

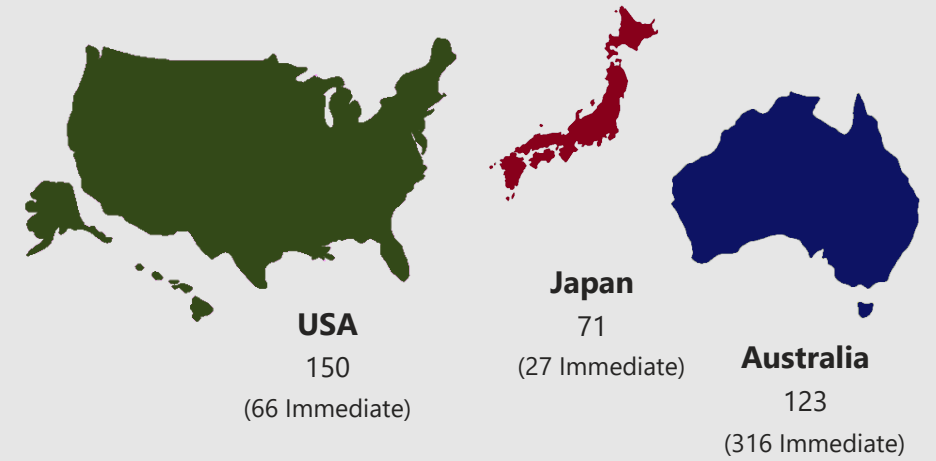
International Questionnaire

2020 income year summary

713 foreign-owned groups
(banks and insurers excluded)
100% response rate

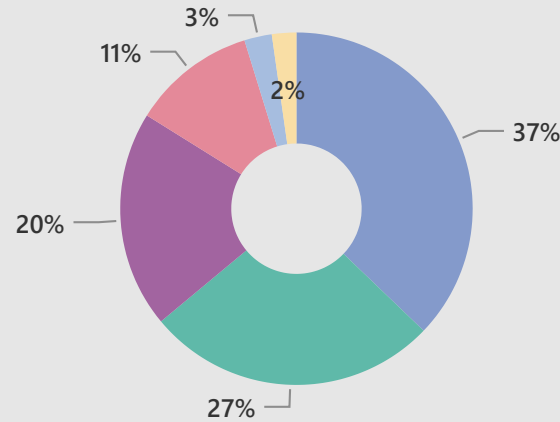
Highest Ultimate Ownership

(excl. Foreign Syndicates)

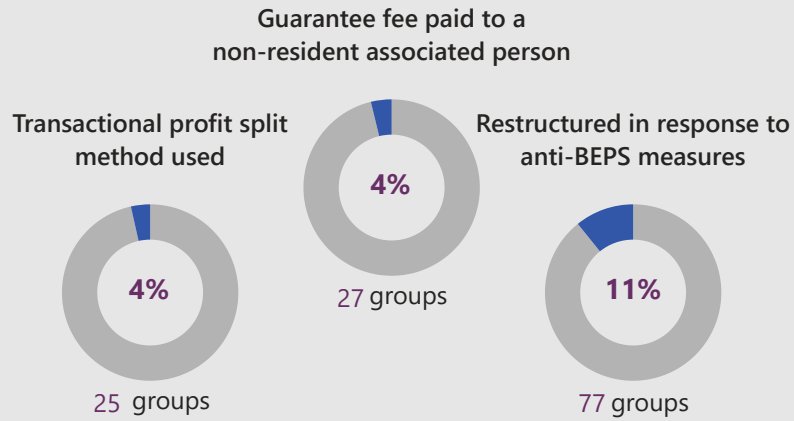


Primary transfer pricing method

- Trans. net margin
- Cost plus
- Comp. uncontr. price
- N/A
- Trans. profit split
- Resale price

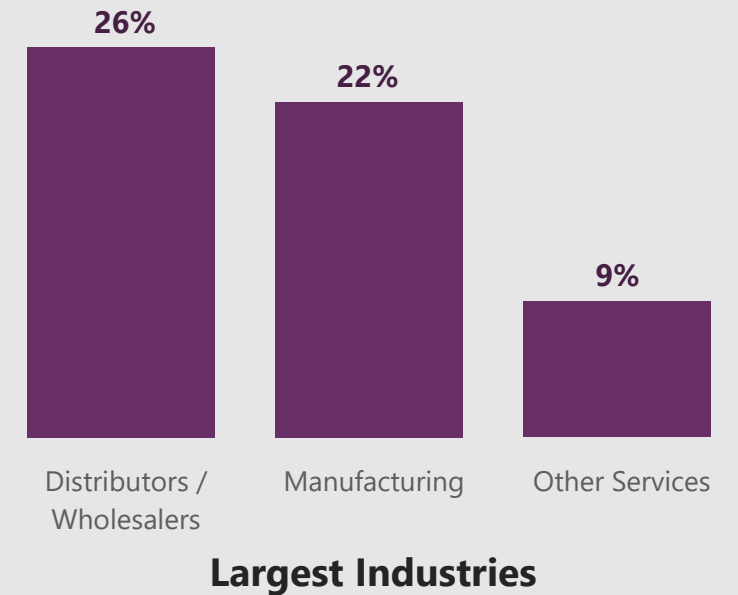
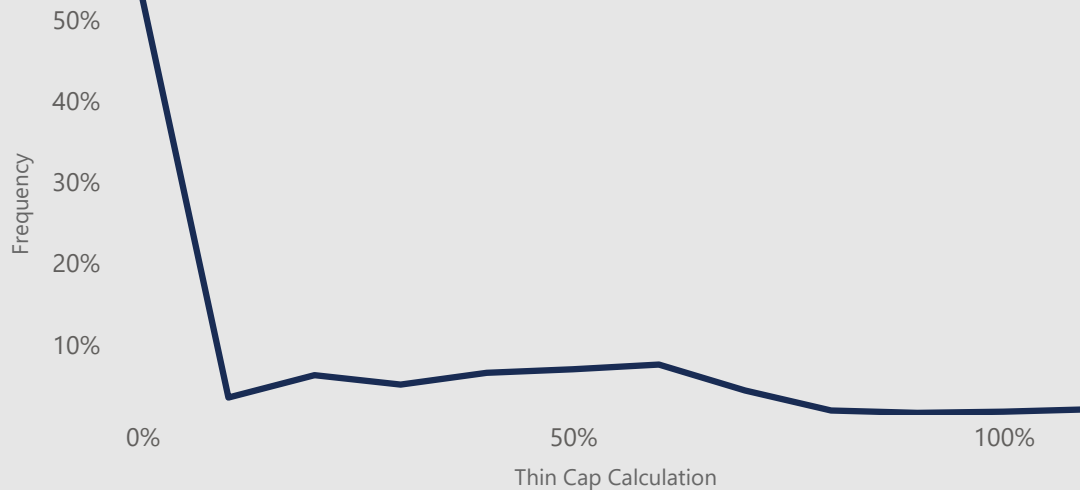


