

 Young Enterprise

Annual Report 2019



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Chair and CEO's Address

For a small, lean charity we have always got a lot going on. We practice what we preach in dreaming big and we always punch well above our weight. 2019 was no exception. Think it. Make it. Smash it. That is what we did, and we are excited to share our achievements with you, our raving fans.

Being a for-purpose organisation has so many benefits – from knowing you are making a difference to having a team of people who are there for purpose and not paycheque. We have a clear vision – to build a pipeline of entrepreneurial-minded young people who will boost the prosperity in New Zealand. When talking about our vision, we often talk about three things:

1. Entrepreneurial-minded vs entrepreneur – we have intentionally used the terminology “entrepreneurial minded” as recognition that not all our students will become actual entrepreneurs. But the mindset is important whether you create your own company or work for someone else.

2. The individual vs the country – yes, we are looking for prosperity for New Zealand as a country. But to do that, we need to start at an individual level. If we can build prosperity at an individual level, then their family and whānau will benefit, their local community and ultimately NZ as a whole.

3. What does prosperity mean? – this is an important point as prosperity can mean different things to different people. Ultimately, prosperity is about having the resources in place to give you choices in life. It is down to the individual to then say what is important and what choices they want to make.

To achieve our vision, we focus on three areas – increasing participation of students, providing transformational experiences, and creating & connecting entrepreneurs.



Increasing participation

We know that for any student participating in our programmes, at a minimum they will develop critical life skills that make them work ready and in demand. Therefore, we have a belief that more students should benefit from this experience. To grow our numbers for our flagship programme, The Lion Foundation Young Enterprise Scheme (YES) we have:

- Provided extra support for the amazing teachers out there who are our channel to the students – through a conference, workshops and personalised support from one of our roaming teachers.
- Delivered a range of facilitated experiences for junior secondary students, designed to introduce them to the world of business and get them excited; and
- Adapted and modified YES to ensure that it is both authentic as well as engaging.

All that work paid off and in 2019 we broke the magic 4,000 number for the first time. A total of 4,032 students from 200 schools set up over 1,000 YES companies. That's a 62% increase in student numbers from just five years ago!

Providing transformational experiences

We love our brand value of “Making it Real” and students regularly tell us that what they loved about YES was that it was practical and hands-on. In our end of year teacher survey, over 80% said that one of the main benefits for their students in doing YES was that they gained an authentic real-world experience.

The end of year student survey identified that the top business skills they learnt were ideation, product validation and marketing. But even more important were the soft skills they learnt around communication, decision making and teamwork. In addition, a whopping 60% of students felt that they were better prepared to make decisions about their pathway after school as a result of doing YES.

Creating and connecting entrepreneurs

At the top of what we call our “pyramid” are the young people who pick up the entrepreneurial bug and will go on to be the job creators of the future (or even of today). In the end of year survey, 54% of students said that they were more interested in starting their own business as a result of doing YES.

In addition to surveying current students, 2019 saw us run our second ever YES Alumni Survey. We had over 300 respondents and of those 21% self-identified as an entrepreneur. They had created 263 companies of which 160 are still active, and 46% of companies were social enterprises.

But the most impressive figure for us is the number of jobs created, estimated at between 2,700 and 4,600. This just goes to show that YES alumni are the job creators of today.

Our thanks

To make the difference that we do, with the reach that we have, is no easy feat. We are incredibly grateful to the thousands of people who believe in our purpose and contribute their time, experience, excitement, and funding to make this happen.

THANK YOU:



To our teachers and volunteers
– thanks for helping us to deliver authentic and life-changing experiences.



To our Board and Supporters Council – thanks for your vision and guidance.



To our donors, sponsors and funders – thanks for providing us with the financial resources to reach so many young people across Aotearoa.



To our students – thanks for giving us purpose and inspiring us every day. You are the future leaders of New Zealand and we are excited about the impact you will make. Your journey is only just beginning and we cannot wait to see where you go from here.



To our extended team of HQ staff, Regional Coordinators, Roaming Teachers and Programme Facilitators – thanks for always going above and beyond to make a difference.



To our Alumni Advisory and Teacher Advisory Groups – Thanks for volunteering your time to collaborate with us and help make the YES experience a life changing one.

Looking forward

As we start 2020, we are excited to continue to build on the successes of 2019 and further progress ongoing projects including:

- Our Digital Strategy which includes embedding in our new YES online platform using iQualify
- Our strategy around Rangatahi and Pacific Peoples
- Our Alumni Strategy which includes our newly created Alumni Advisory Group





Terry Shubkin
Chief Excitement Officer



Norm Thompson
Chairman

What We Do

Our vision at Young Enterprise is to build a pipeline of entrepreneurial-minded young people who will boost the prosperity in Aotearoa. We do this by preparing young people to thrive in business and in life. We create authentic learning experiences and bring enterprise into the classroom.



For a small, lean charity we offer a lot of opportunities for young people across New Zealand and always have plenty going on. Most people know of our flagship programme The Lion Foundation Young Enterprise Scheme (YES) where senior secondary students set up and run their own business, but what a lot of people don't know is the depth and breadth of what we do:

1. Classroom Resources

We work with over 85% of New Zealand secondary schools to bring enterprise and financial capability into the classroom. Along with providing curriculum-based resources, teacher training and onsite support we also offer a range of additional resources from practical activities and games right through to interactive teaching workbooks. All made available free to New Zealand registered teachers and schools on our website.

2. Facilitated Experiences

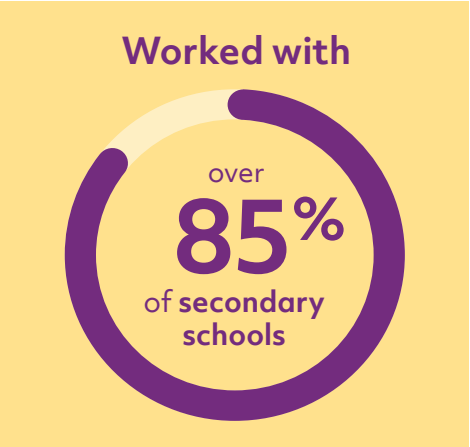
Immersive experiences run by our trained facilitators designed to develop soft skills such as communication, problem solving, leadership and resilience. These include:

- BP Business Challenge
- Rangatahi Business Challenge
- Teen Parent Unit Challenges
- GrowingNZ Innovation Challenge
- MPI Mission Sustainable
- Insurance Day

3. Extreme Experiences

Designed to provide more intensive and challenging experiences for those YES students most excited about entrepreneurship. These include:

- Entrepreneurs in Action (EIA)
- Globalistas in Action (GIA)
- Overseas Business Experiences



40
students from
4
South Auckland
schools attended
Insurance Day

358
teachers downloaded
YES resources

We have a lot to celebrate!

2019 in numbers

302

alumni participated
in our alumni survey

4032
students from
200
schools did YES
and set up

1016
companies (101 more
than 2018)

We sent
64
YES students on
1 of 7
overseas business
experiences

And
34
students attended
our first ever
Globalistas in Action
weekend

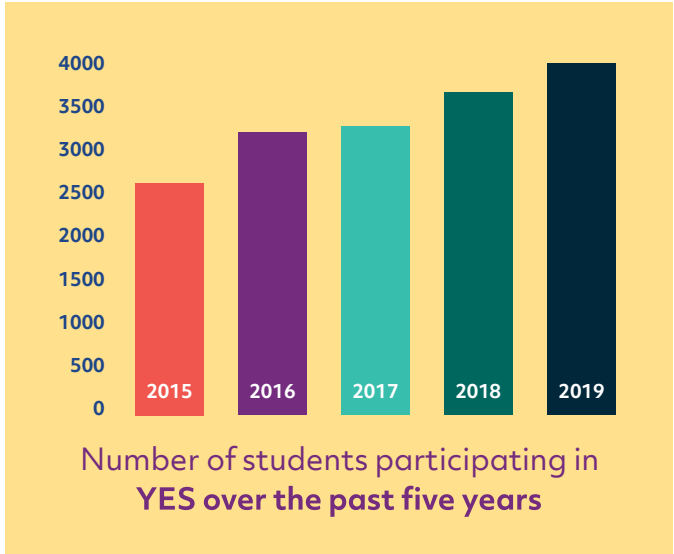
72
students attended
1 of 7
Teen Parent Unit Workshops

426
rangatahi from
27
secondary schools
participated in a Rangatahi
Business Challenge
(64% increase from 2018)

363
students from
39
schools
attended a
GrowingNZ
Innovation
Challenge Day

2625
students
participated in a

BP Business
Challenge
this year
One new feeder
programme
MPI Mission
Sustainable



126

teachers
attended It's
Business Time
conference

63
alumni and
current YES
students
attended our
Auckland alumni
networking event

Inspiring Students. Unleashing Leaders.

Here's What We've
Been Up To:



**Business
Challenge**

Think it. Make it. Smash it!

Discovering ideation, planning and crafting a business concept, and pitching to a panel of judges all within three days may sound challenging, but in 2019, 2625 students across 58 schools did just that. The BP Business Challenge is a fast pace facilitated event that gives Year 11 secondary students a taster of enterprise.

In 2019 we continued to develop the BP Business Challenge content to introduce design thinking and the importance of basing a business idea on solving a real problem. Much like its parent programme – The Lion Foundation Young Enterprise Scheme, the challenge aligns with real-world business and helps students develop work ready skills such as resilience, self-management, communication, teamwork, thinking skills, willingness to learn and a positive attitude.

"The whole program was amazing, the leaders were so helpful, I learned so many new things that I will carry and use for a very long time. I made so many new friends and built even stronger relationships with my friends I already had."

- BPBC student 2019





Innovation Challenge

Importance of STEM

The GrowingNZ Innovation Challenge is designed to create awareness of the huge opportunity in the primary sector. We do this in a real world way, by tasking students to come up with smart adaptable solutions to real issues facing the sector. This one-day event challenges junior secondary students to investigate and solve a topical issue facing our primary sector such as maintaining water supply, measuring pasture and irrigation efficiency. Working in teams the students formulate a solution using technology and science to create and present a prototype model of their solution.

