

Arrow International

2018 NZPIF Conference

13 October 2018

Build for Success





Introducing: Nick Hamlin, General Manager-Southern



Build for Success

Who is Arrow?





Arrow International

Founded in 1984

Privately owned construction company

Top 10 construction company by turnover

Build for Success



Founded by Ron Anderson and Bob Foster



EXECUTIVE CHAIRMAN

Ron Anderson



CO-FOUNDING DIRECTOR

Bob Foster



The Arrow Way a Southern Company – The Birth

The Arrow Way a Southern Company – The Offering



The Arrow Way a Southern Company - Today



The Arrow Way a Southern Company - Today

While the delivery models have changed over time, Arrows ethos remains the same:



***Finding a better
way forward***



***Adding value from
concept to
completion***



***Powerful
partnering***



***Fresh
thinking***



Great people

Build for Success



A construction company with advisory and development skills





The sectors we're involved in

Accommodation



Industrial + Commercial



Infrastructure



Education



Aged-Care

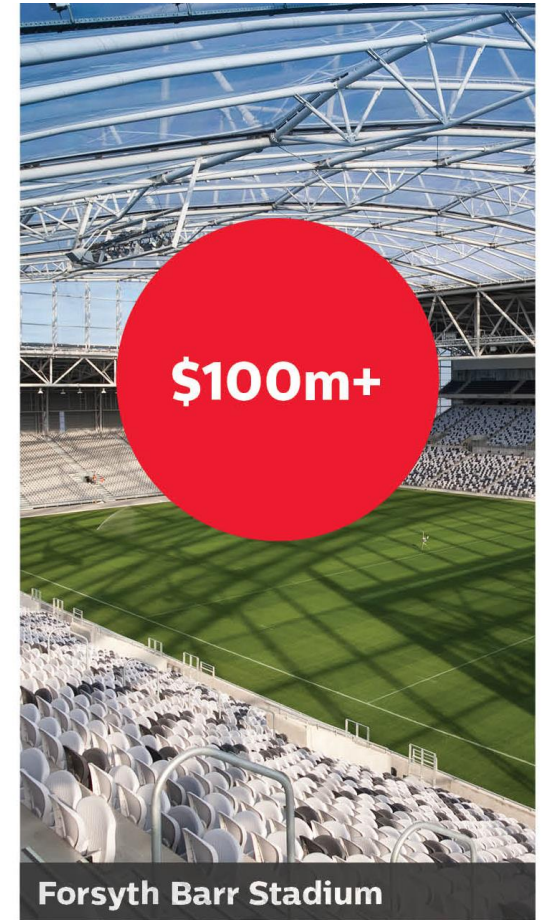
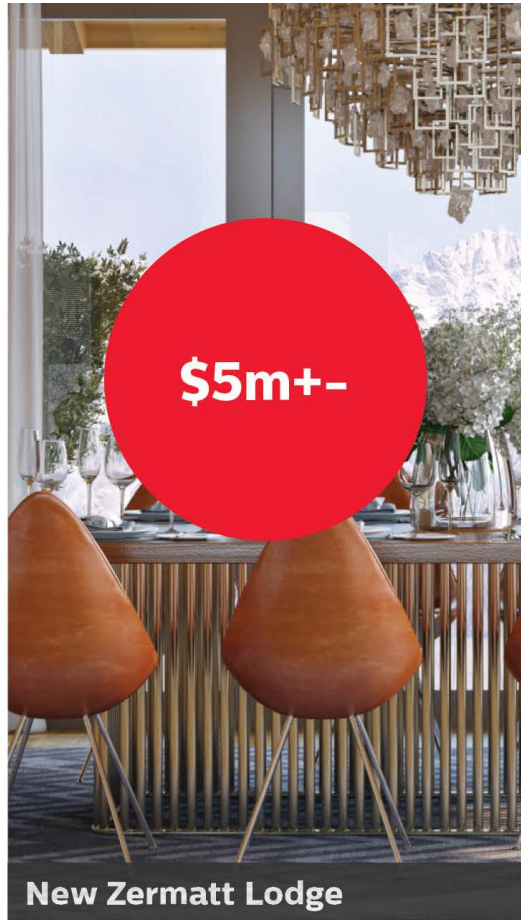


Tourism





Project size



*Snap Shot of Current & Past
Success*





Snap Shot of Current & Past Success



Forsyth Barr Stadium | \$220M

Dunedin



National Cell Rollout Programme | \$120M

Nationwide



Snap Shot Continued.....