Out of **713** how many responded **YES** to...



Distribution of Groups: New Thin Capitalisation Calculation

(excl. Financial Services)



International Questionnaire

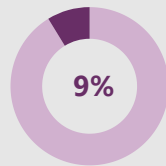
2019 income year summary

663 foreign-owned groups (banks and insurers excluded)

100% response rate

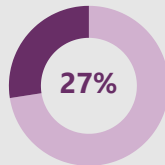
Out of 663 how many responded YES to...

Transactions with associated persons resident in low tax jurisdictions



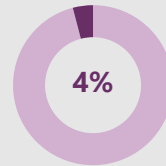
58 groups

Tax governance specifically for New Zealand



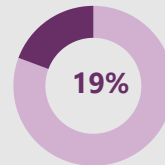
182 groups

Guarantee fee paid to a non-resident associated person



27 groups

Restructured in response to anti-BEPS measures



128 groups

Highest Ultimate Ownership

(excl. Foreign Syndicates)



USA

142
(54 Immediate)



Japan

64
(26 Immediate)



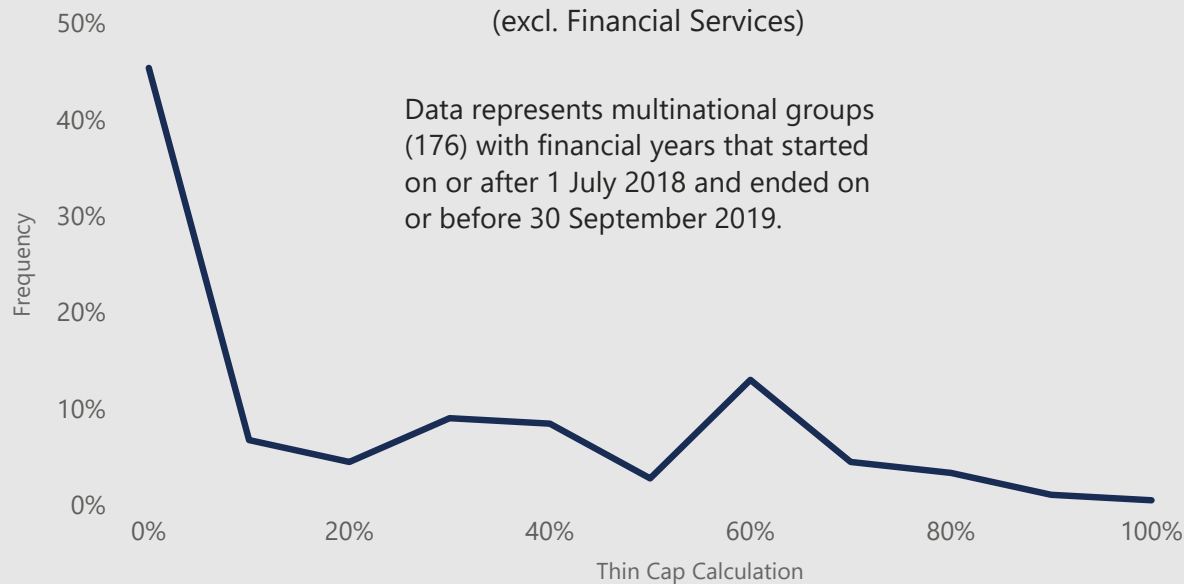
Australia

122
(293 Immediate)

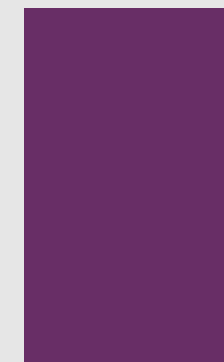
Distribution of Groups: New Thin Capitalisation Calculation

(excl. Financial Services)

Data represents multinational groups (176) with financial years that started on or after 1 July 2018 and ended on or before 30 September 2019.



24%



Distributors / Wholesalers

14%



Manufacturing (excl. Food and Beverage)

8%



Food and Beverage

Largest Industries

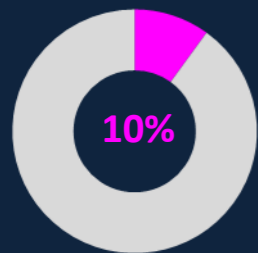
International Questionnaire [UNCLASSIFIED]

2018 income year summary

623 foreign-owned groups - 100% response rate
(banks and insurers excluded)

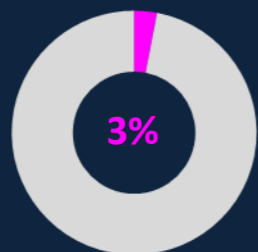
Out of 623 how many responded **YES** to...