Designed to engage students with an interest in STEM subjects, 2019 saw 363 students from 39 schools attend a GrowingNZ Innovation Challenge day in Wellington, Hastings, Palmerston North, Timaru or Dunedin. The challenge is also offered to teachers as an in-class resource via our website.



"I learned that creativity and science can work together to solve a lot of New Zealand's problems."

- Student

"I gained great information about the primary sectors and learned how creative and innovative I can really be."

- Student

Insurance Day

As part of Money Week 2019, 40 students from across four South Auckland schools came together for Insurance Day to learn about managing risk with insurance in a fun and engaging way.

Through this one day facilitated event, risk and consequences were simplified which allows students to discover the benefits and value of insurance. Students were given the chance to apply their new learnings to simulate real-world scenarios through the Banqer app.

Industry tips and tricks were provided to the students from our friends at AIG, Tower, FMG, AA, Suncorp, Youi, IAG, and QBE.

ICNZ

Insurance Council of New Zealand



BANQER



Ministry for Primary Industries
Manatū Ahu Matua



MPI Mission Sustainable

Sustainability for the Future

A one day event where 64 Year 10 students from 9 Canterbury schools were tasked with applying their subject knowledge and design thinking to solve a local sustainability issue in the primary sector.

93% of students feel they've learnt more about issues facing the primary sectors, 97% of students would do the challenge again, 100% of teachers would have their students participate again.



Ministry for Primary Industries
Manatū Ahu Matua



Rangatahi Business Challenge

Rangatahi Entrepreneurs Make it Real

With a new name and some new cool content the 2019 Rangatahi Business Challenges were held in six locations - Whangarei, Whakatane, Waikato, Rotorua, Hawkes Bay and Manawatu. These six challenges saw 426 students from 27 schools come together at a local marae for three days while they developed their work-ready skills, learnt about business, and connected with local Māori entrepreneurs.

We have continued to grow our Māori engagement strategy to further amplify outcomes for rangatahi throughout 2019 and look forward to accelerating this work in 2020.

"I was blown away seeing my students presenting their ideas to the judges. I've never seen my students look so confident!"

- Teacher



MINISTRY OF BUSINESS,
INNOVATION & EMPLOYMENT
HĪKINA WHAKATUTUKI



Te Puni Kōkiri
REALISING MĀORI POTENTIAL

Young Parents Aim for Awesome

Teen Parent Unit Workshops

In 2019 we facilitated seven challenges for teen parents in Christchurch, Whangarei, Wellington, and Auckland. These workshops were run as either a Financial Capability Workshop focusing on budgeting and money management, or an Enterprise Challenge focused on enterprise and starting their own business.

At these two or three-day workshops, young parents learnt about budgeting, enterprising skills, and gained soft skills such as interviewing and communicating with others, team work, time management and presenting to potential employers.



NCEA CREDITS

Up to 7 unit standard credits can be earned towards NCEA



LIFE SKILLS

Practical life skills are developed with immediate benefits



YPP PAYMENT

Receive an extra \$10 on their weekly Young Parent Payment allowance if students complete two budgeting unit standards



WHĀNAU

Students take learning and budgeting skills home to their families



THE LION FOUNDATION

Young
Enterprise
Scheme

In total
4032
students

200
schools

1016
companies

Tomorrow Belongs
to Today's Students

We hit 4000!

Wow what a big year 2019 was for The Lion Foundation Young Enterprise Scheme! We hit a huge milestone of having over 4000 students enrolled in the scheme, that's a 62% increase on the past five years. We also increased our extreme experiences with seven international study tours offered to students.

Many of the 2019 YES companies had a strong sustainable focus using both environmental and ethical business models. We loved seeing the next generation of change makers discover how they can incorporate their passion for the environment and entrepreneurship.

IN OUR ANNUAL END-OF-YEAR SURVEY:

87% of students said YES had a positive impact on their leadership skill.

55% of students are interested in pursuing an entrepreneurial career after YES.

84% of students said YES positively impacted their resilience.

90% of students felt their communication skills improved because of YES.



1ST PLACE: THE LION FOUNDATION YOUNG ENTERPRISE SCHEME COMPANY OF THE YEAR

PIVOT Cashmere High School, Canterbury

Pivot invented a sports strapping tape that turned ice cold on contact with water. The product combined the support of strapping tape and the cooling of an ice pack, allowing the user to recover faster than ever before while avoiding the immobility caused by using a traditional ice pack. Pivot's ultimate goal was to reduce the waiting time of athletes who are forced to remove themselves from play for minor injuries.

Pivot developed their product over the last 6 months of the 2019 YES year, conducting an international patent search along the way to ensure that their invention was indeed the first of its kind. Pivot are currently working towards owning the IP for their product, which embeds high concentrations of Carbamide – the cooling element – into the tape using the company's own pearl-press style machinery.





THE SIR JOHN TODD MEMORIAL AWARD FOR 2ND PLACE

TOP THAT! Tauhara College, Taupō

Top That! sold 100% vegan, all-organic meal toppings to add flavour to even the blandest of meals. Top That! was born of sole trader Olivia Moore's love of health-conscious and scrumptious food.

Every product contained only high-quality wholefood ingredients and combined various textures and flavours to enhance the healthy eating experience. Olivia made each unit from scratch, from the sprouting of the buckwheat, to the dehydrating of the apples. And of course, every Top That! product was packaged in washable and reusable packaging to further promote eco-friendly plant-based living.

Top That! aimed to inspire healthy living and stretched the boundaries of clean eating, while also role-modelling as an environmentally sustainable business.



THE TODD FOUNDATION AWARD FOR 3RD PLACE



PURPOSE SWIMWEAR Albany Senior High, Auckland North

Purpose Swimwear sold sustainable and diverse women's swimwear made from plastic waste such as bottles, bags and fishing nets collected from the ocean. Sole trader Rebecca Wrenrick was tired of cheap and ill-fitting fast fashion swimwear. This combined with increasing concerns surrounding pollution in our oceans lead to the birth of Purpose Swimwear.

Each swimwear item was made to order here in New Zealand, with fabric initially produced in France through a process of cleaning the plastic waste, and then melting it down to create a new nylon thread. The threads are then used to create Econyl fabric which is dyed and then sent to New Zealand where it is turned into bikinis.

CHARTERED ACCOUNTANTS AUSTRALIA AND NEW ZEALAND AWARD FOR CEO OF THE YEAR



LAMBRINI PHILLIPS Wellington East Girls' College, Wellington

Lambrini is the CEO of Wellington-based Wero Mai – a YES company that makes a board game to teach players about the history and pronunciation of Te Reo Māori. The game is a tool to encourage people to learn more about the language and it provides consumers with a simply means to do so.



BP AWARD FOR SOCIAL ENTERPRISE



BOOMERANG Wa Ora Montessori School, Lower Hutt

Boomerang is a social enterprise providing birthday parties to local children living in poverty. They connect and liaise with families in need through their business partner – The Salvation Army – and hosts each birthday party at local children's venue Jungle-rama.

NATIONAL EXCELLENCE AWARD FOR RANGATAHI ENTREPRENEURS

TE KETE Ō TANGAROA Havelock North High School, Hawke's Bay

Te Kete ō Tangaroa is working towards creating a polystyrene bin alternative, to combat the unsustainable use of polystyrene for exporting seafood.

Sponsored by: Te Tumu Paeroa, NZ Maori Tourism and Royal Society Aparangi

HSBC AWARD FOR ENVIRONMENTAL SUSTAINABILITY



WRAPT Tauhara College, Rotorua/Taupo

Wrapt is an edible, biodegradable, allergen-free plastic food wrap alternative. Wrapt strives to amplify the fun, flavour and colour of wrapped foods while helping to save the world, one wrap at a time.

GALLAGHER AWARD FOR SMART TECHNOLOGY

LOYALKIWI Saint Kentigern College, Auckland

LoyalKiwi has created an app that utilises short-range wireless communication technology to enable affordable, convenient, quick and contactless customer loyalty. Using the app, customers can use their phones as a universal virtual loyalty card.



MINISTRY OF BUSINESS,
INNOVATION AND
EMPLOYMENT AWARD FOR
INNOVATION

PURPOSE SWIMWEAR
Albany Senior High School, Auckland

Purpose Swimwear sells sustainable and diverse women's swimwear made from plastic waste such as bottles, bags and fishing nets collected from the ocean.



MINISTRY OF YOUTH
DEVELOPMENT AWARD
FOR RESILIENCE

ECO KITS
Hiwa I te Rangi TPU Northland College,
Northland

MudTech is an innovative business exploring newfound use of underwater ROV (remotely operated vehicle) technology to locate marine pests. Using an underwater drone-like device, MudTech is able to locate marine pests in the harbours and waters in and around Te Hiku.



NATIONAL EXCELLENCE
AWARD FOR PASIFIKA
BUSINESS

TRIPLE
Palmerston North Girls' High School,
Manawatu

To raise awareness of child poverty, triPle has produced a children's book that teaches readers of the huge impact small gestures can make. Through their book, they hope to inspire young tamariki to care for, and be kind to others. triPle's book is designed be used as an educational tool at primary and intermediate schools, with direct translations from English to Samoan, Tongan and Te Reo Māori, additionally promoting diversity and multiculturalism in New Zealand.

Sponsored by: Ministry for Pacific Peoples

THE MINISTRY FOR PRIMARY
INDUSTRIES GROWINGNZ
SUSTAINABILITY AWARD:
FOOD AND FIBRE

MUDTECH
Papa Taiao Earthcare, Northland

MudTech is an innovative business exploring newfound use of underwater ROV (remotely operated vehicle) technology to locate marine pests. Using an underwater drone-like device, MudTech is able to locate marine pests in the harbours and waters in and around Te Hiku.



