

Spring 2014

KONNECTIONS

KPMG NEW ZEALAND'S MAGAZINE FOR OUR ALUMNI

Our 'Boomerang Alumni'

And what brought them home to KPMG

Strategic thinking, Intelligent solutions

Building better business leaders

KPMG in the community

Work hard, play hard

KPMG

cutting through complexity

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KIA ORA

Welcome to the latest edition of Konnections, keeping you in touch with the firm and your colleagues around the world.

One of the recurring themes of Konnections is the way alumni retain their links with KPMG – some of them over a lifetime. In many respects, the firm is like an extended family. You might head off on new adventures, even for years, but you’ll always be welcome back home.

Our ‘boomerang’ alumni are a great example of this. We caught up with four of our boomerangs recently; you can read about their experiences – and what drew them back to KPMG – in our feature story on page two.

We are an organisation very clear on our purpose: fuelling New Zealand’s prosperity. Our Strategy and Performance team is helping many organisations become more efficient and profitable; Our Risk Management team is helping many companies manage risk and protect both their assets and their IP.

It’s heartening to see that New Zealand’s IPO activity is on the increase, and the key role we’ve played in several of these projects recently. In typical KPMG style, there’s been some great cross-firm teamwork, as featured on page nine.

Other alumni find themselves working together again, in different capacities, throughout their career. Therese Walsh and Alan Isaac are one such dynamic duo – they’ve teamed up several times since first meeting at KPMG many years ago. They were both involved with Rugby World Cup 2011, and more recently on the Cricket World Cup. You can read about their latest endeavours on page 10.

We hope you enjoy the read. And remember that no matter where in the world you are, just like family, we’re only ever an email or phone call away.



Ross Buckley
Executive Chairman



Paul Herrod
Chief Executive



Ross Buckley
Executive Chairman



Paul Herrod
Chief Executive



OUR 'BOOMERANG' ALUMNI: AND WHAT BROUGHT THEM HOME TO KPMG

We call them our 'boomerangs'... the alumni who set off from KPMG, ventured into other career paths, and then returned to us enriched by their experiences. We caught up with four of our returning stars – and asked about the benefits of going there-and-back.



Anna Mills started with KPMG in Wellington and Amsterdam in 2003; then headed overseas where she worked for a London-based media company. Returning to NZ in 2009, she contracted in management accounting and became a mother of three (including twins). Anna is now a KPMG Manager in Risk Consulting in her hometown of Christchurch.



Jesse Phillips began as an equity analyst with J.P. Morgan, before joining KPMG Wellington's Corporate Finance team in 2002. The next 10 years took him to London and New York (with BDO Stoy Hayward and RBC Capital Markets), where he established a successful investment banking career. A better lifestyle for his young family, combined with New Zealand's active infrastructure market, drew him back to KPMG Wellington mid-2013.



Lauder Erasmus joined the Auckland office as a new grad in 2003, completing two secondments to Belgium and rising to Manager level before heading offshore in 2009. He worked for two very different commercial organisations in London, before returning to get married in 2012. As a Director in Private Enterprise in KPMG Auckland, Lauder is relishing the opportunity to add value to his clients.



Greg Bryce started out in the workforce, then completed his B.Comm and joined KPMG in 2003. His previous experience saw him recruited for Wellington's Management Assurance Services line. In 2010, he was offered a role as Programme and Risk Manager with Rugby NZ 2011 Ltd, and following that joined PGG Wrightson. Inspired by the work being done by KPMG Christchurch, Greg joined the team in July 2013

What attracted you to KPMG initially?

Anna: "Ross Buckley was a big factor. I remember him vividly at graduate recruitment...coming away thinking this guy is so full of enthusiasm and he loves the firm. I joined external audit in Wellington as a grad in 2000. I'm originally from Christchurch, but decided to move cities as part of the recruitment process."

Lauder: "It was the culture. I think that's probably what everybody says, but it really stood out as part of the recruitment process."

Jesse: "The company I was working for was acquired by J.P. Morgan, who immediately closed the New Zealand office. I was still finishing my Masters at that stage, and I interviewed with KPMG at the start of 2002. That's where I met Troy [Newton] and David Brown-Douglas."

Greg: "I went to uni after working for several years. I'd reached final interviews for external audit with 3 of the 4 firms, but I obviously wasn't the right fit. Ross Pritchard got in touch several weeks later and said, 'we've got this group called Management Assurance Services, we think your skills would be a great fit'. I said absolutely...then rushed off to find out what management assurance was. So I kind of fell into internal audit and risk, but it's something I've never regretted."

What are your memories of your early KPMG experience?

Anna: "I remember the opportunity to work on a wide range of clients, from banking to agribusiness, including the likes of the Dairy Board and Fonterra. There were also the overseas opportunities. At the end of 2002, I did a four-month secondment to KPMG Amsterdam. They asked me back to do a long-term secondment, so I returned for another 18 months in the Amsterdam office."

Lauder: "It was a great learning environment. In terms of setting a career foundation, I couldn't have had a better start. For the first three years, you're honing and putting your university knowledge into practice in the best learning environment, and then I had the privilege to go overseas and apply those skills in a different environment and culture. I had two secondments to Belgium, in Brussels and Antwerp. I hadn't travelled before so it was a fantastic opportunity, particularly being so central in Europe."

Jesse: "The great thing was the breadth of work we were doing. It was post IT-crash and the market was pretty tight. Because we were such a small team, there was real variety in what we were doing – from valuations, to M&A, to due diligence. We were a very close team, and we had a lot of fun socially. The Auckland team was obviously much larger, so there was also opportunity to work with and learn from those guys."

Greg: "I got to work on some great clients – some really big, diverse organisations such as Kiwibank, Athletics NZ, the Ministry for Social Development, and DOC. I did far more than I ever anticipated, and did work that really challenged me. There was certainly never any chance you'd get bored."

What were the factors in leaving KPMG?

Anna: "My partner and I decided to move to London. I spent four years there working for a media company called Liberty Global, doing risk and compliance. They are actually a long-term KPMG client. And it was an alumni of KPMG Denver, Brian Zook, that put me in touch with the CFO in London. Even though Brian didn't know my work at all – he only really knew me from the pub! We'd become friends with him and his wife through the expat community in Amsterdam."

Lauder: "I also knew I needed to spend time working in commercial finance teams to broaden my perspectives and horizons. I went to London at a particularly difficult time, at the height of the GFC in 2008/2009,

with no commercial experience. So having stayed to manager level at KPMG, with the wide range of experiences I'd had, put me in a really good position when finding jobs wasn't easy. I worked for two companies in London. Globeleq was a private company that invested in electricity generation in third world countries, so it was really interesting and fairly frontier stuff. I moved from there into a regulated market, with a FTSE 250 telecommunications company."

Jesse: "If I'm honest, I'd always had the intention of going overseas. But it wasn't easy to leave KPMG...it had been such a positive experience, and I was leaving a tight-knit team where I felt really secure. I spent the next 10 years in investment banking, in London and New York. It really is work-to-live in New York...it's very competitive, very focused, with long hours. I was very lucky to maintain a job in banking right through the credit crunch. And the opportunity to have that whole experience, being right in the heart of the financial world in New York through that period of time."

Greg: "I got approached by NZ Post, who I'd been on secondment with. I had discussions with them, and decided to see what life looked like from the other side of the fence. At the same time I met with Therese Walsh and Martin Sneddon, and got an offer to join Rugby NZ 2011. Souella Cumming was heavily involved with Rugby NZ and we were working with Therese Walsh. Having played rugby for years, the opportunity to work on the World Cup was just too good to pass up."



What drew you back to KPMG?

Anna: "It's a mixture of things. After contracting in management accounting, I wanted to go back into internal audit. Those roles are really hard to come by in Christchurch, so the opportunity to come back to KPMG was awesome. The other big draw card, as a mother of three young children, was being able to work part-time. It's not easy finding part-time roles when you're qualified, but Greg [Bryce] was and is willing to be flexible, and we just work it out between us. We're the boomerang team, really!"

Lauder: "I'd got to a point in my career where I had to make a long-term decision, where to settle down for the next 10 years and really establish myself in one market. My wife and I had to decide where to do that – in New Zealand or in the UK. I think the opportunity in New Zealand is a really attractive proposition. London is a well-established commercial sector, whereas New Zealand still has a fresh entrepreneurial feel. The opportunity to work with New Zealand businesses is an exciting space to be in."