Transactions with associated persons resident in certain low tax jurisdictions



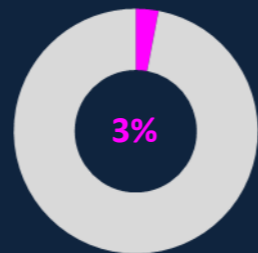
60 groups

Material structural changes in the 2018 income year



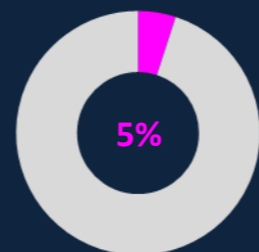
18 groups

Guarantee fee paid to a non-resident associated person



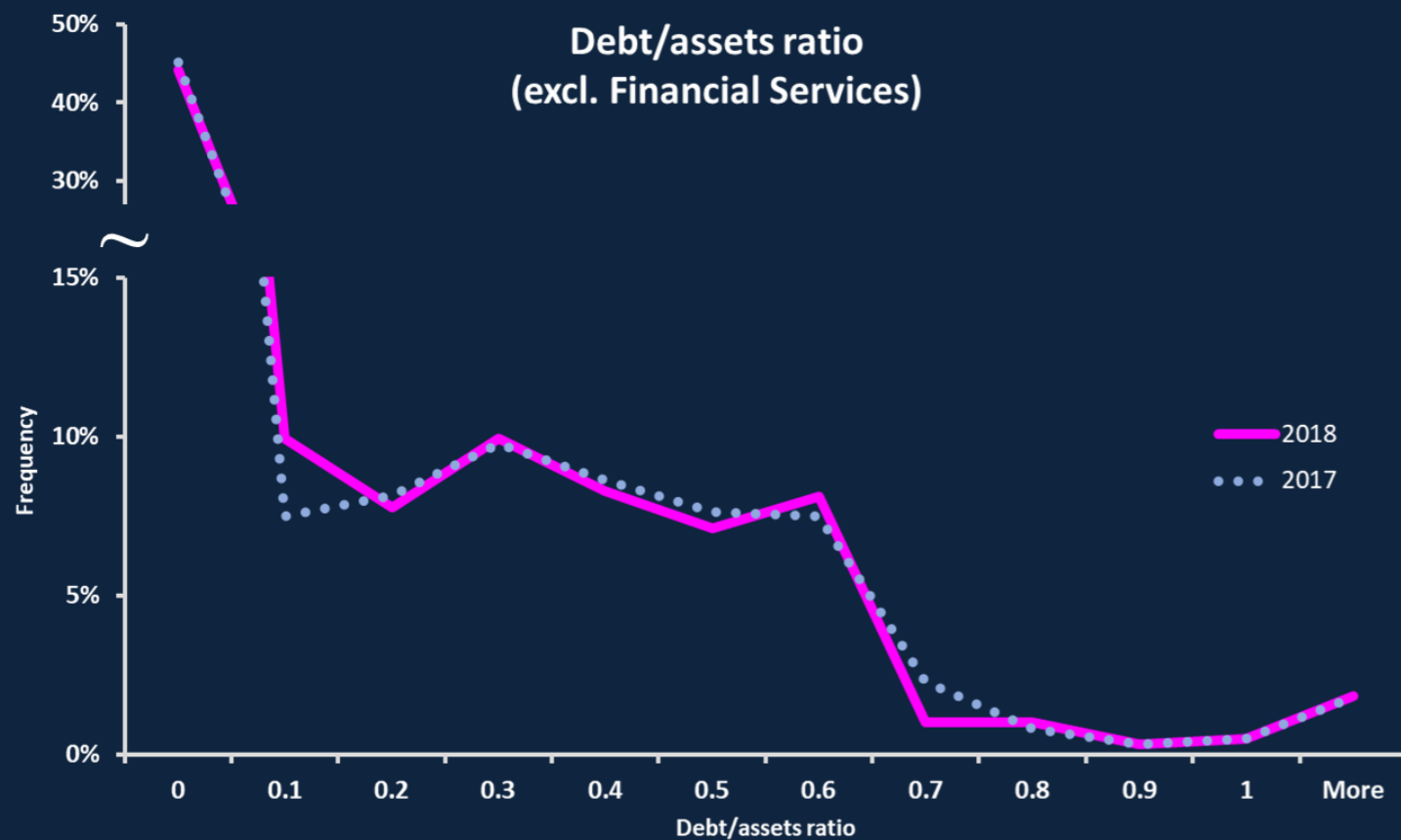
21 groups

Hybrid entities

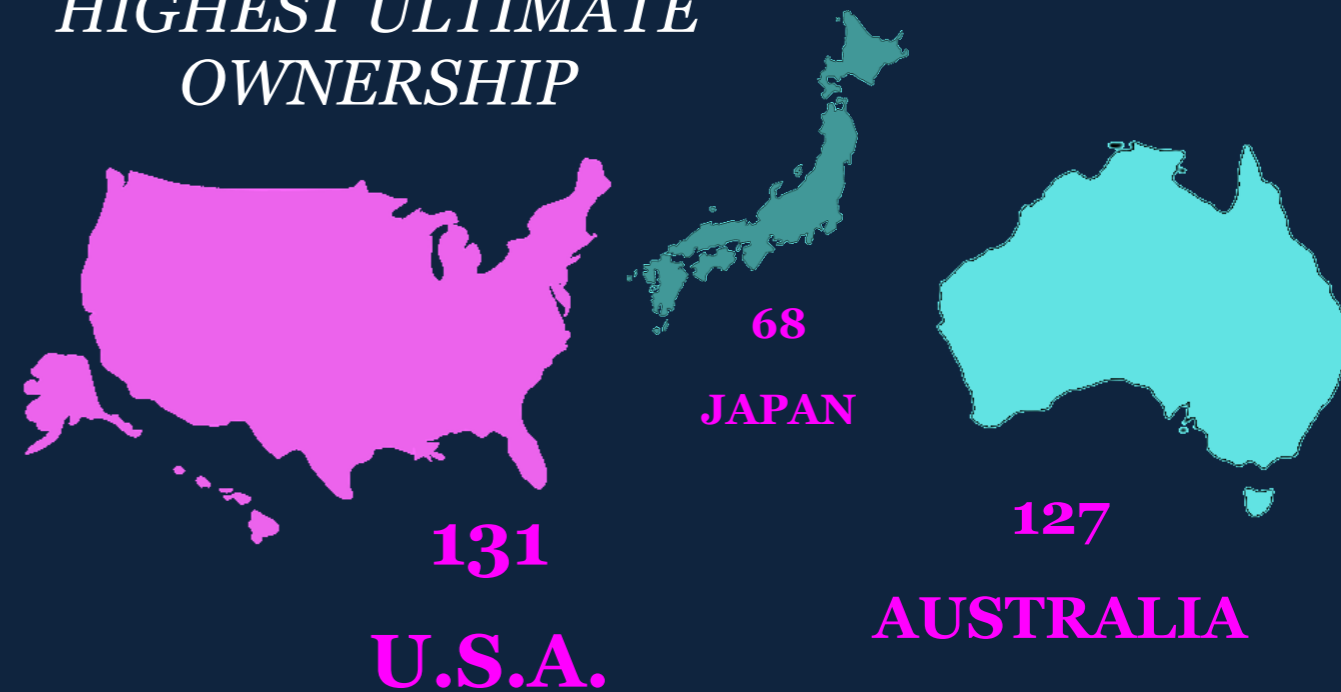


29 groups

Distribution of groups by thin cap percentage of New Zealand Group

