

# **C**ontents

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# Scheme Director's report

It has been an exciting year with increased membership numbers, positive member satisfaction survey results and more members seeing the benefits of complying with the requirements to inform their customers of their complaints and dispute resolution processes.

Significantly, FairWay Resolution Limited (FairWay) took over ownership of Financial Dispute Resolution (FDR) from the government when it decided to disestablish the reserve scheme at 30 June 2014.

We are proud to report that with the exception of one area beyond our control, we achieved all key performance indicators set for us by the government to operate the reserve scheme.

For the year end 30 June 2014, membership numbers increased by 3% to 1,751, despite significant terminations throughout the year as members either chose to discontinue, or were deemed to no longer be providing a financial service in New Zealand. Almost 100% of reserve scheme members transferred to the approved scheme, reflecting the annual satisfaction survey results that showed a 91% satisfaction rating and a net promoter score of +20.

The overall enquiry level was slightly up on previous year with 6,364 contacts. Most of this enquiry related to membership about new applications, adviser or associated company updates, terminations, reconciliation and billing, and establishing and promoting their internal complaints handling process.

812 contacts related to complaints. 356 of those related to new complaints registered, which was down 32% from an extraordinarily busy last year. 54% or 188 of the new complaints related to providers failing to follow instructions and 17% to the financial service provider's decision. 34% or 117 complaints related to one online investment trading platform, with several finance companies featuring next with combined complaints representing 78 or 22% of all complaints registered.

The scheme resolved 148 disputes. Three were withdrawn and two were found outside jurisdiction. 140 of the disputes resulted in decisions that upheld the complaint. Four new systemic issues were reported to the Financial Markets Authority — a pay day lender and three online forex trading platforms.

Over 50% of the scheme's complaint enquiries registered were from nonresidents complaining about their online foreign exchange trading platform, which is significantly disproportionate to membership numbers. This is a consequence of several factors:

- the complexity of the product and the operating environment
- complex and often inaccessible terms and conditions that indemnify and protect the provider at the expense of the consumer
- complainants are obscured by the promise of high returns "supported by" New Zealand's badge of credibility and are sometimes presented as a guarantee; security of jurisdiction and dispute resolution if things go wrong.

We are now observing a trend by some of these providers to avoid direct relationships with retail investors by working through independent brokers who they would classify as wholesalers, which precludes the need to belong to a dispute resolution scheme.



As we have found over the past three reporting periods, the prevailing underlying issues are due to consumers too readily agreeing to, or failing to understand, terms and conditions. Some financial service providers do not take responsibility for ensuring consumers understand those terms and conditions especially what happens if things go wrong, and disclosure of fees and costs if the contract is changed or terminated early.

While the underlying systemic issue has been about poor disclosure of complex and inaccessible terms and conditions, a general compliance issue is providers inadequately promoting and making accessible their complaints handling process and external disputes resolution scheme. That said, many members have improved – where we now see disclosure and invitations for feedback on the homepage of websites and terms and conditions in more simplistic language.

However consumer awareness of the scheme (and other schemes) does remain unsatisfactorily low and this was affirmed in the review of the Financial Service Providers (Registration and Dispute Resolution) Act 2008 (the Act) undertaken by the Ministry of Business Innovation and Employment (MBIE) in 2013. Subsequently joint initiatives to promote consumer awareness have been set in place with the other dispute resolution schemes.

Operating the reserve scheme for the government has been very rewarding as it has enabled FairWay to innovate a leading edge industry for a consumer dispute resolution scheme which proactively helps providers and consumers resolve issues early through effective complaint handling. We are pleased to report that FairWay has successfully delivered the reserve scheme for the government and financial sector.

Stuart Ayres, Scheme Director

# FairWay Resolution

#### Ownership and governance

FairWay is the trading name for FairWay Resolution Limited, which replaced Dispute Resolution Services Limited in 2013. The company was established in 1999, and on 1 July 2011 became a Crownowned company under Section 4 of the Public Finance Act 1989. Its shareholding ministers are the Minister of Finance and the Minister for ACC. FairWay's board reports to the Ministers through the Ministry of Business, Innovation and Employment. The Chairman of the Board is Peter Blades. Other board members are Anita Chan QC, Tupara Morrison, Daniel Nakhle, Mark Sandelin and Tarun Kanji. FairWay's Chief Executive, Greg Pollock, joined the company in January 2013.

#### **About FairWay**

FairWay's vision is to be the leading conflict management services provider by protecting consumers' rights, assisting people to resolve disputes themselves, and strengthening organisations' reputations by improving their conflict capability. Organisations that invest in building capability for constructive conflict and complaints management reap the

rewards through enhancing their reputation, improved internal and external relationships and customer advocacy, business intelligence, services and products, and improving profitability.

FairWay's services span the full conflict management cycle from prevention to complaints management and dispute resolution. Its triage service provides for end to end case management and customer care to optimise business efficiency and intelligence, and customer satisfaction. Effective complaints management is seen by many organisations as central to their business model.

FairWay is an independent, Crownowned company with around 100 staff and offices in four centres in New Zealand. It handles over 14,000 disputes each year — of all kinds and all levels of complexity, including medical, insurance, family, business to business, rural, financial services, telecommunications and real estate.

FairWay works with organisations that care about their stakeholders' experiences to custom-design and optimise the benefits of effective complaints management and dispute resolution services.

Organisations that have chosen FairWay to partner them include Accident Compensation Corporation, Christchurch Earthquake Recovery Unit, Ministry of Justice (Family Court), Local Government New Zealand (LGNZ), the Real Estate Agents Authority (REAA), Ministry of Business, Innovation and Employment (Consumer Affairs), the Financial Dispute Resolution reserve scheme and the Telecommunications Carriers Forum with the Telecommunications Dispute Resolution scheme.

The scale, multi sector experience and expertise give clients confidence in FairWay's ability to meet their evolving needs in order to deliver superior service to their customers. The business maintains robust privacy policy and procedures, fulfilling a commitment to protecting the privacy of all parties to a dispute. This reflects a thorough understanding of technical and legislative issues that arise in different sectors that use FairWay's services.



# **About Financial Dispute Resolution**

Financial Dispute Resolution (FDR) is an independent dispute resolution scheme that helps consumers and financial service providers resolve disputes as early as possible. The scheme is free for consumers to use. It was the Government's reserve dispute resolution scheme during the 2010-14 period, as defined in the Financial Service Providers (Registration and Dispute Resolution) Act 2008 (the Act) and was owned and managed by Consumer Affairs within the Ministry of Business Innovation and Employment (MBIE). This is the final annual report for the scheme as the Government's reserve scheme.

FDR operates under the Financial Service Providers (Dispute Resolution - Reserve Scheme) Rules 2010 (the Rules), and the Financial Service Providers (Dispute Resolution-Reserve Scheme Fees) Rules 2010.

FairWay was awarded the contract to operate FDR, the reserve scheme which began operating on 1 October 2010. In April 2013, the Minister announced the disestablishment of the reserve scheme which came to pass on 30 June 2014. At the same time the Minister announced that FairWay had been approved as an approved scheme, which meant that reserve scheme members could seamlessly transfer to the approved scheme without cost and hassle, with reserve scheme membership jurisdiction and entitlements conferred.

#### **FDR** team

FDR is resourced to provide effective, efficient, independent, accessible, fair and accountable alternative dispute resolution services for its members and their customers. Because of FairWay's size the resource is scalable to meet fluctuating demands.

The Scheme Director is independent from the jurisdictional process and the Scheme Adjudicator is independent from business aspects. They are supported by a team of Facilitators, Conciliators and Adjudicators who have been specifically trained to manage disputes in the financial services sector.

Full profiles can be found at www.fdr.org.nz

#### Subject matter experts

FDR has an independent panel to call upon when subject matter expert opinion is required by the Scheme Adjudicator. Their full profiles can be found at www.fdr.org.nz



# Responsibilities and process under the reserve scheme rules

Members are bound by the reserve scheme rules. A breach of the rules could mean termination of membership and deregistration as a financial service provider.

One of the primary responsibilities for members under the rules is that they must maintain, promote and make accessible a complaints procedure for their customers and use best endeavours to resolve complaints under those procedures.

#### FDR's responsibility

FDR is responsible for giving general advice to members on the development and maintenance of good complaints procedures and for monitoring and reporting on members' compliance with the rules. Every scheme member was given guidelines to implement and operate an internal complaints process and how to access and work with the external scheme FDR's dispute resolution process.

The guidelines given to members are based on international standards AS ISO 10002 "Guidelines for complaint handling in organisations". All members have been surveyed as to whether they operate and disclose a complaints process and many have been called upon to produce evidence and offered training where agreed.

A full copy of the reserve scheme rules can be found at www.fdr.org.nz

#### FDR's process

FDR's dispute process is based on the AS ISO 10002 "Guidelines for complaint handling in organisations"; and the principles of the Australian Benchmarks for Industry Based Customer Dispute Resolution Schemes accessibility, effectiveness, efficiency, independence, fairness, accountability, and the methodologies of dispute resolution.

FDR cannot consider complaints within jurisdiction unless the complainant has first made the complaint to the member's internal complaints procedure. However we recommend complainants contact FDR in the first instance so that we can ensure accessibility to the member's internal complaints procedure, monitor for systemic issues and complainant satisfaction and accessibility to redress.

Throughout both the internal and external process, FDR assists the parties to reach early resolution in order to try to prevent complaints escalating through to the FDR dispute resolution process. Disputes can be a consequence of poor complaint management and we help members develop best practice complaints management systems and practices so that they are best equipped to resolve complaints to the complainant's satisfaction.

The complaint can be escalated as a dispute to the four-level dispute resolution process if it has not been resolved within the member's complaints procedure. That is, if the complainant is not satisfied with a scheme member's decision or "deadlock" has been reached.

# Scheme activity

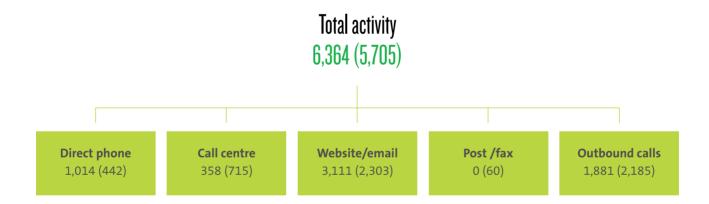
The overall enquiry level increased by 11% over the previous year with a total of 6,364 contacts. Most of this enquiry related to membership – new applications, adviser or associated company updates, terminations, reconciliation and billing, and enquiries about being compliant with the Rules and the Act.

FDR usually measures activity by volume of phone calls and facsimiles but with the increasing use of online communications, we now include that channel when monitoring

and reporting on the activity of our facilitation team. This data, which is over 50% of all enquiry recorded by our Facilitators, does not include the phone calls, emails or personal calls of Scheme Director, nor the 1,832 notifications from the Financial Service Providers Registrar (FSPR).

The total activity equates to 28 contacts (14 contacts per Facilitator) per day, and includes outbound calls to complainants, members, FSPR and other stakeholders.

To ensure inbound telephone calls are answered within the key performance indicators agreed with the Ministry, overloads and out of hours are outsourced to a call centre which answered approximately 26% of the total calls. This is a positive reversal on last year where the call center answered 70% of the total. Responsiveness KPIs at 94% were again well above the 70% benchmark.



#### Type of inbound enquiry

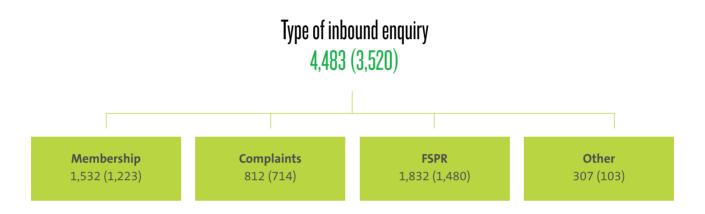
Of the total activity, 4,483 contacts were inbound, of which 88% related to membership. Forty eight per cent were from members or providers enquiring about membership, membership renewal or responding to reviews about their complaints management procedure, reflecting our enquiry to ensure they are compliant and effectively managing conflict.

Forty percent of the enquiries were from FSPR seeking membership verification for annual renewal of registration; advising of notices to terminate membership, and reconciling names and contact details.

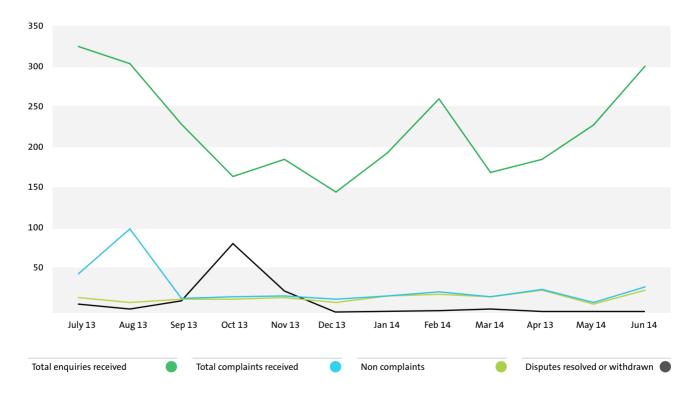
Many providers decided to not renew their registration as they (or one of their associated businesses) were no longer providing a financial service, and many had their

registration terminated by the Registrar as they could not verify that they were providing a financial service from a place of business in New Zealand.

812 contacts related to complaints and 356 of those related to new complaints registered, down 32% from an extraordinarily busy last year.



