Year ended 31 March 2021

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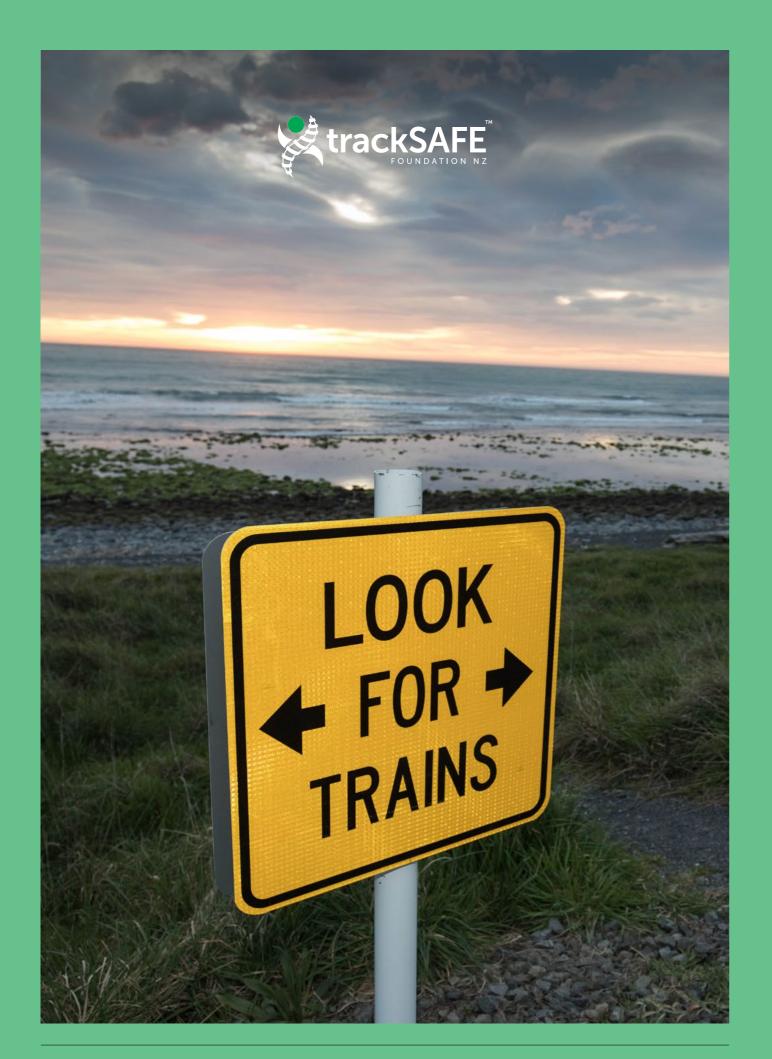
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NON-FINANCIAL INFORMATION

Chair's Report Vision & Mission Entity Information Approval of Financial Report Statement of Service Performance

FINANCIAL INFORMATION

Statement of Financial Performance Statement of Financial Position Statement of Cash Flows Statement of Accounting Policies Notes to the Performance Report

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Every year people are seriously injured or lose their lives in accidents on the New **Zealand** rail network

Collisions and near collisions with trains can cause severe and lasting trauma for all parties involved. This includes victims and their families, locomotive engineers (train drivers) and other affected rail staff, emergency services and people who witness these events.

HIGHLIGHTS OF 2020/21

I am pleased to present the Annual Report for TrackSAFE Foundation New Zealand for the 2020/2021 financial year.

TrackSAFE NZ has had another positive year, contributing fully to efforts across the rail industry to educate the public on safety around the rail network. The Trust has engaged closely with sponsors and has played a key role in its own safety campaigns as well as helping other organisations to promote rail safety.

Our major safety campaign for the year, Rail Safety Week, successfully reached more than 1.5 million people - building on the "near-miss memorials" campaign from 2020. Campaigns have more impact when they are delivered in a sustained manner over a longer period of time, and the near-miss memorials campaign has certainly strengthened as it progressed. The joint campaign with KiwiRail won several major international awards for its creativity, originality and ability to reach and influence people.