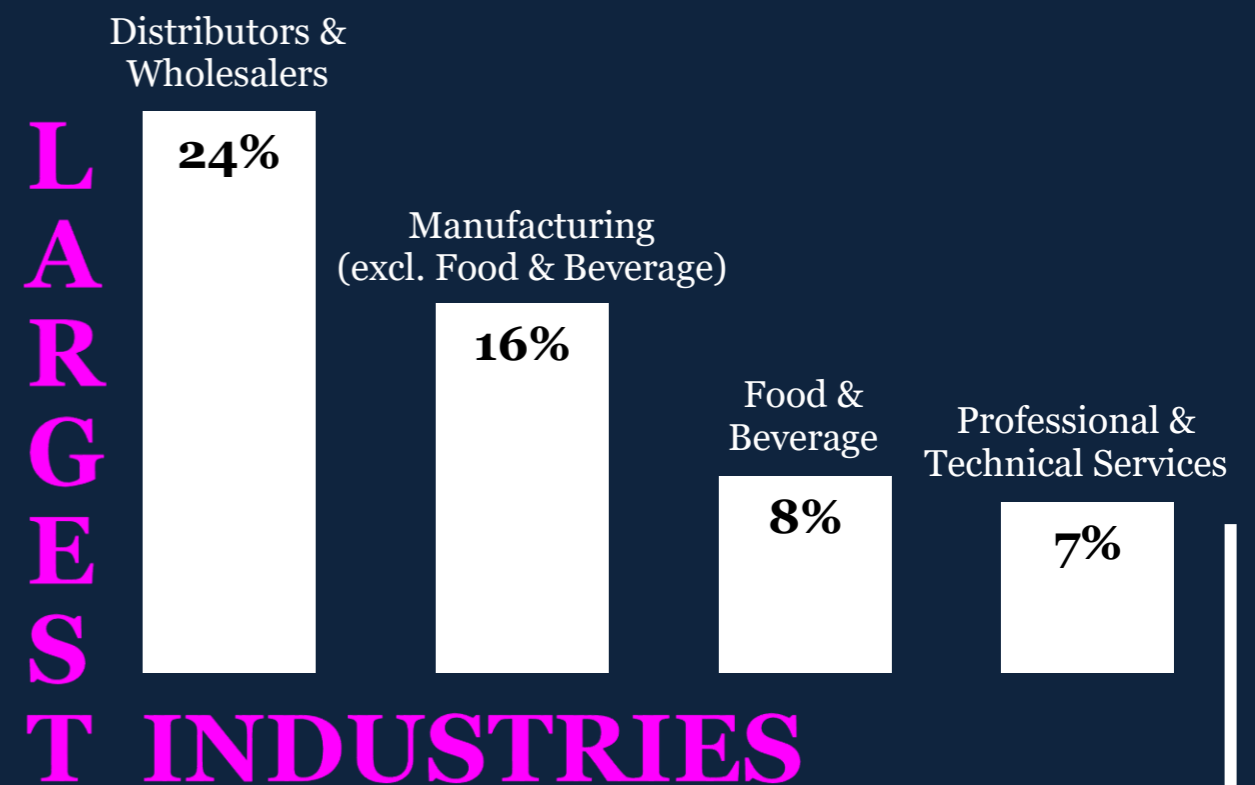


HIGHEST ULTIMATE OWNERSHIP



168 groups paid royalties out of which

62 groups were rated high using the 25% rule



International Questionnaire [UNCLASSIFIED]

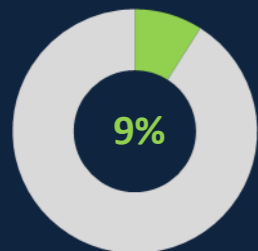
2017 income year summary

646 foreign-owned groups - **100%** response rate

(banks and insurers excluded)

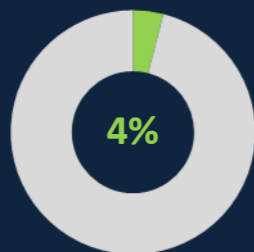
Out of **646** how many responded **YES** to...