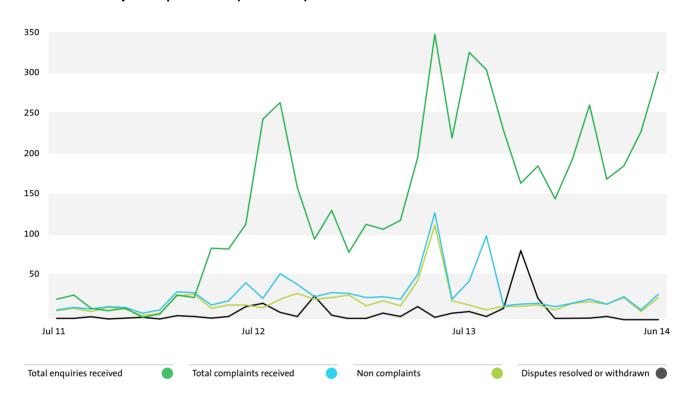
## FDR - Summary of enquiries/complaints/disputes 2013-2014



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Most activity is handling scheme members enquiries about changes to their membership status or managing issues within their complaints handling process. As expected the level of enquiry has increased as the scheme has matured over the past 4 years.

## $FDR-Summary\ of\ enquiries/complaints/disputes\ 2011-2014$



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# **Complaints registered**

#### Overview

'Complaints registered' are all complaints received before considering jurisdiction. They include complaints that have not yet been considered or reached deadlock within a member's internal complaints process; and complaints that, if "deadlocked" may have been subsequently deemed outside jurisdiction because for example, "the provider was not providing a financial service from a place of business within New Zealand". FDR can only decide jurisdiction once escalated to the

FDR process, and not, for example in the case of "provision of service", on membership application. They also include complaints about members of other schemes.

#### The year

There was a 32% decrease in complaints registered on the previous period, which was an extraordinary year of issues relating to one online FX trading platform provider. Two hundred and seventeen complaints were outside jurisdiction, of which 143 were referred back to the

member's complaint handling process. However FDR maintained an oversight on these complaints to ensure the complainant obtained access to the member's complaint handling process, and to enable monitoring for trends and consumer satisfaction. Sixty four of the complaints registered but outside jurisdiction were about members of other dispute resolution schemes and referred to them accordingly. The remaining 136 complaints were within jurisdiction.



**Internal complaints** 143 (280)

Non-member 64 (77)

**Insufficient information** / other 13 (42)

**FDR** disputes process 136 (109)

## **Complaints category**

# Complaints registered 356 (508)

Instructions 188 (261)	-	Failure to follow 188 (249)	-	Delay 0 (7)	-	Incorrectly processed 0 (5)
Transactions 13 (95)	-	Unauthorised 7 (78)	-	Dishonoured 3 (8)	-	Incorrect payment 3 (9)
<b>Decision</b> 58 (36)	-	Claim declined 26 (19)	-	Inappropriate debt collection 11 (8)	-	Other 21 (9)
Advice 10 (0)	-	Failure to provide 5 (0)	-	Incorrect 5 (0)		
<b>Service</b> 29 (39)	-	Poor quality 22 (15)	-	Technical problems 1 (17)	-	Other 6 (7)
Financial Difficulty 24 (24)	-	Default notice 3 (6)	-	Failure to respond to request 11 (9)	-	Other 10 (9)
<b>Charges</b> 7 (17)	-	Incorrect charges 7 (17)				
<b>Disclosure</b> 8 (0)	-	Misleading 4 (0)	-  -	Insufficient 4 (0)		
<b>Other</b> 19 (36)						

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#### The year

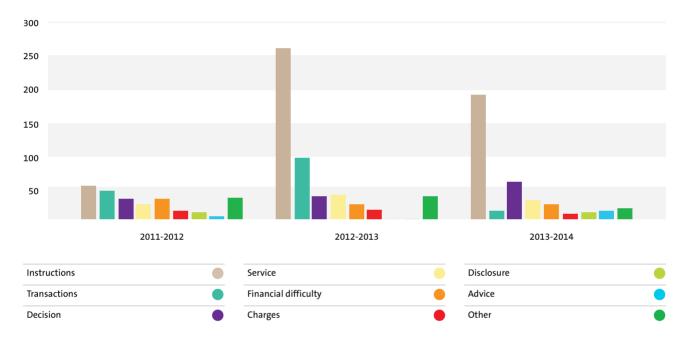
As was the case last year, most complaints related to issues with online forex, commodity or investment platforms.

# Failure to follow instructions (188 / 53%)

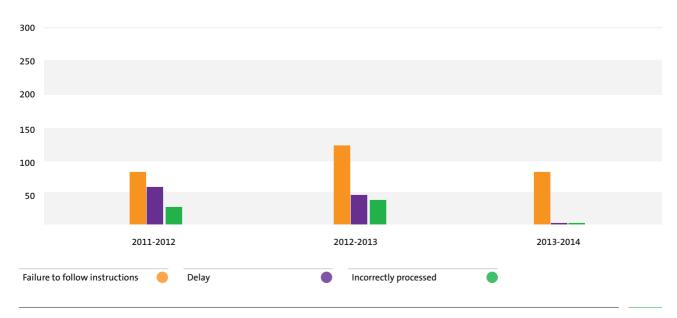
One hundred and eighty eight of the 356 complaints registered in the year alleged that providers failed to follow instructions.

Two thirds of those (117) related to Goodsense Investments Limited, where the (non-resident) complainants alleged they had not received the refund of the balance from their investment account. The member claimed it was endeavouring to trace the brokers to seek compensation for clients, as it had remitted investor funds through European clearing houses. The member subsequently deregistered from the FSPR and terminated membership of the scheme. To our knowledge investors have yet to receive their money.

## **Complaint categories**



#### **Instructions**



#### **Decisions (58 / 16%)**

Fifty eight decisions related to the providers' decisions and almost half, or 26 of these were insurance claims declined.

Eleven of these complaints were about insurance company decisions to decline claims for a lost mobile phone. One of these complaints escalated to adjudication and was not upheld. None of the remaining complaints escalated beyond the internal complaints process as either the insurance company resolved the issue with the insured or the complainant withdrew their complaint when we sought additional evidence or reality tested with them. It became apparent the

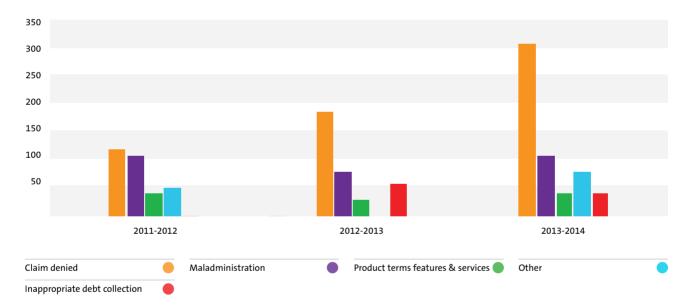
individuals concerned were within a particular cohort of non-residents who would "lose" the phone, make a claim against the insurance policy, and we believe send the phone to their home country before themselves returning.

The insurer would decline the claim on the basis that the phone was not kept in their possession at all times. The insured would then complain to FDR. A systemic issue was developing where the member was not verifying employment information required to obtain no deposit finance – where insurance is required. The retailer has since enhanced their process to check the credentials and proof of employment of applicants.

The only other complaint to escalate to a dispute was withdrawn when the complainant realised – when exchanging information at Facilitation – that they had no case against the insurance company.

A further 11 consumers complained that their finance company or lender acted inappropriately when enforcing recovery of their debt. Four were outside jurisdiction, whilst all but one was resolved between the parties. The only one that escalated to the disputes process in the latter part of the year remains subject to an adjudicated decision as parties are bitterly divided over an action under a mortgage security.

#### **Decisions**



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### Advice (10 / 3%)

Only ten of the total related to failure to provide advice or inappropriate advice given. Four were outside jurisdiction altogether and four were resolved within the members internal complaints handling process.

The remaining three of these complaints alleged inappropriate advice to invest in a company which subsequently went into liquidation

and escalated to adjudication. However these were not upheld as the member provided evidence of advice and the complainants could not provide sufficient evidence supporting their claim.

### **Advice**

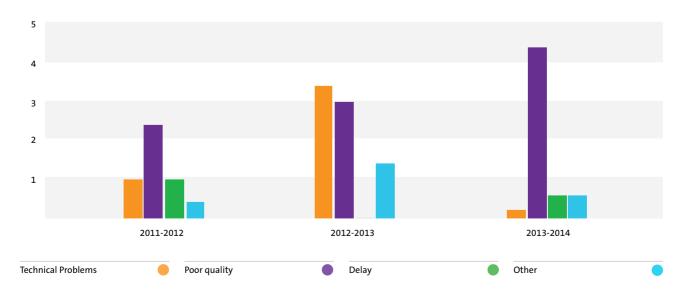


### Service (29 / 8%)

Twenty one of the 29 complaints related to poor service by finance companies or pay day lenders. All

were resolved by the members concerned. One of the 29 complaints escalated to a dispute and was settled by the parties through a Facilitator assisted process. The complainant was concerned that the provider had a conflict of interest using information to its advantage.

### Service

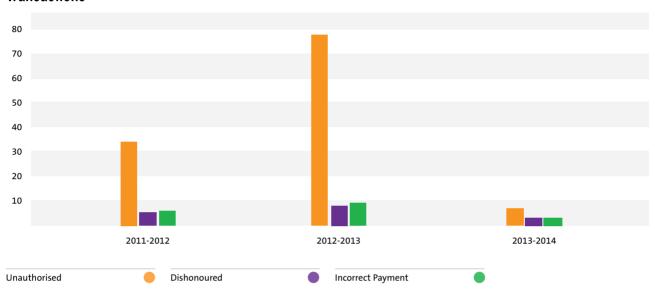


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# Unauthorised transactions (13 / 4%)

It is pleasing to note a 90% drop in unauthorised transactions from an extraordinary number last year which related to one member who, it would seem, fraudulently sequestered investors' funds.

## **Transactions**

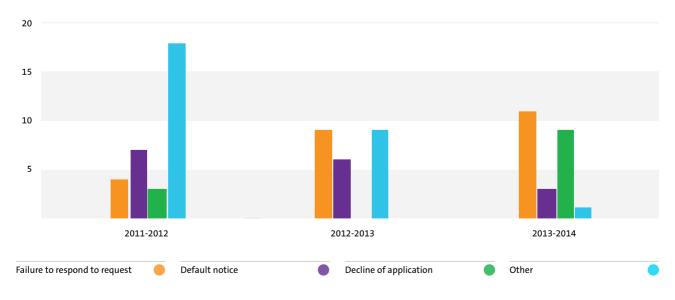


## Financial difficulty (24 / 7%)

Not as many complaints as one would expect, yet no cause for

complacency as we need to continue efforts to raise awareness of complaints and financial literacy among the vulnerable groups.

## **Financial Difficulty**



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## Disclosure (8 / 2%)

Whilst only eight complaints pointed to insufficient or misleading disclosure, many of the complaints, including unauthorised transactions, decisions and failure to follow instructions, had their genesis in poor disclosure of the terms and

conditions which we often found to be complex, obscure, full of legalese and hard to find. The complaints process was also hard to find in some disclosure statements. Poor disclosure in one form or another has become the predominant systemic issue.

## Disclosure



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# Who were the complaints about?

We note and categorise all complaints received, including non members. Therefore 290 complaints registered related to members.

As we found last year, 50% of the complaints registered related to online forex and investment trading platforms, all foreign owned. The Goodsense complaints referred back to their internal complaints process towards the end of the previous

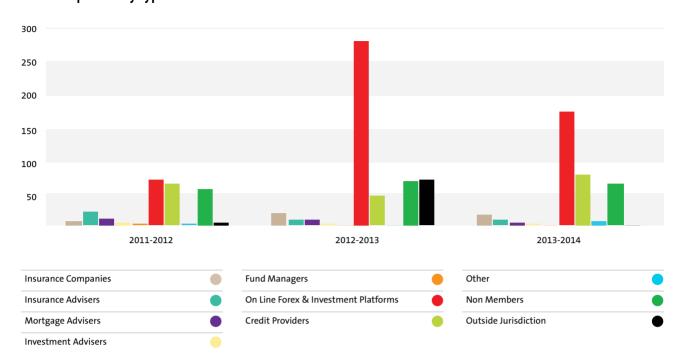
year were unresolved, and therefore escalated for resolution by way of adjudication in this period.

It is not surprising to see a 70% increase in complaints about credit providers, following efforts to raise awareness of the scheme(s) by Consumer Affairs, the dispute resolution schemes and the providers themselves to promote and make accessible their complaints handling process directly to vulnerable groups in our community.

On the other hand complaints about advisers remains disproportionately low compared to their representation in membership numbers. This could be due to advisers providing good advice, good complaint handling practice or a low awareness by their clients of what to do if things go wrong – due to poor disclosure of the complaints process.



## FDR complaints by type



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# Where were the complaints from?

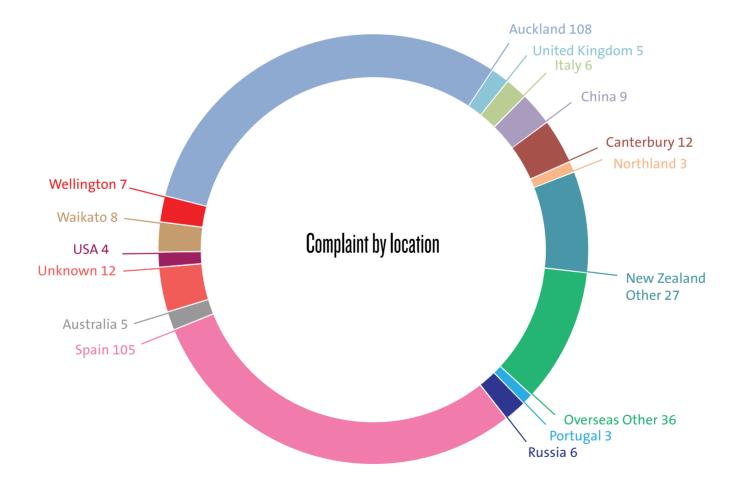
Predictably over 50% of complaints were from overseas non-residents. Most of the online trading platforms exclude New Zealand residents from trading. As reported elsewhere most of these complaints were upheld by the adjudicator, but unfortunately the complainant is not protected by the New Zealand courts to have the order enforced. The non-resident is left to their own devices to recover the order – a somewhat hollow victory. FDR has no ability to enforce orders other than to apply to a New Zealand court or to terminate membership.

