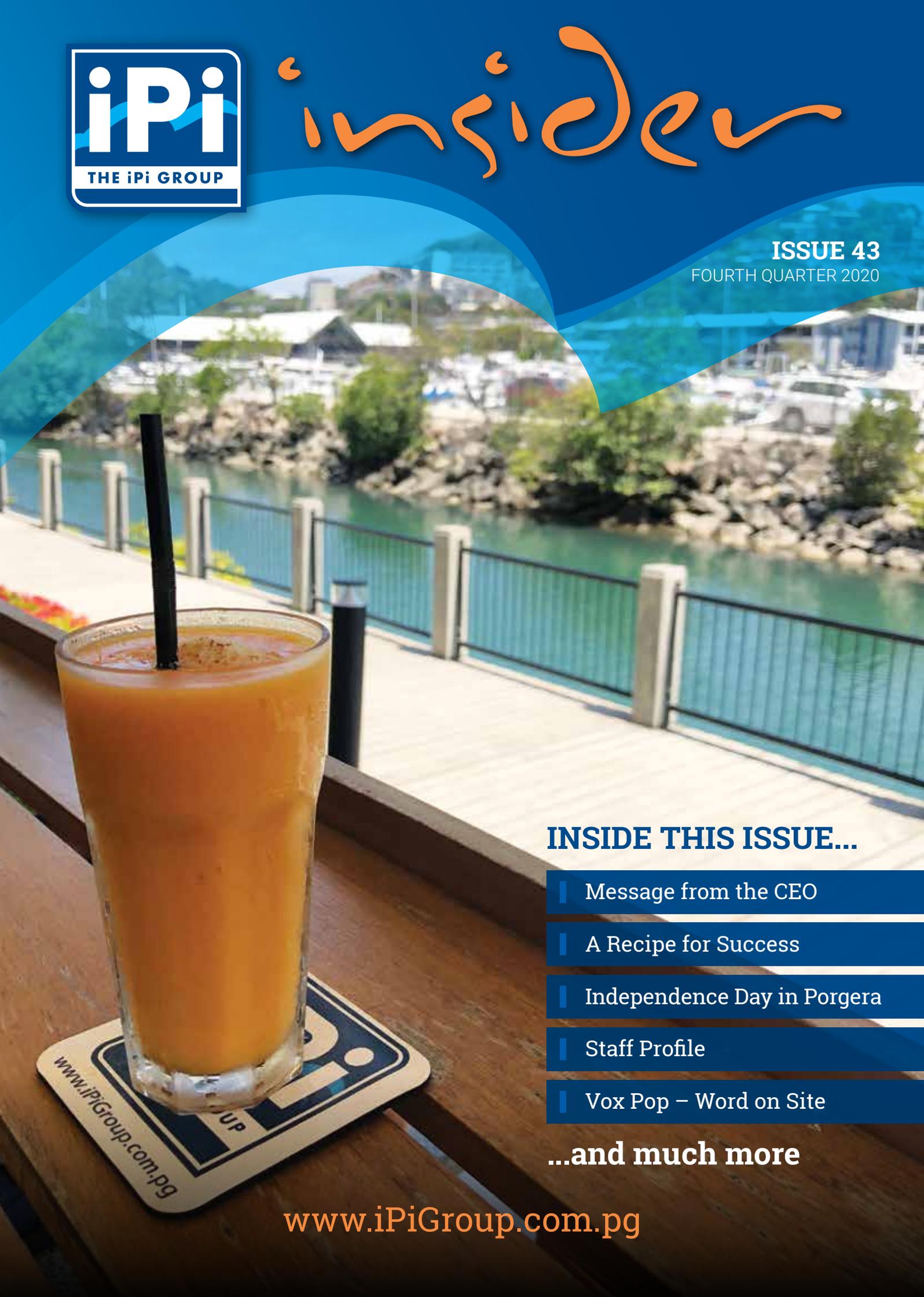




insider

ISSUE 43

FOURTH QUARTER 2020



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...and much more

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Message from the **CEO**



Scott O'Reilly, OBE
Chief Executive Officer
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Welcome everyone to the Fourth Edition for 2020 of the iPi Group's Insider!!

I like the approach we are taking here in PNG to the Covid crisis. Reasonable precautions, temperature checks and masks in more public settings and overall a supportive response that allows us to be safe and business to continue, albeit with some new norms to contend with, but nevertheless without many of the very restrictive regulations of other jurisdictions. Our wishes for an ongoing safe healthy and responsible attitude by all as we continue to deal with the many aspects of this virus.

The Porgera Mine remains closed as it was when I wrote my introduction for the last issue 3 months ago. The pain is now acute and being sharply felt by us and the many other businesses associated with the mine. I've now lost hundreds of staff to the closure, have shelved growth and expansion programs, and investment programs have shrunk to conservative levels with nil attached to Porgera itself. The broad base of the Group has afforded protection to us however the direct Porgera impact has been extreme and I feel heavy in the heart for all those whose hopes and aspirations have been dashed.