Transactions with associated persons resident in certain low tax jurisdictions



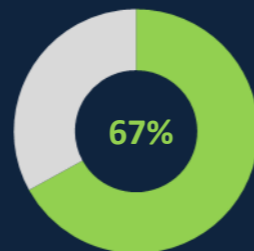
60 groups

Material structural changes in the 2017 income year



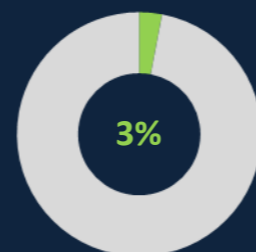
24 groups

Global group participates in Country-by-Country Reporting



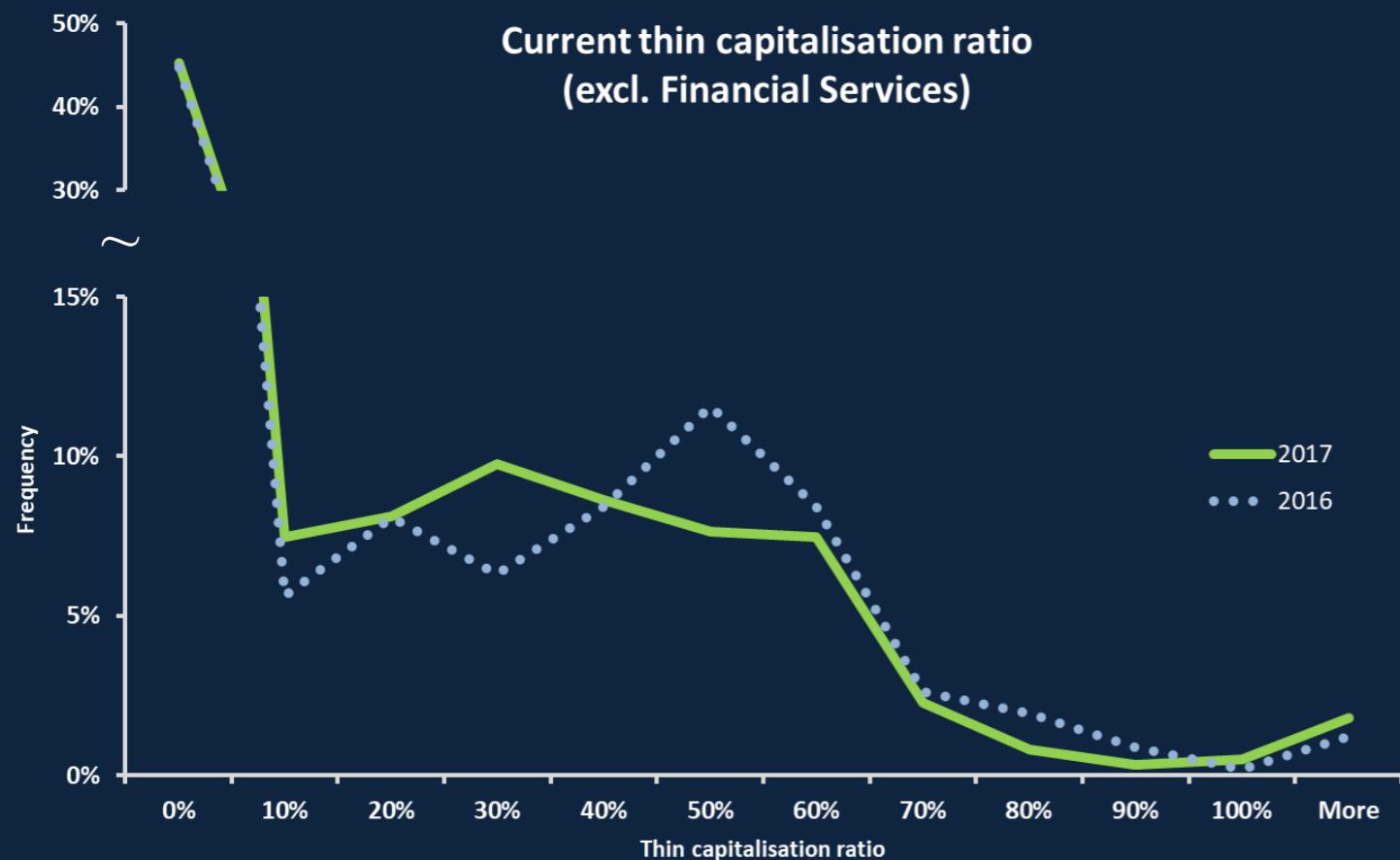
432 groups

Hybrid entities

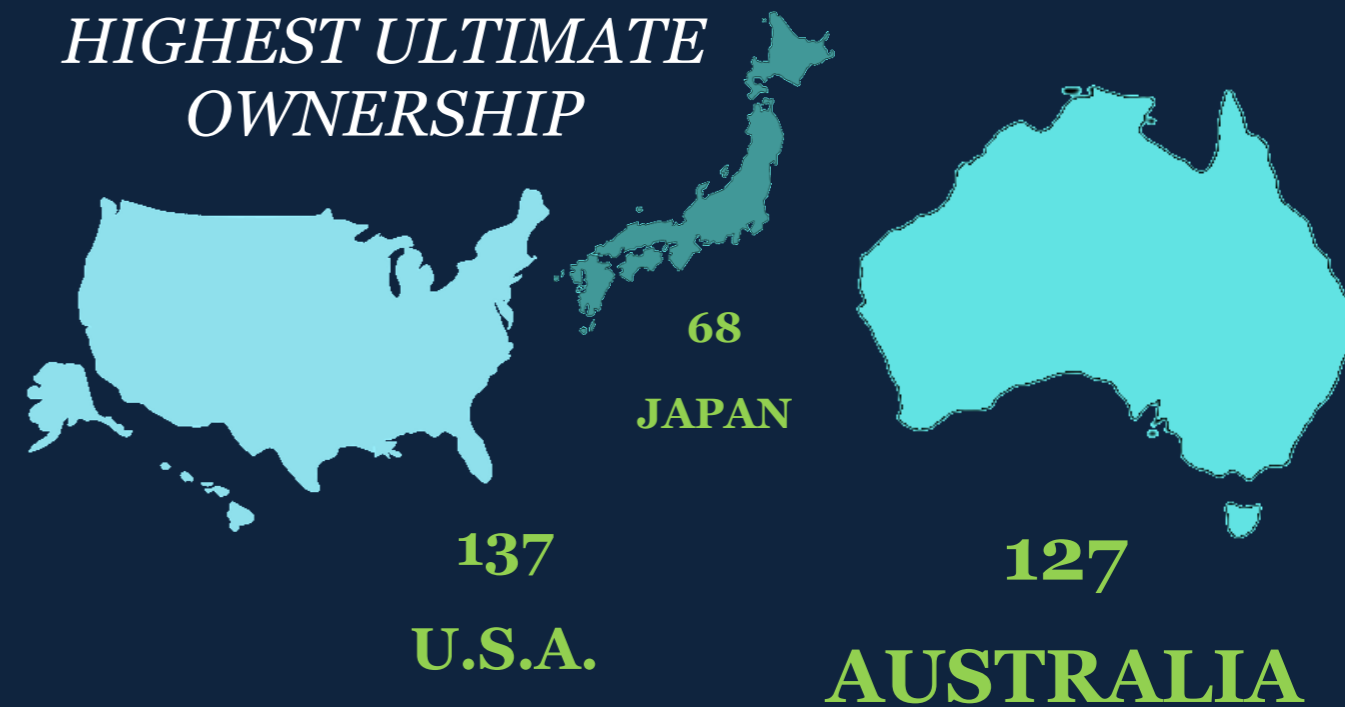


19 groups

Distribution of groups by thin cap percentage of New Zealand Group

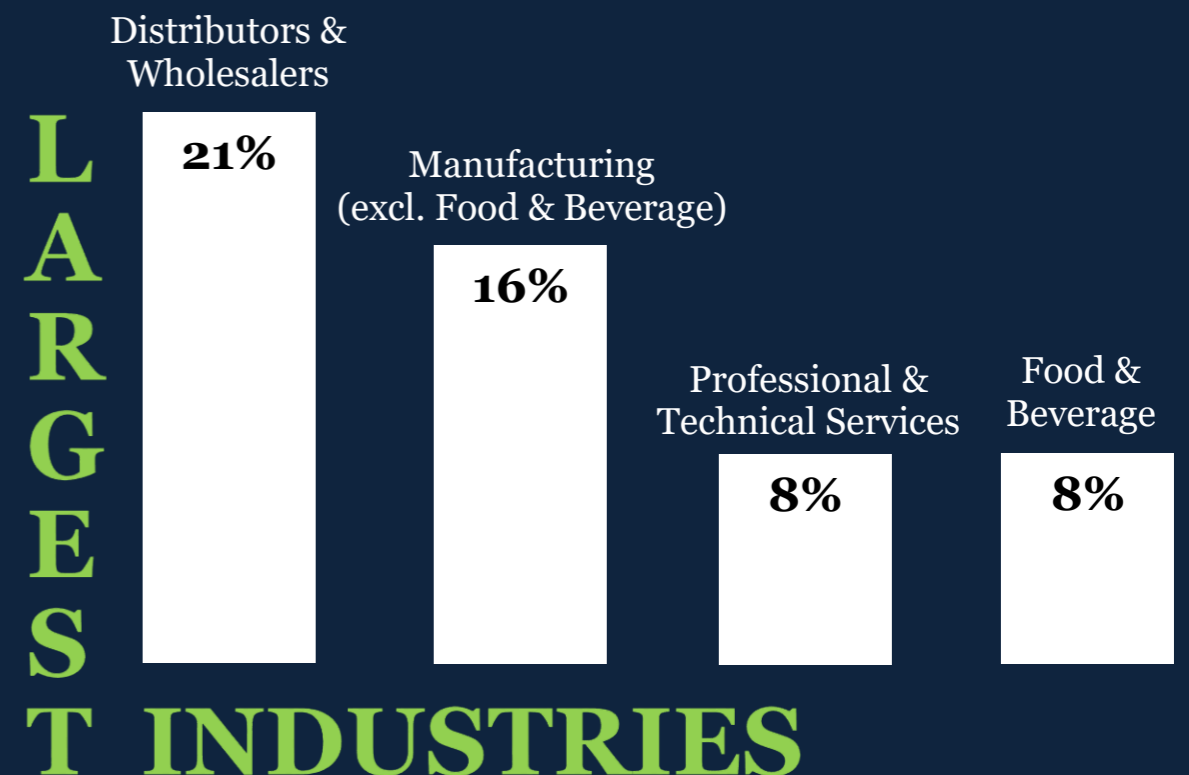


HIGHEST ULTIMATE OWNERSHIP



166 groups paid royalties out of which

78 groups were rated high using the **25% rule**



International Questionnaire

2016 income year summary

594 foreign-owned groups - 100% response rate

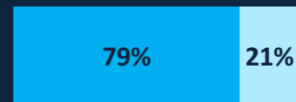
(banks and insurers excluded)

336 groups with turnover greater than \$80 million

258 groups with turnover between \$30 million - \$80 million

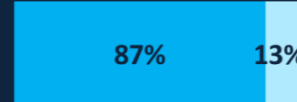
Out of 594 how many responded **YES** to...