Other safety campaigns focused on the heavy vehicle industry, highlighting the risks at crossings with short stacking distances. Short stacking occurs where the length of a vehicle means it is unable to clear a level crossing when stopping at an adjacent road intersection. TrackSAFE also continued to educate the public the dangers of photography on railway tracks, driving and contributing to several media stories about high-profile individuals and companies who had broken the law and acted unsafely. We look forward to continuing this campaign in 2022.

Like everyone, TrackSAFE was impacted by the two Covid 19 lockdowns in 2020/21. When the August lockdown disrupted a schools safety campaign, the TrackSAFE and Waka Kotahi teams had to abandon their work in Auckland and return to Wellington at short notice. Fortunately, some of these resources were able to be retrieved and adapted and are now available online for schools' rail safety education. Our Board said goodbye to Angus Gabara from Greater Wellington Regional Council, as he moved to a new role at engineering consultancy WSP. Angus was a valuable member of TrackSAFE and we thank him for his contribution over the past two years. We welcomed Fiona Abbott as his replacement in November. The Board is grateful for Fiona's efforts to help secure additional funding from GWRC. John Holland also joined TrackSAFE as a sponsor with a position on the Board. Ongoing travel restrictions meant that original trustee Anthony McFadden left in March to return to his family in Australia. Brian Ross was later appointed as Anthony's replacement.

TrackSAFE's strength continues to be its ability to work collaboratively with other agencies to keep rail safety front of mind for both the public and the sector. We enter the next financial year in a good position with sponsors who continue to be committed to the Trust's efforts.

David Gordon Chair



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OUR VISION

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A rail network free of deaths and injuries, where pedestrians and motorists understand the risks around railway tracks and trains and know how to behave safely.

OUR MISSION

TrackSAFE NZ will work constructively and collaboratively with relevant organisations in the rail industry to raise public awareness and promote safe behaviour around the New Zealand rail network. We will also advocate for safety improvements based on risk, and help communities understand the upgrade prioritisation process.

STRATEGIC DIRECTION

TrackSAFE NZ will meet its goals by:

Driving widespread public awareness and knowledge of safe behaviour around the railway.

Basing safety campaigns and activities on data and evidence.

Engaging with stakeholders to pursue collaborative actions that will most effectively improve safety.

Facilitating a safe system approach to awareness-raising initiatives.

"Crossing railway tracks outside of level crossings is the leading cause of deaths on the railway network."













WHO ARE WE AND WHAT DO WE DO?

LEGAL NAME OF ENTITY

TrackSAFE Foundation NZ

ENTITY TYPE AND LEGAL BASIS

Incorporated as a charitable trust under the Charitable Trusts Act 1957.

Registered as a Charity (registration number CC30512 under the Charities Act 2005

REGISTRATION NUMBER

CC30512

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CONTACT DETAILS

Postal address: PO Box 593, Wellington, 6012 Tel: +64 4 498 2010 Email: tracksafe@tracksafe.co.nz Website: www.tracksafe.co.nz

INDEPENDENT AUDITOR

Kendons Chartered Accountants Limited

ENTITY STRUCTURE

Governance

TrackSAFE Foundation NZ is governed by a Board of Trustees which consists of eight Trustees. These include:

David Gordon (Chair), Chief Operating Officer -Capital Projects and Asset Development, KiwiRail

R N (Bob) Herbert AM, Chair of TrackSAFE Australia

Peter Lensink, Managing Director, Transdev Auckland Ltd

Ian Ladd, Managing Director, Transdev Wellington

Gregory Lazzaro, General Manager, Safety, Health and Environment, Waka Kotahi NZ Transport Agency

Bryan Sherritt, Executive General Manager Safety, Auckland Transport

Fiona Abbott, Manager Assets and Infrastructure, Greater Wellington Regional Council

Brian Ross, Operations Manager New Zealand, John Holland

Board meetings are held three times a year, with a required quorum of four Trustees. Board meetings were held on 8 July 2020, 10 November 2020 and 9 March 2021.

