

KONNECTIONS

KPMG NEW ZEALAND'S MAGAZINE FOR OUR ALUMNI

Alumni David Hayde:

On delivering the 2012 London Olympics

**Our new presence in Timaru
(and other Southern endeavours)**

Waking up the nation

Responding to cyber security

**The South Auckland school
that's inspiring us all**



In this issue

01

Welcome to Konnections

An overview from Ross Buckley and Paul Herrod

02

Increasing our reach

Our big Southern plans:

How KPMG is set for an exciting future in the South Island

We're waking up the nation:

KPMG launches it's Early Edition radio show with Newstalk ZB

06

Immigration and security service offerings

It makes the world go round

Security threats? We're here to help

09

Building better business leaders

Spotlight on the U.K. and insights to the financial services sector

18

Farewell and welcome

Announcement of Partner movements

23

Continuing to fuel the prosperity of our communities

Delivering benefit for New Zealand's non-profit organisations

29

Work hard, play hard

Our business, sporting and social networks in action

32

Where in the world?

Our secondees on the move

35

Movers and shakers

Who's gone where?



05



10



29

Kia Ora

WELCOME TO THE SUMMER 2014 EDITION OF KONNECTIONS, YOUR ALUMNI MAGAZINE THAT BRINGS YOU BACK INSIDE OUR BUSINESS.



Ross Buckley
Executive Chairman

We hope you all had a safe and happy festive period, and that 2014 has kicked off with a bang.

One of the most rewarding aspects of Konnections is the opportunity to report with pride the successful career trajectory of our alumni. We invite you to catch up with four of our 'tall poppies' on page nine.

Closer to home, the end of 2013 also saw some changing of the guard within KPMG New Zealand. We bid a fond farewell to two senior leaders, Alan Brame and Paul Kiesanowski, who have left an impressive legacy at our firm. We also extend our thanks and best wishes to four partners – Murray Sarelius, Elaine Hultzer, Tim White and Sanel Tomlinson – as they embark on new endeavours. On page 19, we introduce our seven new partners and other new appointments.



Paul Herrod
Chief Executive

Also in this issue, we look at how the KPMG brand is burning brighter than ever these days, thanks to a number of new initiatives. We're waking up the nation with our new early morning radio show, KPMG Early Edition. We're also strengthening our presence throughout the South Island, along with a new office in Timaru. And if you know anyone who needs expert help with immigration – or an organisation that wants to strengthen their security services – do check out KPMG's dedicated new practices on page six.



As we reflect on the year that was 2013, our key driver remains to fuel New Zealand's prosperity.

As always, we'd love to hear your feedback on Konnections and any suggestions on what you might like to see in future issues. We wish you and your organisation every success for a prosperous 2014. If you ever need our help we are just a phone call away.

Ross Buckley
Executive Chairman

Paul Herrod
Chief Executive

Increasing our reach

The KPMG brand is burning brighter than ever these days, thanks to a couple of new initiatives.

We're waking up the nation with our new early morning radio show, KPMG Early Edition. We're also strengthening our presence throughout the South Island, including a new KPMG office in Timaru. We tell you more about these on the following pages.



Our big Southern plans

With a vibrant and growing Christchurch-based practice – and a new office just opened in Timaru – KPMG is set for an exciting future in the South Island.

According to Alex Skinner, Office Managing Partner for KPMG Christchurch, there are some ambitious plans for growth.

“Our ultimate goal is to be five times the size in five years. That’s an indication of where the firm wants the South Island practice to be in the medium to long-term.”

Alex believes the region’s growing commercial potential is extremely well-aligned with KPMG’s purpose of fuelling New Zealand’s prosperity.

“We have the backing of great leadership nationally who are keen to invest in this part of the world. We’ve got great people on the ground with an impressive set of skills across all areas... so we’re looking forward to a pretty exciting future.”

Our own ‘rebuild’

The Christchurch office has undergone a growth phase in the past two years, driven by a real focus on the two key sectors of private enterprise and agribusiness. There are now five partners and a full team of 52.

Since joining the practice two years ago, Partner Andrew Hawkes has led the charge in the private enterprise space, both in Christchurch and the wider South Island.

Benjamin Badger, the newest Partner to join us, is a qualified lawyer who comes from a banking background.

“Benjamin is very well-connected in the region – he was one of the founders of the Canterbury Young Professionals, which now has a network in Auckland. He has a strong track record in business advisory, funding solutions and transactions for private enterprise,” says Alex.

“Our focus for 2014 will be continued growth across audit, advisory and private enterprise. Olive Wallis leads our tax team, which is also set to grow, at all levels, throughout the year.”

Our new Timaru office

Brent Love is joining the new Timaru practice as a Private Enterprise Director and Farm Enterprise Specialist.

KPMG has formed a strategic alliance (and is sharing office space) with a well-respected local accounting practitioner, Ross Wells, who is well-known to the KPMG network and many of our clients.

Andrew Hawkes says the Timaru location was a strategic decision – and it gives KPMG a point of difference among the Big Four.

“Timaru is becoming a key agricultural hub. When you look at the spend going into irrigation infrastructure alone, it will provide a real boost in productivity in South Canterbury, North Otago and through to the MacKenzie Country. The whole central South Island region has a huge amount of growth to come.”

In a recent survey, the Business and Economic Research Limited (BERL) ranked the South Canterbury district second in the country for economic performance.

Meanwhile Aoraki Development and Business Tourism chief executive, Wendy Smith, has welcomed the arrival of KPMG. She recently told the Timaru Courier that the firm’s resources and expertise will be of significant benefit to the district.

“A company like that investing into the region recognises the strength of our agricultural sector and the forecasted economic growth that will occur.”

Movers and shakers: KPMG South Island

“It’s a hard road finding the perfect woman (or man).” It may be a famous Southern line, but we’re proving it’s not always right. We’ve found plenty of talented guys and gals keen to join us from within our alumni network.

Greg Bryce, an alumnus from the Wellington office, is a Director for Internal Audit and Risk Assurance Services.

Roger Nuttall, a Christchurch alumni, is a Senior Manager working across both Audit and Advisory.

Also from our Wellington office, we have **Anna Mills** transferring to join us as a Manager in Internal Audit, and **Helen Peters** has moved down as a Director to strengthen the tax team.

We thank **Peter Taylor** for his great support of our Christchurch Audit practice, and congratulate him on his well-deserved promotion to Partner.



In a recent survey, the Business and Economic Research Limited (BERL) ranked the South Canterbury district second in the country for economic performance.

Keen to join our southern adventure? We’re seeking talented people to help fuel the prosperity of our growing portfolio of clients throughout the South Island.

If you have a background in tax, audit, business advisory and related fields and you’re looking for challenging, interesting work – we’d love to hear from you.

For a confidential talk, please contact Miranda Shtein, KPMG Senior HR Manager, at mshtein@kpmg.co.nz



Waking up the nation

If you're among the thousands of Kiwis who tune in to Newstalk ZB's early-morning news, you've probably heard a familiar voice or two from KPMG.

Since October last year, we've been partnering with The Radio Network to air a regular radio show. *KPMG Early Edition* is a fast-paced business news programme, broadcast from top-rating station Newstalk ZB, which is syndicated across all major cities and regional centres in New Zealand.

As part of the *KPMG Early Edition* programme, which runs from 5am – 6am on weekday mornings, you'll often hear someone from KPMG being interviewed live on-air. The one to two minute interviews cover a wide range of key business topics, aimed at informing New Zealand's business market. (And if there's been breaking international news overnight, our people are often the first to talk about it).

The host of *KPMG Early Edition* is former TV3 presenter, Rachel Smalley.

Rachel Smalley describes the *KPMG Early Edition* audience as "information seekers" who are keen to get their early-morning news fix.

"The feedback has been great. Listeners like getting a heads up on the world they're waking up to, and they also quickly get an idea what the domestic issues of the day will be. The programme is morphing and changing every day, but I think we've found our key market."

The innovative programme format has also been well-received by others in the media.

"*KPMG Early Edition* had been on-air for only a month when the editor of Metro magazine described it as a 'Smart Hour,'" says Rachel.

"That really resonated with me. It's the perception we were hoping for, and to have Auckland's opinion-shaping magazine describing us in such a way was brilliant."

The show is attracting many key players in business and politics – with Bill English, Don Brash and David Cunliffe counted as regulars. Rachel Smalley says 2014 is already shaping up as a big year for the show.

"There are many big news events this year; including a general election, a changing economy, a World Cup and the Commonwealth Games. *KPMG Early Edition* is going to be across all of this. It's a really interesting year and it's going to keep us all on our toes."



***KPMG Early Edition* is a fast-paced business news programme, broadcast from top-rating station Newstalk ZB.**

How to tune in. The live show airs every weekday morning on Newstalk ZB, between 5am-6am.

But don't worry if you miss it – you can replay the audio from our website, kpmg.co.nz.

NewstalkZB National Frequencies

Auckland	89.4 FM	1080 AM
Christchurch	100.1 FM	1098 AM
Tauranga	90.2 FM	1008 AM
Timaru		1152 AM
Waikato	97 FM	1296 AM
Wellington	89.3 FM	1035 AM



Introducing new services to help New Zealand prosper

Featuring:
Immigration and
security service
offerings



“

Security is not an IT issue – it’s a business issue, and it’s ultimately the responsibility of the CEO and senior management

Philip Whitmore, Partner
Advisory, ITA Risk

“

You need to know their immigration is compliant, and that they can remain for the intended term.

