budgeting, with the outcome being to

provide learning pathways and education opportunities for iwi members through relationships and agreements with education and training providers.

Training programmes will be delivered through accredited providers covering computer literacy, financial literacy and general literacy and numeracy. Cultural learning is already well in place with wānanga but plans are already underway to expand upon this with the development of cultural resources.

TE WHAKAHAUMANU AHUREA / CULTURAL DEVELOPMENT

There has been a lot of positive activity happening in the cultural space this year. Here is a summary of some of the highlights.

Wānanga

Iwi wānanga have been held in Rotoiti and Westport and were well attended by whānau members. Participants learnt about Ngāti Apa ki te Rā Tō tikanga, waiata, tūpuna and wāhi tapu and our special connection to this whenua.

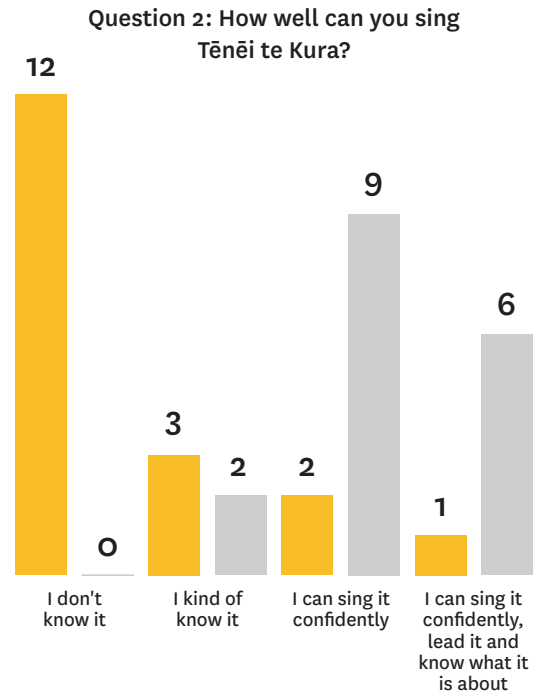
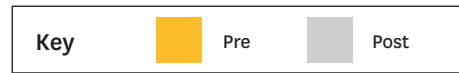
Mana Rangatahi Wānanga

The inaugural Mana Rangatahi Wānanga was held on the 13th – 18th January 2015. The 6 day experience journeyed through different Ngāti Apa ki te Rā Tō wāhi tapu in the Nelson, Kaiteriteri and Abel Tasman Park rohe.

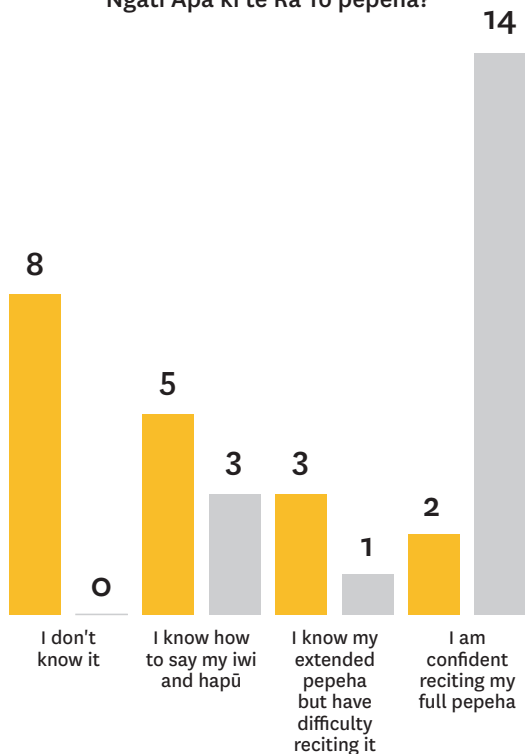
The Mana Rangatahi Wānanga broadens participants knowledge and experiences of Ngāti Apa ki te Rā Tō history, te reo and tikanga, cultural knowledge, and strengthens their relationship with other Ngāti Apa ki te Rā Tō rangatahi.

All our wānanga are measured and evaluated so we can monitor how successful they are.

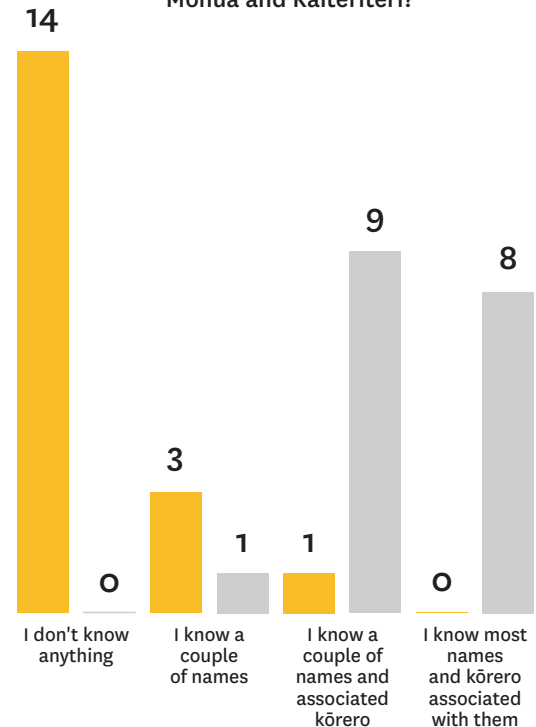
Here is an example of how we measure the success in regards to the cultural regeneration of our people. This evaluation is from the Mana Rangatahi Wānanga.



Question 1: How well do you know your Ngāti Apa ki te Rā Tō pēpeha?



Question 3: How well do you know Ngāti Apa ki te Rā Tō history in Whakatū, Mohua and Kaiteriteri?



Establishment of Cultural and Marae Sub Committees

Two new sub committees were established this year. Te Puna Ahurea or the cultural committee which is made up of the following Ngāti Apa ki te Rā Tō cultural practitioners. Margaret Bond (Māori art/weaving), Fayne Robinson (Māori art/carving), Beavan Wilson (Te reo), Peter Meihana (Whakapapa) and Kiley Nepia (Te reo and tikanga) The role of the committee is to support and give advice to the Board, CEO and Cultural Advisor in delivering our cultural strategy.

The Marae Development sub committee is tasked with investigating various options for marae development, and what that might look like for Ngāti Apa ki te Rā Tō moving into the future.

Te Matatini

Ngāti Apa ki te Rā Tō supported two kapa haka groups to attend and participate at this year's national kapa haka festival.

Te Tau Ihu based group Te Whatukura and Ratana Pā group Te Reanga Morehu both have a significant number of Ngāti Apa ki te Rā Tō whānau members in their groups.

