



2022 AGM

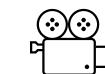
Natural Health Products NZ Inc.

**Enabling a vibrant environment
for growing New Zealand's
natural and complementary
health products sector.**

Welcome!



Your microphone will be muted on joining the webinar



This meeting will be recorded



Click on the Chat button to ask a question which will be answered during the Q&A session

We'll start soon...

**GOLD
PARTNER**



**SILVER
PARTNER**



**BRONZE
PARTNERS**



Natural Health Products NZ Inc

2022 Annual General Meeting

Meeting opened at 2:35pm

Agenda

1. Apologies
2. Minutes of 2021 AGM
3. Chairperson's Report
4. Audited Financial Accounts 2021 Financial Year
5. Appointment of Auditor
6. Election of the Executive Board
7. General Business

1. Apologies

If you have any Apologies, please write them in the meeting chat window.

- Vanessa Haslam, The Bountiful Company
- Vivek Nair, Fine Aromatics
- Bob Hardie, RMF Nutraceuticals
- Fred Dryberg, Weleda

16 proxies were received.

2. Minutes of 2021 AGM

Motion: to accept the minutes from the 2021 Annual General Meeting as a true and accurate record.

Peter Lehrke/Chris Johnson. All in favour

3. Chairperson's Report



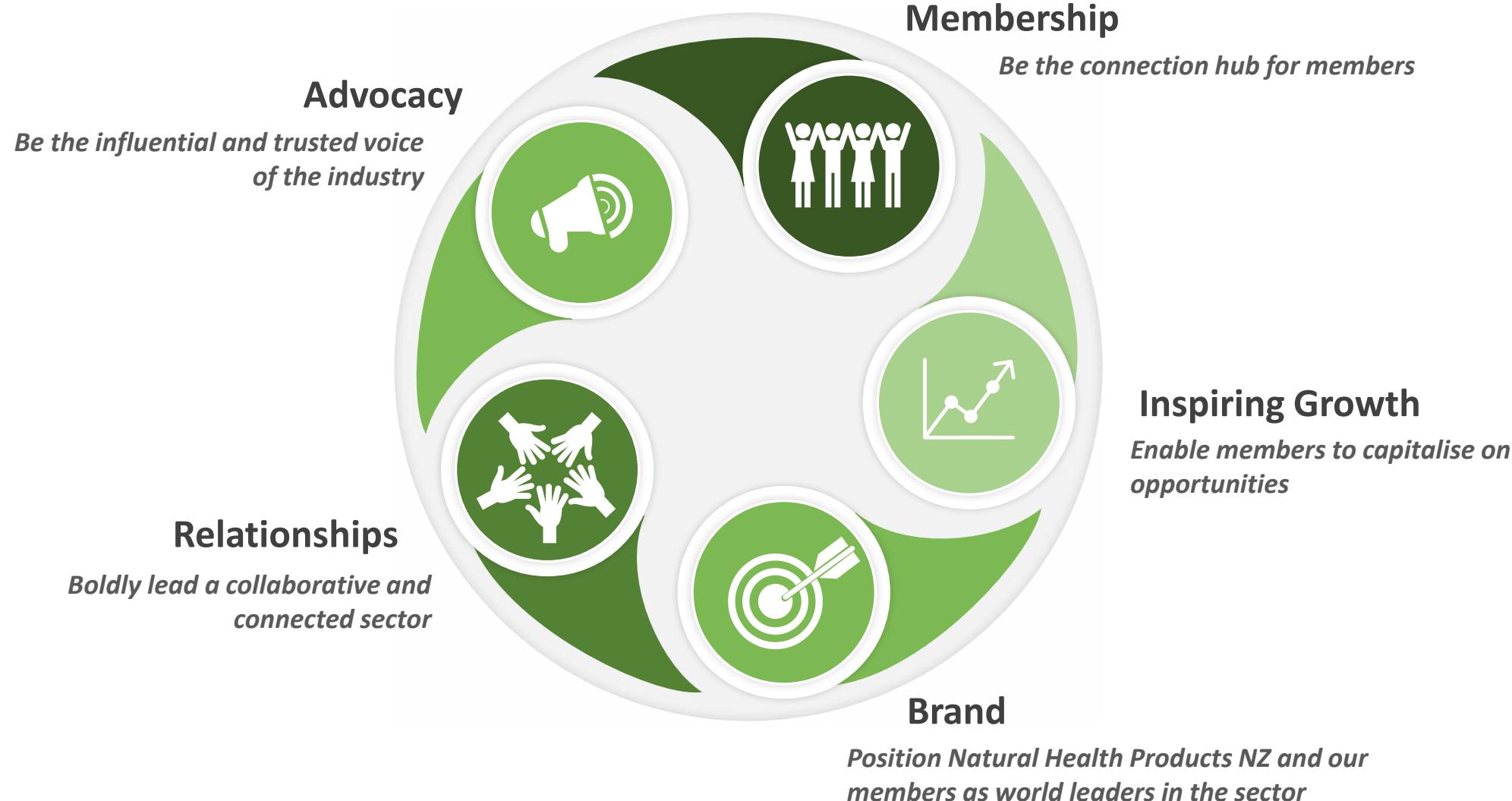
MISSION STATEMENT

**Enable a vibrant environment for growing New Zealand's
natural and complementary health products sector**

VISION

**The natural and complementary health products sector
will be widely acknowledged as the rising star in
New Zealand's value-added economy**

