

# DARRYL JHINKU

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## GOVERNANCE STATEMENT

I provide support to entrepreneurial organisations through sound governance, with a focus on privately owned New Zealand business.

I have a strong background as a CFO for some of the largest and fastest growing New Zealand companies. I can add value to the financial oversight of businesses wishing to grow through thorough financial management and capital raising and funding.

I bring an entrepreneurial but risk-based approach to the board table, as well as a commitment to working together for the benefit of shareholders.

I am committed to the principles of Ethical Social Governance (ESG) and the benefits they bring to all stakeholders, both internal and external.

## GOVERNANCE EXPERIENCE

### **Independent Director, Parkland Products Limited**

**June 2022 – current**

The country's leading distributor of international brands for turf care and irrigation, including Toro mowers, a US based company with turnover of US\$4B.

### **Advisory Board Member, Topflite Limited**

**March 2021 – current**

An intergenerational business based in the South Island, with strong growth in pet nutrition and in the early stages of their export journey.

### **Trustee, Central North Island Kindergarten Trust**

**March 2021 – current**

One of the largest early education groups in New Zealand with 57 childcare facilities. The aim of this non-profit organization is to foster well rounded children who will reach their potential.

### **Chair Audit & Risk Committee, Central North Island Kindergarten Trust**

**March 2021 – current**

Given the size of revenue and extensive asset base, I chair this committee to provide oversight of the integrity of financial reporting, internal controls and other accounting and risk issues.

### **Independent Director, Shorecare Medical Services Limited**

**Sep 2019 – current**

Business operating in an evolving sector using a commercial model. I was brought in to add entrepreneurial drive to the new strategic direction of growing the business through expansion of services and locations.

### **Advisory Board Member, Futura Trailers Limited**

**Aug 2018 – June 2023**

High-tech business building patented low-loading race car trailers primarily for the US market. I was brought in for my financial expertise in relation to growth and sound governance. I have brought the company into the Focus 700 group for NZ Trade and Enterprise, who are now investing to achieve a significant increase in US market share.

**Trustee, Possum Bourne Memorial Trust****June 2014 – current**

Founding Trustee for the organization protecting the legacy of New Zealand's most successful rally driver, Possum Bourne. Receives good support from sponsors and the Government.

## **BOARD STRENGTHS**

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**Industry/Sector experience**

- Professional services, including Audit
- FMCG, including the global finance of a \$400m retail market leader
- Manufacturing
- Construction
- Financial services
- Retail including Vehicle Dealerships and franchise

**Functional skills**

- Entrepreneurial flair developed from working with some of New Zealand's fastest growing companies
- Skilled at capital raising through banking relationships and private equity
- Highly developed financial skills and sound commercial acumen

**Governance attributes**

- A collaborative style of leadership to enable the board and the company to achieve outstanding results
- A sound network of highly regarded individuals willing to support my proposals

## **ACHIEVEMENTS**

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- Secured \$1m of funding from New Zealand Trade and Enterprise and Callaghan Innovation
- Restructured the finance function for the \$200m Winger Motor Vehicle Group
- Merged \$40m of equal sized businesses to create one of the largest childcare groups in New Zealand
- Raised private equity of \$8m at Rightway to support start up growth
- Secured working capital funding of \$70m to support growth of turnover to \$400m at Brand Developers
- Set up of heavy transport division for Hick Bros Civil Construction
- Led the trade sale of Northplan to publicly listed Australian entity for \$65m after preparing group for sale with a number of acquisitions I completed

## EXECUTIVE EXPERIENCE

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### Virtual CFO - Past,

**Futura Trailers, Katabolt, Topflite, Winger Motor Group, Provincial Education Group**

**2017 – present**

In conjunction with my director roles, I provide a high level of financial and strategic oversight to a number of businesses ranging in turnover from \$10m to \$200m.

My roles for these companies involve reporting to and working with the boards to oversee the areas of finance and commercial business strategy.

### **Chief Financial Officer/Shareholder, Rightway Limited**

**2014 – 2017**

Set up by the co-founder of Xero, Rightway is Xero's fastest growing partner globally. Key achievements include raising \$8m in new growth capital through preparation and pitching of the information memorandum to top investment banks and high net worth individuals. I also led the market entry into Australia.

### **Chief Financial Officer, Brand Developers Limited**

**2011 – 2014**

With a turnover of \$400m, I was responsible for a team of 18 staff across NZ, Australia, China and Vietnam. Responsible to the board for all financial activities, my achievements include growing the business turnover by 300% through securing working capital funding of \$70m to fund growth.

### **Chief Financial Officer, Hick Bros Civil Construction Limited**

**2007 – 2009**

One of the largest civil construction companies in NZ with projects spanning from the Far North to Wanaka. With turnover at \$70m and a staff of 150, it had significant capacity for large-scale development, which is why its clients included Westfield, Fulton Hogan and Landco. I reported to the board, and provided strategic recommendations on acquisition targets, carrying out due diligence and establishing new subsidiaries.

### **Other roles**

**1993 – 2006**

Prior to the above senior management roles, I have held positions with quality companies such as KPMG, Northplan, Caci, Telstra, Fletcher Challenge and Huttons Kiwi.

## PROFESSIONAL DEVELOPMENT & QUALIFICATIONS

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### **New Zealand Institute of Directors**

- Company directors' course **2023**
- Treaty of Waitangi Workshop **2022**
- Governance essentials **2021**
- Ethics **2020**

### **University of Waikato**

- **Master of Management Studies** – Commercial law major **1992**
- **Bachelor of Management Studies** – Accounting major **1991**

## **PROFESSIONAL MEMBERSHIPS**

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<b>Member, New Zealand Institute of Directors</b>	<b>2015 to current</b>
<b>Chartered Accountant, Chartered Accountants Australia/NZ</b>	<b>1993 to current</b>

## **REFEREES**

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**Available on request**