Opening the issue my Director – Business Development Trent Scott updates the business initiatives of the Quarter. Trent has placed considerable effort into building an online presence for the Group, for branding of course, but also for ease of access and a user friendly experience for clients partners suppliers and our own staff and he proudly explains some of the initiatives. With the closure of Porgera we pushed hard to continue my strong mantra of diversity and plaudit is due Trent and his team for the successful award of a Transport contract for Coca Cola

Amatil. A fantastic new client to the strong stable of iPi Transport and at a time that a little win was needed to lift the Transport spirits! Trent speaks to initiatives for road safety support for our client Puma and also of a different kind of training initiative whereby 6 of the Catering cohort commenced a presentation and speech development process with the guidance of the PNG Toastmasters. So while business is tough with Covid and Porgera impacts we have managed under Trent's firm hand to push for positive outcomes and have achieved significant successes with the Coke contract.

Next in the issue my Group CFO David Sneddon confirms with a couple of photos the completion of all our Statutory obligations for the current year. Our audits, our annual returns all complete all signed all complaint. We are cognisant of our role in Nation Building and with many millions of kina paid by us each year in taxation it is pleasing to be 100% compliant, up to date with all payments and all paperwork related governance obligations and I am extremely proud that we continue to be a contributing corporate citizen of some significance. We have two companies within the Group that are both in the top ten taxpayers for the country; an economic contribution of some considerable size toward Nation building.

Next, Peter Long of Catering fame gives a wonderful round up of the goings on in his world of Catering, and I would like to make special mention by way of thanks to Dennis Sparks who is Peter's right hand man and Operations Manager for catering. When I headed out for a break to Oz to see the kids for September school holidays I was faced with the rules driven environment of a small hotel Australian room Soldiers at the door Police downstairs and pretty well nothing to do (lucky is not the right description, however 'luckily' it was budget time so I just hunkered down and poured over the budget spreadsheets for the boring duration). Contrast that with the return home to Port Moresby when I received a dispensation to isolate at home and Dennis organised fresh mud crab deliveries. Yep, I've



got a bar fridge a veranda and fresh mud crab. Hardly seemed like an imposition at all and the time in isolation before return to the office just flew by! Thanks Dennis!!

Next in the issue, we highlight our IT Systems Analyst Joseph Mua who was welcomed at Marianville secondary for a lecture he delivered on internet advancement and mobile phones for the Grade 12 students. We ask some of our staff for their thoughts on Christmas, and then we share a recipe for Cajun Chicken Rice Bowl from the much decorated Chef Daniel Clark.

Our National Training Coordinator in Catering, Nanai Sinemaue talks to her latest round of in house training, this time with some of the PNGDF site staff and then we share a Q and A session with our QA Compliance Supervisor in Lae, Michael Neras and then a staff profile of Eugene Tiut a favourite of ours in the IT department.

Our Kumul award for October was bestowed upon Jennifer Bodie for service and dedication to duties and team work. Jennifer works out of our Murray Barracks PNGDF site and does an awesome job. Congratulations Jennifer.

To finish off we share a few photos of 'raun raun' during the Quarter. Enjoy the read everyone and feedback is always very welcomed.

...**Scott**

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From the Business Development **DESK...**



Trent Scott

Director - Business Development
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Well it's hard to believe that we are coming into the home stretch of 2020, and in this update our group vision of 'A prosperous community, through the delivery of innovative forward looking solutions for our clients and partners, starting with a qualified and engaged workforce.' has certainly been a driving force and for those that follow us on our Social media feeds, Facebook, LinkedIn and Instagram you know that business across the iPi Group of Companies continues to roll on and evolve - day in and day out.

With our unstoppable attitude for service excellence, we have seen our Transport team increasing its capacity in dry freight haulage and have welcomed new partners Coca-Cola Amatil to our growing list of valued clients.

Transport has continued supporting our valued clients at Puma Energy PNG in promoting their Road Safety initiative, this being ever so vital as we commence the journey towards the festive season of 2020. It was great to see some of the iPi Transport staff getting behind the push for safer roads across Papua New Guinea and highlighting the PUMA Safe 8 Key points to better road safety:

- Be safe
- Stay Alert
- Don't Speed
- Take a Break
- Drive Smart
- Don't Smoke
- Stay Sober
- Buckle Up



The last quarter has seen our continued focus not only on our products, services and solutions but on leadership and learning and the drive to make sure we continue making smarter business decisions. Beginning with the foundation for different ways for us to listen, learn and take action and our National Training Coordinator for iPi Catering initiating a great initiative in partnering with our local Toastmasters international branch for some valuable training in Presentation and speech craft development with our first cohort of 6 participants commencing in October.

