



FINANCIAL SERVICES FEDERATION



FSF Membership

**Discover the value of joining the
Financial Services Federation (FSF)**

The industry body for New Zealand's
specialist lenders



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  Financial Services Federation

Introduction

The Financial Services Federation (FSF) is the industry membership organisation for specialist lenders operating in Aotearoa New Zealand.

With 59 years of history, the FSF is recognised by government, policy makers and regulators as the collective voice of specialist, non-bank lenders, and contributes to key policy discussions and initiatives shaping the sector.

Our membership includes private and listed companies including;

- Global motor vehicle and fleet leasing brands
- Consumer credit providers
- Credit unions and building societies
- Non-bank deposit-takers
- Insurance premium funders
- Mortgage providers
- Credit-related insurers
- Organisations that provide professional services and fintech solutions to the sector

Our core work includes advocacy, setting industry standards, connecting members, supporting them with their compliance obligations, consumer awareness, and working with Government towards fair and enforced regulation.

This document outlines the benefits of FSF membership, and aligning your organisation with the values of elevated best practice and sector leadership. Thank you for considering this proposal and we look forward to continuing this conversation with you.



Lyn McMorran
Executive Director
Financial Services Federation

FSF Executive Committee



TODD HUNTER (CHAIR)
CEO, TURNERS
AUTOMOTIVE GROUP



**JANE DUNKERLEY
(DEPUTY CHAIR)**
Managing Director
CENTRACORP FINANCE



DON ATKINSON
CEO, UDC FINANCE



CHRIS LAMERS
CEO
MTF FINANCE



SIMON SCOTT
Chief Executive
FIRST CREDIT UNION



JASMINE SIM
Chief Financial Officer
SPEIRS FINANCE GROUP

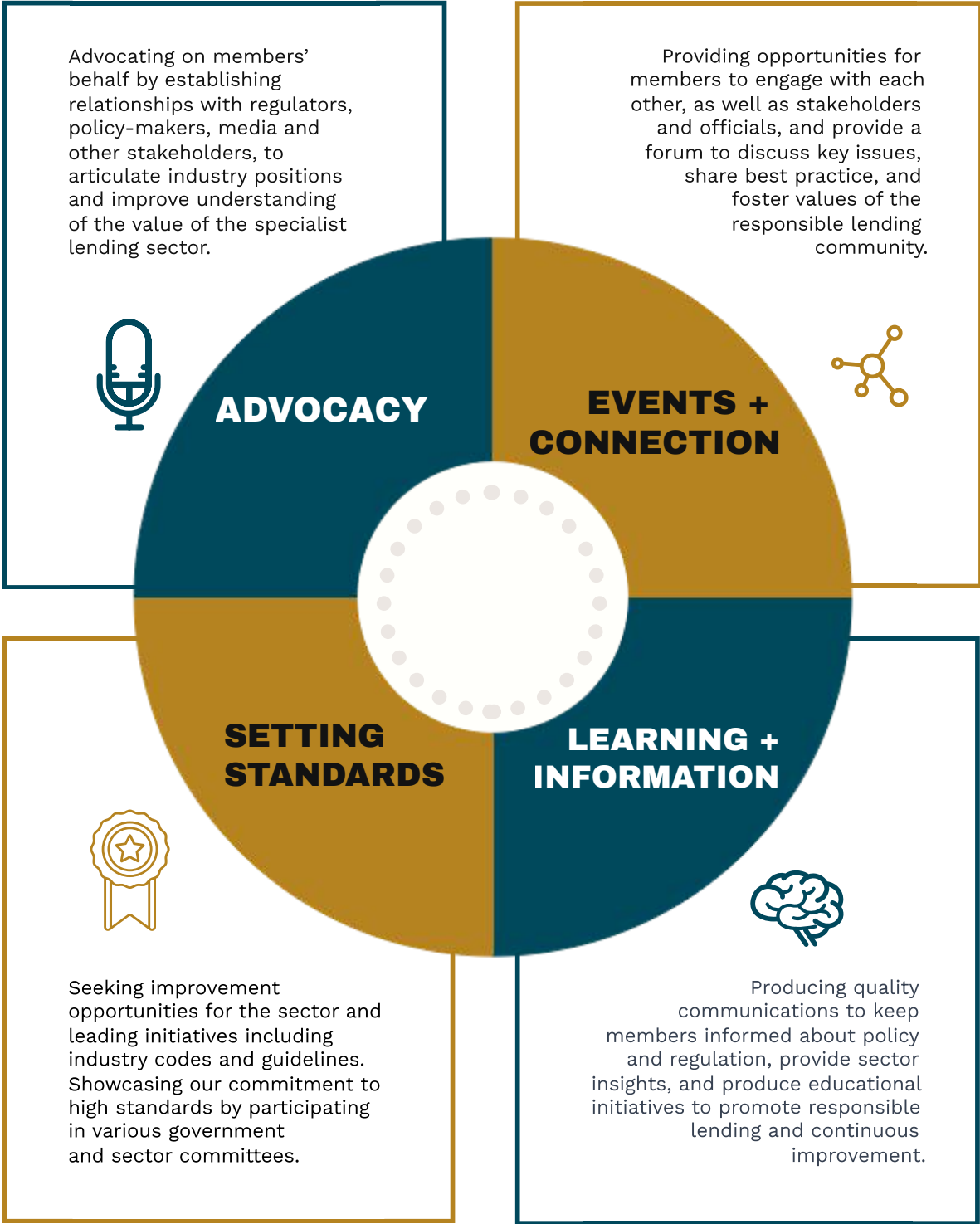


NEIL SIMONS
Head of Legal
HUMM GROUP NZ



JAMES SEARLE
General Manager
DPL INSURANCE LIMITED

Strategic Pillars



Membership value proposition



Reduce compliance costs

- Receive regular advisories, one-on-one assistance, and professional opinion on the impact of regulatory change, reducing engagement costs with your own professional advisers.
- Free resources and free or heavily reduced pricing for members to gain training and insights through events, conferencing and higher learning including the NZQA Level 5 Micro Credential in Consumer Credit.
- Benefit from concessions and exclusive permissions granted to FSF including access to the Motor Vehicle Register.



Gain influence

- Proactively influence key decisions affecting the sector.
- Add weight to issues through a collective voice, and avoid perceived self-interest when advocating on issues alone.
- Be proactively consulted and exert influence on policy proposals throughout their development and legislative stages.
- Benefit from cross-sector alignment on certain issues with FSF's connections to other local and international finance sector industry bodies.



Grow your network

