



Kohitātea (January) 2022

Te Pūrākau o TAHITO

He weuweu takitini, he pū takitahi

One seed, many outgrowths. All great things start from something small.

Iho taketaketia tō kaupapa

Know what you're doing before you do anything.

Te Tirohānga whānui me te kura o TAHITO

Overview of the TAHITO worldview and philosophy

TAHITO is ethical and sustainable investing. We have developed a unique way of measuring companies using Māori ancestral knowledge.

Us Māori may boast about descending from a long line of warrior chiefs, but in reality we descend from a long line of star gazers. Our ancestral knowledge comes from many centuries of in-depth observation of nature and astronomy. This ancestral knowledge existed prior to our arrival to Aotearoa, from the period we refer to as Te Ao TAHITO'. It's the same knowledge set that enabled our ancestors to traverse and thrive across the vast Pacific Ocean.

TAHITO is about re-building the connection between people and the environment. It is an indigenous contribution towards a new global story of Diversity Equity and Sustainability.

TAHITO builds upon the momentum created by the global initiatives of the United Nations and the World Economic Forum. These international organisations have created the platform for indigenous values to be a solution to global challenges. As awareness in climate change and sustainability intensifies the world is increasingly looking toward indigenous cultures, values and sustainability practices for solutions (see IPBES and IPCC reports).

Te hononga o TAHITO ki te Ao TAHITO

The Link between TAHITO and Māori Ancestral Knowledge

The Māori worldview is relational and interconnected and its foundation is captured in Whakapapa or genealogy. Whakapapa maps connection, it is the intrinsic understanding of connection.

“Everything is interrelated, nothing exists of itself,
we call this 'collective self-intelligence'.

When you look through this lens, you will understand the
Māori world view.”



Māori culture is quite unique in that we are one of the few (if not the only) indigenous race that can trace a connection to everything in our environment. As part of this connection system we personified everything around us. At a basic level Whakapapa maps your human descent and the connections to your extended family. At the higher level, Māori Whakapapa transcends the physical;

- a) it is the creation narrative left by our ancestors,
- b) it maps our origins,
- c) it connects us to everything in the world we live in,
- d) it is our indigenous blueprint.

The knowledge contained in Whakapapa can be likened to block chain, in that each generation represents a block of data. The trick is having the algorithm to unlock that data.

Māori ethics put people and the environment first because both are fundamental to living and thriving. This thinking falls out of the ancestral Māori worldview which centres on connection and the interdependence of all things. The Māori worldview ultimately follows nature's models:

- Its ethics strive for balance and consensuality.
- Its behaviour is complementary and co-operational.
- Its target is reciprocity and harmony.

Our Hawaiikian Whakapapa has been bequeathed by our ancestors in three main forms;

1. **Te Ōrokohanga** - the simple creation story or origins' narrative explaining the context of this world and how it was created.
2. **Te Wānanga** - the formal male tohunga or expert teachings, also known as Te Whare Atua, that connects us to everything in the physical world and also describes emotional states.
3. **Te Rarohenga** - The female realm that connects us to our spiritual birthplace, the reconnection from the individual state to that of the collective.

The base Māori principle states that people, sky, land, ocean and all other aspects environment are one and that the physical, intellectual and spiritual worlds co-exist. Whakapapa genealogy enshrines this understanding. It brings all your connections to you as part of your family. It is from these genealogical lines and narrative that we identify our indigenous virtues, qualities and behaviours.

“Arguably it is the loss of connection that underpins the major issues we face across the world, from climate change to loneliness.

We believe that by re-connecting you can drive positive change in economics, finance and all societal behaviours.”



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Along with the deep understanding of connection, it is the virtues, qualities and behaviours contained with these male and female Whakapapa lineages that provide guidance to help us live meaningful and purposeful lives within this ever-changing world (Te Ao hurihuri).

From the wananga or Male Whakapapa, we find these ethics that are fairly common in Māori society and leadership frameworks today.