79% % of groups with turnover greater than \$80 million
21% % of groups with turnover between \$30 million - \$80 million



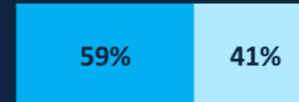
53 groups

Transactions with associated persons resident in certain low tax jurisdictions



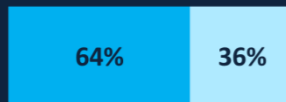
15 groups

Hybrid instruments equal to or exceeding \$30m



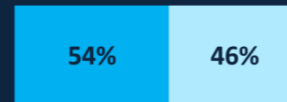
22 groups

Hybrid entities



22 groups

Material structural changes in the 2016 income year



37 groups

Incurring tax losses in each of the last three income years

Total number of groups by thin cap percentage of New Zealand Group
 (excludes financial services)

0%-20%	21%-40%	41%-60%	Above 60%
329	84	114	39

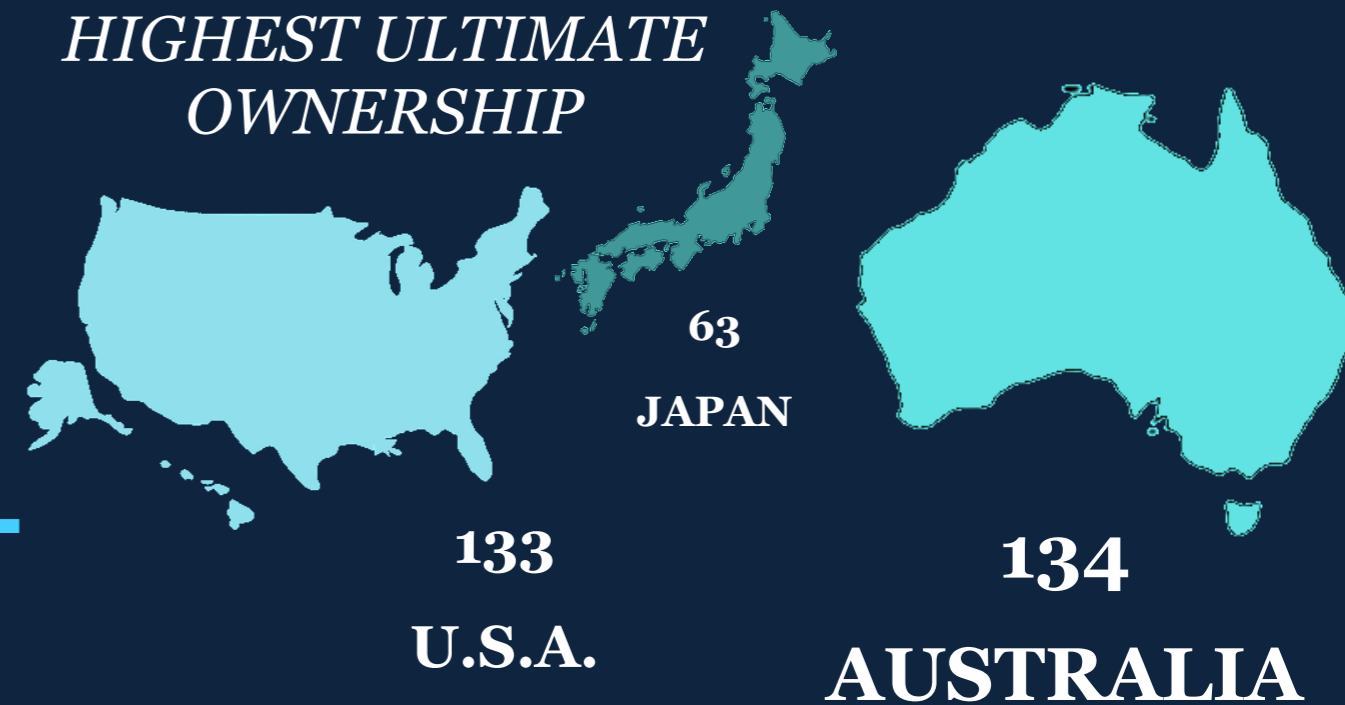
Total R&D/Gross Revenue

0.30%

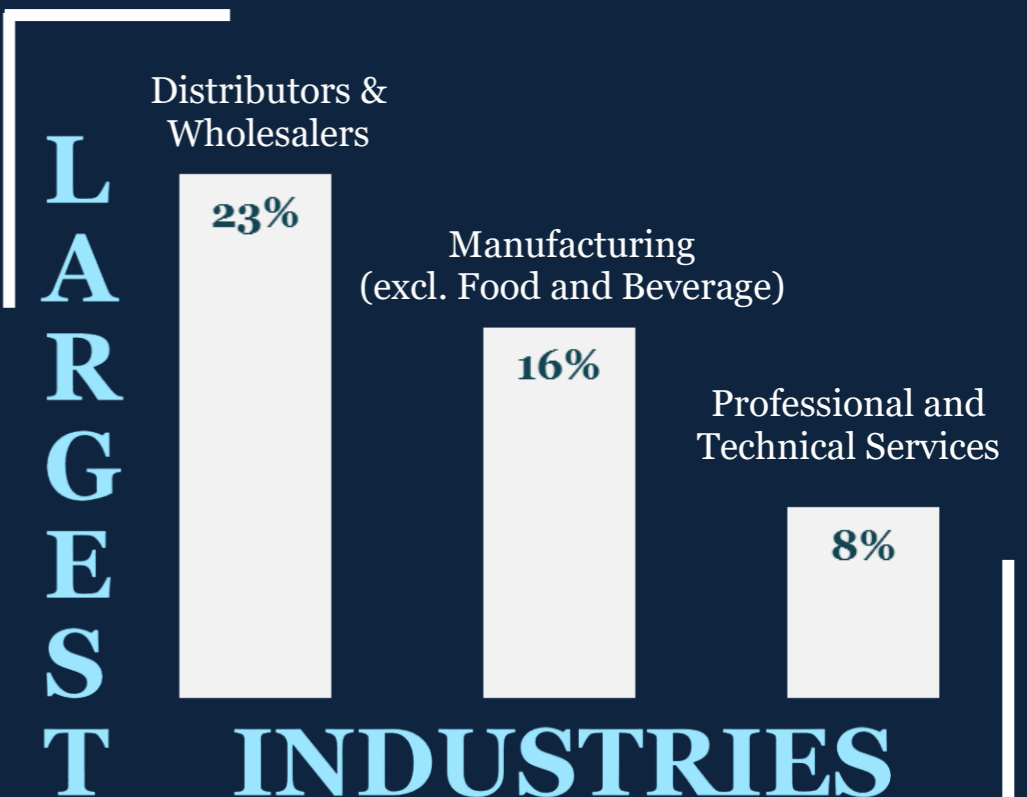
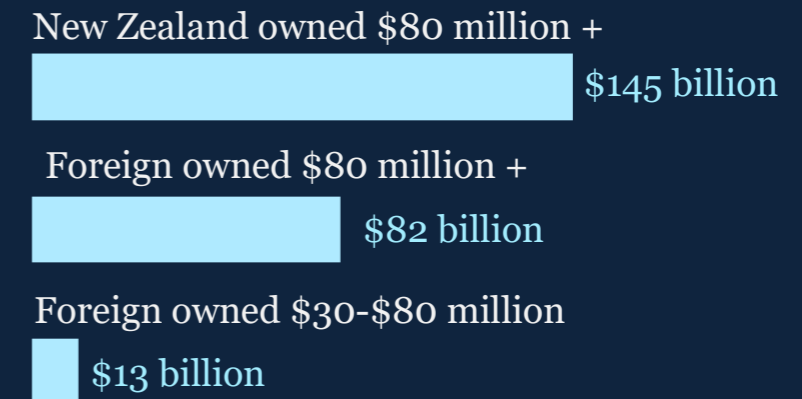
Total Intangibles/Total Assets

11.71%

HIGHEST ULTIMATE OWNERSHIP



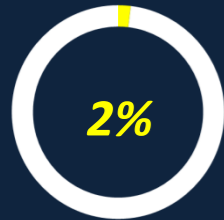
TURNOVER BY POPULATION



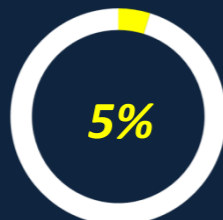
International Questionnaire 2015 income year summary

314 foreign-owned groups - 100% response rate
(banks and insurers excluded)

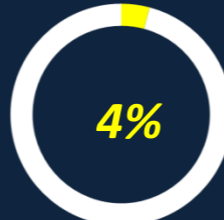
How many responded **YES** to...



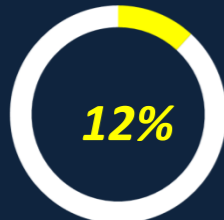
Material structural changes in the 2015 income year



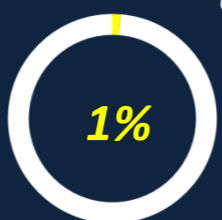
Hybrid instruments equal to or exceeding \$30m



Cost contribution/sharing arrangement