DXN Apartments | \$34M

Wellington



New Zermatt Lodge | \$6M

Lake Moke, Queenstown



Snap Shot Continued.....



iFLY Indoor Sky Diving | \$15M

Queenstown



Millbrook | \$8M

Arrowtown, Queenstown



Snap Shot Continued.....



Wanaka Community House | \$4M

Wanaka



Aspiring Retirement Village | \$8M

Wanaka



Snap Shot Continued.....



Snow Planet | \$10M

Auckland



Remarkables Base Building | \$24M

Queenstown



Snap Shot Continued.....



Department of Corrections | Confidential

Various Locations



Southern Response Project | \$3.1B

Christchurch



Snap Shot Continued.....



Creating Communities | \$50M

Northern Glen Innes Redevelopment, Auckland



Keri Juice Manufacturing Facility | \$17M

Auckland Airport



Snap Shot Continued.....



Industrial & Commercial®

Xero 2 Building | \$30M

Wellington



Industrial & Commercial®

Te Ura Taumatoa | \$15M

Tuhoe



Snap Shot Continued.....



WIAL Hotel Development | \$36M

Wellington



Te are Hihiko - College of Creative Arts | \$20M

Wellington



Snap Shot Continued.....



Vision Senior Living | \$125M

Auckland



Arena Living Limited | \$100M+

Auckland

Our People our Culture ...





Our People Our Culture

The Founders had a belief

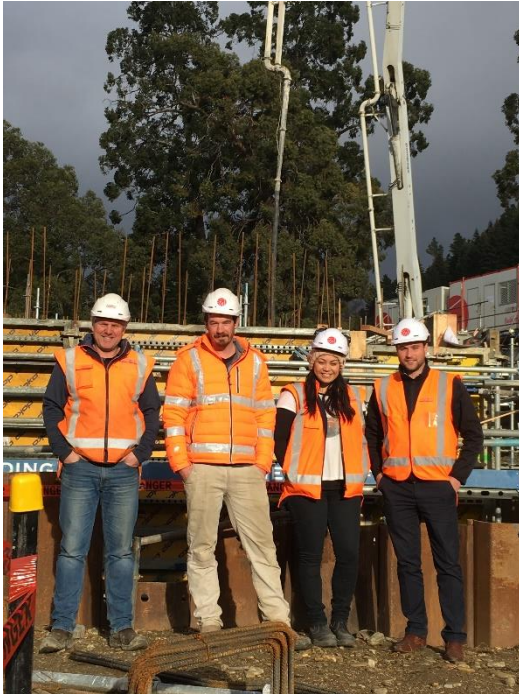
- A focus based on people and building strong teams
- Merging work and play into **one** with their colleagues, clients & consultants
- Creating Arrow as a place of 'choice' to work
- Creating history in the projects that we build
- Building long lasting careers by mapping out personal development



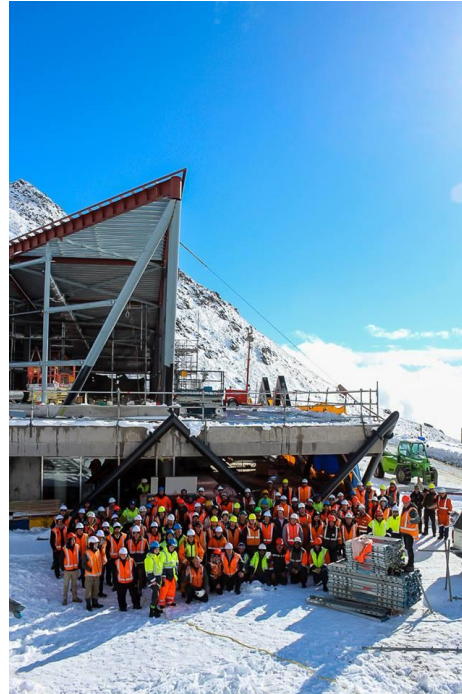
Clients will never love a company until the employees love it first



Our People Our Culture



We build together



**We share adventures
together**



We win together

Where is the market today ?