Jesse: "I married an American in 2010, and we had a child. The investment banking hours and lifestyle in New York are pretty challenging for a young family, especially when you compare the lifestyle we take for granted in New Zealand. It's the simple things like having a carpark at work, easy access to schools, and living within reasonable commuting distance of the office. Ultimately the healthy work-life balance, especially within KPMG, has been a really positive feature of coming home."

Greg: "Really it was the opportunity to grow an Advisory practice down here. I'd talked with Souella Cumming and Alex Skinner about what the firm was looking to do for Christchurch. If you live down here, you want to see Canterbury firms be successful. As we're seeing now, the rebuild has bought a lot of opportunities, but also a lot of challenges. The opportunity to help Christchurch firms navigate their way through some of those challenges is really exciting."

What were the benefits of staying in touch with your KPMG network?

Anna: "There have been lots of links with KPMG all the way through my career. I even met my husband through a KPMG ski trip... he was a friend of Alex [Skinner's] and other alumni. We took an alumni group photo at our wedding!"

Lauder: "Every 12 to 18 months I'd have a chat with the partnership and Jason Doherty in particular. We always kept the conversation going. Even if I didn't come back to KPMG, I always knew that would be an invaluable network to have. With New Zealand and Auckland being a small country and a small business community, you will cross paths and relationships are absolutely fundamental to what we all do."

Jesse: "While I was overseas I retained quite strong social links with a number of KPMG people. I'd stayed in regular contact with Troy; he came across to my wedding in New York. And I kept up with what was going on at the firm through the alumni emails."

Greg: "I've got a really good group of friends at KPMG that I worked with right through. While I was at Rugby NZ 2011 I saw Souella frequently, and we had two people from KPMG with us on secondment. And obviously Therese Walsh was at the helm. In a lot of ways you never really felt you were away from the firm."

What's it like being back? Have things changed?

Anna: "Christchurch is obviously in a big state of change at the moment. We can see everything going on outside around us... I like the fact that KPMG is right in the middle of it. My two main clients are CERA and Southern Response; and a lot of the team are involved in helping with the rebuild. The office is vibrant and growing, and I really enjoy it."

Lauder: "Lots of things were still the same, but there was definitely a change in focus. The firm has a very strong vision in terms of being present in the market, and some really defined, set goals. It feels like we know where we're going, and how to do it. There's also a really good client focus, and it's one of the reasons I came back to CA practice. I like to be relationship-building and owning. In London I was more of a support to various parts of the business, whereas here I'm interacting directly with my clients."

Jesse: "The structure is very different from when I left. The team is much larger, we're doing more deals, generating more money. Having said that, the culture is very similar, and it's still a very tight team. A big part of that is the consistency of senior people... there are a lot of partners that were here 10 years ago. When you start a new job, there's always a sense of having to prove yourself and go through a learning process about how the firm operates and what the internal processes are. So it was a real advantage, to already have an inherent sense of that."

Greg: "Having been on the other side of the fence, I think the KPMG offering really does differentiate itself. It's the way we work with our clients... really understanding how our work can add the best value for them. The firm goes into every relationship with that absolute commitment, and I think that's quite unique."

I think the opportunity in New Zealand is a really attractive proposition.



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THE TOO-HARD BASKET (AND WHY KPMG LOVES PICKING IT UP)

Most organisations will face it at some stage – that big, complex, unpalatable issue that's holding the business back. KPMG's Strategy & Performance team specialises in helping clients remove these roadblocks, and move forward to growth and profitability.

Simon Hunter, who leads KPMG's Performance Consulting practice in Auckland, says the team comes onsite with clients when they're facing their most critical challenges.

"These kinds of challenges are complex – there are multiple variables, and there's no one right answer. You need to be able to unpack the issues and attack it from different angles."

A sure sign your business is facing a roadblock is that it has become an elephant in the room, and the business is simply avoiding it.

Simon Hunter says the problem will typically be diagnosed as a roadblock in one of four fundamental areas.

"Our role at KPMG is to work with clients to remove the barrier or constraint that is impeding growth or profitability," he says.

"Every conversation we have with clients will come back to one of these four things, in some form or another."

Where to win, and how.

Is your organisation actively refining and deploying its strategy? Or has it languished in a drawer ever since that off-site strategy week?

Says Simon: "The best organisations are the ones that can deploy strategy, not those that are good at writing it."

This has become increasingly critical, as companies have emerged from the GFC leaner – and meaner.

"All the global players are very clear they are looking at new markets and new products. They're investing heavily across the board; in products, systems and manufacturing capability.

"New Zealand companies now have to compete in a more sophisticated market where the competition, quite frankly, are more aggressive. It's just getting tougher."

Getting more profitable customers.

This is a fundamental concept that's become increasingly critical post-GFC.

"Getting closer to your customer is more challenging now, and there's greater competition," says Simon.

"To grow the business, organisations need to focus on delivering more profit from every transaction, particularly in the export space."

Businesses need smarter systems to identify where most profit is made, and to ensure resources are applied to the most profitable customers. Accessing the right data will also shine a torch on the needs of their customers, and the effectiveness of their sales force.

Doing more for less.

This is about gaining a very deep understanding of your operational processes around the supply chain and value chain.

"As well as being more cost-efficient, the goal is to become both more agile and more reliable. This means putting programmes in place that can move the dial on all three factors."

And it's not a one-off process, says Simon. "The organisations that really get this usually have a programme that allows them to drive improvements year-on-year. We can help them build this, or establish a new programme."

The right people, doing the right things.

An effective workforce is one of the key drivers of profitability. According to Simon, there are two critical paths.

If re-organisation is needed, then the task is to manage that change effectively in the short-term. The long-term view is to build capability that will continue to drive the other three factors outlined above.

"Ultimately, it's about enabling your own people to resolve your roadblocks in the future. Our role at KPMG is to facilitate a solution that's self-sustainable."

▶ [Is your organisation experiencing any current roadblocks to growth and profitability? Or facing a problem that seems overwhelmingly complex? KPMG invites you to get in touch for a no-obligation discussion. Contact Simon Hunter on +64 9 367 5811 or \[simonhunter@kpmg.co.nz\]\(mailto:simonhunter@kpmg.co.nz\).](#)

Getting closer to your customer is more challenging now, and there's greater competition





Internal audit has come a long way from the days of 'the red pen and checklists'. And KPMG is leading the charge, with a vibrant and growing advisory practice based throughout the country.

David Sutton, Risk Management & Internal Audit Partner, says modern internal audit is now a critical part of governance.

"The closer you can align the internal audit to overall business strategy, the more value that's driven by it. And when you get it right, you'll get the attention of management and the Board – because you're talking about things they really care about."

One of the top-of-mind issues around the board table right now is health and safety. KPMG has recruited an Environment, Health and Safety (EHS) specialist with international experience, Erica Miles, to focus on this critical area.

"We're doing a lot of work around health and safety, particularly at governance level," says David Sutton.

"Directors will now be personally liable, and they can't insure against all those risks. So the question becomes, how can six people sitting at head office achieve comfort that all their sites are safe? That's what internal audit is all about – it's extending the reach of the Board of directors, and giving them far greater visibility."

KPMG has grown its internal audit team over the past year – and now boasts a team of 20 in Wellington, and 13 in Auckland; as well as key personnel based in the Christchurch office.

Says David: "It's important for us to have people on the ground in Christchurch, so we can provide closer account management for our large South Island-based clients such as Meridian Energy, and the growing advisory work around the Canterbury rebuild."

KPMG's internal audit team is able to draw upon the wider resources of the firm, to address the broad-ranging gambit of risk with specialist advisers.

"Our team operates like a hub, drawing in resources and capability from the wider firm. We have specialists in every area – whether it's IT risks, Treasury risk, or topical regulatory changes such as anti-money laundering."

As a point of difference among the big four, KPMG's risk team has plenty of real-world experience and industry exposure.

David was responsible for leading Telecom's risk and audit team, and prior to that was with Fisher & Paykel Appliances. He is

currently Chairman of the Institute of Internal Auditors of NZ, and was awarded the NZ Internal Auditor of the Year in 2011.

