

Influencing Change

# Major companies **IN** New Zealand



**Kirk Hope**

# Prosperity AND potential

BusinessNZ's sights are set on growing  
New Zealand's prosperity and potential.

Advocating for enterprise and representing New Zealand's brilliant businesses, we seek positive change through new thinking, productivity and innovation.

The companies represented by the BusinessNZ Major Companies Group represent the very best in enterprise - growing industries, jobs and value in communities all around New Zealand.

84 major companies and a further 30 companies belonging to the Gold Group take part in policy and advocacy work that helps make all New Zealanders better off.

I would like to acknowledge and thank the business leaders contributing to this undertaking.

**Kirk Hope**

Chief Executive BusinessNZ



# Major companies contributing **TO** New Zealand's success

Greg Lowe



It's a pleasure to advocate for Kiwi businesses that produce, employ, innovate, export and earn, to the benefit of all New Zealanders.

There's no endeavour more positive than speaking up for enterprises that support the wellbeing and future prospects of New Zealand.

Major companies magnify New Zealand's growth and development, bring efficiency and stability, and play an important role as supplier, customer and inspiration to New Zealand's many small businesses. Major companies are an essential component of the country's growth profile and prospects.

The Major Companies Group is one way in which substantial companies are able to 'give back' to the wider community.

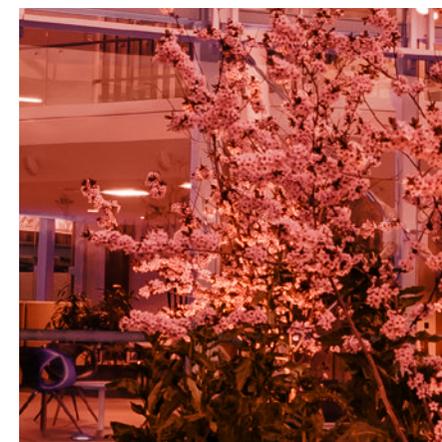
This publication outlines issues promoted by the Major Companies Group over the last year and acknowledges the outstanding companies that helped this advocacy.

We welcome your feedback and dialogue on this important work.

**Greg Lowe**

Chair Major Companies Group

Chief Executive Beca Group





BusinessNZ

# Major Companies Group

INFLUENCING **change**

The Major Companies Group is a grouping of more than 80 substantial companies contributing to policy for New Zealand

**Policy and advocacy** – The BusinessNZ Major Companies Group advocates on behalf of a strong and growing economy, contributing significantly to New Zealand’s prosperity and influencing policy outcomes affecting all New Zealanders, including infrastructure, tax, energy, transport, climate change, technology, competition law, skills and training, employment relations, health and safety, exports, manufacturing and regional development. Policy recommendations are developed through demand-based forums, meetings and submissions.

**The CEO Forum** is New Zealand’s peak policy forum, bringing together chief executives of major companies from all industry sectors, for

exchange of insights with the Prime Minister, Cabinet Ministers, political party leaders, top government officials and other decision makers on issues affecting New Zealand. BusinessNZ acts as secretariat for the CEO Forum which helps policy development at the highest level, with the aim of growing New Zealand’s prosperity and potential.

## **Engagement with top Australian business –**

The Australia New Zealand Leadership Forum (ANZLF) is a platform for engagement among the top 70 companies on both sides of the Tasman, promoting dialogue between trans-Tasman businesses on issues that matter for both New Zealand and Australia.

**Corporate Affairs Forums** held in Auckland and Wellington five times a year, enable senior executives from major companies to have two-way discussions with politicians and senior officials involved in work on issues important to business and the economy. Corporate Affairs Forums provide a platform for business to discuss policy and challenges facing them, and help integrate policy directions formed at CEO level into all levels of Major Company Group members businesses.

**Trade delegations** – The Major Companies Group provides opportunities for business leaders and senior executives to participate in overseas trade delegations and to be invited to visiting trade delegation functions, assisting with international integration and export sales. Delegation activity includes the Asia Pacific Energy Leaders’ Summit and recent visits by Japanese, Chinese and French business delegations.

