

India 
New Zealand
Business Council



INZBC SUMMIT 2022

INDIA - NEW ZEALAND TRADE RELATIONS:
THE ROAD AHEAD



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India New Zealand Business Council SUMMIT 2022



12.30 PM - 1.30 PM	Networking / Working Lunch
1.30 PM - 2.15 PM	Opening of the Summit
MC: Sunil Kaushal , Head, Strategic Partnerships, INZBC	
Start of the formal ceremony with a Karakia (Māori blessings) to be conducted by Dr. Pushpa Bhardwaj-Wood , Wellington Chapter Head, INZBC	
Welcome & Overview by Earl Ratray , Chair, INZBC	
Keynote address by Hon. Nanaia Mahuta , Minister for Foreign Affairs of New Zealand	
Keynote address by H.E. Neeta Bhushan , High Commissioner of India to New Zealand	
Reflections by David Blakey , Regional General Manager, Northern Region, BNZ	
2:15 PM - 3:30 PM	Panel Discussion 1: [Commercial Panel]
Why India? The Opportunities Ahead	
<p>Session Blurb: A big delegation of Kiwi businesses have just returned from India. There are many learning and opportunities identified by them. We discuss with some industry experts, on what those learnings are, where are the opportunities they see and how can the industry engage in the sector-based model.</p> <p>Bhav Dhillon, Hon Consul of India in Auckland Simon Tucker, Director, Global Sustainability, Stakeholder Affairs and Trade, Fonterra Co-operative Group Geoff Allott, Exec Director, QualityNZ group Carmen Vicelich, CEO, Valocity Michael Fox, Head of Global Public Affairs, Zespri International Limited</p> <p>Moderator: Jay Changlani, Treasurer, INZBC</p>	
3.30 PM - 4.15 PM	Tea & networking



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4.15 PM - 5.30 PM	Panel Discussion 2: [Services Sector]
Supporting the Trade Dialogue	
<p>Session Blurb: The services & technology sector provide the vital impetus to trade growth for our economy. In this panel we look at some of the key areas where the potential is immense to push greater trade with India.</p> <p>Simon Bridges, CEO, Auckland Business Chamber Franky Wang, Head of Asia Business Activation, Growth Sector, BNZ Gerard Rowe, Dean of the Faculty of Engineering, University of Auckland Vandana Rai, Director, Immigration Advisers NZ Chandan Ohri, Director, Duco Consultancy</p> <p>Moderator: Bharat Chawla, Board member, INZBC</p>	
5.45 PM - 5.50 PM	Closing Session
Conclusion by Dr. Pushpa Bhardwaj-Wood , Wellington Chapter Head, INZBC	
Vote of Thanks by Prince Kumar , Board Member, INZBC	
6 PM - 7 PM	Networking on drinks & nibbles

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INZBC SUMMIT 2022

11 Nov 2022, Stamford Plaza Hotel, Auckland

SPEAKER PROFILES

[in order of appearance]

1.30 PM - 2.15 PM

Opening of the Summit



Welcome & Overview by:

Earl Rattray

Chair, INZBC | Director, Dairy Link Ltd.

Earl Rattray's has a longstanding career in the New Zealand dairy sector. After graduation he began his working carer as an Agricultural Economist before returning to his dairy farming roots, first as a sharemilker, and eventually to multiple farm ownership. On the way through he held several senior dairy sector leadership roles. He was a founding board member of Fonterra Co-operative Group and was the founding Chairman of the New Zealand Dairy Companies Association.

More recently Earl has held several senior advisory roles, , and currently manages his own dairy industry consultancy, Dairy Link Ltd, specialising in New Zealand and Asian dairy sector insight and analysis.

Earl has a wide-ranging corporate governance experience across large and small entities, Co-operatives, Public and Private sector owned businesses, including in emerging markets.

He is currently chairman of Animal Breeding Services (NZ) Ltd, Inframax Construction Ltd, and Binsar Farms Pvt Ltd (India). He is Director Quantec Ltd and Dairy Farms NZ Ltd.

He is a Chartered Fellow of the Institute of Directors, and a Fellow of the NZ Institute of Primary Industry Management. He is the current chair of the India New Zealand Business Council.



