MāpuaWealth

# Relationships feed prosperity

# Invest in relationships first

“We are determined to raise service standards and build trust with our clients.”

We are determined to raise service standards and build trust with our clients. Our goal is to make a difference through exceptional investment advice and by interacting with people in relatable, approachable, and accessible ways.

We work with financial advisers, asset owners and managers in New Zealand, Australia and the Pacific Islands. Our clients include foundations, charities, Māori and iwi investors and financial advice businesses. The portfolios we design for clients have consistently performed in the top quartile compared to others in New Zealand.

Our advice, training, and assessment services are not tied to any particular investment solutions or fund managers. This independence means you can be assured that we will always put your interests first.

Our partnership with Māori is an important part of what we do. We are much richer culturally for helping iwi and Māori investors develop their investment strategies and embed financial and non-financial goals into their decision-making. We share our knowledge and know-how as part of these engagements as that delivers better results and helps foster greater self-determination.

# We are guided **by four stars**

## **Our purpose** Tā ātou whāinga

# We help our clients create enduring prosperity

We combine objective and timely guidance with the technical capabilities to maximise your opportunities.

## **Our guiding principles** Ngā ūara

### **Stewardship** | Kaitiakitanga

Our fiduciary relationship with clients commits us to the highest standards of loyalty and care.

### **Care** | Manaaki taiao

Sustainable and responsible investing is at the heart of our advice and how we operate.

### **Connection** | Hononga

We value the legacy of past, present and future. We build trusted relationships first through listening, and then by applying our expertise.

### **Courage** | Maia

We innovate and challenge the status quo. We stand up for what's in the best interests of our clients.

## Our brand values

### Live with yourself

Act towards others in ways that always feel right.

### Advocate for all you are worth

Stand up for what you believe, but only once you know it's robust.

### Never stop learning

Knowledge is a competitive advantage.

### Look past the obvious

The best opportunities need to be found.

## Our brand behaviours

### Stay grounded

Have the courage to be relatable.

### Wear their shoes

Always act with our clients' interests in mind.

### Listen energetically

Every relationship improves when you listen.

### Earn every cent

Do the mahi to make the money.

# How we cultivate wealth

Our deeply experienced team are experts in investment governance, asset allocation, portfolio design, fund research and alternative investments.

We bring international best practice and years of practical experience and we understand our clients' needs because we've been there.

Working closely with wholesale investment organisations to create personalised investment policies and strategies, our approach spans both listed and private sector assets, tailored to meet your unique financial needs and goals.

We collaborate with advice firms, investment committees, boards, foundations, and family trusts to elevate fiduciary standards across New Zealand, fostering greater awareness and capability.

We are completely impartial with no ties to fund managers and our scale means we secure discounts that we pass on to our clients.

## INVESTMENT STRATEGIES

We specialise in helping asset owners and advisers design investment strategies that align with our clients values and objectives. Our goal is to create prosperity, peace of mind, and lasting financial security for generations to come.

- **Beyond financial return.** We take a holistic approach, considering all your financial and non-financial aspirations.
- **Tailored portfolios.** From setting goals to asset allocation, we craft a comprehensive investment framework tailored to you.
- **Matching your risk tolerance.** Our expertise simplifies complex decisions, striking the right balance between risk and return. Our asset allocations aim to be robust to a wide range of economic outcomes.
- **Sustainable distributions.** We advise on a distribution policy that is stable, sustainable and fair across the generations.
- **Clear policies (SIPOs).** We summarise your investment strategy in a clear user-friendly document.
- **Sustainable investing.** Responsible, sustainable investing is a cornerstone of our approach. We seek products that incorporate environmental, social, governance, and cultural (ESGC) considerations.

## TRAINING AND DEVELOPMENT

Our globally recognised investment governance training equips governing committees and management with the skills needed to manage an investment portfolio responsibly. We offer a variety of training courses designed to strengthen investment governance and decision-making.

## ASSESSMENTS

We review and assess organisational investment processes, ensuring they meet global governance standards. Our detailed reviews help identify areas for improvement, streamline decision-making, reduce costs and complexity, and ultimately deliver stronger investment outcomes.

## IMPLEMENTATION

We offer portfolio design through to full-service solutions, handling implementation, monitoring, and reporting on your investments.

We can also work with your internal financial team and investement committee, providing the insights they need to make informed decisions. In many cases, we become a trusted extension of your financial teams.