To support this thirst for knowledge, innovation and our goal to always be first for tailored-made logistics solutions in PNG the Business Development team welcomed in partnership with the Australian Trade and Investment Commission (Austrade) team in Port Moresby a meeting with Anstel Global's PNG representative in Port Moresby to discuss advances in Asset & Fleet Management and also the area commonly referred to in the Catering business as the last mile. We were able to hear all about the latest technological advances that the Internet of Things (IoT) can facilitate for efficiency and quality of business processes and thank Austrade for their facilitation of the introduction and meetings with Anstel here in Port Moresby.

As a committed corporate participant and viewed by many as a national success story we have also been liaising with and supporting some other Landowners from impending resource projects across the country as they seek support and guidance towards equally achieving our model of integrity, Proactive and innovative services and governance into their own operations so as to sustainably benefit from the projects and contribute to PNG's continued development for the long term.

And on that... Stay safe, keep smiling... and do the right thing even when no one is looking!

iPi Group Completes Annual Financial Statement Audit



One of the hallmarks of the proper governance of any company is its ability to meet global standards in the important area of financial reporting. The strength and integrity of its financial reporting capability provides assurance to a range of stakeholders including shareholders, bankers and financiers, suppliers, customers and government regulators, just to name a few.

The certification of a company's financial statement at the completion of a rigorous audit is the ultimate accreditation as to the veracity of that company's finance and accounting processes and their ability to produce financial results that are accurate and credible. As iPi Group Director and Chief Executive Officer, Scott O'Reilly OBE stated, "at iPi, we are proud of our prowess in this area and constantly strive to meet the highest international standards. Having our accounts certified year after year by a top tier international accounting firm is something we are proud of."

Of course, not all financial statement auditors conduct their reviews with the same in depth approach and demands for excellence. "We are proud to have Deloitte Touche Tomatsu as our auditors," said iPi Group Chief Financial Officer, David Sneddon. "Their approach to auditing is extremely thorough and their review processes require a high level of diligence and interaction. They are also ready to offer their professional expertise and can draw on a global network for specialist advice."

With a team of experienced and highly trained professionals, Deloitte Touche Tomatsu conduct audits to the highest international standards. "It is important to us that they do not compromise their standards simply because local conditions may be more difficult in a particular country," said Sneddon, adding The iPi Group has consistently over many years proven its ability to meet their standards and the increasingly rigorous requirements of international financial reporting.

The audit timetable requires a diligent approach by all those involved. According to Hassal Mua, iPi Group Accounting

Manager, "to meet this deadline requires an all hands-on deck approach and a strong discipline. Our business units are headquartered in three different geographical locations across the country making co-ordination and co-operation imperative." He added that effective interaction between the Deloitte audit team and iPi staff is essential especially when Covid-19 has restricted staff movements and for many made working from home necessary.

Of course, the successful completion and certification of the financial statements requires involvement of a wider group of employees than just those involved in strict accounting functions. As iPi Group Administration Manager, Grahame Wicks, pointed out, "the final result is the culmination of the controls and disciplines across all facets of our businesses. The audit review necessarily extends to all systems, policies and processes and a large number of those are found in the daily operations activities and other support functions such as Human Resources and Information Technology. They have to be top class or the results will not pass."

So with the successful completion of the review and the certification of our 2019 results to the highest international standards, all stakeholders can rest assured that The iPi Group's financial footings are sound, its results accurate and its business operations disciplined. O'Reilly says that, "anyone who relies on our financial accounts can rest assured as to the quality and accuracy of the information provided, which is even more important in these difficult times. This differentiates The iPi Group from many others and is a testament to the way we conduct our businesses."



General Manager's THOUGHTS...



Peter Long
General Manager iPi Catering
Peter.Long@iPiGroup.com.pg



Hi everyone,

I do trust you are looking forward to the latest read of our 'insider' and again, I am delighted to toss in a few words which will offer you an overview of what the iPi Catering crews have been up to over the past months; this across Papua New Guinea.

Sure, starting with the POM Office we are still working under the Covid-19 rigours and it is most pleasing to state that each and every person we have working out of the POM office not only respect the stipulations we have laid down/ put in place (many months ago) but also happy to fully comply with the same.

Each and every person understands the seriousness of what we have implemented via our safe Covid-19 Work Plan and our message has equally been taken back to the homes of our people – the message openly articulated to family and friends – yes we have successfully assisted in spreading the message, not the virus.

Always cautious and careful in monitoring all staff and because of, our work routines have taken on a whole new 'normal'. I do sincerely congratulate everybody for their absolute compliance and their 100% support in our socially responsible adaptations.

I believe it is worthy of note that we have indeed lost many great employees with the recent Porgera Mine shutdown and whilst the Mine now remains in a Care and Maintenance mode we have only a skeleton staffing compliment stationed up there.

Yes, they are doing a terrific job in looking after the catering and hospitality needs of the remaining workforce along with

the Police and Defence personnel stationed in and around Porgera. The really good news is that a number of the Catering employees we sadly lost through the Mine closure have now secured employment roles elsewhere in country. This says a lot of their polished job competencies and culinary skills but it also says much about how our internal training programs have been delivered and received over the many years.