Yue Wang, Director
Head of KPMG Immigration Services



It makes the world go round

As our own KPMG alumni show us, today's workforce is undeniably a global one.

KPMG New Zealand has recently launched an Immigration Services offering – which is all about supporting the attraction of new talent and capital to New Zealand.

Director Yue Wang says New Zealand organisations are increasingly looking to attract talent from overseas – and getting specialist advice on the process can avoid unnecessary cost and risk.

“The first step is to establish whether the person is eligible to work in New Zealand. Then once they're here, you need to know their immigration is compliant, and that they can remain for the intended term.”

Yue, a lawyer by trade, says specialist immigration advice can also prevent problems occurring down the track.

“It's not uncommon for an employee to arrive on a valid visa, but then it's forgotten about and becomes non-compliant. They may be deported, or the employer can be fined. We aim to eliminate our clients' risk in these areas.”

Immigration Services provides support to a variety of clients – including KPMG people on secondment, Kiwi companies looking to import talent, and investors/high-net worth individuals wanting to immigrate. It also includes immigration support for their families.

Another outstanding feature of our immigration services is the wider commercial support the firm can provide.

“Many immigrants are also looking to invest in New Zealand on a project, land or other assets. KPMG can meet all their commercial needs – we offer the full package.”

“Going through the immigration process is quite a personal matter,” adds Yue Wang.

“Once you've worked so closely with someone on that, it does build an ongoing relationship of trust with the firm.”

So which professions are in top demand in New Zealand at the start of 2014?

“Currently, the Government is reporting shortages in construction, ICT, and medical specialists. But there is always demand for quality talent across all industries and sectors.”

If you're considering a secondment in New Zealand, however, Yue Wang does issue a travel warning.

“We have quite a few people who come to New Zealand intending to stay for six months; then they fall in love with the place and never leave!”

Do you know of someone looking to immigrate to New Zealand, or come here to work?

**Put them in touch with KPMG
New Zealand's Immigration Services.**

Email yuewang@kpmg.co.nz
or phone +64 9 363 3288.



Security threats? We're here to help

Did you know there's a team of people at KPMG New Zealand who are experts at hacking into IT systems, breaking into buildings, and acting as malicious employees or contractors?

They're part of our dedicated Security Advisory Services practice that specialises in helping clients manage their security risks. The 15-strong team covers all security-related risks – from evaluating the security risks posed to an organisation, through to detailed technical security testing, and everything in between.

Partner Philip Whitmore says New Zealand organisations have to keep pace with an ever-shifting threat landscape.

"The threats are always evolving, and the risks are growing larger. Having robust security is all about protecting the worth and value of your business. A serious breach can cause your reputation to be destroyed in seconds; let alone the potential financial impact."

Security requires a level of expertise that's often too specialised for New Zealand organisations to have dedicated resources in-house.

"Security is not an IT issue – it's a business issue, and it's ultimately the responsibility of the CEO and senior management," says Philip Whitmore.

"Right from Board level, there needs to be full visibility around the potential risks, and how those are being managed."

KPMG New Zealand has been engaged on a number of high-profile security engagements including investigating the ACC privacy breach in 2012, and assisting the Government Chief Information Officer assess the security and privacy of publicly accessible Government IT systems across 70 state sector agencies, following the WINZ kiosk breach.

"The high profile cases in the media are just the tip of the iceberg," says Philip Whitmore. "Most security incidents are never publicised, and they occur equally across both the public and private sectors."

The KPMG Security Advisory Services team regularly run simulated security breaches on behalf of clients – and the results are sobering.

"When we simulate an employee attempting to gain unauthorised administrative access to an organisation's key systems, it typically takes around 60 minutes. And that's simply using the same skills and technology that your average motivated employee has access to. The average time to get through a locked door is 60 seconds."

"Feeling a bit insecure..?"

Take a real-world test of your security

Are you ready to uncover the weakest links in your organisation's security?

Our Security Advisory Services team can help you gain a real-world perspective of how effective your security really is. Through simulating a disgruntled employee, or someone trying to gain unauthorised access from the Internet or via your wireless network, the Security Advisory Services team can help you focus your efforts and resources into the areas that really matter.

Says Philip Whitmore: "Penetration testing provides an efficient realistic way of testing of how effective your security is – and you might be surprised at what is revealed."

To talk further about penetration testing, or any of our security services, get in touch with the KPMG Security Advisory Services team.

Email pwhitmore@kpmg.co.nz
or phone +64 9 367 5931

For a full description of our Security Advisory Services offerings, see our website kpmg.com/nz-security



Building better business leaders

Spotlight on the United Kingdom
and insights into the financial services sector



The United Kingdom continues to be one of the top countries we Kiwis choose to go and spend time in, not just for the obligatory “OE” in our 20s, but somewhere that has on-going career options as we gain further experience. We hope that our expats over there may eventually bring their expertise back to New Zealand but in the meantime it’s great to hear what they are up to.

The financial services sector remains a key driver for our economy so we also thought it would be interesting to hear from two business leaders contributing to a more prosperous future in this area.



David Hayde

CURRENTLY

Project Integrator
The Home Office, UK

WITH KPMG NEW ZEALAND

Partner, Advisory, Auckland (1970 – 2000)

TELL US ABOUT YOUR ROLE WITH THE HOME OFFICE – WHAT ARE YOU WORKING ON CURRENTLY?

I'm part of a team working on a telecommunications project for the country's emergency services. It's one of the top ten infrastructure projects in the UK, along with the likes of High Speed 2 and Crossrail, although it doesn't have quite the same high profile yet.

It's all about equipping police, fire, ambulance and other emergency services with the communication devices and applications they'll need for the future. It's the kind of stuff you see on NCIS programmes – which is pure Hollywood now, but this project is about enabling all that. As well as improving functionality, it will save hundreds of millions of pounds.

WHAT ASPECTS OF THE ROLE DO YOU MOST ENJOY?

What I most enjoy is what I've always done – which is working with teams across a whole bunch of disciplines. What I did at KPMG was very similar. It's not just about being a finance person, but working with architects, engineers, designers, planners and the like. I'm using my finance expertise to manage a whole bunch of disparate skills, and pull them together with a common focus to achieve the outcome. I'm working with both commercial people and technical people... and I'm the glue that holds it together.

WHAT PROMPTED YOUR MOVE TO THE UK IN 2006?

I'd done the usual thing and transferred to the UK with KPMG for several years in the 1980s. Our son was born here, I loved the environment, and I had lots of friends and business associates in this part of the world.

We came over as a family in 2006 for two reasons. It was partly a gap year for my son, and partly because I was keen to see what the Olympics was all about. I ended up getting a job with the Olympic Delivery Authority and many years later we're still here, while our son has gone back to university in New Zealand.



Olympic Stadium under construction



It's not just about being a finance person, but working with architects, engineers, designers, planners and the like. I'm using my finance skills to manage a whole bunch of disparate skills, and pull them together on a common focus to achieve the outcome.



Olympic Stadium

TELL US ABOUT YOUR SIX PLUS YEARS WITH THE OLYMPIC DELIVERY AUTHORITY

It was a wonderful professional experience. I knocked on the door and said I'd built a stadium back in New Zealand (the North Harbour Stadium). So I started off working on the Olympic stadium, and the master plan, and other venues; then across a whole bunch of areas as an advisor to the chief executive. For the last four years I ended up on the infrastructure, technology and security side. That was the back-room stuff – making sure the bad boys didn't do anything nasty to the place.

By June 2011, we had everything built, then we spent 12 months testing and making sure it all worked. We found things that were wrong and fixed it all before the event. Most of those things I can't tell you about, sorry!

WHAT WAS THE HIGHLIGHT OF THE OLYMPICS FOR YOU?

The absolute best moment was the closing ceremony of the Paralympics. All the way through the Olympics and the Paralympics we were continually testing things, and checking around the control rooms. When we got to the end of the Paralympics closing ceremony, we looked at each other and knew it was a job well done. We'd delivered on everything; and it was a wonderful, wonderful feeling for us.

When I joined in 2006 we were a team of 20-odd people, which then grew to 1,000 people, and when I left in March last year it was 20 people again. So that was quite unique from a professional point of view – building a business, running a major business, and then down-sizing.

LOOKING BACK ON YOUR CAREER, WHAT ADVICE WOULD YOU GIVE TO YOUR YOUNGER SELF?

My son is 26, and I always say to him, don't be afraid to take on new challenges. When I was that age, the people I worked with at KPMG gave me all sorts of challenges. I was happy to accept them, and I really enjoyed it.

My son is working at ASB Securities and he's just started doing the TV3 news cross at prime time. So that's an example of something that's initially a bit daunting, but is a fantastic experience. That's the advice I'd give to anyone at a similar age – just grab the challenges, feel the fear, and do it.

WHO IS THE BUSINESS LEADER YOU MOST ADMIRE?

It's not a typical answer, but I admire those people who are really striving to build their small to medium businesses. They're full of energy and enthusiasm, they're really good at their technical skills... they just need a bit of guidance around the business nous. My wife and I are mentors to quite a few of these people, and they always give me a buzz. We have just written a book about some of these people, they're the Richard Bransons of the future, and they're the ones I admire.