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Keynote Address by:

Hon Nanaia Mahuta
Minister of Foreign Affairs of New Zealand

As a mother, and a constituent MP with 20 plus years' experience who has come from 'flax-root' politics, Hon Nanaia Mahuta remains connected to the aspirations of people from all walks of life. Those who work hard for a living so that their children can do better, kaumatua, tradespeople, those who aspire to own their home, those who own small businesses and those who lead a range of services and organisations and huge iwi entities.

During her time in Parliament, Nanaia supported policies and initiatives that built the capacity of communities, especially social service organisations, greater investment in education, employment and training opportunities particularly for young people, supported the continuation of the Treaty settlement process and supported specific initiatives that lift the wellbeing and opportunities for young mums and those who are vulnerable and victims of abuse.

Nanaia is a tribal member of Waikato-Tainui, Ngāti Maniapoto and Ngāti Manu and her parliamentary experience has enabled her to contribute to the collective aspirations of Maori and all New Zealanders.

In the 2020 Labour Government, Nanaia became the first woman to hold the Foreign Affairs portfolio. She is also Minister of Local Government, and Associate Minister for Māori Development.



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H.E. Neeta Bhushan
High Commissioner of India to New Zealand

Ms. Neeta Bhushan joined the Indian Foreign Service in 1994. As a career diplomat, she has served in several countries including Japan, Bangladesh, Germany and UAE (as the Deputy Chief of Mission in Abu Dhabi). Her last assignment abroad was as Consul General of India in Chicago where she was in-charge of ten States in the US mid west region.

At Headquarters she was Under Secretary / Desk Officer (Japan & Korea); Director in the Development Partnership Administration and Joint Secretary (Parliament & Coordination). During 2009 to 2013 she was on deputation to the Ministry of Finance as Director in the Department of Economic Affairs looking after bilateral relations with Europe.

She did a stint at National Defence College as Faculty from the Foreign Service. Since April 2020 she has been Joint Secretary / Additional Secretary looking after bilateral relations with 30 countries in Central Europe.

She has studied at Delhi Public School, R.K. Puram, and she has done Economics (Honours) from Hindu College, Delhi University. She also has an M.Phil. Degree from Madras University. Her Research Thesis was on "WTO: Glorious Past, Turbulent Present and Uncertain Future".

She is married to Mr. Anurag Bhushan, also a Diplomat in the Ministry of External Affairs, India. They have a son and a daughter.

Her hobbies include reading and playing piano.





Reflections by:

David Blakey
Regional General Manager, Northern Region,
BNZ

David has over 25 years experience in a range of roles covering retail and business banking, corporate banking, specialised finance and risk management. This breadth of experience gives him a valuable insight into the unique needs of a large variety of customers. He is passionate about bringing the best of BNZ's capability to support individuals and businesses to achieve their ambitions and grow a prosperous New Zealand.

David is currently Regional General Manager for the Northern Region of BNZ, which comprises the branch-based retail bankers plus business and agribusiness bankers across Auckland, Waikato and Bay of Plenty.

David holds a Master of Business Administration from London Business School, a Diploma in Banking from Massey University, a Bachelor of Commerce from Auckland University, is a Chartered Banker and is also a Fellow of the Financial Services Institute of Australasia.

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PANEL DISCUSSION 1

2:15 PM - 3:30 PM

Panel Discussion: Why India? The opportunities ahead

Blurb: A big delegation of Kiwi businesses have just returned from India. There are many learning and opportunities identified by them. We discuss with some industry experts, on what those learnings are, where are the opportunities they see and how can the industry engage in the sector based model.

Panelists:



Bhav Dhillon
Hon Consul of India in Auckland

Bhav Dhillon has been appointed Chair of Foundation North, the community trust for Auckland and Northland. Mr Dhillon has been a Trustee on the Foundation's board since June 2017. He takes over as Chair from John Slater, whose term as Trustee came to an end on 7 September 2020, after eight years of service. Bhav Dhillon is the Honorary Consul of India, a well-known community and business leader and publisher of The Indian Weekender, NZ's weekly newspaper for Kiwi-Indians. Bhav is Managing Director of Cemix (construction products manufacturer) and sits on the board of several other organisations, including the India New Zealand Business Council. Moving into the position of Deputy Chair is Chris Severne (Trustee since June 2017), who replaces Mel Hewitson who continues to serve as a Trustee. Mr Severne has had a successful career in the communications and advertising industries, and has a life-long passion for environmental conservation, having initiated native plant restoration projects in Meola Creek (Auckland) and in Opito Bay on the Coromandel Peninsula.



