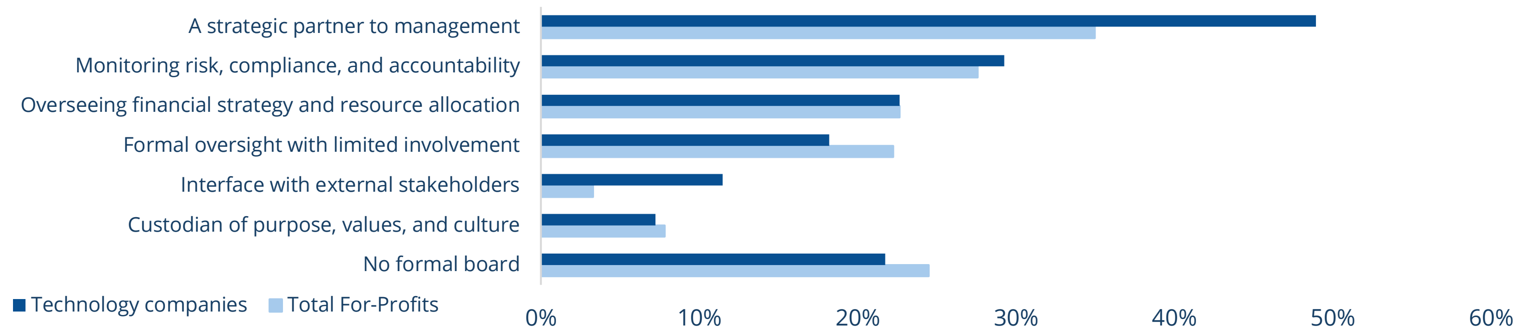
Technology: 46 CEOs

June 2026

Section 1: Purpose-led Governance and Board Leadership

Primary Purpose of Board

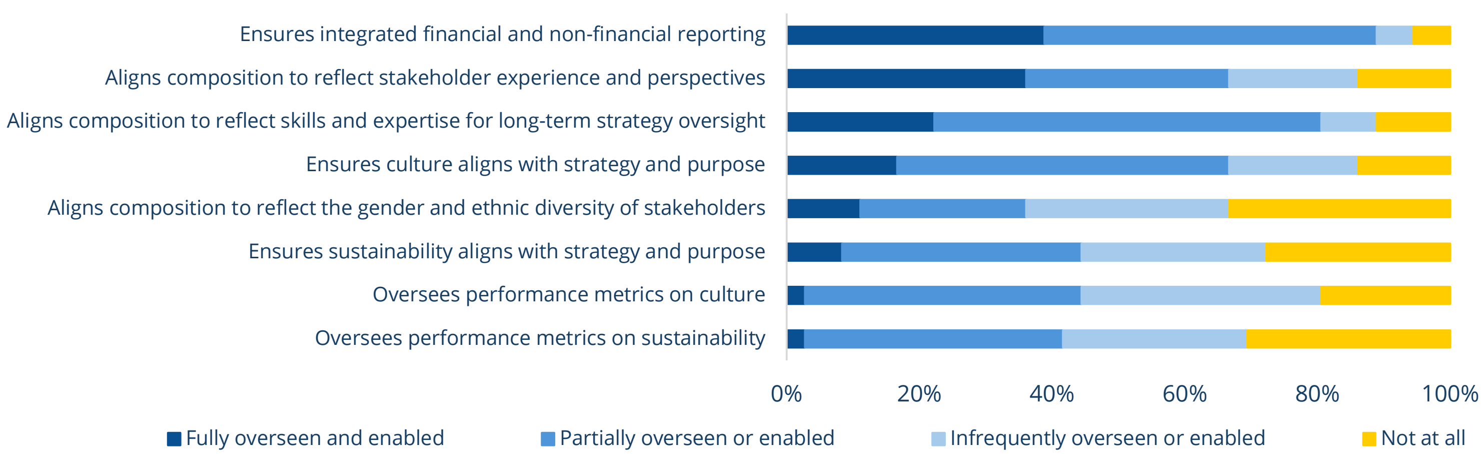


CEOs most frequently identify their board's primary purpose as a strategic partner to management (49%), followed by monitoring risk, compliance, and accountability (29%). CEOs could select up to two roles, as boards may have more than one primary purpose (total selections >100%). Technology companies were 14 percentage points more likely than total for-profits to report a strategic partner to management as their board's primary purpose.

Board and management alignment

Alignment between board and management roles is important for governance because it underpins clear decision rights, accountability, and effective oversight. Alignment is generally strong, with 28% of CEOs stating that the roles are completely aligned. However, some organisations may still face risks associated with role ambiguity or boundary overlap. It highlights an opportunity to enhance role clarity and optimise governance effectiveness.

Board structure and composition for effective governance



Boards most commonly report that their structure ensures integrated financial and non-financial reporting (39%) and aligns composition to reflect stakeholder experience and perspectives (36%). In contrast, fewer report that their board structure oversees performance metrics on culture (3%) and oversees performance metrics on sustainability (3%), highlighting an opportunity to strengthen how board structures support broader organisational priorities. Technology companies are 22 percentage points less likely to report that their board fully 'ensures sustainability aligns with strategy and purpose'.

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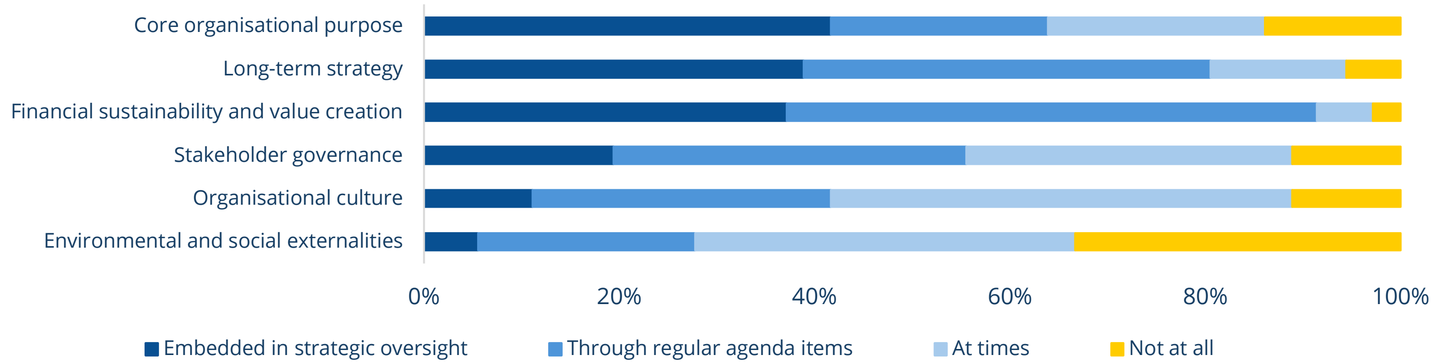
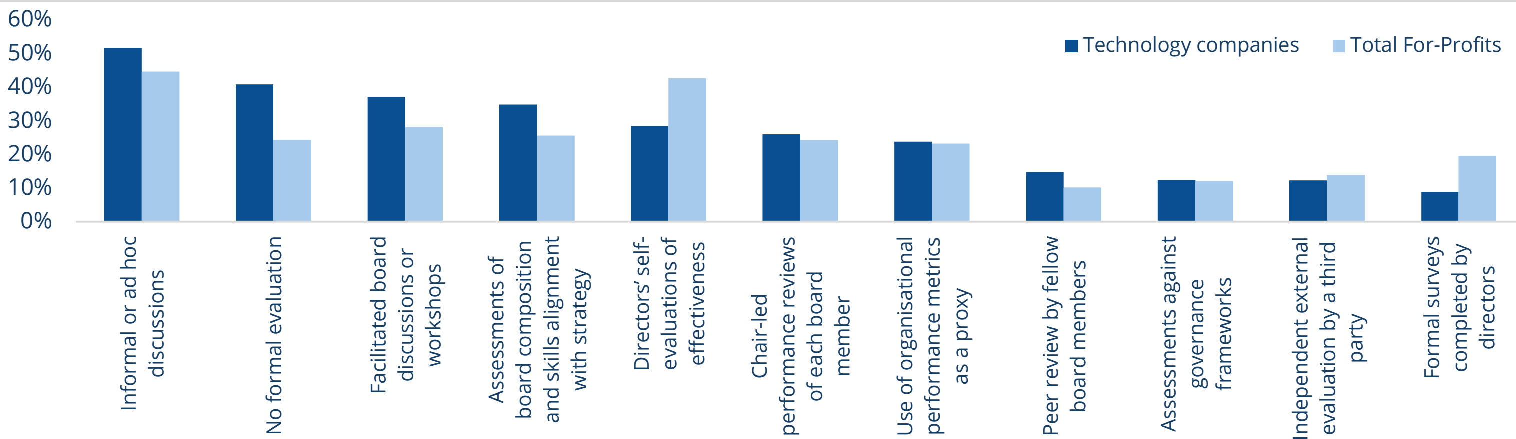
Extent of formal board oversight across key areas