Kapa Haka

Ngāti Apa ki te Rā Tō assisted with the School Kapa Haka competition, which was held for the first time in Westport. This was also the first time that Ngāti Apa ki te Rā Tō had been officially part of the paepae as tangata whenua in Westport.

A number of Ngāti Apa ki te Rā Tō tamariki and rangatahi performed on stage and Ngāti Apa ki te Rā Tō gifted a taonga for the poi section entitled E Rere Taku Poi, which was woven by Margaret Bond.





KAITIAKITANGA / ENVIRONMENTAL RESPONSIBILITIES

Rotomairewhenua

Our Cultural Advisor Kiley Nepia assisted with a documentary about Rotomairewhenua, which has aired on the Discovery Channel. The purpose of the documentary was based on scientific studies carried out on the lake, and the fact that the water is now recorded as the purest fresh water in the world. It was great to provide a Ngāti Apa ki te Rā Tō cultural perspective.

Whio and kiwi releases

Ngāti Apa ki te Rā Tō members participated in two bird releases last year. One was for the release of some Whio birds, and the other was for the release of Kiwi at Lake Rotoiti. Both occasions had a good representation of Ngāti Apa ki te Rā Tō whānau attending the hui.

TE MANA WHAKAHAERE / ORGANISATIONAL DEVELOPMENT

We have recognised and adopted best practise policies and procedures across all of the Ngāti Apa ki te Rā Tō group of entities. Offering more professional business practises will aid us in reaching the short term goals of the organisation and the long term goals of the iwi.

Together these policies and professional procedures ensure that a point of view held by our board through our CEO is translated into steps that result in an outcome compatible through our cultural filter. These policies and business practises have been designed to influence and determine all major decisions and actions, and are underpinned by our cultural values in the day-to-day operation of the organisation.

We continue to transition to a more up to date IT platform with accounting and financial software programs such as Xero, Crunchboards and Ipayroll which will deliver more accurate reporting of financials to the organisation, our various boards and iwi.

Our migration to these programs ensures our boards have more accurate and current information so as to enable them to undertake more effective strategic planning, with a view to achieving our goals and thereby deliver the outcomes contained in the strategic and business plans.

HIKINA WHAKATUTUKI / ECONOMIC DEVELOPMENT

Ngāti Apa Investments Ltd

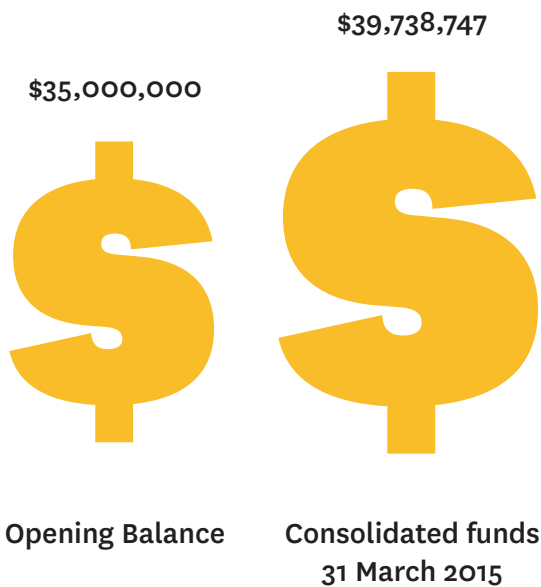
The role of the Investments Company is to receive, manage and administer the assets of the Ngāti Apa ki te Rā Tō Trust on a prudent, commercial and profitable basis. It was recognized by Trustees that it was likely that it would take 3 -5 years for the Investment Company to fully reach its potential because:

- Work was required to develop and implement best practice investment management capability and governance processes.
- The Trust itself needed time to identify what it required from the investment portfolio as well as its risk appetite and tolerance.

In agreement with the Trustees the Investment Company has adopted a considered and phased approach to investment management through:

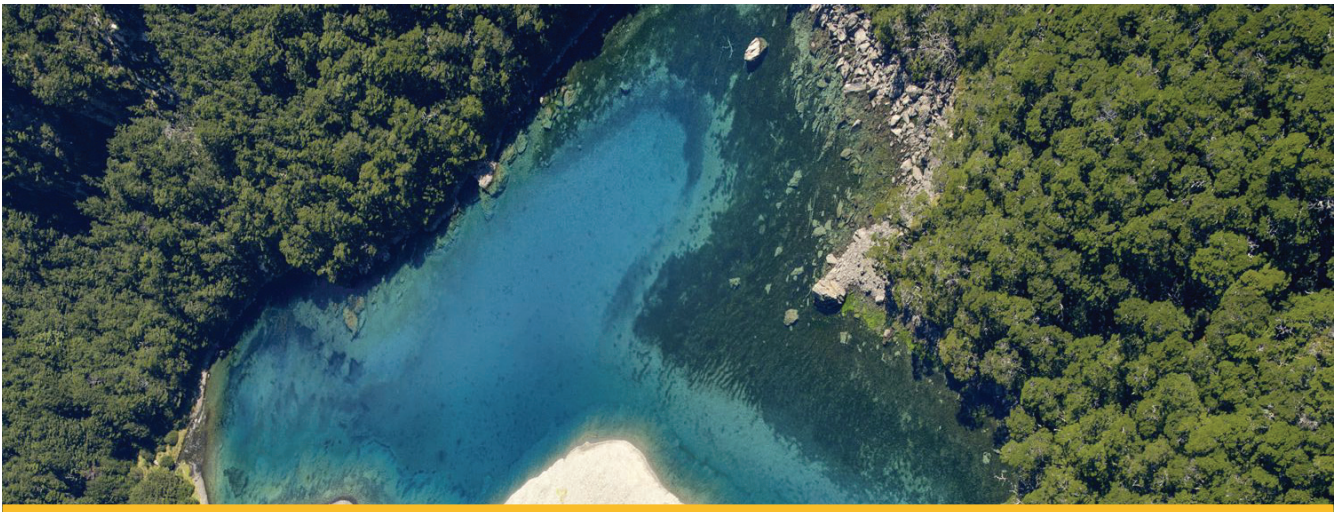
- The appointment of our fund managers, the ANZ and Harbour Asset Management, who have been given clear instructions that our risk appetite is that of a “Balanced” investor. Directors determined last year that there were positive signs for economic growth and international trade that would make equity investments favourable.