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Simon Tucker

**Director, Global Sustainability, Stakeholder Affairs and Trade,
Fonterra Co-operative Group**

Simon Tucker is Director of Global Sustainability, Stakeholder Affairs and Trade at Fonterra. In this role he leads teams responsible for Fonterra's global trade strategy, its corporate sustainability and environmental partnerships programmes, the company's relationships with New Zealand and foreign governments, and Fonterra's industry partners. As a member of the Co-operative Affairs Leadership Team, Simon's role contributes to the execution of Fonterra's strategy – particularly in terms of trade access, management of geo-political risk, development of world-leading environmental sustainability credentials and the Co-operative's efforts to enhance its national and global identity and reputation.

Simon has spent over twelve years in the New Zealand dairy industry including in leadership roles at DairyNZ, the Dairy Companies Association of New Zealand and with Fonterra Co-operative Group's US-based business and at its head office in Auckland.

During his career, Simon has also spent considerable time working for the New Zealand Ministry of Foreign Affairs and Trade. He was the Ministry's Assistant Secretary based in Auckland and served as New Zealand High Commissioner (Ambassador) to Canada and was concurrently High Commissioner to Jamaica. Earlier diplomatic assignments included postings as Counsellor and head of the trade team at the New Zealand Embassy in Washington DC and three years at the NZ Embassy in Tehran. He also spent several years working in Parliament as adviser to the Minister for Trade.

Over the past 10 years Simon has also held a number of governance and advisory roles, including in the areas of economic development, trade, resource management and education. Simon is married to Penny Tucker and they have three children. He is a graduate of the University of Canterbury in New Zealand.



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Geoff Allott
Executive Director/ Co-Founder,
QualityNZ Group

QualityNZ sells premium New Zealand food and beverage products and has been operating in India for over 10 years through our Indian subsidiary company. Capitalising on our unique business model (which is ISO22000 certified), we control the supply chain from the shores of NZ to the doors of our customers in India.

We supply product to over 370 x 5-star hotels, across 26 cities, as well as supplying product to catering, food service, and retail sectors. We are privileged to have former NZ Cricket captains, Stephen Fleming, Daniel Vettori, Sir Richard Hadlee, and Brendon McCullum as shareholders and ambassadors. Their knowledge and passion for the Indian market adds great strength to our proposition, and their networks developed through their involvement in Indian Premier League cricket has been significant. The Alliance group (one of worlds' largest sheep procurement companies) are also a shareholder in QualityNZ, and their global reputation for producing high quality meat products is second to none.

QualityNZ's product range has included lamb, mutton, mussels, seafood, and dairy; and we are currently looking to expand our range further. We also have some exciting projects underway that will involve us investing more in India, to enable us to capitalise on the vast number of opportunities that exist in the market.

The 'QualityNZ Group', has also recently expanded into the 'Education & Recruitment' _sector, which operates as a stand-alone company. We are focused on ensuring we meet the objectives of both the Indian and NZ education systems, as well as industry requirements. This business focuses on three verticals: 1) student placement, 2) vocational and skills-based training and recruitment, and 3) 'Leadership & Culture' learning platforms. The QualityNZ Group will continue to investigate other 'sector' opportunities within India in the near future.





Carmen Vicelich
CEO, Valocity

Carmen Vicelich is an entrepreneurial powerhouse with over 20 years of experience developing Valuation Strategy in banking and using technology and data to create value. In record time she has created two global, industry-leading businesses that do just that.

Purchasing a property is a significant investment, however, before any bank in the world can lend money for a mortgage or loan against property, they must first assess its value. Carmen's company **Valocity** has revolutionised this process, by digitally connecting lenders and valuers One Smart Platform, to streamline the valuation and approval process to deliver a digital customer experience as well as best practice regulatory requirements.

The unique, cloud-based platform is used by some of the world's largest lenders across New Zealand, Australia, India, and Asia. Valocity has been recognised globally including at the prestigious India FinTech Awards 2019 as Fintech Start Up of the Year, Singapore Global Fintech Finalist 2021, and Microsoft ISV Partner of the Year 2020.