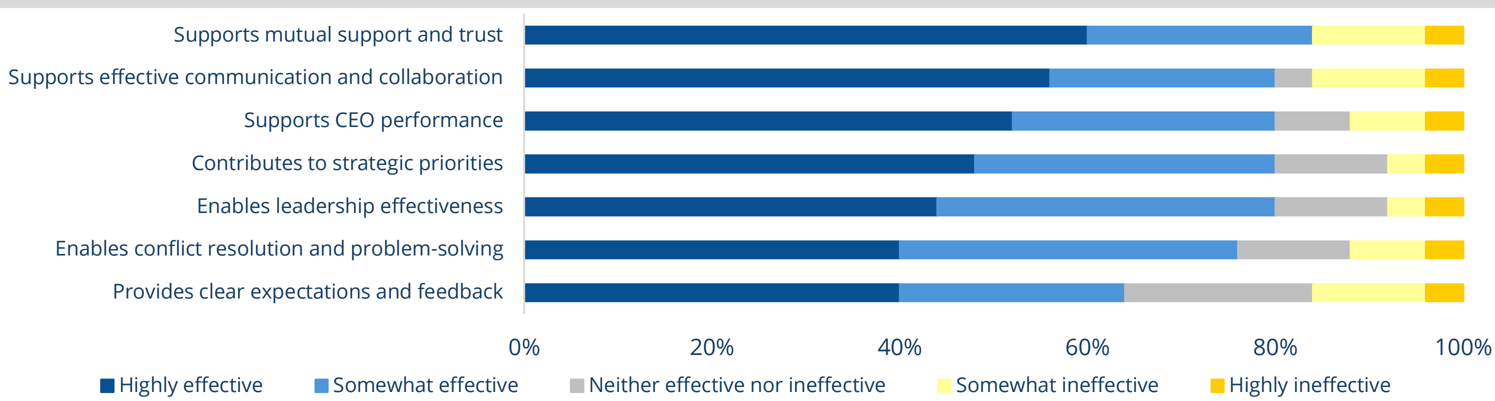
Many boards embed oversight of core organisational purpose (42%), long-term strategy (39%), and financial sustainability and value creation (37%) within strategic oversight. However, fewer boards embed stakeholder governance (19%), organisational culture (11%), and environmental and social externalities (6%), highlighting an opportunity for organisations to more consistently integrate factors that influence strategy, risk, and long-term value. Technology companies are less likely to report that their board embeds long-term strategy into strategic oversight.

Board methods of evaluating own governance and oversight effectiveness



While organisations routinely evaluate management and organisational performance, board governance itself is often assessed more informally. With 52% relying on informal or ad hoc discussions and 41% using no formal evaluation, many boards have an opportunity to strengthen oversight and better enable organisational performance by adopting more formal, objective evaluation methods. Technology companies are more likely to rely on no formal evaluation.

Effectiveness of CEO–chair relationship



The CEO–Chair relationship is central to governance, sitting at the interface between board and management and shaping oversight, communication, and strategic alignment. CEO–Chair relationships are generally strong: 60% of CEOs rated the chair ''highly effectively'' 'supports mutual support and trust', followed by 'supports effective communication and collaboration' (56%), and 'supports CEO performance' (52%). The lower ratings for 'enables conflict resolution and problem-solving' and 'provides clear expectations and feedback' indicate opportunities to strengthen these relationships to enhance the CEO's ability to lead optimally.

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Board effectiveness in enabling organisational purpose

Even some of the strongest boards have room for improvement: 44% of CEOs rate their board as 'highly effective' in supporting constructive board culture and dynamics, followed by 37% in supporting the right level of strategic risk taking, and 36% in supporting long-term orientation. More than 56% of boards are not highly effective in enabling organisational purpose in these factors; if these are not addressed, they risk leaving value on the table. Technology companies are less likely than total for-profits to rate highly on 'supporting oversight of compliance and organisational risks' in enabling organisational purpose.

Areas the board could more effectively support and enable leadership

CEOs view board effectiveness as an important contributor to organisational performance. CEOs identify that boards could more effectively support and enable leadership, with 42% highlighting more frequent reflection on board effectiveness, 39% more diverse skills and expertise on the board, and 39% agreement on clear metrics for organisational value and impact. Technology companies are 13 percentage points more likely than total for-profits to identify 'agreement on clear metrics for organisational value and impact to enable organisational purpose' as a way to enhance organisational performance.

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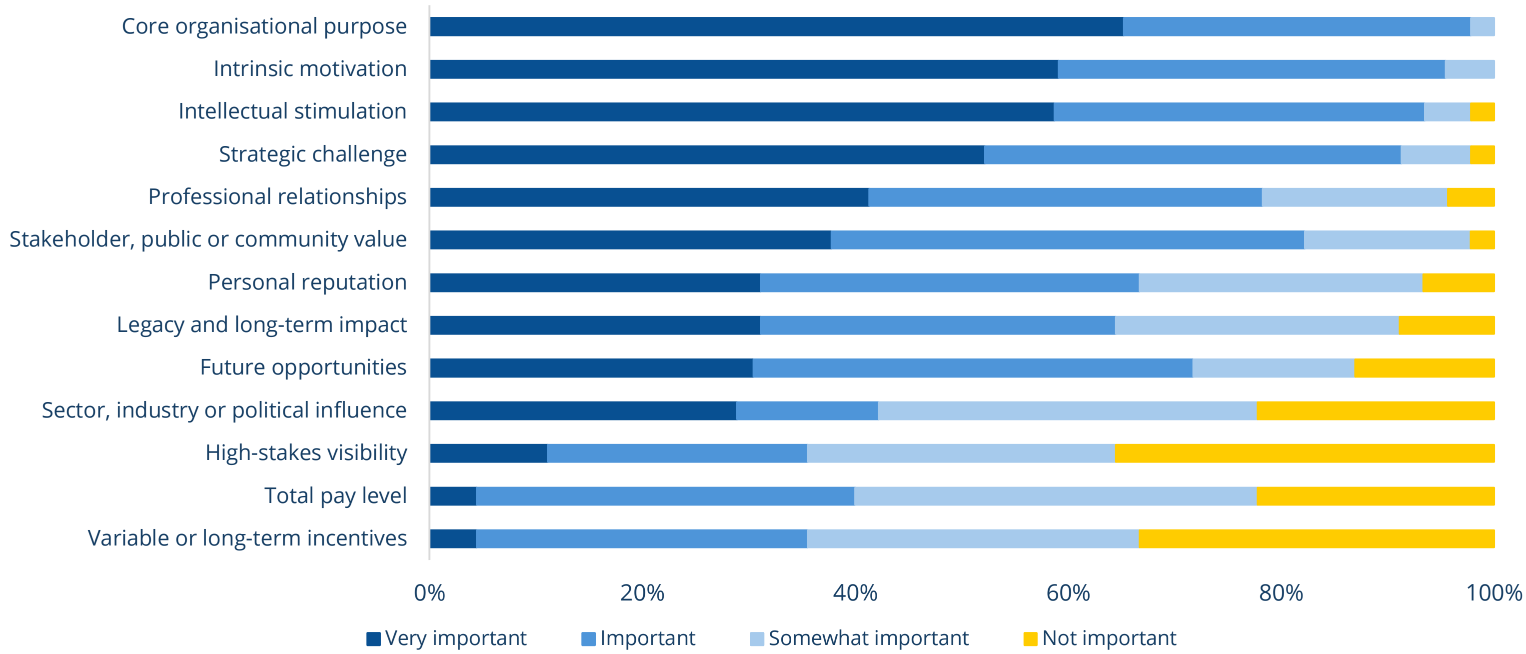
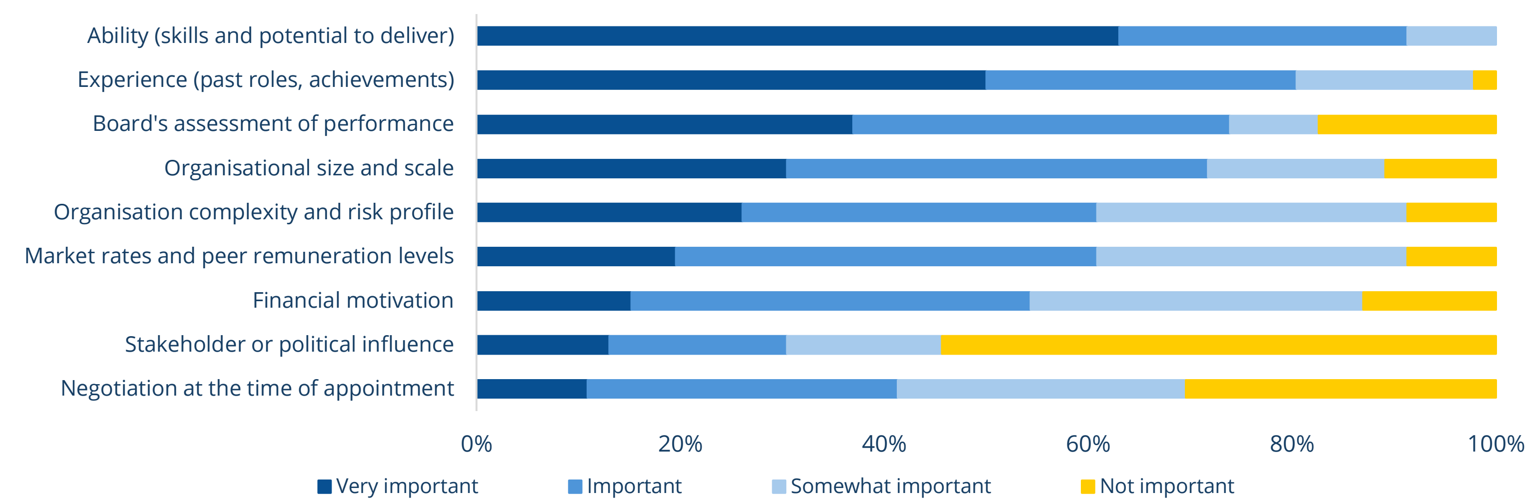
Section 2: CEO Personal Motivation, Values, and Alignment