Operating Structure

The day to day management and activities of TrackSAFE are undertaken by one employee, on a part-time basis of 24 hours per week. There are no other staff members or volunteers, however the Foundation Manager works closely and collaboratively with many people in the member organisations.

Main sources of cash and resources and main methods used to raise funds:

TrackSAFE receives funding by way of sponsorship from: KiwiRail Waka Kotahi NZ Transport Agency

Transdev Auckland

Transdev Wellington

John Holland

Sponsorship agreements vary in terms of content and duration of term and are renegotiated on expiry.

Reliance on volunteers and donated goods or sesrvices

TrackSAFE NZ does not rely on volunteers and donated goods or services in order to operate.

Additional Information:

TrackSAFE Foundation NZ was first established in 2006 as the Chris Cairns Foundation. The Trust was renamed TrackSAFE Foundation NZ in 2013 and has continued the excellent work of the founding organisation to lift the level of awareness of crossing safety in New Zealand.

TRACKSAFE FOUNDATION NZ

FOR THE YEAR ENDED 31 MARCH 2021

The Trustees are pleased to present the approved financial report including the historical financial statements of TrackSAFE Foundation NZ for year ended 31 March 2021.

APPROVED

David Gordon Chair

9 November 2021

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DESCRIPTION OF OUTCOMES:

What does TrackSAFE NZ seek to achieve in terms of its impact on society?

TrackSAFE Foundation NZ | For the year ended 31 March 2021

TrackSAFE NZ is the only organisation with the sole purpose of promoting safe and legal behaviour on and around the New Zealand rail network.

Our strategy and activities are aimed at ensuring pedestrians, cyclists and motorists are aware of the safety risks presented by level crossings.

We want people to understand that trains are different to road traffic – that they are faster and heavier than a car or truck and cannot stop in a hurry to avoid a collision.

We help people to fully consider that collisions with trains are less frequent than a vehicle-vehicle collision, however the effects are likely to be far more serious. For example, a motorist is 13 times more likely to be killed in a collision with a train.

Ultimately TrackSAFE wants people to **behave safely** around the rail network – to not just keep themselves safe but to reduce the trauma suffered by locomotive engineers (train drivers) from collisions and near misses.

The TrackSAFE NZ Board brings like-minded organisations together to pursue a common cause.

We believe that working together positively and collaboratively is the best approach to reducing incidents and improving safety outcomes.

DESCRIPTION OF OUTPUTS:

To raise awareness of safety at railway level crossings TrackSAFE engages in a range of activities including (but not limited to):

- Developing and delivering safety campaigns.
- Running and attending events.
- Conveying safety messages and providing opinion via traditional and social media.
- Producing and distributing safety publications.
- Delivering safety presentations.
- Engaging extensively with stakeholders.

• Advocating for safety improvements at level crossings based on risk.



Working together with local communities.

OUTPUT	2021	2020
RUNNING, SUPPORTING AND/OR ATTENDING SAFETY EVENTS	 Seaport public event Tawa Intermediate Manaaki night Clued up Kids Marlborough NCTIR community safety event Ministerial event at Pukehina Marae 	Rail safety campaign at the annual Seaport community event (more than 50,000 people in attendance).
PRODUCING AND DISTRIBUTING PUBLICATIONS	 Fact sheet targeting safe motorist and pedestrian behaviour at level crossings Central North Island billboards reskinned with new safety messages Te Reo motorist safety poster Safety flier for private level crossing 	New website designed and built

landowners

COMMUNICATING	
SAFETY MESSAGES VIA	
TRADITIONAL AND	
I RADITIONAL AND	
SOCIAL MEDIA	

OUTPUT

2021

- Driver Magazine • TrackSAFE guoted in NZ Herald,
- Stuff and Radio NZ (fatal collision in Manawatu).
- Story published in Waka Kotahi
- Safer Rail "Signal" magazine
- October 2020 newsletter to TrackSAFE 300 approx subscribers
- Facebook/Twitter/LinkedIn posts communicating key rail safety messages and providing safety information of value to the public
- (23 x Facebook posts (average reach = 16,600)

RAIL SAFETY WEEK

Rail Safety Week 2020 was launched by Hon Phil Twyford Minister of Transport at the Wellington Railway Station.