This explanation may give an insight as to why these traders exclude New Zealand residents from trading. The regulator has recently become interested in some of these providers using New Zealand's reputation to promote their services to often unsophisticated investors from around the world.

The operators are from offshore origins themselves who have registered as a financial service provider in New Zealand, and are required to belong to a financial dispute resolution scheme. Many have subsequently failed renewal of registration as they could not prove that they were providing a financial service in New Zealand and have had their membership terminated as a result.

FDR cannot make a ruling on "place of business" until it undertakes a jurisdictional check when considering a complaint that has escalated from the member's complaint handling process.

Otherwise, twice as many complaints were received from Auckland residents as from the rest of New Zealand, which roughly equates to the proportion of membership with registered offices based in New Zealand's largest city.



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#### In jurisdiction

FDR can cover disputes from individuals or qualifying groups if they are a "retail client". Disputes must be about the conduct of a financial service provider supplying a financial service from a place of business in New Zealand, and may relate to an alleged breach of a contract, a statutory obligation, an industry body, or any other legal obligation or an unfair practice.

A complaint must be considered by a member first and referred to the reserve scheme after a decision notice or deadlock notice has been given to the complainant by the member, within three months. Compensation claimed must not be more than \$200,000 and the complaint must not relate to a members' general policies and practices or commercial judgments or investment performance.

Two hundred and seventeen or 61% of the complaints registered were outside jurisdiction. One hundred and forty two or 40% were referred

back to the member's formal complaints procedure; 18% related to members of another scheme, with seven providing insufficient information at that point to proceed. The other four were for various reasons.

FDR maintains an overview of the complaints referred back to the member's complaints procedure to ensure complainants get access to redress of their issue with the member and are therefore included in statistics.

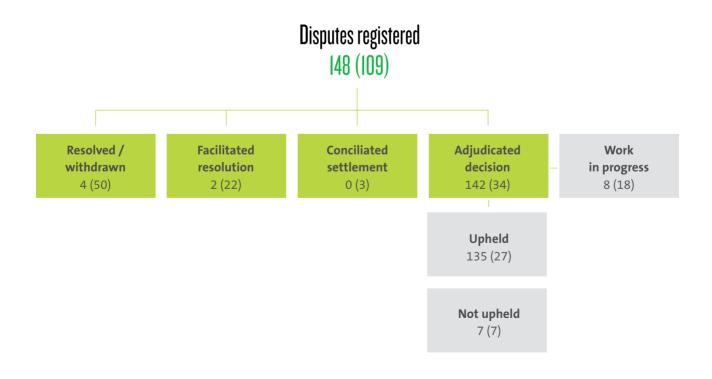
The remaining 148 disputes were within jurisdiction. Four were withdrawn at early resolution and 144 resolved. Of those, two were resolved at Facilitation (Level 1); none at Conciliation (Level 2) and 142 or 99% were decided by adjudication (Level 3). 135 disputes were upheld and decisions were accepted by complainants; seven were not upheld and not accepted by complainants. Eight remained "on hand" as work in progress at annual review date.

#### In jurisdiction outcomes

# **Adjudicated decisions (L3) – 142** Upheld – 135

Ninety five percent of the adjudicated decisions were upheld, resulting in awards totaling NZ\$4,589,406 for the year.

One hundred and thirty two or 97% of those related to Goodsense Investments Limited (spread "betting"), where complainants alleged that Goodsense "failed to follow instructions" by not liquidating and returning investments. The claims were not denied by the scheme member and were therefore upheld by the adjudicator. Goodsense was ordered to refund a total of NZ\$4,427,154. Goodsense did not comply with the orders and its FDR membership was terminated, resulting in de-registration at the FSPR.



Two of the remaining three upheld complaints related to an online investment platform that "failed to properly disclose" transfer of customers' investments to a nonregistered offshore investment platform which subsequently went into liquidation. The total amount of compensation awarded was NZ\$26,795 which the member has paid.

The other upheld complaint was due to an online FX trading platform "failing to follow instructions" to liquidate and return funds back to the investor, and was ordered to reimburse NZ\$135, 357. The order was not complied with and membership has been terminated.

#### Not upheld – 7

Five percent of the complaints adjudicated were not upheld. Three related to the online FX trading platform mentioned above, but alleged "inappropriate advice" to transfer the investments as the new business subsequently went into liquidation. However the adjudicator deemed the investors had adequate opportunity to consider and withdraw from the investments as they had been trading with the new business for nearly 12 months.

Two complaints not upheld were about one online FX trading platform, alleging "poor service due to technical problems" resulting in positions being closed out at significantly different rates than the stop order. These were not upheld as the adjudicator found the terms and conditions accepted by the investors provided for the provider to close out at what admittedly, was a very large difference. One other alleges another online trader "failed to follow instructions" to release funds.

The only adjudicated complaint from a New Zealand resident was about a New Zealand provider, and alleged that the insurance adviser "failed to obtain proper disclosure" from the insured claimant resulting in a declined trauma cover claim. The adjudicator decided that as the claimant had signed off the application form and disclosure there was no just cause for complaint. Both parties accepted the decision, reflecting the full and fair explanation of the adjudicator.

#### Conciliation (L2) - 0

No cases were resolved at this level.

#### Facilitation (L1) – 2

Only two cases were settled at the earliest step in the FDR dispute resolution process.

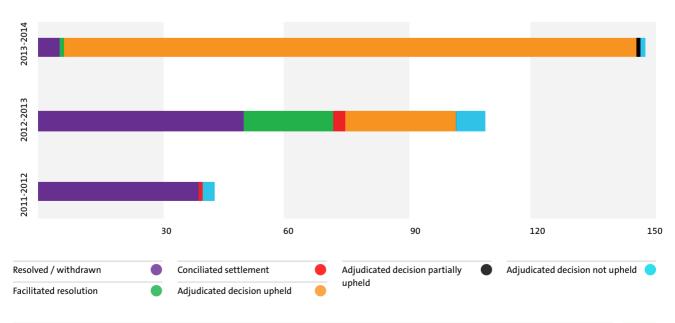
In one case the complainant – the vendors of a property – accepted an offer below their "bottom line", unaware at the time that the purchaser was their mortgage adviser's assistant. They complained alleging a "conflict of interest". The mortgage adviser denied the claim, but then made an ex gratia payment to settle as a gesture of goodwill and to avoid escalation of the dispute.

In the other case, the complainant alleged the online FX trading platform "failed to follow instructions". however withdrew their complaint when evidence provided by the member – facilitated by the Facilitator – demonstrated that they had no case to pursue.

#### Registration (L0) - 4

Only four complaints were withdrawn or outside jurisdiction at the registration, or "mini" jurisdiction check because the complaint had not reached deadlock within the member's internal complaint process.

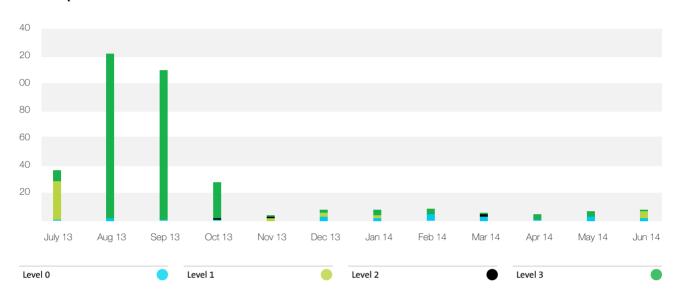
## FDR disputes registered



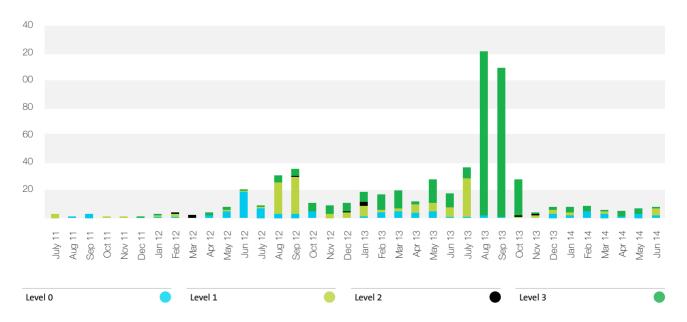
## Work in progress

The high work in progress in the first three months of the year reflects the progress towards adjudication of the Goodsense cases. There were eight on hand at year end.

## FDR disputes on hand 2013-2014



## FDR disputes on hand 2011-2014



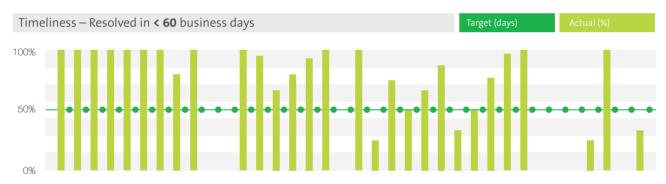
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# Time taken to resolve disputes

Two of the principles of dispute resolution are efficiency and effectiveness. These are measured by monitoring timeliness of dispute resolution (average days of completed resolution).

We aim to resolve at least 50% of total disputes within 60 business days; at least 60% within 90 business days and at least 90% within 180 business days. We were unable to meet targets for <60 days on three occasions and < 90 days on two occasions. This was because of the difficulty coordinating communication with the non-resident non-English speaking parties in many of the Goodsense cases, compounded by the failure of the member to respond at all to provisional decisions.

We are bound to follow the process as determined in the rules. In the event all cases were resolved within 180 days. Whilst we are satisfied no complainant was disadvantaged by what would seem to be a long process, we have subsequently decided to seek amendments to the rules to allow for shortened periods in members complaints handling process and to give the Scheme Adjudicator the authority to make summary decisions to accelerate an outcome where, for example, the member will not communicate with us.



Jul 11 Sep 11 Nov 11 Jan 12 Mar 12 May 12 Jul 12 Sep 12 Nov 12 Jan 13 May 13 Jul 13 Sep 13 Nov 13 Jan 14 Mar 14 May 14



Jul 11 Sep 11 Nov 11 Jan 12 Mar 12 May 12 Jul 12 Sep 12 Nov 12 Jan 13 Mar 13 May 13 Jul 13 Sep 13 Nov 13 Jan 14 Mar 14 May 14



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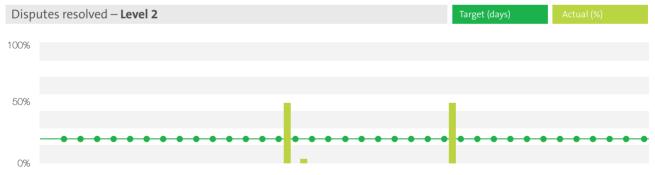
## Level of resolution

One of the aims of dispute resolution is to try to achieve resolution as early as possible. When establishing the scheme, it was envisaged that 70% of disputes would be resolved by Early Resolution / Facilitation (Level 1); 20% by Conciliation (Level 2) and 10% by Adjudication (Level 3).

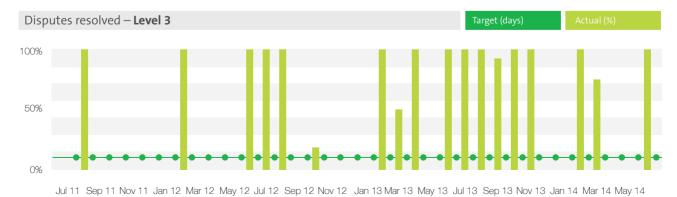
For the year end 30 June 2014, 99% of disputes were resolved by Adjudication (Level 3), none by conciliation and 1% by Facilitation. The result, which is well outside KPIs, can be explained by the extraordinary number and nature of the Goodsense (and the three other online trading

platforms) complaints, admitted to by the New Zealand manager, which required adjudicator's orders on the owners to liquidate and reimburse investments to the complainants.





Jul 11 Sep 11 Nov 11 Jan 12 Mar 12 May 12 Jul 12 Sep 12 Nov 12 Jan 13 May 13 Jul 13 Sep 13 Nov 13 Jan 14 Mar 14 May 14



# Systemic issues

FDR must report any systemic issue that it identifies, in the course of considering a complaint, to the Advisory Body (Consumer Affairs), the member concerned, and any other members as considered appropriate.

A systemic issue is an issue that has material implications, beyond the parties to the particular complaint. Examples include poor disclosure or communications processes, information technology problems,

administrative or technical errors, flaws in the design of financial products or other financial services, or inaccurate interpretation by a member or members of standard terms and conditions.

We identified four members presenting systemic issues throughout the year, resulting in nine in total for the four years of operation. Three members were online trading platforms and one a pay day lender.

Two of the four were reported to the regulator, and the other two remedied the issues presenting satisfactorily and have not had complaints raised against them since.

Member	Complaint	Resolution	Outcome
Orchard Course Markets Limited	Failure to follow instructions on Stop Loss order Three complaints	No response from Scheme Member	Membership terminated Reported to FMA
Tarsier FX Limited	Failure to follow instructions to release investments 20 complaints	Adjudication. Since reporting date, provisional decision made, ordering repayment of investments Misrepresentation identified meantime	Reported to FMA for serious misconduct relating to misrepresentation Membership terminated
De identified	Misrepresentation Not upholding advertising Six complaints	Early warning to member	Issued rectified  No further complaints
De identified	Misrepresentation Failure of duty of care Five complaints	<ul> <li>Adjudicated decision</li> <li>Not upheld as insufficient evidence and no loss suffered</li> <li>Upheld misleading and deceptive conduct</li> </ul>	Member complied with order to make public apology on website No further complaints See Case Study two below

## Case studies

#### CASE STUDY I

# FDR assistance avoids costly dispute and results in happy customer for mortgage adviser

A mortgage adviser informed the complainant that a certain amount of equity would be available to her after repaying mortgage loan on sale of property based on a valuation recently obtained. She planned to use these funds to carry out improvements on another property.