Personal CEO motivations



CEO motivation is an important issue that has not been studied directly by asking CEOs. Attracting and retaining the right CEO is an important governance issue. The existing literature does not directly measure CEO motivation, instead inferring it from incentive structures (such as compensation design), observed CEO behaviour (e.g. risk-taking or earnings management), and governance outcomes (e.g., pay–performance sensitivity or compensation levels). CEO responses suggest that intrinsic and purpose-driven motivations rank highest, followed by reputation-related motivations, while financial or visibility-related factors are least prominent. Specifically, 65% of CEOs rated core organisational purpose as very important, followed by intrinsic motivation (59%) and intellectual stimulation (59%), whereas only 4% rated total pay level and 4% rated variable or long-term incentives as very important motivators.

Key factors CEOs view as determinants of their pay



While the literature emphasises market benchmarks, managerial bargaining power, and incentive alignment, CEOs instead view pay as primarily driven by perceived individual ability and board judgment, with relatively little importance placed on negotiation or financial motivation. Specifically, 63% rating ability (skills and potential to deliver), 50% experience (past roles, achievements) and 37% board's assessment of performance as very important determinants of pay, compared with 15% for financial motivation, 13% for stakeholder or political influence and 11% for negotiation at the time of appointment. CEOs view remuneration as recognition of the strategic value they are expected to create and the risks they assume in delivering organisational outcomes. Technology companies are 6 percentage points less likely than total for-profits to consider the organisation complexity and risk profile as a key determinant.

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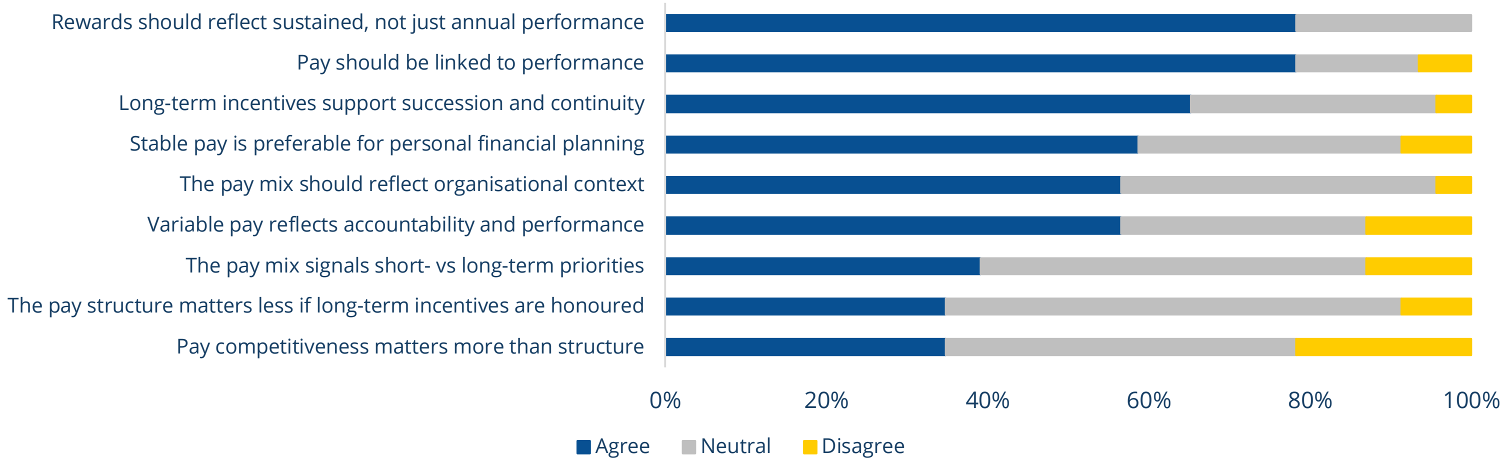
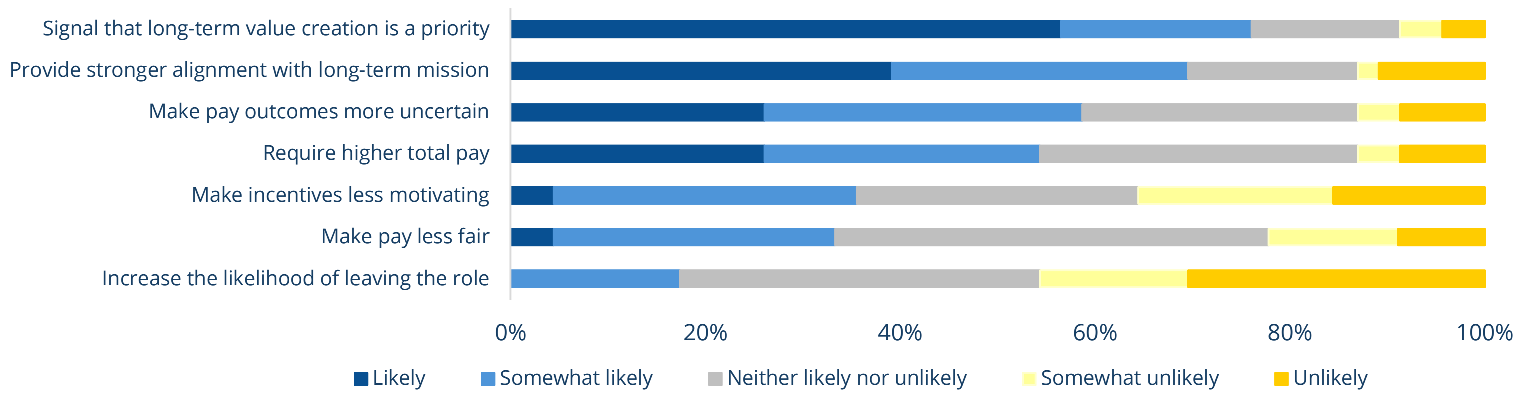
CEO's views on fixed and variable pay



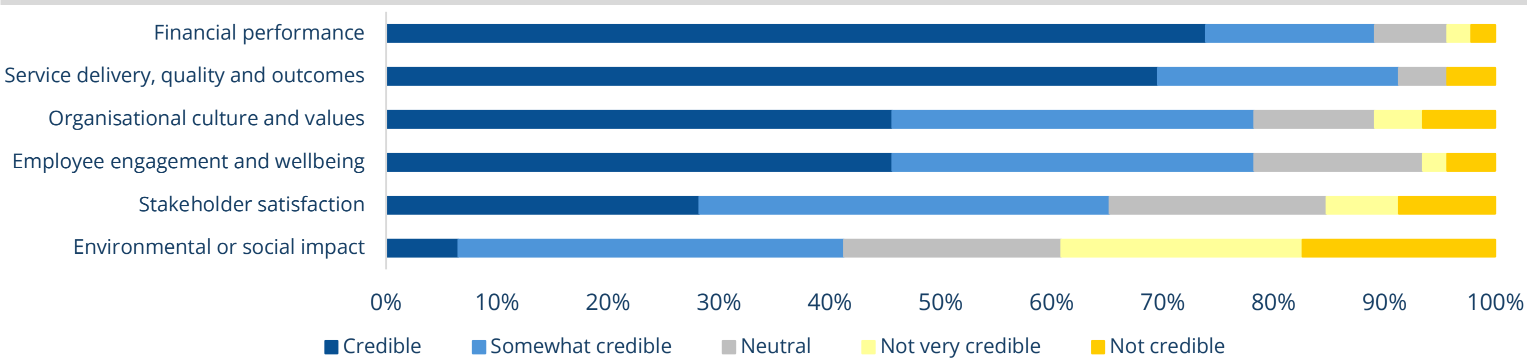
Most CEOs agree that 'pay should be linked to performance' (78%), that 'rewards should reflect sustained, not just annual performance' (78%), and that 'long-term incentives support succession and continuity' (65%). In comparison, CEOs are most neutral on 'pay competitiveness matters more than structure' (43%) and on whether 'the pay structure matters less if long-term incentives are honoured' (57%), indicating comfort with variable-based pay structures. CEO responses show limited evidence of self-interested, short-term or rent-extractive behaviour as assumed in the academic literature.