Current State of Play

- Residential Construction is leading the way
- Auckland & Central Lakes are the hotspots
- Major Government projects pending
- Christchurch market is slowing

Nonetheless Construction companies are failing – Why?

- Contracts are heavily one-sided
- Skilled labour is in short supply
- Programmes are tight
- Margins are lean
- Materials are too expensive
- Compliance is heavy

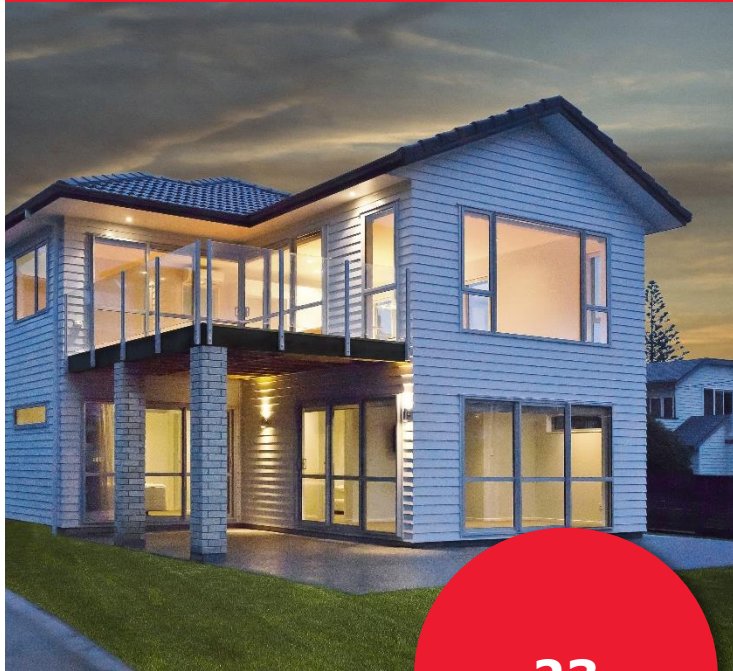
BUT the Industry is still strong!!





