

20

Annual Report

22

PROPERTY  
INSTITUTE

# STRATEGY AND PURPOSE



## VALUES

PROFESSIONAL PRIDE.  
STRONGER TOGETHER.  
RAISING STANDARDS.



## PURPOSE

TO DELIVER EXCELLENCE IN  
PROFESSIONAL SERVICES  
TO THE MEMBERS OF OUR  
UNIQUE PROFESSIONAL  
COMMUNITIES FOR THE  
BENEFIT OF NEW ZEALAND.



## ASPIRATION

TO BE RECOGNISED AS  
THE PREMIER PROPERTY  
MEMBERSHIP ORGANISATION  
SYNONYMOUS WITH QUALITY,  
PROFESSIONALISM AND THE  
HIGHEST ETHICAL STANDING.

After more than two decades of service, the Property Institute of New Zealand leadership set about asking some tough questions about why we exist, who we serve, what we do well, what we don't, and how we can future-proof the organisation so it remains strong and relevant tomorrow and beyond.

Critical to our identity, these questions were key to helping us define our present and frame our future. Our refocused strategic plan and membership growth strategy seeks to establish high-level principles, values and aspirations for PINZ as it sets itself the goal of becoming 'The Home of Property Professionals', where our unique blend of members is our focus.

We have identified three main priorities, which are underpinned by high ethical and professional standards – with a programme of delivery that centres on the needs of our members and supports them through their career journey from graduation to retirement.

What became clear as we engaged with members during this process is the immense professional pride they drew from being part of the Institute. They agreed that as a group we are stronger together, sharing experiences, knowledge and best practice. They agreed that our place was one of leadership – where professionalism and raising standards should be at the heart of our mission. The new PINZ Strategy was adopted by the Board in July 2021.

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# PINZ PRESIDENT'S REPORT

BEN GILL

**As 2022 began, hopes were high that we would be emerging from the pandemic hangover and entering a 'new normal' phase. After a relatively normal summer, which saw the Auckland border dropped, it was soon apparent that COVID-19 hadn't finished with Kiwis.**

By February, Parliament's lawns were occupied by anti-mandate protests, which created deep divisions within our usually settled society, and the Omicron variant was sweeping through our population. Floods hit numerous locations in February and March, including serious slips and damage in Wellington. Russia invaded Ukraine causing further disruption to supply chains, which continue to this day.

Everyday Kiwis endured high inflation, which added to the post-pandemic pressures of already stretched household budgets. And, as the Reserve Bank tightened monetary policy to control inflation, property prices started their inevitable slide.

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Despite the challenges, the Property Institute of New Zealand had an incredibly strong year, achieving a number of firsts including the first-ever online conference and AGM season, which were well attended and received positive reviews. We were in a position to offer five free webinars as part of member subscriptions, and attendances at our various presentations set new Institute records.

Behind the scenes, the Institute maintained the momentum generated in 2021 reforming numerous policies and processes, introduced new member support benefits, and advanced key strategies to deliver on the mission to build the Institute into the home of property professionals.

That ongoing agenda is still driving us today and includes the positive member decision in 2023 to adopt a new Property Institute Constitution. That decision will allow the organisation to modernise, and will provide the bedrock for a number of policies and initiatives that will better serve the professionals who make up our diverse communities.

The relationships with our all-important grassroots branch network are going from strength-to-strength. Member feedback continues to drive and motivate your Board and Councils to 'read the room' and constantly improve the services on offer.

**Member feedback continues to drive and motivate your Board and Councils to 'read the room'.**

As I write this in early 2023, the slow-down and softness in the market is increasingly apparent. The depth and length of the recession is now the key question, not whether there will be one. It's in these difficult times that our Institute comes into its own. Education, high standards and best practice become more important than ever. This offers our clients the comfort and confidence that they are receiving good advice from a trusted and respected professional.

I wish to thank members of the PINZ Board. They devote countless hours to giving something back, and their generosity often goes unrewarded and unrecognised. I also thank the Branch Chairs for their contribution. That connection with members all over the country makes our organisation unique, nimble and in touch with what's really happening.

A big thank you also to the National Support Team guided by Chief Executive Viv Gurrey. Her leadership has helped create a responsive and professional structure that continues to deliver over-and-above expectations.





Ben Gill was awarded Property Advisor of the Year in 2021

Lastly, I want to thank members for their support and engagement during unprecedented challenges that have plagued the past few years. While the economic outlook is uncertain, the team behind the Institute remains positive and upbeat about what we can achieve together.

One of those goals is the upcoming National Property Conference. This year we have the honour of hosting the Global Valuation Conference in conjunction with IVSC and WAVO. We remain confident that this will be one of the best events that we have ever put together, and I hope to see you there.

[Read Ben's bio](#)

[Learn more about the Property Institute of New Zealand Board](#)

[Learn more about the Property Institute Branches & Committees](#)

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**This year we have the honour  
of hosting the Global Valuation  
Conference in conjunction  
with IVSC and WAVO.**

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# PINZ CHIEF EXECUTIVE'S REPORT

VIV GURREY

## A strong 2022

### A long tail to come

I take immense pride in what the Property Institute achieved in 2022. I'm ambitious for our 2023 programme to deliver a stronger home for property professionals.

While we anticipated a new normal for 2023, we saw that things changed again across the nation in a very short time, and I want to acknowledge the significant and devastating weather events we have seen unfold.

Only adding fuel to what is a dynamic economic environment, the impact will be felt with a 'long tail' across the country over the months to come, bringing extra stress and pressure which many will never have experienced before.

### Strong support for members

One of the membership benefits I am most proud of is our ability to deliver a counselling and assistance programme for our members. It's confidential and free, and its introduction to our suite of benefits could not have been better timed as we chart this coming year. Now is the time for regrouping, consolidation and progressing significant pieces of work that are seriously deep in substance.

I want to thank all the members of our organisation. The Institute would not exist without the support, effort and enthusiasm of our branches, councils, committees and our Board.

Our fundamental philosophy is that PINZ thrives based on the success and participation of its grassroots membership. Our objective is to put members first in all we do and build a robust membership. This starts with a strong branch structure, and we have worked closely with Branch Chairs over 2022 and 2023. In March we came together for our first collaborative Branch Chairs Day, which was an enormous success.

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**In March we came together for our first collaborative Branch Chairs Day, which was an enormous success.**

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Your National Support Team and governing bodies have been working to deliver robust and future-proofed processes and policy that will take PINZ and NZIV into the 21st century. As a modern and forward-thinking membership organisation we have moved with technology, and delivered a first-class education programme that has been highly rated by members in our surveys.

### Achievements

Other achievements included:

- Our CPD and networking programme grows and improves every year and our events have been well supported. This continues in 2023.
- 2022 saw us present our first-ever online National Property Conference. With this technology theme in mind, we are exploring a digital solutions strategy that will serve members well into the future.
- We have revamped and improved our Future Leaders programme to ensure we have strong pathways in place for the coming generations of property professionals.
- The National Support Team continues to provide outstanding service that exceeds the ambitious work programme we have in place.





- In collaboration with your Branch Chairs, we have introduced a new purpose-built Resource Hub that continues to grow, replacing our outdated Branch Manuals which were long-overdue for renewal.
- And for NZIV, a dedicated Registration Hub has been developed to support resources for registration. This will further support the work we are doing in building strong relationships with the universities that feed the professions.

## For NZIV, a dedicated Registration Hub has been developed to support resources for registration.

In 2023, you can also expect to see us build on work done in 2022 to prioritise stakeholder engagement and drive our membership growth strategy.

Looking forward to 2023 we are also working on several critical initiatives. This includes the adoption of a new Constitution following our comprehensive rules and by-laws review. The Constitution is required so that PINZ can re-register under the Incorporated Societies Act 2022. It provides us with a fantastic opportunity to further strengthen and modernise the way we operate, laying out a roadmap for the future.

We expect the Constitution to come into effect in 2024. A process is now underway to develop the policies that will deliver on the principles outlined in the new founding document. These are being developed in collaboration with our professional communities, our branches and expert member input.

### Upcoming conference

A highlight of 2023 will be our National Property Conference at Te Pae Christchurch Convention Centre. Held in conjunction with the WAVO/IVSC Global Valuation Conference, this is an historic event like no other and our opportunity to showcase the work we do and the huge amount of talent and expertise that our organisation is fortunate enough to have within its ranks.



Viv with 2022 Life Member Chris Seagar

## The Institutes are well placed to weather the economic climate facing us in the coming two years.

### Financial resilience

Financially, the Institutes are well placed to weather the economic climate facing us in the coming two years. And as I sign off on the 2022 Annual Report, it's safe to say that change appears to be a constant. We have shown we are adept at rising to the challenges that change offers us. With discipline, structure, and often by executing our philosophy of continuous improvement and doing things differently, we retain a strong focus on the things that matter to you and ensuring relevance.

Thank you again individually and collectively for your contribution and your support as we build a stronger home for property professionals.

[Read Viv's bio](#)

[Learn more about the National Support Team](#)

# NZIV PRESIDENT'S REPORT

## HEATHER BEARD

**The NZIV has had a very productive year in 2022. I took over from Adam Binns in the first quarter and we have continued with the sub-committees of Future Proofing and Resilience, Marketing and Education.**

Your New Zealand Institute of Valuers (NZIV) Council has undertaken a comprehensive review of the NZIV Code of Ethics. This is an incredibly important issue that cuts to the heart of valuer professional conduct at a fundamental level. I would specifically like to thank Past-President Jeff Alexander for leading this review.

We have set ourselves some ambitious targets for 2023, with the primary objectives of growth and retention in the profession, promotion of the NZIV brand, engagement with stakeholders, and reinforcing the importance and independence of Registered Valuers in the financial system. A key part of this is strengthening our ties with branches around the country, as well as large and small valuation firms.

**We have set ourselves some ambitious targets for 2023, with the primary objectives of growth and retention in the profession, promotion of the NZIV brand, engagement with stakeholders, and reinforcing the importance and independence of Registered Valuers in the financial system.**

Your Council is also strongly focused on driving engagement with the universities to ensure our profession attracts the attention and early engagement of the next generation of valuers, and to enrich our CPD programme.