CEO perspective on the impact of current incentives being made longer-term



Most CEOs agree that longer-term incentives tend to 'signal that long-term value creation is a priority' (76%) and 'provide stronger alignment with long-term mission' (70%). Despite academic research suggesting executives prefer more immediate pay, CEOs are most neutral that they 'require higher total pay' and 'make pay less fair'. Many said it is unlikely or somewhat unlikely that it would 'increase the likelihood of leaving the role'.

CEO's views on the credibility of pay-linked KPIs for their own performance



CEOs believe that pay-linked KPIs are most credible for 'financial performance' (74%) and 'service delivery, quality and outcomes' (70%), moderately credible for 'organisational culture and values' (46%) and 'employee engagement and wellbeing' (46%), and least credible for 'stakeholder satisfaction' (28%) and 'environmental or social impact' (7%). Many see these measures as somewhat credible, with very few rating any measure as not credible. Technology companies are 9 percentage points less likely than total for-profits to agree that environmental or social impact are a credible and fair way to assess CEO performance.

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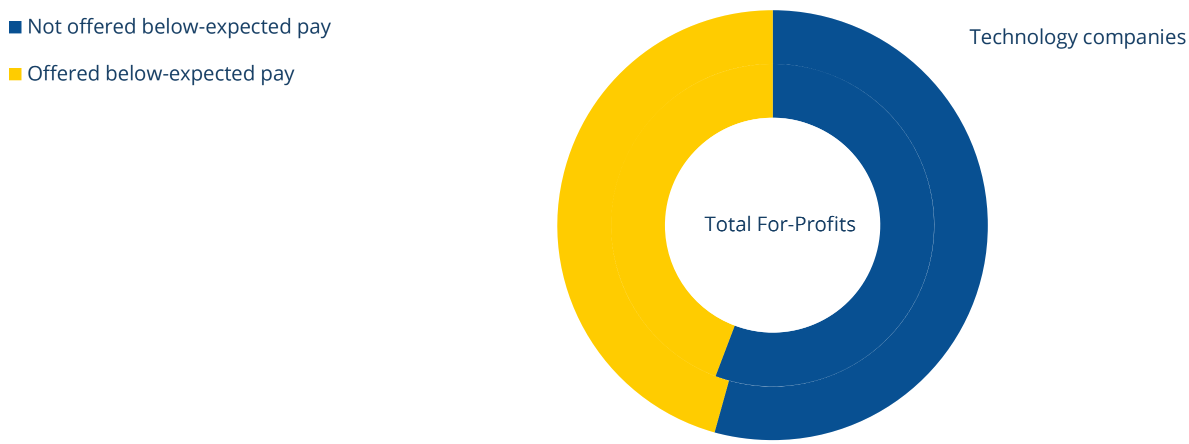
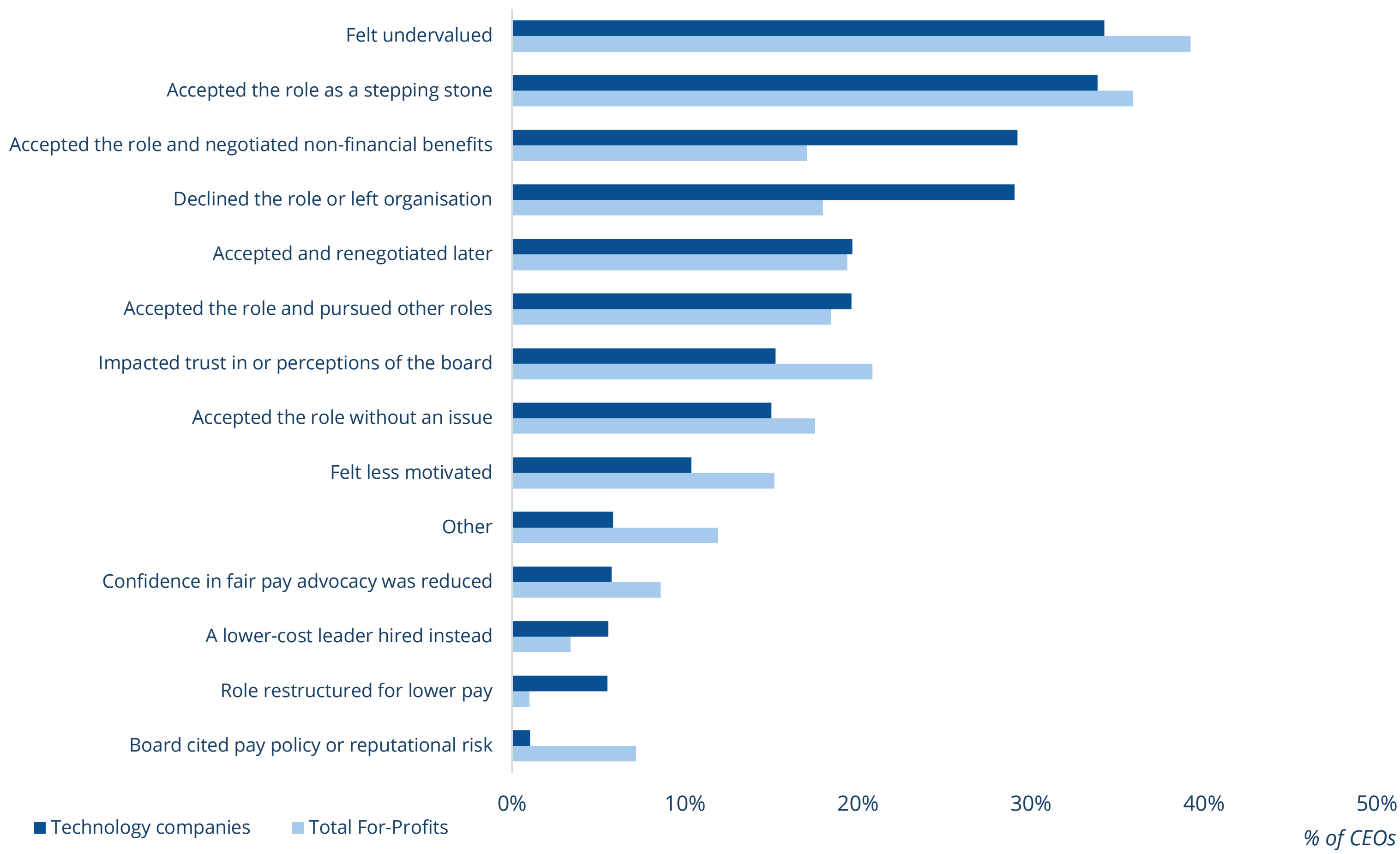
CEOs offered below-expected remuneration during their time in leadership



A key governance signal is potential misalignment between CEO remuneration and candidate expectations, creating attraction, retention, and leadership continuity risk. During their time in leadership, 46% of CEOs reported experiencing total pay offers below what they felt was appropriate, often leading to career-management responses, whereas 54% did not. CEOs in technology companies were 2 percentage points more likely than total for-profits to have been offered below-expected pay.

Leader consequences of lower-than-expected pay offers



Boards risk weaker leadership quality, poorer strategic continuity, and reduced ability to attract and retain capable CEOs when pay is set below appropriate market levels. The most common responses for CEOs who received lower than expected pay offers included that they felt undervalued (34%) and accepted the role as a stepping stone (34%), highlighting that executives often respond to perceived underpayment by managing their career trajectory around it, with potential implications for longer-term commitment and board–CEO alignment. CEOs in technology companies were 12 percentage points more likely than total for-profits to have accepted the role and negotiated non-financial benefits.