- **Portfolio implementation.** We can implement your portfolio through our preferred custodian, on either a discretionary or non-discretionary basis.
- **Adviser model portfolio.** We offer a range of model portfolios for investment advisers including socially responsible low cost, and PIE-only options.
- **Fund manager selection.** Our value lies in selecting the best investment products and managers that align with your objectives, values, and unique approach to investing.
- **Ongoing due diligence.** We rigorously review and rate investment managers suitable for local investors.
- **Private market due diligence.** We assist with due diligence on individual investments, ensuring every decision is well-informed.
- **Clear reporting.** We provide clear, user-friendly reporting to keep you up-to-date on your investment performance.
- **Investment committee assistance.** We report to, and in some cases we are members of, your investment committee.
- **Management support.** We are always here to help answer questions and give advice, in a personable, accessable way

Our brand identity captures the essence of hard work, smart decision-making, and the generational benefits of wealth and success and speaks to a life beyond financial wellbeing.

We are 100% New Zealand owned by four executive directors and Tupu Angitu, a Ngāti Tūwharetoa entity.

MāpuaWealth

## Our name
### Ko wai mātou

**Māpua Wealth reflects success, productivity, and financial health.**

These qualities are harmonised with a broader sense of abundance and well-being. The name evokes knowledge, effort, and productivity leading to financial wellbeing, prosperity, and security.

## Our symbol
### Te tohu

**Our tohu is inspired by "te rito o harakeke" the heart of the harakeke (flax) plant.**

A symbol of perpetual renewal, growth and upward and outward movement representing ideas of flourishing, growth, and nuturing.

# Our team

**Our culture is pragmatic, values-based and informal. We prize smarts and integrity and we encourage debate and robust thinking. You will find we are engaging, approachable and transparent. What you see is what you get. We know by learning, and we learn by listening.**

### Chris Douglas
PARTNER

Chris leads our fund research and advises a range of independent financial advice practices as well as iwi and charitable entities.

Chris has a quarter-century of investment experience working in Auckland, London, Sydney and Chicago, primarily in fund manager research and building multi-manager portfolios. He was previously Director of Research Ratings Asia-Pacific at Morningstar. He has deep funds management knowledge and worked for funds management firms AllianceBernstein and F&C Asset Management in London.

Chris holds a Bachelor of Commerce Degree from Lincoln University and the AIFA and CIMA designation.

Chris is married with two children and enjoys spending time with his family and friends in the outdoors, especially in the mountains, skiing, and out on the water.

### Aaron Drew
PARTNER

Aaron heads our asset allocation research and advises a range of financial advice, iwi and board-governed investment entities.

Aaron's experience includes seven years for the NZ Superannuation Fund where he was a member of its Investment Committee and helped establish its Reference Portfolio governance benchmark, dynamic asset allocation strategy, and thematic investment strategies.

Aaron has also worked as an economist for the NZIER, the OECD in Paris, and at the RBNZ where he led the research division as was a member of the Bank's Monetary Policy Committee. He holds a Master of Economics (Honours) from the University of Auckland and the AIF® designation.

Aaron is married with three children and enjoys travel, fishing and surfing.

### Greg Peacock
PARTNER

Greg has over 30 years experience in financial markets, researching, constructing and managing multi-manager and direct investment portfolios.

Previously he was CIO at NZ Assets Management, where he had overall responsibility for portfolio construction, fund due diligence and currency management. Greg also worked 18 years as Investment Manager for the Spencer Family Office, where he managed a range of investment strategies and the cash and foreign exchange exposures of the family office.

He holds a Bachelor of Engineering with First-Class Honours from the University of Canterbury and the AIF designation.

Greg is an enthusiastic runner and sports fan and is married with three adult daughters.

### David Rae
PARTNER

David leads our private markets activities and advises entities across iwi and the public sector. He is an experienced company director and trustee, with particular expertise in renewable energy.

David spent eight years at the NZ Superannuation Fund, much of it as Head of Investment Analysis. He was involved in the infrastructure, forestry, farmland and insurance mandates, a member of the Fund's investment committee, and led the Responsible Investment team.

David previously worked as an economist for the OECD in Paris, the National Bank and the RBNZ. He holds a Master of Science (Distinction) from the London School of Economics and is a Chartered Member of the Institute of Directors.

In his spare time David enjoys boating and spending time with his family.

# Our **team**

## Ariana Dais | NGĀTI UENUKU, MUAŪPOKO – INVESTMENT ASSOCIATE

Ari is based in Taupō and responsible for investment operations. Ari joined IWIinvestor in 2009 and has been working with our clients for many years before our firms merged in 2023. She is responsible for client portfolio implementation and also works with a number of our clients.

When not in the office, you will find Ari running around after her two boys, training down at Summit Fitness gym or even at the rugby fields supporting her local rugby club. Ari holds the AIF designation.