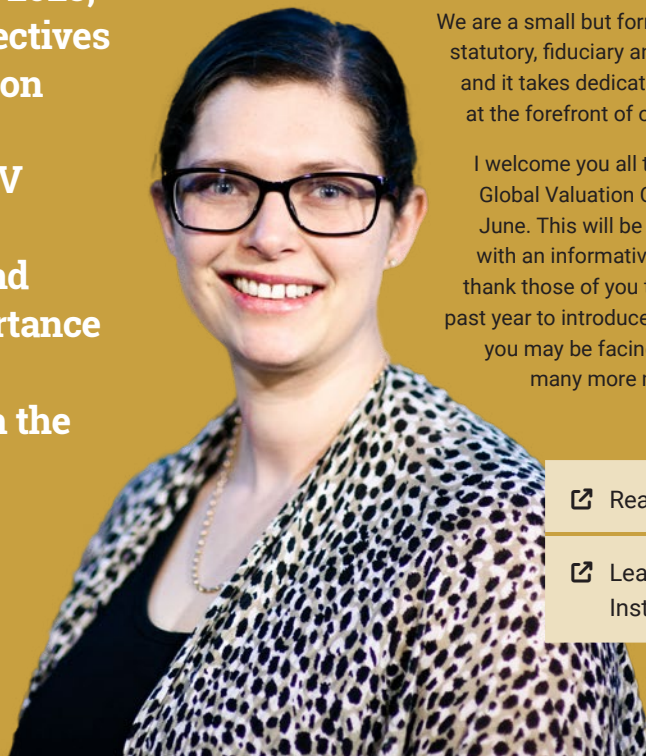
New policy will be released shortly to reinforce the CPD obligations. NZIV will be conducting more stringent audits and introducing a framework for sanctioning members who fail to comply with their obligations under the Valuers Act. This is a critical part of our duty of care to those who rely on up-to-date best practice valuation advice.

Through our Service Level Agreement (SLA) with the Property Institute of New Zealand (PINZ), NZIV is well supported as an organisation and able to strive for improvement of the profession. With support from Rebecca van Etten, NZIV Community Lead, Gary Garner NZIV General Secretary and the National Support Team led by Chief Executive Viv Gurrey.

I would like to thank the NZIV Council and members of the various other NZIV committees (including the Property and Valuation Standards Board, the Professional Conduct Committee and the Valuers Education & Integrity Foundation), along with the sub-committees, for their invaluable contributions. My personal thanks go to NZIV Council Vice-President Matt Snelgrove who stepped in as Acting President during a short leave of absence I took at the start of 2023.

We are a small but formidable organisation with statutory, fiduciary and professional responsibilities, and it takes dedicated people to make sure we remain at the forefront of our industry and profession.

I welcome you all to join us at the 2023 IVSC/WAVO Global Valuation Conference in Christchurch in June. This will be an exceptional international event with an informative and interesting programme. I thank those of you that have reached out over the past year to introduce yourselves or discuss any issues you may be facing, and I look forward to meeting many more members at the conference.



[Read Heather's bio](#)

[Learn more about New Zealand Institute of Valuers](#)



# COMMUNITY REPORTS



## Commercial Property Managers Institute (COMPRO)

Chair Helen Brumby

2022 has been a year of change for COMPRO. In conjunction with IPAC, we have drafted and signed a three-year Service Level Agreement (SLA) with PINZ. This agreement provides a focused path towards delivery of specific outcomes that will best support our community members through their lifelong career paths, results that were less achievable with the previous one-year SLA format.

The COMPRO/IPAC member portal on the PINZ website went live in late 2022. Members can now access membership information, events, Institute news, guides and resources all through a single page.

The COMPRO Education Subcommittee has been working closely with the PINZ National Support Team to identify quality content to deliver CPD events that are both relevant and current for our members. Planning is also underway for the issue of the first quarterly COMPRO/IPAC community-focused newsletter.

I would like to thank the National Support Team and all our committee members who have pulled together to deliver on an ambitious undertaking. Your contributions have been invaluable.

[🔗 Read Helen's bio](#)



## Plant & Machinery Valuers Institute (PMVI)

Chair Steve C. Bown

The 2022 year for PMVI was a great success, with many events, a new improved pathway for membership and registration, and a fantastic new award to recognise excellence in our industry. We hosted various webinars covering interesting topics, including the Callaghan 4.0 Industry showcase, the Three Waters Reform Programme and an Insurance Council update.

In November, we held our PMVI conference in Auckland, which was well attended by people from across the country and showcased a variety of industry areas, including electric buses, BIM modelling of the Waikato Water Treatment Plant and industry ethics. The day conference included a networking dinner, where members debated the merits of the topics covered and enjoyed catching up in an informal environment.

At the conference we also presented our inaugural 'Brian Kellett Award' for excellence in the PMVI industry to Jacob Posa from JLL, who performed exceptionally well in our membership and registration process. The PMVI pathway was updated, including clarity on membership requirements, and our exam was revised. Congratulations to all our new members and registered professionals.

Thanks to our Council members who tirelessly give their time and energy to progressing our industry. In particular, Andrew Liew for his efforts in the education space. The PMVI Council has also worked closely with the National Support Team in progressing a situational analysis and marketing plan for promoting our members and services in the commercial world. And, finally, thanks to all our PMVI valuers who continue to contribute across the many industries we touch through excellent valuation advice.

[🔗 Read Steve's bio](#)



## Institute of Property Advisors and Consultants (IPAC)

Chair Vili Feiloivao

In 2022, a lot of exciting changes were made for the future of the IPAC community. These changes include IPAC and COMPRO amalgamating and working together to build a robust and open community for its members. This led to drafting and signing a new and improved three-year Service Level Agreement (SLA) with PINZ, which supports and guides our community members from the start of their careers. It also provides a professional platform and community for property professionals wanting to network and contribute to the advisory and consultancy industry.

As part of the PINZ future leaders programme, and connecting with young professionals, IPAC/COMPRO also gained two future leaders who have already contributed and shown their keenness within the committee and the industry.

Last, but not least, with members at the forefront of the community we serve, a member portal on the PINZ website went live in late 2022 for IPAC/COMPRO members. This is a portal made specifically for our members to view upcoming events, ascertain guides, provide membership information, and keep up to date with what is happening within the Institute.

We also started working on a quarterly community-focused IPAC/COMPRO newsletter that will provide quality industry content. IPAC continue to work closely with the PINZ National Support Team on providing relevant CPD events. Watch this space.

Without the National Support Team and all our committee members who have given their volunteered time to support, contribute and drive these changes, these achievements would not have been possible. I cannot thank you enough.

We look forward to working with you in 2023 and seeing what other exciting changes we can achieve for our members.

[Read Vili's bio](#)



## Finance Audit and Risk Management Committee (FARM)

Chair Patrick O'Reilly

The FARM Committee plays an important role in supporting the PINZ Board and NZIV Council. The FARM Committee's objectives are to assist the Board and Council in discharging their responsibilities relative to financial accountability, control frameworks and risk management assurance.

Having a committee means that a lot of detail associated with financial reporting, investments and policies is undertaken outside of the Board and Council meetings, with the direct conduit being the Board and Council members on the committee. In conjunction with the Chief Executive, the committee manages a comprehensive risk register to effectively identify, monitor and mitigate potential risks across the Institute.

The membership of the FARM Committee is made up of senior members of the PINZ Board and the NZIV Council, with additional expertise co-opted to ensure an appropriate level of skills to undertake its duties. The committee operates under a Terms of Reference. The TOR is based on the Institute of Directors document, which is seen as 'best practice' in the commercial market.

I would like to acknowledge and thank the existing 2022 committee members for their diligence and contributions: Ben Gill (PINZ President), Heather Beard (NZIV President), Matt Snelgrove (NZIV Vice-President), Boyd Gross, Luke van den Broek (PINZ Immediate Past-President), Adam Binns (NZIV Immediate Past-President) and Stephen Reid (CA). Adam Binns did not look to seek reappointment at the end of his term.

I would also like to acknowledge the efforts and focus of the National Support Team in their delivery during the year in serving members.

[Read Patrick's bio](#)



## Property and Valuation Standards Board

Chair Blue Hancock

The Australian and New Zealand Guidance Papers for Valuers and Property Professionals provide a recommended best practice to New Zealand property professionals in undertaking their work as valuers, property managers, facilities managers, or plant and equipment valuers. They provide more detailed guidance and support the profession's ethics and International Valuation Standards that are mandatory.

After a very busy 2021 aligning all the Technical Information Papers and Guidance Notes to consistent Guidance Papers, 2022 has been a quieter year. During the year, ANZVGP 109 Market Value of Rural and Agribusiness Properties was reviewed (effective 1 July 2022), along with technical updates to NZVGP 505 Assessing Rent.

Exposure drafts were issued for ANZVGP 103 Addressing the Concept of Forced Sale, ANZVGP 104 Insurance Assessments, ANZVGP 201 Disclaimer Qualifications and ANZVGP 115 Contamination Issues – Real Property. All of these will be reviewed and re-issued in July 2023.

During the year, our Board members have presented various educational webinars. They have also spoken at schools and universities promoting standards and the valuation and property professions.

We continue to work with the Australian Standards Steering Committee in revising the joint Guidance Papers and issuing guidance where required.

[Read Blue's bio](#)



## Valuers Education & Integrity Foundation (VEIF)

Chair Aidan Young

The VEIF is a Charitable Trust that commissions research and educational material, with a practical application in real property valuation and related matters.

Board members are Phillip Curnow, Tony Culav, Gwendoline Callaghan, Peter Loveridge, Kate Gibson, Benjamin Rotto, and myself as Chairperson. Aimee Martin has recently resigned as a Trustee after more than five years of service. Aimee, we thank you for your contributions and wish you all the best.

2022 was another busy year for the Trustees, with several research projects underway and to be presented during 2023. The papers include: Alternative Ground Rent Determination; Understanding Valuation Quality; Residential Leasehold Valuation Aspects; and an update to the previously published Ground Lease Valuation and Analysis research.

Key priorities for 2023 include identifying future research topics and ongoing funding of the Foundation. The Trustees are proud to be expanding valuers' knowledge base by way of research. We strongly encourage all valuers, and those interested, to share their ideas about research with VEIF.

To keep up to date with VEIF, subscribe to our newsletter via [www.veif.org.nz](http://www.veif.org.nz). If you are a Registered Valuer and keen to contribute as a Board member, I invite you to contact me directly.