**Briefings** with Treasury, MBIE and other government agencies that affect business and the economy are held at least twice a year with key agencies.

**Wellington Seminar** – Major Companies Group members and senior executives of MCG companies are able to take part in this Seminar which provides a comprehensive way of understanding policies made in the Capital, and the overall regulatory landscape. The Wellington Seminar provides guidance and real-life practice on the Select Committee process and engagement with senior Ministers, prominent Opposition MPs and officials alongside other senior business executives.

**Election Conference** – BusinessNZ major companies in association with Deloitte host the premier election event focusing on political parties’ policies for business and the economy. Conference delegates are able to debate policies with Party Leaders and party spokespeople and have helped achieve change to party policy positions through this Conference.

**Partnerships** – Members of the Major Companies Group are able to partner with BusinessNZ on a variety of initiatives such as surveys, research

papers, workshops, themed luncheons or cocktail functions and more, enabling businesses to contribute to top level policy work while showcasing their brand and work to key stakeholders, customers, suppliers, media and officials. Private dinners with business leaders, Ministers, Opposition Leaders and key officials are also facilitated in partnership with Major Company Group members. Organisations working in partnership with BusinessNZ on stakeholder education and events include Fonterra, Bank of New Zealand, Westpac, Suncorp, Southern Cross Healthcare, Fujitsu, Callaghan Innovation, Dimension Data, Datacom and Deloitte. Examples of Partnerships include:

- Deloitte-BusinessNZ Election Conference
- BusinessNZ-Deloitte Major Companies Tax Survey
- Southern Cross-BusinessNZ Wellness in the Workplace Survey
- BusinessNZ-Suncorp Prime Minister’s Update
- BNZ-BusinessNZ Performance of Manufacturing Index
- BNZ-BusinessNZ Performance of Services Index
- BusinessNZ Back to Business cocktails with Westpac
- BusinessNZ Pre-Budget lunch with Fujitsu

**Sustainability** – Many of New Zealand’s major companies are also members of the Sustainable Business Council, taking part in environmental and sustainability work - collaborating on business solutions and leading sustainable practice through initiatives to reduce carbon emissions, influence supply chains towards sustainability, contribute to policy on sustainable development and become change agents for mainstream transformation.





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# Recent advocacy BY Major Companies Group

Advocating for **trade agreements** with large economies for New Zealand's food-based exports: the US, UK, EU and TPP-11. Achieving trade agreements reduces the tariff burden on New Zealand exporters, benefiting New Zealand's food product exporters and other exporters of all kinds

Advocating against **non-tariff barriers** that impede New Zealand exports in many markets – MFAT is now developing a formal mechanism for WTO complaints on barriers other than tariffs that are obstructing New Zealand export sales in overseas markets

Surveying and advocating on behalf of large companies' perspectives on **tax rates and settings**, new taxes, deductibility and compliance, with the BusinessNZ-Deloitte Major Companies Tax Survey

Advocating for repeal or significant **change to the RMA**, seeking an alternative to the Resource Management Act which weakens property rights and allows local government to curb business and economic development through restrictive zoning, regulations and fees

Advocating for companies to be able to more easily employ **overseas skilled workers** in light of ongoing skill shortages, and helping achieve better regulations for **temporary work visas**

Advocating for higher educational standards in secondary and tertiary education, to produce **better skills for business**, including practical, technical, and customer skills

Advocated for more **investment in infrastructure** supporting tourism in regional New Zealand – the Tourism Infrastructure Fund is now offering \$25 million a year to help communities provide new tourism-related public infrastructure including carparks, toilets, and sewerage and water facilities

Advocating for **regional development strategies** and investment in the regions, including shared or hub-based service provision by economic development agencies, appropriate pricing and user charges for local authority services, new funding options for local government-supplied infrastructure, and investment strategies, including foreign direct investment

