

Te Ōhanga Māori

The Māori Economy

We want *Trade for All* to support the success of Māori on the global stage. Find out more about the Māori economy and existing initiatives which support this. Take a look and have your say...

What is the Māori economy?

Māori have a long history in international trade. Today, the Māori economy includes a range of authorities, businesses, and employers who self-identify as Māori. Māori own a significant proportion of assets in the primary sectors: 50% of the fishing quota, 40% of forestry, 30% in lamb production, 30% in sheep and beef production, 10% in dairy production and 10% in kiwifruit production. Products from these sectors typically face the highest tariffs in our export markets.

The Māori economy is also diversifying, with new investment areas including geothermal, digital, services, education, tourism and housing. Chapman Tripp's 2017 "[Te Ao Māori - Trends and Insights](#)" estimated the value of the Māori asset base at over \$50 billion. The increase of wealth in the Asia-Pacific is creating further opportunities for the Māori economy. Culture, family, and whakapapa are important in these regions, making Māori particularly well placed to connect.

How can trade agreements support and benefit the Māori economy?

Reduction of tariffs: Māori exporters benefit from free trade agreements (FTAs) that remove high tariffs from primary sectors exports. For example, exports of frozen fish roe to Korea have increased from \$3 million in 2015 to \$8 million in 2017 following reductions to the 10% tariff through a FTA with Korea. Exporters will soon benefit from tariff reductions agreed in the Comprehensive and Progressive Trans-Pacific Partnership (CPTPP). The [benefits for Māori from the CPTPP](#) are detailed at www.mfat.govt.nz.

Intellectual property: Trade agreements can include provisions aimed at protecting and improving the treatment of traditional knowledge and cultural expressions such as in the CPTPP.

Increased connectivity to the growing Asia-Pacific region: New Zealand's participation in export markets (particularly to Asia) is projected to grow significantly in the short-to-medium term. With regard to the Pacific, the potential [benefits for Māori from the PACER Plus](#) agreement could include further unlocking of indigenous innovation and enterprise. Further details are available at www.mfat.govt.nz.

Creating a framework for cooperation on indigenous issues: New Zealand has seen positive results from the framework for indigenous cooperation in our trade and economic agreement with [Chinese Taipei](#). We will seek future chapters on indigenous cooperation as part of our ongoing FTA negotiations. Further details are available at www.mfat.govt.nz.

Protections for Māori interests within trade agreements: FTAs contain a Treaty of Waitangi exception clause which, combined with other provisions, protects the government's ability to adopt policies that fulfil its obligations to Māori, including under the Treaty of Waitangi, without being obliged to offer equivalent treatment to our trading partners. For further information on [how we protect our right to regulate](#), see www.mfat.govt.nz.

What domestic policies and initiatives support the growth of the Māori economy?

[He kai kei aku ringa](#) is the Crown-Māori economic growth partnership, co-led by the Ministry of Business, Innovation and Employment (MBIE) and Te Puni Kokiri. The partnership aims to grow Māori small and medium-sized enterprises, maximise the value of iwi and collectives, support Māori youth to reach their economic aspirations, and develop our regions. For further information see www.mbie.govt.nz.

In addition, a wide range of Government and business-to-business support tools are available to Māori businesses. These include (but are not limited to) support from [MBIE](#), [NZ Trade and Enterprise](#), [Te Puni Kokiri](#), [Callaghan Innovation](#), Poutama Trust, Te Tumu Paeroa, and Whenua Māori Fund.

Benefits from the Māori economy are viewed holistically, with financial capital being only one part of overall well-being. To support this approach, Treasury is developing its [Living Standards Framework](#), which is intended to include a Māori perspective, and Statistics NZ has launched [Te Kupenga 2018](#), a survey that aims to give a better picture of the social, cultural, and economic well-being of Māori.

What opportunities are there to highlight the Māori economy to other countries?

Sharing Māori values and interests with other countries: Tikanga Māori around relationship building and cultural identity can resonate with other cultures and lead to business opportunities. Successful Māori-led trade delegations have encouraged such opportunities to the benefit of Māori and New Zealand more broadly.

Promoting investment in the Māori economy: Many existing partnerships and investments in the Māori economy are outlined in the 2017 [Asian investment in New Zealand](#) report by the Asia New Zealand Foundation. Tools such as the [Māori Economy Investor Guide](#) help investors to understand Māori values (for further information see www.nzte.govt.nz).

Hosting events that highlight indigenous cultures: Events such as the World Indigenous Tourism Summit (held in Waitangi in April 2018) and the [World Indigenous Business Forum](#) (to be held in Rotorua in October 2018) are a platform to showcase Māori business, engage indigenous people in global economic discussions, and leverage indigenous trade links.

Have your say at www.haveyoursay.mfat.govt.nz or send a submission to tradeforall@mfat.govt.nz

- What areas of opportunity do you see for Māori businesses?
- Are there specific initiatives relating to the Māori economy you would like to see reflected in New Zealand's trade policy?
- What do you think are areas of focus for connections between Māori and other indigenous groups?