[Read Aidan's bio](#)

# MEMBERSHIP



## 1,758

TOTAL PINZ  
MEMBERSHIP  
FOR 2022



## 1,213

TOTAL NZIV  
MEMBERSHIP  
FOR 2022



## 105

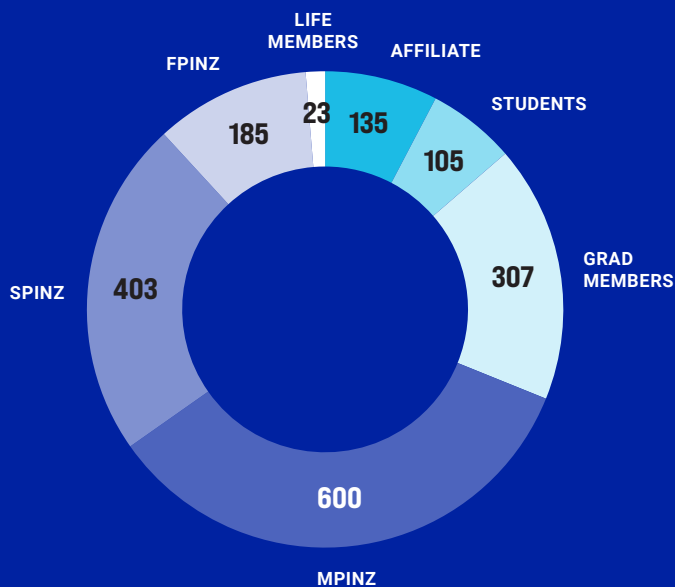
STUDENT MEMBERS



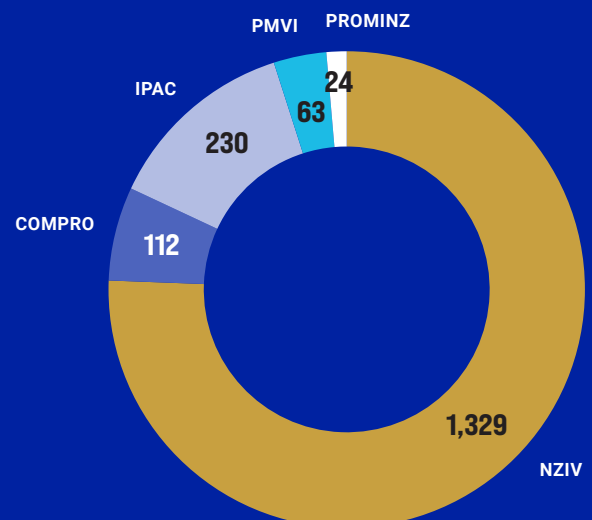
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GRADUATE  
MEMBERS

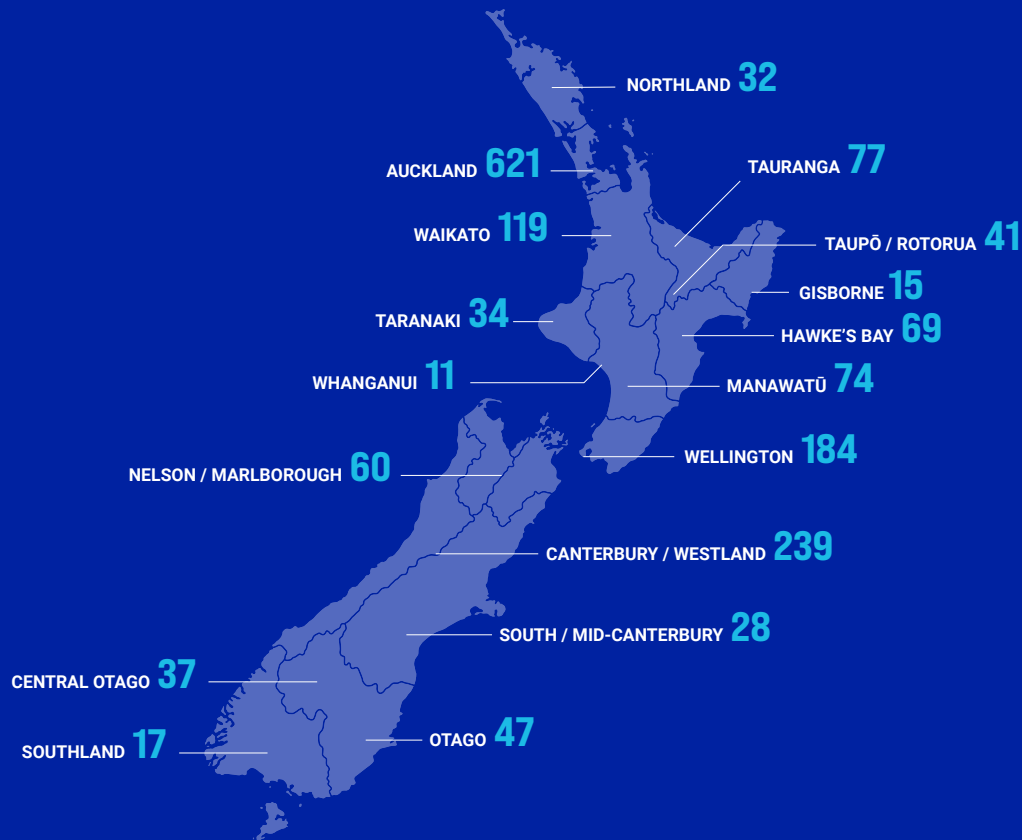
## BY MEMBERSHIP TYPE



## BY PROFESSIONAL COMMUNITY



## NEW ZEALAND MEMBERSHIP



## MEMBERS AROUND THE WORLD





# INDEPENDENT AUDITOR'S REPORT



## To the Members of the Property Institute of New Zealand Incorporated

### Opinion

We have audited the accompanying performance report of the Property Institute of New Zealand Incorporated on pages 15 to 24, and pages 26 to 33 which comprises the entity information, the statement of service performance, the statement of financial performance and statement of cash flows for the year ended 31 December 2022, the statement of financial position as at 31 December 2022, and the statement of accounting policies and notes to the performance report.

In our opinion:

- a) the reported outcomes and outputs, and quantification of the outputs to the extent practicable, in the statement of service performance are suitable
- b) the accompanying performance report presents fairly, in all material respects:
  - the entity information for the year then ended
  - the service performance for the year then ended, and
  - the financial position of the Property Institute of New Zealand Incorporated as at 31 December 2022, and its financial performance, and cash flows for the year then ended

in accordance with Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) issued by the New Zealand Accounting Standards Board.

### Basis for Opinion

We conducted our audit of the statement of financial performance, statement of financial position, statement of cash flows, statement of accounting policies and notes to the performance report in accordance with International Standards on Auditing (New Zealand) (ISAs (NZ)), and the audit of the entity information and statement of service performance in accordance with the International Standard on Assurance Engagements (New Zealand) ISAE (NZ) 3000 (Revised). Our responsibilities under those standards are further described in the 'Auditor's responsibilities for the audit of the performance report' section of our report.

We are independent of the Property Institute of New Zealand Incorporated in accordance with Professional and Ethical Standard 1 (Revised) 'Code of ethics for assurance practitioners' issued by the New Zealand Auditing and Assurance Standards Board, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other than our capacity as auditor we have no relationship with, or interests in, the Property Institute of New Zealand Incorporated.

### Other matter

The performance report of the Property Institute of New Zealand Incorporated for the year ended 31 December 2021 were audited by another auditor who expressed an unmodified opinion on those statements on 4 May 2022.

### Board's responsibilities for the performance report

The Board are responsible for:

- a) Identifying outcomes and outputs, and quantifying the outputs to the extent practicable, that are relevant, reliable, comparable and understandable, to report in the statement of service performance
- b) the preparation and fair presentation of the performance report on behalf of the Property Institute of New Zealand Incorporated which comprises:
  - the entity information
  - the statement of service performance, and
  - the statement of financial performance, statement of financial position, statement of cash flows, statement of accounting policies and notes to the performance report in accordance with Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) issued by the New Zealand Accounting Standards Board, and
- c) for such internal control as the Board determine is necessary to enable the preparation of the performance report that is free from material misstatement, whether due to fraud or error.



In preparing the performance report, the Board are responsible on behalf of the Property Institute of New Zealand Incorporated's for assessing the Property Institute of New Zealand Incorporated's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board either intend to liquidate the Property Institute of New Zealand Incorporated or to cease operations, or have no realistic alternative but to do so.

### Auditor's responsibilities for the audit of the performance report

Our objectives are to obtain reasonable assurance about whether the performance report is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (NZ) and ISAE (NZ) 3000 (Revised) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the decisions of users taken on the basis of the performance report.

As part of an audit in accordance with ISAs (NZ) and ISAE (NZ) 3000 (Revised), we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the performance report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Property Institute of New Zealand Incorporated's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.

- Conclude on the appropriateness of the use of the going concern basis of accounting by the Board and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Property Institute of New Zealand Incorporated's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the performance report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Property Institute of New Zealand Incorporated to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the performance report, including the disclosures, and whether the performance report represents the underlying transactions and events in a manner that achieves fair presentation.
- Perform procedures to obtain evidence about and evaluate whether the reported outcomes and outputs, and quantification of the outputs to the extent practicable, are relevant, reliable, comparable and understandable.

We communicate with the Board regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

This report is made solely to the members of the Property Institute of New Zealand Incorporated. Our audit has been undertaken so that we might state to the members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the members, for our audit work, for this report, or for the opinions we have formed.

### Moore Markhams Wellington Audit

Qualified Auditors, Wellington, New Zealand  
27 April 2023

# PERFORMANCE REPORT

## FOR THE YEAR ENDED 31 DECEMBER 2022

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# ENTITY INFORMATION

## Legal Name of Entity

The Property Institute of New Zealand Incorporated

## Entity Type and Legal Basis

The Property Institute of New Zealand Incorporated is an Incorporated Society registered under the Incorporated Societies Act 1908. Incorporation number:1001330.

## The Property Institute of New Zealand Incorporated Strategy and Purpose

After more than two decades of service, The Property Institute of New Zealand leadership set about asking some tough questions about why we exist, who we serve, what we do well, what we don't, and how we can future-proof the organisation, so it remains strong and relevant tomorrow and beyond.

Critical to our identity, these questions were key to helping us define our present and frame our future. Our refocused strategic plan seeks to establish high level principles, values, and aspirations for PINZ as it sets itself the goal of becoming 'The Home of Property Professionals', where our unique blend of members is our focus.

We have identified three main priorities, which are underpinned by high ethical and professional standards – with a programme of delivery that centers on the needs of our members and supports them through their career journey from graduation to retirement.

What became clear as we engaged with members during this process, is the immense professional pride they drew from being part of the Institute. They agreed that as a group we are stronger together, sharing experiences, knowledge, and best-practice. They agreed that our place was one of leadership – where professionalism and raising standards should be at the heart of our mission. The PINZ Strategy was adopted by the Board in July 2021.

2022 has seen the Institute do a comprehensive rules and bylaws review to align with legal compliance. It is expected this will be concluded and a Constitution and supporting policies will be implemented in 2023.

## Values

- Professional Pride – Stronger Together – Raising Standards.

## Purpose

- To deliver excellence in professional services to the members of our unique professional communities for the benefit of New Zealand.

## Aspiration

- To be recognised as the premier property membership organisation synonymous with quality, professionalism, and the highest ethical standing.

## Priority One

### *Providing public confidence*

We are the custodian of public confidence in the property sector, and we will do this by:

1. Upholding professionalism and protecting the New Zealand public through robust ethics and standards.
2. Cultivating a culture of best practice and continuous improvement in everything we do.
3. Being brave and reforming our governance and operational arrangements to deliver a 21st century organisation.

## Priority Two

### *Delivering specialist knowledge*

Our member communities are drawn from the spectrum of property professions across New Zealand, and we will do this by:

1. Consistently delivering excellent services to our communities through our service level agreements.
2. Supporting and promoting the interests of our communities.
3. Developing community-specific tools and resources in partnership.
4. Expanding our professional community network to support like-minded organisations from across the property professions.