Consolidated Growth



- In February 2015 the directors of the Investment Company agreed that the time is right for it to expand its operations into direct private equity investment. To support the Investment Company’s move to direct private equity investments, \$3.0 million of initial equity funding was sought from and agreed by the Trust. (A fuller description of our direct investment criteria is set out in the Direct Investment section below).
- Other Property related activity undertaken by directors included:
 - Ongoing consideration and negotiation of RNZAF Woodbourne (Treaty Settlement);
 - Consideration of other direct property investments.
- Directors are being allocated responsibility to act as lead for particular sectors in order to build up an understanding of the sector, to provide regular sector briefings to other directors, to identify possible referral networks for investment opportunities, and to actively monitor the sector for opportunities. In October 2014 the following five target sectors were identified and responsibility was allocated to individual directors for:
 - Agriculture.
 - Health & Education services.
 - Property.
 - Technology.
 - Aquaculture.





During the establishment phase, it has been important for us to spend time understanding the context, aspirations, cultural values and objectives of our shareholder. Any attempt to spell out a view of the world or set of objectives that is not well-grounded in this context is likely to be unhelpful and potentially counterproductive to the long term aspirations of Ngāti Apa ki te Rā Tō.

Instead, we have engaged in a process of on-going dialogue through which we have built a clear understanding of the needs, and expectations of us, which has informed the development of the investment objective and strategy iteratively over time.

Further, the Trustees have opted to structure the relationship between the Investment Company and the Trust via a management agreement. With the exception of the \$3.0 million for direct equity investment, the assets remain the property of the Trust (rather than capitalising the Investment Company), so are simply managed by the Investment Board.

The Investment Company currently does not have the autonomy to develop an investment approach that is formally independent from the Trust.



NGĀTI APA KI TE RĀ TŌ ASSET HOLDING COMPANY LTD (AHC)

As the owner of the major share of our quota and fisheries assets emphasis has been put on gaining increased returns from our quota (in some cases in a declining market) through establishing joint ventures and cooperative relationships.

NGATI KUIA JOINT VENTURE

Together with Ngati Kuia we have combined to jointly lease various quota holdings so as to offer a larger package of quota to the market and seek higher prices with improved returns for both iwi, this has resulted in a range of collective and lease agreements;

Silver Spray Ltd

The combined inshore ACE quota from both iwi has been leased to a local fishing company for a two year period. This gives us closer connectivity to the management (negotiation of price) and harvesting of our quota and an opportunity to establish a pataka for customary take.



Omega Seafoods Ltd

As a Marlborough based, family owned company, with a local processing plant and involvement in the Aquaculture industry Omega Seafood's is an obvious partner for the leasing and processing of some of our shellfish quota. We are continuing to grow this relationship with our pataka (customary take provision) and are also exploring the potential for employment opportunities for iwi members and further economic development.



Aotearoa Fisheries Ltd (AFL)

The combined paua quota from our trust, AHC and Ngati Kuia has been leased for a 12 month term to AFL. With flagging market prices a shorter term option was chosen to get the best price this year. This will allow time to assess the potential market returns going forward, and the best trading partners to build future relationships with.



Talley's Ltd

After discussions with fishing companies to seek the best market price and provision for our pataka we confirmed an agreement with Talley's Ltd for the harvest and sale of our scallop quota for the 2014 and 2015 seasons.



Sealord – Ihu to Mai Collective

We have joined a 10 iwi Collective with iwi from Taranaki, Whanganui, Manawatu, the Kapiti Coast and the top of the South Island, to lease our deep water ACE quota to Sealord. The five year agreement will see iwi providing their annual catch entitlements (ACE) for Sealord to fish with a share of profits obtained from catching, processing and selling the fish, going back to iwi.

Pooling our quota resources with Sealord and sharing the returns will increase the earnings from this asset, whilst ensuring it is in good hands. Our arrangement also includes a pataka system to provide access to customary fishing needs of these iwi.

The agreed arrangements also include opportunities to develop strategies for iwi members to receive fishing scholarships and work experience.



Port Nicholson Fisheries Ltd (PNFL)

We now have in place a 2 year agreement to supply our Crayfish ACE quota to PNFL. A wholly owned Maori company they have created a collective which a number of iwi have joined, to seek better prices for their quota.

As a small quota owner membership in this large collective can mean increased returns and it will open the door to explore other options.

IWI COLLECTIVES

Collaboration is an element of the Ngāti Apa ki te Rā Tō Strategic plan and we have entered into two separate collective agreements with other iwi to collectively lease our ACE quota with the aim of improved returns and to grow other potential opportunities.

CONSOLIDATED FINANCIAL STATEMENTS



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INDEPENDENT AUDITOR'S REPORT

TO THE TRUSTEES NGĀTI APA KI TE RĀ TŌ GROUP

Report on the Financial Statements

We have audited the financial statements of the Ngāti Apa ki te Rā Tō Group on pages 8 to 19, which comprise the statement of financial position as at 31 March 2015 and the statement of financial performance and statement of movement in equity for the year then ended, and a summary of significant accounting policies and other explanatory information.

The Trustees' Responsibility for the Financial Statements

The Trustees are responsible for the preparation and fair presentation of these financial statements in accordance with generally accepted accounting practice in New Zealand and for such internal control as the Trustees 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 entity's preparation and fair presentation of the financial statements 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 entity'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 Ngāti Apa ki te Rā Tō Group.

Basis for Qualified Opinion

The Trust has undertaken property revaluations as detailed in Note 3 to the financial statements, and in accordance with the accounting policy stated in Note 2 (page 13).

The properties have been revalued to rateable value.

Financial Reporting Standard 3 (FRS-3) paragraph 7.10, specifically excludes the use of a rating value for financial reporting purposes.

The departure from FRS-3 may give rise to a material misstatement of the value of properties reported in the statement of financial position, with a corresponding impact on Trust Equity.

Qualified Opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the financial statements present fairly, in all material respects, the financial position of the Ngāti Apa ki te Rā Tō Group as at 31 March 2015, and its financial performance for the year then ended in accordance with generally accepted accounting practice in New Zealand.