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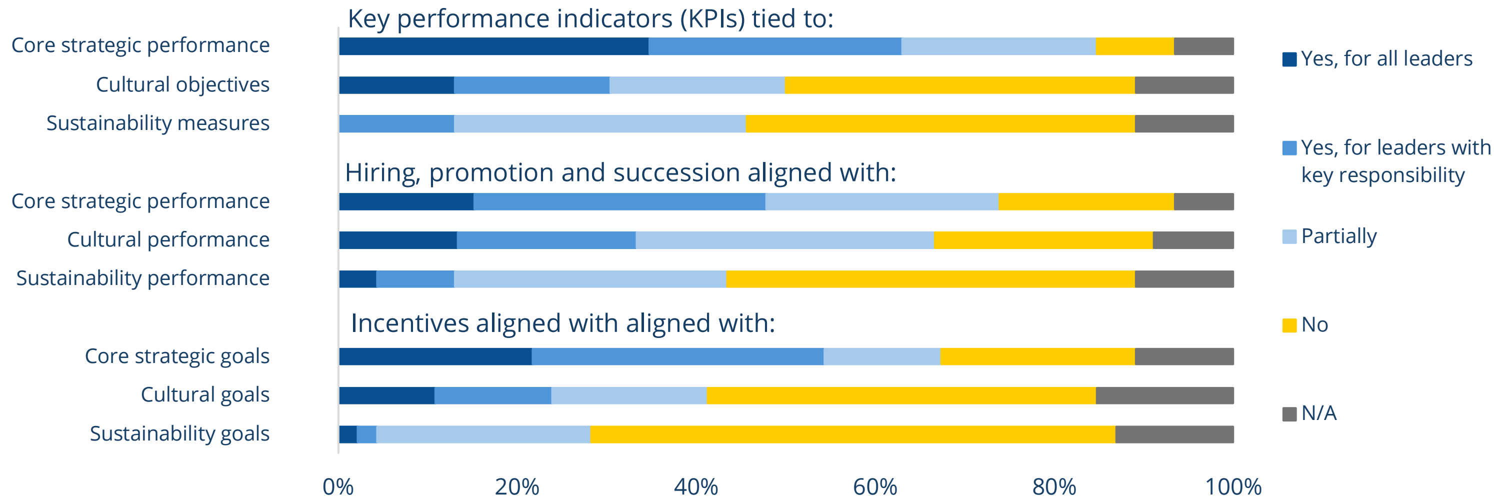
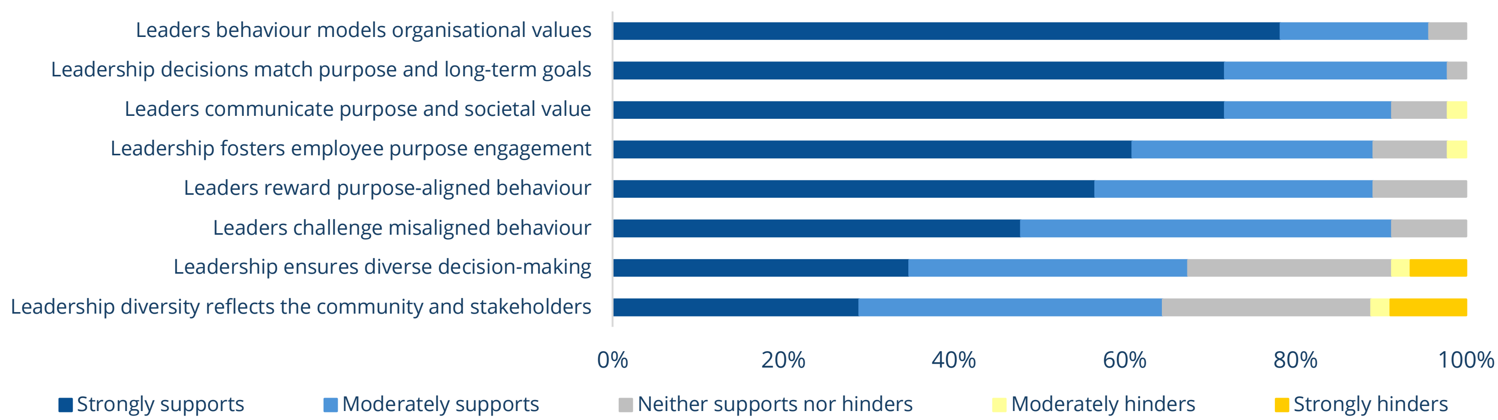
Section 3: Executive and Senior Leaders Signals, Pay and Incentives

Signals of strategy, culture, and sustainability for executive & senior leaders



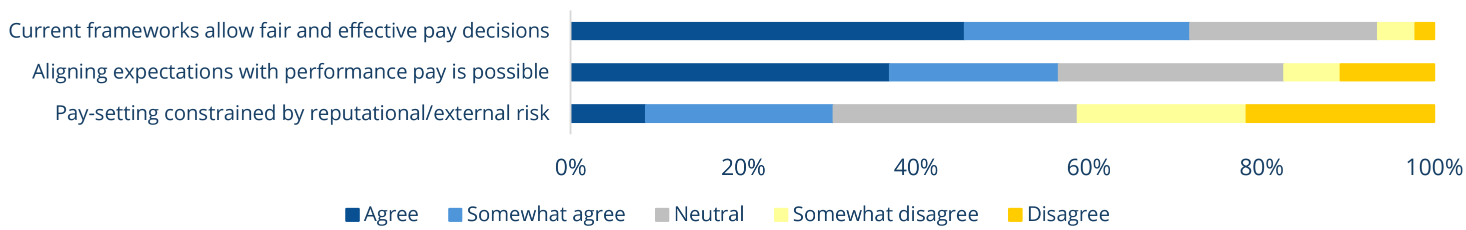
Leadership incentives, KPIs and succession decisions aligned with sustainability, culture and strategy are social and governance mechanisms as they determine how effectively leadership behaviour is shaped, monitored and held accountable for delivering organisational purpose and sustained value creation. 48%–63% of CEOs integrate core strategic performance into executive hiring, promotion, succession and KPIs, compared with 30%–33% for culture and 13% for sustainability. Reward systems have a stronger focus on strategic goals rather than their execution (culture) or being a responsible citizen (sustainability).

Senior leader behavioural alignment with organisational purpose and values



Alignment between leadership behaviour, decision-making and representation influences organisational trust, inclusivity and long-term effectiveness. Between 48% and 78% of CEOs report that senior leaders strongly support organisational purpose through communication, modelling, decision-making and behavioural reinforcement. In comparison, only 35% believe leadership ensures diverse decision-making, and 29% say leadership diversity reflects the community and stakeholders, highlighting an opportunity to align behaviour and structural inclusivity.

Executive remuneration framework effectiveness



Effective remuneration systems are important because they support fair, performance-linked pay, strengthen accountability, and help align leadership behaviour with organisational objectives while maintaining trust in social and governance processes. 72% of respondents agree or somewhat agree that current frameworks support fair and effective pay decisions, and 57% agree or somewhat agree that expectations can be aligned with performance pay. In contrast, 30% perceive pay-setting to be constrained by reputational or external risk.

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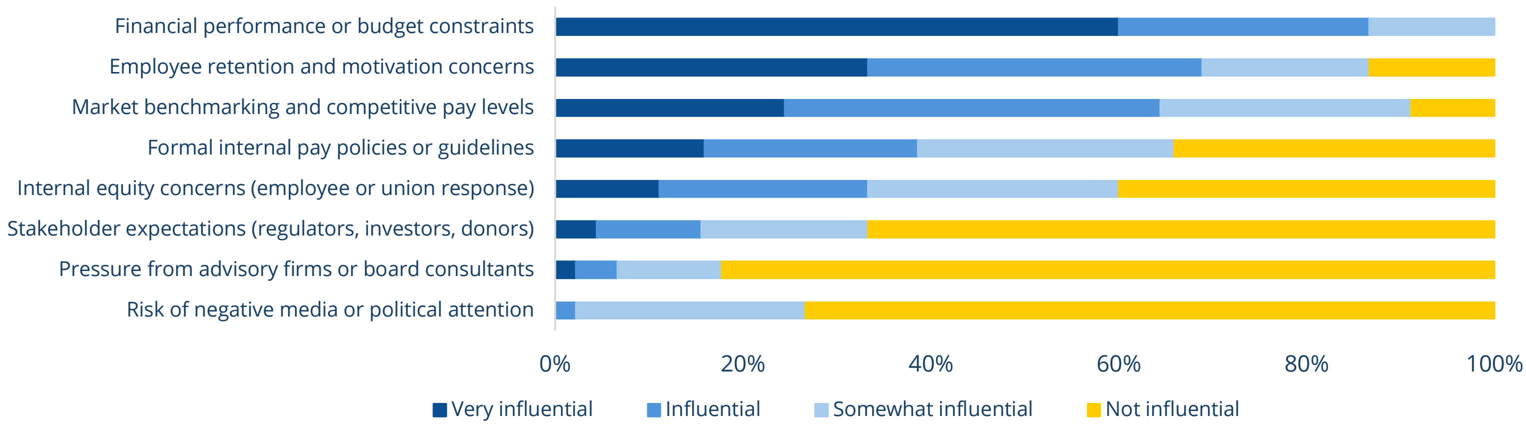
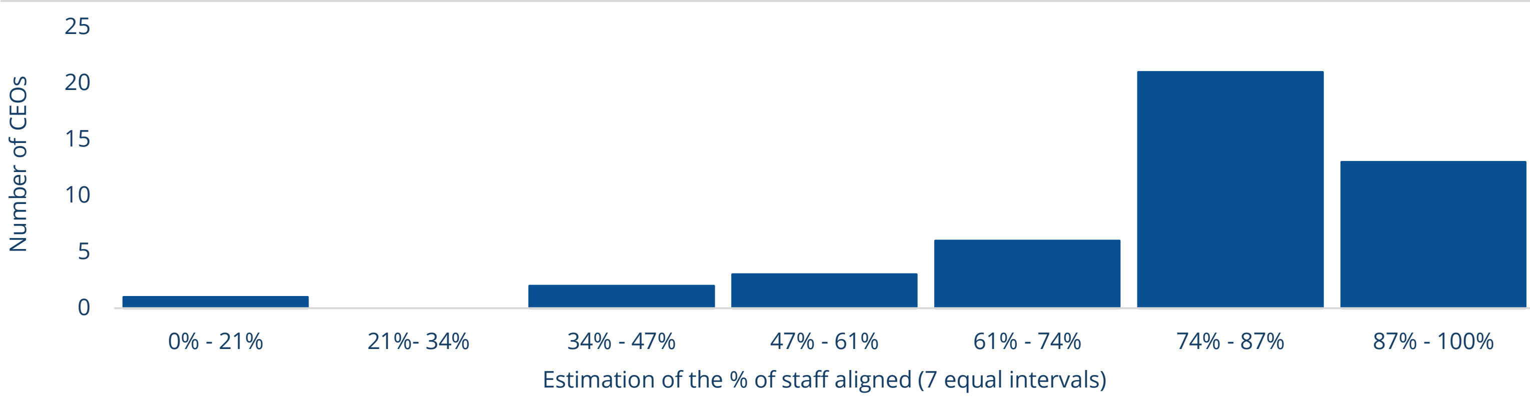
Factors influencing executive or senior leader pay decisions



