

# Curriculum Vitae for Mark H G Gilbert (03 February 2023)

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## PERSONAL STATEMENT

*"Efficiency is doing things right; effectiveness is doing the right things," Peter Drucker.*

I am an effective independent director and board chair, with extensive experience across organisation types and sizes, such as Council Controlled Organisation; family firms; Government- owned entities; overseas-owned corporates; science and research start-ups; a retail co-operative; and social enterprises.

Prior to entering the boardroom, I had a successful leadership career in the automotive industry, both in New Zealand and overseas.

My technical expertise, which includes leadership, strategy, change management, supply chain, finance, marketing, customer services; is underpinned by an innate commitment to understanding business drivers; improving business culture; managing risk; balancing oft-competing interests across stakeholder groups; and achieving high performance outcomes.

I have a keen interest in corporate sustainability, people development and organisational growth through board effectiveness and strategy development.

My persona is to remain agile, especially in relation to risk and disruption. My commitment to life- long learning has enabled me to stay abreast of emerging trends in such areas as transport, major projects and infrastructure, health and safety; climate; cyber, AI and machine learning; supply chain optimisation; technological disruption, entrepreneurial approaches and innovation, data, and privacy, and latterly science systems and new technologies, and the potential risks and opportunities that flow from these. This has also included capital raises and working with start-ups in both science and entrepreneurial fields.

## EXAMPLES OF BOARD AND EXECUTIVE SUCCESS

Multi-national executive leadership and directorships with the BMW Group: full accountability for local and international compliance, performance and results for both a sales subsidiary and a financial services business. During tenure (25 years) BMW Group trebled its retail sales numbers, became market leader, and improved both shareholder returns, and customer orientation.

Board-led transformational change at Auckland Transport: Close liaison with board chair (Dr Lester Levy) to initiate a strategic change programme to deliver improved strategic, customer and business performance outcomes. Board-level exposure to locally- and nationally- significant capital and technology projects, to secure organisational efficiencies and improve the customer experience. During this time the AT Board initiated both the CRL and ALR projects. In addition to a Board committee Chair role, I devoted a lot of time and energy to improving communications between AT management and all Local Board Chairs and key transport spokespersons, developing enduring relationships within the transport sector- at both a local and national level.

Sector-level influence, at the Bragato Research Institute: Appointed to establish sound governance practices at this start-up (seed-funded by MBIE). Attracted an excellent Board; met or exceeded all MBIE KPIs; and received a glowing report card from an independent panel appointed by MBIE. This helped gain further investment from MBIE for a further two years (included in NZ Govt Budget 2021), and success in gaining MPI support for a \$18.7mill Grapevine Improvement project which will run for 7 years. This project is to mitigate potential risk to the Sauvignon Blanc grape so of critical importance. This involved extensive networking in and around Wellington- including senior staff at MBIE and MPI as well as Government Ministers.

I recently joined the board of Mobli (as Chair), a local company developing a technology platform to optimise SaaS opportunities, with contracts already under way in Australia, Europe, and New Zealand. This is an entrepreneurial start up with venture capital and private investor support. And on addition I am active on the board of Evnex, a local company making EV chargers in New Zealand for New Zealanders. This business has needed a number of capital raises due to its rapid growth and reliance on overseas supply chains for critical parts.

## BOARD EXPERIENCE

### **2021- Clean Car Sector Leadership Group- Chair** (reporting to Minister of Transport)

Commenced August 2021, the Minister of Transport, Hon. Michael Wood, brought together eight industry groups, and their leadership, to assist him to map out a plan for further decarbonisation of the NZ fleet, in light of the CCC recommendations. My role here is representing Drive Electric membership and chairing the group to creatively assist the Minister and Ministry with its ambition. We have started looking at vehicle scrappage, public charging and social equity issues.

### **2021- Evnex Limited- Director**

Commenced December 2021, this Christchurch based start-up is designing and manufacturing smart EVSE charging systems suited to NZ conditions and needs. Young team of very motivated people with both growth and success ambitions. I'm involved in further funding rounds in coming months to aid growth and development.

### **2021- Auto Stewardship New Zealand Trust- Chair**

Asked to help reboot this Trust as Governance Chair, due to the Minister for the Environment announcing end-of-life tyres and batteries as priority products under the Waste Minimisation Act. I have Chaired both the Tyrewise project (2012-2014) and the Battery Industry Group (2019-2021), so goal is to bring these (and possibly a vehicle scrappage programme) in under the Auto Stewardship NZ Trust umbrella- currently a work in progress with Government Ministers very interested in developing this as a business.