SIR JAMES FLETCHER AWARD
FOR MOST INSPIRING TEACHER

MATT BENASSI
Cashmere High School, Canterbury

Matt Benassi is a Commerce teacher at Cashmere High School in Christchurch, but he's been teaching the YES programme in classrooms across the South Island since 2011.

Matt was nominated by his students for being encouraging, knowledgeable and kind, and helping his students achieve their potential.

THE TOURISM INDUSTRY NEW
ZEALAND TRUST AWARD FOR
TOURISM

PATITI POINT
Roncalli College, South Canterbury

Patiti Point is a company striving for a more sustainable tourism industry in New Zealand. Their product is a multipurpose reusable bag which can be used as a rubbish bag, or alternatively as a shopping bag if one desires. The bag design features a map of Aotearoa with nine main tourist centres on it for tourists to check off as they travel throughout the country, as well as some key road safety tips and tricks for travellers new to New Zealand roads!



UNITECH AWARD FOR
ACCOUNTING AND FINANCE

EDUCARD
Otago Boys' High School, Otago



EduCard NZ is a trivia card game based on the five main regions in New Zealand. EduCard NZ aims to encourage better understanding of Aotearoa – for both international and domestic users. The game features questions on New Zealand's history, geography, sporting achievements, and other miscellaneous general knowledge.

NATIONAL EXCELLENCE
AWARD FOR SALES AND
MARKETING

EDUCARD
Otago Boys' High School, Otago

EduCard NZ is a trivia card game based on the five main regions in New Zealand. EduCard NZ aims to encourage better understanding of Aotearoa – for both international and domestic users. The game features questions on New Zealand's history, geography, sporting achievements, and other miscellaneous general knowledge.

NZ AID PROGRAMME AWARD
FOR SOLVING A DEVELOPMENT
PROBLEM



SOILSORB
Karamu High School, Hawke's Bay

SoilSorb, is an all-natural, Super Absorbent Polymer (SAP) designed to maintain hydrated soil in pot plants. Through product sales the business hopes to make use of unwanted materials, aid Hawke's Bay growers and gardeners in times of drought, donate a percentage of sales capital to Ophans Aid International, and encourage more sustainable lifestyles.

YES Companies Aim for Awesome

WERO MAI Wellington East Girls' College, Wellington

Wero Mai sold educational board games used to teach players about the origins and correct pronunciation of Te Reo Māori. Their product enabled users who knew little about Māori language to learn more in a fun and non-judgmental way, while providing them with simple tips and tricks on incorporating Te Reo into their daily lives.

Wero Mai has currently sold 175 units and counting. Their business shipped domestically throughout Aotearoa and internationally to both Australia and the Netherlands. They've also sold their product to schools and businesses across the greater Wellington region.

Next, the company plans to sell wholesale to nation-wide businesses such as Whitcoulls, Farmers and The Warehouse, as well as exporting greater quantities internationally to teach foreign customers more about Aotearoa and the Māori culture.

PEEPI PACK Hiwa I te Rangi TPU Northland College

Sole trader Santana Hobson developed Peepi Packs out of her own experience as a teenage Māori mum. She noticed that most baby gift pack products only used samples from large commercial companies promoting their product, and that there were very few that incorporated elements of Māori culture.

The Peepi Pack is a hamper of sorts for new mothers, designed to help them celebrate the arrival of their taonga with a range of goodies for both baby and mother. The Māori Peepi Pack provides aspects of healing and family connection through a pepeha, whakapapa, poi, pounamu and rongoa. The business currently sells locally at community craft fairs and through social media; and aims to expand sales to outlets throughout New Zealand.

JELF Cashmere High School, Canterbury

JELF has worked hard to develop the world's first biodegradable laminating pouch. A standard PET laminating pouch takes over 1000 years to biodegrade, so the team at JELF decided to come up with a better alternative. It was a no brainer – if they could create an eco-friendly version of a laminating pouch that functions identically to its plastic counterpart, JELF could create big change at scale.

The company extensively researched and developed their product while working with Hamilton-based bioplastics company Convex Plastics. Their completed product now is the first laminating pouch that functions so as to protect the paper it contains, while also being able to break down when introduced into the right conditions at a waste facility, or even home compost.



Alumni and Teacher Advisory Groups

In 2019 we established the Alumni Advisory and Teacher Advisory Groups. It's important to us that we're making thoughtful decisions and are gaining valuable feedback to ensure we continue to create authentic lifechanging experiences and we thought who better to provide feedback and insight than our very own Alumni and teachers. Through these groups we are able to connect and collaborate with YES Champions, create a space for valuable discussions and give a voice back to two of our key stakeholder groups. We will look to refresh the group every 2 years to ensure anyone who is keen to participate can be involved.

Thank you to our 2019 Alumni Advisory Group:

- | | |
|------------------------|--------------------------|
| • Adrian Els | • Max Benter-Lynch |
| • Antonio Bateson | • Meg Marshall |
| • Dana Purdy | • Nicholas Bing |
| • Fateh Singh | • Phoebe Havill |
| • Gaythri Rathakrishna | • Quinn Moffat |
| • Grace Reid | • Radi Baboe |
| • Grayson Ashby | • Sophie Sutherland |
| • Horace Lee | • Sungwook (Sunny) Hwang |
| • Jack Dalton | • Tanmay Patel |
| • James Perham | • Tasi Nofoaiga |
| • Jeriel Sajan | • Tony An |
| • Karen Sue | • Victoria Chan |
| • Liam McLeavey | • Yonni Kepes |
| • Manny Pohl | • Zach Monk |
| • Matt Billington | |

Thank you to our 2019 Teacher Advisory Group:

- | | |
|-------------------|---------------------|
| • Brendan Lambert | • Lisa Purda |
| • Ella Fifita | • Lloyd Gutteridge |
| • Fleur Karasawa | • Matt Benassi |
| • Gwyn Pratley | • Megan Prendergast |
| • Jarrod Aberhart | • Naomi Chapman |
| • Jason Sharma | • Nyssa Poffley |
| • Jim Woodland | • Rahul Chopra |
| • Joseph Koshy | • Rebecca Clarke |
| • Kylie Sargison | • Steve Aldhamland |
| • Lana Purdon | |

“Young Enterprise is an organisation which paves the way young entrepreneurs in New Zealand can excel beyond their potential. Being a part of the Alumni Advisory Group opens a plethora of opportunities for me to contribute to the journey and share my ideas for the future state. YES has helped me in so many ways, not only when I partook in the program but also further into my life. AAG is me giving back, creating a more connected and collaborative ecosystem.”

– 2019 Alumni Advisory Group member



Entrepreneurs In Action

97% of students said EIA increased their confidence working within a team

97% of students said their problem solving skills increased from participating in EIA

95% of students said EIA improved their communication skills

"EIA was absolutely unforgettable - I feel much more confident in my ability to strategise and problem solve, as well as to look at situations from different viewpoints, skills I'm now able to build on to help my YES company succeed!!"

- Student

A highlight for both YES students and staff, Entrepreneurs in Action (EIA) weekend brought 80 of our top YES students together in Wellington to compete in two back to back business challenges within 48 hours.

Challenge one: Ministry for Primary Industries tasked the students with either reducing and/or adding value to the significant waste of rotting fruit on the ground during peak seasonal growing times.

Challenge two: New Zealand Trade and Enterprise requested the students develop a market entry strategy into a Latin American country for the fictional tech company, Instantr which had created an enterprise communications tool enabling employers to send instant mass messages.

For the second year in a row we saw one team take out both challenges. Team Uprise Digital wowed the judges with both challenge submissions and scored themselves a spot on a business study tour to Brazil thanks to our friends at Latin America Centre of Asia-Pacific Excellence.

EIA weekend wouldn't be the same without our awesome host companies who give up their weekend to coach and support students through the tough 48 hours. The greatest mentors and cheerleaders. A huge thanks to the 2019 host companies.

Globalistas in Action

In 2019 we launched a new extreme experience, Globalistas in Action (GIA), in partnership with Latin America Centre of Asia-Pacific Excellence. 34 students from past overseas business experiences were reunited for an intense GIA weekend of Latin American food, music and entrepreneurship.

In teams the students were linked with one of four NZ companies, Tuia Group, Gamefroot, Vaka Interactiv and Next Farm, and were challenged to create a market entry strategy for either Brazil, Argentina, Mexico, Cuba, Chile, Peru or Colombia. Students heard from international business experts and attended workshops delivered by representatives of the seven embassies. The ambassadors discussed the culture and business ecosystem of their respective countries to help the students select their region.

The weekend concluded with pitches to a panel of guest judges. The winning team created a solid market entry strategy for their company, Next Farm, creators of an environmentally responsive control system for irrigation systems.

"GiA was an awesome experience, it allowed me to 'reboot' my entrepreneurial mindset and further develop relationships within my network. To see that both YES and LatAm CAPE are committed to the development of the alumni network is extremely commendable. I am very humbled and privileged to be called an alum and a Globalista!"

- Student

90% of students said GIA further developed their entrepreneurial mindset

87% of students said GIA developed their leadership skills



Say YES to Adventure

Overseas Business Experiences

64 brilliant YES students were lucky enough to travel on one of seven International Study Tours in 2019. These trips were an opportunity for students to build their passion for entrepreneurship and extend their global business knowledge and understanding of international trade environments.

Each trip involved a business challenge which students completed through the duration of their travels. To help them complete the challenge the students met local entrepreneurs, attended site visits to established companies and start-ups, and experienced working with locals. Students used the information gained to develop a presentation which was pitched to a panel of judges on the final day of their trip.

Students found the experiences extremely valuable and many have found it ignited their interest further in entrepreneurship, business, and international studies. We are excited for what is in store for the next generation of young entrepreneurs!

Many thanks to the Latin America and Southeast Asia Centres of Asia-Pacific Excellence for sponsoring these trips for YES students in 2019.



“This trip has truly been amazing and has given me knowledge about the local culture and an insight into the global entrepreneurship as well as skills which I will be able to apply to my future studies and career.”