# ENTITY INFORMATION

## Priority Three

### *Delivering a lifelong career path*

We support our people from graduation to retirement, and we will do this by:

1. Delivering world-class education opportunities to enable our members to develop the latest knowledge and skills.
2. Recognising the success of our members and providing a clear path for membership progression.
3. Engaging regularly with the membership to understand their needs and where we can improve.

## Entity Structure

The Property Institute of New Zealand Incorporated ("the Institute") is an Incorporated Society focused on being the leading professional body for standards, qualifications, and ethics across all facets of the property professions within New Zealand. The performance report is presented for the year ended 31 December 2022.

The Group is governed by a Board comprising 9 members, an Independent Director and 2 observers.

The members of the governing body are as follow:

- Benjamin Gill (President)
- Luke van den Broek (Immediate Past President)
- Heather Beard (NZIV President)
- Claire Robinson (NZIV Representative)
- Vili Feiloivao (IPAC Chair)
- Helen Brumby (COMPRO Chair)
- Steve Bown (PMVI Chair)
- Boris Babic
- Nicola French
- Donna Hurley (Independent Director)
- Viv Gurrey (PINZ CEO) Observer
- Ben Rotto (Future Leader) Observer

The Group is structured to support its key strategic objectives as follows:

- To be the custodian of public confidence in the property sector
- To deliver specialist knowledge, education, and professional services to our membership
- Support our members to build incredible careers from graduation to retirement.

The Group will do this by delivering against our goals set out in the annual work and implementation plan.

The Board meet 5 times a year and are responsible for best governance practice and the employment of the Chief Executive

## Finance Audit and Risk Management Committee (FARMC)

The FARM Committee's objectives are to assist the PINZ Board and NZIV Council in discharging its responsibilities relative to financial accountability, control frameworks and financial risk management assurance.

FARMC has no executive (decision-making) powers. FARMC is directly responsible and accountable to the PINZ Board for the exercise of its responsibilities. FARMC's role is to review and, if appropriate, endorse management recommendations made to them, either electronically or at regular FARMC meetings. FARMC endorsed recommendations are then presented to the Board and/or Council for approval.

## Main Sources of the Entity's Cash and Resources

The Property Institute of New Zealand Incorporated's primary source of income are:

- Provision of professional services and education to members.
- Membership subscriptions.
- Sponsorship.

### Additional sources of funding include:

- Service Level Agreement with The New Zealand Institute of Valuers.

## Entity's Reliance on Volunteers and Donated Goods or Services

The New Zealand Institute of Valuers does not receive the services of volunteers nor receives any donated goods or services.



# Goals

1. Providing public confidence

2. Delivering specialist knowledge

3. Developing a lifelong career path

1. We are the custodian of public confidence in the property sector, and we will do this by:

Setting consistent direction and strategy that will deliver against our aspiration	🏆
Conducting a formal review of rules and by-laws to ensure relevance and currency in all we do	🏆
Applying best practise standards and ethics across all professional communities supported by an effective structure to do so	🏆
Delivering excellence in best practise governance	🏆
Making continuous improvement a priority in all we do	🏆

2. Delivering specialist knowledge and we will do this by:

Striving for excellence in the delivery of professional services, education, and support in line with Professional Community Service Level Agreements	🏆
Building, continuously improving and maintaining a digitised Branch Resource Hub	🏆
Conducting a robust review of the membership services system and associated database in line with the financial management system and audit recommendations	🏆
Providing end to end membership services through the Membership Services Secretariat	🏆
Building an appropriate acquisitive growth strategy	🏆
Building capability and capacity in marketing, communications, and partnerships	🏆
Creating community specific web pages through a dedicated web portal that provide an on-line tool for our professionals to access community specific information	🏆

3. We support our people from graduation to retirement and we will do this by:

Delivering a stimulating, relevant and current education calendar tailored to each professional community's unique requirements	🏆
Executing the annual National Property Conference in line with membership feedback	🏆
Weaving an inclusion narrative across all aspects of operational activity and governance strategy	🏆
Reviewing membership pathways in consideration of professional community objectives	🏆
Building relevant and current membership recognition programmes to effectively recognise all levels of membership	🏆
Reviewing and developing an effective membership satisfaction and needs survey	🏆
Actively building strong, robust, and meaningful Branch engagement	🏆
Developing and monitoring key stakeholder engagement	🏆

# STATEMENT OF SERVICE PERFORMANCE

## Description of Entity's Outcomes

### 1. Membership

- Delivery of end-to-end membership services through a dedicated Membership Secretariat.
- Building relevant and current membership benefits through a process of continuous improvement and a focus on putting members first in all we do.
- Building sponsorship revenue to support the cost of membership services.
- Developing membership pathways from graduation to retirement.

Members of PINZ and NZIV can indicate one or more Professional Communities that they identify with. This may not necessarily be aligned with their PINZ or NZIV membership as the member may be part of one Institute but be working in a different property profession and choose to have that profession as their primary Professional Community.

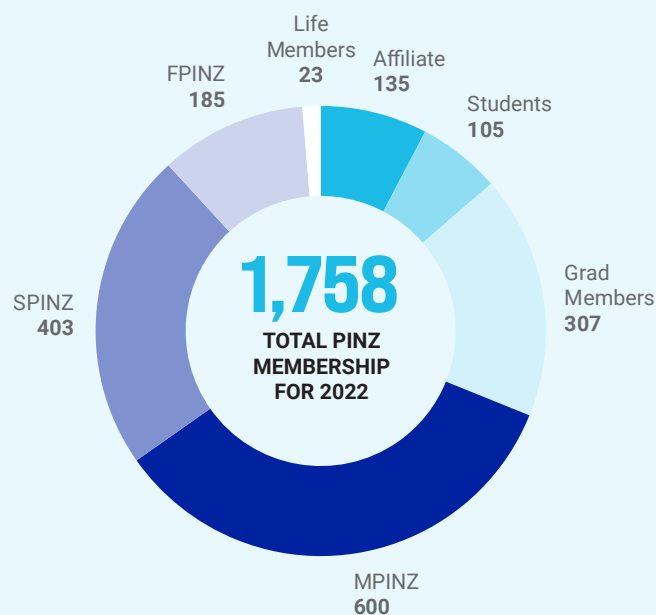
### 2. Governance

- Delivering excellence in best practice through a robust governance and selection process and consistent upskilling. Professional development for the PINZ Board is conducted annually.
- Provision of an end-to-end Governance Secretariat supporting the PINZ Board, Standards Board, Finance Audit and Risk Management Committee, Professional Conduct Committee and Professional Community Councils.
- Supporting a 17 strong Branch structure nationally through resources and education.
- Negotiation and delivery of the services detailed in the individual Professional Community Service Level Agreements audited regularly in line with the governance and Council meeting schedule.

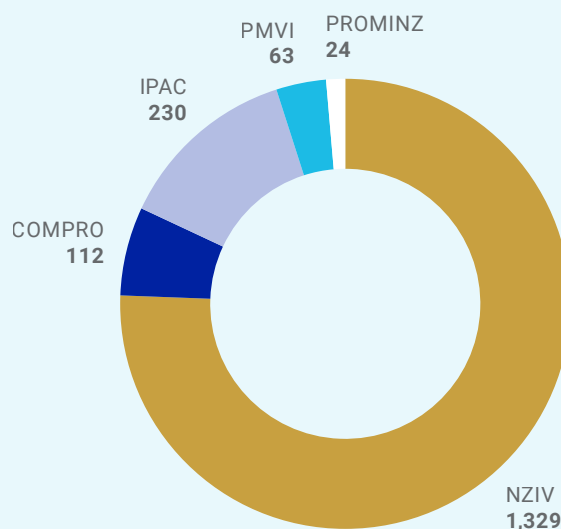
### 3. Continuous Professional Development, Specialist Knowledge, Education and Events

- Delivering a stimulating, relevant, and current education, networking, and events calendar tailored to each Professional Community's unique requirements.
- Delivery of four editions of the Property Professional Magazine.

## MEMBERSHIP BY TYPE



## BY PROFESSIONAL COMMUNITY



# STATEMENT OF SERVICE PERFORMANCE

## Events

**Table 1 Annual Overview**

2022	Total Registrations	Number of Events Held in 2022
Education Learning & CPD Events	5518	78
Networking Events	1548	46
National & Branch AGMs	1722	22
2021	Total Registrations	Number of Events Held in 2021
Education Learning & CPD Events	6838	61
Networking Events	379	15
National & Branch AGMs	1236	22

**Table 2 Annual Break Down**

2022	Total Registrations	Number of Events Held in 2022	Face to Face Events
Live Webinars	3323	33	-
Webinar Recordings	408	-	-
National & Branch Summits	904	5	3
Branch Networking Events	1548	46	46
Branch AGMs	926	19	5
National AGMs	796	3	-
2021	Total Registrations	Number of Events Held in 2021	Face to Face Events
Live Webinars	3667	39	-
Webinar Recordings	1594	-	-
National & Branch Summits	886	7	4
Branch Networking Events	379	15	15
Branch AGMs	812	19	18
National AGMs	408	3	3

## STATEMENT OF SERVICE PERFORMANCE

### National Property Conference

Due to the COVID pandemic the annual National Property Conference changed from a face-to-face event to an online event using a virtual conferencing platform.

The conference theme was "Changing landscapes, moving beyond our bubbles" and explored how economic, environmental, and social forces are changing our physical landscapes and lives. It also explored stepping out from our Covid 'bubbles', domestically and internationally, to get New Zealand's economy humming and on a path to greater prosperity.

The online conference was delivered in two halves with education sessions timed to work in with attendee work and home life. As well as local speakers, the online format enabled international speakers.

The National Property Conference is the biggest event in the PINZ events calendar. Featuring industry experts and influencers, a packed education programme tailored for property professionals, and superb networking opportunities with some of the best in the business.