Scarlett & Associates
Chartered Accountants
NELSON
14 August 2015

SCARLETT & ASSOCIATES
AUDIT PROFESSIONALS

STATEMENT OF FINANCIAL POSITION

NGĀTI APA KI TE RĀ TŌ TRUST - CONSOLIDATED FINANCIAL REPORTS AS AT 31 MARCH 2015

Year	Group 31 Mar 2015	Charitable Trust 31 Mar 2015	Group 31 Mar 2014	Charitable Trust 31 Mar 2014
Assets				
Current Assets				
Cash and Bank	259,742	61,204	1,533,437	962,849
Income Tax Receivable	1,734	-	88,224	11,634
Term Deposits	2,377,958	1,017,662	35,201,750	6,856,194
Accounts Receivable	19,664	26,229	14,788	14,432
Advance - Ngati Apa AHC	-	522,869	-	672,869
Prepayments	16,151	15,400	3,691	3,691
Total Current Assets	2,675,249	1,643,364	36,841,891	8,521,669
Non-Current Assets				
Property, Plant and Equipment	994,832	887,831	993,779	893,777
Other Non-Current Assets				
Aotearoa Fisheries Shares	254,802	-	254,802	-
Quota Holdings & Marine Farms	8,273,543	4,469,769	8,139,803	4,469,769
Managed Investment Funds	39,706,222	39,706,222	-	-
Other Non-Current Assets	7,151	7,151	7,151	7,151
Total Other Non-Current Assets	48,241,717	44,183,141	8,401,756	4,476,920
Total Non-Current Assets	49,236,549	45,070,972	9,395,535	5,370,697
Total Assets	51,911,798	46,714,336	46,237,425	13,892,366
Liabilities				
Current Liabilities				
Trade and Other Payables	62,506	58,810	26,559	24,468
Provisions and Accruals	78,959	66,533	63,803	56,003
Business Credit Cards	8,806	8,806	1,540	1,540
Advance - Ngati Apa PSGE Trust	-	27,939,148	-	-
Loan - Ngati Apa PSGE Trust	-	604,205	-	-
Total Current Liabilities	150,271	28,677,502	91,902	82,011
Total Liabilities	150,271	28,677,502	91,902	82,011
Net Assets	51,761,528	18,036,835	46,145,524	13,810,355
Trust Equity				
Trust Equity	51,761,528	18,036,835	46,145,524	13,810,355
Total Trust Equity	51,761,528	18,036,835	46,145,524	13,810,355

Trustee

Date

Trustee

Date

This statement must be read in conjunction with the accompanying compilation report, statement of accounting policies, notes to the financial statements and auditor's report.

STATEMENT OF MOVEMENT IN EQUITY

NGĀTI APA KI TE RĀ TŌ TRUST - CONSOLIDATED FINANCIAL REPORTS FOR THE YEAR ENDED 31 MARCH 2015

Year	Group	Charitable Trust	Group	Charitable Trust
	2015	2015	2014	2014
Trust Capital				
Opening Balance	46,145,524	13,810,355	43,947,941	13,041,003
Increases				
Trustees Income for the Period	5,475,264	4,226,480	1,798,977	579,431
Other Increases				
Property Revaluation Reserve	7,000	-	59,635	59,635
Investment Revaluation Reserve	133,740	-	507,090	298,405
Total Other Increases	140,740	-	566,725	358,040
Total Increases	5,616,004	4,226,480	2,365,702	937,471
Less				
Capital Loss - Apple Buoys (2001) Limited	-	-	(168,119)	(168,119)
Total Trust Capital	51,761,528	18,036,835	46,145,524	13,810,355

This statement must be read in conjunction with the accompanying compilation report, statement of accounting policies, notes to the financial statements and auditor's report.

STATEMENT OF FINANCIAL PERFORMANCE

NGĀTI APA KI TE RĀ TŌ TRUST - CONSOLIDATED FINANCIAL REPORTS FOR THE YEAR ENDED 31 MARCH 2015

Year	Group	Charitable Trust	Group	Charitable Trust
	2015	2015	2014	2014
Trading Income				
Kono Marine Farm Lease	83,046	83,046	83,046	83,046
Quota Revenue	268,988	64,115	343,271	125,224
Rental Income	10,656	10,656	14,769	14,769
Total Trading Income	362,690	157,817	441,085	223,039
Cost of Sales				
Quota Levies and Costs	45,206	19,443	44,167	17,002
Rental Expenses	16,794	16,794	21,278	21,278
Total Cost of Sales	62,000	36,238	65,444	38,280
Gross Profit	300,690	121,579	375,641	184,759
Gross Margin Percentage	83	77	85	83
Other Income				
Dividends received	8,176	341,992	-	548,727
Donations Received	-	-	-	296,761
Interest received	150,823	60,825	1,371,666	292,118
Sundry Income	(12,287)	(12,287)	15,289	15,289
Total Other Income	146,712	390,529	1,386,955	1,152,895
Total Income	447,401	512,108	1,762,596	1,337,654

STATEMENT OF FINANCIAL PERFORMANCE

(CONTINUED...)

Year	Group	Charitable Trust	Group	Charitable Trust
	2015	2015	2014	2014
Expenses				
HR Costs	318,056	318,056	227,603	227,603
Consultancy & Contractors	74,255	74,255	47,408	47,408
Total Operational Cost	392,311	392,311	275,010	275,010
Vehicle Expenses	11,672	11,672	6,082	6,082
Repairs and Maintenance	3,903	3,903	5,615	5,615
78 Seymour Street Costs	16,922	16,176	15,958	15,748
Administrative Expenses				
Insurance	11,138	11,138	6,571	6,571
Accounting Fees	24,615	16,105	17,274	12,505
Activity Expenses	20,497	20,497	3,794	3,794
Advertising	8,447	8,447	6,371	6,371
Auditors remuneration	12,483	8,179	11,977	7,779
Bad debts	-	-	3,680	3,680
Koha other	54,939	54,939	32,922	32,922
Returning Officer	1,980	1,980	1,680	1,680
Travel Expenses	103,786	102,796	77,055	77,055
Asset Holding Company Costs	3,242	271	3,082	82
Investment Company Expenditure	104,228	104,228	88,333	88,333
Computer Expenses	23,272	23,272	18,353	18,353
Office & Administrative Expenses	45,705	45,038	50,300	50,110
Trustee & Meeting Expenses	94,675	94,675	86,984	86,984
Catering Expenses	44,965	44,965	22,879	22,879
Portfolio Management Fees	113,096	113,096	-	-
Legal & Professional Fees	15,724	15,724	24,103	13,107
Sundry Expenditure	2,158	2,158	6,722	6,722
Total Administrative Expenses	684,950	667,509	462,081	438,928
Total Expenses	1,109,758	1,091,571	764,746	741,382
Net Cash Profit/(Loss)	(662,357)	(579,463)	997,850	596,271

This statement must be read in conjunction with the accompanying compilation report, statement of accounting policies, notes to the financial statements and auditor's report.

