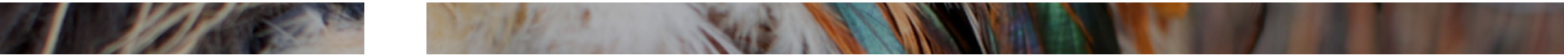
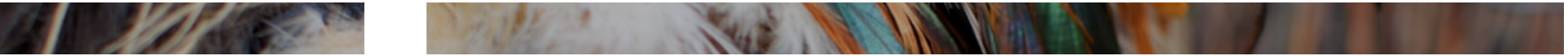


Executive Summary

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1. Te Runanga o Ngai Tahu exists to serve, protect and advance the collective interests of the iwi.
 2. Our purpose is to create intergenerational wealth – crystallizing our vision of, “Mo tatou, a, mo ka uri a muri ake nei – for us and our children after us.”
 3. We help Ngai Tahu families purchase their first home through shared equity.
 4. Currently, focused on building brand awareness and promoting the stories of our pilot families.
 5. Our marketing plan will create a critical mass of Ngai Tahu home owners to grow this endeavour for the collective interests of the iwi.



Description of Product/Service



1. We assist Ngai Tahu families to purchase their first home.
2. Under Our Program:
 - a) A family purchases a share of a home to a level they can afford;
 - b) Te Runanga o Ngai Tahu owns the remainder passively;
 - c) The smaller mortgage and lower repayments make home ownership a reality;
 - d) For affordable homes under \$450k, the level of debt servicing is similar to rental payments;
 - e) The family's wealth grows in proportion to their investment; and
 - f) The family can purchase 100% of their home at any time, at market value

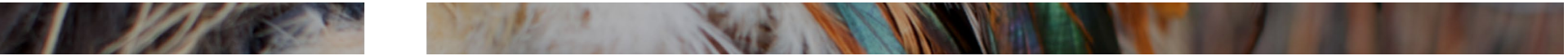


Features and Benefits

Features	Benefits
Access to Capital	<ul style="list-style-type: none">▪ Own a home faster▪ Combat inflation▪ Create intergenerational wealth▪ Increased hope and a sense of security
Reduction in Mortgage Repayments and Insurance Premiums	<ul style="list-style-type: none">▪ Greater disposable income levels▪ Less taxing day-to-day budgeting▪ Less anxiety
Financial Information and Advice	<ul style="list-style-type: none">▪ Better knowledge about their single largest purchase▪ Increased decision-making comfort
Exclusive Tribal Program for Tribal Members	<ul style="list-style-type: none">▪ Greater satisfaction knowing that profits will be reinvested to benefit other tribal members



Pricing/Equity Strategy



1. Equity available for Ngai Tahu: 25% – 35%.
2. Flexibility For Families:
 - a) Responsive to family need.
 - b) Access to a continuum of tribal members, directly supporting program goals.
 - c) Distinctive value – New Zealand Housing Foundation only offers a fixed percentage of 25%.
3. Intergenerational Wealth Creation – Ngai Tahu 2025:
 - a) Flexible equity enables tribal members who are unable to purchase a home in the short to medium term, get on the property ladder and build intergenerational wealth now.