

# AIA TODAY

One Industry?



Air BP



METSERVICE

# Want to be part of it?

- What is it?
  - Started as a concept.... We had an idea!
  - Evolved to a strategic objective
  - Will it deliver for the members?



# What needs to happen?

- A relevant question so
  - How do I engage with it/do it?
  - How is AIA going to help do it?



# Current state of Industry

- Industry contribution to GDP \$11.6Bn (est. 2012)
- Create high value employment (23K people)
- High productivity delivering value (4:1 multiplier)
- Strong support for export with focus
- Seen as agile/nimble by global participants with value for money
- Membership entity
  - Transactional
  - Silos by division



Air BP



# Membership want/expect

- Valued partner to ALL stakeholders
- One voice and articulate
- Strategic and clear collaborative leadership
- BAU is still the priority and the growth agenda is delivered via strategy
- Protect “Brand NZ” with quality systems



# The Future – What's the prize??

- \$16Bn contribution to GDP
- Performance at the high end of the value chain
- Cohesive action plan through cross-divisional effort & engagement
- Structure that delivers value
- NZ Inc – not just industry



# The end game....

“ONE INDUSTRY” is the Strategy – your actions is the plan that delivers growth which delivers

- Competiveness
- Performance
- Sustainability

It all adds up to industry growth & wealth – your growth & wealth