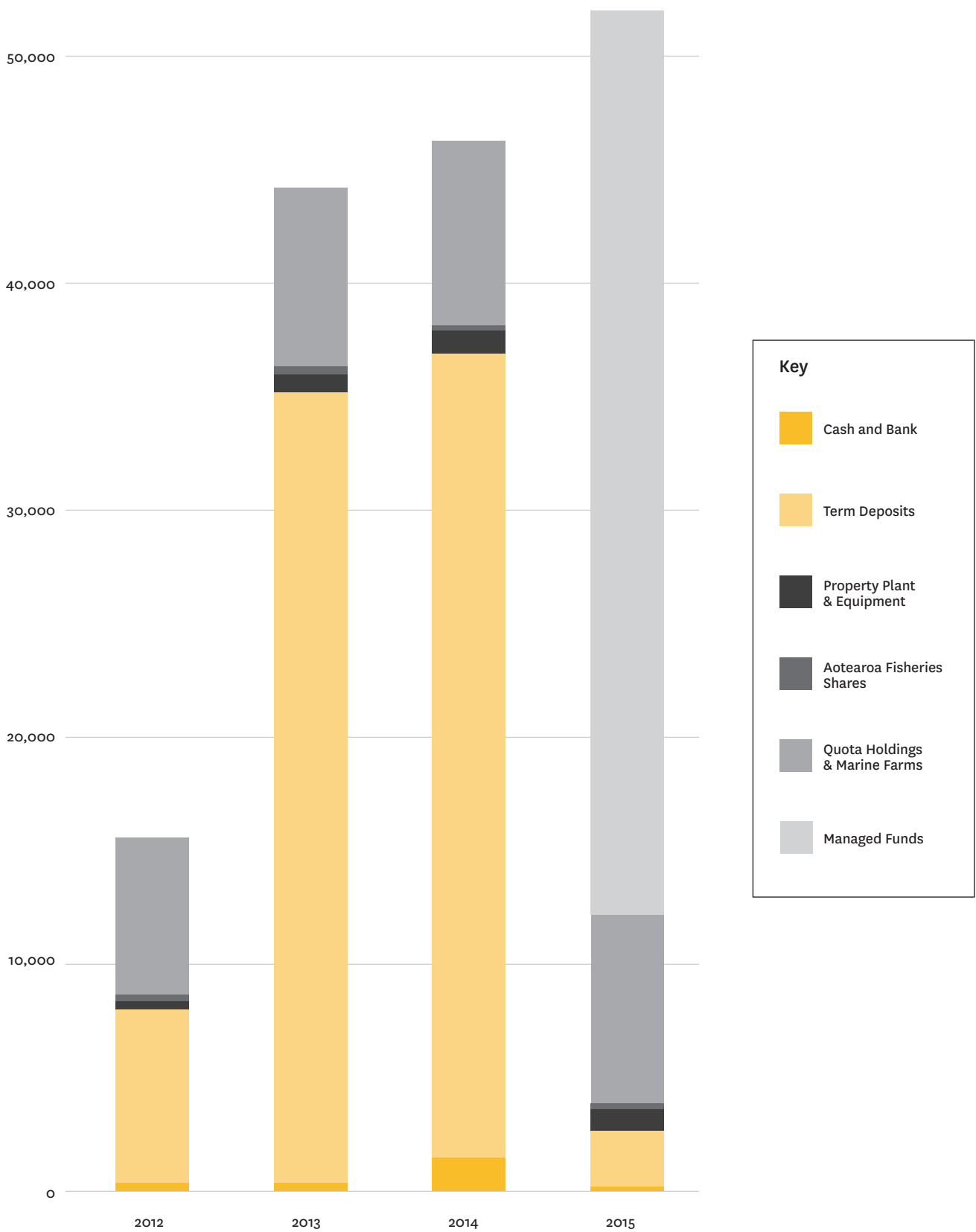
STATEMENT OF FINANCIAL PERFORMANCE

NGĀTI APA KI TE RĀ TŌ TRUST - CONSOLIDATED FINANCIAL REPORTS FOR THE YEAR ENDED 31 MARCH 2015

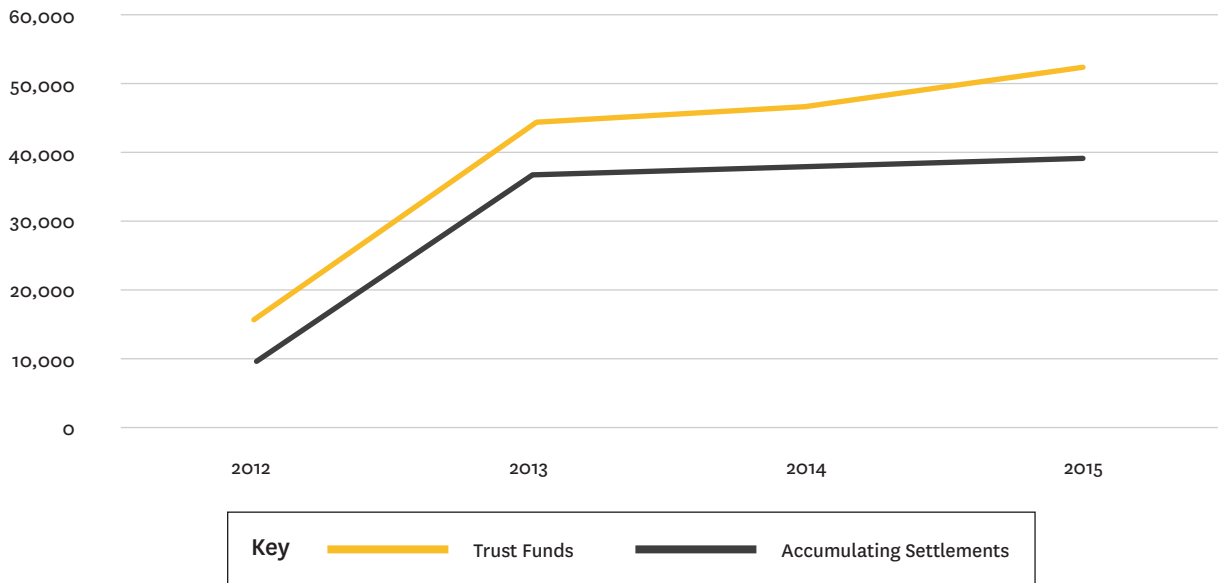
Year	Group	Charitable Trust	Group	Charitable Trust
	2015	2015	2014	2014
Non Cash Expenses				
Depreciation	13,374	13,374	16,841	16,841
Total Non Cash Expenses	13,374	13,374	16,841	16,841
Taxable Surplus/(Deficit)	(675,732)	(592,837)	981,009	579,430
Trust Income Before Tax	(675,732)	(592,837)	981,009	579,430
Taxation and Adjustments				
Income Tax Expense	14,052	-	134,160	-
Total Taxation and Adjustments	14,052	-	134,160	-
Revaluation of Portfolios and Settlements				
Non-taxable Subsidy Received	-	-	33,300	-
Treaty Settlements	1,345,730	-	918,827	-
Habour Asset Management Portfolio Distribution	305,346	305,346	-	-
Habour Asset Management Revaluation	1,022,144	1,022,144	-	-
ANZ Managed Portfolio Revaluation	3,491,828	3,491,828	-	-
Total Revaluation of Portfolios and Settlements	6,165,048	4,819,318	952,127	-
Net Trust Income for the Year	5,475,264	4,226,481	1,798,977	579,430

This statement must be read in conjunction with the accompanying compilation report, statement of accounting policies, notes to the financial statements and auditor's report.