Unquestionably we have been known as an organisation which invests heavily in the education and training of our employees and whilst we look back upon the events in recent times with heavy hearts given the loss of employment in Porgera, it is comforting to understand that whilst for a number of our people have been left displaced – one door has closed for them yet another has indeed opened.

Quality Catering employees with the right mix of skills/ qualification and the positive mental aptitude will always be sought after. Trying to explain what 'transferable skills' is all about is often a difficult concept to grasp however what I have just outlined is a perfect example of exactly what that is...

We do wish all our past Porgera employees all the very best and one day hopefully in the near future, we may meet again to share many of the fun stories of our tenure up on the hill.

Speaking of training – in recent times there has been quite a distinctive focus on staff skills upgrades at both the South Pacific Lae and Port Moresby Breweries. Nanai and her team have done a tremendous job on both sites. My congratulations to all our people who were directly involved.

I see the photos of all meals served at both Brewery sites each and every day and this record of quality service makes me feel rather happy. We have enjoyed a mutually beneficial



long term relationship with the SP Brewery and we trust this partnership continues for many years to come.

Certainly the SP Brewery has taken quite the professional lead in managing their business throughout the Covid-19 lockdown and iPi Catering has been delighted to operate our daily foodservice in concert with the Brewery's governance. It has been quite the unique adventure and again, many successes have been achieved.

I move across to our delivery of quality Catering and this for the good and decent personnel of the PNG Defence Force. Our work on all Bases is unquestionably an essential service and we wake every day looking forward to supporting our Military in every manner we can.

Whether this be the three meals per day or whether that be across their range of functions and events, our exciting and proactive foodservice measures we trust adds comfort and surety to the Defence personnel we serve.

For readers who perhaps have not read our 'insider' publication previously, yes we are Catering for approximately 3,000 Military personnel on a daily basis and we are stationed at Wewak, Vanimo, Kiunga, on Manus Island, in Lae, at Murray Barracks, Goldie River, Taurama Barracks and over at the Air Transport Wing.

Each Base (pardon the pun) is a moving target for feed strength numbers as the Military shifts personnel regularly from one location across to another so our task is forever predicting final Catering requirements. Fortunately our Catering teams on each Base understand the ever shifting numbers and all the reasons behind the same so nothing is a surprise, more a challenge in ensuring all Bases are loaded with sufficient stock.

This is where our trusted Supplier listing comes to the fore. Our Suppliers are amazing, they are steadfast in making sure iPi Catering is highly supported and well provisioned. Without their support, managing all the nuances of feeding some 3,000 troops across a diverse spread of locations would make our task nearly impossible. Our Suppliers are our lifeblood and in acknowledging them, I hope I am doing them the justice so deserved.

Our work with Defence is a wonderful model of how iPi Catering works with a myriad of 'business partnerships' – these extend to the PNG Defence Senior Management, the Chief of Staff, the Chief of the Commercial Support Program, individual Base Commanders, Compliance Managers, Suppliers to and across each Base along with the ancillary but important links we have with minor Contractors who each support our operations.

Dial all this into our POM Office and we then have our Supply Team, our Accounting support personnel, our Training personnel, our IT support people, our Human Resources Team along with Dennis Sparks, our Country Operations Manager who deals and interacts daily with our PNG Defence Project Management Team.

Yep, a web of 'business partnerships/business relationships' all which dovetail into a smooth and effective organisation delivering exactly what we are Contracted to deliver. I remain exceedingly proud of all; this with each and every one who brings to the table quality outcomes and brilliant solutions.

The past quarter has seen a hive of activity behind the scenes too. We are currently undertaking Budget projections for 2021 along with offering current and future Clients professional advice with their future planning. We believe we are looking down the barrel of an exciting 2021 year – there is a positive view that we will exit the Covid-19 pandemic very soon and we will see business open up again and with gusto.

Our objective is to secure additional opportunities and continue with our commercial advancements; this in the best interest of PNG. Our reputation as the 'provider of choice' for quality large scale Catering, Hospitality and foodservice provision in and across Papua New Guinea is one which is highly protected. Maintaining our affordable but high end standards is and will remain key to our success.

Again, always happy to pencil out a note or two for the 'insider' and I do trust my update is of value.

And delighted to restate my long standing mantra..."work safe and play safe".

Cheers and we shall talk soon...continue please to stay clear of the 'big sik'.

Tech Tok with Marianville Secondary



Joseph Mua
IT System Analyst iPi Catering

Early this quarter, I was invited by Marianville Secondary School to do a presentation on the advancement of internet and mobile phones to their Grade 12 students.

As part of the school's initiative to help broaden student's knowledge around the topic "Mobility Access of Internet on Mobile Phones" I was given an hour to speak prior to them sitting for their Written Expression examination the coming week.

Marianville is an all-girls Catholic secondary school located at Bomana just outside Port Moresby. It has a population of around 500 students and is committed to the goals and values instilled through quality Catholic education.