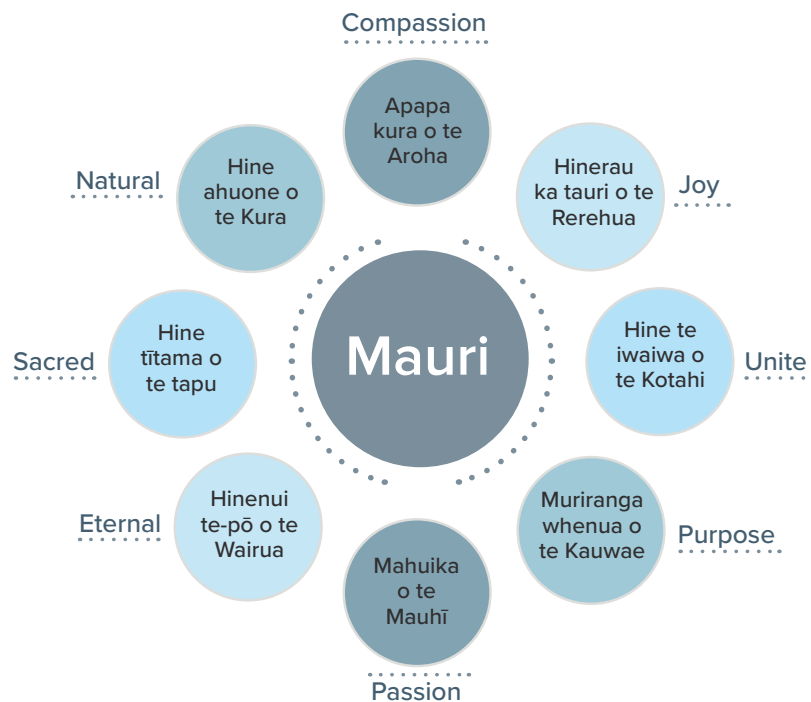
The Ethics:

Mana Authority Wairu Soul
 Mauri Life force Ora Health
 Tapu Sacred

The Behaviour of Aroha:

Kaitiaki Protect Rangatira Integrity
 Manaaki Care Whanaunga Relation
 Aroha Compassion

From our Female ‘Rarohenga’ Whakapapa we discover the qualities held by Ngā Ruahine. Hineahuone (the first female) and her daughter Hinetitama disappeared into the underworld called Rarohenga. They become one in Hinenuitepō. They are Hinengaro; the lost female. Hine-ngaro represents the deep mind (your subconscious mind). Through Hine-ngaro we get the transformation of instinct and intuition into intelligence. It is these Aroha connection behaviours from the Rarohenga whakapapa that when applied build Mauri. These are the factors that allow the retransformation from the individual to the collective.



We have provided only a light insight here into our ‘indigenous wisdom’. It is from within the depths of our indigenous knowledge set that we derive our TAHITO measures.

We want to leave a better world for our Tamariki (children) and Mokopuna (grandchildren) hence we are applying our ancestral Māori knowledge to benefit future generations.



Te Kōwhiringa Tapu o TAHITO

Te Kōwhiringa Tapu literally means careful selection. It is the process we have developed for te Hatepe Haumi o TAHITO (The TAHITO Investment Process).

At a very simple level we are measuring Aroha. Life force is fed by connection. Mauri is life force, Aroha is connection, therefore Aroha feeds Mauri. Thus, by increasing your Aroha (your level of connectivity), you increase your Mauri (or life force), and we are on track to making the world a better place.