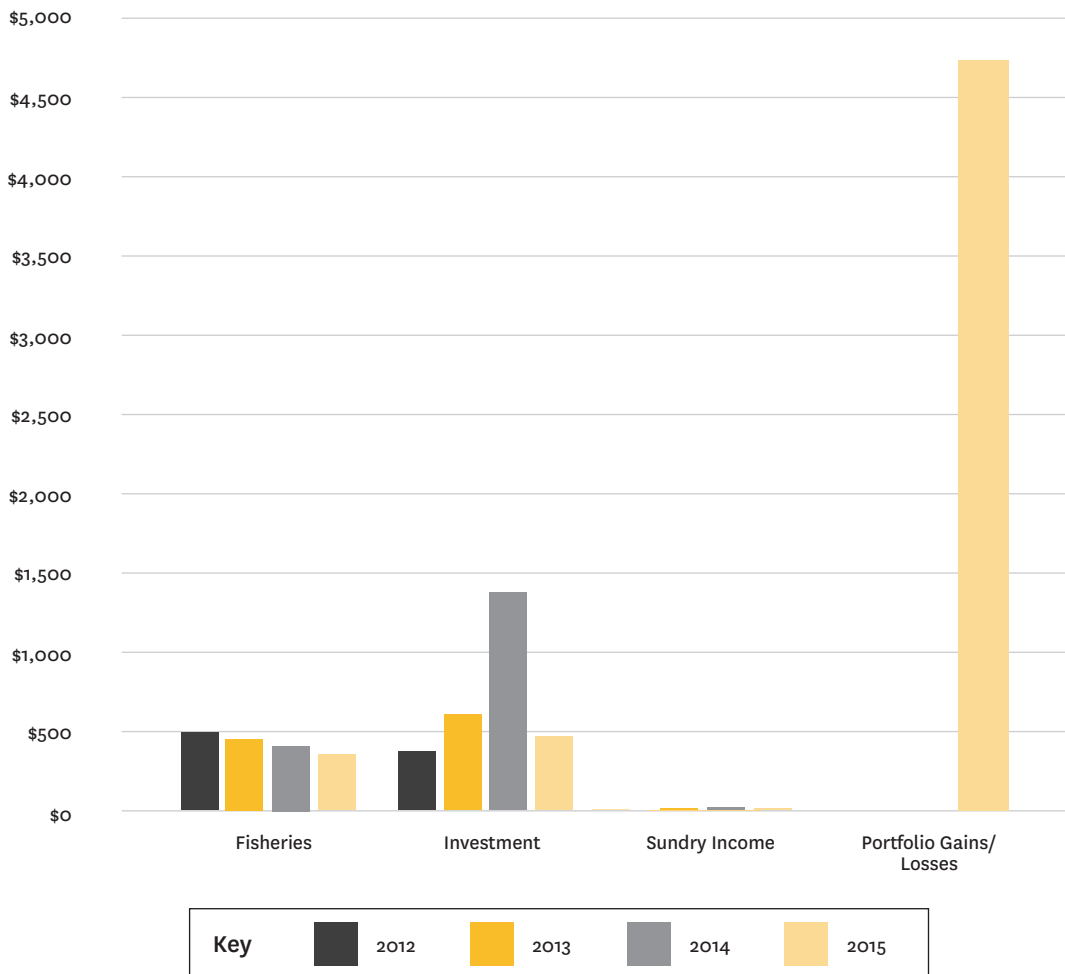
Total Investment Assets (\$1,000s)



Trust Funds versus Accumulated Settlements received after 31 March 2011 (1,000s)



Gross Income Sources 2012 - 2015 (\$1,000s)



NOTES TO THE FINANCIAL STATEMENTS

NGĀTI APA KI TE RĀ TŌ TRUST - CONSOLIDATED FINANCIAL REPORTS FOR THE YEAR ENDED 31 MARCH 2015

1. REPORTING ENTITY

The financial statements presented are for the Ngāti Apā ki te Ra To Group.

The Ngāti Apa ki te Rā Tō PSGE Trust (established by the trust deed dated 28 October 2010), the Ngāti Apa ki te Rā Tō Charitable Trust (established by the trust deed dated 9 October 1992 and incorporated under the Charitable Trusts Act 1957), and the latter Trust's wholly owned subsidiary Ngāti Apa ki te Rā Tō Assets Holding Company Limited (registered under the Companies Act 1993).

Ngāti Apa ki te Rā Tō Investments Limited is presently an inactive company, which is a 100% wholly owned subsidiary of the Ngāti Apa ki te Rā Tō PSGE Trust through the company Ngāti Apa ki te Rā Tō Custodian Trustee Limited.

2. STATEMENT OF ACCOUNTING POLICIES

Basis of Preparation

These financial statements have been prepared in accordance with the trust deed and generally accepted accounting practices. They comply with approved Financial Reporting Standards (FRSs) and Statements of Standard Accounting Practice (SSAPs) as appropriate that qualify for and apply differential reporting concessions.

Measurement Basis

The Trustees consider the most appropriate measurement base for the presentation of the financial statements is a historical cost basis, modified for the revaluation of certain assets where the trustees believe the difference has a material effect on the statements.

Assets are initially recorded at the amount of cash or cash equivalents paid (or payable) or the fair value of the consideration given (or to be given), at the time of their acquisition.

Liabilities are initially recorded at the amount of proceeds received (or receivable) in exchange for the obligation, or in some circumstances (for example, income taxes) at the amounts of cash or cash equivalents expected to be paid to satisfy the liability in the normal course of business.

Differential Reporting

In terms of the framework for differential reporting an entity is exempt from certain requirements of the financial reporting standards if it satisfies the criteria laid down in the framework; such an entity is called a qualifying entity.

The Ngāti Apa ki te Rā Tō Group qualifies for differential reporting as it is not publicly accountable and it is not large (as defined in the framework).

All available differential reporting exemptions have been adopted.