It was quite a challenge for me in presenting this topic because this were a group of Generation Z, they were born after the introduction of mobile phones and internet in Papua New Guinea. Hence, I had to go back to the history on when the first phone (voice) and telegraph (data) were created and the evolution of these two devices merging into the first mobile phone.

In defining today's smart mobile phone, a simple illustration was presented, explaining

the different features on the smart mobile phone which reflected what used to be prior to the evolution of the smart phone (pictured top right). It was further elaborated that sadly, smart mobile phones had made some devices obsolete today, such as the telegraph machine and the analogue alarm clocks which were part of our lives twenty years ago.

When it came to defining internet, they first needed to understand what an intranet was. Intranet simply meant a group of computer(s) in a local area network (LAN). Collectively, all intranet connected together (WAN) is the internet.

This I believe was digested well by all as was seen in the many excellent questions thrown at me by the students.

In the end it was a great experience and an honour in representing The iPi Group in giving back to the community in which we work.

I trust the girls did very well in their examination. And a big thank you to Marianville Secondary for inviting me over, the enthusiasm was great and I wouldn't mind coming back.

VOX POP

What Does Christmas Mean to You?

– Word on Site

We decided to visit various iPi operational sites and asked staff what Christmas meant to them. Here's what some had to say:



Name: Kingsley Wamo

Position: Storeman
Site: PNGDF Murray –
iPi Catering

Christmas to me symbolises the birth of Yeshua which we Christians follow to remember and celebrate the birth of Christ.



Name: Cesley Badi

Position: Management
Accounting Analyst
Site: POM Office –
iPi Catering

Christmas is a time to spend with family, showing gratitude and love, sharing gifts and remembering the birth of Jesus Christ.



Name: Esther Siengi

Position: Auto Electrician
Site: Lae Depot –
iPi Transport

Christmas is that time of the year I breathe out of my hectic work schedule and reflect on life's challenges. At this period, nothing beats more on my mind than my family, especially in spending more quality time with my kids.



Name: William Mark

Position: Driver –Trainer
Site: Lae Depot –
iPi Transport

Christmas to me is that time of the year where I take it as a refreshing and self-evaluation period on my performance during the year.



Name: Rebecca Gamesala

Position: Housekeeping
Site: POM Office

Christmas to me is a special time to be with loved ones. It is also a time where we spread love by sharing gifts with others or just doing simple acts of kindness by putting a smile on someone's face. Above all, it is a time where we remember the birth of Christ.



Name: Jeannette Chauka

Position: Assistant Human
Resource Officer
Site: POM Office –
iPi Catering

Christmas to me means a time of gift giving, caring and sharing with the less fortunate or the sick.

Recipe for Success: Cajun Chicken Rice Bowl

Daniel Clark

Catering Manager – Porgera Joint
Venture iPi Catering



Ingredients:

- 4 chicken thigh fillets, cut into 3cm pieces**
- 1 ½ tablespoon Cajun seasoning**
- 2 teaspoon olive oil**
- 450g cooked brown rice**
- 1 avocado, stoned, peeled, thinly sliced**
- 1 red capsicum, seeded, thinly sliced**
- 1 mango, stoned, peeled, finely chopped**
- 1 cup coriander leaves**
- 1/3 cup (100g) whole-egg mayonnaise**
- ½ teaspoon ground paprika**
- 1 tablespoon lime juice**
- Lime wedges, to serve**

Method:

Step 1: Place the chicken in a large bowl. Sprinkle with 1 tbs of the Cajun seasoning and toss to combine.

Step 2: Heat a large frying pan over medium-high heat. Cook the chicken mixture, in 2 batches, turning occasionally, for 5 mins or until cooked through. Transfer to a bowl.

Step 3: Heat the oil in the pan over medium heat. Add remaining Cajun seasoning and cook for 1 min or until fragrant. Add the rice and $\frac{2}{3}$ cup (160ml) water. Cook, stirring, for 6-7 mins or until water evaporates. Remove from heat.

Step 4: Divide the rice among serving bowls. Top with avocado, capsicum, chicken, mango, onion and coriander. Combine the mayonnaise, paprika and lime juice in a small bowl. Drizzle over the chicken and vegetables. Serve with lime wedges.

Serves 4

Independence Day in Porgera

On the 16th September 2020, we celebrated the country's 45th Independence.

And despite everything that 2020 has thrown at us, it didn't stop the iPi Catering Staff here in Porgera from putting on a celebration banquet of epic proportions.

The Pogera Joint Venture employees in Alipis and Suyan sat down with their wantoks and were treated to a delicious menu which consisted of such delicacies as mumu chicken with taro and highlands banana, roasted lamb flaps with grilled onions and I definitely must not forget the impressive seafood buffet plus a whole lot more.

It was great to see the look of amazement on people's faces as they entered the mess to see it filled with colourful lap lap and bush decorations, not forgetting a tasty selection of delicious food.