Greg Bryce, who leads the Christchurch internal audit team, has been Head of Risk and Assurance at PGG Wrightson. Prior to that, he was programme and risk manager for the Rugby World Cup.

"Having that closer view of how an organisation operates means we can take a very commercial and pragmatic approach," says David.

"Rather than trying to build up red tape, we focus on driving the value of internal audit, and the things that really matter to an organisation."

- ▶ **Do you have any concerns around your organisation's existing internal audit capability? Is your IA team focussed on the right areas to drive significant value? Or perhaps you have a privately-owned business that's looking for a right-sized risk management solution? KPMG invites you to get in touch for a no-obligation discussion. Contact David Sutton on +64 9 367 5844 or davidsutton@kpmg.co.nz.**

IN THE KNOW: ON IPOs

A buoyant economy is seeing a marked rise in the number of IPOs – and KPMG has been right amongst the action.

Following a dearth of IPO activity post-GFC, the tables have certainly turned. More than \$4 billion was invested in seven New Zealand companies in 2013, with a further eight or so expected to be completed by the end of 2014.

Ian Thursfield, KPMG's Head of Transactions & Restructuring, believes the trend is set to continue.

"Our strong economic growth, coupled with more than \$60m a week being contributed to KiwiSaver, is likely to see New Zealand entering a sustained period of IPO activity."

In the past year, KPMG has advised on a number of high-profile launches. Z Energy listed on the NZX in August last year, making it the 18th largest listed company in New Zealand. Software developer Gentrack completed a dual Australian/New Zealand listing in June this year. EROAD, a transport logistics operator, raised \$40m in new capital from its August 2014 listing. And we are now working with APN News and Media as it considers an IPO and sharemarket float for its New Zealand business.

The Z Energy project was a strong example of a cross-disciplinary effort from the wider KPMG team. Key specialists from the Wellington Audit team, who had an existing relationship with the client, worked alongside Corporate Finance to successfully take it to launch.

The company, previously owned by giant Shell International, has been a KPMG Wellington Audit client since their inception as 'Z' three years ago. When cornerstone shareholders Infratil Limited and the New Zealand Superannuation Fund decided to exit 60% of their stake via IPO, they approached the firm for help.

Audit Partner Brent Manning was a key member of the project team. With well-priced equity markets driving a tight schedule, he says it required a focussed effort from both Z management and the KPMG team.



"From initial idea through to listing, it was one of the fastest IPOs completed in New Zealand," says Brent.

"We started discussions in February, and it was all done and dusted by August."

For Brent, it was rewarding to work on such a significant IPO, especially with the firm's cross-disciplinary approach.

"Audit wouldn't normally be involved in IPOs. It was great to get involved and work with other teams in the firm."

"Another interesting aspect is you get to look at the client's business in another level of detail. There's extensive interaction with senior management and the Board, and others in the wider business."

A notable feature of the Z Energy IPO preparation was the 'extremely complex' financial modelling required. Lead by KPMG's Head of Financial and Business Modelling, it required more than 50 versions and covered all aspects of the wider fuel industry.

Brent Manning says the client appreciated the pragmatic approach of the KPMG team. The two businesses share a similar culture, which lead to a strong working relationship during a period of intense pressure.

"It's rewarding to see your client complete a successful IPO. Infratil has been an important client of Wellington for some time... it was a good outcome for them, and it was also good for investors."

▶ **Is your organisation considering a future IPO? KPMG advises that one of the first steps is to critically review your forecasts and business records, to ensure these are in shape for the rigorous process to come. To find out more, contact Partner Ian Thursfield on (09) 367 5858 or ithursfield@kpmg.co.nz. You can also download our publication, *So you want to take the IPO Road?***



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BUILDING BETTER BUSINESS LEADERS



GOOD SPORTS: A CHAT WITH THERESE WALSH AND ALAN ISAAC

They're two of our most high-profile alumni – known not only for their stellar careers with KPMG, but also for taking New Zealand sport to the global stage.

Their professional lives have intersected several times; at KPMG, the Rugby World Cup 2011 and now the Cricket World Cup 2015. Or as Therese puts it, "Alan and I have been following each other around for a long time."

We caught up with the dynamic duo to talk cricket, business, and career advice.

We're now counting down to Cricket World Cup 2015, which kicks off in February. Exciting times?

Therese: "Starting from October, there'll be a lot more visibility around Cricket World Cup. November 6th marks the milestone of 100 days to go, so we'll be starting a trophy tour – a bit of a travelling circus taking the

actual trophy to cities and towns around the country. From October, some of the lower-ranking teams will be arriving in New Zealand to acclimatise; including Ireland, Scotland, UAE, and also South Africa."

Alan: "The event will attract a world global audience of a billion people, and New Zealand will be beamed all around the world. The audience in India alone will be massive. What many New Zealanders don't appreciate is the reputation our cricketers have. The likes of Stephen Fleming and Sir Richard Hadlee are absolutely worshipped by any Indian cricket fan. You hop in a taxi in India...they can tell you about every player in our team and how well they've done. Their love for cricket is just unbelievable."

What opportunities will it generate for the country – and for business?

Therese: "The event is being held in summer, our peak visitor season. They're estimating somewhere between 30-40,000 people will come to the country for the Cricket World Cup. So it is on a smaller scale than the Rugby World Cup, which was about 130,000.

"There'll be a business programme run throughout the tournament that's being spearheaded by NZTE. They'll be putting on business club functions, hosting commercially important people, and showcasing our key sectors such as marine or agriculture. And for all our trans-Tasman businesses, the Australian/New Zealand match will be fantastic for hosting and relationship-building. So the opportunities will be significant; though it's always what people make of it."

Alan: "New Zealand businesses have a huge opportunity to activate around this tournament, in terms of using cricket to get into India with their products. Stephen Fleming went to India with an NZTE delegation back in 2009. As everyone knows, it's a rising economy. Another emerging market is the United Arab Emirates, which has qualified to come here as one of the 14 teams."

How do you imagine you'll be feeling at the opening ceremony?

Therese: "Probably a mixture of exhaustion, relief, pride, and nerves! I think the opening ceremony in Christchurch is going to be a massive event, with tens of thousands of people. Christchurch didn't feature in the Rugby World Cup, due to the earthquakes, but it will feature heavily in the Cricket World Cup. So there'll be a lot of pride around that and possibly a bit of emotion for people, I think."

Alan: "My role as President of ICC finished at the end of June, so I don't have any ongoing official responsibilities in respect of the Cup. But I'll be nervous as any New Zealander that the event goes well, and that our team plays well. Up until the earthquakes, Christchurch had always been the home of New Zealand Cricket, and it's a very traditional cricket city. So I think it's great that the opening ceremony is there."

Therese, how has your previous experience on Rugby World Cup helped with this event?

"Two thirds of our staff at Cricket World Cup are ex-Rugby World Cup, as well as some new blood with experience from the Olympics, Commonwealth Games and other backgrounds. It's also the relationships we've established with the likes of local councils, venues, government, sponsors and broadcasters. New Zealand as a country has a huge amount of event experience now, so it's easier to tap into that. The risk has been not thinking Cricket World Cup is automatically the same, because there are many differences.

"This Cup is half a tournament, because we're sharing it with Australia. It will be much more compact and busy schedule, and the matches are longer, so that's a different dynamic. Those cultural aspects are different. With the rugby we had that Pacific flavour; with the cricket there's a really strong sub-continent flavour. Lastly, the expectations on the Black Caps versus the All Blacks are quite different. But we always need the country behind our national team."



You've both worked together for many years – first at KPMG, during the Rugby World Cup, now via cricket. Describe your partner in crime.

Therese: "Alan and I have been following each other around for a long time, since our KPMG days. Back then, I was very junior and Alan was obviously the boss of the firm. He has always been a very reassuring, a very measured and supportive person to be around. He absolutely does live his values. Alan has always been very supportive of the alumni, and I know there are many others that feel the same way."

Alan: "Therese was tapped on the shoulder, rather firmly, to take on this job. And from a New Zealand Cricket point of view, we knew it would be just fantastic having her there. She and the team built such credibility and strong relationships from their work on the Rugby World Cup. There are not many people who can do what she does."

Alan, you were awarded a 2013 Queen's honour for services to cricket and business. How did your sporting life influence your career?

