



TE ARATIKA

"The Right Path"

OUR VISION

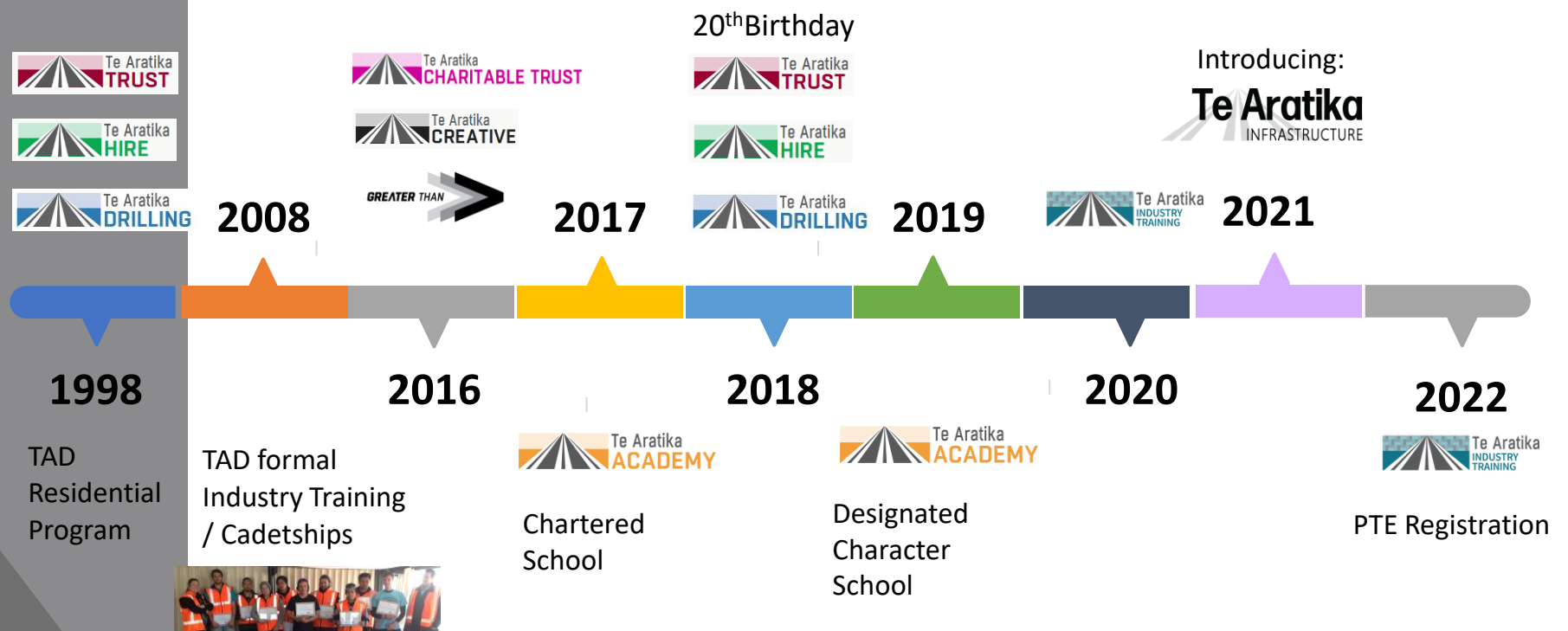
- Our vision is to create a positive platform for change that is globally recognised, firmly supports and encourages one person, one family, one community at a time to find their path and journey to success.



*Ko au ko koe
Ko koe ko au*

Te Aratika Group Timeline

- He aha te mea nui i roto i te ao,
He tangata, he tangata, he tangata



Te Aratika Group Intro (Video)



