



14 December 2022

Dear

**Re: Official Information Act Request – Lobbyist Groups**

Thank you for your Official Information Act request of 17 November 2022. The full text of your request is attached as an Appendix to this letter.

The table below shows EECA’s response to your request:

Question	Information in scope/comment
<i>All communications, including emails and correspondence, exchanged with representatives of these lobbying firms</i>	<p>Two items are within scope of this request:</p> <ul style="list-style-type: none"> <li>• 19 February 2022: Email correspondence with Capital Government Relations - Graymont</li> <li>• 10 August 2022: Email correspondence with Capital Government Relations - Neste</li> </ul> <p><i>Please refer to the attached documents</i></p>
<i>The amount of money paid to each firm in each year</i>	<p>EECA has not made any payments to any of the listed lobbyist groups in the years 2020, 2021 and 2022. Therefore, EECA is partially refusing your request under section 18(e) of the OIA – as the information does not exist.</p>
<i>The number of meetings, listed by date, between a member of your organisation and any representative of the lobbying firms listed</i>	<p>One item is within scope of this request:</p> <ul style="list-style-type: none"> <li>• Thursday 20 February 2020 – Meeting with Neste – Neale Jones from Capital Government relations was in attendance.</li> </ul>

*Documents that the listed lobbying firms have provided to your organisation.*

*Please refer to the attached documents*

You have the right to seek an investigation and review by the Ombudsman of this decision. Information about how to make a complaint is available at [www.ombudsman.parliament.nz](http://www.ombudsman.parliament.nz) or freephone 0800 802 602.

Please note that it is our policy to proactively release our responses to official information requests where possible. Our response to your request will be published shortly at <https://www.eeca.govt.nz/about/news-and-corporate/official-information/> with your personal information removed.

Yours sincerely



Andrew Caseley  
**EECA Chief Executive**

## **Appendix one: Full request**

*This Official Information Act request seeks to gauge the extent of EECA's engagement with lobbyists and applies to the following firms:*

- *Capital Government Relations*
- *Thompson Lewis*
- *Shearson Willis*
- *Draper Cormack*
- *Saunders Unsworth*
- *Cosgrove & Partners Ltd*
- *Barton Deakin*
- *Hawker Britton*
- *Anacta Consulting*

*For each of the full calendar years 2020, 2021 and 2022 (until the date of this email) please provide the following information:*

- *All communications, including emails and correspondence, exchanged with representatives of these lobbying firms*
- *The amount of money paid to each firm in each year*
- *The number of meetings, listed by date, between a member of your organisation and any representative of the lobbying firms listed*

*I also request the following documents that the listed lobbying firms have provided to your organisation for the 2020, 2021 and 2022 years:*

- *All reports, submissions, talking points, advice, memos, briefings, media training materials, preparation material for select committees, crisis management advice, strategic business advice and analysis, advice on regulatory and legislative decisions and political intelligence including information, biographies and profiles of Ministers, MPs and members of the public service.*

Out of scope

**From:** Neale Jones <neale@capitalnz.com>  
**Date:** 15 August 2022 at 1:53:22 PM NZST  
**Subject:** Re: Meeting request: Graymont

Thank you – I am now unable to join but will tell the team.

---

**From:** Pramesh Maharaj <Pramesh.Maharaj@eeca.govt.nz>  
**Date:** Monday, 15 August 2022 at 1:49 PM  
**To:** Neale Jones <neale@capitalnz.com>  
**Cc:** Nicki Sutherland <Nicki.Sutherland@eeca.govt.nz>  
**Subject:** FW: Meeting request: Graymont

Hi Neale,  
I understand Kanchana has sent you the meeting invite,  
Please go the wellington office . 44 The Terrace, level 8 and ask for Nicki Sutherland,

I am based in Auckland an will join in by Teams at 4pm today.

Ngā mihi,

*Pramesh Maharaj*  
*EECA*

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9(2)(a) of the Official Information Act  
1982.

---

**From:** Kanchana Marasinghe <Kanchana.Marasinghe@eeca.govt.nz>  
**Sent:** Monday, 15 August 2022 12:50 pm  
**To:** Neale Jones <neale@capitalnz.com>  
**Cc:** Pramesh Maharaj <Pramesh.Maharaj@eeca.govt.nz>  
**Subject:** RE: Meeting request: Graymont

Hi Neal,

Yes – Nicki and Pramesh are good for 4.00 p.m today – I will send you the appointment now.