Developing options for encouraging **intelligent transport systems** in roading infrastructure including real time road-charging systems and satellite geopositioning to help reduce congestion and better manage movements of freight and passenger transport on New Zealand roads

Influenced NZX to encourage non-financial disclosure, helping the trend to **broader company reporting** in New Zealand, encouraging significant companies to report on their sustainability activities

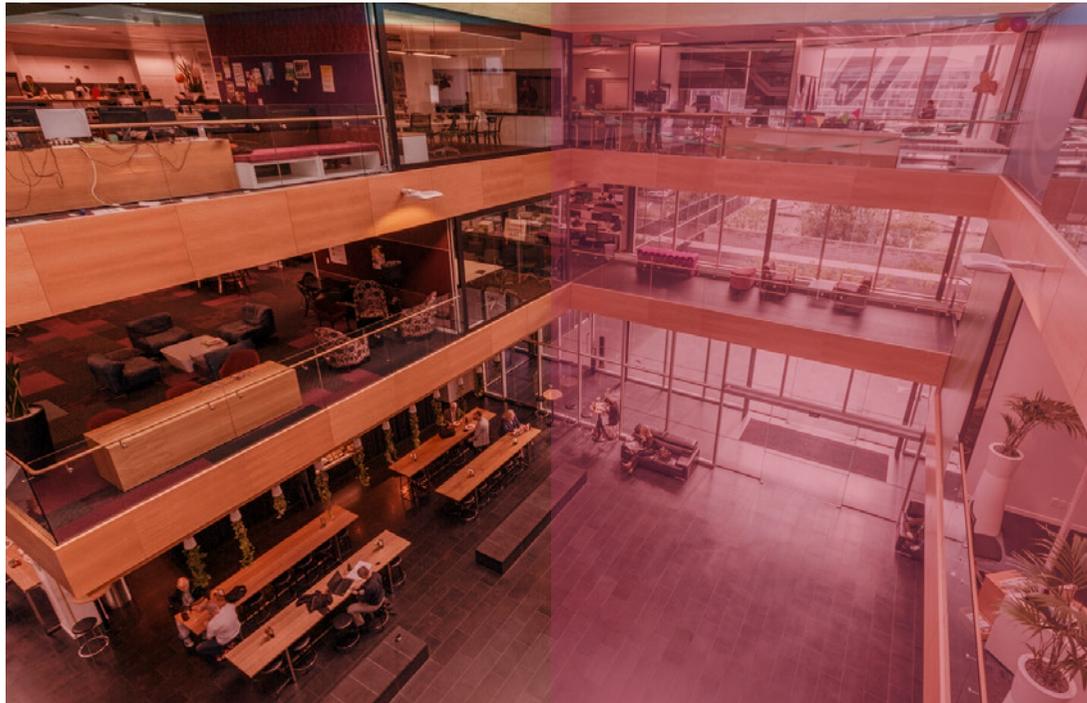
Helped exclude route-sharing arrangements by shipping companies from anti-cartel legislation, to help overcome **disproportionate shipping costs** arising from New Zealand's long distance from major markets

Achieved transparency and other changes to **government procurement** of New Zealand-produced goods and services, including a proposal for State Services Commission and Treasury to rate government CEOs on their procurement performance

Following the Kristine Bartlett case, developed **pay equity principles** for wage bargaining to address low pay in female-dominated industries in order to avoid legal or industrial action otherwise likely

Prevented **costly legislation** that would have imposed significant restrictions on large companies, including:

- A Labour Bill requiring contractors to be paid at least the equivalent of the minimum wage – this would have destroyed the distinction between service contracts and employment agreements and enabled state **interference in legal contracts**, breaching the right to freedom of contract
- A Labour policy to **tax employers not providing training**, prompted by skill shortages in many parts of New Zealand – the policy was dropped when BusinessNZ pointed out the underlying problem: that many employers are unable to find employees to fill vacancies – and if you can't get them, you can't train them!



## BusinessNZ Major Companies Group



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