In parallel to Valocity, Carmen developed a second company, **Data Insight**, which helps New Zealand's largest business and government organisations leverage the power of data and advanced analytics, enabling data driven decision making to improve customer experience, efficiency and profitability.

Outside of founding two data and technology businesses, Carmen mentors several students and business founders, is a regular global speaker sharing her story of innovation, serves on several boards including UNICEF, Chair of Fintech NZ, and is a proud mother of four children.





Michael Fox
Head of Global Public Affairs,
Zespri International Limited

Michael Fox is Head of Global Public Affairs at Zespri. He leads Zespri's global public, political and regulatory engagement, advocacy and trade strategy as well as its communications and community investment programmes. He and his team have responsibility for supporting communities and creating an environment to help the industry to fulfill its growth ambitions through positive engagement and advocacy and building the New Zealand kiwifruit industry's reputation as one which makes a positive impact on communities and stakeholders around the world. He was formerly Head of Communications and External Relations. Michael holds a number of advisory roles including sitting on the Executive of the India New Zealand Business Council and Export NZ Advisory Board as well as the New Zealand International Business Forum.

Prior to Zespri he advised Prime Ministers Sir John Key and Sir Bill English and Opposition leader Simon Bridges as a Press Secretary and Chief Press Secretary. He also worked as a journalist in New Zealand and internationally.

Moderator for the panel discussion:



Jay Changlani CA
Treasurer, INZBC | Director, ORB360

A Chartered Accountant and Director of Orb360 since 2015, Jay has over decades of accounting, forensic accounting and tax experience.

His previous roles include Tax Manager at Grant Thornton and Crowe Horwath (WHK), Tax Investigator at the IRD, Forensic Accountant at McDonald Vague, and Financial Accountant at Flight Centre.

Jay specialises in international and domestic tax, with a particular interest in tax due diligence, IRD disputes and international tax. Having a wide range of experience and a broad understanding of international tax regimes allows him to provide a wide range of





technical tax advice, and Jay also regularly presents and writes tax articles.

As well as supporting his many clients, Jay is an India NZ Business Council Board Member and Past Treasurer for Wellington Indian Association. He is a past President of BNI Capital City Wellington (Business Network Group), Member of Porirua Chamber of Commerce and Hutt Valley and Auckland Chamber of Commerce and a Member of Franchise Association of NZ.

In 2019, Jay was selected as one of the 40 young aspiring tax policy leaders in NZ and was invited to discuss and debate global tax policy issues with the Deputy Director of the International Monetary Fund's fiscal affairs department.

He also own Franchise Ready NZ, that scales SME businesses in NZ and Australia by using Franchise Model.

He owns BPO businesses in India and Fiji. Indian business has 8 staff that provides Accounting services to NZ clients. Fiji business is a start up focusing in providing virtual assistant service to NZ clients.

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PANEL DISCUSSION 2

4:15 PM - 5:30 PM

Panel Discussion: Supporting the Trade Dialogue

Blurb: The services & technology sector provide the vital impetus to trade growth for our economy. In this panel we look at some of the key areas where the potential is immense to push greater trade with India.

Panellists:



Simon Bridges
CEO, Auckland Business Chamber

Simon Bridges is a New Zealand leader and household name given his time in politics and his high media profile over many years.

A lawyer turned senior National politician and MP for Tauranga, Simon held a raft of senior responsibilities in New Zealand politics, including as Leader of the National Party and of the Opposition.

As a Minister in the Key/English governments Simon held a wide variety of Ministerial portfolios including Economic Development, Transport, Communications, Energy & Resources, Labour, Associate Finance and Leader of the House.

Prior to Parliament, Simon started his career in a national law firm and was then a Crown prosecutor for several years conducting many serious criminal jury trials.

Simon has an LLB (Hons) and BA from Auckland University where he received a Senior Law Prize, and a Bachelor of Civil law from Oxford University (where he met Natalie). In addition, Simon has studied at the London School of Economics and interned at the British House of Commons as part of a Chevening-Hansard Society Fellowship.

In 2021 Simon's personal memoir, *National Identity*, became a bestseller, and received significant critical acclaim. It is a heartfelt wide-ranging book of self-reflections and on what it means to be a New Zealander.



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Simon has recently retired from politics and today is the CEO of the Auckland Business Chamber.