Dr Sam De Silva

CURRENTLY

Partner, Head of IT & Outsourcing Law
Penningtons Manches LLP, UK

WITH KPMG NEW ZEALAND

Tax Consultant, Auckland (1997 – 1998)



YOU'VE RECENTLY BEEN APPOINTED AS A FOUNDING MEMBER OF THE EUROPEAN COMMISSION'S EXPERT GROUP ON CLOUD COMPUTING CONTRACTS. TELL US ABOUT THE ROLE.

The group is made up of 30 individuals across Europe – the UK Law Society nominated me as the UK representative. The group is tasked with putting some structure and processes around safe and fair contracting for Cloud computing services.

Cloud computing is still quite “Wild West” at the moment, so from a professional perspective it's really interesting to be at

the cutting edge. Our role is to come up with a toolkit that will be useful for organisations – both service providers, and businesses looking to buy Cloud computing services.

It's also a really good opportunity to work with experts in the area across Europe – to see what their thinking is, and how other countries are managing this from a cross-border perspective.

WHAT ARE SOME OF THE HOT ISSUES IN DATA SECURITY?

One of the issues the Expert Group is looking at is data protection in the Cloud. The EU is proposing to unify data protection under a single General Data Protection Regulation (GDPR). For a significant breach of data protection, it could mean a fine of up to 2% of the organisation's global turnover, which would potentially have a huge impact. That's just at proposal stage; we don't know whether it will get through.

YOU'RE ALSO A FELLOW OF THE CHARTERED INSTITUTE OF PURCHASING AND SUPPLY (FCIPS), A FELLOW OF THE BRITISH COMPUTER SOCIETY (FBSC), AND A CHARTERED IT PROFESSIONAL (CITP). WHAT ARE THE PROFESSIONAL SPIN-OFFS?

When I'm pitching to provide legal support to organisations, it can be to a wide variety of people. Sometimes it's the IT director, or the FD, or the procurement person.

CIPS is the professional body for procurement people, and being a Fellow adds credibility for them. I'm also on the global board of trustees for CIPS. That opens a lot of doors in that there are some leading individuals on the board, like the head of procurement at Apple, and the finance director at the BBC.

In a similar way, the other memberships add credibility when I'm pitching to IT directors.



It's also good to have KPMG's global brand on your CV. Often I find I'm pitching to a CFO or CEO who are KPMG alumni, so it's useful to have that connection.

City of Oxford from above



TELL US ABOUT ONE OF YOUR MOST INTERESTING CLIENTS YOU'RE WORKING WITH CURRENTLY

I'm currently acting for a Formula One racing team who are procuring an ERP system. They're one of a number of F1 teams based in Oxfordshire. It's interesting work in the sense that the project is mission-critical to them. If the system does not work, and as a result the wrong parts are manufactured or ordered for their cars, it will affect their ability to race.

WHAT'S BEEN THE BEST PIECE OF CAREER ADVICE YOU'VE EVER RECEIVED?

When I was quite junior, one of my supervising partners told me to always ask the client for written feedback after you've finished a job. Then you can use it to build your business case for promotion or salary increase, or looking for other jobs. I've always done that; and it's become easier now, with LinkedIn.

WHAT'S THE KEY TO A SUCCESSFUL WORK/LIFE BALANCE?

I'm not sure I've achieved it all that well, but I try! I think it helps to set expectations with the client, and having the conviction to say no sometimes. Obviously you need a good relationship to do that, or you'll risk them going elsewhere.

The other thing is not biting off more than you can chew. Although you might want to be involved in a lot, you've only got a limited amount of time. For me, my family is very important; so it's about getting my priorities straight.

HOW DID YOUR START WITH KPMG HELP YOUR CAREER?

Working in KPMG's tax team was a really good grounding, in that you're working across a lot of different sectors and businesses. I also learned how to present to clients and manage client relationships, by watching how the partners and senior managers did it.

It's also good to have KPMG's global brand on your CV. Often I find I'm pitching to a CFO or CEO who are KPMG alumni, so it's useful to have that connection.



Graeme Watt

CURRENTLY

Bank Chief Financial Officer
Kiwibank

WITH KPMG

Director, Financial Risk Management, Wellington (1998 – 2009)

WHAT WAS THE PATH TO BECOMING CFO AT KIWIBANK?

Kiwibank was a client of KPMG, so I had a good line of sight as to how it operated, its values, and the key individuals there. When I joined four years ago, my role was reasonably technical and specialised (as Head of Market Risk and Wholesale Accounting).

I was recruited by the CFO, and over a short period of time effectively became his wingman. I was Acting CFO a number of times, so I positioned myself to be the obvious candidate when the role became available in mid-2013.

WHAT IS THE MOST ENJOYABLE ASPECT OF YOUR CURRENT JOB?

It's a different function to working at KPMG; what I enjoy most is assessing the environment from a banking perspective... what's happening right now, what are the trends we think are starting to emerge, and to what extent we can leverage those to outsmart our competitors.

That's quite different from a core accounting role, in that there's more of a strategic and tactical element which I find intellectually challenging. And also satisfying – we've had quite a few successes following our strategy of being a bit more challenging or innovative at times.

YOUR FIRST JOB IN THE BANKING SECTOR WAS WITH ANZ IN 1990. HOW HAS THE LANDSCAPE CHANGED SINCE THEN?

In the 90s, although there were some challenges around changes in technology, it was all happening at a much slower pace. Back then we were looking at how to leverage technology to make a better business. Now the pace of change is so great that the barriers to entry could fundamentally change in the next five years. When everything is done digitally, you could potentially have new competitors that make the bricks-and-mortar bank completely irrelevant. Back in the 90s it was very hard to see how that could come about.

WHAT ARE YOUR CONTINUING LINKS WITH KPMG?

Having been there for 11 years, I still have very strong links with a number of the partners and senior people. I still go to a number of the social functions. As it happens, I was there for drinks just last night.

One thing I really valued, when I started going for the CFO role, was getting advice from Godfrey Boyce and Jack Carroll as to how I should position myself. It was very helpful to have that independent view.





One thing I really valued, when I started going for the CFO role, was getting advice from Godfrey Boyce and Jack Carroll as to how I should position myself.

WE HEARD YOU TOOK AN UNUSUAL MODE OF TRANSPORT TO WORK AT KPMG?

That would be my electric skateboard. It's about 1.5 metres, so it's a bit like surfing or snowboarding. Generally what I'd do is park up near the top end of Oriental Parade and ride it all the way round into work.

There was one instance in winter when it was dark and there was some repair work on the kerb which I didn't see. I came off the skateboard and tore great big holes in my suit. Another time I took some of the guys from KPMG to the Westpac Stadium concourse – that was fantastic to go flat-out around there in a big open space.



WHAT'S YOUR ADVICE TO A YOUNG PERSON STARTING OUT IN FINANCIAL SERVICES?

I was asked to do a career advice presentation to accounting and economics students at a school recently. My first piece of advice was to always be flexible and willing to change. I gave the example of a friend of mine who started out as a qualified accountant, and then retrained to become a plastic surgeon.

The other thing was that people think accountants must be very good with numbers... but I'd actually rate myself far better in terms of analytical ability and verbal ability rather than numeracy. That ability to influence others and tell your story in a compelling way is far more important to people than a set of numbers.

WHAT DO YOU BELIEVE IS THE KEY TO SUCCESS IN BUSINESS?

I think the strength and depth of your relationships will ultimately influence your success. I've observed over the years that if you have that strong relationship, then things will follow. And if you don't, they probably won't. You may have all the technical knowledge in the world and all the tools to hand – but when it comes to influencing clients, or gaining that promotion – it ultimately comes down to having very strong relationships.



Joanna Perry

CURRENTLY

Independent Director (various) and Chair IFRS Advisory Council

WITH KPMG

Partner, Auckland (1982 – 2006)

CONGRATULATIONS ON YOUR APPOINTMENT TO THE CHAIR OF THE IFRS ADVISORY COUNCIL. WHAT ARE YOU LOOKING FORWARD TO ABOUT THIS ROLE?

I think one of the most exciting things is having a New Zealander taking that international role. It's also an opportunity to use whatever influence I may have, to help everyone in the world make better use of the international accounting standards. Which is quite an enormous challenge, if you think of it that way!

YOU ARE CURRENTLY A DIRECTOR OR ADVISER ON NUMEROUS BOARDS. WHAT IS YOUR CRITERIA FOR SELECTING COMPANIES YOU WANT TO WORK WITH?

Part of what I loved about being an auditor at KPMG was the diversity of clients – both industries and types of business. And it's exactly the same thing with my portfolio of directorships; it's a very diverse mix.

People sometimes ask me, how do I jump from sitting at a Rowing NZ board meeting to a Genesis one. But I believe that diversity and cross-pollination of ideas is a strength I can bring to the table. There might be something we've discussed on Sport NZ, for instance, and I'll think, hmm, how would that work on TradeMe...

WHAT DO YOU THINK IS THE KEY TO IMPROVING THE GENDER IMBALANCE OF INDEPENDENT DIRECTORS IN NEW ZEALAND?

There is not one simple answer. There are a whole multitude of things that give rise to gender imbalance. Much of it is an unconscious bias... that's a phrase that gets used a lot, but I think it's real. Some women have it too, and I wouldn't necessarily exclude myself from that category.

