



Selwyn Hayes

Commercial Insights to the Treaty Settlement Process

The Treaty of Waitangi settlement process is an enormous, time and resource sapping, undertaking for most if not all claimant groups. However, with the many challenges, comes opportunity, particularly with the commercial and financial redress components of each settlement. Unfortunately, the ability for claimants to maximise the commercial potential of these settlements is often inhibited by many factors – including the settlement process itself.

Selwyn will share his insights as a commercial practitioner working in the Treaty settlements area. He will discuss common commercial issues faced by claimant groups undertaking direct Treaty settlement negotiations with the Crown, and will highlight various approaches his firm is taking with claimant groups to address specific issues and capitalise on commercial opportunities within each settlement.

Selwyn is of Ngāi Tai, Te Whakatōhea, Te Atihaunui-a-Pāpārangi, and Ngāti Apa descent and is the Māori Sector Services Leader at Ernst & Young. He has a wealth of experience working with Māori organisations and specialises in providing tax structuring advice to Treaty of Waitangi claimants having worked with over half of the 20 iwi that have settled with the Crown in the past seven years (and many others that are in the negotiations process).