- Student, Chile



68%

SAY THAT THEIR TRIP CHANGED THEIR POST-SCHOOL PATHWAY



96%

SAY THEIR INTERNATIONAL TRIP WAS A TRANSFORMATIVE EXPERIENCE AND VERY IMPACTFUL FOR THEIR PERSONAL GROWTH

100%

SAY THAT PARTICIPATING IN A TRIP IMPROVED THEIR PERFORMANCE IN YES





OFFICIAL PARTICIPANT

Global Kaitiakitanga Project

We partnered with NZ at Expo 2020 to launch the Global Kaitiakitanga Project – a 14 month programme of mentoring and international collaboration for a small group of YES companies who have a focus on sustainability. Through the 14 month programme the students will receive expert mentorship, develop their businesses, validate their concept internationally and pitch their business concept to a panel of judges in September 2020. In 2019 a member of each company attended one of two workshops hosted by New Zealand Trade and Enterprise with two more to come in 2020, and even travelled to Thailand (sponsored by the Southeast Asia Centre of Asia-Pacific Excellence) to provide engagement with foreign business.



Meet the Teams:

TOP THAT!

Tauhara College, Taupo

Top That! is the new gourmet allergen-friendly meal topper, carefully crafted to enhance the healthy eating experience. Made from scratch, Top That! combines various textures and flavours - even packaged in washable and reusable packaging - to promote eco-friendly plant-based living. Olivia Moore, CEO, is an avid foodie and food photographer from Taupō. A self-confessed health nut, Olivia loves to experiment in the kitchen to stretch the boundaries of healthy eating and is rarely found without her camera.

WRAPT

Tauhara College, Taupo

Wrapt is an edible, biodegradable, allergen-free plastic food wrap alternative. Wrapt strives to amplify the fun, flavour and colour of wrapped foods while helping to save the world, one wrap at a time. Available in three family-friendly flavours, there is a Wrapt wrap to suit every set of taste buds.

Sole trader and self-confessed foodie Brooke Moore's obsession with cooking and helping others sparked her interest in solving the plastic crisis. Since January, her brain has been a whirlwind of agar, sugar and water, combined with thoughts of plastic-free beaches and a healthy planet that she hopes to make a reality. After four months of product trials, Brooke is confident that Wrapt is well on its way to revolutionising the future of food production and streamlining the lunchbox packaging process.

CLOUDMASS

Glendowie College, Auckland

CloudMass' vision is to become a market-leading expert in the care and daily happenings of dementia patients. The company's product will increase the freedom of patients and improve their quality of life, whilst reducing the stress levels of their caregivers. The company aims to achieve this through the CloudMass Ara, a miniature tracking device that is hidden upon the sufferer (with consent from the caregivers).

It pairs with a custom application to provide real-time tracking, as well as customisable geo-fences with instant notifications when the fence has been breached. This ensures that peace of mind is achieved for the safety of the dementia patient, whilst allowing them freedom in their daily lives.

TE KETE Ō TANGAROA

Havelock North High School, Havelock North

Te Kete ō Tangaroa is working towards creating a polystyrene bin alternative, to combat the unsustainable use of polystyrene for exporting seafood. Sole trader Sam Wixon sought to make change on a large scale, looking at one of New Zealand's largest export industries – fisheries. New Zealand is ranked as the most sustainable natural fisheries in the world. However, we still use polystyrene – a damaging plastic material - to package and move large volumes of chilled and live seafood every year.

To remedy this, the company is prototyping 3D-printed bins that use a biopolymer plastic, with bin walls that mimic the bladder structure of rimurapa, a kelp that was used for packing tītī (muttonbirds) by Sam's tūpuna (ancestors). Wixon hopes to soon have created a natural alternative to the polystyrene used in fisheries and ultimately put an end to unsustainable seafood packaging.

TE TUITUI MATAURANGA

St John's College, Hastings

Te Tuitui, matauranga means the sewing of knowledge.

The company is concerned with our environment, climate change, water sustainability; maximising the return from the land using innovative technology. They have produced drought tolerant seeds, initially peas and beans, with tranche two including maize, and have adopted a culturally responsive approach drawing on Māori concepts and language. The company have established partnerships include Plant and Food (NZ) and Wrightson's Seeds.

Future of Work Survey

We surveyed over 600 Young Enterprise students to explore how generation Z's understand themselves and their thoughts on the future of work.

Participants were asked which skills they believed would be useful for the future of work and rated their own abilities against these skills. The results showed that the top rated skills required for the future of work were communication, organisational skills, leadership, problem solving and critical thinking. These were also identified as skills the students felt they were strong in.

In a write-up on the findings ,the New Zealand Productivity Commission attributes this to a "belief in self efficacy – which is not a bad thing. Optimism and confidence about the future and one's place in it can be self-fulfilling".

Top 3 skills identified as useful to do well in the future of work:

- Communication
- Organisational skills
- Problem-solving

Alumni Survey

Inspiring Students, Unleashing Leaders.

We're passionate about what we do because we know we're helping shape the future business leaders, disruptors and changemakers of New Zealand. We survey our alumni every few years to learn more about what pathway our alum have taken and to measure the longer term impact of YES.

Our survey of 302 YES alumni found that we're making a big impact!

- We positively influence pathways
- We create and enable active entrepreneurs
- We contribute to a proactive and engaged workforce




TIM POINTER
CEO & Co-Founder
of Uprise Digital
YES Class of 2004


"YES help bring the theoretical learning into a practical environment. This helped us get a taste of what the real world would be like and was a safe place for crazy ideas."



At least
263
COMPANIES CREATED
BY CURRENT
ENTREPRENEURS
OF WHICH
160
ARE STILL ACTIVE
(61%)
AND **122** OF
THESE ARE SOCIAL
ENTERPRISES (46%)



69%
SAY THAT YES
POSITIVELY
INFLUENCED
THEIR DECISION-
MAKING PROCESS
POST-SECONDARY
SCHOOL



14%
KEPT THEIR
YES COMPANY
GOING

41% for
up to a year
31%
between
1-2 years
26% for
between
2-5 years

TOP 3 BUSINESS SKILLS DEVELOPED:

- ✓ DECISION-MAKING (72%)
- ✓ MARKETING (65%)
- ✓ BUSINESS PLANNING (62%)

TOP 3 SOFT SKILLS DEVELOPED:

- ✓ TEAMWORK (80%)
- ✓ COMMUNICATION (75%)
- ✓ PROBLEM SOLVING (68%)




115
respondents
have founded
one or more
companies



85%
WOULD
RECOMMEND
YES TO CURRENT
STUDENTS

21%
Identified
as being
an active
entrepreneur





Min number
of jobs
created
2700

Max number
of jobs
created
4600



2019 Alumni Awards

Our alumni go on to achieve some impressive stuff and we think that's worth celebrating.

ONE TO WATCH AWARD

The One To Watch recipient is just that – one to watch. They've demonstrated a passion for business and /or entrepreneurship that is worth keeping an eye on.



ONE TO WATCH WINNER:
JOSH BURNS
CEO & Founder of Up Imagery

ONE TO WATCH FINALISTS:

- Nick Hyland & Jacksen Love (Co-Founders of Flamingo Scooters)
- Emily Hacket Pain (CEO & Founder of Paper Pens Pencils)
- Luka Licul (COO & Co-Founder of Spout Alternatives)
- Derek Lieu (Founding Director of Young Entrepreneurs Collective)

EMERGING ALUMNI AWARD

The Emerging Alumni recipient is a bright burner who has made a clear contribution to business.



**EMERGING ALUMNI OF THE
YEAR:**
SHARNDRE KUSHOR
Co-Founder & COO of Crimson Education

EMERGING ALUMNI FINALISTS:

- Emily Blythe (CEO & Founder of Limpidity)
- Helen Townsend (CEO & Founder of The Rubbish Whisperer)
- Rees Vinsen (CEO & Founder of Adduco)

DISTINGUISHED ALUMNI AWARD

The Distinguished Alumni recipient is a standout player in their respective field and has made long-standing impact in the business world.



**YES DISTINGUISHED
ALUMNI OF THE YEAR:**
PAUL GREY
Founder of A2X

YES DISTINGUISHED ALUMNI FINALISTS:

- Mimi Gilmour Buckley (Co-Founder and Boss Lady at Burger Burger)
- Mark Vivian (Partner at Movac)

Alumni Wall of Companies

Many of our YES alumni have gone on to do amazing stuff, and are leading the charge as industry game-changers. Here are some of the companies that our alumni have gone on to create:



adduco



BURGER
BURGER



delivereasy



BUY ONE. GIVE ONE.



FIRE BY
escea. EXPORTX



Flamingo



Flexible bags that have your back

form.fun.function.



givealittle
from the Spark Foundation



IDEAS INNOVATION FIGURES

ImmerseMe



kea
New Zealand's Borderless Nation



'nuku
taking brands to the world



The Pallet Kingdom
From timber trash to treasure.



POWERAMP



Sharesies

Whatever your worth, you're worth it.



Spalk



+THECHURCH+



UNFILTERED

UPRISE

voyager.

Woolly
PRODUCTIONS LTD



Teacher Longevity Awards

Behind every great YES student is a great teacher and we are privileged to be able to work with so many inspiring teachers. In 2019 we launched our Teacher Longevity Awards which recognises the contribution and dedication of teachers who have taught YES for over 20 years!

These were awarded at The Lion Foundation Young Enterprise Scheme National Awards Gala in Wellington in December. We loved hearing from these teachers about their journey teaching YES through the years and we're truly grateful to have such dedicated teachers in our corner.

20 - year club:

Phil Cowley:
Westlake Girls' High School

Simon Condon:
Northcote College

Diana Reid:
Hawera High School

Gayle Cameron:
Kaikoura High School

Anna Ready:
St. Cuthbert's College

Megan Prendergast:
Kerikeri High School

Paul Redmond:
James Hargest High School

"In our small community there are numerous examples of YES students owning businesses or being high functioning members of the local economy. YES teaches the soft skills that employers want and most of all YES is FUN !!!"

