



15 November 2021

John Luke

fyi-request-17215-5c24f665@requests.fyi.org.nz

Ref: DOIA 2122-0909

Dear John Luke,

Thank you for your email of 17 October 2021 requesting under the Official Information Act 1982 (the Act), the following information:

"I am referred to this document.

<https://aus01.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.productivity.govt.nz%2Fassets%2FSubmission-Documents%2Fimmigration-settings%2FSub-037-BNZ.pdf&data=04%7C01%7CMinisterialServices%40mbie.govt.nz%7C6b5ce4e2ab64471fcc1608d990a02e11%7C78b2bd11e42b47eab0112e04c3a15ec1%7C0%7C0%7C637699840540515591%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzliLjIjLj0%7C%7C%7C&reserved=0>

"BNZ has a Memorandum of Understanding (MoU) in place with Immigration New Zealand (INZ), established in August 2017 with the purpose to grow the investor visa programme for the benefit of New Zealand"

1. *May I request the full copy of this MoU.*
2. *Also, can Immigration NZ please advise if they have signed any other MoU in similar ways with any other entities? If so, please provide the name of each entity.*
3. *What's immigration NZ's selection requirements for signing such MoU and how BNZ meets the requirements."*

Our Response

Question 1

Please find attached a copy of the MOU/agreement.

Question 2

There are agreements with Bank of China and ANZ. Please note that Immigration New Zealand (INZ) has previously provided you with the Bank of China agreement on 20 March 2020.

Question 3

The selection process has the following requirements of the potential partner. Considerations are:

- INZ will consider if the partner in question is of sufficient standing.
- To help form an opinion/decision about this INZ considers a number of factors, for example:
 - Does the potential partner have a community of interest with INZ and other NZ Inc. agencies?
 - Does the partner have an exemplary regulatory compliance record?
- Would the entry into a partnership with INZ be seen from a public perspective to harm the reputation and integrity of New Zealand's immigration system?

Following this INZ then considers if it is satisfied that entry into the proposed partnership arrangement will be of genuine benefit, and be of manageable risk. Factors taken into account when considering this are:

- Are there shared benefits (for New Zealand, INZ and the partner)?
- Is the risk and accountability shared (the partner has 'skin in the game')?
- Whether similar or the same outcomes cannot be achieved without the partnership arrangement?
- That INZ has the ability to exit from the partnership without suffering reputational or other forms of loss.

In this instance, INZ was satisfied that BNZ met the requirements before entering and signing the arrangement.

If you wish to discuss any aspect of your request or this response, please contact INZOIAs@mbie.govt.nz.

Yours sincerely,



Steve McGill
General Manager Strategy, Engagement and Education
Immigration New Zealand
Ministry of Business, Innovation & Employment