### **2019- Eltrade Industries Limited- Independent Director**

(Trading entities being Firstflex Limited, Sitemate Limited and Chain & Rigging Supplies Limited)

Family owned and operated importer and wholesaler of premium industrial flexible cables, connectors and accessories since 1974. Strong focus on customer service, through a well-informed and highly motivated team. Currently engaging in product extension activities e.g. Sitemate, and M&A diversification e.g. Chain & Rigging Supplies Ltd.

### **2018- NZ Winegrowers Research Centre Limited- Chairman** (trading as Bragato Research Institute Limited)

A Regional Research Initiative seed funded by MBIE. Purpose is to advance science and innovation projects to grow New Zealand's wine business sector and develop competitive advantage. Recent contribution includes appointment of a new CEO; Board review; securing additional funding; establishment of a research winery (Feb 2020); and development of trusted relationships with government, and stakeholders e.g. NZ Winegrowers Inc. Independent MBIE review (late 2020) noted outstanding progress and performance. MBIE minister Hon M Woods provided a further \$5mill of funding in 2021 Government Budget.

### **2016- Appliance Connexion Limited- Independent Chair** (trades as 100% Appliance Group)

An award-winning retail buying group (comprising approximately 48 retail businesses). Contribute to the

oversight of strategy, product catalogue diversification, technology-led innovations, operational efficiencies and improved customer experience, to future-proof the group and build competitive advantage. Appointed new senior management earlier this year and increased investment in Digital projects to improve retailer relationships and communications. Also includes Directorships for Score Limited, and Appliance Connexion Group Services Limited.

#### **2014- Drive Electric Incorporated- Chair (NfP)**

A not-for-profit advocacy and engagement focus on behalf of membership, representing the entire eco- system of electric vehicles (from electricity to automobiles). Close liaison with a number of stakeholders including Government departments, Lines companies, Charging companies. We also secure access to international expertise, and work collaboratively with sector interest groups. I also pen a monthly column for NZ Autocar Magazine covering electric vehicles. Recently, with EECA funding, we reengineered our website to provide a comprehensive source of electric vehicle information for consumers. Drive Electric remains the go to site and business for accurate EV advice and information, both locally and internationally.

#### **Roles Retired**

2023	Mobli Holding Ltd & Mobli APP Limited (02/2023)
2021-2022.	PlantTech Research Institute (11/2022)
2013-2021	Motorcycle Safety Advisory Council- Chairman- reported to Minister of ACC (10/2021)
2017-2021	DEKRANZ Ltd and Vehicle Testing NZ Ltd- Director (obo Motor Trade Association), Chair of Audit and Risk, and Remuneration Committees (04/2021)
2019-2020	Climate Change Commission & Independent Climate Change Commission- Technical Reference Group-Transport (12/2020)
2016–2020	Minister of Transport’s Electric Vehicle Programme Leadership Group- Member (08/2020)
2013–2019	Auckland Transport (Auckland Council CCO-) Independent Director and Committee Chair- Customer and Innovation Board Committee
2017–2019	Chargemaster Limited- Executive Chair and Director
2016–2019	Partmaster Limited- Independent Director
2015–2018	NZ Lotteries Commission- Commissioner/Director
2013–2017	Home of Cycling Charitable Trust- Trustee/ Director (NfP)

#### **EXECUTIVE LEADERSHIP**

<b>JAN 2013-</b>	<b>Insight Perspective Limited- Founder/Director</b> Private consultancy practice specialising in transport, and providing advice and assistance on mergers and acquisitions; advisory and governance; emerging technologies; branding; corporate strategy; advising on decarbonization of transport fleet and customer orientation
<b>2004-2012</b>	<b>BMW New Zealand Limited- Managing Director</b> (And 1988-1999) (included period with responsibility for BMW Financial Services NZ Limited)
<b>1999- 2004</b>	<b>BMW Philippines Corporation- Managing Director/President</b>

#### **EDUCATION, MEMBERSHIPS AND PROFESSIONAL DEVELOPMENT**

1988-2012	BMW Group Senior Management Training Programme
2015	Crown Company Direction Course (COMU)
2007–2009	NZ Business Council for Sustainable Development (now SBC)- Executive Council Member
2004-	NZ- German Chamber of Commerce
1996-	Institute of Directors in New Zealand (Chartered Member)

#### **PROFESSIONAL AND CHARACTER REFEREES**

Names, contact details and approval to contact available on request.