"Thank you to The Young Enterprise Trust which gives so much support to teachers. The resources are amazing and have made YES a fantastic secondary school subject to teach for the past 20 years."

- Teacher

30 - year club:

Suzanne Bishop:
Columba College



Janet Lang:
Whangarei Girls' High School



Alan Bayly:
Kamo High School



John Douglas:
South Otago High School



It's Business Time

Our biennial It's Business Time (IBT) conference was back again in 2019. The two-day conference held in Wellington in December was attended by over one hundred teachers from across New Zealand. The teachers heard from inspirational business leaders, attended workshops, shared knowledge and grew their networks with fellow educators. IBT helps educators bring entrepreneurship and innovation to life in the classroom.

Through workshops and key-note speakers' teachers were provided inspiration and experience-based insight into the real-world business community. Themes of the workshops across the two days included Māori enterprise and the Māori economy, community-based learning resources, pedagogy into practice, how to spot a social entrepreneur, design thinking 101 and insight into entrepreneurs' personal journeys. Attendees walked away with new resources, as well as new ideas and thinking for project-based learning

"Just such a good opportunity to meet other people experiencing the same challenges. The speakers were inspiring. I thought this was one of the best PD opportunities I have ever had."

- IBT Attendee



"Humbled to be able to hear great entrepreneurs and the real realities they face but all had one thing in common - it takes Sheer Hard Work"

- IBT Attendee





New Zealand Business Hall of Fame

The NZ Business Hall of Fame recognises NZ business leaders for their life-long contribution. In 2019, 10 outstanding businessmen and women were inducted at a gala dinner by the Governor-General in front of an international audience.

"It was a fantastic night – the stories that came out in the interviews were a real highlight. Our clients thoroughly enjoyed it"

- Attendee



The NZBHF panel consider nominations each year that are submitted before October of the previous year.



John Ballantyne

Awarded Posthumously

John Ballantyne established J. Ballantyne and Co Ltd. – the company which continues to operate the popular department stores Ballantynes in Christchurch and Timaru. Upon his retirement he became a farmer at Ruapuna.



Bernie and Kaye Crosby

From a garage in Hamilton's Darley Street in 1984 came the multimillion-dollar Profile Foods. Known for brands such as Alison's Pantry, Value Pack, Mother Earth, Flemmings and Donovans, Profile Foods exports to 16 countries world-wide.



Jane Hunter

Known worldwide as "The First Lady of New Zealand Wine", Jane Hunter has been Managing Director of Hunter's Wines since 1987 after the death of her husband who established the company in 1979. Jane has led the company to outstanding local and international success as one of New Zealand's ground-breaking premium wine labels.



Sir Noel Robinson

Sir Noel Robinson has been developing manufacturing and commercial properties since 1970 when he founded Robinson Industries. After his retirement in 1999, Sir Noel became active in philanthropy around the Counties Manukau region and has held many Chairman positions.



John and David Bayley

Founders of Bayleys Real Estate, New Zealand's largest full-service real estate agency – encompassing sales in the commercial and industrial, residential, and rural real estate sectors, as well as operating the country's largest property management and property services division.



Sir John Davies

Sir John Davies is the owner and founder of Trojan Holdings – the family investment company that owns tourism assets Coronet Peak, Remarkables and Mt. Hutt ski fields, as well as the Routeburn Guided Walk, Milford Walk. Sir John has invested heavily in the Queenstown area and has been an active contributor to conservation projects.



Samuel Nichol

Awarded Posthumously

A prominent businessman in the Southland area, whose business skills were critical to the establishment of Bluff and Invercargill during the 1800s. Through his development of the railway between Invercargill and Bluff, as well as his ventures in whaling, shipping and coal hauling through the Nichol Brothers company.



Mark Waller

Mark Waller was CEO and Managing Director of Ebos Group Limited – Australasia's largest and most diversified marketer, wholesaler and distributor of healthcare, medical, and pharmaceutical products. In this role from 1987 to 2014, Waller grew the business a minor player competing against large multinationals to the most valuable player in the public healthcare space Trans-Tasman.



Northland
Gary Larkan *Regional Coordinator*
Andrea Panther *Roaming Teacher*



Auckland
Yasmin Gray *Roaming Teacher*
Sian McMillan *Pasifika Roaming Teacher*
Madison Barnett *Regional Coordinator*



Bay of Plenty
Pascale Hyboud-Peron
Regional Coordinator



National
Lucy Wymer
Remote Roaming Teacher



Gisborne
Lena Bevan
Regional Coordinator



Rotorua/Taupō
Atawhai Gillies
Regional Coordinator



Gisborne & Hawke's Bay
Colette Mintoff
Roaming Teacher



Hawke's Bay
Lisa Uncles
Regional Coordinator



Canterbury, South Canterbury, Otago, Southland, West Coast
Regan Powell
Roaming Teacher



Canterbury
Idoia Alday Gonzalez
Regional Coordinator



South Canterbury
Fiona Jackson
Regional Coordinator



Otago
Sarah Rickerby & Cara Bradley
Regional Coordinators



Southland
Joanne O'Connor
Regional Coordinator



National
Natania Katene
Māori Outreach Coordinator



Taranaki
Katja Eager
Regional Coordinator



Waikato/King Country
Levinia Paku
Regional Coordinator



Manawatu/Whanganui
Johnelle Hosking
Regional Coordinator



Wellington
Joshua Peauafi *Regional Coordinator*
Yolande Rosario *Roaming Teacher*



Meet the Team

YES Across the Regions:

We are lucky to have a talented, committed, and passionate team of YES Staff. While HQ is based in Wellington our team of Regional Coordinators aka Student Wranglers and Roaming Teachers aka Arrangers of Awesome are spread across the country providing support to our students and teachers regionally.


We also have a team of Programme facilitators working across the country to excite and engage students at our events – we like to call them the Shabooya Squad!

- Ezekiel Rau
- Deb Hipperson
- Justice Hetaraka
- Wayne Prince
- Charlizza Harris
- Jesse Armstrong
- Erica Austin
- Anna French
- Barlow Anderson


Our Partners across the country

2019 Regional Delivery Partners:


Our Regional Delivery Partners are passionate about local economic development and youth education. They create connections and collaborate between YES teams and local business, deliver regional activities such as pitch events, competitions, and selling opportunities. Thank you to our 2019 Regional Delivery Partners for helping us make YES the experience that students love all across New Zealand.




Auckland:
Auckland Business Chamber




Waikato/King Country:
Smart Waikato Trust




Bay of Plenty:
Venture Centre




Gisborne & East Coast:
Gisborne Chamber of Commerce




Rotorua/Taupo:
Toi Ohomai Institute of Technology




Hawke's Bay:
Hawke's Bay Chamber of Commerce




Taranaki:
Taranaki Chamber of Commerce




Manawatu:
The Factory




Nelson/Marlborough:
NMIT (Nelson/Marlborough Institute of Technology)




Canterbury:
Ara Institute of Canterbury



South Canterbury:
South Canterbury Chamber of Commerce




Otago:
Otago Chamber of Commerce



Southland:
Southland Chamber of Commerce

We look forward to welcoming the Nelson Tasman Chamber of Commerce as our new Regional Delivery partner for the Nelson/Marlborough region in 2020.



Who's who in HQ

Here are the names and faces at work in the engine room:



CEO aka Chief Excitement Officer

Terry Shubkin



Schools Engagement Manager aka Trailblazer

Paul Newsom



Operations & Events Coordinator aka Superstar

Alex Bullock



Chief Financial Officer aka Number Cruncher

Yvona Hasted



Head of YES aka Chief Student Wrangler

Elizabeth Pittman



Operations Coordinator aka VP of Miscellaneous Stuff

Louis Ivory



Communications & Marketing Manager aka Comms King

Ella Roche



Head of Impact aka Chief Troublemaker

Colin Kennedy

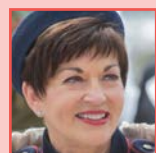


Operations Coordinator aka VP of Miscellaneous Stuff

Jessikah Cresswell

Patron, Board & Supporters Council

Our Board of Trustees are passionate about youth development and believe that developing enterprising young people is critical to New Zealand's Future. All of our trustees generously give their time and expertise to provide strategic direction and governance for Young Enterprise Trust.



Governor-General

The Patron of Young Enterprise Trust is Her Excellency The Right Honourable Dame Patsy Reddy, Governor-General of New Zealand. Her Excellency was sworn

in as New Zealand's 21st Governor-General for a five-year term on 28 September 2016. Her Excellency has previously worked in governance and management roles for public and private sector companies throughout New Zealand and has contributed to the governance of many creative and charitable organisations.



Norm Thompson
ONZM
(Chair)



Andy Symons



David Downs



Jeriel Sajan



Mark Eglinton



Phil Muir



Rachel Taulelei
MNZM



Sheena Henderson

Board of Trustees

In early 2019 we farewelled Liliias Bell who had been a Trustee since 2008 – but remains a passionate supporter and a member of the Supporters Council. We're so thankful for the time and expertise she provided while a member of our Board.

In 2019 we also welcomed some new faces to our Board of Trustees. We're thrilled to introduce David Downs and Phil Muir as new additions to the Board.

- **David Downs:** General Manager for Projects at New Zealand Trade and Enterprise (NZTE), David brings a diversity of experiences and networks to the Board across both multi-national corporations and SMEs. His experience in start-up business spans across industries such as ICT, hospitality and television. David is also an accomplished public speaker (some of you will have seen him MC the YES National Awards in 2018). David has been a fan of YES for many years through his role at NZTE, but recently took that to a whole new level becoming a raving fan after his son Jack went through YES in 2016.
- **Phil Muir:** Phil brings experience in a critical sector for us – education. As an ex YES teacher and raving fan, Phil is very familiar with the work we do here at Young Enterprise and has previously introduced the YES programme to various schools he has taught at. Now Principal at Northcote Intermediate School Phil is passionate about igniting students' interest in enterprise from an early age.

