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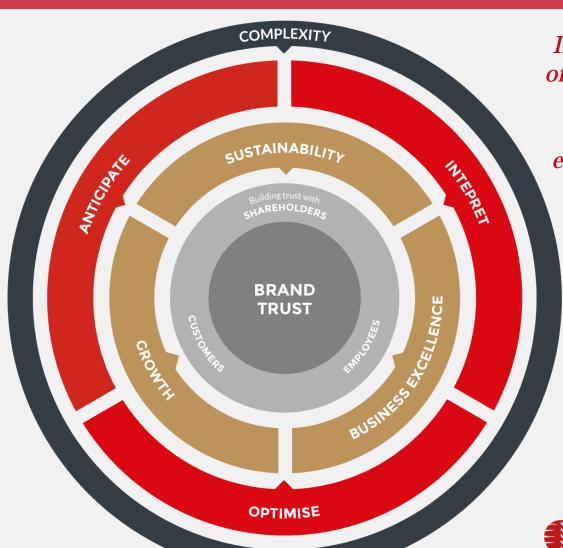


We also thank our hosts for this event:

Beca, Navigatus, The Treasury, Christchurch City Council, Top Energy, Trustpower and WEL Networks



Intelligent Risk

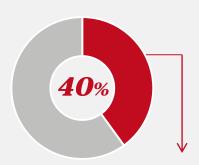


In an environment of rapid change and complexity one currency is elevating above all others: **trust**



Even formal risk programs are immature

Companies with formal and comprehensive risk management programs



Optimized: Our processes are consistently monitored and improved to maximize business performance.

Measured: Our processes are tracked and managed using advanced metrics facilitated through technology.

Defined: Our processes are clearly defined and well-documented across risk functions.

Repeatable: Our processes are mostly consistent, based on most pressing needs, but not connected across all risk functions.

Ad-hoc: Our processes are generally not consistent across risk functions.

Maturity of formal risk programs 15% 22% 34% 7%



So how does "Intelligent Risk" move the dial?



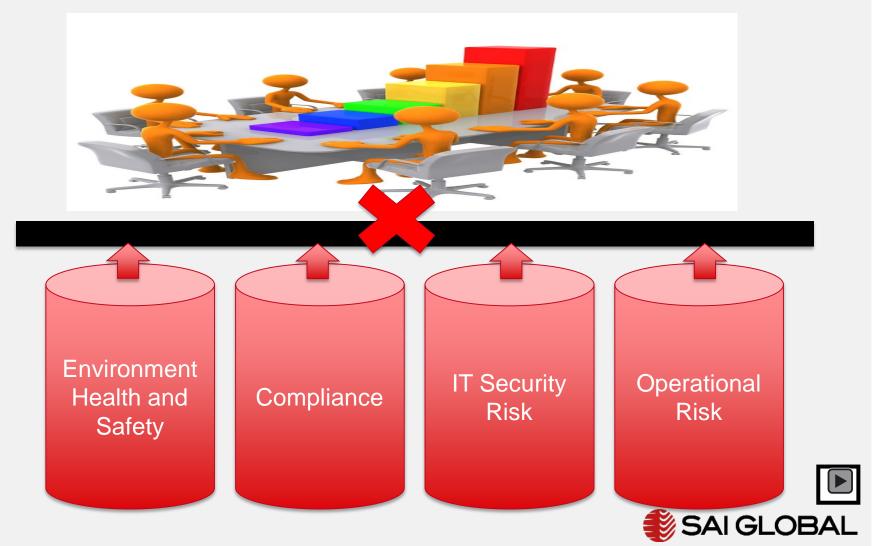
Engages the **leadership** of the business – the key decision makers

Provides valuable **insight** on risks that matter

Supports an **aligned culture** around taking risk



Engaging Leadership



Set out your vision

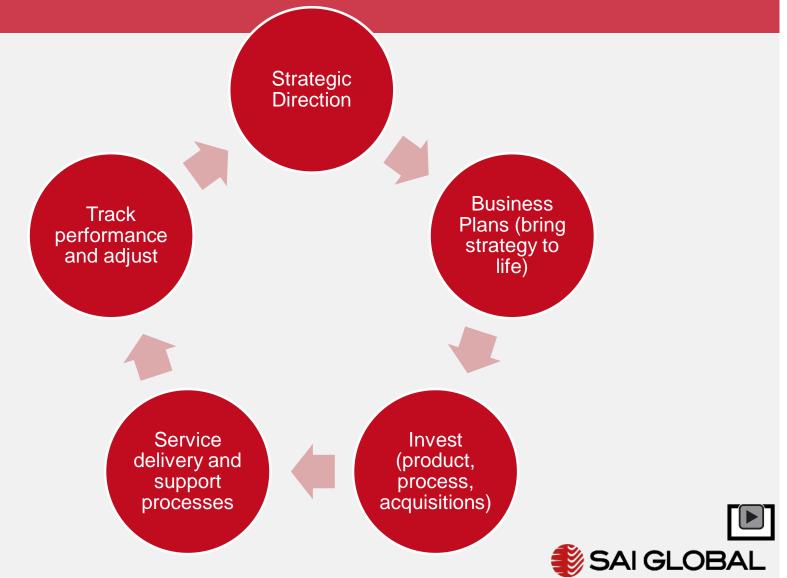
Risk Policy

Managing risk effectively is critical to achieving our strategic business objectives and growing value. Risk is "the effect of uncertainty on objectives."

If we do not take risks, we cannot grow – but if we do not understand and manage the risks that we take, we will not succeed.



