



# TĀMATA HAUHĀ

HE WHENUA • HE TANGATA • HE TAURIKURA

## At a glance

Tāmata Hauhā is a private company that partners with New Zealand farmers and Māori landowners to develop their non-productive marginal lands.

We utilise the New Zealand Emissions Trading Scheme as an economic and environmental enabler to create landowner economic prosperity and well-being.

## IMPACT OPPORTUNITY

Our experienced team of 'whenua advisors' are Māori landowners themselves who understand the frustrations of applying for Government funding, or the challenges of raising capital for upfront investment required to bring Māori land into production — particularly as Māori landowners are unable to utilise their land as security to raise debt.

Māori are significant landowners and asset holders, innovators, and ecological leaders. Māori have always had strong cultural, spiritual and environmental values and sustainable land use practices. These values and practices continue today, placing the care of the environment and its people at the heart of Māori identity.

- Today, approx. 1.26 million hectares is vested in some 8,463 Māori land entities or Trusts, which have an average size of 14.8 hectares and average 45 owners.
- Less than 5% of the total New Zealand area remains in Māori ownership (including 2.6 million hectares comprising customary and Māori freehold land titles only).
- Approximately 80% of Māori freehold land is yet to realise its development potential.
- 265,790 hectares are not currently vested in management structures or Trusts and remain ungoverned, with an average size of 108 hectares and average 204 owners.

Our approach is designed to restore indigenous habitat and increase biodiversity, as well as create soil stabilisation on marginal non-productive land, especially farmlands and regional catchments impacted by recent cyclone events.

To do this well, Tāmata Hauhā provides landowners with all the capital investment required to improve productivity of their land assets. We then apply Mātauranga Māori knowledge systems, cutting-edge science and government support to help alleviate the economic and environmental management burdens currently placed on New Zealand landowners.

## Who's involved

**Founder and Kaiwhakahaere Matua:**  
Blair Jamieson

**Directors:** Dr Hans Albrecht, Andrea McKenzie, Richard Pinfold, Roland Toder



## INVESTMENT OPPORTUNITY

**Ownership:** Pacific Channel (57%), Christian Albrecht (13%), Sturgess Holdings/Tom Sturgess (9%), plus 10 smaller holdings.

**Business model:** Landowners provide the land, and Tāmata Hauhā provides all the finances — and carries the financial risk — to develop forests: firstly exotics and then natives. Once entered into the Emissions Trading Scheme (ETS), the landowner receives 50% of the profits for 16-20 years and from then on 100%. The agreement often ends at that point with the management of the forest returning to the whānau, though Tāmata Hauhā also offers additional or ongoing support for landowners.

**Value proposition:** Landowners do not have to front up with any money and receive half the returns, which are far greater than many marginal sheep and beef operations utilising marginal land.

## OUTLOOK

### Growth Plans and Targets

2022 (Completed): 1856 hectares  
2023: 2204 hectares  
2024 (Pipelined): 5500 hectares

### Projected IRR and investment horizon

Equity Raise (Presently Open):  
11% IRR on 20-year investment horizon

Equity Raise, and \$50M Matike Taurikua (Fintech)  
Investment by another party:  
22% IRR on 20-year investment horizon

Equity Raise, and \$100M Bond Investment by another party:  
31% IRR on 20-year investment horizon



Utilising forestry and direct investment to unlock Māori development



[www.tamata.co.nz](http://www.tamata.co.nz)



[kiaora@tamata.co.nz](mailto:kiaora@tamata.co.nz)