"My attitude to leadership and the management roles I've had was to always recognise how team sports operate. You can't have a successful rugby team if you have 15 wingers, or 15 flankers. You have to recognise in any team – or any professional services firm – that you need your props, your cheeky little

half-backs, and your Flash Harrys on the wing to score the tries. So I've always used that approach to make the point that everybody's making a contribution to the team, and you can't measure people's contribution in the same way. Without a complementary skill set, you don't have anything that works."

Therese, what will be your next career move?

"I have some very clear views on what I'll be doing after Cricket World Cup. I'm going to lie down, I'm going to go to a day spa, and I'm going to walk up a mountain and meditate at the top of it for a while. Seriously, I'm really comfortable riding the wave of a major event and seeing what happens afterwards. I've always found that something will arrive if you do an okay job at what you've got in front of you."

My attitude to leadership and the management roles I've had was to always recognise how team sports operate. You can't have a successful rugby team if you have 15 wingers, or 15 flankers.



JASON DALE

Currently: Head of Education, Chartered Accountants Australia and New Zealand; Director and Chair of Audit Committee, LIC; Director, Ravensdown
With KPMG: Audit, Auckland & Canada (1990–1994 & 1998–1999)

What attracted you to KPMG straight out of uni?

“In those days, there were eight big firms, not four. There were two big deciding factors for me when it came to choosing KPMG. Firstly, it was the calibre of the firm’s clients, particularly Fletcher Challenge. And secondly, and maybe even more importantly, the firm’s one week induction training was in Rarotonga in those days...”

You got to work on some pretty high-profile projects – tell us about those.

“That was when Fletchers was in its heyday, the biggest business in New Zealand, and I deliberately wanted to be on that corporate audit. I got that opportunity, and it was great. Then one of the Canadian

partners who was here on secondment (Dave Gilliland) arranged for me to go back to Vancouver, where I worked on the Fletcher Canada audit and a number of interesting businesses over there. I came back and worked on the Fletcher share split assignment – a huge project where they effectively split into four different companies; of which Fletcher Building is the only remaining one.

“I would have been in my mid-to-late twenties. It was an amazing project and a really exciting time, but I don’t think I’ve ever felt quite so challenged in my entire career as I did over that period (although working on the Fonterra merger was pretty close). It also coincided with the arrival of my eldest child... so there wasn’t a lot of sleep one way or another.”

Why did you decide not to take the partnership route?

“After a stint working at BellSouth and Auckland Healthcare, I came back to KPMG and went on secondment to the New Zealand Dairy Board in Wellington. During that period I’d gone for assessment for partnership, and got through. But I actually enjoyed my time with the dairy industry so much that when the Dairy Board offered me a permanent role, I decided to take it.”

Auckland Airport, Fonterra, PGG Wrightson, Sealord Group... what’s your criteria for choosing companies you want to work with?

“Although they may look diverse, most of them are linked to the primary sector, so there is that common thread.”

"My first question is, is it going to be a good challenge, will I find it an exciting and stimulating environment? And whether it will benefit not only me, but is something that will make a contribution to wider New Zealand. That's been a big part of my criteria over the years.

"The second thing for me is always the people; I look for people I can work with and learn from, particularly the CEO and Board members. And lastly and purely selfishly, is what will I get out of this, and how will I grow from this experience."

Many people now consider the CFO role as being as critical to a business as the CEO. What's your view?

"I think the CEO is the leader, there's no doubt about that. But the CFO role is vitally important for any organisation, and I think it's critical they work in a collaborative manner. Given the diversity and complexity of business today, you need a good strong working relationship between those two, covering all aspects of the business.

"I know people would look to the CEO and CFO for slightly different things – but they need to see the two on the same page. I think it's a real challenge if you don't have people treating each other as equals and respecting each other's opinion.

"I've definitely seen the CFO role evolve during my career. It's gone from a predominantly reporting and banking relationship role, towards much more of a focus around strategy and performance management. These days, it's as much about not missing opportunities as it is about managing risks.

Tell us about your experience at the Senior Executive Programme at Stanford.

"It was magic, absolutely awesome. It was six weeks away with 150 people from 43 countries; where you're exposed to the most amazing academic, professional and business leaders. They brought in CEOs and chairmen of major corporations from around the world, particularly Silicon Valley, to supplement the academic learning.

"It's very intense, but so thought-provoking. You find yourself challenging your views on the world... not just your professional life, but your whole life. It's an extremely worthwhile experience."

What attracted you to your current role with Chartered Accountants Australia-New Zealand?

"I came back from Stanford thinking I wanted to do something different. For a while now I'd been talking to the Institute about the education programme being more relevant for people in the commercial sector. I was concerned that we were getting too narrow in focus.

"As part of the trans-Tasman merger, they were reorganising the roles. They approached me and said, look if you feel that strongly about it, we've got this role, why don't you become part of the solution. Timing-wise, it worked for me."

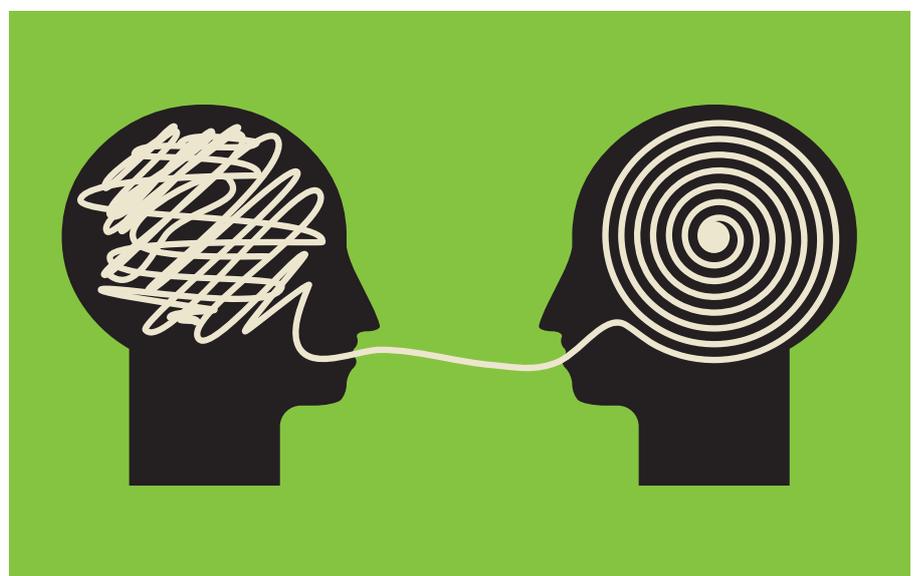
What's your vision for professional education?

"There's a wonderful Chinese proverb that says 'learning is a treasure that will follow its owner anywhere'. I think as professionals in an ever-changing world, we've got to be constantly up-skilling ourselves, either through work experience or formal learning. That's why I wanted to join the Fletchers audit way back, because I thought it would be the biggest learning environment for me.

"If you're not learning and continuing to grow throughout your career, you're missing something. Ultimately, it's about delivering value to the clients or businesses we work with – by bringing the right skills and knowledge to meet their challenges.

"I'd like to see Chartered Accountants Australia and New Zealand take a leading role in business education, helping people develop through programmes that are highly relevant and of exceptional quality. If I can work with my team to achieve all that, I will be extremely happy."

Ultimately, it's about delivering value to the clients or businesses we work with – by bringing the right skills and knowledge to meet their challenges.



FAREWELL AND WELCOME

TO SOME OF OUR PARTNERS

CONGRATULATIONS



Matthew Prichard

Is the new National Managing Partner, Markets & Strategy, as of April 2014. Matt will be working with Ross and Paul to develop and drive the firm's strategy, and assume responsibility as Head of Markets while remaining an integral part of NEC.



Graeme Edwards

Has been appointed our new National Managing Partner for the Audit division, as of April 2014. Graeme brings huge experience from his previous leadership roles and has a range of skills that are critical to the next phase of Audit.



Ian Thursfield

Has been appointed Partner in charge of T&R, Advisory, as of March 2014. Ian has over 20 years' experience in Capital Markets and due diligence work; the T&R team is now almost 60-strong and growing, providing clients with a full range of deal advisory services.



Greg Bishop

Has been appointed our Office Managing Partner for Wellington, as of May 2014.