This campaign built on "near-miss memorials" from 2019. Campaigns have more impact when they are delivered in a sustained manner, and the near-miss memorials campaign strengthened as it progressed. The joint campaign with KiwiRail won several major international awards for its creativity, and ability to reach and influence people.

The campaign reached more than 1.5 million people – and included a nationwide radio and billboard advertising campaign as well as social media and posters on trains/stations. The campaign was interrupted during the week due to Covid outbreak and lockdown so a number of events were cancelled as a result.

4 additional safety campaigns.



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2020

• Two articles published in Truck and

- Interview on TV Three 6pm News.

- Articles published in Truck and Driver Magazine, FTD Magazine and NZ Shipping Gazette. Newspaper stories in NZ Herald, Bay of Plenty Times and Daily Post.
- TV appearances on TVNZ News and Magic Talk radio in relation to double fatality on 19 June.
- Newsletter designed and built

Rail Safety Week 2019 was a new campaign aimed at reducing the number of near misses on the rail network. The message was delivered in an optimistic and memorable way.

'Every near miss has an impact' was the theme. 'Near Miss Memorials', in the form of half crosses, were installed around the country at level crossings where there had been a high number of near misses. They acknowledged the hundreds of New Zealanders who narrowly avoided a serious or fatal collision with a train.

The campaign was supported with an integrated approach – events, media coverage, radio advertising, newspaper advertising, outdoor advertising, school visits and community engagement.

The main campaign video reached more than 2.5 million people on social media

OUTPUT	2021	2020
PRESENTATIONS AND WORKSHOPS	 5 x rail safety presentations European rail safety webinar R U OK Day, Transdev Auckland Safety Leadership Award and presentation Railway Technical Society Waka Kotahi Trucking Summit presentation Workshop with Waka Kotahi/NZ Police on level crossing complaint system 	 5 x rail safety presentations Railway Technical Society Australasia. ACC Social Marketing Network. KiwiRail staff ambassadors Federation of Railway Organisations of New Zealand. Australasian Railway Association Young Professionals Forum. Safety Leadership Award at the NZ Rail Conference.
ENGAGEMENT AND	Stakeholder meeting safety at	

ADVOCACY

- Bishops Road level crossing, Horowhenua
- Police/Council liaison over level crossing near misses in Tawa
- Commissioned research into serious and fatal level crossing crashes
- Stakeholder meeting re safety at Collins Ave level crossing in Wellington

Pedestrians in high risk areas continue to be a focus.

TrackSAFE Foundation NZ



John Holland joins the TrackSafe Team.



HOW WAS IT FUNDED AND WHAT DID IT COST?

Account	Notes	2021	2020
Revenue			
Revenue from providing goods or services (sponsorship)	1	185,000	170,000
Interest, dividends and other investment revenue	1	1,792	3,028
Total Revenue		186,792	173,028

Expenses

Expenses			
Volunteer and employee related costs	2	133,235	105,088
Costs related to providing goods or service	2	50,709	49,692
Other expenses	2	12,020	9,905
Total Expenses		195,964	164,685
Surplus/(Deficit) for the Year		(9,172)	8,343

The accompanying notes form part of this performance report.

WHAT THE ENTITY OWNS AND WHAT THE ENTITY OWES?