NZ Construction Market: ~\$40Bn a year

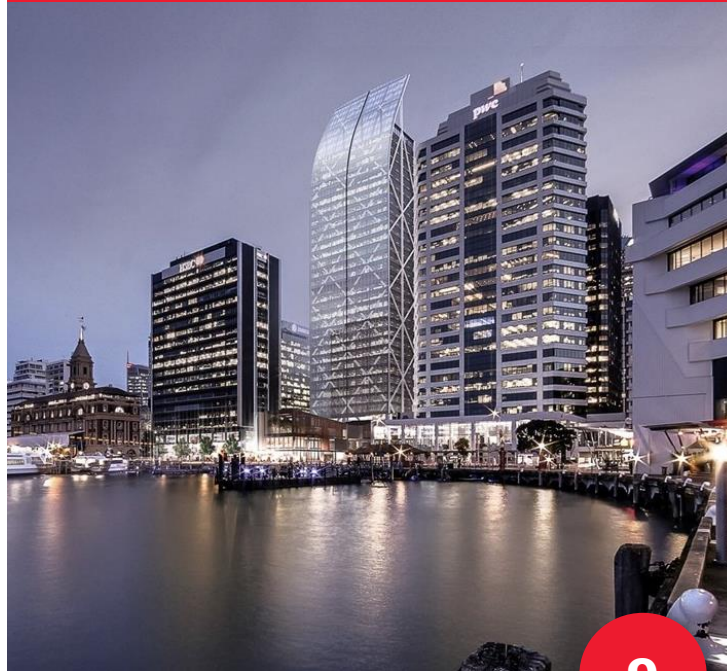
Residential Construction



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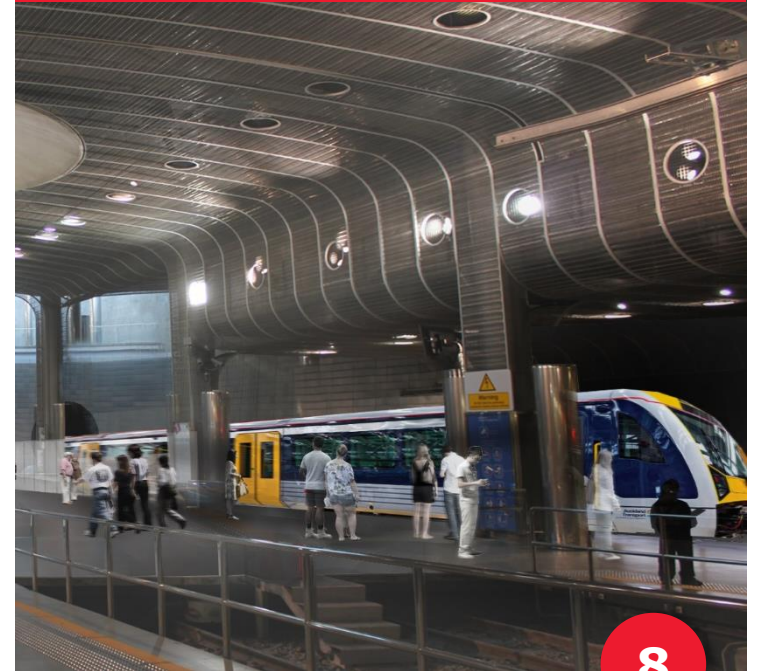
Market size
\$Bn '18F

Non-Residential Construction



9

Infrastructure



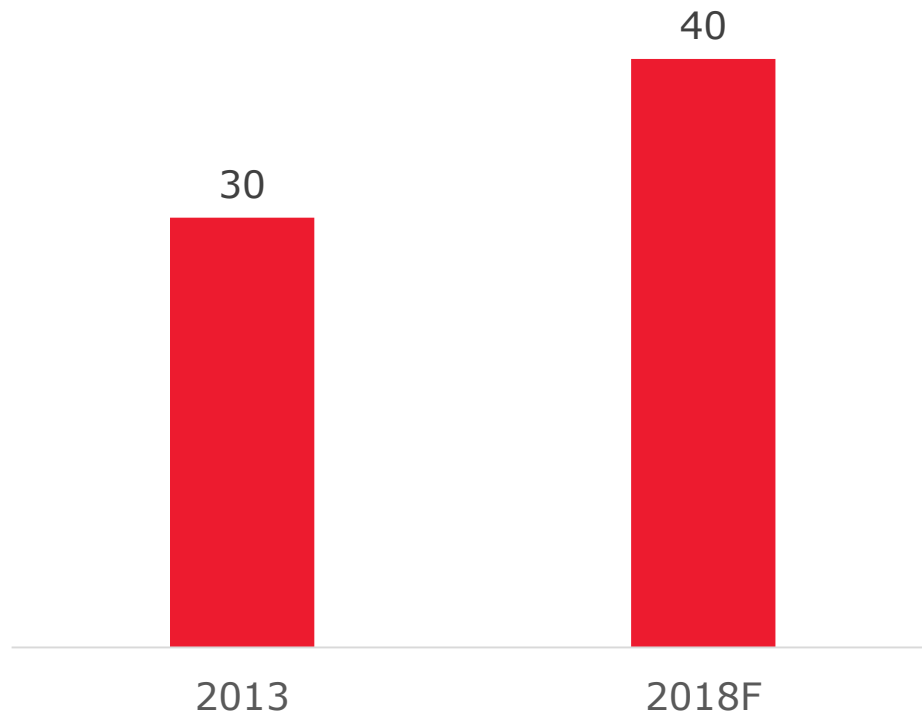
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Source: National Construction Pipeline 2017



