

**From:** s9(2)(a) [redacted] co.nz>  
**Sent:** Sunday, June 18, 2023 2:36 PM  
**To:** Damian Coutts <@..>; Joanne de Lange <@..nz>  
**Cc:** s9(2)(a) [redacted]  
[redacted] nz>  
**Subject:** FW: RAL Voluntary Administration concession requirements  
**Attachments:** DC108 - Letter to potential new operator - s9(2)(a) [redacted] 20230623 DOC Licence Assignment.pdf

Damian

Attached is our response to your letter of 9 June 2023.

Regards

s9(2)(a) [redacted]

Email: s9(2)(a) [redacted]  
Mobile: [redacted]  
Address: [redacted]

---

**From:** Damian Coutts [<mailto:@..>]  
**Sent:** Saturday, 10 June 2023 8:05 am  
**To:** s9(2)(a) [redacted]  
**Subject:** Fwd: RAL Voluntary Administration concession requirements

Get [Outlook for Android](#)

---

**From:** Joanne de Lange <[@..](mailto:@..)>  
**Sent:** Friday, 9 June 2023, 5:03 pm  
**To:** s9(2)(a) [redacted]  
**Cc:** Damian Coutts <[@..](mailto:@..)>  
**Subject:** RAL Voluntary Administration concession requirements

Kia ora s9(2)(a) [redacted]

Please see attached.

Ngā mihi

**Jo de Lange**

Kaiāwhina - Kaihautu Matarautaki | *Personal Assistant*

To Director Regional Operations, Central North Island

Taupō office | Taupō-nui-a-Tia Office

Phone: s9(2)(a)

[www.doc.govt.nz](http://www.doc.govt.nz)

Caution - This message and accompanying data may contain information that is confidential or subject to legal privilege. If you are not the intended recipient you are notified that any use, dissemination, distribution or copying of this message or data is prohibited. If you received this email in error, please notify us immediately and erase all copies of the message and attachments. We apologise for the inconvenience. Thank you.

You ref: DC108/DOC 7365304

16 June 2023



Damian Coutts

Director Operations, Central North Island

Department of Conservation

Via email: [dcoutts@doc.govt.nz](mailto:dcoutts@doc.govt.nz)

Tena koe Damian

I refer to your letter of 9 June 2023.

We note you are processing a request from the Voluntary Administrator for Ruapehu Alpine Lifts Ltd (RAL) to commence the process for assignment of the Whakapapa Licence to Whakapapa Holdings Limited (WHL), if this company is successful in its bid for those assets of RAL which are necessary for the ongoing operation of Whakapapa Ski Area.

We offer the following information in response to the subject matters you have identified.

s9(2)(a), s9(2)(b)(ii)

s9(2)(b)(ii)

*Relationship with Iwi*

During the past four weeks s9(2)(a) have met with representatives of the key Iwi who we understand are the Iwi currently in negotiation with the Crown on the Tongariro National Park Claim. From our own knowledge, combined with advise from Government agencies, we decided to introduce WHL, and ourselves personally, to those Iwi who are engaged in this claim process.

We have met with:

s9(2)(a)

These discussions were informative, very friendly and, which we all agreed with, the start of what will be a continuous journey of engagement and enlightenment related to the maunga and our, hopeful, operation of Whakapapa.

s9(2)(a)

The Te Pae Maunga Agreement, and associated clauses within the licence, will be the cornerstone of WHL understanding, and delivery of our responsibility to provide genuine and meaningful stewardship of the maunga. We are very open to developing similar formal agreements with other Iwi if this is determined to be the more appropriate way to create structures that provide confidence to all that WHL is genuine in a commitment to stewardship responsibilities.

*Experience & Capability*

WHL has significant relevant experience to take the business forward in a sustainable manner, ensuring long term viability. This group has a combined 70 years' experience in ski area operations and management, plus wide experience in project delivery and finance.

s9(2)(a) has held employee, management and governance roles in a number of snow and tourism related businesses operating in NZ and overseas. This experience has included businesses operating on the DOC estate under a DOC licence.

s9(2)(b)(ii)

s9(2)(a)

WHL has engaged s9(2)(a) as CE along with a senior management team including s9(2)(a). This management team is experienced, competent and familiar with all issues associated with operating a business within Tongariro National Park, under a DOC licence.

*Financial viability*

s9(2)(b)(ii)

Attached for your information is forecast Balance Sheet and Profit & Loss Statement for the next 18 months. This reflects the financial forecasts which have been provided to Kanoa.

Note: this attachment is withheld in full under section 9(2)(b)(ii) of the OIA

*Annual Financial Statements*

s9(2)(b)(ii)

An audited set of annual financial accounts will be provided to the Department as required in the Licence.

*Conditions of the Licence*

The directors and management of WHL are all familiar with the suite of documents (Licence, TNP Management Plan, Conservation Management Strategy etc) and statutory requirements (Conservation Act, Resource Management Act etc) which apply to and are part of the fabric associated with a concession operation on the maunga.

We have a strong commitment to taking on all conditions of the licence, particularly those clauses associated with the Te Pae Maunga agreement.

Please contact s9(2)(a) direct if you have further questions.

s9(2)(a)

s9(2)(a)

s9(2)(a)

Director

Director

Director