### 2022 ONLINE CONFERENCE STATISTICS



# 354

ATTENDEES



# 31

SESSIONS



# 39

SPEAKERS



# 16.75

SESSION HOURS

REGISTRATION NOW OPEN

**ONLINE**  
**National Property Conference 2022**  
 Changing landscapes, moving beyond our bubbles

**First half**  
 Wed 15th June – Fri 17th June

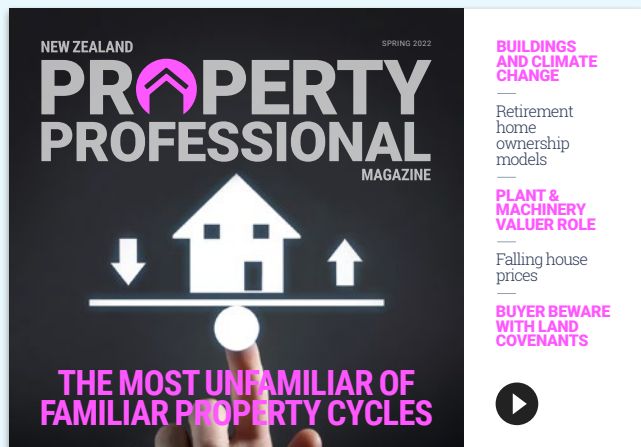
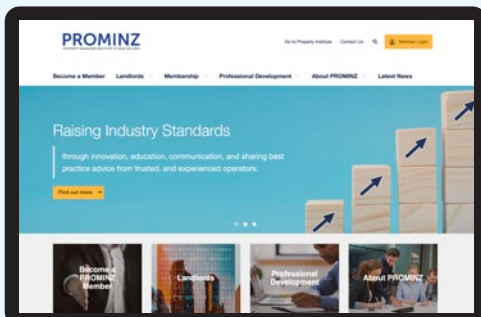
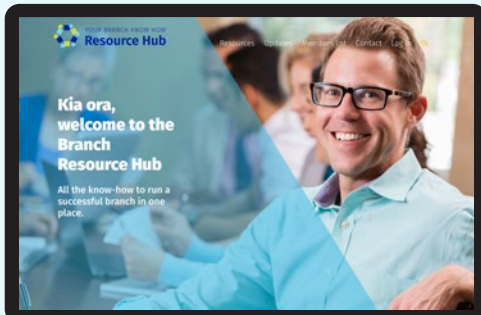
**Second half**  
 Wed 29th June – Fri 1st July

**PROPERTY INSTITUTE**  
The Home of Property Professionals

# STATEMENT OF SERVICE PERFORMANCE

## 4. Branch and Professional Community Support Services

- Development and delivery of the Branch Resource Hub
- Development, building, and maintenance of the Professional Community web portals and resources
- Continuing improvement of our communication channels through publications including the Property Professional Magazine, newsletters, increasing the gravitas and stature of the Institute through advocacy and maintaining high level relationships, improving data collection, research, and production of relevant reports and standards.





# STATEMENT OF COMPREHENSIVE INCOME AND EXPENSE

	Notes	2022	2021
<b>Revenue</b>			
Donations, fundraising and other similar revenue		31,780	55,440
Fees, subscriptions and other revenue from members		444,590	488,231
JBWere Investment – Interest Revenue		6,308	-
JBWere Investment – Dividends Received		10,715	-
JBWere Investment – PIE Distributions		1,472	-
JBWere Investment – Realised Losses		1,031	-
Revenue from providing goods or services	1	1,292,048	1,481,357
Interest, dividends and other investment revenue		11,247	7,788
Other revenue	1	109,535	36,350
<b>Total Revenue</b>		<b>1,908,726</b>	<b>2,069,166</b>
<b>Expenses</b>			
<i>Volunteer and employee related costs</i>			
Wages and salaries		-	93,728
<b>Total Volunteer and employee related costs</b>		<b>-</b>	<b>93,728</b>
<i>Costs related to providing goods or service</i>			
Seminar Expenses		16,254	16,816
Salaries & Wages		1,268,472	1,228,790
Conference		45,420	292,788
Expense			
Holiday Pay Debt		(16,157)	-
JBWere Investment Expenses		7,078	-
Total Expense		(9,079)	
<b>Total Costs related to providing goods or service</b>		<b>1,321,067</b>	<b>1,538,394</b>

# STATEMENT OF COMPREHENSIVE INCOME AND EXPENSE

<i>Other expenses</i>		
Board Expenses	37,701	6,829
National Committee Expenses	12,746	10,517
General Expenses	2 360,026	308,558
Valuers Council Expenses	26,734	20,920
<b>Total Other expenses</b>	<b>437,207</b>	<b>346,823</b>
<b>Total Expenses</b>	<b>1,758,274</b>	<b>1,978,945</b>
Surplus/(Deficit) Before Tax	150,452	90,221
Income Tax Expense	-	-
<b>Surplus/(Deficit) After Tax</b>	<b>150,452</b>	<b>90,221</b>
<i>Other Comprehensive Income and Expense</i>		
Unrealised Losses on Investment	(53,035)	-
<b>Total Comprehensive Income and Expense</b>	<b>(53,035)</b>	<b>-</b>
<b>Comprehensive Surplus/(Deficit) for the year</b>	<b>97,417</b>	<b>90,221</b>

# STATEMENT OF FINANCIAL POSITION

	Notes	2022	2021
<b>Assets</b>			
<i>Current Assets</i>			
Bank accounts and cash		711,902	390,793
Term Deposit		205,025	-
Amounts due from the New Zealand Institute of Valuers		1,550	40,080
Debtors and prepayments		175,990	24,795
<b>Total Current Assets</b>		<b>1,094,467</b>	<b>455,668</b>
<i>Non-Current Assets</i>			
Property, Plant and Equipment	3	15,669	17,597
JBWere Investment		759,413	1,085,653
Intangibles Assets	4	23,862	35,473
<b>Total Non-Current Assets</b>		<b>798,944</b>	<b>1,138,723</b>
<b>Total Assets</b>		<b>1,893,411</b>	<b>1,594,391</b>
<b>Liabilities</b>			
Creditors and accrued expenses		60,597	51,275
Employee Entitlements		87,083	103,239
Subscription revenue in advance		342,607	252,319
Amount due to NZ Institute of Valuers		2,390	2,618
Goods and services tax		79,123	49,591
Non-Current Liabilities		94,764	-
<b>Total Liabilities</b>		<b>666,564</b>	<b>459,042</b>
<b>Total Assets less Total Liabilities (Net Assets)</b>		<b>1,226,847</b>	<b>1,135,349</b>
<b>Accumulated Funds</b>			
Accumulated Surplus	6	1,226,847	1,135,349
<b>Total Accumulated Funds</b>		<b>1,226,847</b>	<b>1,135,349</b>

## APPROVAL OF FINANCIAL REPORT

The Property Institute of New Zealand Incorporated Board are pleased to present the approved financial report including the historical financial statements of Property Institute of NZ for year ended 31 December 2022.

APPROVED

For and behalf of the Board.



**Benjamin Gill**  
*President*

24 April 2023

# STATEMENT OF CASH FLOWS

	2022	2021
<b>Cash Flows from Operating Activities</b>		
Donations, fundraising and other similar receipts	43,030	107,898
Fees, subscriptions and other receipts from members	512,441	556,076
Receipts from providing goods or services	1,285,316	1,481,357
Interest, dividends and other investment receipts	11,247	7,788
Cash receipts from other operating activities	107,487	36,350
GST	13,926	(9,370)
Payments to suppliers and employees	(1,339,753)	(1,322,518)
Cost related to providing goods or services	-	(610,105)
Other Expenses	(429,459)	(346,823)
<b>Net Cash Flows from Operating Activities</b>	<b>204,235</b>	<b>(99,347)</b>
<b>Cash Flows from Investing and Financing Activities</b>		
Receipts from disposal/(purchase) of investments	707,293	(74,457)
Repayment received on loans made to other parties	55,650	
Capital contributed from owners or members	850	
Payments to acquire property, plant and equipment	(3,134)	715
Payments to purchase intangibles	-	(3,385)
Repayments of loans borrowed from other parties	(17,121)	
Repayments of loans Borrowed from other parties	(626,664)	
<b>Net Cash Flows from Investing and Financing Activities</b>	<b>116,874</b>	<b>(77,127)</b>
<b>Net Increase/(Decrease) in Cash</b>	<b>321,109</b>	<b>(176,474)</b>
<b>Bank Accounts and Cash</b>		
Opening cash	390,793	567,267
Net change in cash for period	321,109	(176,474)
Closing cash	711,902	390,793



# STATEMENT OF ACCOUNTING POLICIES

## Basis of Preparation

The Property Institute of NZ has elected to apply PBE SFR-A (NFP) Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) on the basis that it does not have public accountability and has total annual expenses of equal to or less than \$2,000,000 for the last two annual reporting periods. All transactions in the Performance Report are reported using the accrual basis of accounting. The Performance Report is prepared under the assumption that the Property Institute of NZ will continue to operate as a going concern in the foreseeable future.

## Functional and Presentation Currency

The Property Institute of NZ has presented its numbers in NZ\$ all numbers have been rounded to the nearest thousand.

## Revenue

Revenue is accounted for as follows:

### Fees, subscriptions and other revenue from members

Fees and subscriptions received in exchange for monthly access to member's facilities are initially recorded as income in advance and recognised in revenue evenly over the membership period.

Where members purchase specific services (for example, attendance at the coaching and development course), revenue is initially recorded as revenue in advance, and then recognised proportionally on the basis of the value of each session relative to the total value of the purchased services.

Other fees and subscriptions are recorded as revenue when cash is received.

### Grants, donations, fundraising and other similar income

Fundraising and Grant income is accounted for depending on whether or not it has a "use or return" condition attached. Where no use or return conditions are attached, the revenue is recorded as income when the cash is received. Where income includes a use, or return condition, it is initially recorded as a liability on receipt. The income is then subsequently recognised within the Statement of Financial Performance as the performance conditions are met.

## Interest Income

Interest income is recognised on an accruals basis.

## Revenue from providing goods or services

Where members purchase specific services (for example attendance at professional development courses), revenue is initially recorded as revenue in advance, and then recognised proportionally on the basis of the value of the purchased services.

## Event/Conference Income

Entrance fees for functions and events are recorded as revenue when the function or event takes place.

## Other Income

All other income is accounted for on an accruals basis and accounted for in accordance with the substance of the transaction.

## Income Tax

Taxation is provided on the income earned by the Institute on transactions outside of its membership – this Income tax is accounted for using the taxes payable method. The Institute is not liable for tax on its dealing with members as per the Incorporated Societies Act 1908.

## Bank Accounts and Cash

Bank and Cash in the Statement of Cash Flow comprise cash balances and bank balances (including short term deposits) with original maturities of 90 days or less.

## Goods and Services Tax (GST)

All amounts are recorded exclusive of GST, except for Debtors and Creditors which are stated inclusive of GST.

## Debtors

Debtors are carried at estimated realisable value after providing against debts where collection is doubtful.

## Property, plant and equipment

Property, plant and equipment are shown at cost less any accumulated depreciation and impairment losses.

# STATEMENT OF ACCOUNTING POLICIES

## Depreciation

Depreciation is provided on a diminishing value basis on all property, plant and equipment, at rates that will reduce the cost of the assets to their estimated residual values over their useful lives. The depreciation rates and useful lives associated with major classes of assets have been estimated as follows:

Furniture and fittings	20% – 48%
Office Equipment	20% – 48%
Computers	40% – 48%

## Intangible Assets

Intangible assets acquired separately are measured on initial recognition at cost. The cost of intangible assets acquired in a non-exchange transaction is their fair value at the date of the exchange. The cost of intangible assets acquired in a business combination is their fair value at the date of acquisition.

Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and accumulated impairment losses. Internally generated intangibles, excluding capitalised development costs, are not capitalised and the related expenditure is reflected in surplus or deficit in the period in which the expenditure is incurred.

The useful lives of intangible assets are assessed as either finite or indefinite. The Group does not hold any intangible assets that have an indefinite life.

Intangible assets with finite lives are amortised over the useful economic life and assessed for impairment whenever there is an indication that the intangible asset may be impaired.