On settlement, the anticipated equity was not disbursed as, the lender advised, the collateral security had been revalued following release of updated QV statistics and there was insufficient security remaining. The complainant contacted FDR seeking guidance to lodge a formal complaint against the mortgage adviser.

An FDR facilitator explained the complaints process, advising that the scheme member must be given the opportunity to consider the issue in the first instance, and if unresolved and "deadlocked" at the member's complaint process, that it could be escalated to FDR's dispute process. FDR advised the complainant that we would follow up with her in three months if we hadn't heard prior, and gave a heads up to the scheme member that a complaint was imminent. A few days later, the facilitator received the following from the complainant:

"Thank you for all your assistance in this matter, you were brilliant! The mortgage adviser approached the bank that has had a change of heart and refunded a good portion of the net sale proceeds. They did take more than the \$18,000, but gave us the majority back, so we have decided to let sleeping dogs lie and not drag this out. At the end of the day it's not lost, it's just tied up in our property and we've come out with enough money to achieve the things we wanted to achieve.

You were right when you said these things often resolve themselves when Financial Dispute Resolution is named! Its great having an organisation out there that keeps the banks honest. Have a great day!"

#### **CASE STUDY 2**

## No requirement of broker to disclose offer, but misrepresentation found and non-monetary order made

The complainant had an online trading relationship with a Scheme Member (an FX Broker) who sold its customer base to Company Y. In the process the complainant's funds were transferred to Company Y with the complainant's consent. The complainant then traded via Company Y.

Company Y subsequently went into liquidation. The complainant brought a complaint to FDR against the Scheme Member in relation to losses she said she incurred from the liquidation. In particular the customer felt that the Scheme Member owed her a duty of care under the Financial Advisers Act (FAA) and had misrepresented the change of account by advising that "they were proud to announce a strategic alliance with Company Y".

The complainant also discovered information on the internet indicating that one of the directors of Company Y was being sought in connection with fraud allegations, in another country. The complainant believed that the Scheme Member should have discovered this information themselves if they had conducted due diligence.

The complainant sought the return of her funds from the Scheme Member.

The Scheme Member firmly rejected the complainant's arguments stating she had voluntarily elected to transfer her funds to Company Y, and therefore it was not liable for any of her losses. The Scheme Member pointed out that the complainant had traded with Company Y for around a year, and therefore had a good opportunity to evaluate their services personally and withdraw her funds if she was not satisfied. They argued that, prior to the transfer, it had been confirmed that Company Y was an Australian registered company (since August 2010), and also held an Australian Financial Service License.

The parties could not reach agreement during conciliation and so that matter was put before an adjudicator. The adjudicator needed to determine whether the Scheme Member had breached any obligation to the complainant, which may have resulted in a loss following the liquidation of Company Y.

Ultimately it was found that the offer to transfer the account was not made as part of the Scheme Member's broking services, and therefore the transfer did not carry with it the significant requirements pertaining to a broking service provider under the FAA. In addition there would have been an opportunity for the complainant to undertake her own due diligence should she have wished to do so.

The adjudicator did find, however, that there had been a misrepresentation as to the nature of the sale of the complainant's accounts. That said there was no evidence to suggest that the complainant had been misled into believing she was trading with anyone other than Company Y solely as the new service provider. There was no evidence that any funds with Company Y that were lost as a consequence of the liquidation were a consequence of misfeasance on the part of the Scheme Member.

In the final decision the complaint was upheld in part with respect to the misrepresentation of the relationship as being a 'strategic alliance'. The appropriate course of action for that misrepresentation was found to be a public apology. No monetary compensation was awarded.

#### Lesson

Consumers must accept some responsibility for due diligence.

Financial service providers need to take care when representing information.

#### CASE STUDY 3

# Failure to disclose pre-existing condition results in declined claim. Complaint not upheld.

The complainant had been a client of the Scheme Member for about four years. During this time a number of different insurance policies had been set in place including family medical insurance.

In 2012, after a review of the various policies it was found that another insurer was able to offer a more suitable policy. The adviser for the Scheme Member assisted the complainant to complete the application forms. When the forms were completed the complainant signed the documents to confirm that she agreed with the details to be submitted. The new policy with the new insurer was set in place.

About six months afterwards the complainant was admitted to hospital suffering from severe chest pains. It was established that a surgical procedure would be required and so the complainant made a claim against the insurance policy to have the operation done at a private hospital.

The insurer sought information from the family doctor about the patient's medical history. Details of two undisclosed visits to the doctor (about chest pains) emerged and the insurer declined the claim on the grounds that the complainant had not disclosed an existing condition.

The complainant underwent an operation at a public hospital and made a good recovery. The complainant, however, was unhappy that the claim had been declined and complained that the adviser had not made proper enquiry about previous health matters when completing the application form. The Scheme Member argued that no mention of any visit to the doctor had been

made when the forms were being completed. The complainant further argued that the adviser should have done more to establish whether there were any possible matters that should be disclosed.

The complaint was brought to Financial Dispute Resolution and eventually came before the adjudicator.

The adjudicator was not persuaded that the Scheme Member should have done more to ensure the information provided by the complainant was accurate. Given the documents provided by the parties, the complainant did not appear to be an unsophisticated complainant, where a greater expectation of direction by the adviser may have been expected. The adjudicator confirmed that the complainant had signed the document to confirm that all details regarding medical history were correct. In addition, the Scheme Member had also written to the complainant after the questionnaire had been completed, inviting the complainant to advise if any further amendments to the documents be necessary. The complaint was not upheld

#### Lesson

Consumers: Maintain records and take care to disclose medical history when completing insurance proposals.

Insurance advisers: Have applicants complete proposals themselves where they are able, encourage them to keep records and / or obtain them from their doctor before finalising proposal.

# Membership

Many members have told us they chose FDR as their dispute resolution scheme because it is independent of any industry association and is owned by the Government. They like that the operator-FairWay – has financial stability and an excellent track record, in-house and external expertise in the finance industry, very good complaint handling systems and resources. FDR membership fees are competitive across most sectors and especially with groups of advisers and organsiations of similar shareholding and membership sharing an internal complaints procedure.

All scheme members have been given comprehensive guidelines, templates, online and personal support to help them establish the required internal complaints procedures. FDR Scheme Director and Auckland Relationship Manager visited 87 scheme members during this reporting period to review their complaints handling process, promotion and accessibility, and assist with guidance and training where necessary. The team contacted 395 new and existing members by email or phone to check for understanding of the complaints handling and dispute process and requirement for compliance.

#### Membership numbers

FDR's membership of 1751 was 11% up on the 1570 recorded at year end 2013. Most of the membership growth has been from registered financial advisers (88), credit providers (71) and other financial services (25).

Subsequently membership has dropped to 1,602 after making an adjustment for over 130 advisers of one insurance group that filed

a late schedule for reconciliation. Additionally, a number of members took the opportunity of the transition to the approved scheme and FSPR renewal to voluntarily terminate registration and membership as they have rationalised the status of a number of businesses within their group in order to reduce compliance costs.

A number have been terminated by the FSPR because they were deemed to be not providing a financial service in New Zealand, have failed to submit an annual return or have made false or misleading representations (offshore originated organisations).

FDR members represent about 20% of total financial service providers in New 7ealand.



#### Who are our members?

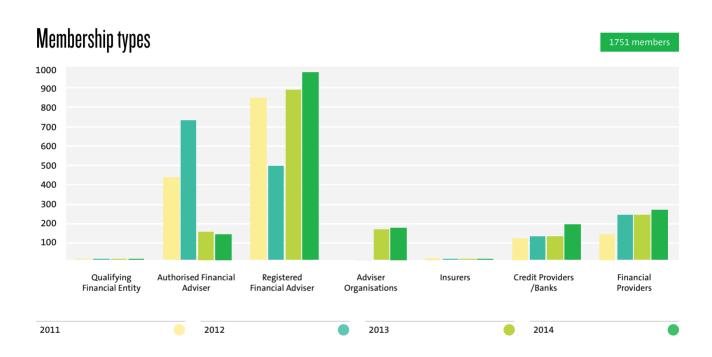
FDR members include some of New Zealand's largest businesses who make share issues to the public, operate finance, leasing, credit card and insurance divisions; manage superannuation schemes, and insurance and mortgage adviser groups. Additionally there are several fund managers, smaller finance companies, foreign exchange and derivative traders, and seventy offshore originated online forex and investment platforms.

#### **Full list of members**

A full list of scheme members is appended and can also be viewed at www.fdr.org.nz

### Scheme members by location

56% (990) of scheme members are based in Auckland. Nine are located overseas and 31 are registered offshore. Seventy members are online trading platforms registered in New Zealand but almost all with overseas ownership and origins.



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#### Members' compliance & consumer awareness

Our independent members' satisfaction survey undertaken April 2014 included questions about having, promoting and the accessibility of a complaints handling process and dispute resolution scheme – FDR.

It was pleasing to note that 84% of respondents reported having an internal complaints process - up from 74% as reported in an internally generated survey January 2012. Another 10% were in the process of developing one.

However, only 33% said that they **promoted** their complaints process on their website, 33% in their disclosure statement, and 18% in their terms and conditions. This disappointing result provides an answer at least in part to the low consumer awareness of the scheme(s) reported in the 2013 review of Part 3 FSP Act, and affirmed our commitment to encourage members to be more proactive with promotion and accessibility of their complaints process and dispute resolution scheme in order to be compliant.

We have continued to follow up new members within 2 weeks of confirmation of membership to verify they had received our guidelines, templates and promotional material for a complaints handling process. We have also undertaken visits and phoned several hundred members and found that most do now disclose in their terms and conditions, however they do need to improve promotion and accessibility, especially through their websites which for most is the primary promotional tool of business.

We look forward to surveying members next year to record what appears to be a positive response since the survey. We expect that the 2015 FSP Act review will report an increased level of consumer awareness

#### Members' satisfaction survey (April 2014)

A survey of 143 scheme members was undertaken by ResearchNZ to track satisfaction and to identify any potential issues or areas of improvement. The key performance indicator is for at least 60% of scheme members surveyed to be satisfied or very satisfied with the FDR service. It is pleasing to report that 91% of the members surveyed were satisfied or very satisfied.

An increasingly common measure of overall satisfaction used by organisations internationally is the Net Promoter Score – a customers' propensity to recommend a service to family, friend or acquaintance. Ideally the NPS would be +10. We have used this metric since inception and are pleased to report steady improvement from +1 (detractor) in 2012, to +14 (promoter) in 2013 to +20 (promoter) in 2014.

#### **Key findings of survey**

The key findings of this survey are summarised as follows (previous 2 years in brackets):

#### Member contact

Since joining the Scheme, 57% of respondents (75% / 52%) reported having had direct contact with FDR staff, of which 39% was initiated by FDR. Over 50% of total inbound enquiry – 6,364 – was from members, of which 50% was received by email.

#### **Complaint contact**

Thirty eight of the 143 respondents had received a complaint in the previous 12 months. Eighty four per cent were resolved by the members and 9 were escalated to the FDR process.

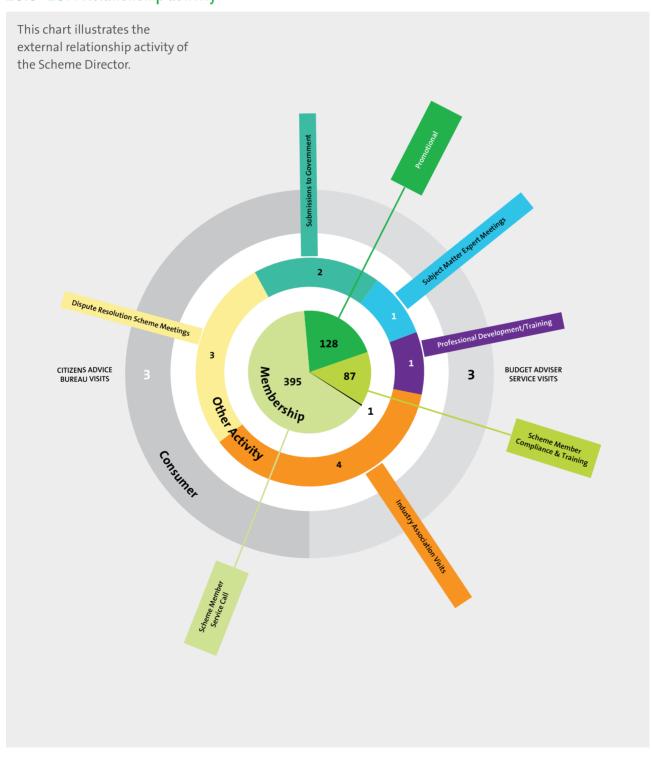
Eighty nine percent agreed or strongly agreed the process was fair and impartial and 89% agreed or strongly agreed that staff dealt with the complaint in a professional and positive manner. However of those only 66% thought the complaint was dealt with efficiently - 22% were neutral.

In addition to being helpful, proactive and personable, FDR staff also rated positively in terms of being:

- Accessible 81% (80% / 72%)
- Knowledgeable 87% (79% / 77%)
- Prompt and efficient 84% (81% / 76%).

# **Community and industry** engagement

## 2013-2014 Relationship activity



#### Consumer

Consumer awareness remains unsatisfactorily low. This is borne out in the relatively low level of complaints relative to anecdotal consumer dissatisfaction and lack of confidence with the financial service sector. The FairWay 2012 Survey of consumer's "barriers to access" revealed "unprompted awareness" at 3% and at only 2% in the MBIE 2013 review of Part 3 of the FSP Act. This is disappointing as we had hoped for an improvement as a result of our continuing endeavours to encourage members through phone calls and visits to promote and make their complaints handling process accessible to their customers, and via presentations at Consumer Affairs' consumer rights days and directly with consumer agencies.