In addition to his commercial and media work Simon is husband of Natalie and dad to Emlyn, Harry and Jemima. At home he enjoys board games and getting out and about with his kids. He also plays the drums (enthusiastically but not so well these days) and likes red wine, podcasts and reading.



Franky Wang
Head of Asia Business Activation, Growth Sector, BNZ

Franky is the Head of Asia Business Activation at the Bank of New Zealand who significantly contributes to the strategic development and execution of the BNZ Asia Strategy. The aspirational goal is to make BNZ as the choice of bank for the Asian community here in Aotearoa.

This is an enterprises-wide national role that is held responsible and accountable for the Asia strategic delivery covering four key pillars from Consumer housing channels, SME (Business and Commercial), Wealth (Private Banking and JBWere) and C&IB (Corporate and Property) segments as well as supporting non-Asian customers trading with Asia from trade & investment perspective at BNZ. Franky is also the founding committee member of the BNZ diversity and inclusion council. His vision and strategy are to support every BNZ colleague to better connect with Asia for our customers and community.

Other than banking, Franky sits on the Board of Kāhui Tū Kaha who chairs the Finance committee which is a not-for-profit provider of housing and mental health services that is a Ngāti Whātua organization and distinguished by their diversity. Franky is currently sitting on the Institute of Directors (IoD) Auckland branch committee. Mentee of the IoD Mentoring for Diversity programme 2019.

Franky has strong business networks, domestic and overseas contacts, is bilingual and understands ethnic and geographical challenges and opportunities in the business and governance space.





Prof Gerard Rowe
Dean of the Faculty of Engineering, University of Auckland

Gerard Rowe is the Dean of the Faculty of Engineering at the University of Auckland, where he studied as a student completing a BE, ME and PhD (in Electrical and Electronic Engineering) in 1978, 1980 and 1984 respectively. He joined the University of Auckland staff in 1984, and his underlying academic appointment is in the Department of Electrical, Computer, and Software Engineering where he is currently a Professor.

He is a member of the Department's Radio Systems Group and his (disciplinary) research interests lie in the areas of radio systems, electromagnetics and bioelectromagnetics. Over the last 38 years he has taught at all levels (Year 1 to postgraduate) and has developed a particular interest in identifying and correcting student conceptual misunderstandings and in curriculum and course design. Professor Rowe is a Fellow of Engineering New Zealand (FEngNZ), and is a member of the IET, the IEEE, ASEE, STLHE and AAEE.



Vandana Rai
Director, Immigration Advisers NZ

Vandana Rai is an accomplished Auckland-based Licensed Immigration Adviser who is the founder and Director of Immigration Advisers New Zealand Ltd.

In her busy practice, she has accumulated vast experience through frequent dealings with stakeholders and decision-making agencies in the immigration space. The experience thus gained makes her acutely aware of the numerous ongoing challenges New Zealand business owners, their migrant workers and their family members face.

The COVID-19 pandemic and its fallout are testing business owners like never before. Immigration New Zealand's reset and rebalance strategy's implementation, and impact on the real world presents a unique set of challenges and opportunities. Vandana's vast experience and her ability to manage challenging situations have made her well-placed to provide business owners with immigration advice that matters.





Vandana is highly educated, having done an MBA (Marketing), MSc (Human Development) and PG Diploma (Guidance and Counselling) in addition to GCNZIA. She has been on the New Zealand Migration and Investment (NZAMI) board since 2016.

As a Licensed Immigration Adviser, Vandana likes to contribute by providing advice, information and resources to INZBC members in the immigration space.



Chandan Ohri
CEO, Duco Consultancy

Chandan Ohri is currently CEO of Duco Consultancy fastest growing services business 2021 as per Deloitte Fast 50 with offices in New Zealand, Australia, US and India.

In his career over 20+ years he has managed many leadership roles from country managing partner to cross country regional service line leader including Managing Partner for IBM, Partner and Head of IT Consulting for KPMG and CEO for Ascent Group of Institutes. His Industry experience includes public sector, financial services, retail, distribution, media, entertainment, communications, utility and consulting services.

With professional qualifications in accounting, management and technology, Chandan has worked with clients to provide value added services in the areas of digital strategy, cognitive thinking, analytics, cloud strategy, enterprise applications deployments, supply chain optimisation and target operating model review.