I really don't think quotas are the answer. If it's forced on you by law, it creates resentment, and you potentially could almost have two boards. If you're there to make up the numbers rather than because of your skills and expertise, you may very well not be the right person for the job.



It made me realise that while competitiveness is good, you can also work together with your colleagues from different firms or backgrounds for a common goal and achieve some great things for New Zealand.





Medal ceremony at the National Championships

“
When I first got selected, I was living and working for KPMG in Bristol and training in London three nights a week. The firm supported my move to London for the period until the Olympics.

YOU ROWED FOR GREAT BRITAIN IN 1980 SHORTLY AFTER JOINING KPMG. HOW DID YOU BALANCE SPORT AND CAREER?

When I first got selected, I was living and working for KPMG in Bristol and training in London three nights a week. The firm supported my move to London for the period until the Olympics.

I wasn't selected in the final Olympic team, but I learned so much from the experience. It wasn't my lack of physical ability – it was that I wasn't prepared mentally to give my 110%. I realised that top athletes push themselves beyond what they think they can achieve. It's the same in the workplace. That was a real lesson I learned 30-odd years ago, and it's stayed with me.

WHILE AT KPMG, YOU WERE ALSO A MEMBER OF THE SECURITIES COMMISSION FROM 1997-2008. HOW DID THAT ENHANCE YOUR CAREER?

I think one of the key things about being a member of the Securities Commission was actually opening my eyes to life beyond KPMG. It made me realise that while competitiveness is good, you can also work together with your colleagues from different firms or backgrounds for a common goal and achieve some great things for New Zealand. There is no doubt that having that experience with the wider business community not only enhanced my career, but was also good for KPMG in terms of what I could bring back. I'd certainly encourage anyone to take opportunities like that.

YOU WERE AWARDED A NEW ZEALAND ORDER OF MERIT FOR SERVICES TO ACCOUNTING. WHAT DOES THAT MEAN TO YOU?

I remember opening the envelope and thinking 'you have to be joking!' I was just blown away. But I'm so thrilled and proud to have it. What I actually feel most humble about is that other people were willing to go through the whole process in order to nominate me.

I actually wear the little lapel every time I'm in business attire – it's like my earrings or jewellery. Some people recognise it, but most New Zealanders wouldn't have a clue what it was.

WHAT'S YOUR MUST-HAVE WORK ACCESSORY?

I'd have to say for a long time it was [KPMG IT Support Manager] Zak Bogdan! When I left KPMG, I realised I no longer had a PA, or IT support; I had to do everything for myself. It was fairly heart-stopping the first time my computer crashed. These days, my office is my PC.

Farewell & welcome

to some of our partners

Farewell

Since the last edition of Konnections, we farewelled:



Alan Brame

Alan retired as KPMG's National Managing Partner of Advisory. We pay tribute to him on p21.



Paul Kiesanowski

Paul retired from the helm as Christchurch Office Managing Partner. We profile his career on p21.



Tim White

Tim has been a part of the Private Enterprise team since 2010 and was also heavily involved in setting up our China Business Practice. He has left to take on the role of CEO with Shapeshifter Technology.



Elaine Hultzer

Elaine led our insurance sector in financial services within our audit division. Elaine has been with the Auckland office since 2002 but has now relocated to Canada to be closer to family, and further her career with Deloitte.



Murray Sarelius

Murray has been seconded to KPMG in Hong Kong for three years from January this year. He will be responsible for the relationship role on several of the Hong Kong IES team's major clients, supporting the firm's targeting opportunities and building the team's advisory work. Murray joined KPMG in 1995 and became a partner in Auckland 11 years ago.



Sanel Tomlinson

Sanel worked in the Audit division in the Wellington and Auckland offices from 2004-2013, including a 2 year secondment to our London office from 2009 where she was partner in KPMG's International Standards Group. Sanel has been offered a great career opportunity to be part of the Department of Professional Practice in KPMG Hong Kong.

Congratulations

New appointments within the firm:



Souella Cumming

Is the new Head of Government Advisory. This appointment reflects Souella's depth of experience and high profile in the public sector and will lead to furthering our growth in KPMG's Government Advisory practice.



Adrian Wimmers

Is the new Head of Infrastructure. This appointment reflects the global trend of Governments to increase their investment in infrastructure to stimulate growth and fill gaps not met by the private sector.



Godfrey Boyce

Has been appointed our new National Managing Partner for the Advisory division effective from 2014, leading our fastest growing division.



Graeme Edwards

Has been appointed our Office Managing Partner for Wellington as of 1 September 2013.



Mark Crawford

With a focus on driving the business development culture across the firm, Mark Crawford, Audit Partner, along with Ian Kowalski, Tax Partner, will move to our recently formed Private Enterprise sector.



Ian Kowalski

With a focus on driving the business development culture across the firm, Ian Kowalski, Tax Partner, and Mark Crawford, Audit Partner, will move to our recently formed Private Enterprise sector.

In the next issue of **Konnections**

You won't want to miss the upcoming Winter edition of *Konnections*. Here are just two of the highlights:

- / We'll be going behind the scenes to the 2015 Cricket World Cup, when we profile the involvement of KPMG alumni, Therese Walsh and Alan Isaac.
- / Lord Michael Hastings, KPMG International's Global Head of Corporate Citizenship, will be visiting our shores in April. If you'd like the opportunity to connect with Lord Hastings, get in touch with our partner in charge of CSR Kim Jarrett on kmjarrett@kpmg.co.nz.



Welcome

We welcome our new appointments to the Partnership:



Benjamin Badger

Benjamin is a qualified lawyer with a background in banking and finance. Benjamin has a strong track record in business advisory, funding solutions and transactions for private enterprise.



Ed Loudon

Ed started with KPMG as a graduate in 2001, and now has responsibility for key client management such as Chorus and Infratil.



Chris Dew

Chris joined KPMG in 2010 specialising in financial services advisory. He has significant experience in the banking sector locally and in the UK.



Peter Taylor

Peter joined us in 2001, following a secondment in London, relocated to Christchurch in 2008. Peter is responsible for clients in a cross section of industries across the South Island, specialising in earthquake response.



Darby Healey

Darby has been with KPMG for 17 years, and her new role is as Audit Quality & Risk Partner, working alongside Matt Prichard and Ross McKinley.



Philip Whitmore

Philip joined KPMG as a Director in 2010 and has had a key role in supporting clients with their data analytics and IT risk issues, which include security, IT governance, risk management and process controls.



Ceri Horwill

Ceri leads our Financial and Regulatory Risk Management practice. Over the last four years she has really broadened our risk management services around managing treasury, regulation and compliance particularly in the financial services sector.



Paul Stott

Paul joined KPMG in 2004, and is now a key leader of the Tauranga Private Enterprise team. Paul possesses strong commercial and business acumen and he enjoys challenging his clients thinking in order to grow their businesses with confidence.



We bid a fond adieu to Paul and Alan

Paul Kiesanowski (Christchurch Office Managing Partner) and Alan Brame (Advisory National Managing Partner) both retired at the end of 2013. We take a look back at their illustrious careers.

Paul first joined us as an Audit Partner in 1991, when the Gisborne office of Touche Ross merged with KPMG. During his 18 years in Auckland, he worked on a number of important KPMG audit clients such as Nuplex, Fletcher Challenge, Vector and Restaurant Brands; as well as a wide range of due diligence and advisory engagements.

Between 1997 and 2005, Paul was responsible for the overall leadership and management of our Audit division. (With Audit as our largest single division, that was no small undertaking). During his time as partner in charge, Paul oversaw the development of three new specialist teams – internal audit, technical advisory, and IFRS technical advisory.

In 2008, Paul was chosen by KPMG to lead the Christchurch office. Following the 2011 earthquakes, he loyally remained in his hometown and helped manage the office through tough times. We credit him for ensuring KPMG has remained a major player in our key markets of Christchurch, Canterbury and the South Island.

Paul, from all of us at KPMG, thank you for your amazing contribution to the firm and to the Christchurch office. We wish you, Cheryl and Anna all the best.

Alan began his career in London, and joined KPMG in the Auckland office in 1987. We eased him in gently, though – one of his first opportunities was a secondment to the Cook Islands.

Alan's good luck continued when he met his wife Elaynor at KPMG, after which they both worked for a stint in London. On their return in 1995, Alan was made Partner and later became responsible for managing MMA (Middle Markets Advisory – now known as Private Enterprise).

From 2005, Alan and his family spent three years in China, while he worked for KPMG Shanghai. He enjoyed experiencing a different culture, and was involved in some very interesting audit and risk advisory assignments.

Back in Auckland in 2008, Alan joined the Executive team and set an ambitious goal – to grow Advisory to be as big as Audit for KPMG. He's certainly made great progress on that journey; with more than 200 people now working in Advisory across all offices, and revenues approximately 85% the size of Audit.

Alan has been a true ambassador for KPMG's purpose of fuelling New Zealand's prosperity; as above all else, he loves to see Kiwi business succeed. With his inspiring vision for growing Advisory, he has certainly left a lasting legacy in the business.

Alan, KPMG wishes you and your family all the very best for the future.



FUELLING PROSPERITY

Continuing to fuel the prosperity of our communities

We've had a busy six months contributing to our communities – from helping to brighten Christmas for kids around the country, to engaging in some blue-sky thinking with New Zealand's future leaders. Here's a round-up of recent activity from our National Communities Team.