Best Regards,

**Kanchana Marasinghe** B.Sc. (Eng) Hons, MCM(AUT),CMVP,CEM  
Energy Transition Programme Manager



Level 8 · 44 The Terrace · Wellington 6011 · PO Box 388 · Wellington 6140  
P +64 4 470 2200 · DDI +64 4 470 2205 · Mobile: [REDACTED]

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**From:** Neale Jones <[neale@capitalnz.com](mailto:neale@capitalnz.com)>  
**Sent:** Monday, 15 August 2022 12:09 pm  
**To:** Kanchana Marasinghe <[Kanchana.Marasinghe@eeca.govt.nz](mailto:Kanchana.Marasinghe@eeca.govt.nz)>  
**Cc:** Pramesh Maharaj <[Pramesh.Maharaj@eeca.govt.nz](mailto:Pramesh.Maharaj@eeca.govt.nz)>  
**Subject:** Re: Meeting request: Graymont

Hi Kanchana, just checking in if we're still on today as I haven't received a calendar invite. Let me know if any issues.

Neale.

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**From:** Kanchana Marasinghe <[Kanchana.Marasinghe@eeca.govt.nz](mailto:Kanchana.Marasinghe@eeca.govt.nz)>  
**Sent:** Friday, August 12, 2022 5:11:11 PM  
**To:** Neale Jones <[neale@capitalnz.com](mailto:neale@capitalnz.com)>  
**Cc:** Pramesh Maharaj <[Pramesh.Maharaj@eeca.govt.nz](mailto:Pramesh.Maharaj@eeca.govt.nz)>  
**Subject:** RE: Meeting request: Graymont

Hi Neal,

We will send you the invite soon.

Best Regards,

**Kanchana Marasinghe** B.Sc. (Eng) Hons, MCM(AUT),CMVP,CEM  
Energy Transition Programme Manager



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**From:** Neale Jones <[neale@capitalnz.com](mailto:neale@capitalnz.com)>  
**Sent:** Friday, 12 August 2022 5:08 pm  
**To:** Kanchana Marasinghe <[Kanchana.Marasinghe@eeca.govt.nz](mailto:Kanchana.Marasinghe@eeca.govt.nz)>  
**Cc:** Pramesh Maharaj <[Pramesh.Maharaj@eeca.govt.nz](mailto:Pramesh.Maharaj@eeca.govt.nz)>  
**Subject:** Re: Meeting request: Graymont

Thank you, yes could we pls lock that in?

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**From:** Kanchana Marasinghe <[Kanchana.Marasinghe@eeca.govt.nz](mailto:Kanchana.Marasinghe@eeca.govt.nz)>  
**Sent:** Friday, August 12, 2022 5:02:19 PM  
**To:** Neale Jones <[neale@capitalnz.com](mailto:neale@capitalnz.com)>  
**Cc:** Pramesh Maharaj <[Pramesh.Maharaj@eeca.govt.nz](mailto:Pramesh.Maharaj@eeca.govt.nz)>  
**Subject:** RE: Meeting request: Graymont

Hi Neal,

Nicki is available Monday after 4.00 p.m.

Hope that time would work for everyone?

Best Regards,

**Kanchana Marasinghe** B.Sc. (Eng) Hons, MCM(AUT), CMVP, CEM  
Energy Transition Programme Manager



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

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**From:** Neale Jones <[neale@capitalnz.com](mailto:neale@capitalnz.com)>  
**Sent:** Friday, 12 August 2022 4:40 pm  
**To:** Kanchana Marasinghe <[Kanchana.Marasinghe@eeca.govt.nz](mailto:Kanchana.Marasinghe@eeca.govt.nz)>  
**Cc:** Pramesh Maharaj <[Pramesh.Maharaj@eeca.govt.nz](mailto:Pramesh.Maharaj@eeca.govt.nz)>  
**Subject:** Re: Meeting request: Graymont

Hi Kanchana,

A meeting in Wellington as discussed would be excellent thanks.