It was indeed a successful evening; everybody who entered the mess left with their stomachs full and a smile on their face.

Many thanks to our team who delight in occasions such as our Independence Day.



first in tailor-made logistics solutions in Papua New Guinea



iPi Catering

"Qualified, professional, enthusiastic catering & industry personnel"



CERTIFIED

ISO 9001:2015

Quality Management and HACCP Accreditation at multiple locations in PNG



iPi catering is one of the largest volume, industrial caterer and camp service providers in the Asia Pacific region, providing extensive food service operations to the PNG mining, resource and service sectors.

Whether your requirements are for a remote 50 person fly camp, or a 2000 strong multi facility mine site base - no matter what the location or how extreme the conditions, iPi Catering can deliver!

iPi catering successfully balances variety and taste with nutrition, consistency, reliability, food safety and value for money.

All meals are prepared with the best ingredients using the latest food handling procedures and safeguards.

Logistical support in terms of supply chain, storage and administrative assistance, all serve to promote exceptional solutions for all our valued client and partners.



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PNGDF Catering Staff Training



Early this quarter, I was delighted to conduct in-house training with Catering staff from our PNGDF sites in Port Moresby.

Our highly enthusiastic team of professionals from our two catering sites; Goldie and Murray Barracks, attended the three day session. The training was aimed at upskilling Dining Room Stewards on their roles on customer service and client relations across a raft of basic training modules – the main topic being *Serving Food & Beverages to Customers*.

We organised the following participants to muster front and centre, this not at their usual work site but at POM Office.

1. Agnes Agi
2. Roger John
3. Ramu Tom
4. John Lam
5. Rose Tabi
6. Peter Simeon
7. John Mark
8. Linda Gaumai
9. Carolyn Luveau
10. Alfred Tupa
11. Ian Joshua



All eleven were thrilled to be part of the training with each showing eagerness to learn a great deal of what was being taught. Though this is an ongoing training that concludes at the end of the year, the enthusiasm shown the past days have being very welcoming. After the completion of this unit, another 3 more units will qualify them to receive a Certificate of Participation in Dining Room.

It is always a pleasure to work alongside staff who are eager to extend their skill base and go above and beyond in their work line. A huge gratitude goes out to all participants. May I also extend my word of thanks to the PNGDF Project Management and iPi Catering Senior Management for giving me the opportunity to conduct this training to upskill our highly talented and innovative team of professionals.

Nanai Sinemaue
National Training Co-ordinator
iPi Catering

first in tailor-made logistics solutions in Papua New Guinea



Innovative



iPi Transport

Transport



iPi Transport's Heavy Vehicle Maintenance Facility, Administrative Centre and experienced Transport Logistics personnel based in Lae, provide total and comprehensive maintenance and fleet control - 24 hours a day, seven days a week, all under our ISO 9001:2015 Quality Assurance Certification.

Our advanced fleet includes Kenworth prime movers, B-Doubles, bulk fuel tankers and general container trailers, Whether your critical cartage needs are for the mining and resource sectors of PNG or for an owner operator business - your business is valued by us!

Solutions



iPi Transport have been delivering precious cargo safely across PNG for over 15 years. Guaranteeing your delivery, whether that be hundreds of thousands of litres of fuel per day or much needed dry cargo, across some of the most rugged landscapes found anywhere in the world is what we do best!



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TOP 4 TIPS

for Delivering Authentic Presentations

The most positive, memorable presentations are the ones that are authentic. When we deliver an authentic presentation, who we are shines through. We connect with our audience. We inspire and engage... and we make a difference. These are powerful tools in any leader's toolbox.

You've probably received advice at some point about modifying pitch, volume and gestures when presenting. Perhaps you were told that you spoke too fast, that you needed to speak louder, or that you were fidgeting and speaking concurrently.

But simply changing your pitch, volume or gestures is like putting new tyres or a rear spoiler on an old car and expecting it to run in the Grand Prix. These alterations will never make a big impact on the whole car and what's more, they look out of place.

Similarly, when you focus on the 'externalities' of your presentations and try to slow down your speech, modulate your pitch or stop doing what you were doing with your hands, you feel awkward and your presentation isn't significantly improved. In fact, the more you try to change these things, the less authentic and more uncomfortable you become.

There is no one-size-fits-all when it comes to presentations. There is no perfect speed, pitch, or combination of gestures. Our presentations are as unique as we are. Hence why we need to look beyond traditional fixes.

Top 4 tips for delivering authentic presentations

1 Don't try to relax

So many people think they should relax when giving a presentation. As a result they try to relax... and then they 'try' harder. 'Trying' turns into 'stressing', and into techniques like taking a deep breath. Wrong!

Imagine that you have to walk on to a platform to deliver a speech, and then take a deep breath to relax... if you're like 99.99999% of people, the breath you took with that picture in your mind, was a high, tight breath in your chest that did absolutely NOTHING to relax you, and only puffed out your chest making you look more uncomfortable and feel more tight.