It is interesting to note that most of the complaint enquiry has come from non-residents arguably because they had more to complain about – who will have been encouraged by the providers' promotion of the benefits of a dispute resolution scheme.

Whilst the primary responsibility for promoting consumer awareness rests with the financial service providers, the scheme has been collaborating with the other financial dispute resolution schemes to combine resources and mitigate confusion to promote the ability for consumers to seek redress for issues they have with their financial service provider.

#### Working with other agencies

We have continued to be actively involved with the DIG (Disputes Investigations Group), this year focusing upon raising consumer awareness; the Financial Literacy and Retirement Commission to help promote financial literacy and capability; and the Commerce Commission, especially with regard to providing feedback on the new Credit Contracts and Consumer Finance Act and Code of Responsible Lending.

The scheme signed a Memorandum of Understanding with the Financial Markets Authority (FMA) which enables both organisations to share de-identified information about trends in complaints, in addition to our usual interaction with the Ministry and Financial Markets Authority.

### Seminars, conferences, industry knowledge

We maintain our finance sector expertise and networks by attending seminars, customer and industry conferences, industry association visits and training days.

Our need to call upon subject matter experts for opinions on cases has been limited to just one this year, relating to a disputes about an online investment and forex trading platform.

The Scheme Director is a member of the Financial Services Institute of Australasia (FINSIA); and the Society of Consumer Affairs Professionals in Business Australia Incorporated ('SOCAP'). SOCAP Australia is the pre-eminent association for consumer affairs, complaints prevention and complaints handling professionals in Australia, nationally recognised for its thought leadership in consumer affairs and the networking opportunities it provides its members.

The Scheme Adjudicator is a member of the Arbitrators and Mediators Institute of New Zealand (AMINZ).

#### Approved dispute resolution schemes

Regular meetings with the approved schemes provide a useful forum for discussion on particular cases, internal processes, trends and systemic issues, raising consumer

awareness and managing relationships with other agencies and the regulator. The focus this past year has been planning to raise consumer awareness and discussing a Memorandum of Understanding with the FMA. Both FMA and the Ministry of Business, Innovation and Employment have been regular attendees of the meetings.

#### Suhmissions

The scheme made one submission to the Insurance Council in response to their request for feedback on the revised Fair Insurance Code; and one submission to the Ministry of Business Innovation and Employment in respect of the Credit Contracts and Financial Services Law Reform Bill.

#### Website www.fdr.org.nz

There have been many favourable comments about www.fdr.org.nz. Feedback has been that it is attractive, easy to find and to navigate and that membership information, application and complaint processes are well set out and easy to use. The scheme member list and news is updated regularly and the members' only area has a number of useful tools such as the internal complaints guidelines, templates and best practice modules, logos and links.

The report from the member satisfaction survey found that 57% of respondents had visited the website in the 12 months to April 2014, and of those, 93% had visited the member's only section .Seventy four per cent said they found the website helpful. Members visited the website to review case studies, tips on how to handle complaints and legislation / compliance developments.

#### Google Analytics 12 months to 30 June 2014

It is interesting to note that 65% of the website's activity is from overseas and 73% is from first time users. Nineteen percent of the 74,045 page views land on the home age and 45% of those left that page without further enquiry. Most of the activity thereafter was finding

out about FDR, and how to become a member. Only 4% searched for members and 3% about making a complaint. The high level of membership related activity reflects the general enquiry recorded, but suggests that consumer awareness and / or members' desire to stay in touch with the scheme via the website is low for New Zealand residents and members.

Website Visits	22,623			
New Visits	73%			
Average Visit	2.2 minutes			
Unique Users	16,934			
Total Page Views	74,045			
Country of Location				
New Zealand	35%			
China	12%			
United States	7%			
India	5%			
Russia	5%			
Other	36%			
Language				
English-US	59%			
Chinese	12%			
English-UK	8%			
Russian	4%			
Other	16%			
Gender				
Male – 54%	Female – 46%			

# Complainant's survey

We commission independent researcher ResearchNZ to undertake rolling monthly surveys of complainant's satisfaction with FDR's dispute handling process, culminating in an annual report. One of our key performance indicators is for greater than 70% of customers be satisfied or very satisfied. This year's results are based on a total sample of 32 customers. All were surveyed by telephone representing 22% of the 145 customers whose contact details were supplied.

Sixty nine percent of respondents were either satisfied or very satisfied with the FDR dispute resolution process overall, down from 87% last year. Three (10%) of the 32 surveyed

were dissatisfied with the handling of their dispute, one because the complaint had been decided in favour of the provider and two because they thought their issue had not been resolved at all.

Two attributes of staff performance came to attention. Customers were less satisfied with availability of staff (a 13% drop to 75%) and only 66% of respondents thought they had received all the information they needed, compared to 79% last year. This reflected in the reduced likelihood to recommend FDR to others with a 14% reduction in net promoter score to +37. Nevertheless well above the satisfactory benchmark of +10.

#### Propensity to recommend FDR

#### Complainant's quotes

"In my case, I think everything was just right. There is nothing extra I would have wanted, they were prompt in helping me."

"Just keep it up; it was really good to have a personal touch".

"I appreciated their help, they were really professional and they helped me through a really stressful time."

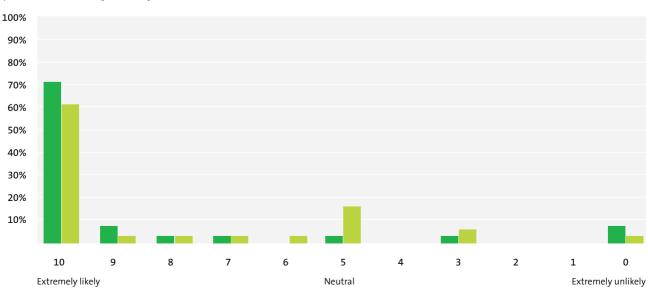
"I can't praise them enough. The lady was so lovely." "They were prompt, very professional and very helpful."

2013

2014

## Propensity to recommend FDR

If any of your friends were in a dispute with their financial service provider, how likely would you be to recommend FDR to them?



# **K**ey performance indicators

This table sets out key performance indicators for the provision of the Service

Category	Performance indicator	Target	Achieved
Service delivery			
Telephony	Timeliness of answered calls	70 % of calls received on any given business day answered within 30 seconds	100%
	Number of abandoned calls	<10% of calls received on any business day	3 days
All enquiries	Timeliness of response	Initial response to all enquiries within 5 business days	100%
Completed Complaints			
Complaints resolution indicator	Indicative level of resolution	Level 1 – 70% of total complaints resolved / withdrawn	1%
		Level 2 – 20% of total complaints resolved	0%
		Level 3 – 10% of total complaints resolved	99%
	Timeliness of resolution (average days per completed dispute)	At least 50% of total resolved in <60 business days	64%
		At least 60% of total resolved in <90 business days	87%
		At least 90% of total resolved in <180 business days	100%
Stakeholder Satisfaction			
Member satisfaction	Percentage of members surveyed who are satisfied with FDR's service	At least 60% are satisfied or very satisfied	91%
Complainant satisfaction	Percentage of complainants surveyed who are satisfied with FDR's service	At least 70% are satisfied or very satisfied	69%

### The scheme did not achieve targets in the following performance areas

#### **Abandoned calls**

There were three days in the 12 month period where more than 10% of incoming calls were not answered to within 30 seconds. 70% of enquiry is now by email, which is responded to within 24 hours. This performance indicator has improved since we self-imposed a new metric for FairWay staff to answer at least 67% incoming calls, instead of depending on an outsourced call centre.

#### **Level of complaints** resolution

The scheme tries to have escalated disputes resolved as early as possible, ideally at Facilitation, (Level 1) or Conciliation (Level 2), however there are times when parties cannot reach agreement, a party refuses these options or early resolution is not an appropriate method of resolution. We would expect most disputes are resolved at Level 1, or 2. However this was not the case in 2014, where 99% of disputes were resolved at Level 3, because the 135 decisions were required to order a member to reimburse investments.

#### **Timeliness of complaints** resolution

Despite the difficulty in communication with non-resident members and complainants, all cases were resolved within the key performance indicators.

#### Member and complainant satisfaction survey

Membership satisfaction well exceeded minimum requirement at 91% (60%). However customer / complainant satisfaction fell slightly under the benchmark of 70%, despite favourable anecdotal and direct feedback from many complainants. We think many complainants were frustrated by the inaccessibility of one scheme member in particular, and being unable to realise their investments despite an order made in their favour.



## **Appendix FDR** scheme members

0800 Fund Me

1 Shop Pacific Ltd

2RTamblin Ltd; NZ Home Loans Papamoa

AAPC Properties Pty Ltd; Novotel Rotorua Lakeside, Ibis Rotorua

Aaron Investments Ltd

Abcom Finance Ltd

Abdulkhader Suleiman; Amal Express Ltd

Access 21 Ltd; New Zealand Home Loans Balmoral

Access Auto Finance Ltd

Ace Forex Ltd

ACM New 7ealand Itd

Act Now Holdings Ltd; New Zealand Home Loans Rodney

Central Insurance Ltd

Adam Lewer; Mather Nicholson Insurance Brokers Ltd: SHARE

Adam Mark Chisnall; My Rental Loan Ltd

Adelphi Finance Ltd; Adelphi Finance

Adil Riaz; Megalo Ltd, IB Ltd

Aditya Gupta; Oriental Mortgage & Insurance Ltd

Adrian Michael Arnold; NZInvest

AFS Ltd; Triplejump

Afuamua, Peria; American Income Life Insurance

Agnieszka Reynolds; NZ Home Loans (Mana)

Ah Sue, Lesina; American Income Life Insurance

Ah-Kuoi, Salamanaia: American Income Life

Aholelei, Luisa; American Income Life Insurance

Airways Superannuation Plan

Ako Hiko Education Trust

Akzo Nobel Coatings Superannuation Plan

Alan Fleet: SHARE

Alan Hugh Ross; NZ Home Loans (Whangareio)

Alan John Schofield; TIB Investment Services Ltd; Private Asset Management

Alan Ross Whitmore NZ Home Loans (Takapuna)

Alan Rowell

Alan Warden; Camelot NZ Ltd Partnership

Alana Anderson; Peter J Taylor and Associates Ltd

Alana Whittaker; NZ Home Loans (Taranaki)

Alastair Hays; NZ Home Loans Auckland East

Alatimu, Lasela; American Income Life Insurance

Albie Brand; Lifetime Group

Aleisha Patterson; Peter J Taylor and Associates

Alex de Boer; Substantial Equities Ltd; Mortgage

Alfred-Uipa, Nunuiasolelei; American Income Life

Algo Financial Ltd; Algo FX

Algo Markets Ltd; Algo Markets

Ali, Saiyad; American Income Life Insurance Co

Alica Quartly; NZ Home Loans (Riccarton)

Alice Mary Quartly; NZ Home Loans

Alisa Jane Caldwell; Flight Centre (NZ) Ltd; Moneywise Global

Alison Hadley; Midas Consulting Ltd; NZ Home Loans (Wgtn Central)

Alison McBeth: Bradley Nuttall Nelson Ltd

Alison Valentine Wylds-Blackburn; NZ Home Loans (Blenheim)

Allan Davis

Allan Gillbanks ; Amor Insurance Solutions

Allan Hartley; New Zealand Home Loans Wellington North

Allan James Gillbanks; Camelot NZ Ltd

Allan Lloyd; Personal Management Services

Allan Norman Hartley: NZ Home Loans ( Wellington North) Ltd

Allan Sexton; NZ Home Loans (Christchurch)

Allied Victory International Ltd; FXNZ

Allison Downer; NZ Home Loans (Auckland East)

Alpari NZ Ltd

Alpesh Patel; NZ Home Loans

AMAL New Zealand Ltd

Amanah New Zealand

Amanah N7 Kiwisayer Itd

Amanah Trust Management (NZ) Ltd; AmanahNZ Amanda Hallett; NZ Home Loans (Hastings City)

Amanda Lawry; NZ Home Loans (Whangarei)

Amanda Phyllis Smith; NZ Home Loans (Hamilton)

Amber Cloughley; NZ Home Loans (Christchurch)

American Income Life Insurance Co In New

Amit Talwar; IB Ltd

Amy Hale; NZ Home Loans (Hamilton East)

Amy Ingle; New Zealand Home Loans (Whakatane) Ltd:

Amy Marie Markham; NZ Home Loans (Rotorua)

Amy Wilson; Lifetime Group

Anae-Ah Sue, Ela; American Income Life Insurance

Ancheng International Group Ltd; Ancheng International Group

Andard Investments Ltd: IWS Finance

Andre Savio Fonseca: NZ Home Loans

Andrea Creighton; NZ Home Loans (Wgtn Sth)

Andrea Vietman; NZ Home Loans Auckland Metro

Andrew Alexander Maehi; Maehl Management Services Ltd; NZ Home Loans (West Auckland) Ltd

Andrew Alexander Maehl

Andrew Brian O'Donaghue

Andrew Cranston; NZ Home Loans (Gisborne)

Andrew Harle Freeman-Greene; Taupo Moana

Andrew Kwek; NZ Home Loans

Andrew Lendnal; Grosvenor Investment Management Ltd

Andrew Maehl; Maehl Management Services; New Zealand Home Loans West Auckland

Andrew Michael Doidge, NZ Invest

Andrew Nuttall; Bradley Nuttall Ltd

Andrew Paul Price; NZ Home Loans Hamilton

Andrew Robert Winstone; NZ Home Loans (Auckland East)

Andrew, Jee Jeng Kwek; Act Now Holdings Ltd; NZ Home Loans (Rodney)