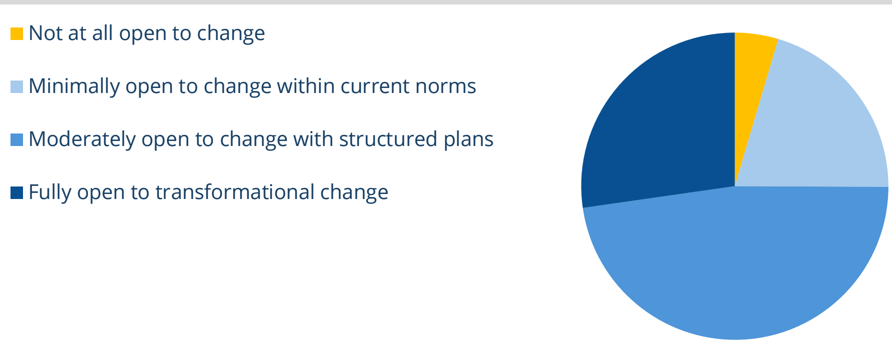
Executive and senior leader pay decisions are driven primarily by governance factors, including financial performance, benchmarking, stakeholder expectations and formal pay policies, which reflect how boards exercise oversight, manage accountability and align remuneration with organisational objectives. Social factors are also evident, with employee retention, motivation and internal equity concerns reflecting workforce and cultural implications of executive pay decisions, including fairness, trust and cohesion. Comparatively, external pressures such as advisory firms, media or political risk have limited influence. CEOs in technology companies were 10 percentage points more likely than total for-profits to cite financial performance or budget constraints.

Percentage of staff motivated by sustainability goals



The majority of CEOs believe that staff are highly aligned with the organisation's purpose, including social, environmental, and broader stakeholder objectives, with the average CEO estimating alignment at around 77% of all staff. This percentage is meaningful because it indicates the extent to which that purpose is embedded in employee behaviour, shaping execution capability, cultural coherence, and the credibility of the organisation's ESG commitments.

Willingness to support culture shift for sustainability goals



An organisation's willingness to pursue cultural change for sustainability is important because it signals whether environmental and social commitments can be embedded in organisational behaviour and governance, rather than remaining at the level of policy or reporting.75% of organisations are willing to pursue cultural change to support sustainability goals, with 48% favouring structured change and 27% open to transformational change. Because willingness is high, organisations may benefit from targeted support such as practical tools for embedding sustainability, leadership guidance, and staff or board training to enable deeper, systemic change. CEOs in technology companies were 5 percentage points less likely than total for-profits to be fully open to transformational change.

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Section 4: Sustainability Strategy and Investment Priorities

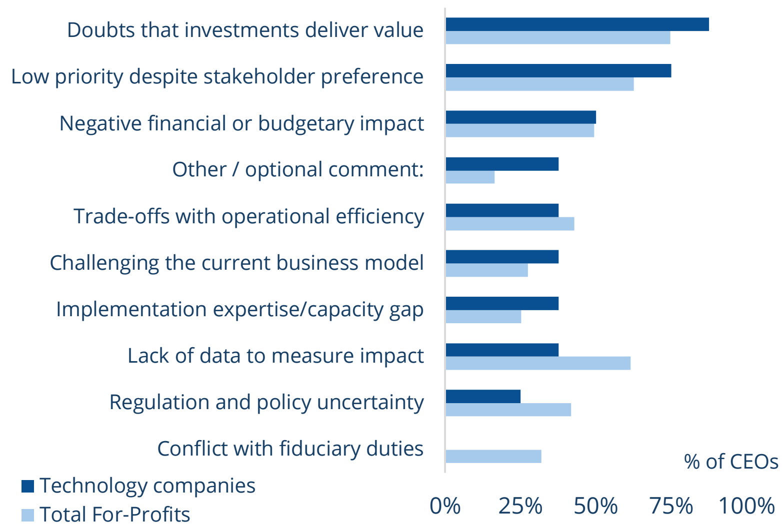
Impact of **environmental** and **social investments** on organisational value

The majority of CEOs (83%) believe investing in environmental and social practices enhances their organisation's value, while 17% say it does not. This highlights that most CEOs view environmental and social practices as value-enhancing, reinforcing their role as a core driver of long-term strategic decision-making rather than a peripheral concern. CEOs in technology companies were 1 percentage point more likely than total for-profits to believe these practices add value.

Reasons sustainability adds value

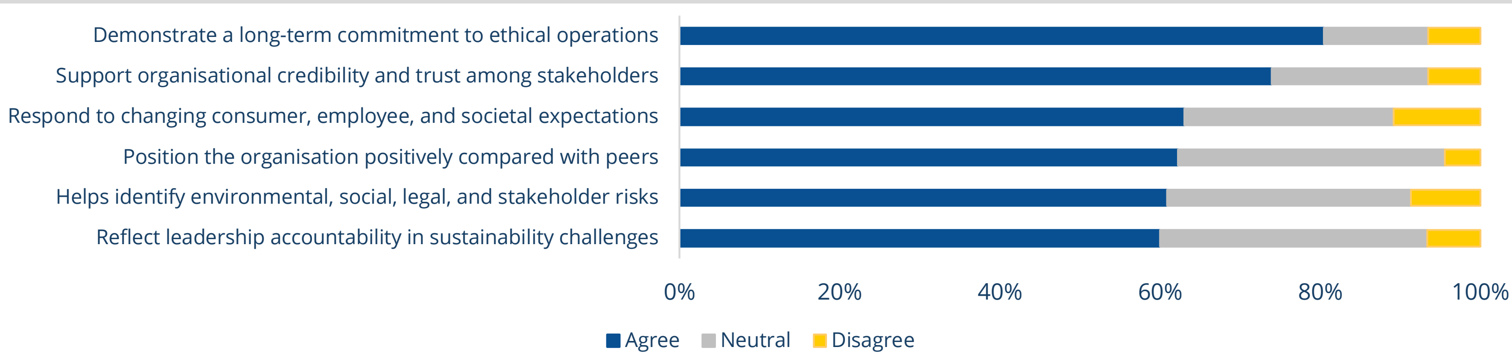
83% of CEOs say sustainable practices enhance their organisation's value, primarily due to ethical responsibility (74%), alignment with employee values (63%), and growing client/stakeholder demand (50%). CEOs in technology companies were less likely to believe these practices help with regulatory preparedness.

Sustainability does not add value due to:



17% of CEOs do not believe that sustainable practices enhance organisational value, primarily due to doubts that investments deliver value (88%) or low priority despite stakeholder preference (75%). Technology companies are less likely to believe that these practices have a conflict with fiduciary duties.

Agreement with statements on sustainable business practices



The majority of CEOs agree that sustainable practices demonstrate a long-term commitment to ethical operations (80%), support organisational credibility and trust among stakeholders (74%) and respond to changing consumer, employee, and societal expectations (63%). Sustainable business practices are viewed as an integrated driver of competitiveness, stakeholder trust, and risk management, rather than a peripheral activity.

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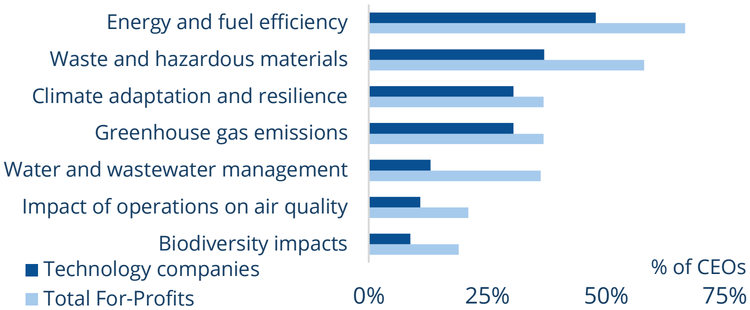
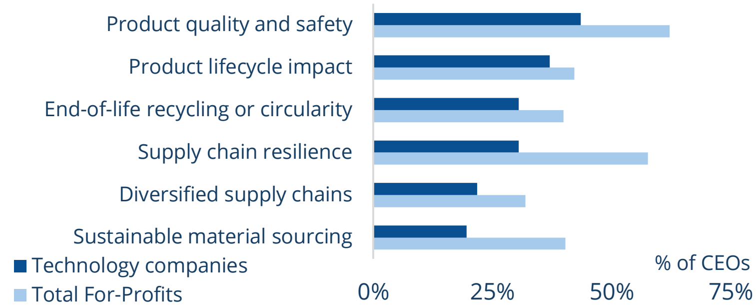
Material **environmental** factors driving strategic priorities and long-term value