For the purpose of application, we have derived nine initial value statements from our traditional knowledge:

Whanaungatanga -tō ao	<i>Relational</i> (Display connectivity and value relationships)
Whakapapa-tō mana	<i>Interdependent</i> (serious about ethics and values)
Whakarongo - tō hiwa	<i>Balanced</i> (Hold people and environment in high priority)
Whakatau - tō kaha	<i>Consensual</i> (open and transparent)
Honotahi - tō wairua	<i>Complementary</i> (equity, sharing wealth)
Utu-tō mauri	<i>Reciprocal</i> (Care for and give back to the local communities)
Mahitahi - tō tapu	<i>Co-operational</i> (Strong competent leaders with a high awareness)
Humarie - tō marama	<i>Harmony</i> (Willing to compromise, adapt and engage new ideas)
Kawa - tō ora	<i>Cyclical</i> (Long term intergenerational & sustainable growth potential)

In applying our indigenous ethical lens we are looking for these behaviour qualities in companies. To measure these behaviours, we have selected over 50 quantitative and qualitative measures. These measures are derived from our indigenous value set. The quantitative measures represent the integration of Environmental, Social and Governance (ESG) factors on a values basis.

We are now set to measure Whanaungatanga (relational behaviours) and Aroha (connectivity). While we have some negative exclusions up front, we mostly apply our measures through a positive screening process consistent with our holistic world view.

“E tātari ana mātou te panoni o ngā whanonga.
We are measuring behaviour change.”

To give more context to the TAHITO process, we are effectively measuring the transition of companies from the ‘substantive’, internally focused, very self-absorbed behaviours, to the ideal ‘Relational’, externally connected, collective behaviours. For example; under ‘Whanaungatanga tō ao’ we are looking at the company values, their vision, mission and purpose. Under ‘Whakarongo tō hiwa’ we screen for women directors and women senior executive managers. Under ‘Honotahi tō wairua’ we are measuring community engagement and support.



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What we have found is that most listed companies have moved off from the extreme individual position and are at various stages in their journey toward our ideal collective, relational business model. We identify those entities that moved the most before we start our financial and values analysis.

So how do we differ from the standard definition of ethical and sustainable investing? We apply what we consider to be The Best Ancestral Way or 'Kawa'

Manahua te tapu o Tahito-kī	:	best ancestral thought
Tahito-kōrero	:	best ancestral word
Tahito-wānanga	:	best ancestral action
Manahua te tapu o Tahito-ngāwari	:	best ancestral mastery
Tahito-hou	:	best ancestral future
Tahito-mārangaranga	:	best ancestral awakening
Manahua te tapu o Tahito	:	best ancestral spirit

The TAHITO process is founded upon indigenous values.

The process integrates ESG factors on a values basis and applies a positive screening and measurement system.



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Ko Wai a TAHITO Ltd | About TAHITO Ltd

TAHITO provides ethical and sustainable investment solutions. We apply ancestral Māori knowledge to benefit future generations. TAHITO is a unique way of measuring companies using Māori ancestral knowledge combined with sophisticated ESG data capture technology and strong financial analysis.

TAHITO Ltd is the pōtiki (youngest member) of the Investment Services Group (ISG) whānau (<https://investgroup.co.nz/>). ISG manages over \$5 billion in client funds.



In October 2019 TAHITO launched its first product, the TAHITO Te Tai o Rēhua Fund. In June 2021 Te Tai o Rēhua Fund was made available to retail investors.

The Fund is an indigenous ethical fund for investors who want to know that their funds are invested sensibly and sustainably across Australian and New Zealand listed companies.

The Fund is suitable for to investors who:

1. Want their investment funds aligned to a high level of values and principles.
2. Would like to see their capital applied ethically in investments with positive social and environmental purposes.

The Fund Overview (Te Tiro Whanui) provides a description of the fund (Te Whakaaturanga Tahua), the investment philosophy (Te Kura Whakangao) and portfolio analytical data.

