



FINANCIAL SERVICES FEDERATION



FSF Affiliate Membership

Discover the value of becoming an Affiliate Member of the Financial Services Federation (FSF).

The industry body for New Zealand's lenders



FINANCIAL SERVICES FEDERATION
Petherick Tower, Level 3
38 Waring Taylor Street, Wellington CBD
PO Box 10053, Wellington 6011

www.fsf.org.nz
fsf@fsf.org.nz | +64 4 472 1731
  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, regulators, and industry as the collective voice of specialist, non-bank lenders, and contributes discussion and initiatives shaping the sector.

FSF's 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.

Being an affiliate member of the FSF means direct exposure to decision makers in the specialist sector, whether through our flagship events, special interest group forums, or exclusive guest-speaking and sponsorship opportunities. It also means a seat at the table to contribute to important discussions and initiatives to support the sector. Thank you for considering this proposal, we look forward to working with you soon.



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

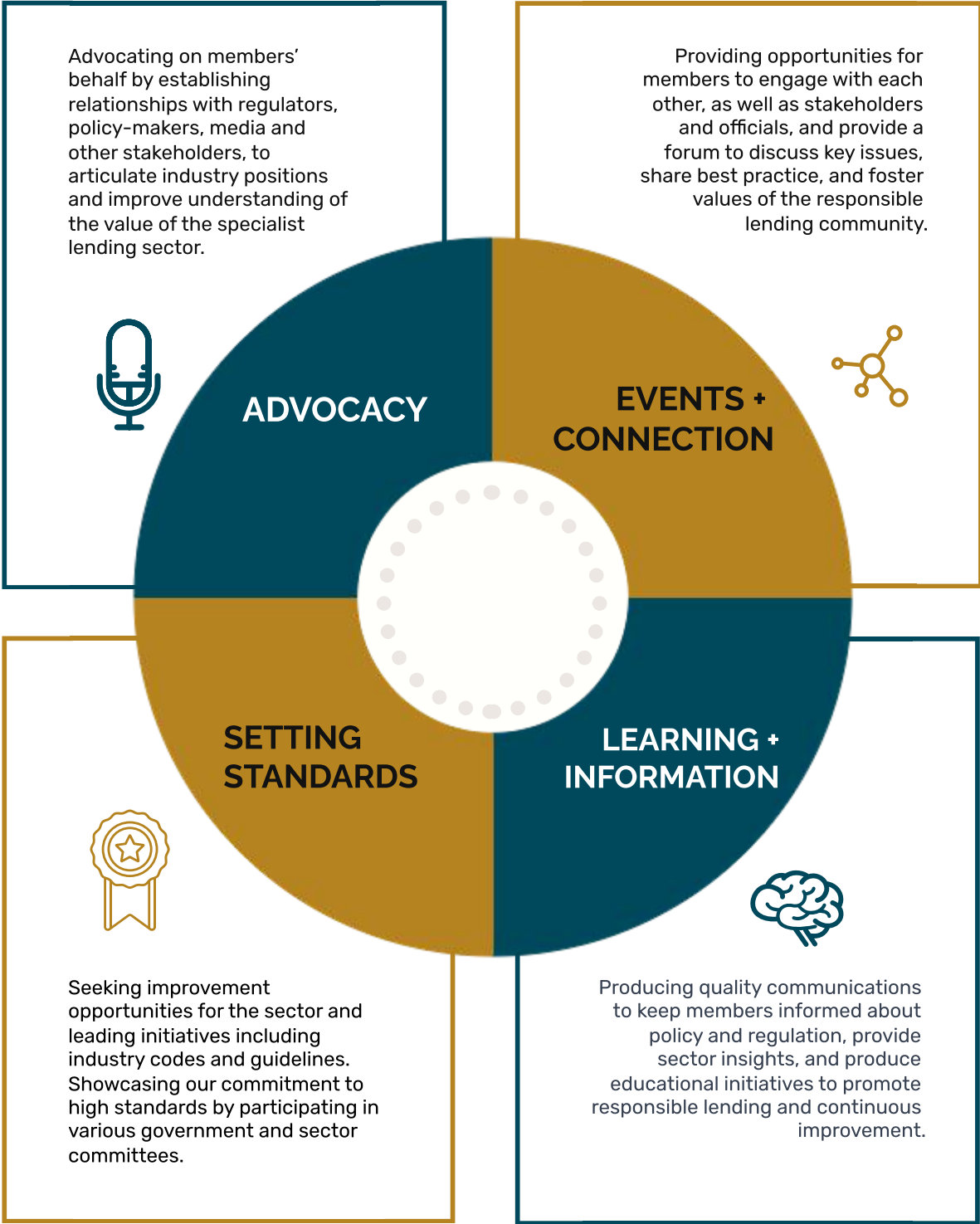


NEIL SIMONS
Head of Legal
HUMM GROUP NZ



JAMES SEARLE
General Manager
DPL INSURANCE LIMITED

Strategic Pillars



The value of Affiliate Membership

Affiliate membership is for companies who provide products or services to specialist lenders or want to maximise connection with the sector.