Account	Notes	31 Mar 2021	31 Mar 2020
Assets			
Current Assets			
Bank accounts and cash	3	150,965	106,087
Other Current Assets	3	100,322	98,599
Total Current Assets		251,287	204,686
Non-Current Assets			
Property, Plant and Equipment	5	17,295	28,432
Total Non-Current Assets		17,295	28,432
Total Assets		268,582	233,118
Liabilities			
Current Liabilities			
Creditors and accrued expenses	4	33,146	(11,490)
Other current liabilities	4	0	0
Total Current Liabilities		33,146	(11,489)
Total Liabilities		33,146	(11,489)
Total Assets less Total Liabilities (Net Assets)		235,436	244,607

Accumulated Funds

Accumulated Funds

Total Accumulated Funds

The accompanying notes form part of this performance report.

6	235,436	244,607
	235,436	244,607

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HOW THE ENTITY HAS RECEIVED AND USED CASH S

Account	2021	2020
Cash Flows from Operating Activities		
Interest, dividends and other investment receipts	2,445	3,156
Cash receipts from other operating activities	185,000	170,000
Payments to suppliers and employees	(173,023)	(188,121)
GST	32,831	(3,435)
Total Cash Flows from Operating Activities	47,253	(18,400)

Cash Flows from Investing and Financing Activities

Payments to acquire property, plant and equipment	0	(14,905)
Payments to purchase investments	(2,375)	(3,066)
Cash Flows from Other Investing and Financing Activities	0	0
Total Cash Flows from Investing and Financing Activities	(2,375)	(17,971)
Net Increase/ (Decrease) in Cash	44,878	(36,371)

Cash Balances

Net change in cash for period	44,878	(36,371)
Cash and cash equivalents at end of period	150,965	106,087
Cash and cash equivalents at beginning of period	106,087	142,458

The accompanying notes form part of this performance report.

HOW DID WE DO OUR ACCOUNTING

BASIS OF PREPARATION

The entity has elected to apply PBE SFR-A (NFP) Public Benefit Entity Simple Format Reporting - Accrual (Not-For-Profit) on the basis that it does not have public accountability and has total annual expenses equal to or less than \$2,000,000. All transactions in the Performance Report are reported using the accrual basis of accounting. The Performance Report is prepared under the assumption that the entity will continue to operate in the foreseeable future. The figures in this report are rounded to the nearest dollar.

GOODS AND SERVICES TAX (GST)

The entity is registered for GST. All amounts are stated exclusive of goods and services tax (GST) except for accounts payable and accounts receivable which are stated inclusive of GST.

INCOME TAX

TrackSAFE Foundation NZ is a registered charitable entity under the Charities Act 2005, and accordingly is exempt from income tax under sections CW41 and CW42 of the Income Tax Act 2007.

BANK ACCOUNTS AND CASH

Bank accounts and cash in the Statement of Cash Flows comprise cash balances and bank balances.

REVENUE

Sponsorship income is recognised on a cash received basis.

PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment are recorded at cost less accumulated depreciation.

The rates of depreciation vary according to the nature and economic lives of the assets and fall within the following ranges (on a diminishing value line basis):

Equipment	30-48%	
Website	40%	

CHANGES IN ACCOUNTING POLICIES

There have been no changes in accounting policies. Policies have been applied on a consistent basis with those of the previous reporting period.

COMPARATIVES

Where appropriate, the comparative figures have been restated in order to confirm with this year's presentation.

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t	2021	2020
L	2021	2020
sis of Revenue		
e from providing goods or services		
sorship	185,000	170,000
evenue from providing goods or services	185,000	170,000
, dividends and other investment revenue		
st Income	1,792	3,028
terest, dividends and other investment revenue	1,792	3,028
st Income		

2. Analysis of Expenses

Volunteer and employee related costs		
Contracted Services	123,529	93,835
Travel - International	0	2,194
Travel - National	9,706	9,059
Total Volunteer and employee related costs	133,235	105,088

