



## 2022 AGM

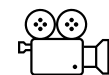
# Natural Health Products NZ Inc.

**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



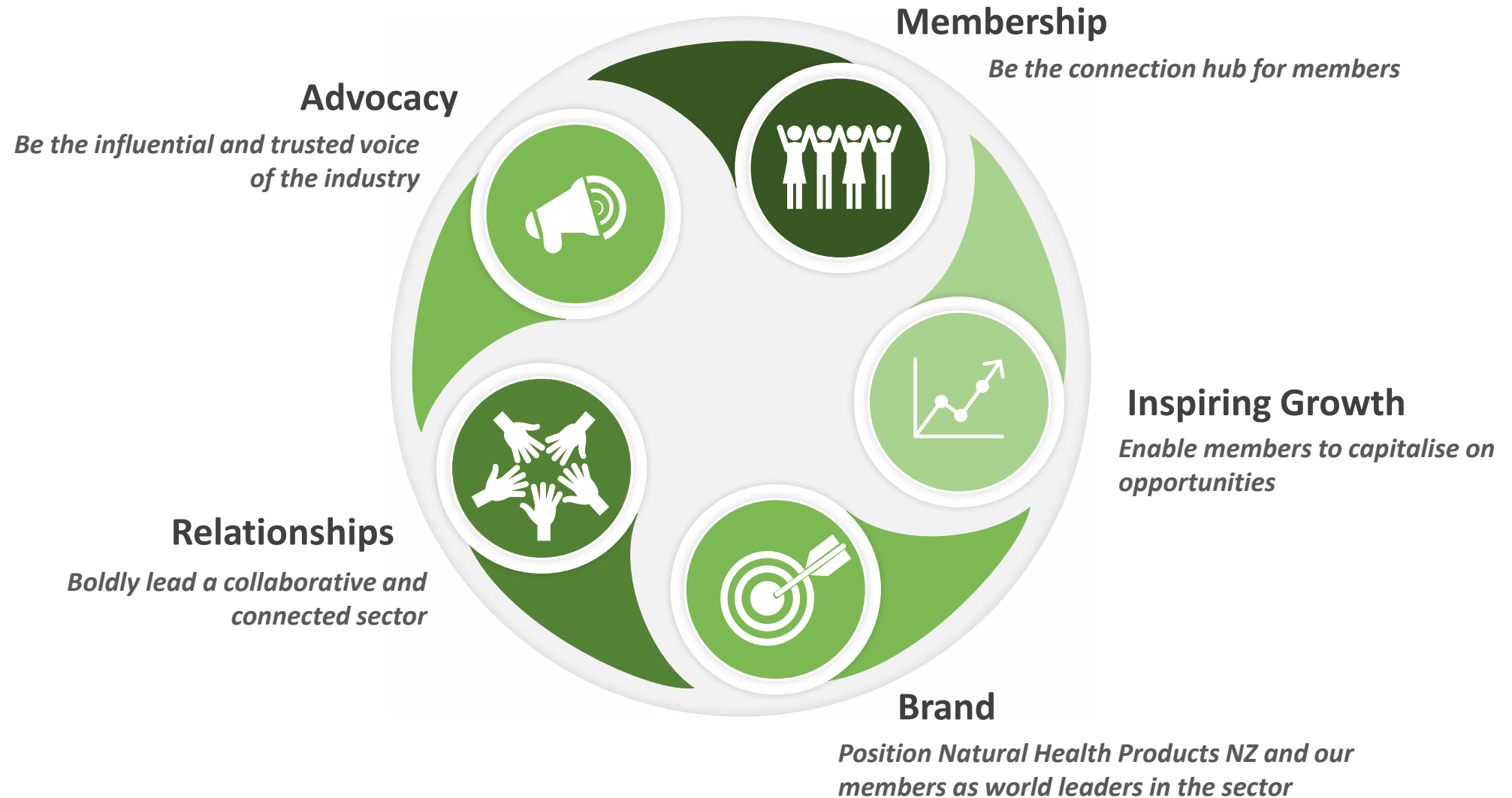
## **MISSION STATEMENT**

**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



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

# 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: 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**

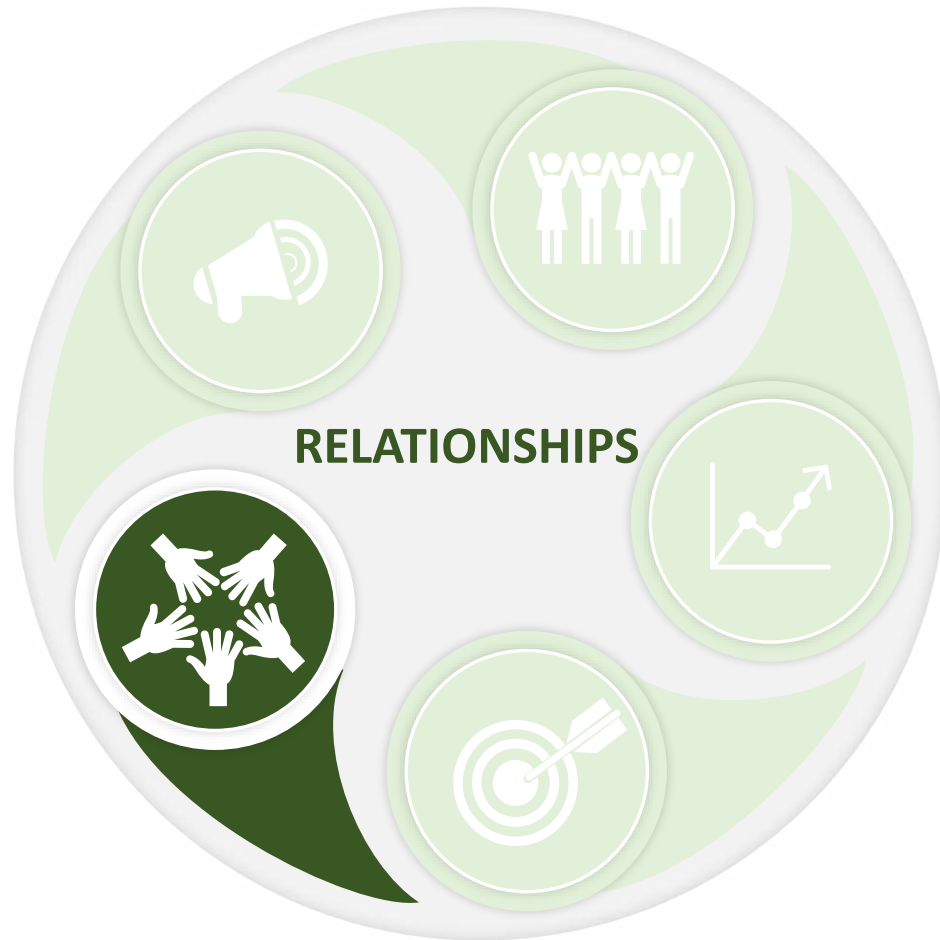
### **Success Stories:**

#### **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

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

### 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

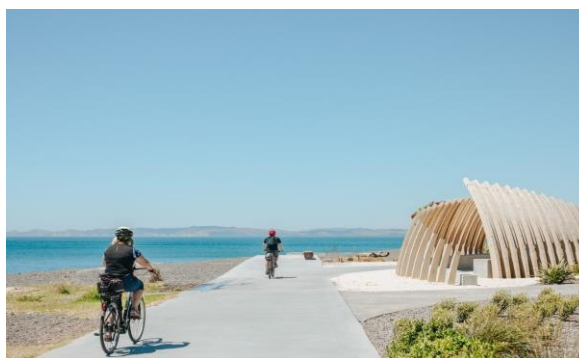
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HEALTH  
PRODUCTS<sup>®</sup>

**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



THE  
NEW ZEALAND  
FERNMARK  
LICENCE  
PROGRAMME



# SUPPLIERS' DAY

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# 17 NOVEMBER 2022

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# Meet the Board and Members' Get-Together

Sponsored by .....



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



# Thank you!

[www.naturalhealthproducts.nz](http://www.naturalhealthproducts.nz)