Bingo! Christchurch raises \$9k for charity

Thanks to all those from the Christchurch office – and our clients – who supported our Charity Bingo Night at the Rydges Hotel on 13th December 2013.

There were plenty of laughs (and a few 'R18' bingo calls), courtesy of comedian-bingo caller Keith "the numbers" Preene. At one stage, we had four people calling the win at the same time, which is apparently unheard of in the bingo world!

We raised more than \$9,000 for charities KidsCan, Make a Wish Foundation, and Te Kura Whakapumau, a decile one school in Waltham. KPMG covered the costs so 100% of money raised went to the organisations.

A special thanks to everyone involved; including our behind-the-scenes organisers Lisa Mead, Ady Fox, and Roger Nuttall; and our MC for the evening, Christchurch Managing Partner Alex Skinner.



*Top: Keith the comedian-bingo caller hard at work
Bottom: Over 100 participants took part in the charity evening*

Measuring our CSR impact

At KPMG we are now much more focused on where we place our CSR efforts. We're conscious of the importance of balancing our social and environmental impact alongside traditional economic value generation. KPMG's Jamie Sinclair shares his thoughts on this topic.



JAMIE SINCLAIR

National Lead – Climate Change and Sustainability Services

Jamie heads our sustainability practice and is passionate about sustainability being the hub of innovation for an organisation. His areas of expertise include sustainability strategy, integrated reporting, performance metrics, stakeholder engagement, Emissions Trading Scheme (ETS), carbon footprinting and climate change. He is also co-chair of the Board of the Sustainable Business Network. You can contact Jamie on (09) 363 3460 or jsinclair@kpmg.co.nz



Our focus will be on extending our partnership arrangements in the community sector and improving our measurement of impacts. In the environmental space, we now have good information and will focus on continuing to drive internal awareness and communicating progress.

WHAT IS KPMG'S APPROACH TO CORPORATE RESPONSIBILITY AND WHY DO YOU THINK IT'S IMPORTANT THAT BUSINESSES ARE CONSCIOUS OF THEIR BROADER SOCIETAL IMPACTS?

We have a strong belief that New Zealand has enormous potential and that sustainability will be central to the business models of our future world-leading organisations. Like many of our clients, KPMG New Zealand is also on the journey to be more conscious of our business impact and report on our progress against our sustainability targets. Making the transition presents many challenges. I would like to share some of our ambitions and challenges in the hope that in some small way we might encourage others to push on within your organisations.

Businesses are beginning to realise that their license to operate is increasingly based on their ability to balance their social and environmental impacts with traditional economic value generation. The traditional linear business model (take, use, discard) will not drive long term value. As a result, investors and other stakeholders are increasingly asking about how businesses are deriving their income and what the impacts are. Having answers to this question is key to business resilience as social and environmental pressures grow stronger.

It's fair to say that KPMG has come a long way in formalising our approach to corporate responsibility but have much work to do. Our approach is based on our purpose, to fuel prosperity for New Zealand in a lasting way for all New Zealanders, our global value of being committed to our communities, and connection to our strategy of being the best firm to work with and to work for.

A commitment to communities has always been one of our core values but it is only in recent years that we have really articulated what that means and how our business can help create a positive difference. Through the efforts of our National Communities Team, led by Auckland Partner Kim Jarrett, we have established our three core focus areas of Healthy People and Communities, Maximising

the Potential of Youth and Social Enterprise. Our community investment is targeted at these areas where we want to have impact, and is measured primarily in terms of our pro-bono support or volunteering. During the 2013 calendar year KPMG New Zealand invested \$1.7 million and 8,800 hours in pro-bono services or volunteering.

To help ensure we are making a difference, our approach is increasingly to partner with those involved in the community or social enterprise space. Our partnership with Hikurangi Foundation and involvement in the Compass Network is one example. Through this network we are using our skills and experience to help deliver key social enterprise initiatives such as the Auckland SkyPath (cycleway over Harbour Bridge) and the Rekindle initiative (repurposing wood waste to make high value products).

In terms of our environmental impact we have set targets in the areas of air travel, energy use and paper consumption. In general, we are on-track in terms of our performance and by the end of 2012 had reduced the effect of our air travel by 11% and paper use by 9% against our 2010 baseline. Our energy totals have remained relatively static and we have identified work to do in improving building efficiency across our 6 locations. Focusing on our target levels has helped drive significant changes in technology across our business – for example how and what we print as well as improved video conferencing facilities and lighting technologies.

Although generally positive in terms of performance, we have much improving to do in terms of regular reporting and communication to staff and other stakeholders. In addition, we have identified that the information we are collecting has significant value in terms of business decision making. Making better use of this data is a focus for 2014.



WHAT AREAS ARE EMERGING AS CORPORATE RESPONSIBILITY PRIORITIES FOR BUSINESS IN GENERAL AND HOW DO THESE RELATE TO KPMG? WHAT ARE YOU DOING ABOUT THEM?

An increasingly common theme is how to recognise value from corporate responsibility programmes. Whilst most people acknowledge that the bulk of organisational value sits outside the financial statements, there are underdeveloped systems and mechanisms to understand how non-financial performance results in changes in company value.

This challenge has a direct impact on KPMG – in particular our cornerstone service of financial audit. We are challenging ourselves on the real value of an audit process that focuses on financial information and not some of the material information outside the financial statements. It is a question our global senior audit partners have been asking themselves – *check out their candid comments here*.

Related to the question of value is the growing awareness around the reporting framework businesses use and the emergence of Integrated Reporting (or <IR>). IR as a framework broadens the focus of an organisations communication with investors by expanding the concept of “capital” to include, for example, social, relationship and natural capital. The <IR> model is about explaining how these capitals are impacted by what an organisation does to create or deplete value over time. The framework is rapidly gaining momentum – watch this space!

LAST YEAR YOUR THOUGHT PIECE ON CORPORATE RESPONSIBILITY REPORTING INDICATED LOW LEVELS OF UPTAKE AMONGST NEW ZEALAND COMPANIES – WHY DO YOU THINK THAT IS?

I believe there are a few reasons for this. A key reason is the role of regulation. Most of the jurisdictions with high levels of reporting have regulatory requirements to describe their environmental and social impacts. That is not the case in New Zealand. Secondly, producing a CSR or sustainability report is resource intensive and many overseas owned New Zealand organisations often contribute to a Group CSR report and often struggle to justify additional resource to produce a local report. An additional reason is what I call “proximity to value.” Many of our largest companies are commodity producers and are not necessarily closely connected to the end customers. This, in my view, lessens the demands for more complete reporting of an organisations approach to corporate responsibility.

YOU OFFER ADVISORY SERVICES IN THE AREA OF SUSTAINABILITY AND CORPORATE RESPONSIBILITY. SHOULD KPMG NOT BE TAKING A LEADERSHIP ROLE IN COMMUNICATING YOUR SUSTAINABILITY PERFORMANCE? WHAT’S HOLDING YOU BACK?

Good question, and as you can imagine one I get fairly regularly – we should be expected to “walk the talk”! There are probably two main reasons – ensuring internal awareness and getting to grips with performance data. While we have made good progress recently, a survey of our people a couple of years

ago identified KPMG people did not have a strong sense of our corporate responsibility approach or results. As a result, we made internal awareness a priority rather than communicating externally. In addition, while we were capturing some information in terms of our CSR performance, it was not well coordinated or aligned to our focus areas. We have spent significant time and energy getting the performance data and structure in place to support our CSR approach. This has been a very valuable exercise and we now have a suite of useful management information that we share with our staff.

WHAT CAN WE EXPECT FROM KPMG OVER THE NEXT 12 MONTHS IN ADDRESSING YOUR CORPORATE RESPONSIBILITY PERFORMANCE AND IMPACTS ON PEOPLE, COMMUNITIES AND THE ENVIRONMENT?

Our focus will be on deepening our partnership relationships in the community sector and improving our measurement of impacts. We are also working on aligning our CSR efforts with our clients and alumni where possible. In the environmental space, we now have good information and will focus on continuing to drive internal awareness and communicating progress.

In addition, you can expect us to deliver a complete summary of our approach, strategy and performance in relation to each focus area within the next 12 months. This transparency is what we ask of our clients and they should expect it from KPMG.

Making a difference at Christmas

As we all know, the lead-up to Christmas is a notoriously busy time. Yet each KPMG office made a superb effort to organise enthusiastic and innovative Christmas charity fundraising. Our focus for 2013 was to support the success and well-being of young Kiwis.

We're delighted to have donated to the following organisations:

- / KidsCan – \$10,000
- / Make a Wish New Zealand – \$4,000
- / Te Kura School – \$3,000
- / Merivale School, Tauranga – \$3,000 towards books (plus gifts for every child)
- / Edmund Hillary School – \$2,000 (plus gifts for every child)

Also, Zak Bogdan dropped a "packed-to-the-rafters SUV load" of donated gifts and food to the Auckland City Mission.

The principal of Merivale School, Jan Tinetti, wrote in thanks to our Tauranga team

"The children are still talking about it as they come in this morning. The whanau were also very excited and one Mum had tears as she told me how much it meant to have a present for her son. Another little boy said he was going straight home to wrap it up again and put it under the tree so he had something to unwrap on Christmas Day! Another boy was uplifted two days ago... I spoke to his temporary foster parents last night and he bounded in this morning to get his present. He had a big smile on his face as it made a bad week very much better for him. I thought a few of the stories might give some impact to just how much the generosity of your team meant to our children."