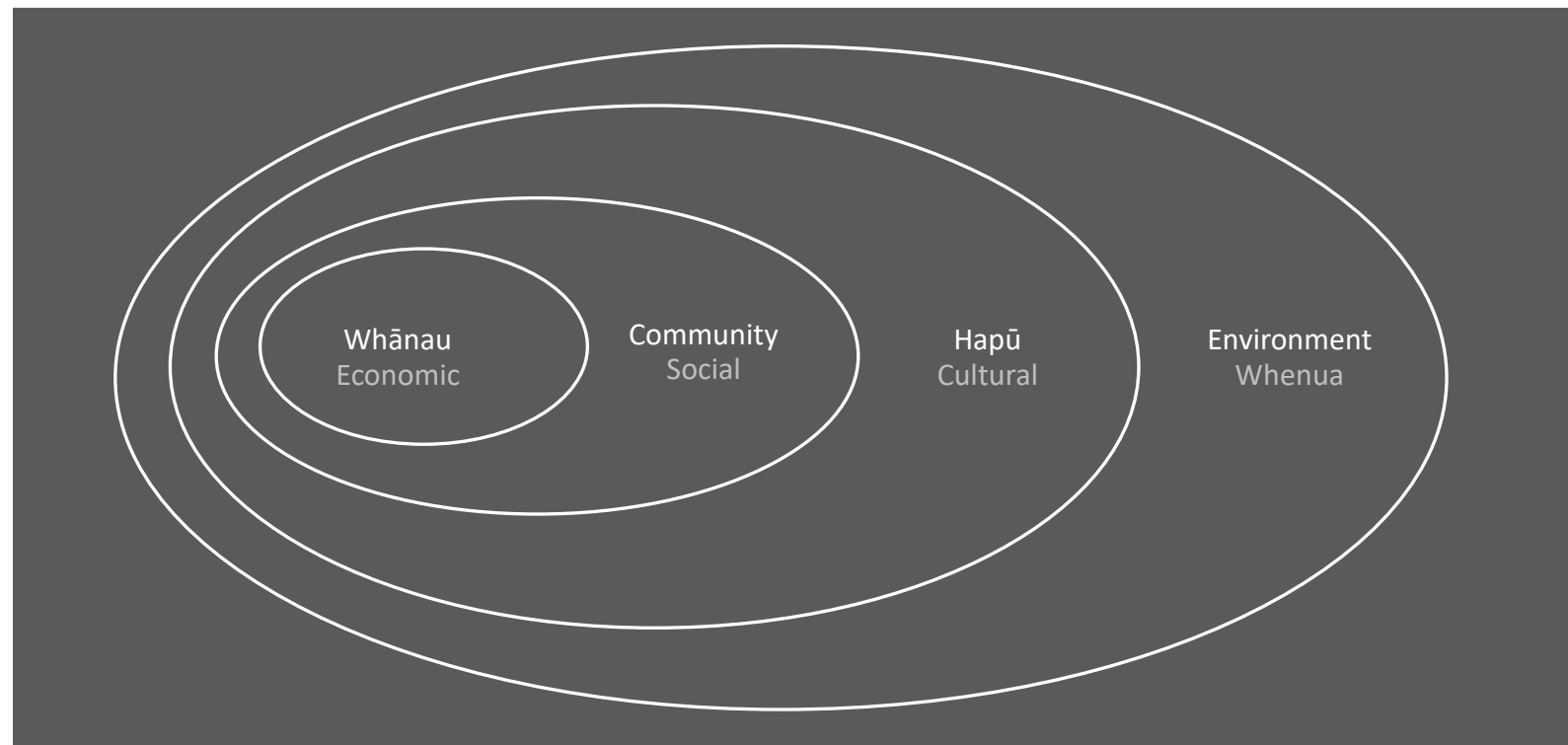


Te Aratika Group Overview

About Us

Te Aratika Group

- The company was established in 1998 as a whānau business.
- Our operation is spread across 7 regions in the North Island.
- Our International Operations “Te Aratika Blackpine Drilling International” include Europe, Asia and the USA.
- Business Cornerstones are:





Industry Training
Vocational
Pathways

Procurement

➤ General:

- Starting 1998 for a Māori businesses with 97% Māori as staff and a Māori female CEO in construction and a Māori named business was nothing short of challenging to procure work.
- Whilst working on a Greenlane job, a project in Belmont (shopping center; undergrounding 33kV) didn't go well and Siemens who had tried to engage any other contractor was driving by seeing us working in rain and any other condition tapped us on the shoulder. From there we entered the power industry.

Procurement

➤ Gas:

- To get a gas qual you need a gas contract
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- TAI put 40 staff through the gas qual in 2014/15 without secure work which comes at a cost
- Today we take care of the 24/7 contract with Powerco for the Taranaki Region

Procurement

➤ Council Projects (Water etc.):

- If you want to get a council job you needed an established track record
- To get an established track record you need a council job
- To be acknowledged as a player and grow into the top tier you need perseverance, tenacity and endurance...ie never give up
- Ex.: Needed to submit 3 significant projects >\$500k within the last 3 years. TAI has all the quals and transferable skills, have done work, however our sales pipeline in one particular year had no water jobs. That caused delays in us to tender for work.
- We eventually qualified with that council.

Procurement

➤ Prequal Platforms

- Working in NZ for various principals including councils TAI to date had to have numerous pre-quals and resource consuming expense
- With “Totika” being established trying to harmonize, TAI today still needs to hold:
 - ISN
 - Sitewise
 - Totika
 - Principal Prequals

Procurement

➤ Human Resources

- Our experience:
- Rangatahi dropping out of school landing up to be at the end of a shovel with <3-4% for men getting into first line management positions let alone higher leadership positions.
- We wanted to change this and started cadetships in 2012.
- The majority of our staff range between the age of 15 to 26.
- My mother calls them "A-Typical" superstars that without intervention would end up as a statistic.
- This included providing housing, transport, food, pastoral care and looking after their wellbeing, coaching in a variety of topics incl. finances, attending court cases and reconnecting them with their own whanau.
- We have a cradle to career vision that today includes education tailored to the needs of our people.



**"KNOW WHAT SPARKS THE LIGHT IN YOU THEN USE THAT
LIGHT TO ILLUMINATE THE WORLD!"
(OPRAH WINFREY)**

Kia ora !