Accept that presenting is not about relaxing and harness that nervous energy into an enlivened presentation.

TIPS Take the nervous energy you may feel before presenting and use it to blow a big breath out and shake out the nervous tension in your arms and upper body.

2 Incorporate purposeful movement into your presentations

Purposeful movement is a key component of authentic presentations. Movement is important in facilitating the breath which keeps your voice strong. When you freeze up, usually out of nerves, the flow of your breath gets blocked, and you lose significant power in your voice.

The trick to getting around this is to MOVE. Lift your arms off your body. Use gestures. Move to different parts of your presentation area. Smile. Movement will keep the air flowing, prevent your body from jamming up, and will have the increased benefit of keeping your thoughts fluid as well.

TIPS Create places in your presentation area that become anchors for different parts of your presentation. For example: past, present, future, or concept 1, 2 and 3. Physically go to and / or gesture to those places when referring to those parts of your presentation.

3 Get your rest position right

When you are under stress, your body tends to move into a 'default' stress position. This can be head cocked up, neck jammed back, shoulders stooped, knee lifted and standing on one foot... all of these default positions give off a message or impression about you, and they are generally not positive.

A cocked head conveys aggression or a know-it-all attitude. Stooped shoulders conveys lack of confidence. Neck jammed back says 'defensive'. The point here, is that these are default positions that we fall into, and not ones that we actively choose. Who would choose to look defensive?

Discovering your personal stress position can be a true eye-opener about your subtle reaction to handling stress and where you may be vulnerable.

TIPS Create a neutral rest position that you can purposefully move into during question time, moments of pausing or times when you need to gather your thoughts.

4 Stop telling

We fall into classic traps in presentations where we think it's about us, our confidence and what we're 'telling'. When we approach a presentation with this attitude, we put ourselves on the back foot when it comes to connecting with and inspiring our audience.

Stop telling! When you 'tell' people what you are going to 'tell' them, it's an immediate mental turn off. Shift your focus and your language from what you are going to 'tell' your audience, to what they are going to learn, do or buy.

A second benefit to the 'stop telling' model, is that it shifts focus and pressure off you and your prowess as a speaker. When you put the focus on your audience's needs and desires, you can free yourself up to meet them in the most engaging and connected way possible.

TIPS Shift your focus and your language from what you are going to 'tell' your audience, to what they are going to learn, do or buy.

Summary

Authentic presentation is about connecting with and engaging your audience, being open, and sharing your knowledge, thoughts and ideas. While you may approach your presentations in this way, your old gestures and habits may sabotage your true intentions. Your voice can say, 'lacking confidence', your body language can say 'defensive', your gestures can say 'aggression', and your words can say, 'it's about me, not you'.

By applying these tips to delivering authentic presentations, you can overcome your habitual patterns and reflect the intention and meaning you want to convey in your presentations, and, as a result, become more authentically yourself in front of others.

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Q&A with Michael Neras

We recently caught up with iPi Transport's Quality Assurance Compliance Supervisor, Michael Neras, to talk about his life in Lae with iPi.

Q. What year did you join The iPi Group?

A. I started off with The iPi Group on the 1st of June 2015, as the GPS Supervisor a year after graduating from the University of Goroka. It was towards the end of 2018 that the Group gave me the opportunity to take up a new role of the Quality Assurance Compliance Supervisor. That is where I am today.

Q. Why did this type of work interest you and how did you get started?

A. It's all got to do with Passion. I love my Job and everything about it. Hmm...how I got started? Team work. Team work was what got me started. As soon as I got my hands on it, I knew nothing was going to stop me.

Q. What excites you most about your job?

A. Right now, what excites me most about my job are the internal audits – identifying loop holes in the processes and procedures and making recommendations for close out. The best part is ensuring responsible managers close off action items identified. It's exciting getting to understand the Groups Quality Management System and I love contributing towards enhancing quality work output within the group. It sounds boring but I can tell you right now, it's definitely not.

Q. Is there an achievement or contribution that you're most proud of?

A. There's a lot but there's one that stands out. It was in 2018, I was just been promoted from GPS Supervisor role to the QA Compliance Supervisor and we were to be recertified for ISO 9001:2015 standard. I was new to the role with less experience. We stood out in the audit results. It was an awesome experience for me and an achievement for the team. Definitely something for me to be proud of, and an experience to share with my kids.

Q. We heard about the amazing work you did behind the Puma Energy Carrier Toolbox Campaign which iPi Transport took part. Tell us a bit more about it.