Kate conquers those hills!

In the last edition of Konnections, we told you about Kate Niceski's plans to tackle the 2013 Ride to Conquer Cancer.

We're pleased to congratulate Kate on completing the 200km event – which she describes as "a physical and emotional ride of ups and downs" – and for helping to collectively raise an amazing \$2.1 million for the Cancer Society Auckland.

"I was one of 663 riders, of all shapes and fitness levels," says Kate. "The epic ride

started with an inspiring but emotional opening ceremony, bringing together a community of cancer survivors, cyclists and supporters all touched by this."

"Quite a few riders had yellow flags on the back of their bikes to celebrate that they were a cancer survivor. Whenever the hills seemed to go forever, and my legs were

burning and my lungs felt like they were going to burst, I would see someone with a yellow flag on their bike and realise that whatever battle I was having, it was nothing compared to what they had gone through."

"I would have to say this ride was one of the best cycling experiences I have ever had, and the most fun I've ever had hurting myself..."



Kate Niceski, client relationship manager in our Auckland office, says it was an "awesome feeling" to be part of the Ride to Conquer Cancer.

Aiming high: with Edmund Hillary School

KPMG was involved in some of New Zealand's most significant capital-raising projects during 2013... including one very important deal that was closed in a South Auckland playground.

In October, we were thrilled to attend the opening of a new school hall at Edmund Hillary School in Papakura, a school that we've been involved with for several years.

Our relationship with the school stretches back to 2006, when KPMG joined an Auckland Council initiative to connect corporates with local schools. Originally intended as a three-year term, we're still working as a team eight years later.

Marie Gaskin and Jodi Newth attend at least 10 board meetings a year, and provide the Board with financial guidance. Today the entire firm – as well as several of our clients – also provide support in various ways (see below).

School principal Katarina Nock says the shape of the school's finances have markedly improved over the years, with the help of KPMG.

"Having that high level knowledge and expertise has changed the way we operate as a Board, and as a school. It has been a key part of turning this school around."

Originally opened by Sir Edmund Hillary in 1963, the 158-roll decile 1 school has a motto of 'Be Determined, Aim High'. Ms Nock says the school is "on the cusp of a huge turnaround," thanks to those with a vision to help realise the school's potential.

"We've gone from no children achieving at national standards seven years ago; to more than 70% for maths and 50% or higher for reading and writing in 2013. We're now aiming for 95%."

"Over the time I've been here we've had wonderful people like KPMG walking through the gates with their hands up to help. That's what's turning us around."

With the involvement of clients, alumni and KPMG colleagues we've made further progress back in 2013 towards developing the teaching potential of Edmund Hillary School:

/ Teeing off for a great cause

Around 100 clients and KPMG colleagues teed off for a Charity Golf Day on November 18. The several thousand dollars raised went straight towards equipping the kitchen in the new school hall. Having a working kitchen means the school can extend their voluntary breakfast club into providing lunchtime meals, including hot cooked lunches during winter. Our client Electrolux New Zealand kindly offered to provide appliances at cost, as well as advice on design of the kitchen. Many thanks to all our clients who supported this event. Enabling the school to feed the children they are now even hungrier to learn.

As part of our 2013 Christmas Fundraising drive across all KPMG offices we made a considerable contribution towards new kitchen equipment, plus gifts for every classroom.

/ Climbing the corporate ladder

A 25-strong team of KPMG volunteers swapped their workday suits for their shabbiest tee-shirts, and spent a day painting the exterior of the school. Watty paint was supplied at a substantial discount from our clients Valspar Paint (NZ) Limited, and PlaceMakers Wairau Park.

/ Classroom fun

Two of our Auckland teams collected and donated Santa Sacks full of rainy day activities for the pupils.

/ Supporting our future stars

The Formica/KPMG Scholarship is a highly anticipated event for the school each year. When the local Formica plant closed down, the company made a donation to the school in perpetuity, along with a contribution from KPMG. Since 2007, the interest has been given out as an annual \$500 scholarship to selected students who are moving on to secondary school. This year, KPMG CEO Paul Herrod presented two \$250 scholarships to rising stars Justin Broughton and Maoalosa Matiseni for outstanding performance.

/ Happy campers

Three of our Auckland team – Dan Winkle, Amy Coulton and Kyle Finnerty – volunteered to help with the school camp at Awhitu Peninsula. They spent a very busy four days helping to cook for the kids, and supervising their many activities. Says Amy: "The kids were really grateful for us being there. They wouldn't stop hugging us when we went to leave!"

We are determined to help the children and staff of Edmund Hillary School achieve their goals and potential.

If you would like to contribute towards fuelling the prosperity of the next generation please get in touch with Justine Todd, KPMG's Corporate Social Responsibility Manager.



KPMG staff personally adding in their support by helping to paint the exterior of Edmund Hillary School.

Some stats on Edmund Hillary School

When you learn more about Edmund Hillary School, it's easy to see why KPMG people are passionate about helping to make a difference. Here are some of the stats:

- / 52% of the children are in CYFs care, or are at high-risk.
- / Only one family owns their own home, and one family owns their own computer.
- / Many of the children come to school having had no breakfast and with no lunch.
- / The school provides a safe and caring sanctuary for the children – with an inspirational principal and staff, who do a wonderful job to help them aim high.



Sparking world-changing ideas: Festival for the Future

An event that focuses on growing the next generation of world-class New Zealanders? Sounds like a perfect fit with KPMG's purpose of fuelling New Zealand's prosperity.

The 'Festival for the Future' was held at Te Papa on November 22-24. More than 300 young people took the opportunity to develop their skills, listen to guest speakers, and spark world-changing ideas to advance New Zealand.

Festival director Guy Ryan expressed thanks to the firm for being a sponsor of the 2013 event, both financially and in kind.

"Your support has made a remarkable event possible. Many of the participants described it as 'world class' and 'one of the best weekends of my life.'"

KPMG Auckland Director Jamie Sinclair helped facilitate two workshops, on 'Fundraising and Sponsorship' and 'A Vision for Aotearoa New Zealand'. Our other participants included Partner Adrian (Ado) Wimmers, Assistant Manager Niels Bakker, and Senior Supervisor Elisa Verwey.

The *Festival for the Future* is an initiative of the Inspiring Stories Trust, of which Ado is a Trustee. We're also supporting the Live the Dream project, New Zealand's first social enterprise accelerator programme for young people. (See story below).



Jenna's living the dream...

At KPMG, our purpose of fuelling prosperity is about creating a better future for all New Zealanders. So we're especially proud of our KPMG alumni, Jenna Ash, who is literally 'living the dream'.

Jenna (with Annalise Booker) is the co-founder of Boom, a new social enterprise platform that aims to get young Kiwis involved in their communities.

She has launched her project as part of the Live the Dream programme, which facilitates a range of social enterprise projects. (KPMG is one of the supporting partners of Live the Dream, as well as its parent organisation, the Inspiring Stories Trust).

Jenna's own project is one that's close to her heart. "Boom is all about creating a pathway that allows young people to make an impact in the world," she explains.

"We co-create events and activities that address the causes they care about. We want to make those activities fun, accessible and relatable... so that young people get engaged."

Jenna joined KPMG as a grad in 2010, and had spent several months in Singapore as a member of the ASPAC regional tax team. She was recently selected to join the ten-week Live the Dream programme, which is based at the Massey University campus in Wellington.

To create Boom, 26-year-old Jenna is using her insights into the behaviours and mindset of the New Millennials.

"A survey done by Youth Town last year showed that 25% of young people in New Zealand want to be more involved in their community, but they don't know where to start.

"What we've heard from young people is that they actually want people to approach them directly with ideas. Young people want to be doing more – but they need someone to put the opportunities in front of them. That's the hole we're hoping to fill."

Boom already has two projects underway – supporting young people to get involved with the upcoming Sea Week, and another event that focuses on fair play in sport.

/ KPMG New Zealand is proud to play a part in these great initiatives. In addition to our ongoing support of the Inspiring Stories Trust, Stephanie Ward from our Wellington office is currently a mentor for Boom, and meets regularly with Jenna and Annalise.

Work^{hard} play^{hard}

HELPING INSPIRE BUSINESS SUCCESS, FUELLING THE PROSPERITY OF OUR PEOPLE, OUR CLIENTS AND OUR WIDER COMMUNITIES IS HARD WORK, WE CERTAINLY HAVE A GREAT TIME DOING IT!



Throughout the year we host a range of seminars, launch a number of thought leadership reports, and sponsor award ceremonies and charity events that align with our purpose. We also actively encourage our people and clients to challenge themselves outside of the workplace by taking part in various sporting and community volunteer initiatives.

Through these initiatives we are able to connect with our colleagues, clients and alumni and have the opportunity to discuss topical business issues, hear from business leaders or experts in the field, and create awareness and fundraise for worthy causes.

Left: KPMG welcomed 200 clients to share the excitement of opening night's high-speed, high-octane FAST5 World Netball Series 2013 held at the Vector Arena in November.