Natural Health Products NZ : Strategic Pillars





Gold Action Point: Re-evaluate digital and other platforms and implement solution

- ✓ Survey and assessment completed
- ✓ Engaged partner for next step

Be the connection hub for members

Understand members' issues and requirements

Provide platforms for industry intelligence sharing

Provide networking opportunities

Success Stories:

Membership growth momentum

Membership growth to 147 representing about 80% of our industry

Best ever Summit

Growth to 200 delegates – 90% rated as very good or excellent

Suppliers' Day success

Growth +24% vs 2019 with 161 delegates



Enable members to capitalise on opportunities

Understand key trends

Foster innovation

Promote opportunities for funding of R&D

Provide export opportunities

Success Stories:

Continued Industry Momentum

Industry has grown from \$1.4billion in 2014 to \$2.3billion

Lunchtime webinars

China Market Entry

Regulatory changes for exporters to China

Suppliers Day

Well supported forum to introduce new suppliers, technology partners, research and ingredients

Newsletter growth to a distribution base of 430 subscribers

Gold Action Point: Integrate resource hub into digital platform to inspire growth



Gold Action Point: Develop a brand and communication strategy to implement across digital platforms

Position Natural Health Products NZ and our members as world leaders in the sector

Implement a comprehensive Communications Plan

Encourage international preference for Brand NZ

Provide a respected halo brand

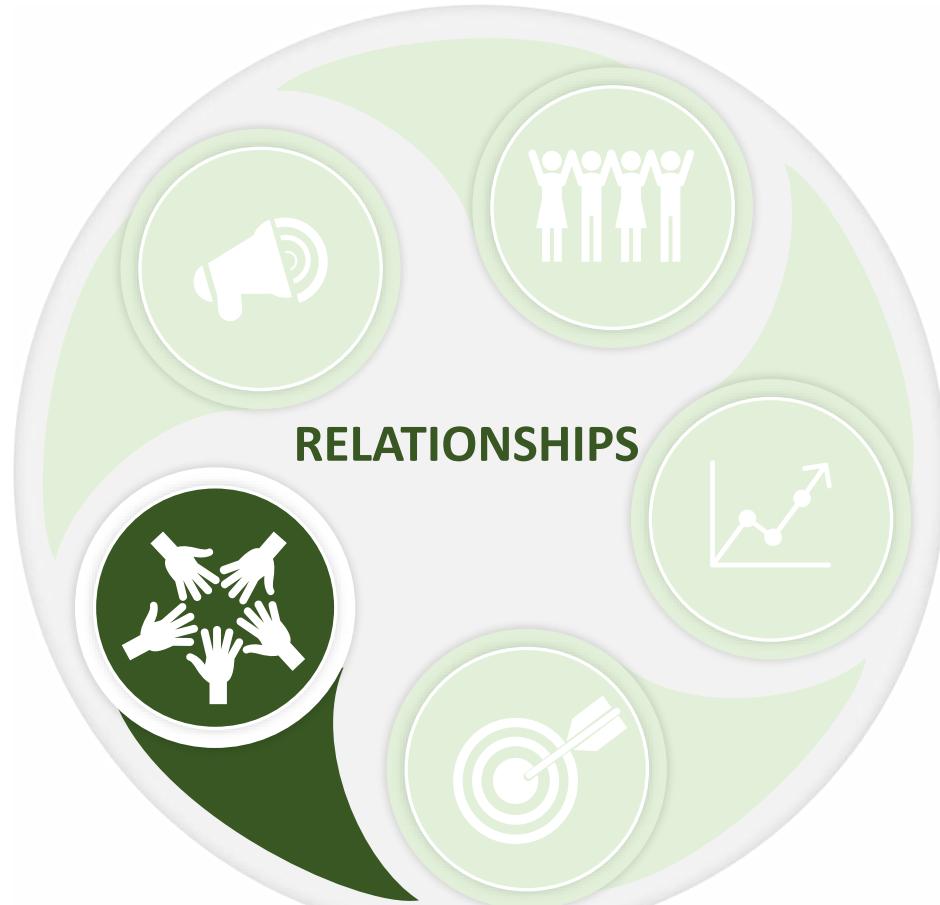
Success Stories:

Profile of our industry sector

Completion and launch of Sector Story with toolkit for exporters including video, images and infographic

Hosted and promoted Annual Industry Awards

Effective media releases reinforced NHPNZ is the respected voice of the industry through Anna Radford of Cadence Communications and our Sub-Committee



Gold Action Point: Evaluate all relationships - understand them, and their value to NHPNZ and industry - and realign a programme of engagement