Environmental sustainability factors



Product and supply chain sustainability factors

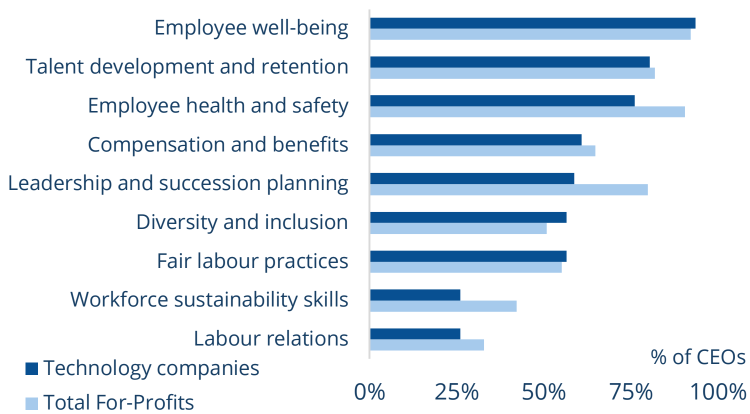


CEOs view energy and fuel efficiency (48%) and waste and hazardous materials (37%) as the primary drivers of long-term environmental value. Technology companies are less likely to view water and wastewater management as material.

CEOs view product quality and safety (44%) and product lifecycle impact (37%) as the primary drivers of long-term product and supply chain value. Technology companies are less likely to view supply chain resilience as material.

Material **social** factors influencing strategic priorities and long-term value

Workforce sustainability factors



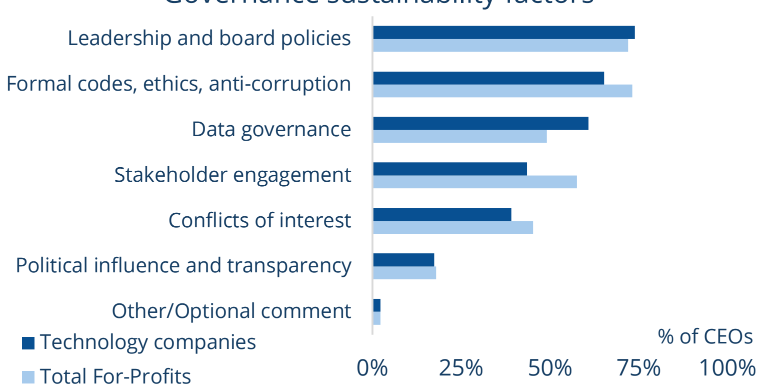
Stakeholder sustainability factors

CEOs view employee well-being (93%) and talent development and retention (80%) as the primary workforce sustainability value drivers. Technology companies are less likely to consider leadership and succession planning as material.

CEOs view data security and privacy (87%) and customer sustainability satisfaction (65%) as the primary social stakeholder drivers of long-term value. Technology companies are more likely to view data security and privacy as material.

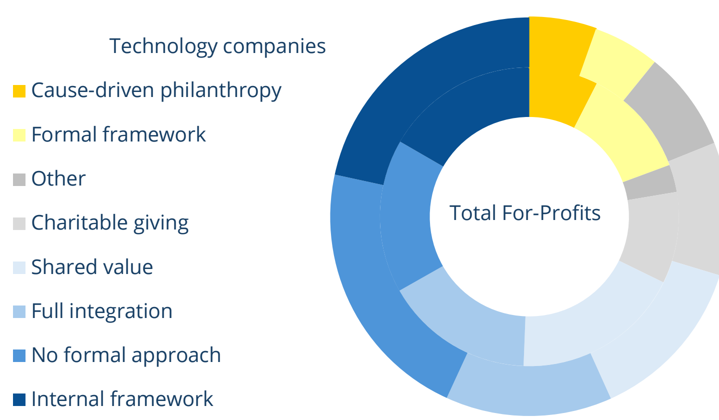
Material governance factors

Governance sustainability factors



CEOs view 'leadership and board policies' (74%) and 'formal codes, ethics, anti-corruption' (65%) as the top governance drivers of value. Technology companies are less likely to consider 'stakeholder engagement' as material.

Approach to sustainability strategy



The most common approach to sustainability is an internal framework: custom sustainability approach developed without formal external standards (22%).

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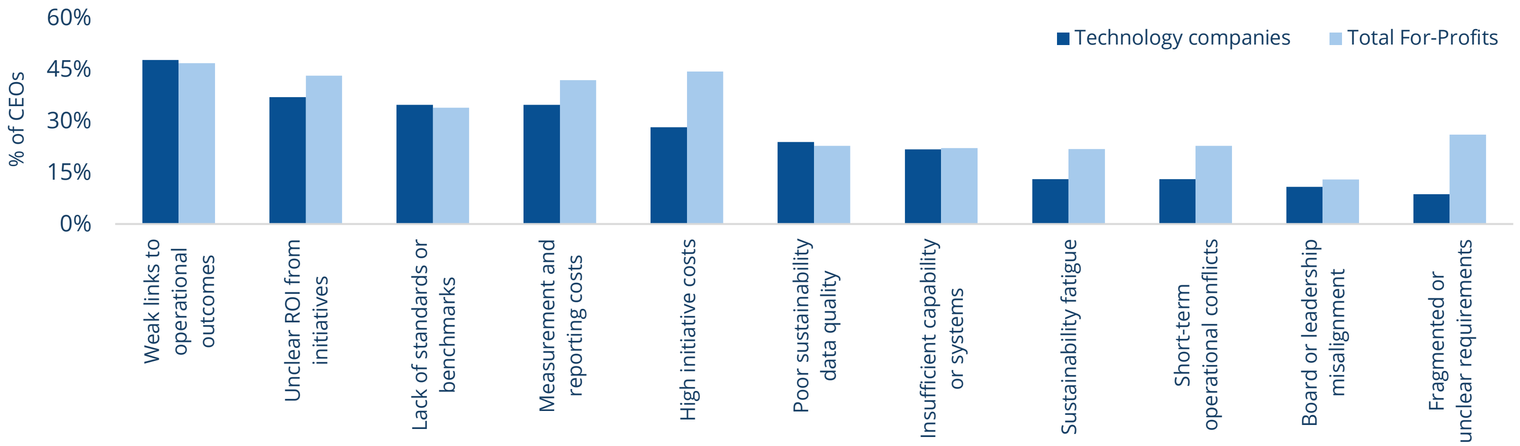
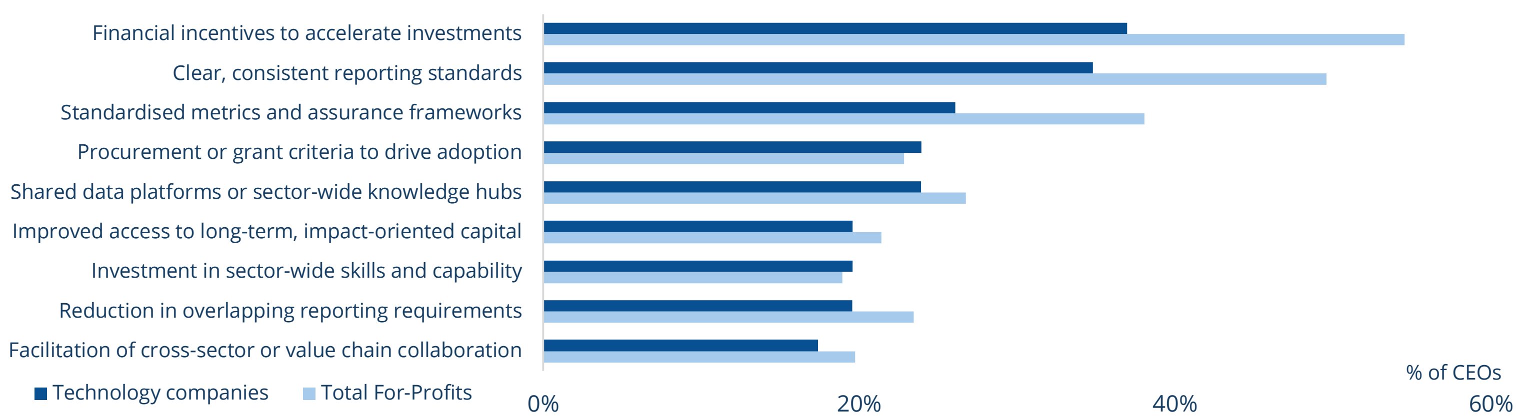
Key barriers to integrating sustainability into strategy and operations



Organisations see weak links to operational outcomes (48%) as the most common barrier to integrating sustainability into strategy and operations, followed by unclear ROI from initiatives (37%) and lack of standards or benchmarks (35%). CEOs in technology companies were 17 percentage points less likely than total for-profits to see fragmented or unclear requirements as a barrier.