Options for Graymont are:

Monday August 15 after 3pm  
Or Tuesday August 16 before 10am

Regards,  
Neale.

---

**From:** Kanchana Marasinghe <[Kanchana.Marasinghe@eeca.govt.nz](mailto:Kanchana.Marasinghe@eeca.govt.nz)>  
**Date:** Thursday, 11 August 2022 at 10:48 AM  
**To:** Neale Jones <[neale@capitalnz.com](mailto:neale@capitalnz.com)>  
**Cc:** Pramesh Maharaj <[Pramesh.Maharaj@eeca.govt.nz](mailto:Pramesh.Maharaj@eeca.govt.nz)>  
**Subject:** RE: Meeting request: Graymont

Hi Neal,

Would you be able to confirm which city Anika McManus, Graymont's Director of Corporate Affairs will be coming to? Will it be Wellington or Auckland?

Nicki Sutherland - Group Manager – Investment & Engagement would be keen to join the meeting if it is going to be in Wellington.

Best Regards,

**Kanchana Marasinghe** B.Sc. (Eng) Hons, MCM(AUT), CMVP, CEM  
Energy Transition Programme Manager



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**From:** Neale Jones <[neale@capitalnz.com](mailto:neale@capitalnz.com)>  
**Sent:** Wednesday, 10 August 2022 4:26 pm  
**To:** Kanchana Marasinghe <[Kanchana.Marasinghe@eeca.govt.nz](mailto:Kanchana.Marasinghe@eeca.govt.nz)>  
**Cc:** Pramesh Maharaj <[Pramesh.Maharaj@eeca.govt.nz](mailto:Pramesh.Maharaj@eeca.govt.nz)>  
**Subject:** Re: Meeting request: Graymont

Hi Kanchana, thank you that would be really useful. Anika McManus, Graymont's Director of Corporate Affairs, Environment & Sustainability for APAC will be over from Sydney and would be keen to meet Pramesh.

Neale.

---

**From:** Kanchana Marasinghe <[Kanchana.Marasinghe@eeca.govt.nz](mailto:Kanchana.Marasinghe@eeca.govt.nz)>  
**Date:** Wednesday, 10 August 2022 at 12:54 PM  
**To:** Neale Jones <[neale@capitalnz.com](mailto:neale@capitalnz.com)>  
**Cc:** Pramesh Maharaj <[Pramesh.Maharaj@eeca.govt.nz](mailto:Pramesh.Maharaj@eeca.govt.nz)>  
**Subject:** RE: Meeting request: Graymont

Hi Neal,

Thanks for your email – happy to setup a meeting if required.

However, we have a dedicated Senior Account Manager for Graymont and he would be best placed to support them. I have cc'd Pramesh for this email.

If you are happy, Pramesh will be able to setup a meeting with Graymont and you.

Kindly let me know.

Best Regards,

**Kanchana Marasinghe** B.Sc. (Eng) Hons, MCM(AUT), CMVP, CEM  
Energy Transition Programme Manager



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**From:** Neale Jones <[neale@capitalnz.com](mailto:neale@capitalnz.com)>  
**Sent:** Wednesday, 10 August 2022 12:24 pm  
**To:** Kanchana Marasinghe <[Kanchana.Marasinghe@eeca.govt.nz](mailto:Kanchana.Marasinghe@eeca.govt.nz)>  
**Subject:** Meeting request: Graymont

Hi Kanchana,

I'm just following up on a request that I suspect may have gone to the wrong place for my client [Graymont](#).

Graymont is New Zealand's primary producer of lime, which is an emissions-intensive, trade-exposed (EITE) industry.

Graymont is interested in options to decarbonise and would like to meet with a relevant official from EECA to discuss what is available and what processes or funds (eg the GIDI fund) they could apply to.

Would it be possible to set something up for Monday or Tuesday next week, with a preference for Monday afternoon?

Best regards,  
Neale.