## Anita Gray | ADMINISTRATION & ACCOUNTS

Anita is an experienced Commercial Manager, joining the firm in October 2005, when she emigrated with her family from the UK. Her responsibilities focus on accounts management, including with our offshore training partners, AIF designees, and CEFEX accredited firms. Anita also looks after our business systems and financial reporting.

Until leaving the UK, Anita spent 8 years employed by a business management consultancy/training firm as Commercial Manager, responsible for the smooth operation of the business. Prior to this, she was employed as Personal Assistant to the Sales Director of a large computer software and services organisation.

In her spare time Anita loves to ride and train horses, and spent a number of years in the UK as a Regional Development Officer for the British Dressage Organisation.

## Carolina Guerra | HEAD OF COMPLIANCE

Caro heads our compliance function and is responsible for membership services. Her role includes ensuring client on-boarding and advice is compliant with our regulatory obligations, managing our online continuing education and resources, curating and developing e-learning content, and AIF support for members in New Zealand, Australia and the Pacific. She also assists with research and analysis.

Caro has previously worked as a statistician in the Economics Department of the OECD in Paris and as a Policy Analyst for MBIE. She has a Bachelor of Arts in Economics, from the University of the Witswatersrand (South Africa) and Master of Economics (University of Auckland) and holds the AIF designation.

## Joseph Kim | INVESTMENT ASSOCIATE

Joseph supports our team with a variety of mahi across the business, including leading and assisting with investment research and ongoing due diligence on client portfolios, and supporting and engaging with clients through reporting and portfolio analysis.

In his previous role, Joseph has worked for Yuanta Securities as an assistant portfolio manager and worked for Saturn Advice as an Investment Analyst and Investment Committee Secretary.

Joseph holds a BA in Economics from South Korea, a Masters of Professional Accounting from AUT as well as holding the CFA, CAIA, CIMA, CIPM and AIF designations.

## Lisa Martell | EXECUTIVE ASSISTANT

Lisa is an experienced Executive Assistant, joining the firm in March 2018. She previously worked at Quayside Holdings Limited as Personal Assistant to the CEO and Board of Directors, in Tauranga.

Prior to this, Lisa spent eight years at the New Zealand Superannuation Fund, as Personal Assistant to the CIO and GM of Portfolio Completion, in Auckland.

Originally from Perth, Western Australia, Lisa now calls New Zealand home and keeps busy with her two children and the family sporting/outdoor activities.

## Nicole Pask | COMPLIANCE MANAGER

Nikki is responsible for ensuring that our business is in full compliance with all national laws, rules, regulations and best practices set for the finance industry. Her responsibilities include dealing with the various regulatory and industry bodies, training, health and safety, and ensuring compliance standards are met for the company.

Nikki's previous experience was in the banking industry, followed by health and safety positions before returning to the world of finance when she joined IWIinvestor.

Originally from Canada, Nikki has been living in New Zealand for almost 30 years. Her family are passionate outdoor people, especially sea fishing, running and exploring the vast array of outdoor adventures that the Central Plateau and beyond has to offer.

## Rosa Shaw | OFFICE MANAGER NGĀTI WHITIKAUPEKA. NGĀTI TŪWHARETOA, NGĀTI WHĀTUA, NGĀTI MANIAPOTO

Rosa is the Office Manager, she helps to make things run smoothly across the business and is involved in accounts, supporting the team on administrative functions and also providing assistance to the Board.

Rosa previously worked in the travel industry for 9 years, where she enjoyed building and maintaining strong client relationships. She is always interested in working on new initiatives and welcomes new ways to grow and evolve.

When not in the office, Rosa is can be found running around after her four children, training with the wāhine toa at KT Personal Training, spending time with her whānau in Taihape or volunteering at her local church.

## Saia Uai Havili | INVESTMENT ASSOCIATE

Saia assists the firm with our training, assessments and consulting activities, focusing in the Pacific. He was CEO of the Tongan Retirement Fund and Secretary of the Board from 2009 to 2018. His responsibilities included developing and implementing the Fund's business plan, investment and risk policies, stakeholder and member communication, and adherence to all legal and fiduciary requirements. Saia also provided audit and risk services to a range of public and private sector organisations. Saia holds a Master of Business Studies in Accounting from Massey University (Auckland) and post-graduate diplomas in Superannuation Management and Financial Services from Macquarie University (Sydney) and the AIFA designation.

Outside of his investment career Saia is a lay preacher and played for the Tongan 7-aside rugby team in the early 1990s. Saia is married with 5 school-aged children.

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