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CHARTERED ACCOUNTANTS
BUSINESS ADVISORS

Changes in Accounting Policies

The trading statements and the statement of financial performance have been reorganised this financial year, reclassifying all income and expenditure. The comparatives for the 31 March 2014 have also been restated to provide consistency between the two financial years. This change has had no effect on the Total Net Surplus for the year, or the statement of financial position.

Apart from the above, there have been no material changes in accounting policies, and they have been applied on a basis consistent with previous years.

Income Tax

Ngāti Apa ki te Rā Tō PSGE Trust has elected to become a Maori Authority as from 1 April 2013, and is taxed at the appropriate rate determined by Inland Revenue.

Income tax is accounted for on the Taxes Payable Method, where the income tax expense recognised in respect of the current period is equal to the income tax payable for the same period. Income tax is calculated using the current income tax rates applicable to Maori Authorities and as determined by the Income Tax Act 2007.

The Ngāti Apa ki te Rā Tō Charitable Trust is a charitable entity, as it was registered with the Charities Commission on the 11th of March 2011.

Charitable status exempts charitable entities for income tax purposes under CW41 of the Income Tax Act 2007.

This exemption also applies to the Ngāti Apa ki te Rā Tō Assets Holding Company Limited, as it is a wholly owned subsidiary of the above Charitable Trust.

Revenue Recognition

Revenue is measured at the fair value of the consideration received or receivable for the sale of goods and services, to the extent that it is probable that the economic benefits will flow to the trust and revenue can be reliably measured.

Sales of services are recognised in the period by reference to the stage of completion of the transaction at the end of the reporting period.

Lease income is recognised on a straight line basis over the life of the lease.

Interest received is recognised as interest accrues, gross of refundable tax credits received.

Dividends received are recognised on receipt, net of non-refundable tax credits.

Accounts Receivable

Accounts receivable are recognised initially at fair value, less an allowance for uncollectible amounts. Individual debts that are known to be uncollectable are written off in the period that they are identified.

Property, Plant and Equipment

Property, plant and equipment are initially stated at historical cost less any accumulated depreciation and impairment losses. Historical Cost includes expenditure directly attributable to the acquisition of assets, and includes the cost of replacements that are eligible for capitalisation when these are incurred.

Depreciation is calculated over the estimated useful life of the asset using the maximum rates allowed by Inland Revenue.

Land and buildings have been revalued to the latest rateable available. This is a departure from FRS-3, Accounting for Property, Plant & Equipment. The date of rateable values used in the financial reports are as follows:

2 Greenwood Place, Westport - 1 September 2013.

1 Roebuck Street, Westport - 1 September 2013.

78 Seymour Street, Blenheim - 1 September 2014 (no change from 1 September 2011).

Land - Wairau Valley Highway, Renwick, St Arnaud - 1 September 2014.

The Depreciation Rates used in the financial reports are as follows:-

Buildings (Including Chattels, Refurbishments & Improvements) - 8 - 40% Diminishing Value

Plant & Equipment - 16 - 60% Diminishing Value

Motor Vehicles - 30% Diminishing Value

Cultural Assets

Cultural assets are assets that have significant cultural and/or spiritual relevance. Cultural assets are recorded at cost, because of their nature they are not tradeable on an open market and therefore not subject to revaluation.

Financial Instruments

Cash and cash equivalents

Cash and cash equivalents are comprised of cash in bank and cash on term deposits.

Trade and other receivables

Trade and other receivables are stated at their net realisable value. Bad debts are written off in the year they are identified.

Payables and accrued expenses

Trade payables and other accounts payable are recognised when the Group becomes obligated to make future payments resulting in the purchase of goods and services.

Accrued expenses are costs incurred before balance date but no invoice has been received from either a Provider or Supplier of goods and services.

Leases

Finance lease

Finance leases which effectively transfer to the trust substantially all of the risks and rewards incidental to ownership of the leased item are capitalised at the present value of the minimum lease payments. Lease payments are apportioned between the finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are recognised as an expense in profit or loss.

Operating lease

Operating lease payments, where the lessors effectively retain substantially all the risk and benefits of ownership of the leased items, are recognised as an expense in profit or loss on a straight line basis over the lease term. Operating lease incentives are recognised as a liability when received and subsequently reduced by allocating lease payments between rental expense and reduction of the liability.

Goods and Services Tax

All amounts are stated exclusive of goods and services tax (GST) except for accounts payable and accounts receivable which are stated inclusive of GST.

Audit

The financial statements have been subject to an audit, please refer to the Auditor's Report.

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CHARTERED ACCOUNTANTS
BUSINESS ADVISORS

	2015	2014
3. PROPERTY, PLANT AND EQUIPMENT		
Land & Buildings		
Land at cost	339,510	332,510
Buildings at cost	456,351	455,801
Accumulated depreciation - buildings	(49,896)	(45,050)
Buildings revaluation	221,738	221,738
Total Land & Buildings	967,703	965,000
Plant and Equipment		
Plant and machinery owned	61,710	54,834
Accumulated depreciation - plant and machinery owned	(38,830)	(32,123)
Total Plant and Equipment	22,880	22,711
Vehicles		
Vehicles owned	19,126	19,126
Accumulated depreciation - vehicles owned	(14,878)	(13,058)
Total Vehicles	4,247	6,068
Total Property, Plant and Equipment	994,831	993,779
	2015	2014
4. INVESTMENTS & OTHER NON-CURRENT ASSETS		
Aotearoa Fisheries Shares	254,802	254,802
Quota Holdings & Marine Farms		
Marine farms	1,960,510	1,960,510
Quota		
Hake quota	40,067	40,067
Paua quota	2,135,002	2,135,002
Scallop quota	334,189	334,189
Company Fishing Quota	3,803,774	3,670,034
Total Quota	6,313,032	6,179,293
Total Quota Holdings & Marine Farms	8,273,542	8,139,803
Managed Investment Funds		
ANZ portfolio investment	25,376,456	-
Managed Funds - Harbour Asset Management	14,329,765	-
Total Managed Investment Funds	39,706,221	0
Other Non-Current Assets		
Putatara	700	700
Website Costs	6,450	6,450
Total Other Non-Current Assets	7,150	7,150
Total Investments & Other Non-Current Assets	48,241,717	8,401,755

5. MARINE FARMS

The Charitable Trust currently has 17.841 hectares of operational Marine Farms in the Marlborough Sounds.

The Charitable Trust has had the marine farms valued at 31 March 2014 by Supremelink Consultants Limited. The value of the bare waterspace land has been valued at this date at \$1,960,510, using a value per hectare of \$110,000 (2014: \$110,000 per hectare).

The marine farm is currently leased indefinitely with a notice period of three years required to terminate.