Right: Auckland golf day was held at the Royal Auckland Golf Club in November 2013

1. Indian Business Awards
Winner Darius Mistry of Image Solutions, Winston Peters and Chandan Ohri, KPMG
2. Indian Business Awards
Chandan Ohri, KPMG and Jackie Clarke, Master of ceremonies
3. Corporate Mothers' Network
Dominic Stephens - Chief Economist of Westpac NZ
4. Growth Guide Launch
Speaker Paul McPadden, KPMG
5. Agribusiness Leaders Breakfast
Hon Amy Adams - Minister for the Environment, Sir Mark Solomon - Kaiwhakahaere, Te Runanga o Ngai Tahu, Murray Taggart - Chairman, Alliance Group Limited and Ian Proudfoot - Global Head of Agribusiness, KPMG
6. Business Network Awards
Jamie Sinclair, KPMG presents the Renewables Impact award to alumnus Jason Judkins and team from Yealands Estate Wines at the Sustainable Business Network Awards 2013



Indian Business Awards

KPMG was proud to sponsor the Business Excellence in Information & Computer Technology (ICT) award and show their support for the Indian business community at the Indian Business Awards ceremony on 14 November 2013.

Corporate Mothers' Network

A newly sponsored initiative by KPMG, The Corporate Mothers' Network was launched in August 2013 with a goal to create a networking platform for corporate women who are balancing busy family commitments with a career. The network hosts regular events for like-minded women to enable them to connect with each other, hear from inspirational speakers and keep abreast of business and corporate developments.

Growth Guide launch

KPMG, ANZ and Vantage Point collaborated to produce the Growth Guide for the Agri-service industry and we hosted a launch event in our Auckland office on 21 August 2013. The guide delivers a powerful sector based research report developed to advise businesses on how to achieve their growth objectives. Paul McPadden, KPMG led with an opening speech followed by a presentation from Dave Lewis, Vantage Point, and a close from Ross Verry, ANZ.

KPMG Agribusiness Leaders Breakfast

A breakfast discussion with Canterbury Agribusiness leaders was hosted on the 14 November 2013 at the Canterbury A&P show, of which KPMG is a proud sponsor. The panel shared their perspectives on what a sustainable future looks like and the opportunities and challenges it brings.

- 7. Netball Fast 5 World Championships
KPMG people and clients watching the court-side action
- 8. Auckland golf day 2013
Time to tee off

- 9. KPMG Phoenix family game
Showing his true colours
- 10. Auckland Alumni event
Our alumni enjoying the opportunity to catch-up

- 11. Wellington Alumni event
Megan Kloppenburg, Jennie Duckworth, Graeme Edwards (KPMG), Sonia Isaac (KPMG), Philip Lim (KPMG)
- 12. Retired Partners lunch
KPMG Retired partners lunch in Auckland office on 5th December 2013



Netball FAST 5 World Championship

KPMG welcomed 200 clients to share the excitement of opening night's high-speed, high-octane FAST5 World Netball Series 2013 held at the Vector Arena in November. It was a great evening to be able to show our support for the Fast Ferns who we are very proud to say were crowned the competition champions for the second year in a row.

Auckland golf day

We saw a very successful afternoon on the green for the 96 KPMG colleagues and clients who tee'd off at the Royal Auckland Golf club in November. This year KPMG and their guests showed their support for the Edmund Hillary School, who were delighted with the \$3,126 raised which is going towards the completion of a new community hall.

KPMG Phoenix family game

In celebration of our sponsorship relationship with the Phoenix football club, KPMG hosted a family day function for over 170 attendees to attend the first game of the season on 13 October 2013. The day was fun-filled with goodie bags, a football competition and face painting for the children. Partner Mike Coleman, MC and special guest David Dome, General Manager of The Phoenix gave our guests a warm welcome. The parents and children were thrilled to get TV coverage of them all waving from the balcony!

Auckland and Wellington Alumni events

We hosted two great alumni gatherings in our Wellington and Auckland offices in November 2013 which provided a fantastic opportunity to reconnect with many past colleagues and share an evening and a few laughs together.

NAME: **AMY NALLY**

DURATION OF SECONDMENT:

three years.

HOME OFFICE: Wellington



1. Where in the world are you now and what is your role?

San Francisco, USA. Audit Manager in the Emerging Markets practice.

2. What made you want to go to the U.S./San Francisco?

My current rotation is my third time back at the San Francisco office, having previously completed 2 short term rotations. I chose to come back not only because I love the city, but also because it gives me the opportunity to work with a range of exciting start-up companies, from those that have just received their first round of funding, to those which are close to IPO or currently going to the S-1 process.

3. How do you think this experience will benefit your career?

Joining the San Francisco office forced me to have to quickly up skill on US GAAP and SEC reporting requirements – even more so given the increased SEC scrutiny which comes hand in hand with working on IPO engagements. Having built up a good understanding of these standards and requirements now allows me to bring both IFRS and US GAAP expertise to companies needing to report in different jurisdictions.

4. What is a favourite local meal/snack you have discovered?

Can't go past FroYo, self serve, loaded with toppings.

Canada



U.K.



Luxembourg



USA



Bermuda



Where in the world?

Norway



Denmark



Netherlands



Germany



Saudi Arabia



Hong Kong



Singapore

NAME: **VANESSA ALTY**

DURATION OF SECONDMENT:

21 months

HOME OFFICE: Auckland

1. Where in the world are you now, and what is your role?

I am a Senior Audit Associate in Stavanger, Norway.

2. What made you want to go to Norway?

I was looking for an overseas opportunity that would provide both a professional and cultural experience. Norway easily ticked all of the boxes through: having great outdoor activities (cross country skiing, hiking); exposure to different industries; access to travel in Scandinavia and wider Europe; and a great incentive to learn a new language.

3. How do you think this experience will benefit your career?

I have been here for about 3 months now and already feel that adapting to different work-styles and exposure to different industries has benefited me both professionally and personally. This will only continue over the remainder of this secondment as I am exposed to more global business thought leadership and continue to seek challenges as my knowledge of the oil & gas and transport/shipping industries grows.

4. Have you learnt a good/funny/helpful local phrase you can share?

Norway can have quite unpredictable weather. It is not uncommon to have 'four seasons in one day', with the exception of Winter - where it is definitely just one season! This does not postpone or stop outdoor activities however, as Norwegian's live by the maxim "there is no such thing as bad weather, only bad clothing"

NAME: **HEIDI BROOM**

DURATION OF SECONDMENT:

four years

HOME OFFICE: Auckland

1. Where in the world are you now and what is your role?

I am currently an Audit Senior Manager in the London Corporates office working on FTSE100 clients.

2. What made you want to go to the U.K./London?

Despite being a Kiwi at heart, I was actually born in the UK and have always wanted to come back to my roots and work here for a while – the fact that I could do it with KPMG was amazing. London is such a great place to live, there are so many things going on all the time and the travel opportunities are endless with Europe being on the doorstep! How could I resist?! Also, although it wasn't one of the reasons for heading to London, I am bringing back a nice British souvenir – a British fiancé.

3. How do you think this experience will benefit your career?

This secondment experience has been invaluable in terms of career progression. I have worked on such large and exciting jobs and had exposure to clients and issues I may never have otherwise had, such as working on a bond issue and a major acquisition deal. This secondment has also allowed me to grow my global KPMG network enormously and I will most definitely keep in touch with a lot of people I have worked alongside during this time.

4. Have you learnt a good/helpful phrase in your local language you can share?

It's not so much the phrases, it's more the accents over here I find amusing. There seems to be a different twang wherever you go in England and even within parts of London. It took me a while to train my ear and at times in the beginning I really had to concentrate, but I think after 3 years I now have the accents down pat! One thing I will never get used to living here however is the concept of mushy peas and curry chips!



We would love to hear from you

Konnections is your Alumni magazine so we would love to hear your feedback and topics explored in this issue.

Contact us on our KPMG Alumni email: moversandshakers@kpmg.co.nz

Movers & shakers

within our alumni

Auckland

Natalie Ah Num (1999–2002)

is now Chief Financial Officer
at Nosh Food

Michael Albert (2012–2013)

is now Associate Director
at BNZ Partners

Greg Alford (1998–2001)

is now Associate Director at ANZ
International & Institutional Banking

Michael Bacon (2011–2013)

is now Investment Analyst at Pioneer
Capital Management Limited

Thomas Beswick (2006–2013)

is now Controller Accountant at
Rayonier New Zealand Limited

Alan Brame (1987–2013)

KPMG Advisory National Managing
Partner is now retired

Gareth Broughton (2001–2009)

is now Financial Controller
at Harvey Norman

Blair Bulloch (2011–2013)

is now an Associate at Lyne
Opinion Ltd

Terry Chin (2010–2013)

is now Product Control Accountant
at ASB

Jamie Chisnall (2012–2013)

is now Assistant Financial Controller
at Metso Minerals NZ

Greg Clarke (1986–1991)

is now CEO at Health New Lynn

Malannie Codling (1999–2003)

is now Executive Assistant to
Managing Director Global Loans
at ANZ Banking Group Limited