Angela Lee Perry; Angel Advisers – Mortgages and



Angela Mae Waters; NZ Home Loans Aventine Ltd: Aventine Bradley James Yates; NZ Home Loans (Moorhouse) Angela Rose Towler; NZ Home Loans (Manawatu) Bradley Parsonson; NZ Home Loans (Christchurch Baden Gray; Baden Gray Mortgages Ltd; Prosper Angelina Rebecca Carden; New Zealand Home Loans (ABDC) Ltd; NZ Home Loans Auckland City Baker Hawes Consultants Ltd Bradley William Haberfield; Mortgage Link Waikato Balkovics, Aurelia; American Income Life Angra Finance Insurance Co Breder Suasso Ltd Angus Securities Ltd Balmain N7 Loan Administration Ltd Breeze Finance Ltd Anita Jane Aitken-Taylor; Camelot NZ Ltd Brenda Latimer; NZ Home Loans (Christchurch Partnership Barbara Jane Gordon; JS Strang Ltd; SHARE Ann Margaret Armstrong; NZ Home Loans (Mt Barbara Joy Gunn; NZ Home Loans (Taranaki) Albert) Brenda Margaret Beale; NZ Home Loans Hamilton Barbara-Lee Dickson; Real Insurance Solutions Central Anna Martyn; Camelot NZ Ltd Partnership Brenda Reav Barry Alexander Foy; NZ Home Loans (Whangarei) Anne Majorie Chapman: John Wood & Associates Brendan Thomas Wilson: N7 Home Loans Barry Day; Financial Wealth Ltd; Financial Success (Taranaki) Annette Chalmers; Mortgage South Grp Brendon Hunt; NZ Home Loans (Southern) Anthony Floyd; Grosvenor Investment Barry Fraser, E-Protect Co Ltd Management Ltd Brendon James Brodie Barry Pinker Anthony Abrahams; First Light Insurance Ltd; Brendon Keith Hunt; NZ Home Loans Dunedin Bathurst Resources (New Zealand) SHARE Bathurst Resources Ltd Anthony Floyd; Cole Murray Group Brendon Thomas Ingle; NZ Home Loans (Whakatane) Baubre Murray; Dowse Murray Chartered Anthony Robert Cameron Gyde; NZ Home Loans Accounts Ltd Brent Allen Mitchell: NZ Home Loans (Gisborne) Antoni Zwicker; Peter Dredge Ltd Bean Rock Finance Ltd Brent Jaslarz; Mortgage Link Manawatu Antony Graham Richard Clark; NZInvest Becky Clifton; NZ Home Loans (Manawatu) Brent Hogg; Lifestyle Financials (BOP) Ltd; Wilson Aotea Finance (Manukau) Ltd and Associates Bell Potter Securities Ltd Aotea Finance (Panmure) Brett Condon; NZ Home Loans (Hamilton) Ben King; NZ Home Loans (Christchurch Central) Aotea Finance Ltd; Aotea Finance Brett James Haeger; NZ Home Loans (Takapuna) Ben Stewart; NZ Home Loans Auckland Metro Ltd Aotea Finance West Auckland Ltd Beneficial Insurance Ltd; Pet-n-sur Brett Jeffrey: NZInvest Aotea Group Ltd Benjamin James Heath Brett Keno; Taupo Moana Funds Ltd Arex Ltd Benjamin Lee Gowler; Triplejump Brett Wilkinson Argent Finance Ltd Berkshire Hathaway International Insurance Ltd Brian Caldwell Ariana Lorraine Betty; Taupo Moana Funds Ltd Bernadette Anne Morgan; NZ Home Loans Brian E Prestidge & Associates Arthur Rowney; Arthur Rowney Financial Services Eastern Bays Ltd Brian MacKenzie, Auckland Commercial Mortgage Bernard Cook; Prosper Group ASA Global Ltd Bernard Gresham; Camelot NZ Ltd Brian Selwyn Dobson; Dobson Insurance Ascot Investment Management Ltd Bernard Norman Jurgens van der Merwe; NZ Brian Steven Johnston ASG Education Programs New Zealand; Australian Home Loans Scholarships Group Friendly Society Ltd Brickhill Capital (N7) Itd Best Leader Global Market NZ Ltd Ash Shergill; Midas Consulting Ltd; NZ Home Brittany Woolley; NZ Home Loans (Ormiston) Ltd BetterLife Corporation Ltd: BetterLife Loans (Wgtn Central) Broadlands Finance Ltd Bex Roxby; NZ Home Loans (Christchurch Central) Ashburton Trading Society Ltd; Ashburton Trading Brook Serene & Co Ltd; The George Christchurch BIL NZ Group Pension Plan Ashley Mann; NZ Home Loans Bruce Alexander Murdoch; Financial Success Blackwell Global Investments Ltd Group(2008) Ltd Ashley Skevington; NZ Home Loans Blackwell Global Trust Ltd Bruce George Koller Asia Finance Corporation Ltd Blair Andrew Miller; NZ Homeloans Hamilton Bruce Mark Cameron: Camelot NZ Ltd Partnership Metro Asku Finance Bruce Puddle: Bruce Puddle Insurance Broker Bo Zheng; KVB Kunlun NZ Ltd Asset Custodian Nominees Ltd Bruce Ryder; Korimako Insurance Services Boardrunner Ltd Atatai, Jesse; American Income Life Insurance Co Bureau Specialised Insurance Agency Ltd Bonard Metahysa; Flight Centre (NZ) Ltd Atlantic Pearl Ltd Business Architects Ltd; SHARE Bonnar, Lindsey; American Income Life Insurance **Auckland Council** C J Daly & Associates Ltd Auckland Finance Bonnie Denson; NZ Home Loans (Canterbury) **Auckland Transport** BOO Equipment Finance Ltd Calibre Financial Services Ltd Augusta Capital Ltd; Augusta BOQ Finance (NZ) Ltd Callander, Kelly; American Income Life Insurance Augusta Funds Management Ltd; Augusta Co Botany Finance Ltd Automotive Technologies Ltd; AIMS Worldwide

Brad Dixon Jones; NZ Home Loans Auckland

Metro Ltd

Protection

Calvin Edward Smith; East City Financial Services

Camelot NZ Ltd Partnership CBL Insurance Ltd Christopher Locke; Camelot NZ Ltd Partnership Cameron & Co Solicitors Nominees Co Ltd CBT Finance Ltd Christopher Lynskey; Lynskey Nalder Ltd Campbell Fraser; NZ Home Loans (Mana) CDC Pharmaceuticals Ltd CIPL Investment Ltd Canon Finance New Zealand Ltd Celina May Turner CityLife Management (Auckland) Ltd; CityLife Auckland CFT (NZ) Ltd Capital Market Investments; CMI CityLife Hotel Management (Wellington) Ltd; Capital Securities Ltd Chamroeun Bou: N7Invest CityLife Wellington Capital Trust Group Ltd Chandra Vivian Haeger; NZ Home Loans Claire Susannah Sims; NZ Home Loans (Rotorua (Takapuna) Ltd CapitalGroup (Addison) Ltd Chandra, Prem; American Income Life Insurance Clinton Leigh Dredge; Peter Dredge Ltd CapitalGroup (Anselmi) Ltd CML Financial Planning Ltd CapitalGroup (Beachlands) Ltd Chang Jiang Holdings Ltd Colchester Finance Co Ltd CapitalGroup (Blacks Road) Ltd Chantelle Mariee Moles; NZ Home Loans (Whangarei) Cole Murray Group, Cole Murray Financial CapitalGroup (BM) Ltd Services. Chao Shen; Jin Yuan International CapitalGroup (Brickworks) Ltd Cole Murray Premium Funding Ltd Charisma Financial Services Ltd CapitalGroup (Browns Bay) Ltd Colin Outhred; NZInvest Charles Dunn CapitalGroup (Celestion) Ltd Colliers International New Zealand Ltd; Colliers Charles Philip Oscroft CapitalGroup (EOQ) Ltd Charles Reid; Charlie Reid & Associates Ltd; CapitalGroup (Gin Point) Ltd Columna Capital Holdings Ltd; Intercontinental Mortgage Link Central Otago Wellington CapitalGroup (Grafton) Ltd Charles Swanston; Charles Swanston Ltd Commonwealth Precious Metals Group Ltd CapitalGroup (Haines) Ltd Charles, Rita: American Income Life Insurance Co. Cooper, Stella; American Income Life Insurance Co CapitalGroup (KK) Holdings Ltd Charlotte Catley Coral Young; NZ Home Loans (Thames) CapitalGroup (MQ) Ltd Charmaine Lynette Davis; Camelot NZ Ltd Corbett, Barabra; American Income Life Insurance CapitalGroup (Omokoroa) Ltd Partnership CapitalGroup (Orewa) Ltd Chasmont Finance Ltd Cordella Properties Ltd CapitalGroup (PEB) Ltd Chee Joo (Jimmy) Koh; KVB Kunlun NZ Ltd Corinth Resources Ltd; Cash on Carlyle CapitalGroup (Tatapouri) Ltd Cherry Balute; NZ Home Loans Northcote RFM GP Ltd; Coulson McDowall CapitalGroup (TC) Ltd Cheryl Johnson; NZInvest Courtenay Nominees Ltd CapitalGroup Cash Management Trust Ltd Chris Pope and Associates Ltd CP Hotels Ltd; Mercure Auckland, Mercure Hotel CapitalGroup Finance Ltd Wellington, Mercure Queenstown Resort Christian John Driscoll Craig Doolan CapitalGroup Nominees Ltd Christine Ford; NZ Home Loans (Southern) Craig Michael Johnson; NZ Home Loans (Mt CapitalGroup Steele Ltd Christine Liggins; Simply Budget Capricorn Christine Lockie; CL Holdings Ltd; Prosper Group Craig Robert Seton; Remax Group Ltd; Mortgage Capstone Financial Service Ltd; Capstone Christine May Drummond; NZ Home Loans (Kapiti Link Manawatu Financial Service Craig Ross Sutherland; NZInvest Cara Leigh Eagle; NZ Home Loans (Rotorua) Christoffel Petrus (Basie) Smit; Camelot NZ Ltd Cressida Capital One Ltd Partnership Cara Maree Lewis; NZ Home Loans Creswell, Pauline; American Income Life Insurance Christopher Wayne McCarthy; First Financial Carey Wallace Varcoe; NZ Home Loans (Hamilton) Co Planning Ltd Carmen Lapthorne; Lifetime Group Crown Asset Management Ltd Christopher Cornford Carol Ann Tricker; Peter J Taylor and Associates Ltd Crown Equipment Ltd Christopher Cyril Pope; Chris Pope and Associates Carol Rae: NZ Home Loans Custom Credit Advances Ltd; Custom Credit Christopher Hall; NZ Home Loans (Christchurch) Caroline Churchill; NZ Home Loans (Mana) Custom Credit Investments Ltd Christopher Henry; Sameli Ltd; New Zealand Caroline McDowall; Coulson McDowall Cyril Menezes: New 7ealand Home Loans Home Loans (Wellington Coastal) (Melville) Ltd Carter Holt Harvey Retirement Plan Christopher Hollows; TJ Waikato Ltd; Triplejump Dan De Guzman; Access 21 Ltd; NZ Homes Loans Carter, Graham; American Income Life Insurance (Balmoral) Christopher James Henry; NZ Home Loans (Paraparaumu) Daniel Christie; NZ Home Loans (Rotorua) Castle Finance Ltd Christopher James Porter; NZ Home Loans (Mana) Daniel Duncan Glynn; Insurancemarket, Catherine Maria Kerr; Camelot NZ Ltd Partnership Loanmarket, Glynns Holdings Ltd Christopher James Henry; Sameli Ltd; NZ Home Catreena Vanya Butler; The Lending Room Ltd Loans (Wellington Coastal) Daniel Kent; NZ Home Loans Catrina Marie Scott; NZ Home Loans (Takapuna) Christopher John Lynskey; Lynskey Nalder Ltd Daniel Steele Christopher Leonard Baker; Chris Baker Financial Daniella Meier; NZ Home Loans (Hamilton) CBD Mortgages Ltd Services

Danilo Calip De Guzman; NZ Home Loans

Darin Samuel Joseph Armstrong; Dara 2014 Ltd; Deen Dayal Srivastava; Flair for Success, Dpdys NZ Home Loans Fountain City Management Services Ltd, Flair For Success, Darren Richmond Young; NZ Home Loans (Takapuna) Ltd Deney Hayward; FIT Financial Services Ltd; SHARE Darryl Stringer; NZ Home Loans (Southern) Denise Bradley; NZInvest Darshan Bir Singh; NZ Home Loans (Ormiston) Ltd Derek Bray; NZ Home Loans (Auckland East) Daryl Devereux Derek Hughes; Mortgage Link Kapiti Daryl Elliot McAlinden; Camelot NZ Ltd Deutsche Bank AG Partnership Devereux Howe-Smith Realty Ltd; Bayleys North Daryl Miln Buchanan; NZ Home Loans (Auckland Shore Commercial Fast) Dewayne Daniels: NZ Home Loans Daryl Stratford; NZ Home Loans (Nelson) Diana Ewington; NZ Home Loans (Wellington Dash Acceptances Ltd; Dash Acceptances North) Itd Dave Callon : SHARE Diane Frances Nosworthy (Buick); NZ Home Loans (Taranaki) Dave Mather; Mather Nicholson Insurance Brokers Ltd: SHARE Dianne Geraldine McKinney; NZInvest Dave Orrell: NZInvest DIC Graphics Superannuation Scheme Dave Reay; New Zealand Home Loans (Hawkes Diggory Brooke Bay) Ltd Dion De La Croix David Beattie; Grosvenor Investment Direct Financial Group, DFG Management Ltd Direct Mortgage Investments Ltd David Andrew Hill; NZ Homes Loans Discount Finance Ltd; Discount Finance David Campbell Cutler; NZ Home Loans (Auckland East) Discount Loans David Cutfield; Grosvenor Investment Don Stewart; Stewart Financial Solutions Ltd; Management Ltd SHARE David Gibson; All About Finance Ltd Donald Redfern; NZ Home Loans (Riccarton) David Harper; GEM Solutions Ltd; Triplejump Ltd Donna Marie Norris; NZ Home Loans (Hamilton) Central Otago Donna Todd; NZ Home Loans (Whangarei) David Harrison Love; Todd Family Office Ltd Dorothy May Barns; Mortgage Link Wanganui David Hill; NZ Home Loans Ellerslie Double Ten Ltd; A and M Securities David John Hale; NZ Home Loans (Hamilton East) Doug Edginton; eLeasing Ltd David Lincoln Simmons Doug Johns; Bradley Nuttall Nelson Ltd David Lloyd; David Lloyd Mortgages Ltd; Prosper Dowse Murray Chartered Accountants Ltd Group Dragon Forex Ltd David Peter Russell; Camelot NZ Ltd Partnership DTM Ltd David Rong; NZ International Trust & Trading Investment Co Ltd Duane Risetto; NZInvest David Scott Begbie; Oliver Mortgage Insurance Duncan, Heidi Martha; American Income Life Ltd; SHARE Insurance Comapny David Selwyn Lethbridge Taylor; New Zealand **Dunedin City Council** Home Loans (Whangarei 2011) Ltd