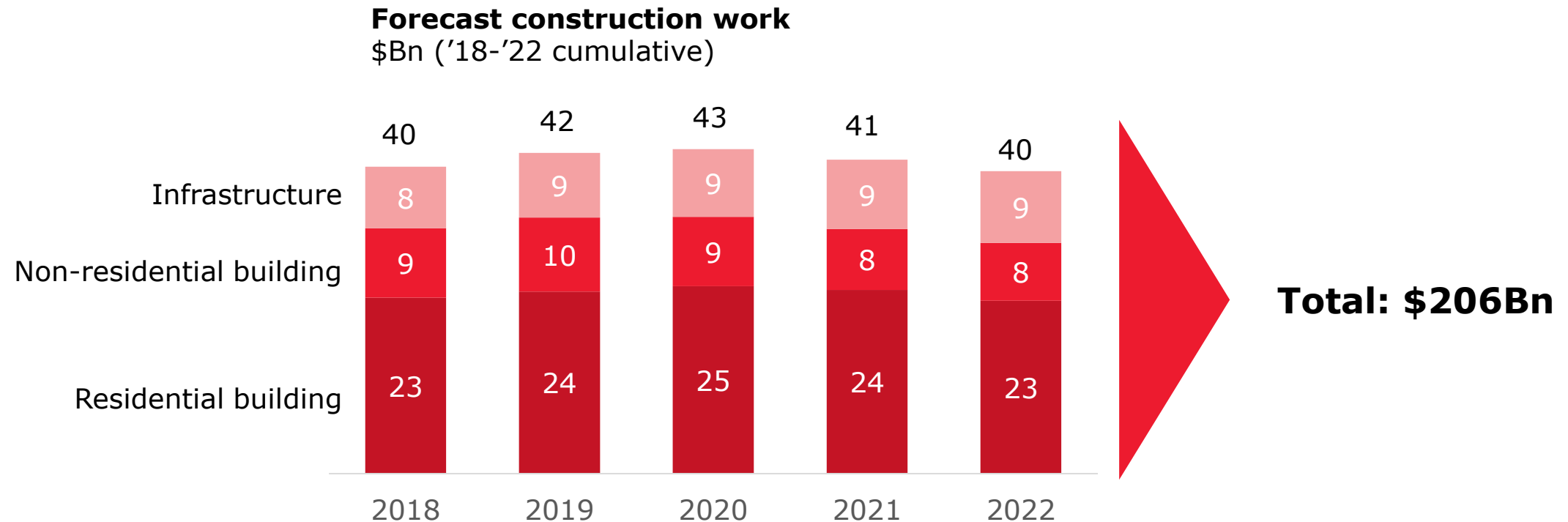
The construction market has grown fast

Total value of all construction in NZ
\$Bn





The forward market is large and stable



Source: [Treasury](#), 2017 Construction Pipeline

The Future of Construction.



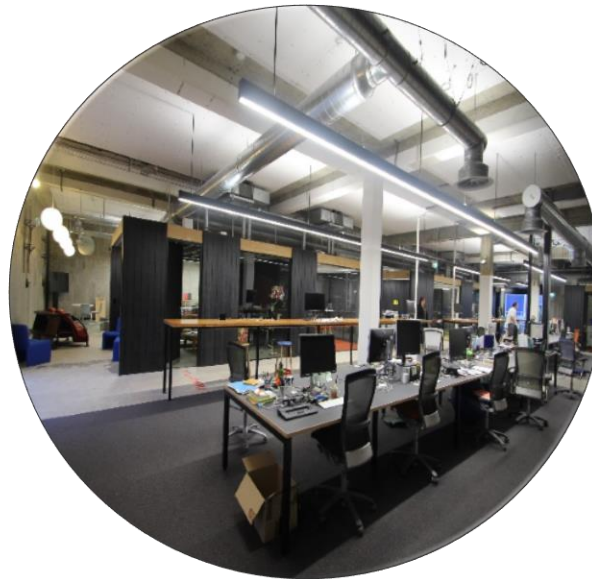


The Future of Construction

Modular Bathrooms



Laminated Veneer Lumber



International Technology





The Future of Construction

Off Shore Manufacturing



Building Green



Modular Construction





I leave you today with

- It doesn't matter if you are a **big** or **small** operation
- Don't be afraid to challenge the **normal**
- You always have to change to keep up!
- Don't be afraid of **RISK** - understand it – manage it
- Have an adventure or two along the way

*Success can be **golden**!*





Build for Success

ARROW

I N T E R N A T I O N A L

6+6 Race