Supporters Council

Our Supporters Council was formed in 2004 and is made up of respected leaders from a range of business and community organisations. The members act as advocates and representatives of the stakeholders who are important to our operation.

- Andrea Davies, Registrar, Massey University
- Andy Symons, Innovation Partner, PWC
- Angus Fletcher, Chairman, The Fletcher Trust
- Bruce Le Pine
- Cecilia Tarrant
- Dave Tibby, Trustee, David Levene Foundation
- David Downs, General Manager, Projects, NZTE
- David Irving (ONZM), Independent Director
- Debi Boffa, Managing Director, BP New Zealand Ltd
- Sir. Eion Edgar (KNZM), Chairman, Forsyth Barr Group
- Graham Shaw, Director, Pushpay Holdings Limited
- Jenny Jago, Strategy and Investment Portfolio Manager, DairyNZ
- Jeriel Sajan
- John Fisk, Partner, PWC
- John Gallagher (CNZM, JP), Director, Glenice & John Gallagher Foundation
- John Shewan, Independent Director
- Ken Rintoul
- Ken Williamson, Director, Crombie Lockwood Limited
- Kirsten Patterson, Institute of Directors
- Liliias Bell, Independent Advisor, Leadership and Executive Search
- Malcolm Whyte, Deputy Chair, Todd Corporation Ltd
- Mark Eglinton, CEO, NDA
- Mark Vivian, Partner, Movac Limited
- Mavis Mullins (MNZM), Professional Director
- Michael Barnett (ONZM), Chief Executive, Auckland Chamber of Commerce
- Murray Reade, CEO, The Lion Foundation
- Nigel Gould (ONZM, JP), Director, Byrd Services
- Norm Thompson (ONZM), Independent Director
- Paul Baines, Director, Finchley Holdings Limited
- Pauline Winter, CEO, Ministry for Pacific Peoples
- Peter Shirtcliffe (CMG), Chairperson, The Margaret and Peter Shirtcliffe Foundation
- Phil Muir, Principal, Northcote Intermediate School
- Rachel Taulelei (MNZM), CEO, Kono NZ LP
- Richard Janes, Director, Gallagher Group Ltd
- Russell Shaw, CEO, Top Energy
- Sarah Wickens, Founder, Trilogy
- Sharon Bryant

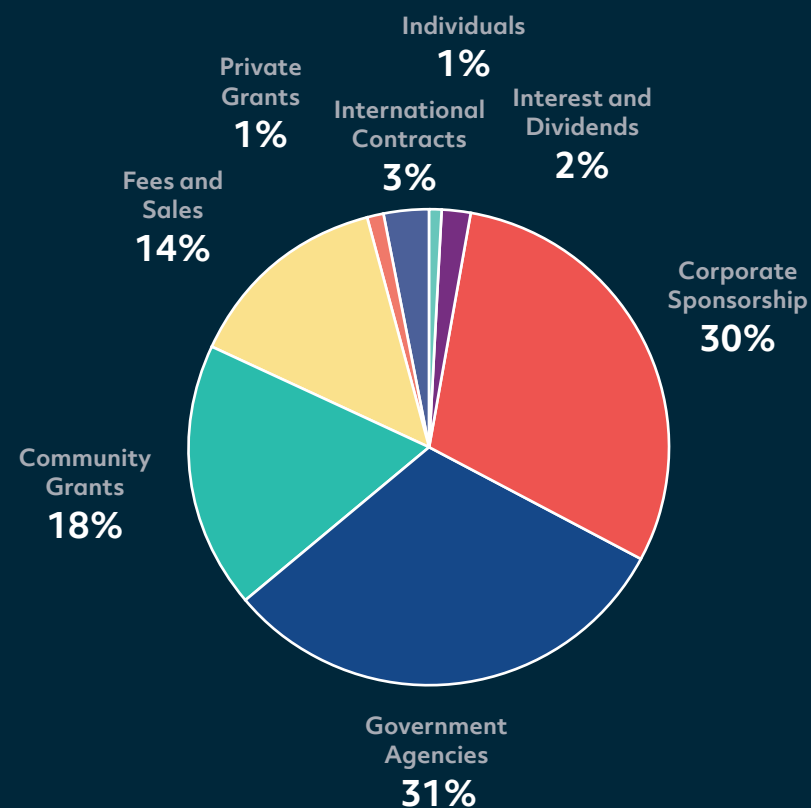
2019 Financial Summary

The Trust made a surplus for the 2019 year of \$44,153. Of this, \$53,483 came from international operations offset with a loss of \$9,330 from our domestic operations. International contracts remain an important part of supplementing the cost of delivery of our NZ operations.

A gain of \$22,685 was made as a result of the revaluation of our share portfolio, giving total comprehensive revenue and expenses of \$66,838.

- Corporate Sponsorship remains steady at 30% (2018 = 32%). We are privileged to have several corporate sponsors who have supported us for many years, and in some instances, decades.
- Government Agencies funding decreased slightly to 31% (2018 = 34%). This funding allows us to deliver specific programmes and initiatives, such as our Rangatahi Business Challenges and Roaming Teachers.
- Community Grants have remained steady at 18% (2018 = 17%). The Lion Foundation continues to be our largest single funder. We are grateful for their continued support.
- Fees and sales are a combination of:
 - Ticket sales from the NZ Business Hall of Fame event.
 - The nominal fee we charge each YES student to participate in the Young Enterprise Scheme. The delivery cost of the programme far exceeds what we charge students. The remaining cost is funded via sponsorships, donations and grants.
 - The biennial Its Business Time Conference.

How we are funded:



Independent Auditor's Report

To the Trustees of Young Enterprise Trust

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of Young Enterprise Trust ('the Trust') which comprise the statement of financial position as at 31 December 2019, and the statement of comprehensive revenue and expense, statement of changes in net assets and statement of cash flows for the year then ended, and notes to the financial statements, including significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Trust as at 31 December 2019, and its financial performance and its cash flows for the year then ended in accordance with Public Benefit Entity Standards Reduced Disclosure Regime ('PBE Standards RDR').

Our report is made solely to the Trustees of Young Enterprise Trust. Our audit work has been undertaken so that we might state those matters which we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Trustees of Young Enterprise Trust, for our audit work, for our report or for the opinions we have formed.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand) ('ISAs (NZ)'). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Trust in accordance with Professional and Ethical Standard 1 (Revised) Code of Ethics for Assurance Practitioners issued by the New Zealand Auditing and Assurance Standards Board and the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants ('IESBA Code'), and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other than in our capacity as auditor we have no relationship with, or interests in, Young Enterprise Trust.



Emphasis of Matter - COVID-19 Pandemic

We draw attention to Note 15 of the financial statements, which describes the uncertain and potentially significant impacts of the COVID-19 pandemic on the Trust's finances and operations after the reporting date. Our opinion is not modified in respect of this matter.

Responsibilities of the Trustees for the Financial Statements

The Board of Trustees are responsible on behalf of the Trust for the preparation and fair presentation of the financial statements in accordance with PBE Standards RDR, and for such internal control as the Board of Trustees determine is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Board of Trustees are responsible on behalf of the Trust for assessing the Trust's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Trustees either intend to liquidate the Trust or to cease operations, or have no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs (NZ) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of the auditor's responsibilities for the audit of the financial statements is located at the External Reporting Board's website at: <https://xrb.govt.nz/standards-for-assurance-practitioners/auditors-responsibilities/audit-report-8/>

Baker Tilly Staples Rodway

BAKER TILLY STAPLES RODWAY AUDIT LIMITED
Wellington, New Zealand
28 April 2020

Statement of Comprehensive Revenue and Expenses

For the Year Ended 31 December 2019

	Note	2019 (\$)	2018 (\$)
REVENUE			
Revenue from Non-Exchange Transactions			
Donations	5	16,530	67,315
Grants		566,000	631,484
Sponsorship		1,729,073	1,655,936
Income from Offshore Contracts		88,051	3,000
Total Revenue from Non-Exchange Transactions		2,399,654	2,357,734
Revenue from Exchange Transactions			
Fees and Sales		407,541	281,754
Interest Revenue		52,582	43,722
Dividends Received		3,581	2,774
Sponsorship In-Kind		363,620	298,890
Total Revenue from Exchange Transactions		827,324	627,140
TOTAL REVENUE		3,226,978	2,984,874
EXPENDITURE			
Employee Expenses		1,332,089	1,197,167
Travel		246,580	228,372
Rent		36,000	36,000
Depreciation		11,657	10,179
Conference Costs and Awards		352,676	287,006
Regional Partners		208,397	203,171
Sponsorship in-kind Expenses		363,620	298,890
Audit Fees		11,980	12,600
Contractors' Fees		326,797	349,159
Other Expenses		258,461	254,451
Total Expenditure for New Zealand Operations		3,148,257	2,876,995
Offshore Contract Expenditure		34,568	
TOTAL EXPENDITURE		3,182,825	2,876,995
TOTAL SURPLUS FOR THE YEAR		44,153	107,879
Gain on Revaluation of Available-for-Sale Assets	7	22,685	4,986
TOTAL COMPREHENSIVE REVENUE AND EXPENSE		66,838	112,865

The accompanying notes form part of and are to be read in conjunction with these financial statements

Statement of Changes in Net Assets

For the Year Ended 31 December 2019

	Note	2019 (\$)	2018 (\$)
Opening Accumulated Funds			
Opening Accumulated Funds		1,042,259	934,380
Surplus for the Period		44,153	107,879
CLOSING ACCUMULATED FUNDS		1,086,412	1,042,259
Opening Asset Revaluation Reserve			
Opening Asset Revaluation Reserve		44,468	39,482
Movement in Asset Revaluation Reserve	7	22,685	4,986
CLOSING ASSET REVALUATION RESERVE		67,153	44,468
CLOSING EQUITY		1,153,565	1,086,727

The accompanying notes form part of and are to be read in conjunction with these financial statements

Statement of Financial Position

As at 31 December 2019

	Note	2019 (\$)	2018 (\$)
CURRENT ASSETS			
Cash at Bank and On Hand		228,811	258,978
Short Term Investments		1,400,000	975,000
Receivables from Non-Exchange Transactions		55,500	21,736
Interest Receivable		13,705	10,106
GST Receivable		19,331	21,964
Prepayments		14,048	10,402
Total Current Assets		1,731,395	1,298,187
CURRENT LIABILITIES			
Trade Creditors		110,224	130,448
Income in Advance	9	512,398	113,025
Accrued Expenses		59,044	50,819
Total Current Liabilities		681,666	294,292
WORKING CAPITAL		1,049,729	1,003,895
NON CURRENT ASSETS			
Fixed Assets	8	21,583	23,265
Investments	7	82,253	59,568
Total Non-Current Assets		103,836	82,833
NET ASSETS		1,153,565	1,086,727
Accumulated Funds		1,086,412	1,042,259
Asset Revaluation Reserve		67,153	44,468
TOTAL EQUITY		1,153,565	1,086,727

Approval of Financial Statements

The Board of Trustees have pleasure in presenting the Financial Statements of Young Enterprise Trust for the year ended 31 December 2019. The Board of Trustees of Young Enterprise authorised these financial statements on 3rd April 2020.