6. QUOTA HOLDINGS AND SHARES

The Charitable Trust owns fishing quota entitling it to 11.930 tonne of scallop quota and 5.724 tonne of hake quota. This quota was acquired by the Trust as part of the negotiation between the government and the Maori Fisheries negotiators and has been ratified by subsequent legislation. The trust also holds 6 tonne of paua quota.

This quota is valued at balance date using an independent valuation dated 31 March 2014, provided by Supremelink Consultants Ltd.

Ngāti Apa ki te Rā Tō Assets Holding Company Limited owns fishing quota shares entitling it to 464.809 tonne of various fish quota, and 192 income shares in Aotearoa Fisheries Limited.

The quota has been valued based on an independent valuation by Supremelink Consultants Limited. The date of this valuation is 30 September 2014.

The shares in AFL are based on a valuation dated 31 March 2012 - the last valuation available. There has been little movement in the value of the shares since then. The directors believe that the value at least the same as 2013, and have therefore carried the value of \$254,802 (2014: \$254,802).

No quota has been sold or exchanged outside the ACE system during the year.

	2015	2014
7. TRUSTEE & DIRECTOR REMUNERATION		
Trustee Fees - Charitable Trust		
M Bond	8,625	7,758
M Gilsenan	2,450	3,992
R Gapper	-	4,017
D Gapper	10,450	13,450
S Huntley	4,250	8,550
P Mason	6,400	3,833
A McLaren	-	250
B Wilson	19,475	17,300
A Wilson	9,375	9,250
T Hemi	6,750	8,250
H Conner	7,450	9,500
B Greer	8,500	3,083
H Smith	1,750	-
T Tamou	2,000	-
Total Trustee Fees - Charitable Trust	87,475	89,233
Commercial Board Fees		
I Fitzgerald (chair)	24,000	20,000
A Wilson	20,000	16,667
B Steele	20,000	18,333
F Wilson	20,000	16,667
G Wilson	20,000	16,667
Total Commercial Board Fees	104,000	88,334
AHC Director Fees		
P Mason	1,000	1,000
D Lander	1,000	1,000
A Wilson	1,000	1,000
Total AHC Director Fees	3,000	3,000
Total Trustee & Director Remuneration	194,475	180,567

8. RELATED PARTIES

There are at times commercial transactions between the Trust and businesses or individuals who are related to the extended family of the Trustees. These transactions are all on an arms-length, commercial basis.

Margaret Bond, a Trustee of the Trust, was paid \$14,490 (2014: \$Nil) as a contractor to provide catering services to various wānanga throughout the year.

Peter Mason is a Trustee of the Charitable Trust, and also a director of its wholly owned subsidiary Ngāti Apa ki te Rā Tō Assets Holding Company Limited.

Adrian Wilson is a Trustee of the Charitable Trust, and also a director on the commercial board of Ngāti Apa ki te Rā Tō Investments Limited.

9. SUBSEQUENT EVENTS

There have been no material events subsequent to balance date

10. CAPITAL COMMITMENTS

There are no capital commitments at year end (Last Year: \$Nil)

11. CONTINGENT LIABILITIES

There are no Contingent Liabilities at year end (Last Year: \$Nil)

12. SETTLEMENT CASH ASSETS

Maori Aquaculture Settlement		
Increases		
Settlement Funds brought forward	6,006,194	6,012,351
Interest Received on settlement funds	53,580	206,571
Total Increases	6,059,774	6,218,922
Decreases		
Interest applied to the operations of the Trust	53,580	212,728
Funds reinvested in Managed Funds	5,288,532	-
Total Decreases	5,342,112	212,728
Total Maori Aquaculture Settlement Represented by:	717,662	6,006,194
ANZ Term Investment	1,017,662	6,856,194
ToWS cash settlement funds	(300,000)	(300,000)
Trust general fund term deposits	-	(550,000)
Total Represented by:	717,662	6,006,194
Treaty of Waitangi Settlement (ToWS)		
Increases		
Settlement funds balance brought forward	28,798,938	27,519,192
Settlement Funds Received	1,345,730	852,127
Net interest received on settlement funds	78,320	878,804
Total Increases	30,222,988	29,250,123
Decreases		
Interest applied to the operations of the Trust	2,678	25,470
2013 distributions to charitable trust	-	128,953
2014 donations to charitable trust	-	296,762
Additional amounts advanced to charitable trust	527,617	-
Amount formally advanced to charitable trust for investment	27,939,149	-
Total Decreases	28,469,444	451,185
Total:	1,753,544	28,798,938
ANZ term investment as above	300,000	300,000
ANZ Bank short term deposits	-	28,345,556
ASB Bank savings account	-	153,380
ANZ Bank savings account	93,248	-
BNZ short term deposits	1,360,296	-
BNZ Bank operating account	-	2
Total:	1,753,544	28,798,938

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CHARTERED ACCOUNTANTS
BUSINESS ADVISORS

DIRECTORY

NGĀTI APA KI TE RĀ TŌ TRUST - CONSOLIDATED FINANCIAL REPORTS FOR THE YEAR ENDED 31 MARCH 2015

MEMBERS OF GROUP

Ngāti Apa ki te Rā Tō Charitable Trust

Ngāti Apa ki te Rā Tō Post Settlement
Governance Entity Trust

Ngāti Apa ki te Rā Tō Assets Holding
Company Limited

Ngāti Apa ki te Rā Tō Investments Limited

Ngāti Apa ki te Rā Tō Custodian Trustee
Limited

NATURE OF BUSINESS

Investment – non-financial assets

ADDRESS

78 Seymour Street, Blenheim,
New Zealand, 7201

TRUSTEES

Brendon Wilson (Chair)

Denis Gapper (Vice Chair)

Margaret Bond

Hinemoa Conner

Barbara Greer

Te Reo Hemi

Peter Mason

Adrian Wilson

Tracy Tamou (Alternate)

Helena Smith (Alternate)

NGĀTI APA KI TE RĀ TŌ ASSET HOLDING COMPANY DIRECTORS

Peter Mason (Chair)

Denis Lander

Adrian Wilson

BENEFICIARIES

Present and future members of
Ngāti Apa ki te Rā Tō

CHIEF EXECUTIVE OFFICER

Butch Bradley

CHARTERED ACCOUNTANTS

RWCA

Level 3 Whitby House, Nelson

BANKERS

ANZ Bank New Zealand Ltd

Bank of New Zealand

AUDITORS

Scarlett & Associates

Level 2 Lucas House

51 Halifax St, Nelson

SOLICITORS

Gascoigne Wicks Lawyers

79 High St,

Blenheim

NOTES