Costs related to providing goods or services

Costs related to providing goods of services		
Accounting Fees	2,144	2,069
Administration Services/Office expenses	1,026	877
Advertising	15,335	8,359
Audit Fees	2,750	2,500
Bank Fees	45	119
Conferences & Courses	0	2,503
Design & Printing	16,842	17,372
General Expenses	122	0
Memberships & Subscriptions	220	210
Merchandise	10,323	9,114
Research	0	4,500
Systems & Website Costs	1,903	2,068
Total Costs related to providing goods or services	50,709	49,692
Other expenses		
Depreciation	11,136	9,281
Legal Fees	884	624
Total Other expenses	12,020	9,905

Continued from previous page

Account	
3. Analysis of Assets	
Bank accounts and cash	
ANZ Current Account	
ANZ Online Savings Account	
Total Bank accounts and cash	
Other current assets	
Accrued Income	
ANZ Term Deposit 1	
Total Other current assets	
4. Analysis of Liabilities Creditors and accrued expenses	
GST	
Accounts Payable	
Credit Card ANZ Visa 8238	
PAYE Payable	

Account	2021	2020
3. Analysis of Assets		
Bank accounts and cash		
ANZ Current Account	107,427	62,571
ANZ Online Savings Account	43,538	43,516
Total Bank accounts and cash	150,965	106,087
Other current assets		
Accrued Income	322	975
ANZ Term Deposit 1	99,999	97,624
Total Other current assets	100,322	98,599
4. Analysis of Liabilities		
Creditors and accrued expenses		
GST	16,838	(14,002)
Accounts Payable	6,814	521
Credit Card ANZ Visa 8238	(528)	157
PAYE Payable	6,980	0
Accrued Expenses	3,043	1,834
Total Creditors and accrued expenses	33,146	(11,490)
5. Property, Plant and Equipment		
Equipment		
Book value	3,277	4,897
Depreciation	(1,074)	(1,620)
Additions	-	-
Disposals		
Total Equipment	2,203	3,277
	2,200	0,277
Website		
Book value	25,155	17,910
Depreciation	(10,062)	(7,660)
Additions	-	14,905
Disposals	-	-
Total Website	15,093	25,155
Total Property, Plant and Equipment	17,296	28,432

2020

2021

Continued from previous page

Account	2021	2020
6. Accumulated Funds		
Accumulated Funds		
Opening Balance	244,607	236,264
Accumulated surpluses or (deficits)	(9,172)	8,343
Total Accumulated Funds	235,436	244,607

7. Contingent Liabilities and Guarantees

There are no contingent liabilities or guarantees as at 31 March 2021 (Last year - nil).

8. Commitments

There are no commitments as at 31 March 2021 (Last year nil).

9. Related Parties

David Gordon is the Board Chair and also the Chief Opera Development of KiwiRail.	ating Officer: Capital Project	s and Asset
Sponsorship (KiwiRail)	100,000	100,000
Total	100,000	100,000
KiwiRail also recharged TrackSAFE for travel expenditure	and mobile phone data boo	ked via their systems.
Travel expenditure (KiwiRail)	1,708	4,154
Total	1,708	4,154
Greg Lazarro is a Board member and Group Manager for S port Agency.	Safety and Environment at V	/aka Kotahi NZ Trans-
Sponsorship (Waka Kotahi NZ Transport Agency)	50,000	50,000
Total	50,000	50,000
Peter Lensink is a Board member and is Managing Directo	or of Transdev Auckland.	
Sponsorship (Transdev Auckland)	10,000	10,000
Total	10,000	10,000
Ian Ladd is a Board member and is Managing Director of T	Fransdev Wellington.	
Sponsorship (Transdev Wellington)	10,000	10,000
Total	10,000	10,000
Anthony McFadden was a Board member and Operations M Board member and Operations Manager, New Zealand Johr	-	Holland. Brian Ross is a
Sponsorship (John Holland)	15,000	0

15,000

186,708

0

174,154

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10. Events After the Balance Date

The spread of COVID-19 continues to disrupt the business and economic activity throughout New Zealand and the world. The Trustees will continue to monitor the impact of COVID-19 on TrackSAFE Foundation NZ. Should this public health emergency continue for a prolonged period of time, such as the occurrence of another lockdown, there is a potential adverse impact on TrackSAFE Foundation NZ's operations and financial performance. Regardless, the Trustees maintain the view that TrackSAFE Foundation NZ will continue to operate as a going concern.