The amortisation period and the amortisation method for an intangible asset with a finite useful life are reviewed at least at the end of each reporting period. Changes in the expected useful life or the expected pattern of consumption of future economic benefits or service potential embodied in the asset are considered to modify the amortisation period or method, as appropriate, and are treated as changes in accounting estimates.

The amortisation expense on intangible assets with finite lives is recognised in surplus or deficit as the expense category that is consistent with the function of the intangible assets.

The amortisation periods for the Groups assets are as follows:

Website	20%–48%
---------	---------

## Employee Costs

Employee entitlements are measured at undiscounted nominal values based on accrued entitlements at current rates of pay.

These include salaries and wages accrued up to the reporting date and annual leave earned but not taken at reporting date.

The Property Institute of NZ recognises a liability and an expense for bonuses it is contractually obliged to pay, or where a past event has created a constructive obligation.

## Tier 2 PBE Accounting Standards Applied

In line with the requirements of PBE SFR-A (NFP) the Institute has accounted for the following transactions in accordance with PBE IPSAS Tier 2 (NFP):

- accounting for intangible assets in accordance with the requirements in PBE IPSAS 31 (NFP) *Intangible Assets (Not-for-profit)*.

## Changes in Accounting Policies

The entity is opting up to PBE IPSAS 29: Financial Instruments: Recognition and Measurement in regard to the JBWere investment portfolio.

There have been no changes in accounting policies during the annual reporting period (2021: Nil) other than noted above.

## Investments

All investments are carried at the current market value as at 31 December 2022. Unrealised gains or losses are recognized in The Statement of Financial Performance for movements in the market value and realised gains or losses when individual investments are sold.

# NOTES TO THE PERFORMANCE REPORT

	2022	2021
<b>1. Analysis of Revenue</b>		
<i>Revenue from providing goods or services</i>		
Annual/Property Summit Conference	168,520	417,329
Publications	28,172	39,446
Service level agreement with The New Zealand Institute of Valuers	852,492	774,273
Seminar Income	242,864	250,309
<b>Total Revenue from providing goods or services</b>	<b>1,292,048</b>	<b>1,481,357</b>
<i>Other revenue</i>		
Branch Revenue	107,487	36,350
Unrealised Gains on Investment	2,048	-
<b>Total Other revenue</b>	<b>109,535</b>	<b>36,350</b>

## NOTES TO THE PERFORMANCE REPORT

	2022	2021
<b>2. Analysis of Expenses</b>		
<i>Other Expenses</i>		
ACC Levy	2,246	2,142
Accountancy & Audit fees	12,816	14,000
Archiving	1,563	2,118
Awards	2,202	3,561
Bank fees	544	557
Branch Other Expenses	95,083	48,820
CEO Expenses	7,417	15,040
Communication	7,587	12,705
Computer Expenses	51,069	47,638
Credit Card Expenses	12,220	13,496
Depreciation Expense	12,638	13,545
Equipment Lease Cost	-	2,471
Insurance	11,259	9,325
International	15,235	9,859
Legal Costs	15,332	13,143
Marketing/Consultancy	11,229	8,208
Premises Costs	39,384	39,780
Membership – Subscription	1,891	1,738
NZ Property Professional Magazine	14,724	21,247
Other Expenses	2,825	4,821
Postage Costs	1,312	627
President Other Costs	979	3,233
Printing & Stationery	5,739	6,118
Staff Expenses	28,756	14,083
Annual Report	5,375	-
Repairs & Maintenance	601	284
<b>Total General Expenses</b>	<b>360,026</b>	<b>308,558</b>

## NOTES TO THE PERFORMANCE REPORT

	2022	2021
<b>3. Property, Plant and Equipment</b>		
<i>Furniture and Fittings</i>		
Furniture and fittings owned	-	11,623
Accumulated depreciation – furniture and fittings owned	-	(11,623)
<b>Total Furniture and Fittings</b>	<b>-</b>	<b>-</b>
<i>Office Equipment</i>		
Office Equipment Owned	8,971	35,944
Accumulated depreciation – Office Equipment	(4,791)	(28,979)
<b>Total Office Equipment</b>	<b>4,180</b>	<b>6,965</b>
<i>Computers</i>		
Owned fixed assets	30,410	219,830
Accumulated depreciation – fixed assets owned	(18,921)	(209,198)
<b>Total Computers</b>	<b>11,489</b>	<b>10,633</b>
<b>Total Property, Plant and Equipment</b>	<b>15,669</b>	<b>17,597</b>
<b>4. Intangible Assets</b>		
Intangible Assets	55,540	172,574
Amortisation – Intangibles	(31,678)	(137,101)
<b>Total Intangible Assets</b>	<b>23,862</b>	<b>35,473</b>
<b>5. Interest in Joint Arrangement</b>		
Land Professionals NZ Limited	\$	Proportion of Interest
2022	-	33.33%
2021	-	33.33%

The Institute has 33.33% interest (400 shares) in Land Professionals NZ Limited which is a joint arrangement with Survey & Spatial NZ and NZ Institute of Primary Industry Management. The purpose of this entity is to manage the lease of Level 3, 69 The Terrace, Wellington.

## NOTES TO THE PERFORMANCE REPORT

	2022	2021
<b>6. Accumulated Funds</b>		
Opening Balance	1,135,475	1,045,128
Capital contributed by owners or members	850	-
Accumulated surpluses or (deficits)	97,417	90,221
Prior Period Adjustment	(6,895)	-
Total Accumulated Funds	1,226,847	1,135,349
<b>Total Accumulated Funds</b>	<b>1,226,847</b>	<b>1,135,349</b>

### 7. Taxation

Tax losses have been carried forward of \$2,598,219 as of the latest tax return filed as at 31/03/2022. (2021 \$2,355,097) and are available to offset against future year's income tax exposure.

### 8. Commitments and contingencies

	2022	2021
<i>Commitments to lease or rent assets</i>		
Future photocopier operating lease payments (36 month lease)	3,957	15,472

There are no capital commitments, contingent liabilities or guarantees as at balance date (2021: Nil)

## NOTES TO THE PERFORMANCE REPORT

	2022	2021
<b>9. Related Parties</b>		
<i>The New Zealand Institute of Valuers</i>		
Service level agreement payment from the New Zealand Institute of Valuers to the Institute	852,492	717,996
NZIV Contribution to the General Secretary and Standard Board Chair Expenses	-	56,277
For the 2022 period the NZIV Contribution to the General Secretary and Standard Board Chairs Expenses are included in service level agreement.		
<i>The New Zealand Institute of Valuers</i>		
Accounts Receivable	1,549	40,079
Accounts Payable	2,390	2,617

The Institute has a related party relationship with the New Zealand Institute of Valuers due to the two entities having some common Board members of governance. Despite similarities in operations and governance The Property Institute of New Zealand Incorporated does not exercise control over the New Zealand Institute of Valuers and therefore does not consolidate their results in the consolidated performance report.

All Board members, with the exception of the independent director, are members of The Property Institute of New Zealand Incorporated.

### 10. COVID – 19 Impact

As Covid risks diminishes with time the Risk Plan is kept in place to deal with any other eventualities that may occur to manage the Institutes resourcing risk and is also supported by a Risk Management Register.

### 11. Events After the Balance Date

There were no other significant events after the balance date requiring disclosure or adjustment to this performance report.

2021: on 8th April 2021, The Property Institute of New Zealand Incorporated Board has resolved voluntarily to repay the wage subsidy funds received in 2020 as part of the government wage subsidy scheme. The wage subsidy received in 2020 was refunded on 30 April 2021 as directed by The Property Institute of New Zealand Incorporated Board.



# INDEPENDENT AUDITOR'S REPORT



## To the Members of The New Zealand Institute of Valuers

### Opinion

We have audited the accompanying performance report of The New Zealand Institute of Valuers on pages 37 to 43, and pages 45 to 50 which comprises the entity information, the statement of service performance, the statement of financial performance and statement of cash flows for the year ended 31 December 2022, the statement of financial position as at 31 December 2022, and the statement of accounting policies and notes to the performance report.

In our opinion:

- a) the reported outcomes and outputs, and quantification of the outputs to the extent practicable, in the statement of service performance are suitable
- b) the accompanying performance report presents fairly, in all material respects:
  - the entity information for the year then ended
  - the service performance for the year then ended, and
  - the financial position of The New Zealand Institute of Valuers as at 31 December 2022, and its financial performance, and cash flows for the year then ended

in accordance with Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) issued by the New Zealand Accounting Standards Board.

### Basis for Opinion

We conducted our audit of the statement of financial performance, statement of financial position, statement of cash flows, statement of accounting policies and notes to the performance report in accordance with International Standards on Auditing (New Zealand) (ISAs (NZ)), and the audit of the entity information and statement of service performance in accordance with the International Standard on Assurance Engagements (New Zealand) ISAE (NZ) 3000 (Revised). Our responsibilities under those standards are further described in the 'Auditor's responsibilities for the audit of the performance report' section of our report.

We are independent of The New Zealand Institute of Valuers in accordance with Professional and Ethical Standard 1 (Revised) 'Code of ethics for assurance practitioners' issued by the New Zealand Auditing and Assurance Standards Board, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other than our capacity as auditor we have no relationship with, or interests in, The New Zealand Institute of Valuers.

### Other matter

The performance report of The New Zealand Institute of Valuers for the year ended 31 December 2021 was audited by another auditor who expressed an unmodified opinion on those statements on 4 May 2022.

### Council's responsibilities for the performance report

The Council are responsible for:

- a) Identifying outcomes and outputs, and quantifying the outputs to the extent practicable, that are relevant, reliable, comparable and understandable, to report in the statement of service performance
- b) the preparation and fair presentation of the performance report on behalf of The New Zealand Institute of Valuers which comprises:
  - the entity information
  - the statement of service performance, and
  - the statement of financial performance, statement of financial position, statement of cash flows, statement of accounting policies and notes to the performance report in accordance with Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) issued by the New Zealand Accounting Standards Board, and
- c) for such internal control as the Council determine is necessary to enable the preparation of the performance report that is free from material misstatement, whether due to fraud or error.



In preparing the performance report, the Council are responsible on behalf of The New Zealand Institute of Valuers for assessing The New Zealand Institute of Valuers' ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Council either intend to liquidate The New Zealand Institute of Valuers or to cease operations, or have no realistic alternative but to do so.

### Auditor's responsibilities for the audit of the performance report

Our objectives are to obtain reasonable assurance about whether the performance report is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (NZ) and ISAE (NZ) 3000 (Revised) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the decisions of users taken on the basis of the performance report.

As part of an audit in accordance with ISAs (NZ) and ISAE (NZ) 3000 (Revised), we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the performance report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of The New Zealand Institute of Valuers' internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.

