



Presentation of half-
yearly Results
Period Ending
31 December 2019

Objectives of the Westland District Council's CCO's

Westland Holdings Ltd

- Monitor the performance of each of its subsidiary companies on behalf of Council, ensuring that each subsidiary operates economically and efficiently, in accordance with an agreed SOI, to optimize financial and community returns
- Report to Council on issues of substance that affect WHL and the subsidiary companies
- Assist Council in reviewing new opportunities for the subsidiaries

Westroads Ltd

- Operate as a successful business, returning a distribution that makes a significant contribution to Council
- Maintain a significant presence in Westland, including employing locals and having equipment available throughout the district
- Successfully bid for contestable contracts tendered by Council and other organisations and businesses

Destination Westland Ltd

- Manage existing operations and develop new opportunities across the four divisions of Aviation, Property, Facilities and Events
- Provide quality, efficient and cost-effective management services on a commercially competitive basis
- Conduct business in a professional manner in accordance with the mandate and Company statement of Intent
- Consistent with achieving the objectives above, deliver returns to the the Council for the benefit of the community

Westland Holdings Limited Activities during recent period



Regular operational and financial briefings continued with DWL and WRL, with most recent briefings held earlier today



WHL, DWL and WRL have completed draft SOI's for the three years commencing 1 July 2020. All entities have new strategic plans, succession plans and risk management plans in place.



Recruitment of a new director for DWL has been completed, with Bruce Gemmell commencing the role in January 2020.



The WHL Board is working closely with the Economic Development Committee to ensure our strategy is aligned with supports council expectations.

Comments on Financial Results for Westroads Limited

Total revenue is up on budget by 14.6% and up 20.2% on this time last year. Gross profit is up \$623,000 or 17.6% on budget

Growth revenue has occurred in Hokitika (up 31.7%) and Christchurch (up 35.3% while Greymouth revenue has reduced by 5.1%

Profit before tax is \$1,113,000 compared with a budgeted profit of \$419,000 and a loss at the same time last year of \$88,000

Comments on YTD Financial Results for Destination Westland

YTD position is a Net Loss of \$107k against a budgeted net profit of \$27k and \$196K loss for the same period last year. DWL report t

Revenue YTD is down on budget by \$526,000. Operating expenses are under budget by \$411,000 in line with decreased revenue.

Income invoiced in advance of \$286,000 to be reported as income over the next half of the year, so a better result is expected at year end.

Questions