Total

Total Related Parties

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Independent auditor's report

To the Trustees of TrackSAFE Foundation New Zealand

Opinion

We have audited the accompanying performance report of TrackSAFE Foundation New Zealand which comprises the statement of financial performance and statement of cash flows for the year ended 31 March 2021, the statement of financial position as at 31 March 2021, and the statement of accounting policies and notes to the performance report.

In our opinion the accompanying performance report presents fairly, in all material respects the financial position of TrackSAFE Foundation New Zealand as at 31 March 2021, and its financial performance, and cash flows for the year then ended in accordance with Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) issued by the New Zealand Accounting Standards Board.

Basis for Opinion

We conducted our audit of the statement of financial performance, statement of financial position, statement of cash flows, statement of accounting policies and notes to the performance report in accordance with International Standards on Auditing (New Zealand) (ISAs (NZ)). Our responsibilities under those standards are further described in the 'Auditor's responsibilities for the audit of the performance report' section of our report.

We are independent of TrackSAFE Foundation New Zealand in accordance with Professional and Ethical Standard 1 'International Code of Ethics for Assurance Practitioners (including International Independence Standards) (New Zealand)' issued by the New Zealand Auditing and Assurance Standards Board, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other than our capacity as auditor we have no relationship with, or interests in, TrackSAFE Foundation New Zealand.

Other information

The Trustees are responsible for the other information in the Annual report. The other information obtained at the date of this auditor's report includes the non-financial information section of the performance report (such as the Chair's Report, Vision & Mission, Entity Information, and the Statement of Service Performance), but does not include the statement of financial performance, statement of cash flows, statement of financial position, the statement of accounting policies and notes to the performance report, and our auditor's report thereon.

Our opinion on the performance report does not cover the other information and we do not express any form of other opinion or assurance conclusion thereon.

In connection with our audit of the performance report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the statements audited or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

If, based on the work we have performed on the other information obtained prior to the date of this auditor's report, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Trustees' responsibilities for the performance report The Trustees are responsible for:

- a) the preparation and fair presentation of the performance report on behalf of TrackSAFE Foundation New Zealand in accordance with Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) issued by the New Zealand Accounting Standards Board, and
- b) for such internal control as the Trustees determine is necessary to enable the preparation of the performance report that is free from material misstatement, whether due to fraud or error.

In preparing the performance report, the Trustees are responsible on behalf of TrackSAFE Foundation New Zealand's for assessing TrackSAFE Foundation New Zealand's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Trustees either intend to liquidate TrackSAFE Foundation New Zealand or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the performance report

Our objectives are to obtain reasonable assurance about whether the performance report is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (NZ) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the decisions of users taken on the basis of the performance report.

A further description of the auditor's responsibilities for the audit of the performance report is located at the XRB's website at https://www.xrb.govt.nz/assurance-standards/auditors-responsibilities/audit-report-8/

This report is made solely to the trustees of TrackSAFE Foundation New Zealand. Our audit has been undertaken so that we might state to the trustees those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the trustees, for our audit work, for this report, or for the opinions we have formed.

Kendons Chartered Accountants Limited Michael Markham • Director

Qualified Auditors • Lower Hutt • New Zealand 9 November 2021

adding value to business

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TrackSAFE NZ Phone: +64 4 498 2010 Email: tracksafe@tracksafe.co.nz Web: www.tracksafe.co.nz Address: Level 4, Wellington Railway Station, Bunny Street, Wellington 6011 Postal Address: PO Box 593 Wellington 6140, New Zealand