WELCOME



Hudson Lopez

Hudson transfers on secondment from the KPMG office in Toronto where he has been Partner for three years. Hudson specialises in the insurance industry and will provide a valuable technical resource to our industry practice.



Jamie Munro

Jamie has been with KPMG since 2000 and was promoted to Partner in 2013. Jamie has specialised in financial services throughout his career and brings considerable experience across a range of our banking and insurance clients.



Simon Hunter

Simon has joined the firm as Principal, heading our Performance Consulting team in Auckland. Simon's expertise is across a wide range of disciplines including strategy and strategy deployment, business transformation, profit/cost optimisation and back office transformation. He joins us from Grant Thornton where he was the partner leading their Consulting practice.

FAREWELL



Robert Braithwaite

Robert joined the KPMG team in 1981 and is now a Director at OneBase Accounting and Taxation Ltd.



Ben van Delden

After 17 years with the firm, Ben has accepted a position with KPMG Australia as Head of Markets and the National Pursuits Team. We pay tribute to him on page 16.



Tony McNaught

Tony resigned as Partner in Charge of KPMG's Transactions and Restructuring practice after 25 years with KPMG. He has been instrumental in building KPMG's Transactions and Restructuring practice since returning from overseas in 1996. Tony has joined EROAD Limited.



WE BID A FOND “AFSCHEID” TO BEN

Ben, Bella and their girls have moved to Melbourne, where Ben takes up the role of Head of Markets.

Ben van Delden left us in June to take up a great opportunity to be Head of Markets for KPMG Australia. The role is based in Melbourne, and follows on from Ben’s three years building and running our Markets team in New Zealand.

Ben joined KPMG as an audit graduate in Auckland way back in 1997, and had a stint on secondment to Belgium.

He found his real niche in the firm when he became a Partner in 2011 and moved into the National Markets role. Ben’s creativity and challenge took the New Zealand firm places we never would have gone without him. He had a huge role to play in the Rugby World Cup campaign in 2011, he was the driving energy behind developing our purpose: “Fuelling New Zealand’s Prosperity”; he got his gumboots muddy helping build

our agribusiness profile, and he built strong relationships with external parties like New Zealand Trade and Enterprise.

Ben built a world-leading markets team in New Zealand, winning “Best of Brand” awards in 2011, 2012 and 2013 against the best creative work done anywhere in the KPMG world.

He also met his beautiful wife Bella at KPMG on a graduate camp where Ben was one of the Senior Managers and Bella was part of the People, Performance and Culture team. Bella worked for KPMG in Wellington then Melbourne for a stint before becoming full time mum to one, then two then three gorgeous daughters.

Ben’s new role in Melbourne is a fantastic career step for him. The family are settled in well and enjoying Melbourne.

Ben built a world-leading markets team in New Zealand, winning “Best of Brand” awards in 2011, 2012 and 2013

KPMG IN THE COMMUNITY

SPOT THE DIFFERENCE

What's orange-and-black, can run up to 55km p/hour, and helps out in the community?

Our Christchurch team is getting behind 'Christchurch Stands Tall', a novel public arts project launching on the streets this November.

Up to 52 life-size giraffes will go on display around Christchurch, forming a spectacular sculpture trail. At the end of the exhibition, the giraffes will be auctioned to raise money for local charities. As one of the corporate supporters, we're sponsoring two giraffes, which will be designed by selected artists.

KPMG Christchurch's Managing Partner Alex Skinner says the team will also provide other practical support. A 10-strong KPMG team are offering to spend an afternoon in the community – helping with an event, project, clean-up or similar.

► If you know of a local group or school who'd benefit from our help, please get in touch with the Christchurch office on (03) 363 5600.

THE BIG DRIVE

For Wellington Free Ambulance

KPMG was thrilled to help put another new ambulance on the road, via our ongoing support of the Wellington Free Ambulance service.

We partnered with other corporate sponsors – including our client Kiwibank – to help fund another vehicle for the

25-strong fleet. The vehicles clock up about 100,000 kilometres a year; and are retired after reaching 350,000kms.

Wellington Partner Godfrey Boyce says it's a particularly rewarding sponsorship, as the service helps about 58,000 people in the region each year.



Above: Ross Eddington, Godfrey Boyce, Greg Bishop, Jane Mills, KPMG

Top: Russell Stanners – CEO, Vodafone, Bernadette Courtney – Editor, Dominion Post, Diana Crossan – Chief Executive, Wellington Free Ambulance, Godfrey Boyce (KPMG), Paul Brock – Chief Executive, Kiwibank

JENNA INSPIRES OTHERS TO LIVE THEIR DREAM

Having launched her own social enterprise project, young alumni Jenna Ash is now supporting others to do the same.

As part of the Wellington-based Live the Dream programme earlier this year, Jenna launched BOOM, a platform aimed at connecting young New Zealanders with volunteer opportunities.

Now she is employed by the Inspiring Stories Trust, working on the Trust's three main programmes – Live the Dream, the annual Festival for the Future, and a film programme. Part of her role will be expanding the Live the Dream programme into Auckland, and around the country. Based on her own experience, Jenna urges others to consider joining Live the Dream, a 10-week programme where they bring their social enterprise idea to fruition.

“It’s a chance for young people to try something different, at a time in their lives when they don’t have the responsibilities of family and mortgage. It’s an opportunity to do something you’re really passionate about.”

Jenna joined KPMG as a grad in 2010, and spent several months in Singapore as a member of the ASPAC regional tax team. She has an ongoing relationship with KPMG, as we’re one of the supporting partners of the Inspiring Stories Trust.

“KPMG are just so generous to us, in a lot of different ways – whether it’s providing mentoring support, or letting us use their offices to host planning days.”

▶ Do you know of someone with a social enterprise idea? To find out more, see livethedream.org.nz.



Jenna Ash

FAIRTRADE

KPMG NZ is now a certified Fairtrade workplace having made the switch to purchasing certified Fairtrade tea and instant coffee for our breakout areas and kitchens earlier in the year.

The benefits of purchasing Fairtrade certified products include:

For the farmers:

1. Fair prices that cover sustainable production costs and protect farmers from market downturns
2. A Fairtrade Premium, paid in addition to the selling price, to fund local social, economic or environmental projects
3. Access to advance credit to finance the production and harvest
4. Decent working conditions according to ILO conventions for hired labour

5. Stable long-term trade relationships
6. Fairtrade is a fundamental driver of poverty reduction and sustainable development
7. Fairtrade helps smallholder farmers to overcome marginalisation by empowering them to create better livelihoods

For KPMG:

1. Fairtrade delivers economic, environmental and social benefits to producers. These benefits add commercial value to workplaces supporting Fairtrade in the form of CSR/TBL reporting.
2. Supply chain management and transparency.

3. Supporting “international” farmers ticks the box for those people who want KPMG to focus outside of NZ communities.

▶ For information about how to introduce Fairtrade into your workplace, visit www.fairtrade.org.nz/workplaces





THE HEARTS AND MINDS OF THE FUTURE

Get 400 ambitious young people in a room, add some social enterprise ideas, inspirational speakers, and a dash of commercial acumen. And there you have it: the Festival for the Future 2014.

KPMG was proud to be sponsoring the Festival for the second year. It's all about supporting the next generation to spark world-changing ideas for a better future – so it's a perfect fit with our purpose of fuelling New Zealand's prosperity.

Teaming up with Vodafone Foundation and Pledgeme, a 10-strong KPMG team co-hosted the Enterprise 101 stand. We invited festival-goers to "ask us anything" about business, corporate social responsibility (CSR), and crowd-sourcing fundraising.

KPMG Manager Byran Theunisen says it was a rewarding weekend.

"It was great to meet lots of energetic, ambitious young people working towards making a difference. I had many conversations with people who were interested in starting their own businesses or getting engaged in community activities – but they didn't know where to start. I had the chance to get to know more about them personally, and offer guidance and advice."

And according to Justine Todd, KPMG's CSR Manager in Auckland:

"I believe we all gained something extraordinary from attending FFTF... whether it was a greater understanding of social enterprise, to being inspired to bring more creativity to our workplaces! Just the energy of being around so many socially-minded young people gave me hope for the future."

