ВО	ARD SKILLS MATRIX (DRAFT)							
Eac	h Director of the Company must have the skills, knowledge, or exp	eri	ence to:					
- guide the Company, given the nature and scope of its activities; and								
- cc	ontribute to the achievement of the objectives of the Company.							
In n	In making all director appointments, shareholders should ensure that the Board collectively has the following attributes:							
COI	LLECTIVE BOARD ATTRIBUTES							
Candidates with the ability and willingness to:			Desirable but not mandatory		At least one director		Multiple directors	All directors
1	Chair the Board				√			
2	Participate fully in the life of the Board and on subcommittees as required							V
3	Demonstrate the individual attributes outlined below							√
Rel	Relevant knowledge and experience in/of:							
4	Governance and leadership experience							√
5	Commercial strategic and business acumen						√	
6	Engineering, infrastructure asset planning and management				<b>V</b>		√	
7	A strong understanding of the Wellington region and the local				<b>V</b>		√	



	government context, including appreciation of public accountability							
8	Practical, and preferably leadership experience in Water Services				√			
9	Resource and environmental management and the RMA		√					
10	Commercial law and/or contract management		√					
11	Accounting/finance and/or risk management		√					
12	Relationship management skills and experience.		√					
RE	REQUIRED INDIVIDUAL ATTRIBUTES FOR DIRECTORS							
13	Professionalism		<ul> <li>Demonstrates behaviours and commitment to the vision and values of the Company and its objectives and strategic direction</li> <li>Empathy and clear understanding the objectives of the shareholder councils</li> <li>Common sense, integrity and a strong sense of public service ethic</li> <li>Applies knowledge of the Companies Act and Local Government Act and knows when to seek advice</li> <li>Recognises perceived and real conflict of interest situations, when to declare an interest and acts accordingly and appropriately</li> </ul>					
14	Communication		<ul> <li>Mediates constructively and effectively to resolve differences and conflict</li> <li>Listens and asks questions to maximise own understanding of situations and contributes constructively to meetings</li> <li>Applies political instinct and knowledge of the political context to relevant situations</li> <li>Exhibits open and transparent communications skills</li> </ul>					

1398631 2



15	Decision Making	<ul> <li>Makes decisions honestly and in good faith</li> <li>Ability to take a wide perspective on issues and think strategically and critically</li> <li>Encourages new initiatives and tries to be inventive and original when tackling issues and solving problems.</li> <li>Establishes decision-making criteria to determine the best outcome in line with Company and shareholder values</li> <li>Undertakes effective analysis of both qualitative and quantitative data for problem solving, planning and decision making</li> <li>Acquaints themselves fully with all the relevant facts, and consider whether expert advice is needed</li> <li>Applies fluency with financial concepts to the review of internal financial reports</li> <li>Contributes to the development of stretching but achievable goals, objectives and KPIs</li> <li>Implements and monitors performance against KPIs and budgets in order to achieve outcomes and respond to changes in the Company's operating environment</li> </ul>
16	Team Work	<ul> <li>Ability to work positively honestly and proactively with the Chief Executive, Chair and other directors of the Company</li> <li>Maintains oversight of the Company's organisational culture and the depth of management</li> <li>Ability to work positively with Shareholding Councils, with an appreciation of their role as customers and shareholders (including recognising demands on them for transparency and accountability)</li> </ul>

1398631 3



17	Strategic Leadership	<ul> <li>- Understands director responsibilities and can distinguish governance from management</li> <li>- Takes a proactive and forward thinking approach, identifying possible risks and opportunities and encourages the continuous improvement of service provision to the councils</li> <li>- Demonstrates an affiliation with and passion for the Wellington region and maintains a commitment to the principles of the Treaty of Waitangi</li> <li>- Keeps up-to-date on Company and industry issues and opportunities and maintains relevant technical and professional expertise</li> <li>- Responds to and influences constructively future-focused strategic change management within the Company</li> <li>- Strives to identify relevant financial, operating, market, health and safety, and legal risks and to ensure that best practice risk management is in place for the time</li> <li>- Assists with the high level development and oversight of resilience planning</li> <li>- Contributes to the Company's strategic and business planning including on a regional basis and champions the Company's vision and values</li> </ul>

1398631 4