Boldly lead a collaborative and connected sector

Facilitate collaboration

Nurture mutually beneficial relationships with industry partners

Success Stories:

Strong spirit of collaboration with NZTE, building recognition of the industry

Regular communication with industry associates and relevant organisations such as

BioTech NZ, CMA, IADSA, CCCMHPIE

Provided networking opportunities with leading science institutions

Summit, Suppliers day, Webinars



Gold Action Point: Advocate for modern, fit-for-purpose NHP regulations

Be the influential and trusted voice of the industry

Advocate for positive regulatory outcomes

Ensure credibility within the health sector

Uphold Code of Conduct

Champion sustainability

Success Stories:

Further strengthened government relations through Sam Gray & Neale Jones

Multiple submissions to Select and other government committees

Participation in cross agency and external stakeholder meetings for industry related matters

Seen as the “go to” by key media groups

Essential Business status maintained for supply chain members



3. Chairperson's Report

Special Thanks

- Relationships with our partners have continued well and we value the generous support of our corporate partners:
 - **Gold partnership** - IMCD
 - **Bronze Partners** - New Wayz, Forbes Packaging and Scitex Recruitment
 - And of course Anagenix have now joined this group as a Silver Partner
- **The Natural Health Products NZ Supreme Award** - was won by Vitaco, who also won the Marketing Award for businesses with sales over \$2million, and were Highly Commended in the new Business Resilience Award.



3. Chairperson's Report

Special Thanks

- To all our members for the continued support and input.
- Sheryl Edmonds as Executive Assistant. I would like to thank Sheryl for her contribution to NHPNZ through the year and her contribution to deliver an outstanding Summit.
- Sam Gray – for her relentless pursuit of a “fit for purpose” regulatory mode and export exemption certification
- Anna Radford – for her input and guidance for our coms strategy
- Kerry Warn – I would also like to acknowledge the outstanding contribution that Kerry has given to the industry in her position of General Manager and the success she continues to deliver in driving NHPNZ forward.

Our Board

				
Lorraine Moser - Chair Vitaco Health Ltd	Dr Rod Claycomb Quantec Ltd	Samantha Gray BioEquitas Ltd	Jackie Herbert Douglas Pharmaceuticals	Chris Johnson Anagenix
				
Peter Lehrke PharmaNZ Ltd	Ravinesh Kumaran GMP Pharmaceuticals	Claire Quin Alaron Products Ltd	Phil Rasmussen Phytomed Medicinal Herbs	



3. Chairperson's Report

Special Thanks

- Jackie Herbert – for her contribution to the industry and valuable input she had as a key driver in the technical sub-committee. A special note for her contribution to the inaccurate Fish Oil publication retraction.

3. Chairperson's Report

Motion: to accept the 2021 Chairperson's Report.

Peter Lehrke/Phil Rasmussen. All in favour

4. Audited Financial Accounts 2021 Financial Year

- 2021 saw an increase in investment in Professional Services to support our regulatory objectives. Expenses for Lobbying, Government Affairs Consultancy and Legal Fees all increased.
- A return to in-person events also saw a YOY increase in Summit and Suppliers' Day Revenue.
- The overall result was a deficit of \$7,774.
- The financial statements have been independently audited by Crowe (formerly Crowe Horwath) and received a positive clean audit report.

4. Audited Financial Accounts 2021 Financial Year

Motion: to accept the 2021 Audited Financial Accounts.

Chris Johnson/Julia Ammundsen. All in favour

5. Appointment of Auditor

Motion: to accept an auditor be appointed later in the 2022 year at the discretion of the Board.

Peter Lehrke/Glenice Riley. All in favour

6. Election of the Executive Board

Votes were counted by Anna Radford as a Non-Member, and Rod Claycomb, as the Executive Member as required by the Constitution.

The successful candidates were:

- Michelle Cubitt, Smart Regulatory Solutions (newly elected)
- Chris Johnson, Anagenix Ltd (re-elected)
- Lorraine Moser, Vitaco Health Ltd (re-elected)
- Claire Quin, Alaron Products Ltd (re-elected)

7. General Business

No General Business was raised.

Meeting closed at 3:12pm

**NATURAL
HEALTH
PRODUCTS**  [®]

SUMMIT 2022

OUR NEW FUTURE

16 - 18 AUGUST 2022

NAPIER, NEW ZEALAND



Industry Awards 2022

- Business Resilience Award
- Cawthron Institute Innovation Award
- FernMark Licence Programme Growth Award
- Marketing Award (*Company turnover \$2 million and over*)
- Marketing Award (*Company turnover Under \$2 million*)
- ...and of course the Natural Health Products NZ Supreme Winner

ENTRIES OPEN SOON...

THANK YOU TO OUR AWARD SPONSORS



CAWTHON



THE
NEW ZEALAND
FERNMARK
LICENCE
PROGRAMME



SUPPLIERS' DAY

17 NOVEMBER 2022

Meet the Board and Members' Get-Together

Sponsored by



Tuesday 14 June 2022, 5:00-7:00pm
NZTE, Auckland



Thank you!

www.naturalhealthproducts.nz