Festival for the Future (Top left)
Justine Todd, Max Wolfgram, Lorna Stevenson,
Ross Buckley, Wei Ou, Byron Theunisen

Festival for the Future (Bottom left)
Lorna Stevenson, Kerry Butler, Justine Todd,
Max Wolfgram, Paul Cottingham



FUELLING 
PROSPERITY



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.



Above: Andrew Hawkes, KPMG ChCh, Benjamin Badger, KPMG ChCh, Simon Kraak, Davie Sutherland, Brent Love, KPMG Timaru, Nick Carter, Jason Ray, Andrew Logie, Barry McLachlan, Leon Brazier, KPMG Alumni, Craig Goodland, Tony Mortensen, KPMG Alumni
Left: Andrew Hawkes and Benjamin Badger



1. Business Briefing Seminar
Paul McPadden, KPMG

2. Business Briefing Seminar

3. Wellington Golf Day: Stephen Bayliss – Camperdown Studios, Nick Tohill – OPUS International Consultants, Graeme Pearce – KPMG, Philip Bennett – BNZ, Peter Johnston – Rainey

5. Business Briefing Seminar
Rt Hon John Key

6. Conscious Capitalism Seminar
Raj Sisodia

4. Wellington Golf Day: Malcolm Bruce, KPMG

Motatapu

KPMG had the second largest team presence at the Motatapu mountain bike race which takes place over 47km of high country between Wanaka and Arrowtown. This was a targeted Private Enterprise event and we had many comments on what a great group of people had been pulled together. The group was intimate enough to make sure that everyone was personally looked after. Following this year's successful event we will be repeating the exercise in 2015.

Edmund Hillary Primary School

We delivered hundreds of eggs to Edmund Hillary Primary School, much to the delight of the kids – not so much to the teachers! “The kids had a wonderful treat,” said the Principal Kataraina Nock. “Many, many thanks for your thoughts and incredible generosity. Arohanui.”

KPMG Senior Manager Tax, Kimberley Bruneau, successfully applied (on behalf of the school) for \$2,200 from the NZ Community Trust for sports uniforms for the pupils and we have other grant applications pending for sports equipment, along with a dishwasher for a new hall.

Business Briefing Seminar

In May and June, we were delighted to present the Rt Hon John Key as the guest speaker at the launch of our new Business Briefing seminar in both Wellington and Auckland respectively. The Prime Minister updated close to 1,500 of our clients on the Government's plans, with a focus on the Budget. KPMG speakers gave perspectives of the challenges entrepreneurs face, the business impact of the Budget and the significantly changed landscape of regulation in the current environment.

Wellington Golf Day

KPMG Wellington hosted another very successful golf day at the recently redeveloped Royal Wellington Golf Club. One hundred clients, alumni and staff enjoyed what is now regarded by many as one of the best corporate golf days in Wellington. KPMG again used the day to raise money and the profile for its local charity partner, Wellington Free Ambulance.



7. Wellington Phoenix Soccer Game
Mike Coleman, Liam Coleman, Godfrey Boyce,
Emma Coleman, Rowena Coleman

8. Wellington Phoenix Soccer Game
Zoe Goodall, Jeremy Goodall, Jesse Goodall

9. Edmund Hillary School garden day
Tessa Sprosen, Justine Todd, KPMG

11. KPMG at Fieldays
Ian Proudfoot, KPMG

12. KPMG at Fieldays

Conscious Capitalism Breakfast Seminar

In June, we partnered with Conscious Capitalism New Zealand and Blacksmith to bring US-based Raj Sisodia, co-founder of the Conscious Capital movement, to Auckland for breakfast. One hundred people turned out to hear Raj address how firms who endear themselves to their people, community and wider stakeholders enjoy considerably increased return. It was thought-provoking stuff, wholly supporting KPMG's purpose of fuelling New Zealand's prosperity.

Football United Tour 2014

Building on our strong relationship with the Wellington Phoenix, KPMG hosted clients and their families to the Football United double header in Wellington.

One hundred and forty attendees joined us for lunch at the office before heading off to Westpac Stadium to see Sydney FC play West Ham United followed by the Wellington Phoenix against Newcastle United.

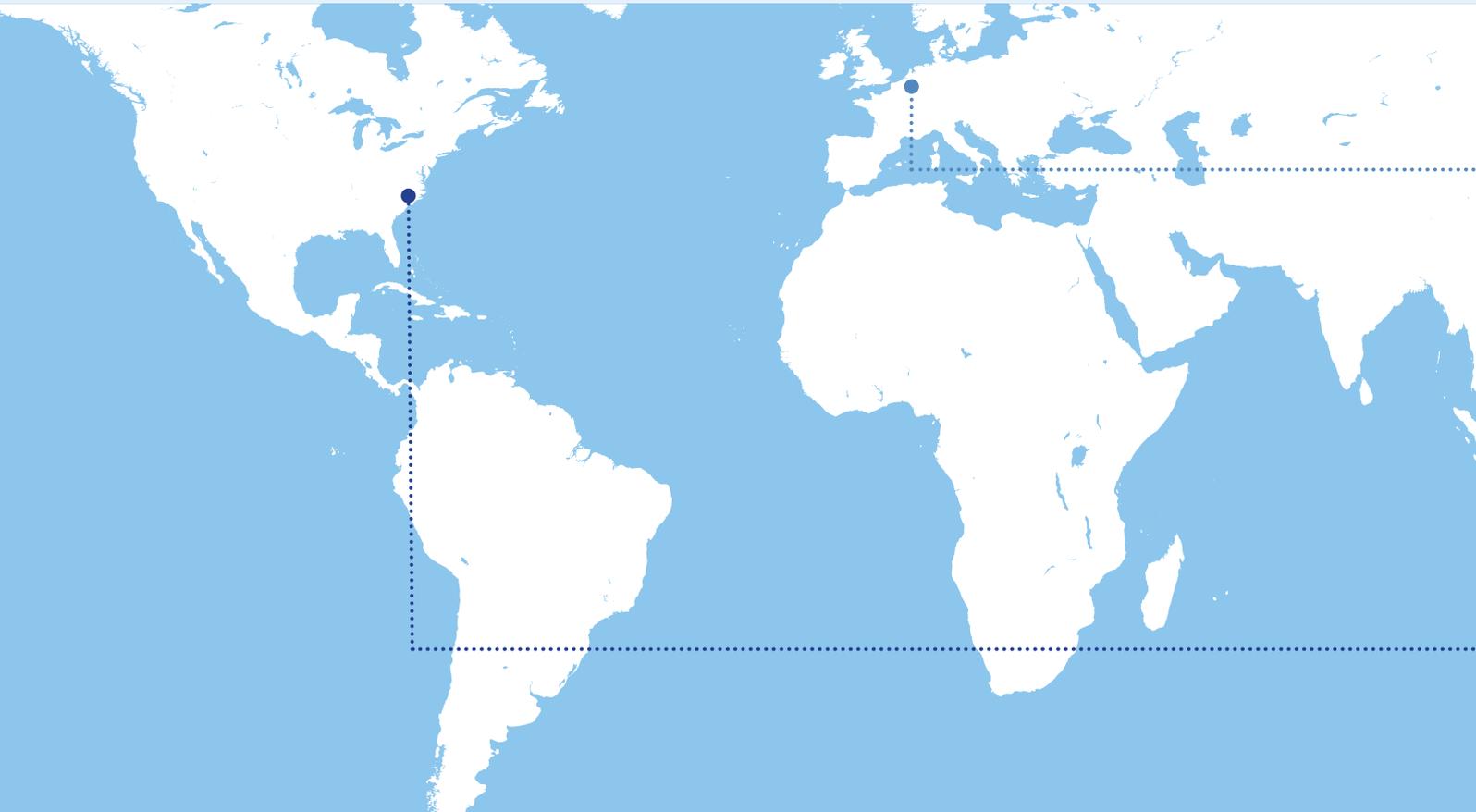
The Wellington weather also played its part and KPMG's clients and their families thoroughly enjoyed an historic and memorable day for football in New Zealand.

Agribusiness Leaders Breakfast – Fieldays

KPMG hosted 130 key agricultural influencers at the KPMG Agribusiness Leaders Breakfast on the first day of the Fieldays event in June. The speakers were Ian Proudfoot – KPMG's Global Head of Agribusiness, Mike Peterson – Special Agricultural Trade Envoy, and also the Hon. Nathan Guy – Minister of Agriculture. The speakers focused on ways those in the room could have influence to ensure NZ maintains its competitive edge globally in agriculture. This was the fifth year the KPMG Agribusiness Leaders Breakfast took place and we are looking forward to the sixth event at Fieldays 2015.