Naku noa

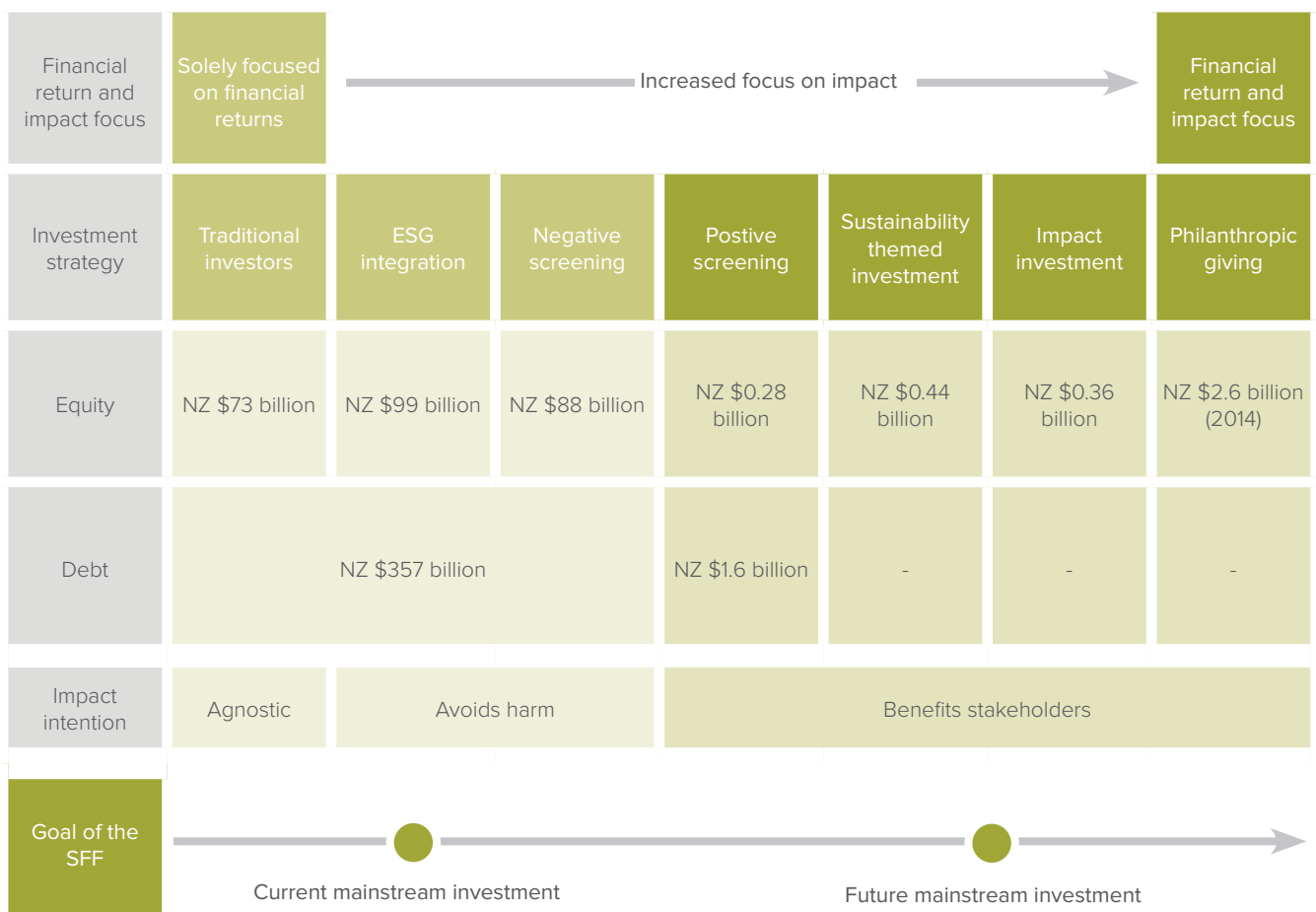
Temuera Hall
PORTFOLIO MANAGER



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Sustainable Investment Spectrum



The TAHITO Te Tai o Rēhua Fund is positioned in the ‘Benefits stakeholders’ section of the above graph. TAHITO is ethical and sustainable investing, we apply positive screens and integrate ESG on a values basis.

We look forward to sharing in conversation around sustainability and the revitalisation of our environment, communities and the economy. We would welcome the opportunity to present TAHITO to you and to share our thinking on why investing in TAHITO is a good investment decision for you.