- Conclude on the appropriateness of the use of the going concern basis of accounting by the Council and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on The New Zealand Institute of Valuers' ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the performance report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause The New Zealand Institute of Valuers to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the performance report, including the disclosures, and whether the performance report represents the underlying transactions and events in a manner that achieves fair presentation.
- Perform procedures to obtain evidence about and evaluate whether the reported outcomes and outputs, and quantification of the outputs to the extent practicable, are relevant, reliable, comparable and understandable.

We communicate with the Council regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

This report is made solely to the members of The New Zealand Institute of Valuers. Our audit has been undertaken so that we might state to the members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the members, for our audit work, for this report, or for the opinions we have formed.

**Moore Markhams Wellington Audit**  
Qualified Auditors, Wellington, New Zealand  
27 April 2023

# PERFORMANCE REPORT

## FOR THE YEAR ENDED 31 DECEMBER 2022

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# ENTITY INFORMATION

## Legal Name of Entity

The New Zealand Institute of Valuers

## Entity Type and Legal Basis

The New Zealand Institute of Valuers is a body corporate constituted under the Valuers Act 1948.

## The New Zealand Institute of Valuers Purpose

The New Zealand Institute of Valuers (NZIV) is made up of members who are the authority on real property valuation advice, and is tasked with performing functions and duties as set out by the Valuers Act 1948. This includes promoting ethical conduct, preserving the status of its members generally, providing opportunities for the acquisition and communication of valuation knowledge, considering and suggesting amendment to the law, providing a means of amicable settlement of professional differences and protecting and promoting the interest of valuers and the interest of the public in relation to valuations of land and related subjects.

## Entity Structure

The NZIV engages the Property Institute of New Zealand (PINZ) to perform professional administration and management support services on its behalf, to execute the strategies and responsibilities of NZIV.

PINZ is an organisation that supports a number of groups ('communities') who lead their respective professions within the property industry. The goal of PINZ is to elevate the standing of its community groups within the property profession and to ensure the goal and strategies of each community are achieved. NZIV is one of those groups/communities.

The Institute is governed by a Council. The members of the governing body are as follows:

- Heather Beard (President)
- Matt Snelgrove (Vice President)
- Rob Boyd (Second Vice President)
- Phil White
- Blue Hancock
- Hayden Doody
- Brad Sworn

- Peter Ward
- Andrew White
- Neill Sullivan (Valuer General)
- Jessica Allen (Future Leader)
- Jeff Alexander (Observer)
- Gary Garner – NZIV General Secretary
- Rebecca van Etten – PINZ Chief of Staff
- Viv Gurrey – PINZ Chief Executive Officer

Dr Gary Garner was appointed as NZIV General Secretary in April 2021. The role of the General Secretary (GS) in conjunction with the Chief Executive (CEO) and the Chief of Staff (COS) is to deliver against the technical operations of the NZIV strategy.

The NZIV Council will host up to four face to face Council meetings and up to four virtual Council meetings per calendar year.

## The New Zealand Institute of Valuers Strategy

### Marketing

The marketing initiative includes developing and implementing strategies to attract and retain members, while also promoting NZIV to the public and other key stakeholder organisations.

The primary goal is to promote NZIV internally and externally in order to increase membership, promote awareness of the services offered by the membership, and also engagement within NZIV by creating, communicating, delivering, and exchanging offerings that add value to the NZIV membership. This will culminate in greater confidence by both the membership and public at large.

### Future proofing and resilience

To ensure the valuation profession remains an integral part of the financial markets in New Zealand. Future proofing and resilience addresses a need to modernize our profession. The nature and role of automated valuation systems, and VOS, is also covered under this initiative.

### Review of the NZIV Code of Ethics

The Code of Ethics is considered to form the backbone of NZIV and our profession. The Code is being reviewed, and Council has prepared an exposure draft for consideration by the wider membership. This review is considered good governance and largely seen as one involving a modernising process of a Code that has stood the test of time very well for many years.

## ENTITY INFORMATION

### Education to the NZIV membership

The Education initiative is considered by Council to be a critical part of NZIV membership. CPD is critical for the integrity of the profession, and therefore the need for on-going relevant education offerings to the membership at a local and national level.

### The New Zealand Institute of Valuers Vision Statement

*To promote the profession, support our members, maintain the integrity of the profession, and protect the interests of the public.*

The vision statement embeds aspects of section 510 of the Valuers Act. In acknowledging our “profession”, it also implies that The New Zealand Institute of Valuers have a wider responsibility going beyond just the immediate membership, across all involved one way or another in the valuation profession.

The statement captures what the NZIV Council is trying to do at a high level and recognises that NZIV are a statutory body with defined boundaries.

NZIV plays a key role in:

- Driving the Valuation Profession
- Driving the Valuation process
- Growing the Valuation Profession
- Promoting the Valuation Profession (e.g., communicating the wide skill set of Valuers)

*“What we do is value, but what we actually provide is advice.”*

### Main Sources of the Entity's Cash and Resources

The New Zealand Institute of Valuers primary source of funding is through receipt of subscription fees. Additional sources of funding include:

- VRB recoveries
- Interest
- Income
- Appointment of Valuers (e.g., as third-party experts)

### Entity's Reliance on Volunteers and Donated Goods or Services

The New Zealand Institute of Valuers does not receive the services of volunteers nor receives any donated goods or services.

# STATEMENT OF SERVICE PERFORMANCE

## Description of Entity's Outcomes

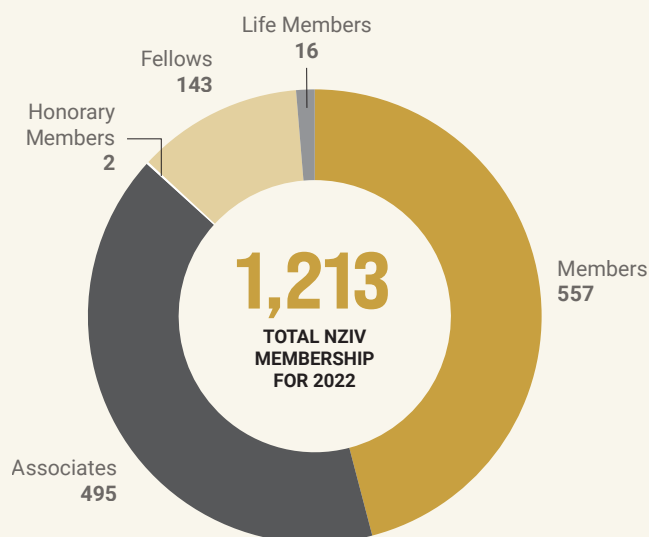
### Governance

- Delivering excellence in best practice through a robust governance and selection process and consistent upskilling.
- Council professional development is conducted annually in conjunction with reviewing and setting the strategy.
- Setting strategic direction and the mechanism for delivery and implementation

### Membership and SLA

- Negotiation, oversight, and auditing of the annual service level agreement between PINZ and the NZIV
- Delivery of professional services, education and support services to members through the SLA mechanism

## MEMBERSHIP



Chris Seagar receives his Life Membership from NZIV Vice President Matt Snelgrove.

# STATEMENT OF SERVICE PERFORMANCE

## The New Zealand Institute of Valuers Sub Committees

Four New Zealand Institute of Valuers Sub Committees have been formed with each one responsible for each of the five major initiatives. A chair is appointed to each sub-committee who reports back to Council on the progress of the initiatives.

1. PROMOTION & GROW THE PROFESSION
2. FUTURE PROOFING AND RESILIENCE
3. CODE OF ETHICS
4. EDUCATION

### Education

The Education Sub Committee have input into building a stimulating, relevant and current education, networking and events calendar tailored to the NZIV unique requirements.

### Objectives

The Institute established a range of Educational Objectives and determined that their achievement should be measured and overseen by the Education Sub – Committee.

### Entity's Outputs

2022	Total Registrations	Number of Events Held in 2022	Face to Face
Annual NZIV AGM	377	1	
Branch NZIV AGMs	676	17	5
NZIV Focused Webinars	2145	14	-
NZIV Focused Summits	863	4	2
NZIV Registrations for the Annual Property Conference	288	1	-
2021	Total Registrations	Number of Events Held in 2021	Face to Face
Annual NZIV AGM	185	1	1
Branch NZIV AGMs	609	17	17
NZIV Focused Webinars	1579	11	-
NZIV Focused Summits	820	4	2
NZIV Registrations for the Annual Property Conference	268	1	1



# STATEMENT OF COMPREHENSIVE INCOME AND EXPENSE

	Notes	2022	2021
<b>Revenue</b>			
Subscription revenue from members		841,868	875,505
Interest, dividends and other investment revenue		4,364	23,043
Share of Profit of Associates	2	47,515	47,393
Other revenue	1	162,131	137,269
Investment Portfolio – Dividends Received		4,246	-
Investment Portfolio – Interest Revenue		2,805	-
Investment Portfolio – Realised Gains		2,277	-
<b>Total Revenue</b>		<b>1,065,206</b>	<b>1,083,210</b>
<b>Expenses</b>			
<i>Costs related to providing goods or services</i>			
Professional practices committee		-	103
Costs related to providing goods or service		-	74,552
Professional practices investigations		146,566	125,269
Service level agreement with the Property Institute of New Zealand	5	852,492	717,996
<b>Total Costs related to providing goods or services</b>		<b>999,058</b>	<b>917,920</b>
<i>Other administration and overhead costs</i>			
Audit and accounting fees		8,765	9,421
General expenses		1,625	2,647
Investment Portfolio – Management Fees/Taxes		3,122	-
Impairment Loss	2	-	47,393
Insurance		5,598	5,090
Presidents Honorarium		40,000	40,000
Legal Fees		27,148	18,375
<b>Total Other administration and overhead costs</b>		<b>86,258</b>	<b>122,926</b>
<b>Total Expenses</b>		<b>1,085,316</b>	<b>1,040,846</b>

(Continues over page)

# STATEMENT OF COMPREHENSIVE INCOME AND EXPENSE

	Notes	2022	2021
<b>Surplus/(Deficit) for the Year</b>		<b>(20,110)</b>	<b>42,364</b>
Income Tax Expense		-	-
<b>Surplus/(Deficit) after Tax</b>		<b>(20,110)</b>	<b>42,364</b>
<i>Other Comprehensive Income and Expense</i>			
Unrealised Losses on investment		(25,410)	-
<b>Total Comprehensive Income and Expense</b>		<b>(25,410)</b>	<b>-</b>
<b>Comprehensive Surplus/(Deficit) for the year</b>		<b>(45,520)</b>	<b>42,364</b>

# STATEMENT OF FINANCIAL POSITION

	Notes	2022	2021
<b>Assets</b>			
<i>Current Assets</i>			
Bank accounts and cash		773,474	1,115,099
Investments		483,380	150,000
Debtors and prepayments		12,853	21,593
Accounts Receivable Membership		241,765	-
<b>Total Current Assets</b>		<b>1,511,472</b>	<b>1,286,692</b>
<i>Fixed Assets</i>			
Shares in Headway Systems		232,859	-
<b>Total Fixed Assets</b>		<b>232,859</b>	<b>-</b>
<b>Total Assets</b>		<b>1,744,331</b>	<b>1,286,692</b>
<b>Liabilities</b>			
Creditors and accrued expenses		26,211	37,237
GST		119,149	80,190
Amounts due to Property Institute of New Zealand		1,549	40,080
Membership Fees in Advance		191,694	-
Education Subsidy 2023		27,086	-
Subscription Revenue in advance		761,842	652,210
<b>Total Liabilities</b>		<b>1,127,531</b>	<b>809,717</b>
<b>Total Assets less Total Liabilities (Net Assets)</b>			
<b>Accumulated Funds</b>		616,800	476,975
Accumulated surpluses or (deficits)	3	616,800	476,975
<b>Total Accumulated Funds</b>		<b>616,800</b>	<b>476,975</b>

## APPROVAL OF FINANCIAL REPORT

The council are pleased to present the approved financial report including the historical financial statements of The New Zealand Institute of Valuers for year ended 31 December 2022.