Agribusiness Investor Showcase

KPMG, in partnership with ASB and NZTE, ran a version of "Dragons Den" for those seeking investment for an agri-related innovation or idea. KPMG, ASB and NZTE worked with the innovators to articulate their ideas, which were pitched to potential investors later in the evening. This event took place during the Fieldays event week and demonstrated KPMG's support for all of Agriculture, including emerging business.



WHERE IN THE WORLD?

► **Fiona, where in the world are you now and what is your role?**

Senior Manager at the Global Services Centre (GSC), New Jersey, USA. The GSC is responsible for developing new products and audit tools for global deployment.

What made you want to go to New Jersey?

I enjoy fresh challenges and have always wanted to be part of a corporate think-tank, creating and developing new tools to enhance the efficiency and delivery of our audits and thus make a contribution to KPMG and our clients globally. The secondment also presented me the opportunity of a lifetime to experience New York City as our offices fall under the Greater New York area.

How do you think this experience will benefit your career?

Working closely with the Global Head of Insurance audit, the engagement team of KPMG's largest insurance client globally and several other teams in the Americas, Asia-Pacific and Europe has given me a global perspective. It has been great to collaborate with my wonderful KPMG colleagues globally and make new connections. I have also gained a better understanding of all the current tools and methodologies available for audit teams to use.

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

The US is a huge, diverse country and it's hard to say which single thing stands out. My favourite phrase is "just try it out" – try out the local diner experience, street food or Michelin starred restaurants; try out the many diverse national parks that the US has to offer; give absolutely anything a try and you may just score big!



SUSAN ROCHE

DURATION OF SECONDMENT: 5 MONTHS
HOME OFFICE: WELLINGTON



EMMA BAINES

DURATION OF SECONDMENT: 3 MONTHS
HOME OFFICE: AUCKLAND (PREVIOUSLY WELLINGTON)



FIONA NARIELWALLA

DURATION OF SECONDMENT: 2 YEARS
HOME OFFICE: AUCKLAND

▶ Emma, where in the world are you now and what is your role?

Manager, Tax and Corporate Services –
Ho Chi Minh City, Vietnam

What made you want to go to Vietnam?

Vietnam is so completely different to New Zealand both culturally and in terms of stage of development and I thought it would be an amazing experience to try living outside my comfort zone for a short time.

How do you think this experience will benefit your career?

Living in Vietnam has given me a greater awareness of cultural differences, particularly ones that you may not consciously think about but become immediately obvious when you experience them first hand. I think this will help me to try to understand our foreign clients better by thinking about the cultural background they are coming from, and not just imposing my Kiwi view of the world on them.

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

When drinking in Vietnam, the locals say “mot, hai, ba vo!” which literally translates to “one, two, three in!”. You will hear this a lot if you are out and about in Vietnam.

▶ Susan, where in the world were you and what was your role?

Audit Supervisor in Amsterdam,
the Netherlands.

What made you want to go to the Netherlands?

Amsterdam is a fantastic city and having completed a five-month secondment there in 2013, I jumped at the chance to return in 2014. I loved the opportunity to immerse myself in a different culture, particularly one

where English was a second language (not that you would know it!), while being able to travel and explore Europe at the same time.

How do you think this experience has benefited your career?

The time I spent in Amsterdam gave me the opportunity to develop on both a personal and professional level, giving me a more practical understanding of different perspectives and approaches. The opportunities to learn through exposure to new clients and

industries, different statutory requirements and new business environments, as well as the chance to work with colleagues from a diverse range of backgrounds and cultures have been incredibly beneficial.

What is a favourite local meal / snack you discovered?

Stroopwafels are a typical Dutch treat which were a favourite. Essentially they are two thin waffle-like wafers filled with caramel, best eaten fresh from the markets when the caramel filling is still melted!

EXCEPTIONAL STRENGTH OF KPMG ALUMNI RELATIONSHIPS

Heidi Broom has recently returned to KPMG in Auckland after completing a four year secondment to KPMG London Corporates. While overseas, she helped to facilitate a memorable get-together for KPMG alumni in the British capital.

“When I got wind that a couple of our KPMG New Zealand partners (namely Ross Buckley and Ross McKinley) were coming to London to run the marathon in April, we thought it would be a great opportunity to hold an event for any KPMG alumni who are now based in London and all KPMG secondees there also. The turnout was incredible with more than 50 KPMG alumni showing up which really demonstrated the efforts our KPMG people put into retaining relationships with alumni even when they are now living on the other side of the world. It was a great night and great success.”

Heidi Broom, Senior Manager, KPMG



London KPMG Alumni Event

Attendees included: Ross Buckley, Ross McKinley, Andrew Dinsdale, Heidi Broom, Janique van der Heyden, David van Klink, Andrew King, Ricky Baird, Brynley Price, Mark Brooks, Iain Morrison, Chris Waller, Chris Morgan, Tracey Gubb, Christine Hopson, Clint Kwan, Jeremy Chai, Katherine Duncan, John Bedford, Alex Papadakis, Richard Kinghan, Kieran McKorkindale, Nicola Barnett, Sean Church, Fiona Sullivan; Catherine Meijntes, Melanie Scott, Rachel Woods, Honary Ng, Andrew MacDonald, Rachel Howlett, Rukmal Dissanayake, Nicholas Graham, Michelle Ngui, Jenna Spearman and others.



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

OUR ALUMNI

MOVERS & SHAKERS

AUCKLAND

Natalie Ah Num (1999 – 2002)
is now CFO for Nosh Food Group

Fraser Allan (2010 – 2014)
is now Financial & Management Accountant
for Telecom Digital Ventures

Bruce Allen (1995 – 2000)
has joined Telfer Young

Samantha Arnold (2012 – 2013)
has joined New Zealand Post Ltd

Karl Barker (2006 – 2014)
is now Senior Financial Accountant at
Guardians of New Zealand Superannuation

Janeen Buchanan (2012 – 2014)
is now Marketing Communications Manager
for Fonterra Co-operative Group Ltd

Tatiana Bullock (2005 – 2006)
is now Assistant Trustee Manager at JP
Morgan Chase

Steven Burgess (2013 – 2014)
has joined AMP Ltd

Nico Buyck is now General Manager Finance
for Weston Milling

Shane Chan (2011 – 2014)
is now Tax Accountant for Turners & Growers Ltd

Patrick Connolly (1990 – 1995)
is now Senior Tax Advisor for Guardians of
New Zealand Superannuation

Jason Dale (1990 – 2000)
is now Head of Education at Chartered
Accountants Australia-New Zealand

Steve Darnley (2011 – 2014)
is now Associate Director at DFK Oswin
Griffiths Carlton

Pathikrit Das (2013 – 2014)
is now a Manager at Alfazance Consulting

Sallie Dawson (2011 – 2014)
has joined Konnect Net Ltd

Victoria Dempster (1998 – 2002)
is now Finance Manager at Isuzu Utes
NZ Limited

Colin Donald (1976 – 1986)
is now CFO for Trimble Loadrite

Simon Dorreen (1994 – 2000)
is now a Consultant for Ultimate Care Group

Andrew Fergus (1990 – 1992)
is now Director of Finance at MediaWorks TV

Sarah Foo (2013 – 2014)
has joined KPMG Singapore

Mary Gardiner (1988 – 2002)
is now CFO for Instant Finance

Guy Gardiner (2003 – 2004)
is now Owner of Accounting Now

Malcolm Greenstreet (2005 – 2008)
is now Commercial Finance Manager at Tegel
Foods Limited

Bennie Greyling (2007 – 2014)
is now Director – Audit & Assurance for
Deloitte

Jonathan Hay (2007 – 2014)
is now Operations Manager at Colliers
International

Sarah Haydon is now an Associate at The
Boardroom Practice Ltd

Victoria Hutt (2003 to 2004)
is now Network Team Lead for the Human
Rights Commission

Maria Karpova (2003 – 2008)
is now a Director at KPMG Cyprus

Naresh Kumar (2005 – 2006)
is now Group Manager – Management
Accounting at Singtel Optus