Dunedin City Treasury Ltd

Dynamic Payment Pty. Ltd

(Riccarton)

Eclick Trader Co Ltd

Loans (Wgtn Central)

Eagle Finance Ltd; Fifo Capital

Edward Lee; KVB Kunlun NZ Ltd

(NZ) Ltd; Working Capital Solutions

EHW Solicitors Nominee Co Ltd

Edwin Pinto; Midas Consulting Ltd; NZ Home

Eboney Jordan McKenzie; NZ Home Loans

Elana Leigh Kiddle McNiell; Peter Dredge Ltd Eliza May Colombus; NZ Home Loans (Christchurch) (Whangarei 2011) Ltd Co Emily Jane McCarthy; NZ Home Loans (Canterbury) (Auckland East) Emmett Michael O'Brien: NZInvest Enza Pipfuit Ltd Friksen and Associates Ltd. (Howick) Eva Chih-Hua; EAI Holdings Ltd Evan Still, Financial Pathways Eve Bullion; Eve Bullion Ltd Excelsior Markets Ltd Executive Vehicle Leasing Ltd Exness Ltd Ezidebit NZ Ltd Ezy Cash Credit Ltd; Ezy Cash, Go Kiwi

Elizabeth van Winden; NZ Home Loans Ella Janette Percy; NZ Home Loans (Manawatu) Ellen Drenon; New Zealand Home Loans Ellen Farrell; NZ Home Loans (Mt Albert) Elliott Taylor; Peter J Taylor and Associates Ltd Ellmers, Shanita: American Income Life Insurance Emily Langridge; NZ Home Loans (Moorhouse) Emma Johns; NZ Home Loans (Whangarei) Emma Mary Sandilands; NZ Home Loans **ENZAFruit New Zealand International Ltd** Epati, Vagi; American IncomeLife Insurance Co Epokifo'ou Money Transfer Ltd; Epokifo'ou Money Erik Behringer; NZ Home Loans (Hastings City) Erik Behringer; NZ Home Loans Napier Erik Stanley Behringer; NZ Home Loans (Hastings Eru Ihaka Manuera; Camelot NZ Ltd Partnership Euan Lawrie Wilson; Ian G Harwood Insurance Ltd Eugene Brady; NZ Home Loans (Christchurch Eugene Marr; New Zealand Home Loans (Howick) Eugene Thomas Petera Marr; NZ Home Loans Ewan Thompson; Central Insurance Ltd Ewen Leslie Thompson; Central Insurance Ltd Edward Isaacs; PJC Risk Management Ltd; SHARE Faaitiiti, Lucky; American Income Life Insurance Co Edward McKee Wright; Working Capital Solutions Falanitama, Clive; American Income Life Insurance Family Finance Ltd; Family Finance Fanua, Vaitafa; American Income Life Insurance

Eileen Margaret Horsup; 2RTamblin; NZ Home

El Cheapo Cars (Lower Hutt) Ltd; Ezybid Finance

Loans Papamoa

David Stephen Shearer; Shearer & Co Ltd; SHARE

David William Reay; NZ Home Loans (Taranaki)

David Wilson; Quadrant Financial Services Ltd;

DBR Ltd; DBR Property Financiers

Direct Cash Orders Ltd; DCO Finance

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Deborah Marie Turnbull; SHARE

Deborah Anne Davenhill; NZ Home Loans

Deborah Jane Jones; NZ Home Loans (Moorhouse)

SHARE

(Nelson)

Deborah Castledine

Farmlands Co-operative Society Ltd Forest Dynamics Partnership Geoffrey Robert Hope Nairn; Triplejump Farmlands Finance Ltd Forex NZ 2000 Ltd George van Meeuwen; NZ Home Loans (Mana) Farmlands Fuel Ltd Forex Trend Ltd; Forex Trend Georgina McGarry; Ruth Grant Financial Services Farmlands Real Estate Ltd Gerard Stephen Quinn; Pegusus Fatai, Kalepi; American Income Life Insurance Co Fran Harlick; NZ Home Loans (Christchurch Gerry Irvine; NZ Home Loans (Riccarton) Central) FCTF Land (NZ) Ltd Francie Margaret Jones; NZ Home Loans (Nelson) Gill Coutts & Co FeeSmart Finance Ltd Francis John Gatley ; John Gatley & Associates Ltd Gilrose Finance Co Ltd Feiloakitau, Soana; American Income Life Francis John Gerard Gatley Ginny Nelson; Ginny Nelson Mortgage & Insurance Co Insurance Ltd Felecia Hewson; Prosper Group Frank Wood; Forwood For Life Giuseppe Carmelo Luca; Hallam Jones Insurance Felicity Diane Barton; NZ Home Loans (Nelson) Frank Zwitser: NZ Home Loans (Auckland East) & Superannuation Ltd Fellis McGuire; NZInvest Frankie Money Transfer Ltd; Frankie Money Glen Marsh; Jethro Hooker & Assocs Transfer Fenton McFadden Lawyers Nominee Co Ltd Glen Petersen; Grosvenor Investment Fraser, Ashley; American Income Life Insurance Co Management Ltd Fergus Smith; FG Smith & Co Ltd; SHARE Friedlander, Aaron: American Income Life Glen Trevor Mattingly; Joseph Ltd; NZ Home Loans Ferris, Anita; American Income Life Insurance Co Insurance Co (Paraparaumu) Fifo Capital (Canterbury Invoice Finance Ltd) Friedlander, Steven: American Income Life Glencore Grain (NZ) Ltd Insurance Fifo Capital (D.J. Morris Ltd) Glencroft Holdings Ltd FSF Management Co Ltd Fifo Capital (Invoice Solutions Ltd) Glenda Lynette French; Mortgage Link Otago Ltd Fujii, Mary Maida; American Income Life Fifo Capital (Johang Ltd) Glenn Martin Yorke: Timeless Investments Ltd: Fifo Capital (The Working Capital Co Ltd) Timeless Investments Ltd Fusitua, Kilmana; American Income Life Insurance Fifo Capital (Working Capital NZ Ltd) Glenys Bawden; NZInvest Fifo Capital (Living Finance Ltd) FXBTG Financial Ltd Glenys Paterson; NZ Home Loans (Taranaki) Fifo Capital (Cloud 9 Financial Solutions Ltd) **EXOPEN NZ Ltd** Global Derivative Capital Markets NZ Ltd FIFS Group Ltd G.D.Horne Solicitors Nominee Co Ltd Global Remittance Ltd Financial Success Group(2008) Ltd Gail June Jensen; Remax Group Ltd; Mortgage GMT Bond Issuer Ltd. Financial Synergy Ltd Gold Mount, GMID Garry Shennen; New Zealand Home Loans Finau, Ana; American Income Life Insurance Co Golden Galaxy Finance Co Ltd (Whakatane) Ltd Finau, Mele; American Income Life Insurance Co Golden Trade Capital Market Ltd Garth Ivory Finlay Abbot; Finlay Abbot Mortgage Broker Ltd; Goldenway Global Investments (New Zealand) Ltd Gary Francis Haberfield; Mortgage Link Waikato Prosper Group Gonaseelan Rao; NZ Home Loans (Ormiston) Ltd Finn Benedict Mora Brooke Gary Spratt; NZ Home Loans Wellington Central; Goodman (NZ) Ltd Finn Brooke; Juria Capital Ltd Gavin Eric Myburgh; Natures Reward Ltd; NZ Goodman Property Services (NZ) Ltd Home Loans Hibiscus Coast Fiona Alice Lintott; Russell Investments Gordon Smith Gavin Robert Welsh; NZ Home Loans Fiona Rhonda Jane Schroeder; Business Architects Gordon Smith; Cole Murray Group Ltd: SHARE Gavin Welsh; NZ Home Loans Albany Ltd GPR Hotels Ltd; Pullman Auckland FIRMA Foreign Exchange (NZ) Ltd Gaynor Maree Fisher; NZ Home Loans (Wgtn Sth) Graeme Currie; NZ Home Loans (Hawkes Bay) FirstFX (NZ) Ltd GC Financial Group Ltd Fisher and Paykel Healthcare Employee Share Graeme Hunter; New Zealand Home Loans GEM Solutions Ltd; Triplejump Otumoeta Purchase Trustee Ltd Gemma Margaretha Stevens; Taupo Moana Funds Graeme Leslie Tee; Graeme Tee Financial Services Fletcher Building Industries Ltd Itd Ltd; Private Asset Management Ltd Flexigroup (New Zealand) Ltd Gemma Miranda Pope; Chris Pope and Associates Graeme Muir; NZ Home Loans (Hamilton East) Flexigroup NZ SPV2 Ltd Ltd Graeme Murray Turley GenieWallet Ltd; GenieWallet Flexigroup NZ SPV3 Ltd Graeme Pickering; Quadrant Financial Services Genworth Financial Mortgage Insurance Pty Ltd Flight Centre (NZ) Ltd; Moneywise Global; Flight Centre Geoff Seton; G & A Seton Ltd; Seton Financial Graeme Rainsford Dick; Project & Ventures Ltd Flo 2 Cash Itd Graeme Shanks; Graeme Shanks Ltd; SHARE Geoffrey Bawden; Moneyworkz Mortgage & Fonterra (Delegated Compliance Trading Services) Graham Alistair Ivory Insurance Ltd; Prosper Group Graham Elliott; Peter Dredge Ltd Geoffrey Malcom Winton; NZ Home Loans Fonterra Co-operative Group Ltd Graham William Eastwood; Rainey & Associates Geoffrey Martin Wallace Fonterra Farmer Custodian Trust Ltd Geoffrey Peter Prisk; Sg & Sons Ltd Footsy 100 Ltd; New Zealand Home Loans Rotorua Grand Ages Group (NZ) Ltd Geoffrey Philip Belcher; NZ Home Loans Forest Dynamics Management Ltd Grand Lakes Management Ltd; Sofitel (Wellington North) Ltd

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lan G Harwood; lan G Harwood Insurance Ltd

Hauraki Advances Ltd

Jan Heath; NZ Home Loans(Blenheim)