Transactions with associated persons resident in certain low tax jurisdictions



Hybrid entities

HIGHEST ULTIMATE OWNERSHIP



59
U.S.A.



39
JAPAN



77
AUSTRALIA

L
A
R
G
E
S
T

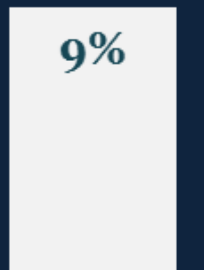
Distributors & Wholesalers



Manufacturing (excl. Food and Beverage)



Food and Beverage



INDUSTRIES



Total R&D/Gross Revenue

0.13%

Total Intangibles/Total Assets

17.34%

97

groups paid royalties out of which

46

groups were

rated high using the 25% rule

International Questionnaire

2014 income year summary

292 foreign-owned groups

(banks and insurers excluded)

100% response rate

HIGHEST ULTIMATE OWNERSHIP



55

U.S.A.



39

JAPAN



77

AUSTRALIA

How many responded YES to...



Transfer pricing documentation



Tax governance documentation



Cash pooling arrangement



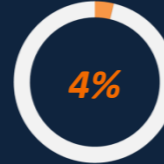
Cost contribution/sharing arrangement



Material structural changes in the last 3 income years



Hybrid instruments with a face value of \$30m or over



Hybrid entities within the group



Factoring or securitisation arrangement



Total R&D/Gross Revenue

0.15%

Total Intangibles/Total Assets

17.18%

Total Insurance or Re-insurance/Gross Revenue 0.11%

LARGEST

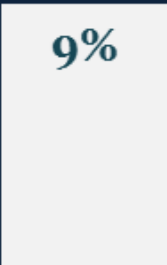
Distributors & Wholesalers

23%

Manufacturing (excl. Food and Beverage)

16%

Food and Beverage



9%

INDUSTRIES

14

groups exceeded the 60% thin capitalisation threshold

198 groups had net finance costs