APPROVED

For and behalf of the Council



**Heather Beard**  
*President*

21 April 2023

# STATEMENT OF CASH FLOWS

	2022	2021
<b>Cash Flows from Operating Activities</b>		
Fees, subscriptions and other receipts from members	930,370	857,880
Receipts from providing goods or services	-	47,392
Interest, dividends and other investment receipts	3,738	21,707
Cash receipts from other operating activities	162,131	123,869
GST	8,857	(8,932)
Payments to suppliers and employees	(1,094,136)	(984,802)
Cash flows from other operating activities	-	(47,393)
<b>Total Cash Flows from Operating Activities</b>	<b>10,960</b>	<b>9,721</b>
<b>Cash Flows from Investing and Financing Activities</b>		
Receipts from sale of investments	300,000	351,753
Payments to purchase investments	(652,585)	(150,000)
<b>Total Cash Flows from Investing and Financing Activities</b>	<b>(352,585)</b>	<b>201,753</b>
<b>Net Increase/(Decrease) in Cash</b>	<b>(341,625)</b>	<b>211,474</b>
<b>Bank Accounts and Cash</b>		
Opening cash	1,115,099	903,625
Net change in cash for period	(341,625)	211,474
Closing cash	773,474	1,115,099

# STATEMENT OF ACCOUNTING POLICIES

## Basis of Preparation

The institute has elected to apply PBE SFR-A (NFP) Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) on the basis that it does not have public accountability and has total annual expenses equal to or less than \$2,000,000. All transactions in the Performance Report are reported using the accrual basis of accounting. The Performance Report is prepared under the assumption that the entity will continue to operate in the foreseeable future.

## Revenue

### Functional and Presentation Currency

The Institute has presented its numbers in NZ\$. All numbers have been rounded to the nearest thousand.

Revenue is accounted for as follows:

### Subscription revenue

Subscriptions received in exchange for monthly access to member's facilities are initially recorded as revenue in advance and recognised in revenue evenly over the membership period.

Where members purchase specific services (for example, attendance at the coaching and development course), revenue is initially recorded as revenue in advance, and then recognised proportionally on the basis of the value of each session relative to the total value of the purchased services.

Other fees and subscriptions are recorded as revenue when cash is received.

### Interest revenue

Interest revenue is recognised on an accruals basis.

### Other revenue

All other revenue is accounted for on an accruals basis and accounted for in accordance with the substance of the transaction.

## Investment in Associate

The Institute's investment in its associates is accounted for using the equity method of accounting in the performance report.

Under the equity method, an investment in an associate is initially recognised in the statement of financial position at cost. The carrying amount of the investment is adjusted to recognise post-acquisition changes in the Institute's share of net assets of the associates. Goodwill relating to an associate is included in the carrying amount of the investment and is not amortised.

The Institute's share of an associate's surplus or deficit is recognised in the statement of financial performance. The cumulative movements are adjusted against the carrying amount of the investment. Unrealised gains and losses resulting from transactions between the Institute and the associate are eliminated to the extent of the Institute's interest in the associate.

The share of surplus or deficit of associates is shown on the face of the statement of financial performance. This is the surplus attributable to equity holders of the associate and therefore is surplus after tax and minority interests in the controlled entities of the associates.

After application of the equity method, the Institute determines whether it is necessary to recognise an impairment loss on the Institute's investment in its associate. The Institute determines at each reporting date whether there is any objective evidence that the investment in the associate is impaired. If this is the case the Institute calculates the amount of impairment as the difference between the recoverable amount of the associate and its carrying value and recognises the amount in the "share of surplus of an associate" in the statement of financial performance. Goodwill included in the carrying amount of the investment in associate is not tested for impairment separately; rather the entire carrying amount of the investment is tested as a single asset.

When the Institute's share of losses in an associate equal or exceeds its interest in the associate, including any unsecured long-term receivables and loans, the Institute does not recognise further losses, unless it has incurred obligations or made payments on behalf of the associate.

The financial statements of the associate are prepared for the same reporting period as the Institute. When necessary, adjustments are made to bring the accounting policies in line with those of the Institute.

# STATEMENT OF ACCOUNTING POLICIES

## Income Tax

Taxation is provided on the income earned by the Institute on transactions outside of its membership – this Income tax is accounted for using the taxes payable method. The Institute is not liable for tax on its dealing with members.

## Bank Accounts and Cash

Bank and Cash in the Statement of Cash Flows comprise cash balances and bank balances (including short term deposits) with original maturities of 90 days or less.

## Goods and Services Tax (GST)

All amounts are recorded exclusive of GST, except for Debtors and Creditors which are stated inclusive of GST.

## Debtors

Debtors are carried at estimated realisable value after providing against debts where collection is doubtful.

## Tier 2 PBE Accounting Standards Applied

In line with the requirements of PBE SFR-A (NFP) the Institute has accounted for its interest in associate in accordance with the requirements in PBE IPSAS 36 Investments in Associates and joint ventures

## Changes in Accounting Policies

There have been no changes in accounting policies during the annual reporting period (2021: Nil) other than noted above in relation to investment in associate.

The entity is opting up to PBE IPSAS: Financial Instruments: Recognition and Measurement in regard to the JBWere investment Portfolio.

## Investments

All investments are carried at the current market value as at 31 December 2022. Unrealised gains or losses are recognized in the Statement of Comprehensive Income and Expense for movements in the market value and realized gains or losses when individual investment are sold



# NOTES TO THE PERFORMANCE REPORT

	2022	2021
<b>1. Analysis of Revenue</b>		
<i>Other revenue</i>		
Accrued Income (Unrealised Gain on Investment)	627	-
Sundry Revenue	14,938	12,000
VRB Recoveries	146,566	125,269
<b>Total Other revenue</b>	<b>162,131</b>	<b>137,269</b>

## 2. Investment in Associate

The shareholding in Headway Systems Ltd is 267,647 shares, equity to 50% of the company shares.

	2022	2021
<b>Headway Systems Ltd</b>		
Opening Balance of Investment	205,344	157,951
Correction to opening balance	(20,000)	-
Share in profits for FY 2022	47,515	47,393
Closing balance of Investment	232,859	205,344
<i>Accumulated Impairment Losses</i>		
Opening Balance	(205,344)	(157,951)
Correction to opening balance	205,344	(47,393)
Impairment Losses	-	(205,344)
<b>Carrying Value</b>	<b>232,859</b>	<b>(205,344)</b>

The investment in Headway Systems. A prior period correction has been made in the current financial year to record the investment in line with the equity method in accordance with PBE IPSAS 36.

The associate had no contingent liabilities or capital commitments as at 31 December 2022.

The Institute has not provided any guarantees in relation to its interests in the associate (2021:nil)

# NOTES TO THE PERFORMANCE REPORT

	2022	2021
<b>3. Accumulated Funds</b>		
<i>Accumulated Funds</i>		
Opening Balance	476,975	434,610
Accumulated surpluses or (deficits)	(45,520)	42,364
Investment in Associated – Headway Systems	185,345	-
Total Accumulated Funds	616,800	476,975
<b>Total Accumulated Funds</b>	<b>616,800</b>	<b>476,975</b>

## 4. Commitments and contingencies

There are no capital commitments, contingent liabilities or guarantees as at balance date (2021: Nil)

	2022	2021
<b>5. Related Party Transactions</b>		
<i>Property Institute of New Zealand Inc.</i>		
Service level agreement payment from the Institute to PINZ	852,492	717,996
NZIV Contribution to the General Secretary and Standard Board Chair Expenses		56,277
For the 2022 period the NZIV Contribution to the General Secretary and Standard Board Chairs Expenses are included in Service Level Agreement		
<i>Property Institute of New Zealand Inc.</i>		
Accounts Receivable	2,390	2,617
Accounts Payable	1,549	40,079

The Institute has a related party relationship with the Property Institute of New Zealand Inc. due to the two entities having largely the same management and some members of governance. Despite similarities in operations and governance The Property Institute of New Zealand Incorporated does not exercise control over The New Zealand Institute of Valuers and therefore does not consolidate their results in the performance report.

The Institute has a 50% interest in an associated company Headway Systems Ltd. Refer to note 2 for details of the investment in associate.

# NOTES TO THE PERFORMANCE REPORT

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## 6. Taxation

Tax losses have been carried forward of \$235,537 as of the latest tax return filed as at 31/03/2022. (2021 \$252,277) and are available to offset against future year's income tax exposure.

## 7. COVID-19 Impact

As Covid risks diminishes with time the Risk Plan is kept in place to deal with any other eventualities that may occur to manage the Institutes resourcing risk and is also supported by a Risk Management Register.

## 8. Events After the Balance Date

There were no other significant events after balance date requiring disclosure or adjustment in the financial statements (2021:Nil)

# LIFE MEMBERS

## Current Life Members of PINZ and/or NZIV as at 31 December 2022

M R Mander QSO <i>(Deceased Jan 2023)</i>	NZIV	1985
E E Harris	PINZ	1991
R P Young	NZIV & PINZ	1993
R L Jefferies	NZIV & PINZ	1997
G J Horsley MNZM	NZIV & PINZ	1998
M R Hanna	NZIV	2002
R V Thompson	PINZ	2002
J P Larmer	NZIV & PINZ	2003
A J Robertson	PINZ	2004
M E L Gamby	NZIV & PINZ	2005
D J Armstrong	NZIV & PINZ	2009
R Hargreaves	NZIV & PINZ	2012
P J Mahoney	NZIV & PINZ	2013
P P Keane	PINZ	2013
G Callaghan	NZIV & PINZ	2014
A Beverley	PINZ	2015
K G Stevenson QSM	NZIV & PINZ	2015
M Steur	PINZ	2016
K E Parker	NZIV & PINZ	2017
L Freeman	PINZ	2017
J Cameron	PINZ	2018
C N Stanley	NZIV & PINZ	2019
D Keys	PINZ	2020
P Curnow	PINZ & NZIV	2021
C N Seagar	PINZ & NZIV	2022



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