For and on behalf of the Board.



Norm Thomson
Chairman



Mark Eglinton
Trustee

The accompanying notes form part of and are to be read in conjunction with these financial statements

Statement of Cash Flows

For the Year Ended 31 December 2019

	Note	2019 (\$)	2018 (\$)
CASH FLOWS FROM OPERATING ACTIVITES			
Cash was provided from:			
Donations, Grants and Other Receipts		2,765,262	2,394,469
Fees and Sales		407,541	281,754
Interest Income		48,983	35,778
Dividend Income		3,581	2,774
GST		2,634	(17,298)
		3,228,001	2,697,477
Cash was applied to:			
Payments to Suppliers		(1,504,086)	(1,414,692)
Payments to Employees		(1,319,106)	(1,188,513)
		(2,823,192)	(2,603,205)
NET CASH FLOWS FROM OPERATING ACTIVITIES		404,809	94,273
CASH FLOWS FROM INVESTING ACTIVITIES			
Cash was provided from:			
Maturity of Short Term Investments		975,000	650,000
		975,000	650,000
Cash was applied to:			
Purchase of Short Term Investments		(1,400,000)	(975,000)
Purchases of Property, Plant and Equipment		(9,976)	(18,372)
		(1,409,976)	(993,372)
NET CASH FLOWS FROM INVESTING ACTIVITIES		(434,976)	(343,372)
Net Increase/(Decrease) in Cash and Cash Equivalents		(30,167)	(249,100)
Cash and Cash Equivalents at the Beginning of The Year		258,978	508,078
Cash and Cash Equivalents at the End of The Year		228,811	258,978

The accompanying notes form part of and are to be read in conjunction with these financial statements

Notes to the Financial Statements

For the Year Ended 31 December 2019

1. REPORTING ENTITY

Young Enterprise Trust (“the Trust”), previously Enterprise New Zealand Trust, was established under a trust deed dated 18 November 1986. The original trust deed was replaced by a revised deed effective 1 December 2003, with a further revision in December 2008. The Trust is registered under the Charitable Trusts Act 1957 and the Charities Act 2005 and was granted donor organisation status by Inland Revenue in August 2010.

The financial statements of the Trust are presented for the year ended 31 December 2019.

These financial statements and the accompanying notes summarise the financial results of activities carried out by the Young Enterprise Trust. The Trust delivers programmes to students in the areas of enterprise and financial education and provides support to their teachers.

These financial statements have been approved and were authorised for issue by the Board of Trustees on 3 April 2020.

2. STATEMENT OF COMPLIANCE

The financial statements of Trust are general purpose financial statements and have been prepared in accordance with Generally Accepted Accounting Practice in New Zealand (“NZ GAAP”). They comply with Public Benefit Entity International Public Sector Accounting Standards (“PBE IPSAS”) and other applicable financial reporting standards as appropriate that have been authorized for use by the External Reporting Board for Not-For-Profit entities.

For the purposes of complying with NZ GAAP, the Trust is a public benefit not-for-profit entity and is eligible to apply Tier 2 Not-For-Profit PBE IPSAS on the basis that it does not have public accountability and it is not defined as large.

The Board of Trustees has elected to report in accordance with Tier 2 Not-For-Profit PBE Accounting Standards and in doing so has taken advantage of all applicable Reduced Disclosure Regime (“RDR”) disclosure concessions. This decision results in the Trust not preparing a Statement of Service Performance for both reporting periods.

The financial statements have been prepared on the assumption that the entity will continue to operate in the foreseeable future. See note 15 for details of an event occurring subsequent to 31 December 2019 that the Trustees considered when determining whether the going concern assumption remained valid.

3. CHANGES IN ACCOUNTING POLICIES

There are no changes to accounting policies applied this year.

4. SUMMARY OF ACCOUNTING POLICIES

The significant accounting policies used in the preparation of these financial statements as set out below have been applied consistently to both years presented in these financial statements.

4.1 BASIS OF MEASUREMENT

These financial statements have been prepared on the basis of historical cost, with the exception of certain items for which specific accounting policies have been identified.

4.2 FUNCTIONAL AND PRESENTATIONAL CURRENCY

The financial statements are presented in New Zealand Dollars (\$), which is Young Enterprise Trust’s functional currency. All financial information presented in New Zealand dollars has been rounded to the nearest dollar.

4.3 REVENUE

Revenue is recognised to the extent that it is probable that the economic benefit will flow to the Trust and revenue can be reliably measured. Revenue is measured at the fair value of the consideration received. The following specific recognition criteria must be met before revenue is recognised.

4.3.1 REVENUE FROM NON-EXCHANGE TRANSACTIONS

A non-exchange transaction is where the Trust receives value from another entity without directly giving approximately equal value in exchange.

When non-exchange revenue is received with conditions attached, the asset is recognised with a matching liability. As the conditions are satisfied the liability is decreased and revenue recognised.

When non-exchange revenue is received with restrictions attached, but no requirement to return the asset if not deployed as specified, then revenue is recognised on receipt.

4.3.2 REVENUE FROM EXCHANGE TRANSACTIONS

Contract revenue is recognised in accordance with the payment terms of the contract.

Revenue from fees and sales is recognised when invoiced or received, whichever might be applicable.

Interest revenue is recognised as it accrues, using the effective interest method.

4.4 FINANCIAL INSTRUMENTS

Financial assets and financial liabilities are recognised when the Trust becomes a party to the contractual provisions of the financial instrument.

4.4.1 FINANCIAL ASSETS

Financial assets within the scope of NFP PBE IPSAS 29 Financial Instruments; Recognition and Measurement are classified as financial instruments at fair value through surplus or deficit, loans and receivables, held-to-maturity investments or available-for-sale financial assets. The classifications of the financial assets are determined at initial recognition.

The category determines subsequent measurement and whether any resulting income and expense is recognised in surplus or deficit or in other comprehensive revenue and expenses.

Financial assets are classified as financial assets at fair value through surplus or deficit, loans and receivables or as available for sale financial assets. Young Enterprise Trust’s financial assets include: cash and cash equivalents, short term deposits, receivables from non-exchange transactions, receivables from exchange transactions and investments.

All financial assets except for those at fair value through surplus or deficit are subject to review for impairment at least at each reporting date. Financial assets are impaired when there is any objective evidence that a financial asset or Trust of financial assets is impaired. Different criteria to determine impairment are applied for each category of financial assets, which are described below.

FINANCIAL ASSETS AT A FAIR VALUE THROUGH SURPLUS OR DEFICIT

Financial assets at fair value through surplus or deficit include items that are either classified as held for trading or that meet certain conditions and are designated at fair value through surplus or deficit upon initial recognition.

LOANS AND RECIEVABLES

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial recognition, these are measured at original cost less any allowance for impairment. The Trust’s cash and cash equivalents, receivables from exchange transactions and receivables from non-exchange transactions fall into this category of financial instruments.

AVAILABLE FOR SALE FINANCIAL ASSETS

Available-for-sale assets are non-derivative financial assets that are either designated to this category or do not qualify for inclusion in any of the other categories of financial assets. The Trust’s investment in ordinary shares is classified as an available for sale financial asset.

4.4.2 IMPAIRMENT OF FINANCIAL ASSETS

The Trust assesses at the end of reporting date whether there is objective evidence that a financial asset or a Trust of financial assets are impaired. A financial asset or a Trust

of financial assets is impaired and impairment losses are incurred if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a “loss event”) and that loss event has an impact on the estimated future cash flows of the financial asset or the Trust of financial assets that can be reliably estimated.

For financial assets, if there is objective evidence that an impairment loss on loans and receivables has been incurred, the amount of the loss is recognised in the surplus or deficit for the reporting period.

In determining whether there is any objective evidence of impairment, the Trust first assesses whether there is objective evidence of impairment for financial assets that are individually significant, and individually or collectively significant for financial assets that are not individually significant. If the Trust determines that there is no objective evidence of impairment for an individually assessed financial asset, it includes the asset in a Trust of financial asset with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment for impairment.

If in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed by adjusting the allowance account.

If the reversal results in the carrying amount exceeding its amortised cost, the amount of the reversal is recognised in surplus or deficit.

4.4.3 FINANCIAL LIABILITIES

The Trust’s financial liabilities include trade and other creditors.

All financial liabilities are initially recognised at fair value and are measured subsequently at amortised cost.

4.5 CASH AND CASH EQUIVALENTS

Cash and cash equivalents are short term, highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

4.6 SHORT TERM INVESTMENTS

Short term investments comprise term deposits which have a term of greater than three months and therefore do not fall into the category of cash and cash equivalents.