- Build connections and share best practice with fellow sector leaders.
- More than 50 CPD hours offered through FSF events, tailored to the unique needs of different members from executive to frontline, consumer to B2B.
- Connect with government officials, regulators, Ministers, and sector movers and shakers through FSF-facilitated events and initiatives.



Set yourself apart

- Membership demonstrates a commitment to the highest standards of responsible lending and corporate integrity.
- Members are publicly recognised and celebrated through the FSF's Crediting Excellence Awards, with categories such as Outstanding Leadership, Rising Star, Innovation, and Community and Sustainability.
- Distinguish your organisation from other industry players by promoting approved membership via use of FSF's logo.



What members say



See the membership list

"As a new member, in the short time we have been with FSF I am pleasantly surprised that the ROI has been huge. Myself and wider organisation are getting great value from our membership and I also really enjoy interactions with the supportive and friendly team at FSF."



"Very professional, excellent advocates, excellent value."



"My personal experience with the FSF in the capacity as MD for a large financial institution spans 20+ years. The effectiveness of the FSF as a highly credible advocate and influencer on behalf of its members has never been more apparent. I've also found Lyn and her team to be incredibly attentive, knowledgeable and supportive on any specific query where we have needed assistance."



"The FSF gives smaller members a voice in many areas which they would not have by themselves."



"It is a privilege to work alongside such a professional and highly qualified team who provide a range of skills and support to our sector. Being a member is invaluable to my business."



Very professional well-run organisation who are on the pulse of everything in our sector.



Membership by the numbers

98+

FSF member organisations

\$20 billion

Combined lending

1.7 million

Consumer and business customers

100% of members

Would be likely (5%), very likely (20%) or extremely likely (75%) to recommend membership to another qualifying financial services provider. (Member survey 2024)



Membership

FSF has a corporate-based membership structure, whereby the organisation is the member and all individual staff can access member benefits.

FULL MEMBERSHIP

Full membership is for companies who offer specialist lending, leasing and other financial services. Annual membership subscriptions for full membership are based on asset size. Fees by membership category as at financial year 2024-25 are as follows:

Companies with assets of:

- \$0 - \$10 million = \$ 5,000 + GST
- \$10 million to \$30 million = 6,250 + GST
- \$30 million to \$75 million = \$12,000 + GST
- \$75 million to \$100 million = \$15,000 + GST
- \$100 million + = \$18,000 + GST

AFFILIATE MEMBERSHIP

For companies who provide services to the non-bank sector. Annual subscription fee is \$5,000 + GST

Want to know more?

Please get in touch to discuss membership by emailing fsf@fsf.org.nz