Moderator for the panel discussion:



Bharat Chawla

Board Member, INZBC | Co-Founder, Uniqway.com

He has worked across more than 20 countries and cultures, always with the complete understanding of the importance of building business through strong relationships, exceptional customer service, and displaying the highest integrity

Having worked for more than 18 years as a tertiary education provider, I have an in-depth understanding of the New Zealand Education sector, stakeholder management, product development and strategic pathway development.

Bharat have been a former Board Member of India New Zealand Business Council, a former member of the Institute of Directors, New Zealand, and Emerging leader, New Zealand Asian Leaders and a Fellow at the Institute of Managers and Leaders, Australia and New Zealand and was recently selected as Top Diverse board ready director by Superdiversity Institute of Law and Ministry of Ethnic Communities.

His extensive experience has given him an understanding of the importance of building business through professional relationships, integrity, customer service and going the extra mile.

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5:45 PM – 5:50 PM

Closing Session

Conclusion by:



Dr. Pushpa Bhardwaj-Wood ONZM

Wellington Chapter Head, INZBC

Director, NZ Financial Education & Research, Massey University

Pushpa is the Director of the NZ Financial Education and Research at Massey University. Dr Wood was appointed as an Officer of the New Zealand Order of Merit in the Queen's 90th Birthday Honours List for 2016 for her services to financial literacy and interfaith relations. She is the first person in the country to be awarded such an honour for services to interfaith relations and financial literacy. She is also the first Indian women in the country to be awarded with such a high honour and in two areas. Dr Wood is one of the founding and life members of the Wellington Interfaith Council and has been involved in interfaith activities for over 35 years. She is really passionate about encouraging and developing initiatives that promote social harmony in various forms including religious and spiritual harmony. Her PhD thesis explored Religious Dimensions of Medieval Hindi Literature with special reference to Kabir and Tulasi.

Pushpa specialises in Hindi language and literature and her PhD thesis combined her Hindi language expertise with the religious dimensions of medieval India. She is regarded as a pioneer in starting Hindi language teaching to adults and interfaith movement in NZ. Pushpa is a passionate advocate for equity in all spheres of life be it workplaces, community sector or at home. Over the years she has embraced the challenge of being the only woman of colour on some of the Boards and Committees and is not afraid to challenge the status quo where necessary.



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Vote of Thanks:

Prince Kumar

Board Member, INZBC | Director, Edex Academy

Prince Kumar gained his Masters in Industrial Engineering from Indian Institute of Science, Bangalore, India and his Management degree from Loyola Institute of Business Administration, Chennai, India. Prince served as manufacturing head for Eureka Forbes, a subsidiary of TATAs and the CEO of textile companies in South India.

Prince received the "Pride of India", "Rastriya Ekta", and the Bharatiya Udyog Ratan" Awards for his contributions to the business community in India. In Auckland, Prince worked as the General Manager of Contact Centre 1, a telemarketing company. He also worked as Team Manager for the telecommunication company Telstra Clear.

Prince has been a board member of India New Zealand Business Council in the past. He has been involved extensively in promoting New Zealand Education to various countries in Asia and predominantly in India. In 2012, he was part of the trade delegation to India led by Hon Prime Minister John Key. In recent years, Prince is also involved in import of biodegradable material for NZ market.

6:00 PM – 7:00 PM

Networking on drinks & nibbles



Master of Ceremonies:

Sunil Kaushal

Head, Strategic Partnership, INZBC

Sunil Kaushal is a frequent media commentator on Business, Commerce, and International Trade particularly focusing on India. He has first-hand on-the-ground experience in guiding New Zealand firms to expand into India.

Sunil has been the previous Chair of INZBC and has been providing strategic input to the organisation. He also serves on various boards of Not for Profit organisations and community groups. He is frequently invited by industry and academia for comments on New Zealand and India.



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UNIVERSITY OF
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Waipapa Taumata Rau
NEW ZEALAND

University of Auckland India High Achievers Scholarship



Up to
\$20,000
New Zealand Dollars
tuition fees*

About the scholarship:

A Scholarship of up to \$20,000 towards tuition fees* for new international students from India enrolling full-time in undergraduate degrees, PGDip or masters degrees. Opening dates: 10 October 2022 and 9 March 2023

(*) Terms and conditions apply



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important to someone.
So they're all
important to us.

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