4.7 FIXED ASSETS

Fixed assets are stated at cost less accumulated depreciation.

Depreciation is provided for on a straight-line basis at a rate of 33%, a rate calculated to allocate the assets’ cost or valuation less estimated residual value, over their estimated useful lives.

4.8 SIGNIFICANT JUDGEMENTS AND ESTIMATES

In preparing the financial statements, the Board of Trustees is required to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the disclosure of contingent liabilities, at the end of the reporting period. The uncertainty from these assumptions and estimates could result in outcomes that may result in a material

adjustment to the carrying amount of the asset or liability.

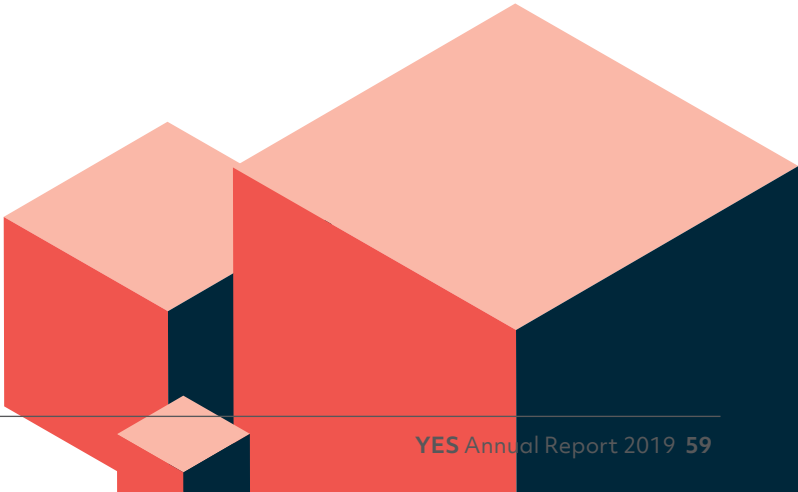
The Trust bases its assumptions and estimates on parameters available when the financial statements are prepared. However, existing circumstances and assumptions about future developments may change due to market changes or circumstances arising beyond the control of the Trust. Such changes are reflected in the assumptions when they occur. The key significant judgements and estimates used in the preparation of these financial statements are as follows:

INCOME IN ADVANCE FROM NON-EXVHANGE TRANSACTIONS

An estimate is made at each balance date of the extent to which services are deferred under funding arrangements with conditions attached, with the amount of the unexpired revenue retained on the balance sheet as income in advance.

4.9 INCOME TAX

Young Enterprise Trust is registered as a charitable entity under the Charities Act 2005. Any surplus from activities is exempt from income tax.



5. DONATIONS

Donations received during each reporting period are made up of the following:

	2019 (\$)	2018 (\$)
Individuals	16,530	50,011
Corporate	-	17,304
Total	16,530	67,315

6. SUMMARY OF NZ vs. OFFSHORE REVENUE AND EXPENSES

	2019 (\$)	2018 (\$)
Revenue - NZ Operations	3,138,927	2,981,874
Expenditure - NZ Operations	3,148,257	2,876,995
Contribution from NZ Operations	(9,330)	104,879
Revenue – Offshore Contracts	88,051	3,000
Expenditure - Offshore (excluding Personnel Expenses & Overheads)	34,568	-
Contribution from International Contracts	53,483	3,000

7. INVESTMENTS

The Trust holds an investment in Infratil shares at the reporting date. The funds are classified as an available for sale financial asset. The market value of the investment at 31 December 2019 was \$82,253 (2018: \$59,568).

The movement of \$22,685 (2018: \$4,986) in the Asset Revaluation Reserve represents the unrealised gain based on the market value as at 31 December 2019.

8. PROPERTY PLANT AND EQUIPMENT

	2019 (\$)	2018 (\$)
Original Cost	101,279	93,031
Accumulated Depreciation	(79,696)	(69,766)
Net Book Value	21,583	23,265

Reconciliation of the carrying amount at the beginning and end of the period:

	2019 (\$)	2018 (\$)
Opening Balance	23,265	15,072
Additions	9,975	18,372
Depreciation	(11,657)	(10,179)
Net Book Value	21,583	23,265

9. INCOME IN ADVANCE

An estimate is made at balance date of the extent to which services are deferred under funding arrangements with conditions attached, with the amount of the unexpired revenue retained on the balance sheet as income in advance.

At 31 December 2019, 2 contracts with the Ministry of Social Development had been invoiced, but the services were to be delivered in 2020. This was retained on the balance sheet as income in advance. The total value of the income in advance with the Ministry of Social Development was \$415,006 (2018: \$70,025).

10. RELATED PARTIES

Key Management Personnel:

The key management personnel, as defined by PBE IPSAS 20 Related Party Disclosures, are the members of the governing body which is comprised of the Board of Trustees, Chief Executive Officer, Chief Financial Officer, Head of Partnerships, Head of YES, School Engagement Manager, and Head of Impact, which constitutes the governing body of the Trust. No remuneration is paid to members of the Board of Trustees.

The Head of Partnerships left the Trust during the year and was not replaced.

The aggregate remuneration of key management personnel and the number of individuals, determined on a full-time equivalent basis, receiving remuneration is as follows:

	2019 (\$)	2018 (\$)
Total Remuneration	630,678	587,483
FTEs	5.53	5.15

11. LEASES

As at the reporting date, the Board of Trustees has entered into the following operating lease commitments:

	2019 (\$)	2018 (\$)
No later than 1 Year	41,195	45,269
Later than 1 Year and no later than 5 Years	38,680	79,875
Total Leases	79,875	125,144

Payments on operating lease agreements, where the lessor retains all the risks and rewards of ownership of an asset, are recognised on a straight line basis over the lease term.

Lease commitments consist of office premises lease at 93 Boulcott Street, Wellington; Ricoh photocopier lease and telephone equipment lease.

12. CATEGORIES OF FINANCIAL ASSETS AND LIABILITIES

The carrying amounts of financial instruments presented in the statement of financial position relate to the following categories of assets and liabilities:

	2019 (\$)	2018 (\$)
Financial Assets - Receivables		
Cash and cash equivalents	228,811	258,978
Short term investments	1,400,000	975,000
Receivables from non-exchange transactions	55,500	21,736
	1,684,311	1,255,714
<i>Available for sale financial assets</i>		
Investments	82,253	59,568
Financial Liabilities – At Amortised Cost		
Trade and Other Creditors	110,224	130,448
	110,224	130,448

The Trust provides credit cards to several employees for business use. The collective limit of these credit cards is \$80,000.

13. CAPITAL COMMITMENTS

There were no capital commitments at the reporting date (2018: Nil).

14. CONTINGENT ASSETS AND LIABILITIES

There are no contingent assets or liabilities at the reporting date (2018: Nil).

15. EVENTS AFTER THE REPORTING DATE

After the reporting date, the COVID-19 pandemic occurred. The uncertainty as to the future impact on Young Enterprise Trust of the recent COVID-19 outbreak has been considered as part of the Trust's adoption of the going concern basis.

The Trust is heavily dependent on grants and corporate sponsorship in order to operate. While the majority of the Trust's revenue for 2020 has been secured through grants and sponsorship, there is a risk that contracts which expire in at the end of 2020 may not be renewed, due to the financial hardship sponsors may be facing. The value of sponsorship contracts due to expire at the end of 2020 is \$600,109. The Trust is actively working with these sponsors to minimise the possibility of these contracts not being renewed.

Our largest funder, The Lion Foundation, has advised that the grant provided for 2020 is \$200,000 (2019: \$500,000) as a result of the uncertainty of the future impact of COVID-19 on their funding stream. There may be an opportunity to apply for additional funding later in 2020. It is not possible to accurately predict the overall outcome and impact of COVID-19 at this stage, however there is a strong likelihood that Young Enterprise Trust will deliver its programmes with greater utilisation of digital platforms than in the past.

The Trustees consider that the Trust has sufficient cash reserves to allow it to continue to operate for at least 12 months from the date of issue of the financial statements, even in the downside scenario that revenue does significantly reduce in the short term. The Board has considered several financial scenarios. Cost savings measures have been identified that could be quickly enacted if the Trust's revenue stream was to significantly reduce. These savings could be achieved by cancelling or reducing the number of programmes we do not have funding for, deferring IT development, reducing the use of external facilitators and managing staff attrition.

The Financial Statements do not include any adjustments that would result if the Trust was unable to continue as a going concern. (2018: Nil).

The accompanying notes form part of and are to be read in conjunction with these financial statements

2019 Sponsors and Supporters

PLATINUM



GOLD



SILVER



NATIONAL



OUR SUPPORTERS

Banquer, BDO KeriKeri, Beef + Lamb, Bluefix Boatworks, Circular Solutions, Crimson Education, DairyNZ, Development West Coast, Ernst & Young, Forsyth Barr, Future Leaders NZ, Gilmore Taylor, Glenice & John Gallagher Foundation, Go With Tourism, Insurance Council of New Zealand, Massey University, Northpower, Northtec, NZ Apples and Pears, NZ Maori Tourism, NZME, NZQA, NZTE, Ovato, Ricoh, Royal Society Te Aparangi, Simplicity, Southeast Asia Centre of Asia-Pacific Excellence, Stafford Engineering Ltd, Te Tumu Paeroa, The Fletcher Trust, The ICE Foundation, Thomas George Macarthy Trust, University of Otago, University of Waikato

Sponsorship Opportunities

We are grateful to have a family of generous and passionate sponsors, without who it would not be possible for Young Enterprise to support New Zealand youth to realise their potential and inspire the next generation of entrepreneurs.

Partnership can take many forms, so we welcome discussions with any organisations with an interest in supporting young New Zealanders, creating a pipeline of entrepreneurial-minded young people and/or boosting the prosperity in Aotearoa.



Teen Parent Unit's

Support young parents to gain vital skills in enterprise and budgeting



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