Robert Cook (2011–2013)

is now IA Manager at Fonterra
Co-operative Group Limited

Gillian Craig (1984–1986 and 2013)

is now a Lecturer at AUT University

Jessica Cranswick (2004–2008)

is now Manager - Audit & Assurance
at Crowe Horwath (NZ) Limited

Maanu Davis (2004–2006)

is now Field Merchandising
Manager at Goodman Fielder
New Zealand Limited

Tony Dowse (1988–1991)

is now Financial Controller
at Hawkins Group Limited

Allan Duffy (1978–2007)

is now Principal for New Zealand
Institute of Chartered Accountants

Venetia Evangelidaki (2008–2013)

is now Bid and Production Manager
at Westpac New Zealand Limited

Lisa Gibbs (1998–2002)

is now Sales Support Administrator
at Brand Developers Limited

Amanda Green (2010–2013)

is now a Business Advisor
at BDO New Zealand

Kate Hamill (2010–2013)

is now Manager at Bertelsen
Harry Waters Limited

Michelle Hardley (2009–2013)

is now Fund Accountant
at Goodman NZ Limited

David Harper (2001–2008)

is now Senior Manager
at KPMG Bermuda

Donna Haywood (1995–1998)

is now Financial Controller for
Cristal Air International Limited
at HRV Head Office

Elaine Hultzer (2002–2013)

is now a Partner with Deloitte Canada

Eifion James (2001–2002)

is now Manager Risk & Audit
at Auckland Transport Limited

Wade Kirkland (1996–2000)

is now CFO at Ogilvy
New Zealand Limited

Simon Kriechbaum (2011–2013)

is now Commercial Analyst at
Fletcher Distribution Limited

Tessa Lohmann (2013–2014)

is now on maternity leave

Mike McCaw (2004–2006)

is now Tax Accountant and Controller at AIG Insurance New Zealand Limited

Sarah McIntyre (2003–2006)

is now Owner/Director at Bear Park Herne Bay

Daniel McLaughlin (2011–2013)

is now a Solicitor at EY Law

Mark Milmine (1990–1993)

is now Managing Director at Bethlehem Tertiary Institute

Amanda Mitchell (2010–2014)

is now Talent Consultant at 2 Degrees

Pieta Niccol nee McGivern (2002–2005)

is now Financial Controller at WEX NZ Inc

Chris O'Brien (2006–2013)

is now Event Manager at Telecom

Hema Patel (2000–2003)

is now Finance Manager at Telecom Digital Ventures

Marc Potter (2011–2013)

is now a Principal at Strategic Value Associates

Stewart Reynolds (1995–2000)

is now Chief Financial & Operating Officer at GeoOp

Mary-Jane Richards (2010–2014)

is now on a career break

Nicholas Sales (2007–2009)

is now Group Financial Controller at Marshalls in Cambridge

Murray Sarelius (*Wgtn 1995–1999 and 2001–2002 to Akl 2002–2013*) is now Partner with the International Executive Services team at KPMG Hong Kong

Peter Shin (2008–2013)

is now a Senior Financial Accountant at Two Degrees Mobile Limited

Maria Siayngco (2008–2013)

is now SAM and Anti Piracy Manager at Microsoft NZ Limited

Andrew Simpson (1988–1990)

is now Commercial and Finance Manager at Auckland District Law Society

Chloe Stanton (2011–2013)

is now working in Special Projects reenlistment at Royal New Zealand Navy

Rita Berridge nee Stone (2006–2007)

is now Director of the Young Auckland Shakespeare Company

Craig Sweet (2010–2013)

is now Analyst at Fisher & Paykel Appliances Holdings Limited

Sanel Tomlinson (*Wgtn 2004–2005 and Akl 2005–2013 including secondment to London 2009–2011*) is now Partner at KPMG China based in Hong Kong

Alexandra Tunnicliffe (2011–2013)

is now a Solicitor at Inland Revenue

Dean Tunnicliffe (1990–1998)

is now Group Finance Manager at CSG Print Services Limited

Emmylou Wellacott (2006–2010)

is now Recruitment Consultant at Robert Half International

Tim White (2010–2013)

is now CEO for Shapeshifter Technology

Tauranga

Kenneth Brown (1987–2001)

is now Director at BDO New Zealand

Hamilton

Caitlyn Aarsen (2008–2013)

is now Commercial Account Manager at ASB Bank Limited

Julie Blackwell (2007–2013)

is now Management Accountant at Comvita New Zealand Limited

Tom Clothier (1979–1986)

is now Senior Investigating Accountant at Ministry of Business, Innovation and Employment

Danny Smith (2008–2013)

is now Accountant at Hammond & Moir Chartered Accountants

Pamela Thakur (2005–2011)

is now Manager at Southern Cross Healthcare Group

Matthew van Eyk (2007–2009)

is now Finance Officer at Rabobank New Zealand Limited

Edward Wagstaff (2007–2013)

is now Chief Accountant at Virbac

Wellington

Grant Avery (2010–2012)

is now Director at Outcome Insights Ltd

Carole Burke (2010–2013)

is now Chief Financial Officer at New Zealand Institute of Sport

Laura Brunt (2006–2009)

is now Finance Manager at Almacantar, UK

Michael Day (2008–2013)

is now Senior Manager at KPMG Australia

Lianne Hack (1991–2013)

is now Investment Accountant at Accident Compensation Corporation

John Henderson (2010–2013)

is now Chief Risk Assurance at New Zealand Transport Agency

Gareth Holdsworth (2005–2008)

is now Market Risk Manager at Fonterra

Mark Hudson (2010 – 2013)

is now Commercial Manager at Willimments Travel Group

Jayne Hyslop (2008 – 2012)

is now Financial Accounting Manager for Foodstuffs North Island's Wellington-based operations who was finalist in the New Zealand Institute of Chartered Accountants 2013 Leadership Awards vying for the title of Westpac Outstanding New Member of the Year Award which recognises the rising stars among new members of the profession.

Cassie Luke (2000 – 2002)

is now HR Consultant at Hutt City Council

Jim O'Brien (1996 – 1998)

is now Senior Manager at Grant Thornton New Zealand

Cushla O'Neill (2010 – 2011)

is now Recruitment/HR Consultant at Provoke Group Limited

Kristian Ortigas (2010 – 2013)

is now Senior Assurance Auditor for Accident Compensation Corporation

Craig Pattison (2011 – 2012)

is now Senior Manager at Deloitte

Mariam Ramiah (2009 – 2013)

is now Principal Assurance Manager for Accident Compensation Corporation

Tracy Smitheram (2002 – 2004)

is now Project Accountant at National Australia Bank Limited

Wendi Watkins (2012 – 2013)

is now Internal Audit Manager at Housing New Zealand Corporation

Graeme Watt (1998 – 2009)

is now CFO at Kiwibank

Blair Wightman (2009 – 2013)

is now Assistant Manager at KPMG London

Christchurch

Christopher France (1991 – 1994 and 1997 – 1999) is now Programme Director at IAG New Zealand Limited

Andrew Gane (2009 – 2013)

is now Financial Accountant at Ryman Healthcare Limited

Paul Kiesanowski (1991 – 2013)

KPMG Christchurch Office Managing Partner is now retired

David Leighton (2011 – 2013)

is now Management Accountant at Christchurch City Council

David Lester (2011 – 2013)

is now Audit Senior at KPMG Bermuda

Sarah McIntyre (2007 – 2008)

is now Management Accountant at Beca Limited

Ian Morkel (2009 – 2013)

is now Manager at Kendons

Jitender Sahi (2011 – 2013)

is now Tax Manager at BDO New Zealand

Bereavements

Our sincere condolences to the family and friends of our past colleagues.

Peter Rainsford (Chch 1992 – 2000)

sadly passed away 22 August 2013

Births

Roger Nutall (Chch 2008 – 2011)

and his wife are proud parents of Samson John Nuttall who was born on 16 September 2013. Roger has recently rejoined KPMG Christchurch

Chris O'Brien (Akl 2006 – 2013)

along with his wife Sally and son Finn (2 yrs), welcomed son Oscar Emmerson O'Brien on 20 November 2013

Marriages

Thomas Evans (Akl 2013)

and Nicolette Davies married at Castaways on Kariotahi beach, Waiuku, Auckland on the 12 October 2013

Matthew Fenwick (Wgtn Tax 2005 – 2012 and now London Tax) married

Pin Kitsawat (Wgtn Tax 2006 – 2010) in November 2012 in Thailand

Tessa Lohmann (AKL 2013 – 2014)

and Jeremy Payze married in the beech forest of Paradise, Glenorchy on the 2 March 2013

Auckland

KPMG Centre
18 Viaduct Harbour Ave
PO Box 1584
Auckland 1140
T: +64 9 367 5800
F: +64 9 367 5875

Hamilton

KPMG Centre
85 Alexandra Street
PO Box 929
Hamilton 3240
T: +64 7 858 6500
F: +64 7 858 6501

Tauranga

KPMG, Level 2
247 Cameron Road
PO Box 110
Tauranga 3140
T: +64 7 578 5179
F: +64 7 578 2555

Wellington

KPMG
10 Customhouse Quay
PO Box 996
Wellington 6140
T: +64 4 816 4500
F: +64 4 816 4600

Christchurch

KPMG
62 Worcester Boulevard
PO Box 1739
Christchurch 8140
T: +64 3 363 5600
F: +64 3 363 5629

Timaru

KPMG
14 The Terrace
PO Box 526
Timaru 7910
T: +64 3 686 9061
F: +64 3 686 9062

www.kpmg.com/nz



Visit: KPMG to stay connected