Jane Linda Durrant; Triplejump Ltd Joe Byrne; Grosvenor Investment Management Julian Warren Ellis; Quantum Strategies Ltd Ltd Janene Sims; NZ Home Loans Dunedin Metro Julie Garnham; NZ Home Loans (Paraparaumu) Joe Deck Janet Corry; NZ Home Loans (Riccarton) Julie Taylor; NZ Home Loans(Blenheim) Joga Singh Janine Wilson; Adonai's Retreat Ltd; NZ Home Jupiter Ltd; Amora Hotel Wellington, Amora Hotel John Carroll ; Doha Financial Services Loans Levin Auckland. Jarkiewicz, Irene Ann; American Income Life John David McKee; NZ Home Loans (Christchurch Justine Anne Meybaum; NZ Home Loans (Hawkes Insurance Co Central) Jaryd Gray John Davies; Project & Ventures Ltd Justine Bishop; NZ Home Loans Jasmine Murphy; Grosvenor Investment John Douglas Sorensen; Camelot NZ Ltd Ka Kui Cheng Management Ltd Kabir Tewari; Lifestyle Loans NZ Ltd; Max Loans Jasvir Singh; NZ Home Loans (Wgtn Central) John Geekie; NZ Home Loans (Manawatu) Kabir Tewari; The Lending Room Ltd Jayne Michelle Sales; NZ Home Loans John Grogan; John Grogan Insurances 2006 Ltd Karen Corlett Jayne Sales; New Zealand Home Loans (ABDC) John Hettig, Homesave Ltd Karen Elaine Millar; Prosper Group Ltd; NZ Home Loans Auckland City John Hill : SHARE Karen Jackson; The Lending Room Ltd Jeff Kerwin; Mortgage Link Waikato Ltd John Kenel; Assured Property Karen Linda Jackson; Lifestyle Loans NZ Ltd; Max Jeff Tobin; Tobin Insurance Services John Macleod Bishop: NZ Home Loans Jeffrey Maxwell Attwell; Camelot NZ Ltd John McDonald Judd Karen Margaret McLean; NZ Home Loans (Mana) Karen Mooney; Lifetime Group John Norton; Grosvenor Investment Management Jenny Aitken; NZ Home Loans (Takapuna) Ltd Karlee Agnew Jenny Church; New Zealand Home Loans (ABDC) John Patrick Grogan; John Grogan Insurances Ltd Karyn Notman; NZ Home Loans (Christchurch) 2006 Itd Jenny Keehan; Midas Consulting Ltd; NZ Home Katalin Daverne; NZ Home Loans John Raymond Wood; John Wood & Associates Ltd Loans (Wgtn Central) Kate Walker; Strettons Wealth Management Ltd, John Robinson: Lifescan Ltd Jeremy Douglas Blampied NIA Financial Advisers Ltd John Tonkin; Tonkin Financial Services Jeremy Hugh Cole; Cole Murray Group Kathryn Perumal; NZ Home Loans (Takapuna) Ltd John van Winden; NZ Home Loans Jeremy Wilson; NZInvest Katrina Mareorangi Edge; NZ Home Loans (Mana) John Wood and Associates Ltd Jessica Collins; Insurlink Waikato Kaufusi, Moli; American Income Life Insurance Co Johnathan Brodie Jet Park Hotel Ltd; Jet Park Airport Hotel and Kava, Kotoni; American Income Life Insurance Co Conference Centre Johnny Tain; RT Mortgages Solutions Ltd Kawarau Village Ltd; Hilton Queenstown Jethro Daniel Hooker; Jethro Hooker & Associates Johnson Li; Nali Finance Ltd KC Securities Ltd Ltd: Life Plan Ltd. Ease New Zealand Ltd Ion Laidlaw N7Invest KCL Custodians Ltd Jiali Liang; KVB FX Ltd Jon Turnbull & Associates; SHARE KCI Investments Ltd. Jignesh Gajjar; NZ Home Loans Melville Jonathan Neil Keast; NZ Home Loans KCL Property Ltd Jill Elizabeth Clearwater; Mortgage Link Otago Ltd (Christchurch) KCLP Management Ltd Jill Flatt; NZ Home Loans (Rodney) Jonothan Corbett; Mahi Capital Ltd Keith Bradley Dymond; NZ Home Loans (Taranaki) Jill Margaret Burns; NZ Home Loans (Kapiti Coast) Jose Mina; NZ Home Loans (Massey) Jim Dowsett; Jim Dowsett & Associates Ltd; Keith Dymond; New Zealand Home Loans Egmont Joseph James Carroll; NZ Home Loans SHARE (Manawatu) Keith Hiscoke; Camelot NZ Ltd Partnership Jin Peng; Jin Yuan International Joseph Ltd; New Zealand Home Loans Keith Robertson Robertson: NZ Home Loans Paraparaumu (Auckland East) Jin Yuan Finance Ltd Joseph Merritt; NZ Home Loans (Riccarton) Keith Wilfred Thomas; Cole Murray Group Jinyi Zeng; Mortgage Success Joshua David Beckett; NZInvest Jo Autridge; NZ Home Loans (Hamilton East) Kelly Ann Henry; NZ Home Loans (Paraparaumu) Joshua Graeme Don Kelly Ann Henry; Sameli Ltd; NZ Home Loans Jo Dudziak; SHARE (Wellington Coastal) Joshua Kai Kim Wee; KVB Kunlun NZ Ltd Jo Reid; NZ Home Loans Auckland Metro Ltd Kelly, Paul; American Income Life Insurance Co Josiah Francis Laurant; The Lending Room Ltd Joan Coffey; TJ Waikato; Triplejump Kelvin McKissock; Lifetime Group JS Strang Ltd, Strang and Gordon Ltd; SHARE Joanna Go Yap; NZ Home Loans Northcote Kenji Watanabe; KVB Kunlun NZ Ltd Judith Ann O'Connor; Ruth Grant Financial Joanne Dudziak; Shearer & Co Ltd; SHARE Services Ltd Kenneth Thompson; NZ Home Loans (Rotorua) Joanne Geary; NZ Home Loans (Massey) Judy Steiner; Mortgage Link Hawkes Bay Kent Morton Sheetz: NZ Home Loans Joanne McRae; NZ Home Loans Julian Alan Sheridan; Lifestyle Loans NZ Ltd; Max Kent Sheetz; NZ Home Loans Auckland BDC Joanne Welch; NZ Home Loans (Kapiti Coast) Keren-Lee Vale; Vale Financial Services Ltd; SHARE Jocelyn Weatherall; Rutherford Rede(Akl) Ltd Julian Anderson Kerri Anne Richardson; Peter J Taylor and Julian Sean Henry Bishop; NZInvest Jodie Brown; New Zealand Home Loans (Hawkes Associates Ltd Bay) Ltd

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Stock Plan Ltd Technology Holdings Ltd Tony Copping; Mortgage Link Coastwide Ltd; Mortgage Link Coastwide StockCo Ltd Tegan Bronkhorst; NZ Home Loans (Christchurch Tony Dowell; Janton Investments Ltd; SHARE Stowers, Elizabeth; American Income Life Insurance Co Teleco Insurance (NZ) Ltd Tony Peng; Huitong Financial Ltd Strathallan Lifecare Village Ltd; Strathallan Telecom Rentals Ltd Top Country Properties Ltd Lifecare Ltd Telnet Services Ltd Tracey Devey; NZ Home Loans Stuart Wills; Mortgage Link West Templar Fund Ltd Tracey Lee Hayston; NZ Home Loans (Mana) Stuart Auld; Cooper Insurance Ltd; Cooper Tempo Allegro Ltd Tracey Mary White; NZ Home Loans Insurance Terrance McCartney; NZ Home Loans (Moorhouse) Traci-Lee Klinac; Jamal Investment Properties Ltd; Sudhir Duggal; SSR Holdings Ltd; Lifetime Group Prosper Group Terry Cooper; New Zealand Home Loans Manukau Sue Macilwee; 2RTamblin; NZHL Papamoa Tracy Bucknell; NZ Home Loans (Whangarei) Sue Winders; Peter J Taylor and Associates Ltd TFTM Ltd Tracy Knight; Peter J Taylor and Associates Ltd Sue-Anne Leitch; NZ Home Loans (Wellington The Heritage Hotel Auckland Ltd: Heritage Tracy Thompson; Mortgage Link Central Otago North) Ltd Trade Me Ltd Sumita Finance Ltd The Heritage Hotel Christchurch Ltd; Heritage Traders Investments Ltd Summit Equity Fund Ltd Christchurch Transpower New Zealand Ltd Sundar, Anil; American Income Life Insurance Co The Heritage Hotel Queenstown Ltd; Heritage Travel Money (NZ) Ltd; Travel Money Sunia Pettitt; NZInvest The Lending Room Ltd; The Lending Room Treena Jordon; NZ Home Loans Auckland SuperLife Ltd; Superlife The Trustees of PGG Wrightson Employee Benefits Tresna Colleen Ingle; New Zealand Home Loans Superlife Trustee Ltd Plan (Whakatane) Ltd Susan Carmel Bennett; NZ Home Loans The Trustees of The Salvation Army New Zealand Trevor Myers; Myers Financial Services Ltd (Tauranga) Officers' Superannuation Scheme Trevor Shaskem; NZ Home Loans (Gisborne) Susan Daulby; Cole Murray Group Theresa Hatton; Hatton Financial Services Trevor Tiplady; Hollyford Mortgages Ltd; Hollyford Susan Kaye Warburton; Peter J Taylor and Thomas Dobbie; NZInvest Mortgages Associates Ltd Tiata, Janet: American Income Life Insurance Co. Trevor Wayne Moore Susan Valerie Bates; NZ Home Loans Tim Erp; NZ Home Loans (Takapuna) Ltd Trina Lee Jury; NZ Home Loans (Taranaki) Susan Yoro Gordula; NZ Home Loans (Massey) Timeless Investments Ltd; Mortgage Link Taupo Triplejump Group Holdings Ltd Suzanne Hopkins; NZ Home Loans (Riccarton) Timothy Henry Lichtenstein Tripp Rolleston & Co Nominee Co Suzanne Rogers; Todd Family Office Timothy Martin Wild; Grosvenor Investment Trudy Baker; NZ Home Loans (Moorhouse) Sweeney Ng; Triplejump Management Ltd Trudy Thompson; NZ Home Loans (Christchurch) Sydney Trevor Hanna; Camelot NZ Ltd Partnership Tina Eileen Turner; Camelot NZ Ltd Partnership Tuatara Management Ltd Syed Abdul Hadi, Model Financial Services Ltd Tina Marie Wilson; Taupo Moana Funds Ltd Tuifua, Alisi; American Income Life Insurance Co Taamilosaga, Paul; American Income Life Tina Patricia Evans; Camelot NZ Ltd Partnership Insurance Co Tuifua, Tevita; American Income Life Insurance Co Tiseli, Asenita LT; American Income Life Insurance Tafaese, Annastasia; American Income Life Tuilaepa, Sina; American Income Life Insurance Co Co Insurance Co Tiseli, Viliami Teli; American Income Life Insurance Tuionetoa, Hifo-Fi-T; American Income Life Tainui Auckland Airport Hotel GP Ltd; Novotel Insurance Co Co Auckland Airnort TJ HB Ltd; Triplejump Hawkes Bay Tupou, Isileli: American Income Life Insurance Co Tairua Marine Charitable Trust Board Tupouniua, Ofa; American Income Life Insurance TJ Manawatu Ltd; Triplejump Tairua Marine Ltd Co TJ Taupo Ltd; Triplejump Takave, Tunganekore; American Income Life Tupouniua, Tevita: American Income Life TJ Waikato Ltd; Triplejump Insurance Co Insurance Co Tania Maree Thomas; NZ Home Loans (Ormiston) TJ Wiseley Ltd; Triplejump Turners and Growers Ltd Todd Blythe; Camelot NZ Ltd Partnership Tusivili, Antonina Faith; American Income Life Tania Thomas; NZ Home Loans Todd Family Office Ltd Tanya Elizabeth McQueen; Financial Success UBT Business Coaching; UBT Accountants Todd Michael Power; Camelot NZ Ltd Partnership Group(2008) Ltd UHY Haines Norton Advisers Ltd; Mortgage Link Todd Sutton; Bradley Nuttall Taogaga, Soonalote; American Income Life Tokahere, Ritia; American Income Life Insurance Uilelea, Juanita S; American Income Life Insurance Taufalele, Uililose; American Income Life Insurance Co Tom Mail: NZInvest Uipa, Alfred; American Income Life Insurance Co Taupo Moana Funds Ltd Toni Ann Robins; NZ Home Loans (Ormiston) Ltd Unit2go Ltd Taupo Moana Iwisaver Ltd Toni Robins; NZ Homle Loans(Hillpark) Ltd United Market Oracle International Ltd; UMOFX Taurus Mortgages Ltd Tony Condon; Gentrol Ltd; New Zealand Home UPFX.COM Ltd Loans Hamilton North Teamtalk Ltd

Uppoint Group Ltd Warwick Fleming; Grosvenor Investment Management Ltd US 50 Fund Ltd Wayne Holden; Holden Mortgage & Insurance Vaai, Afuiva; American Income Life Insurance Wayne Lawrence Pound; Pound Financial Services Vahid Ahmad Khan Bigy; Persian Network Ltd Vaikini Teulilio Wayne Maddren; NZ Home Loans (West Auckland) Ltd Vaitohi Finance Ltd Wayne McCarthy; First Financial Planning Ltd Vanessa Belton; Greenlight Mortgages Ltd; Wayne Murray Oliver; Oliver Mortgage Insurance Vanessa Jensen; Grosvenor Investment Management Ltd Wayne Sydney John Holden Vavau, Vatapuia; American Income Life Insurance Wayne Thomas Mulligan; Taupo Moana Iwisaver Vea, Afega; American Income Life Insurance Co Wee, Huihann: American Income Life Insurance Vea, Hailame; American Income Life Insurance Co Wendy Eva Yorke; Timeless Investments Ltd; Vena, Daniel; American Income Life Insurance Co Mortgage Link Taupo Vernon Malcolm Wendy Foulds; NZ Home Loans (Hastings City) Verplank Ltd; Silverwood Joint Venture Wex Prepaid Cards Australia Pty Ltd Viaduct Health Ltd Whaanga-Dean, Marlene T; American Income Life Viaduct Quays Hotel Ltd; Sofitel Auckland Viaduct Insurance Co Wharewaka (2003) Ltd Vibhs Financial (NZ) Ltd Whitcoulls Group Pension Fund Vicki Kathryn Barker; Bureau Specialised Willem Abraham De Klerk; NZ Home Loans Insurance Services Ltd (Franklin District) Vicki Lakomy; NZ Home Loans (Wgtn Sth) William Temuera Robert Hall; Taupo Moana Victor Alder; Smart Choice Mortgages Ltd; Smart lwisaver Ltd; Taupo Moana Funds Ltd Choice Mortgages William(Bill) Pickens; NZ Home Loans Victoria Elizabeth Bernecker; The Lending Room (Whangarei) Vijay Khobchandani; IB Ltd William(Bill) Pickens; NZ Home Loans (Auckland East) Viliami Moli Toafa; Heilala Finance Working Capital Solutions (NZ) Ltd Village at the Park Lifecare Ltd Working Capital Solutions Holdings Ltd Virginia Nelson; Central Insurance Ltd Xavier (Rex) Yap; NZ Home Loans Northcote Virginia Surety Co Inc; National Underwriting Agencies Pty Ltd Xing, Wei; American Income Life Insurance Virmaljit Singh; Megalo Ltd Yang Li; Jin Yuan International Vivienne Blackler; New Zealand Home Loans Waikato YQ (NZ) Ltd; YQ Vivienne Louise Blackler; NzHome Loans Waikato Yu Luo; Jin Yuan International Ltd Yu Xie; Jin Yuan International Vulcan Capital Ltd; Vulcan Capital Yue Qiu;Jin Yuan International W.G. Broadbent & Co Solicitors Nominee Co Ltd Yuko Dempster; New Zealand Home Loans Waikato Institute of Technology; Wintec (ABDC) Ltd; NZ Home Loans Auckland City Wairau Pay Ltd; Pay Today Z Energy Walter (Wouter) de Vries; Risk Management Zara Alisa Wright; Ruth Grant Financial Taranaki Ltd; Triplejump Services Ltd Walter Brent Sheather; Private Asset Zed Finance Ltd Management Ltd Zeenat Bi Wanganui Brokers Finance Ltd Zhanataeva, Mila; American Income Life Warren French Insurance Co Warren John Storm Zhiguang Li; Jin Yuan International Warren Richard Skerrett; Camelot NZ Ltd Ziwei Li; Jin Yuan International

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