**Neale Jones**

Director

Capital

[REDACTED]  
[capitalnz.com](http://capitalnz.com)

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Level 4, Civic Assurance House  
116 Lambton Quay  
Wellington, New Zealand

**Capital**  
Government Relations  
Communications



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**From:** Neale Jones <neale@capitalnz.com>  
**Sent:** Wednesday, 19 February 2020 5:02 pm  
**To:** Jesse Corlett  
**Cc:** Clint Smith  
**Subject:** Re: Request for meeting with Neste  
**Attachments:** Neste\_Bios.pdf

Note: refer to Item 2.1

Thanks, see you tomorrow.

Biographies attached.

My bio is at <https://www.capitalnz.com/team/>

Regards,  
Neale.

**Neale Jones**  
Director  
Capital GR

[capitalnz.com](https://www.capitalnz.com)

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Level 3, Civic Assurance House  
41 The Terrace / 116 Lambton Quay  
Wellington, New Zealand

**Capital** | GOVERNMENT  
RELATIONS

On 19/02/2020, at 4:31 PM, Jesse Corlett <[Jesse.Corlett@eeca.govt.nz](mailto:Jesse.Corlett@eeca.govt.nz)> wrote:

Apologies both – yes we are confirmed. The meeting will be at:

9.00am – 9.45am  
Manawanui Room  
Level 8  
44 The Terrace

I'll try to make the meeting myself, but in any case, we have several staff from a number of areas of activity that will attend.

Jesse

**Jesse Corlett**  
Manager, Government Engagement

Level 8 · 44 The Terrace · Wellington 6011 · PO Box 388  
DDI: +64 4 470 2213 · Mobile: [REDACTED]

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**From:** [clint@capitalnz.com](mailto:clint@capitalnz.com) <[clint@capitalnz.com](mailto:clint@capitalnz.com)>  
**Sent:** Wednesday, 19 February 2020 4:29 PM  
**To:** Jesse Corlett <[Jesse.Corlett@eeca.govt.nz](mailto:Jesse.Corlett@eeca.govt.nz)>  
**Cc:** [neale@capitalnz.com](mailto:neale@capitalnz.com)  
**Subject:** RE: Request for meeting with Neste

Hi Jesse,

Thanks for this. Are we able to confirm the meeting?

Regards,

Clint

---

**From:** Jesse Corlett <[Jesse.Corlett@eeca.govt.nz](mailto:Jesse.Corlett@eeca.govt.nz)>  
**Sent:** Wednesday, 19 February 2020 2:04 PM  
**To:** [clint@capitalnz.com](mailto:clint@capitalnz.com)  
**Cc:** [neale@capitalnz.com](mailto:neale@capitalnz.com)  
**Subject:** RE: Request for meeting with Neste

Thanks Clint, acknowledged. I have pencilled a 9.00-9.30 at our office at 44 The Terrace. I'll confirm by 4.00pm once I have an idea of staff availability.

**Jesse Corlett**  
Manager, Government Engagement

Level 8 · 44 The Terrace · Wellington 6011 · PO Box 388  
DDI: +64 4 470 2213 · Mobile: [REDACTED]

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**From:** [clint@capitalnz.com](mailto:clint@capitalnz.com) <[clint@capitalnz.com](mailto:clint@capitalnz.com)>  
**Sent:** Wednesday, 19 February 2020 1:31 PM  
**To:** Jesse Corlett <[Jesse.Corlett@eeca.govt.nz](mailto:Jesse.Corlett@eeca.govt.nz)>  
**Cc:** [neale@capitalnz.com](mailto:neale@capitalnz.com)  
**Subject:** Request for meeting with Neste

Hi Jesse,

Just as per our phone call just now – representatives of Neste, the Finnish-based renewable diesel producers, are in New Zealand at the moment meeting with Ministers and others with the hope of supplying their product to the NZ market.

Minister Woods yesterday said they should meet with EECA if they can. We're hoping if it might be possible for EECA to meet with them tomorrow morning. They have a meeting at Parliament 10am and are flying to Auckland after that, so we were thinking around 9am if that works for EECA.

Note: refer to Item 2.2

I've attached a slide presentation on Neste. Their product, made from fats and other waste products, is a complete drop-in substitute for petroleum-based diesel and reduces net emissions by up to 90%. They don't supply into the NZ market yet but have supplied some of their renewable diesel to Ports of Auckland for trials and are planning to meet with KiwiRail on this visit.

I appreciate this is short notice, but if we could make this meeting happen we would greatly appreciate it.