Daniel Leckey is now Manager Financial Planning & Analysis at Equiniti

Sarah McCracken (2007 – 2008)
is now Non Ferrous & Bulk Financial Accountant for Trafigura Pte Ltd

Tessa McGregor (2012 – 2014)
is now a Senior Consultant at Morrison Low & Associates Ltd

Sarah McHardy (1994 – 1997)
has joined Vector Ltd

Rachel McLaughlan (1997 – 2001)
is now a Director at REM Financial Consultancy

Bert McNally (2010 – 2014)
is now an Analyst at Pernod Ricard New Zealand Ltd

Paul Mens (2012 – 2012)
is now CFO for AWF Group

Tijana Misur (2011 – 2014)
is now a Consultant for AML Solutions

Amanda Mitchell (2010 – 2014)
is now Senior Talent Sourcing Administrator at Two Degrees Mobile Ltd

Shane Narayan (1999 – 2005)
is now a Contract Accountant for Avanti Finance Ltd

Steve Pettigrew (2010 – 2014)
is now Head of Communications at Chorus New Zealand Ltd

Nicola Raynes (2012 – 2014)
is now Senior Manager Capital at Westpac New Zealand Ltd

Stephen Robertson is now Commercial Finance Advisor at Aspire Advisors

Peter Ross (1980 – 1997)
is now Management Consultant for The Boardroom Practice Ltd

Shane Ruxton (2006 – 2010)
is now Finance Manager at Spark New Zealand Ltd

Warren Sarty (1993 – 1996)
is now Commercial Manager at Carter Holt Harvey Ltd

Katie Seddon (2006 – 2008, 2012 – 2014)
is now Marketing & Events Co-ordinator at Westbury Stud

Miranda Shtein (2002 – 2005, 2012 – 2014)
is now Senior Organisation Development Consultant for NSW Department of Finance & Services

LaiNah Sim (2007 – 2014)
is now a Manager at KPMG Australia

Karthik Srinivasan (2013 – 2014)
is now Lead Solutions Architect at Dynamics CRM

Claire Stewart (2007 – 2009)
is now Chief Development Officer at Auckland Transport Ltd

Helen Stribny (2011 – 2014)
is now Human Resources Manager at Auckland Grammar School

Belinda Taylor (nee Patterson, 2003 – 2006) is now Finance Manager at Apollo Apples Limited

Ben van Delden (1997 – 2014)
is now Head of Markets and National Pursuits for KPMG Australia

Katherine Wright (2003 – 2014)
is now HR Manager at Pitchmetrics

TAURANGA

Rachel Armishaw is now Financial Administrator at Tauranga Community Housing Trust

Susan Bull (2006 – 2012)
is now Receptionist at Holy Trinity

Rory Diver (2012 – 2014)
is now a Senior Associate at BNZ Partners

Gail Dumbleton (2001 – 2009)
is now an Accountant at Bennetts Proactive

Khan Greig (2010 – 2012)
is now Commercial Manager for UDC Finance Ltd

Kirsty Shaw (1998 – 2001)
has joined Campbell Tyson

Miriam Taris (1994 – 1999)
is now CEO of Western Bay of Plenty District Council

HAMILTON

Melissa Barbour (2007 – 2012)
is now a Sharemilker

Debi Baucke (2008 – 2013)
is now Assistant Accountant at Waikato Innovation Park Ltd

Robert Braithwaite (1981 – 2014)
is now a Director at OneBase Accounting and Taxation Ltd

Gerald Masters (1995 – 1999)
is now Systems Team Lead for Vocus Communications (NZ) Ltd

Simon Mills is now Finance Secretary at Otorohanga College

WELLINGTON

Jeremy Adamson (1999 – 2004)
is now Commercial Manager for EA Networks

Eleanor Aitken (2000 – 2013)
is now Strategic Advisor (Information) for New Zealand Police

Melissa Bailey (2010 – 2014)
is now Principal Internal Auditor for Department of Corrections

Melanie Bennett (2000 – 2012)
is now a Senior Manager at Ernst & Young Ltd

Rebecca Broe (2002 – 2003)
is now Contract Accountant for VeriFone New Zealand

Michael Candy (2010 – 2014)
is now an Accountant for Candy Gillespie

Abby Donald (2011 – 2014)
is now Financial Reporting Accountant for New Zealand Racing Board

Shaun Dowers (2006 – 2010)
is now Manager Assurance at Christchurch City Council

Michael Earby (2008 – 2013)
is now an Investment Analyst at Pencarrow Private Equity Ltd

Anna Farrier is now Finance Manager for Aura Information Security Ltd

Orlaith Gadsden (2011 – 2014)

is now Human Resources Manager at NEC New Zealand Ltd

Jono (Jonathan) Gardiner (1998 – 1999)

is now CFO for Lyttelton Port Company Limited

Martin Macdonald (1989 – 1998)

is now an Advisor at KiwiRail Ltd

Shelley Major (2012 – 2014)

is now Managing Director at Major Consulting Group Ltd

Ben McPheat (2013 – 2014)

is now an Independent Contractor for Vanguard Method New Zealand

Teresa Orr (2009 – 2014)

is now a Personal Assistant at Financial Markets Authority

Shane Sampson (1992 – 1993)

is now CFO for Pulse Energy

Jacob Swearingen (2009 – 2011)

is now Chief Accounting Officer at CVR Partners LP

Blair Turnbull is now Group Strategy Director at Aviva Investors

James Young (2013 – 2014)

is now Head of Finance at Airways Corporation

CHRISTCHURCH

Andrew Acton-Adams (2005 – 2009)

is now Financial Controller at Pacific Forest Products

Christopher Dearsley (2009 – 2012)

is now a Solicitor for Clifford Chance

Deborah Farrin (1987 – 1989)

is now a Barista at Holy Shot

Nick Frost (2010 – 2014)

is now Shared Services Management Accountant at House of Travel

Michael Hawker (2012 – 2014)

is now an Accountant at City Care

David Jarman (1985 – 1992)

is now Group CFO at Leighs Construction Ltd

Natalie Marriott (2012 – 2014)

is now Practice Manager at Kendons Chartered Accountants

Fiona Morland (2007 – 2013)

is now HR Manager at BDO

Anna Morris (2012 – 2014)

has joined BDO New Zealand

Helen Neighbours (2012 – 2014)

is now Management Accountant at Placemakers

David Smith (2000 – 2002)

is now Group Financial Controller at Westland Co-operative Dairy Co. Ltd

Tony van der Hooft

is now CFO at Farmlands Co-operative Society Limited

Geoff Walker (2007 – 2008)

is now Financial Manager for Trade Aid

Robert Young (1994 – 2005)

has joined Lemon & Lime Ltd

BIRTHS

Michael Harvey (WLG 1998 – 2001) with wife Jaclyn and son Ethan welcomed a new baby boy, Austin, on 7 June 2014.

Anna Mills (WLG 2000 – 2003) had twins (Henry and Grace on 23 Oct 2012). Anna has recently rejoined KPMG Christchurch as Internal Audit Manager.

Caroline Jones (AKL 2007 – 2013) and husband Arron welcomed son Camden Charles Jones on 6 June 2013.

Chris Potts (CHC 2008 – 2010, UK *secondee*) and Erika Karssiens (CHC 2007 – 2010, US *secondee*) welcomed their first child, Henry, on 23 Sep 2013. The family now resides in the UK.

Andrew Acton-Adams (CHC 2005 – 2009) and Nicky Hills (CHC) welcomed their first child, Oliver, on 16 Sep 2013. The family now resides in Auckland.

Patricia Rickwood (*nee Watson*, AKL, CHC) and her husband Luke welcomed their third child, Hannah Louise, on 7 April 2014. Trish has made the shift from tax consultant to Dairy Farmer in the Waikato.

Helen Brewster (*nee McLachlan*, CHC) and her husband Dean welcomed their second child, Franklin Samuel, on 4 April 2014.

Alison Neilson (*nee McCrae*, WLG 2004 – 2006, CHC 2007) and her husband Tom welcomed their first child, Lily Jennifer, on 9 Sep 2013.

MARRIAGES

Jason Hamburger (CHC 2009 – present) and Liz Morel married in March 2014

Mitchell Bennett (CHC 2011 – 2012) and Brooke Smithson married in March 2014

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