A. The Carrier Toolbox Campaign is an initiative introduced by Puma Energy PNG with the drive to minimise risk in all carriers. This year risks we focused on within all carriers were mitigating speeding and fuel spill incidents. This being the iPi 'five i's' fuel spill guidelines:

iSOLATE

isolate and contain the source of the spill to stop further flow and damage to the environment.

iNFORM

inform management and relevant authorities of the incident for further assistance and reporting purposes

iNVESTIGATE

investigate the sequence of events that lead to the incident and document the actions thereafter

iDENTIFY

identify the root cause of the fuel spill

iMPLEMENT

implement preventive actions to eliminate re-occurrence of the fuel spill

The toolbox campaign was set to ensure that each carrier produces its own toolbox presentation (PowerPoint) addressing speeding and fuel spillage respectively. Further to that, have an effective presentation method that ensures all drivers understand the information that is being passed through to them in order to reduce the number of incidents.

Overall, it was a team effort from everyone at iPi Transport.



Insider Staff Profile Eugene Tiut

Q. What motivates you to get out of bed in the morning?

A. The iPi Logo and my obligation to God is what motivates me. I would not be where I am today both at work and at home if it wasn't for God and The iPi Group. The iPi Group has made me a proud husband and father. God chose The iPi Group for me and my motivation for work is what I have to give back.

Q. What do you enjoy doing in your spare time?

A. I see myself as a family oriented person. I love to spend time with my wife and kids during my spare time. It's pleasing to see that satisfaction from my wife and kids, knowing that dad does have time for us even after a busy week or at times away from home on work travel.

Q. What advice do you have for anyone who hopes to work for The iPi Group?

A. My encouragement to those that would like to work for the iPi Group is that, "It's not about what iPi can do for you but you can do for iPi". Believe me, The iPi Group can take you a long way in your achievements, and I know that. You've just got to prove that you can give it your best and best is to be better than the rest.

1. What is your role?

IT Support Officer

2. How long have you worked with The iPi Group?

Over four years now. I started on the 24th of April, 2016 with iPi Transport.

3. Best thing about working with iPi?

The employee training program. I managed to complete the last semester of my degree through this program where iPi sponsored my study.

4. What three words would you use to describe your role?

Hard-working, diligent and reliable.

5. Favourite dish?

Hot and spicy fried chicken

6. What is your idea of fun?

Shooting hoops (basketball)

7. What is something you really like to own and why?

I would really love to own a Ford Mustang/Shelby. I love speed and drift.

8. What do you value most in life?

God, family and work

9. What would you do if you had a million dollars?

If I had a million dollars, I would start a car upgrades shop. Buy old cars, refurbish and add custom stylish looks for cars and resell.

10. Best advice you ever received?

Never take anything for granted. Always appreciate the little things instead of expecting big things.

GOOD NEWS STORIES...

Always a welcome invitation

Hello readers the 'insider' here...

On behalf of the team can I please pass on our sincere thank you for all the contributions to this edition of the iPi Group's 'Insider' magazine.

Your stories and your photos are always embraced, and a reminder whilst we do our best to include the photos sent through it is far better that we receive high resolution shots as this does improve the overall look and quality of our publication.

Keep in mind that the iPi Group's 'insider' is your broadcast medium and we highly encourage you to use it. It is your message board and it is a wonderful means of highlighting to all in and associated with the iPi Group the things that are happening around you, your workplace, your community, your province, and your sporting interests and successes as way of example.

We warmly welcome your participation in the publication, and wish to see your happy snaps, hear about your suggestions, your achievements, or your favourite fashion tips...

Keep smiling and happy writing!

...the 'insider'

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Kumul Award

Congratulations to our October Kumul Award Employee of the Month, Jennifer Bodie, for your service and dedication to duties and team work.

Jennifer is very committed in her role as the Inventory Cost & Accounting officer at our PNGDF Project site at Murray Barracks. She has worked tirelessly with the accounts and purchasing team in keeping with the new accounting system implemented in July to meet KPIs as set by management and is now confident in managing her time well. Her dedication to our stock control is outstanding to say the least.

Jennifer is always punctual and rarely absent from work and is happy to stay back if daily duties have to be completed.

Kudos on the achievement Jen...

ABOVE: Jennifer proudly displaying her award alongside PNGDF Project Manager Garry Royal.

BRAIN TEASERS

1. A man shaves several times a day but still has a beard. Who is he?
2. I have keys, but no locks. I have space, but no room. You can enter, but you can't go outside. What am I?
3. What comes once in a minute, twice in a moment, but never in a thousand years?
4. Which is correct to say: "The yolk of the egg is white" or "The yolk of the egg are white?"
5. You see a boat filled with people. It has not capsized, but when you look again you don't see a single person on the boat. Why?
6. What goes all the way around the world, but stays in the corner?
7. What has four fingers and a thumb, but isn't alive?

See answers on Page 17.



'Raun Raun' with iPi



THE iPi GROUP OPERATIONS 2020

First in tailor made logistics solutions in Papua New Guinea



The iPi Group's vertically integrated logistical operations are as varied as the needs of our many clients:

- Commercial Catering
- Fully integrated Camp Management
- Warehousing and dry goods storage
- Transportation of bulk fuels and dangerous goods
- Property development and management



ENGLISH



FRENCH



CHINESE



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