Regards,

**Clint Smith**  
Research Director  
Capital GR



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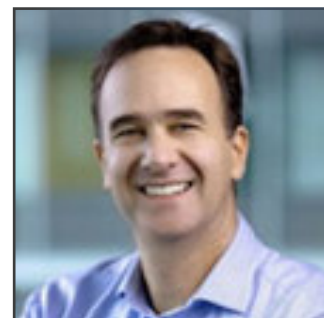
## Neste - biographies

Neste is a true sustainability leader, having undergone a remarkable transition from a Finnish oil company to a global sustainable solution provider for transport, business and consumer needs. The company is the world’s largest producer of renewable diesel (HVO) refined from waste and residues, and drives the creation of a market for renewable solutions in the aviation and plastics industries.

In 2019, Neste placed 3rd on the Global 100 list of the most sustainable companies in the world. Today, Neste reduces the transport-related greenhouse gas emissions of many municipalities, counties, bus operators, truck operators, corporations and private motorists by up to 90% through a simple switch overnight. By 2030, Neste targets to reduce greenhouse gas emissions with its renewable and circular solutions by at least 20 million tons, up from 7.9 million tons today.

### Peter Zonneveld, Vice President Renewable Road Transport, Europe & APAC

Peter is a strong enthusiast of Neste’s vision to create a healthier planet for our children and promotes immediate action on climate change through renewable fuels as one of the solutions available to decarbonize transport. Peter joined Neste at their Geneva, Switzerland office in 2016 after having spent more than 20 years with BP in a variety of international commercial leadership roles.



### Philip Moore, Head of Sales Renewable Road Transport, APAC

Phil joined Neste in 2016 and works for Neste in our Singapore office. Prior to joining Neste he worked in the Aviation Fuels sector and retains a keen interest in Neste Renewable Jet Fuel as well as our Renewable Road Fuels. Originally from New Zealand, Phil was born in Takapuna and continues to call NZ home.

### Johannes Lehken, Head of Public Affairs, Europe & APAC

Johannes has been with Neste for 6 years. Before leading the company’s government relations in the region, he functioned as Head of Commercial Development, where he coordinated the introduction of the company’s branded renewable fuel solution “Neste MY renewable diesel” to markets that took bold action to decarbonize transport like California, Sweden or the Netherlands. A German national, Johannes has a career background in the European Parliament, the UK Electoral Commission as well as in government relations consulting for multinational corporations in Berlin, London, Brussels and Geneva, where he is also based today.



# Decarbonisation of New Zealand Transport and the Role of Renewable Diesel

February 2020





NESTE

# Our purpose is to create a healthier planet for our children

We are the world's  
**No1 renewable  
diesel provider** with  
a capacity of **3  
million tons**

Our **4,400** dedicated  
**professionals**  
support customers in  
more than **20**  
**countries**  
worldwide

In 2019, our  
renewable products  
helped our customers  
reduce greenhouse  
gas emissions by **9.6  
million tons**, equal  
to removing **3  
million passenger  
cars** from the roads

We believe that we need to act **NOW** on  
climate change  
...and that all solutions are needed