Risk management in every decision



Risk management in every decision

Strategic Direction

- Understand our external environment and what may be "over the horizon"
- What are we assuming?
- Stress test our hypothesis
- What needs to go right to succeed?

Track performance and adjust Business Plans (bring strategy to life)

- Do we have the capacity to implement?
- What external or internal factors could change our plans?
- What changes will our plans bring to the business and what does this mean?

Service delivery and support processes



Invest (product, process, acquisitions)

- What capital are we putting at risk?
- What risks are we addressing and what risks are we taking?
- How confident are we of success?
- What could cause implementation to go off track?

 SAI GLOBAL



Risk management in every decision

- What do our business performance metrics tell us?
- Are we on track if not why not?
- Are our controls operating as we expect?
- What sort of incidents are we experiencing and what do they tell us?

Track performance and adjust

Strategic Direction

Business Plans (bring strategy to life)

- What are the drivers of success and how do we rate?
- What are the causes of service failures?
- Do our policies, procedures and processes address key risks?

Service delivery and support processes



Drive strategic risk discussions



Make Risk Appetite Real



Risk Appetite linked to business model

Business Decisions	Our Investors	Our Customers	Our People	Our Regulators	Our Communities
Acquire strategically aligned businesses	We will pay competitive multiples to acquire scale and/or targeted capability	We acquire for strategically aligned product that can be integrated into Product Strategy and/or realistic prospect of growth in market (new or existing)	We have no appetite to acquire if we cannot be assured that high standards of safety are achievable	We will not acquire businesses that have a history of regulatory or contractual non- compliance that is unresolved	We will not acquire businesses that have unethically exploited the communities in which they operate
Enter New Markets (geographic/product)	 We will expand into strategically aligned markets where there is opportunity for growth 	We will build our risk related consulting capability, but technology solutions are our primary focus	 We will not enter markets where we cannot be assured that high safety standards are achievable 	We confirm that we can meet regulatory requirements before entering into new markets	



Understand performance against appetite

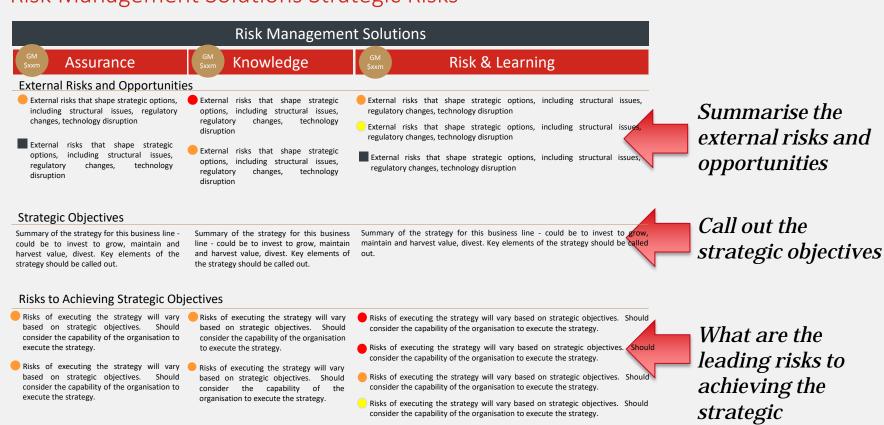
Appetite Statement	Controls	Oversight & Assurance	Measures	Tolerances
Ethical Behaviour We will not accept unethical behaviour, including bribery and corruption High	 Code of Business Conduct and related training Anti-Bribery and Corruption Policies (ABAC) and related training Anti-corruption clauses in standard contracts and shareholder agreements (joint ventures) Gift Register Whistleblower Program Crime Insurance 	 Annual reporting to Risk Committee on ABAC program Annual Reporting to Risk Committee on Whistleblower Program Reporting to Risk and Audit Committees of any fraud detected in business Group Internal Audit¹ 	 Proportion of staff completing ABAC and Our Values at Work training Incidents monitored to confirm appropriate response, with reporting to the Risk Committee 	>98 % 90- 98% <90% ABAC and Code of Conduct Training
Safety We will keep our people safe	 WHS Policy and management system WHS employee training International travel policy, training and risk assessment WHS performance included in remuneration framework 	 Group WHS Manager Group Internal Audit WHS report to Risk Committee	 WHS training² completion rates LTIFR Status of WHS Risk and inspection program 	>98 % 90- 98% 90% <90% <80% WHS Risk Prog
Financial Integrity We will not accept material misstatement of our financial statements and we will take a prudent approach to accounting judgements and estimates	 Financial Control Framework, including Group Finance review of results, Reconciliations, Audit Committee review of significant accounting estimates and changes in accounting policy Quarterly internal control questionnaire 	 Group Internal Audit External audit Audit Committee 	 Timely resolution of Internal Audit findings and External Audit Management Letter Points related to financial reporting and tax Balance sheet reconciliations completed 	7 Training

Intelligent Risk Provides Valuable Insight



Risk reports drive "rich" conversations

Risk Management Solutions Strategic Risks





objectives?

Key ● Extreme Risk ● High Risk ● Medium Risk ■ Opportunity (not risk rated)

Exception reporting — risk appetite







Business Intelligence, Accountability, Action



Intelligent Risk Driving Aligned Culture



Summary

In order to not only survive, but thrive in today's increasingly complex, uncertain and dynamic business world, businesses must be prepared to take risks. It's up to the organization to ensure those risks are strategic, measured and managed responsibly.

Intelligent Risk



For more information about how SAI Global can assist you

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Please download our Enterprise Risk Management whitepaper:

*Risk's Rewards. Getting ERM right.**

http://www.saiglobal.com