- ✓ **Exposure that sets you apart**
- ✓ **Exclusive sector insight**
- ✓ **Grow your network**

10 Reasons to Join

- 1. Enjoy direct interaction with companies' key decision makers:** Your membership includes access to events including CEO forums, networking dinners, and special-interest working group meetings.
- 2. Connect:** With Ministers, government officials, regulators, other associations, and sector movers and shakers through FSF-facilitated events and initiatives. Receive discounted members' rates for premium events like the annual conference, Women in Finance Charity Luncheon, and biannual awards dinner.
- 3. Insight:** Receive regular updates and professional insight on the impact of regulatory change affecting the sector. Stay on the sector's pulse and leverage how your services can assist members as new issues arrive.
- 4. Contribute to key decisions:** Participate in member consultations on issues affecting the sector and add weight to positions through a collective voice.
- 5. Quality assurance in your brand:** Our members trust us to admit quality affiliates, taking out some of the leg work of vetting providers.
- 6. Showcase** your products and services through our biannual awards by entering our exclusive Outstanding Innovation Award category, open only to FSF members.
- 7. Exclusive sponsorship opportunities:** Affiliate members receive priority sponsorship opportunities with different levels at various events throughout the year.
- 8. Enhanced visibility:** Promote your affiliation with FSF through use of our logo and listing on our website, as well as acknowledgement on FSF collateral including Annual Reports and Political Party Briefing documents.
- 9. Thought leadership and exposure:** Opportunities to share events, insights and thought leadership by featuring in our newsletter.
- 10. Collaboration and referral:** Receive priority consideration for collaborative opportunities and external work required by the FSF, as well as referrals to members.



What members say

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

"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."

"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."

Membership by the numbers

99+

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)

Interested in membership?

We'd love to hear from you!
Please get in touch by emailing fsf@fsf.org.nz

Affiliate Membership Fee
Annual fee: \$5,000 + GST at financial year 2024-25

FSF MEMBERS

Non-Bank Deposit Takers

Finance Direct Limited
General Finance
Gold Band Finance
Mutual Credit Finance
Welcome Limited

Credit Unions/Building Societies:

First Credit Union
Nelson Building Society
Police and Families Credit Union

Specialist Housing/Property Lenders:

Basecorp Finance Limited
First Mortgage Managers Ltd.
Pepper NZ Limited
Resimac NZ Limited

Credit-related Insurance Providers:

Assurant
Provident Insurance Corporation Ltd

Vehicle finance lenders:

Auto Finance Direct Limited
BMW Financial Services
Community Financial Services
Go Car Finance Ltd
Honda Financial Services
Kubota New Zealand Ltd
Mercedes-Benz Financial
MTF
Nissan Financial Services NZ Ltd
Onyx Finance Limited
Scania Finance NZ Limited
Toyota Finance NZ
Mazda Finance
Yamaha Motor Finance

Leasing Providers:

Custom Fleet
Euro Rate Leasing Limited
Fleet Partners NZ Ltd
ORIX New Zealand
SG Fleet

Finance Companies/ Diversified Lenders :

AfterPay
Avanti Finance
Basalt Group
Blackbird Finance
Caterpillar Financial Services NZ Ltd
Centracorp Finance 2000
DebtManagers
Finance Now
Future Finance
Geneva Finance
Harmony
Humm Group
Instant Finance
John Deere Financial
Latitude Financial
Lifestyle Money NZ Ltd
Limelight Group
Mainland Finance Limited
Metro Finance
Nectar NZ Limited
NZ Finance Ltd
Personal Loan Corporation
Pioneer Finance
Prosopa NZ Ltd
Speirs Finance Group (L &F)
Turners Automotive Group
UDC Finance Limited
Yes Finance Limited
Zip Co NZ Finance Limited

Insurance Premium Funders:

Arteva Funding NZ Ltd
Elantis Premium Funding NZ Ltd
Financial Synergy Limited
Hunter Premium Funding
IQumulate Premium Funding
Rothbury Instalment Services

Social Impact Lenders:

Money Sweetspot Ltd

Affiliate Members:

Alfa Financial Software
American Express
AML Solutions Limited
Buddle Findlay
Chapman Tripp
Credisense Ltd
Deloitte
EY
FinTech NZ
Finzsoft
Happy Prime Limited
IDCARE Ltd
KPMG
Loansmart Ltd
Match me Money Ltd
Motor Trade Association
Odessa Technology Inc.
PWC
Sense Partners
Simpson Western
Symphonix
Credit Reporting, Debt Collection Agencies
Centrix
Credit Corp
Creditworks
Debtworks (NZ) Limited
Equifax
Gravity Credit Management Limited
Illion
Quadrant Group (NZ) Ltd
Recoveries Corp NZ Ltd