

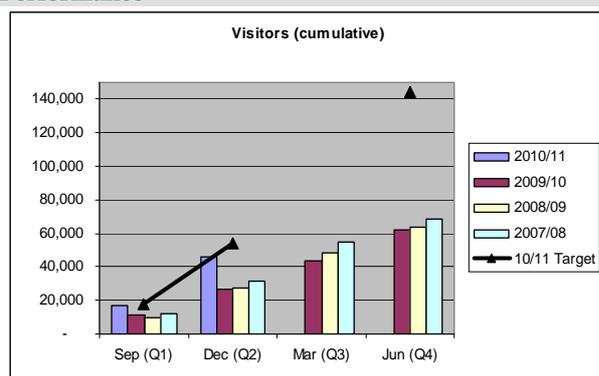
Quarterly Review – Karori Sanctuary Trust

The Karori Sanctuary Trust has presented its report for the quarter ended 31 December 2010 for review. A summary of key findings is presented below and the report is attached.

Highlights/Summary

- Visitor numbers were 28,885 for the quarter, which were below budget by about 8,000. A local marketing campaign over one weekend in October offered free entry to ZEALANDIA and attracted more than 7,200 locals. Other promotions such as "locals half price when bringing an out of town" and a calendar of summer events have been implemented for the summer period.
- ZEALANDIA won the international prestigious Virgin Holidays Responsible Tourism Award for "best conservation of wildlife and habitats." Tourism New Zealand received the award on the Sanctuary's behalf at the World Travel Market in London.
- Breeding season continued.
- ZEALANDIA celebrated the first successful fledging of a wild red-crowned parakeet (kakariki) chick in the city in at least 100 years.
- The education programme experienced its busiest month in November with 28 schools being hosted.
- ZEALANDIA is working with PWT and other Wellington based operators on a "Wellington City Pass" package.

Performance



Macro Key Performance Indicators

The following KPIs form part of the Business Plan for the Karori Sanctuary Trust:

Measure	Annual Target	Quarter Target	Quarter Actual
Number of visitors per year	144,201	37,054	28,885
Membership units - total number	5,800	N/A	5,365
Number of school visits	6,000	2,000	2,238
Council subsidy per visit - \$	\$4.85	\$4.72	\$6.05
Trading revenue per visitation (excluding Council and Government grants) - \$	\$25.23	\$24.78	\$24.95
% of visitors rate their overall satisfaction as being good to excellent*	8.7	8.7	9.5
Volunteer numbers	>400	>400	425

*ZEALANDIA has moved to an e-based survey system with satisfaction levels measured on a scale of 1 to 10. As such the KPI has been adjusted from 95%.

Activities during the quarter

- A brochure profiling the Exhibition has been developed hoping to attract those interested in museums and exhibitions but not necessarily interested in walking the Sanctuary valley.
- The weed team have started their 5 month contract focusing on the removal of priority species.
- The café is becoming an integral part of the overall visitor experience, and food and beverages exceeded budget for the quarter.

Financial & KPI Commentary

- The result for the quarter was an operating deficit of \$355k, \$116k below the budgeted deficit of \$239k. This was due to the final instalment of government funding budgeted for this quarter being received during the 2009/10 financial year.
- Operating revenue at \$721k was well below the budget of \$1,115k due to lower visitor numbers, lower membership revenue and also the \$196k Visitor and Education Centre funding received in the previous financial year.
- Total expenditure at \$1.076m was below the budget of \$1.354m due to timing differences of expenditure, lower marketing expenditure with the use of the open day as a marketing tool and tight cost control in view of the lower visitor numbers.
- While trading revenue per visit is on budget, visitor revenue is well down, although this indicator is countered by the increases in the café's sales, Christmas function revenue and donations.

Statement of Financial Performance

For the quarter ended 31 December 2010

\$'000	Q2		YTD		FY
	Actual	Budget	Actual	Budget	Budget
Income	721	1,115	1,970	2,285	4,534
Expenditure	1,076	1,354	2,065	2,420	5,036
Operating Surplus/(Deficit)	(355)	(239)	(95)	(135)	(502)
Operating Margin	(49%)	(21%)	(5%)	(6%)	(11%)

Capital Grants

Statement of Financial Position

As at 31 December 2010

\$'000	YTD	2009/10	FY
	Actual	YE	Budget
Current assets	2,660	495	354
Non-current assets	19,027	19,920	19,670
Current liabilities	752	570	597
Non-current liabilities	11,197	11,230	11,180
Equity	9,738	8,615	8,248
Current ratio	3.5	0.9	0.6
Equity ratio	45%	42%	41%

Statement of Cash Flows

For the quarter ended 31 December 2010

\$'000	YTD	2009/10	FY
	Actual	FY Actual	Budget
Operating	500	(153)	261
Investing	(39)	(9,395)	(250)
Financing	(50)	6,745	100
Net	411	(2,803)	(89)
Closing balance	2,449	2,038	224

Contact officer:

Natasha Petkovic-Jeremic

Profile – Karori Sanctuary Trust

The Trust was established with charitable status in 1995 with the primary aim of delivering on the vision of creating a wildlife sanctuary.

Just 10 minutes from central Wellington, ZEALANDIA is a unique eco-attraction. New Zealand's incredible natural history and world-renowned conservation movement are brought to life with a state-of-the-art indoor exhibition.

The 550 acre eco-sanctuary contain some of New Zealand's rarest birds, reptiles and insects in the wild.

Entity Data	
Established	1995
	<i>Term expires:</i>
	June 2013
	May 2012
	May 2012
	June 2012
	June 2012
	June 2012
	August 2013
CEO	Nancy McIntosh-Ward
Balance date	30 June
Number of FTE staff	30
Website	www.sanctuary.org.nz
Type of entity	Charitable Community Trust
LGA designation	CO
By reason of	Council right to appoint two trustees
Council interest	\$10.38 million (<i>book value</i>)
Type of interest	Limited recourse interest-free loan and land