# A Selection of Our Customers and Partners

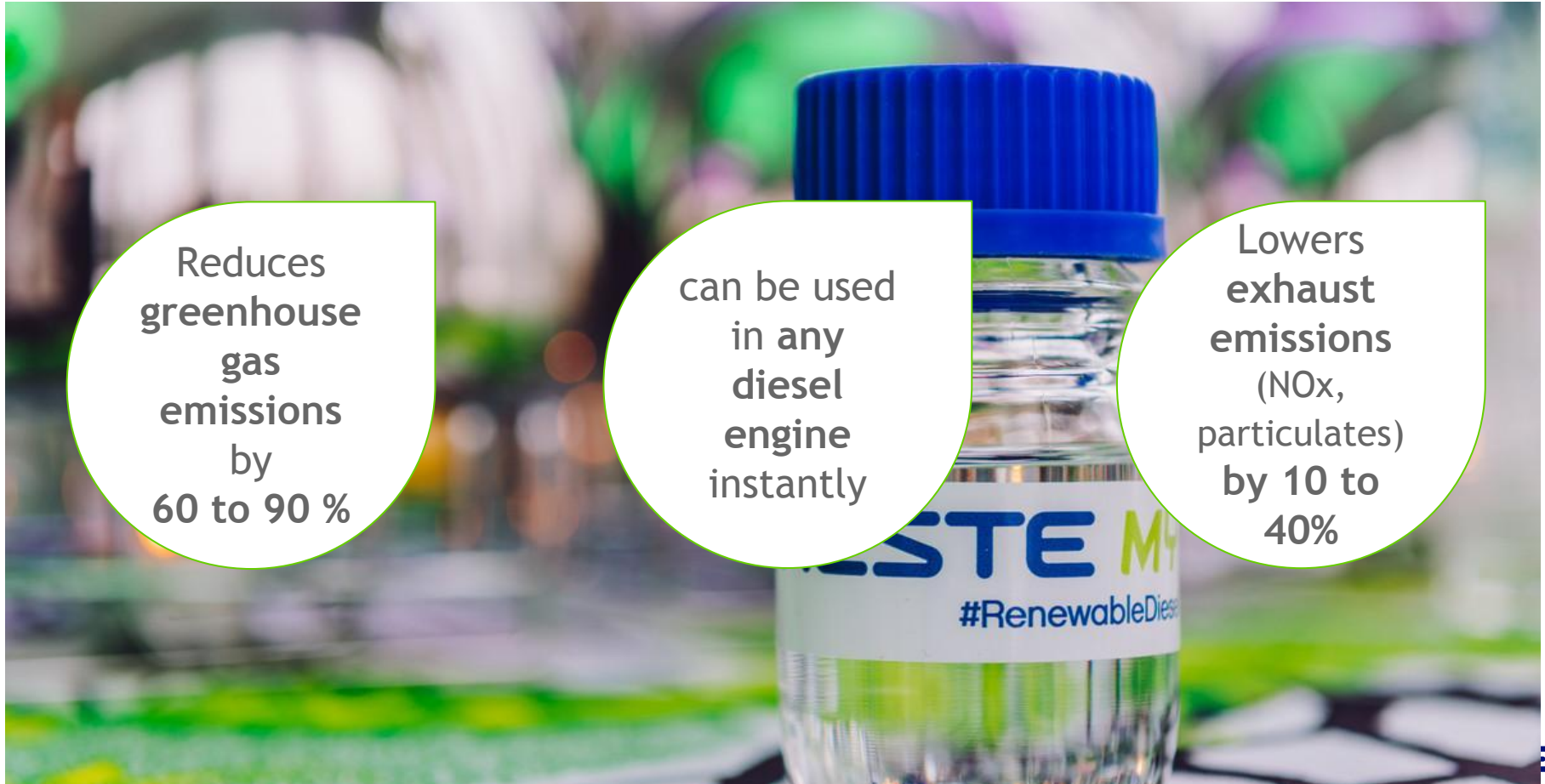


# Our solution: Neste Renewable Diesel

Reduces  
greenhouse  
gas  
emissions  
by  
60 to 90 %

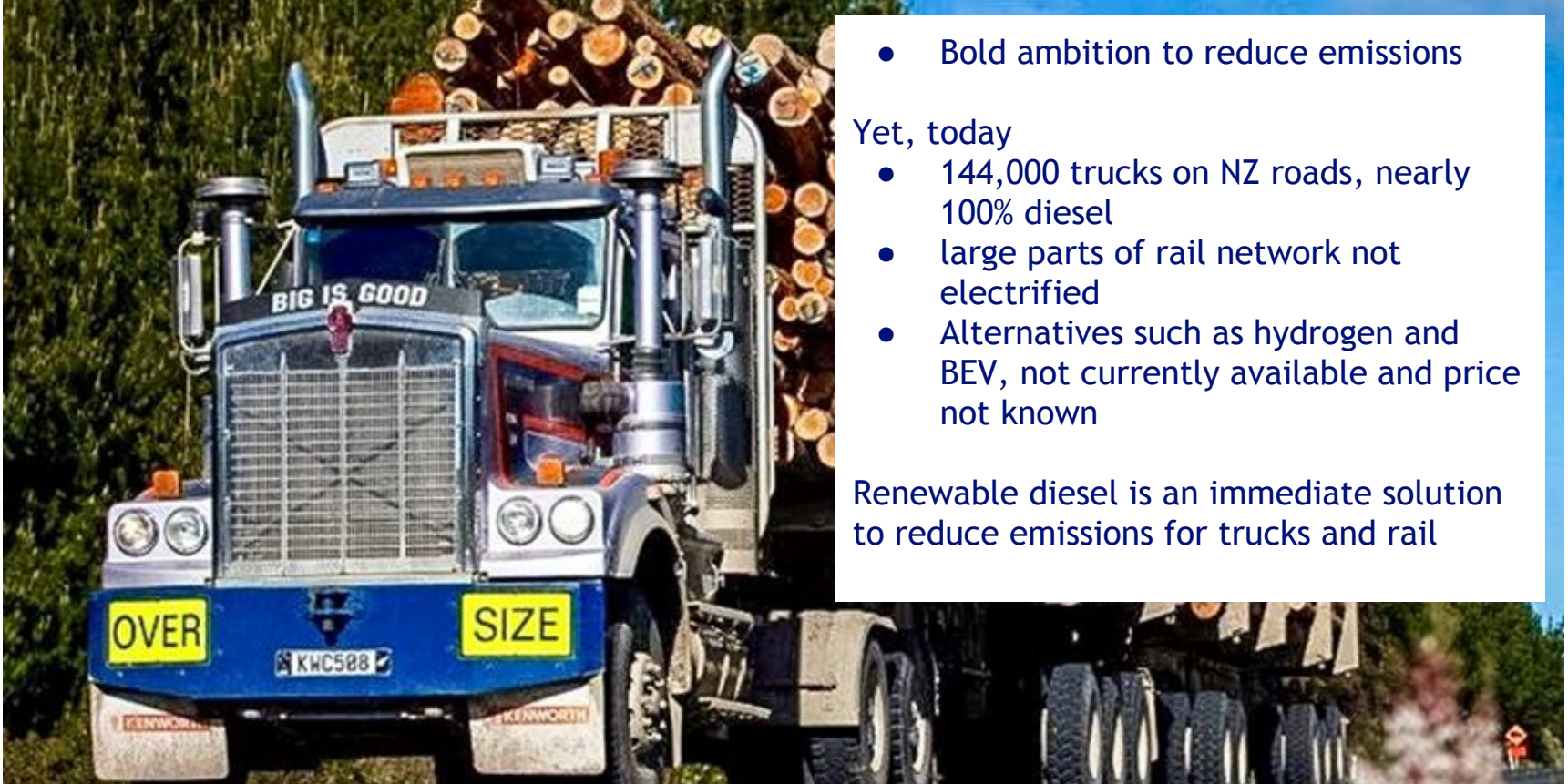
can be used  
in any  
diesel  
engine  
instantly

Lowers  
exhaust  
emissions  
(NOx,  
particulates)  
by 10 to  
40%





# New Zealand Heavy Goods Transport today



- Bold ambition to reduce emissions

Yet, today

- 144,000 trucks on NZ roads, nearly 100% diesel
- large parts of rail network not electrified
- Alternatives such as hydrogen and BEV, not currently available and price not known

Renewable diesel is an immediate solution to reduce emissions for trucks and rail

# Renewable Diesel policies in comparable countries



**Biofuel or renewable mandates**



**Hybrid system of mandate and tax break**



**Renewable or GHG based public procurement principles in addition to a mandate**



**GHG reduction obligation with a credit/deficit trading mechanism for regulated parties**



**in addition to a nationwide tax credit for fuel suppliers blending renewable fuels**



# Thank you!

**Peter Zonneveld**  
Vice President Sales, Renewable Road Transport, Europe & APAC  
[peter.zonneveld@neste.com](mailto:peter.zonneveld@neste.com)

**Philip Moore, Philip Moore**  
Head of Sales, Renewable Road Transport, APAC  
[philip.moore@neste.com](mailto:philip.moore@neste.com)

**Johannes Lehken**  
Head of Public Affairs, Europe & APAC  
[johannes.lehken@neste.com](mailto:johannes.lehken@neste.com)

**NESTE**