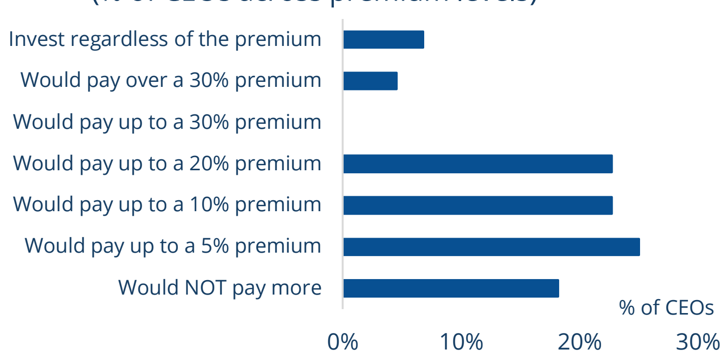
Government or industry body actions that most support sustainability goals



Based on selection frequency, CEOs identify financial incentives to accelerate investments (37%) and clear, consistent reporting standards (35%) as the most important actions government or industry bodies can take to support sustainability goals, followed by standardised metrics and assurance frameworks (26%). CEOs in technology companies were 18 percentage points less likely than total for-profits to see financial incentives to accelerate investments as important.

Willingness to pay for greener outcome

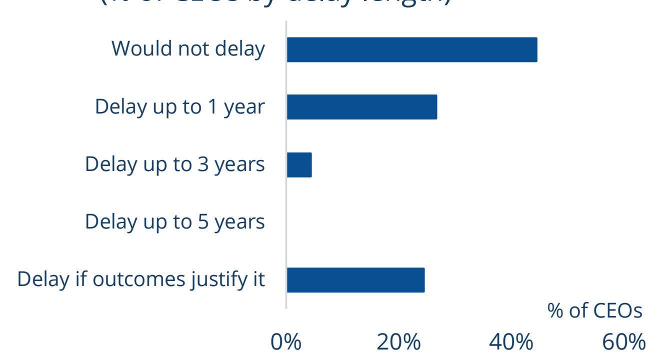
Greener versus conventional options
(% of CEOs across premium levels)



48% of CEOs would pay a moderate premium (5%–10%) for greener technology: 34% would pay a premium of over 20%, while 18% would not pay more. CEOs in technology companies were 7 percentage points more likely than total for-profits to say they would pay up to a 5% premium.

Tolerance for sustainable project delays

Time delay for environmental or social gains
(% of CEOs by delay length)



Most CEOs tolerate short delays for higher environmental or social gains: 27% up to 1 year, 4% up to 3–5 years, and 44% would not delay. CEOs in technology companies were 3 percentage points more likely than total for-profits to say they delay if outcomes justify it.

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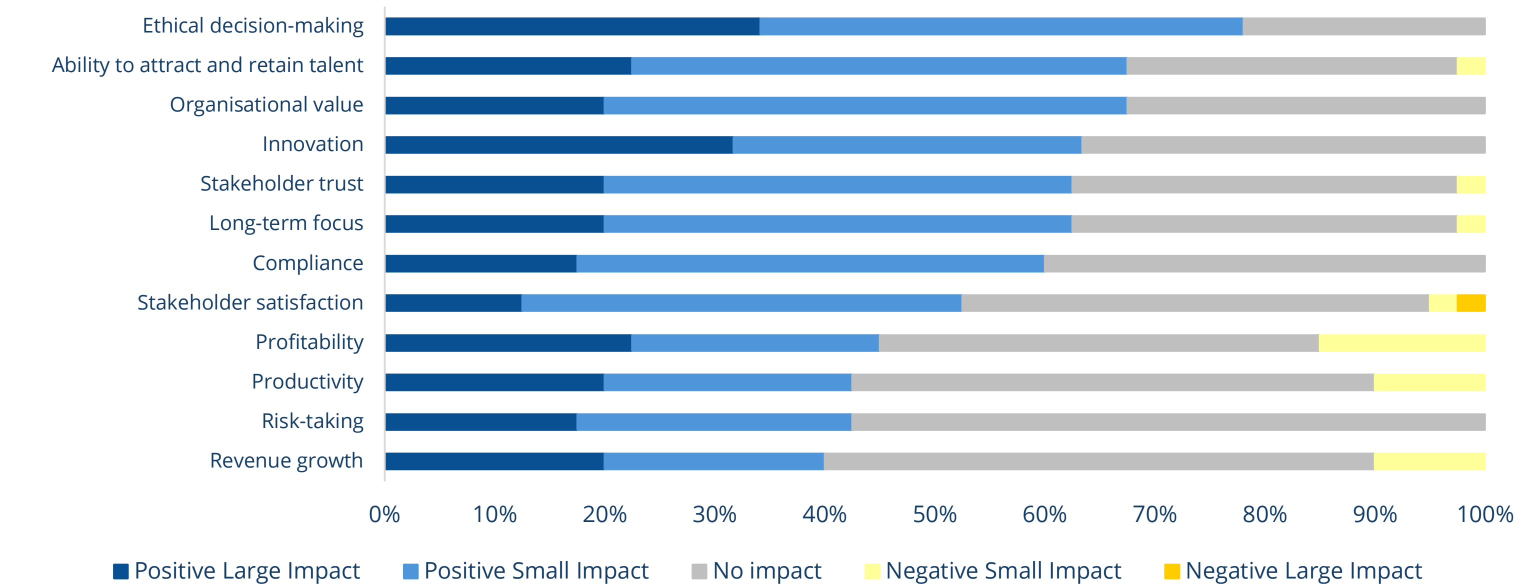
Summary: Overall influence on long-term organisational performance

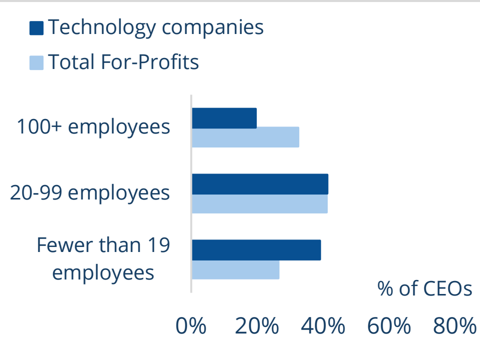
Impact of environmental, social and governance sustainability on factors



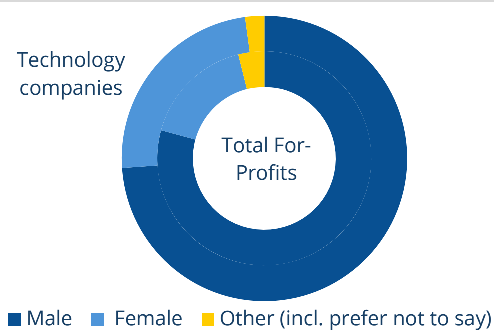
Environmental, social and governance sustainability positively impacts long-term performance, particularly ethical decision-making and the ability to attract and retain talent. CEOs in technology companies were 19 percentage points less likely than total for-profits to say their ESG approach positively impacts revenue growth.

Demographics: Technology CEOs and Boards

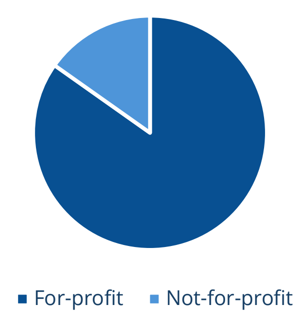
Number of employees



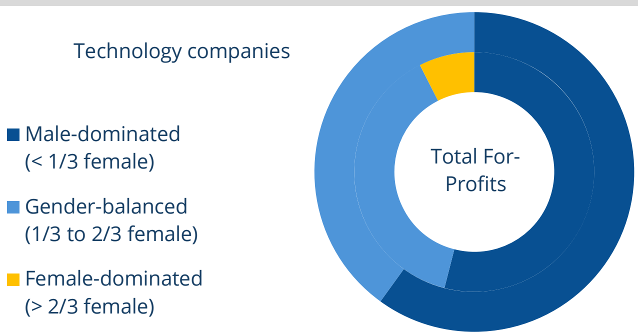
CEO gender identity



For-profit / not-for-profit

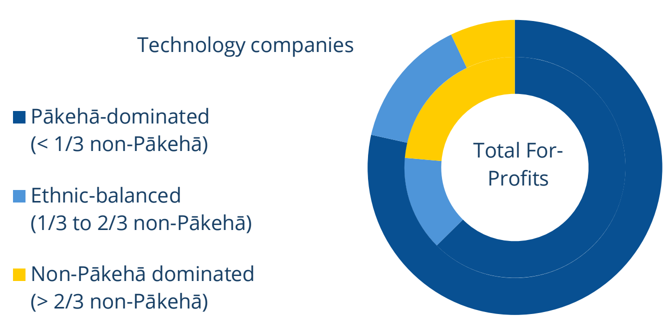


Female board representation



Women comprise 47.4% of the NZ workforce (Household Labour Force Survey, June 2023, highlighting the importance of examining the systemic barriers that limit their progression to leadership and governance roles.

Ethnic board representation



The 2023 NZ Census showed 47% identify as either Māori (17.8%), Pasifika (8.9%), Asian (17.3%), or other (3%), with 53% primarily NZ European/Pākehā. Boards do not reflect this, emphasising the need to understand the barriers.

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