

BNZ KIWISAVER SCHEME

Conservative Fund



Fund Update

For quarter ending 31 December 2019

This Fund Update was first made publicly available on 24 January 2020.

What is the purpose of this update?

This document tells you how the Conservative Fund (Fund) has performed and what fees were charged. The document will help you to compare the Fund with other funds. BNZ Investment Services Limited prepared this update in accordance with the Financial Markets Conduct Act 2013. This information is not audited and may be updated.

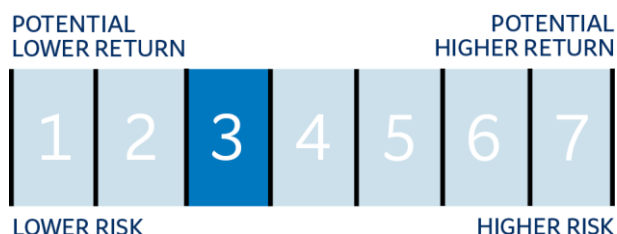
Description of this Fund

The Conservative Fund invests mostly in income assets which generally have lower levels of risk and return. It has a modest allocation to growth assets which generally have higher levels of risk with the potential for higher returns. It aims to achieve relatively stable returns over the short to medium term.

Total value of the Fund	\$756,579,700.00
Number of investors in the Fund	67,416
Date the Fund started	11 February 2013

What are the risks of investing?

Risk indicator for the Conservative Fund



The risk indicator is rated from 1 (low) to 7 (high). The rating reflects how much the value of the Fund's assets goes up and down (volatility). A higher risk generally means higher potential returns over time, but more ups and downs along the way.

To help you clarify your own attitude to risk, you can seek financial advice or work out your risk profile at bnz.co.nz/whatfund. Note that even the lowest category does not mean a risk-free investment, and there are other risks that are not captured by this rating.

This risk indicator is not a guarantee of a fund's future performance. The risk indicator is based on the returns data for 31 December 2014 to 31 December 2019. While risk indicators are usually relatively stable, they do shift from time to time. The risk indicator will continue to be updated in future Fund Updates.

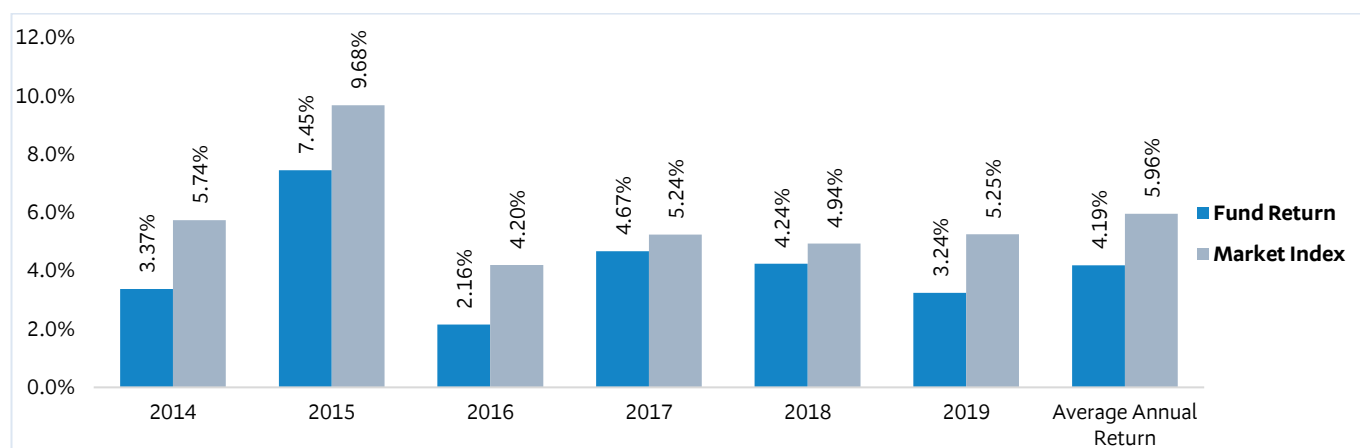
See the BNZ KiwiSaver Scheme Product Disclosure Statement (PDS) for more information about the risks associated with investing in this Fund.

How has the Fund performed?

	Average over past 5 years	Past year
Annual return (after deductions for charges and tax)	4.08%	6.79%
Annual return (after deductions for charges but before tax)	5.10%	8.01%
Market index annual return (reflects no deductions for charges and tax)	5.47%	9.00%

The market index (benchmark) return is based on a composite index made up of related market indices that represent the target investment mix (including currency hedging where relevant). Additional information can be located in the 'Statement of Investment Policy and Objectives' document available on the Scheme's Disclose Register entry at companiesoffice.govt.nz/disclose

Annual return graph



The graph shows the return after Fund charges and tax for each year ending 31 March since the Fund started. The last bar shows the average annual return since the Fund started, up to 31 December 2019.

Important: This does not tell you how the Fund will perform in the future.

Returns in this update are after tax at the highest prescribed investor rate (PIR) of tax for an individual New Zealand resident. Your tax may be lower.

Market index returns do not include Fund charges or deductions for tax.

charges for the Fund for the year to 31 March 2020 are expected to be up to 13% lower.

See the BNZ KiwiSaver Scheme PDS for more information about these fees. This can be accessed from the Disclose Register at companiesoffice.govt.nz/disclose

Small differences in fees and charges can have a big impact on your investment over the long term.

What fees are investors charged?

Investors in the Conservative Fund are charged Fund charges. In the year to 31 March 2019 these were (excluding GST):

	% of net asset value
Total fund charges*	0.58%
<i>Which are made up of:</i>	
Total management and administration charges	0.58%
<i>Including:</i>	
Manager's basic fee	0.58%
Other management and administration charges	0.00%
Total performance-based fees	0.00%

Other charges	Dollar amount per investor
Member fees ¹	\$23.40 p.a.

Investors are charged member fees of \$1.95 per month (\$23.40 p.a.). No GST is currently payable on BNZ KiwiSaver Scheme charges above.

* The total management and administration fee for the Fund was reduced to 0.50% effective 13 May 2019. As a result, the total fund

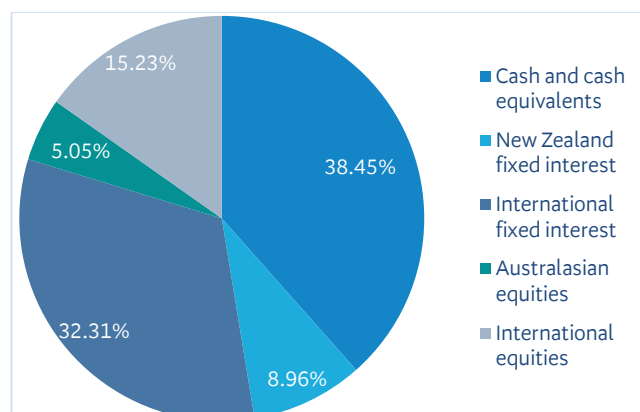
Example of how this applies to an investor

John had \$10,000 in the Fund at the start of the year and did not make any further contributions. At the end of the year, John received a return after Fund charges were deducted of \$679.00 (that is 6.79% of his initial \$10,000). John also paid \$9.75 in other charges. This gives John a total return of \$669.25 for the year.

What does the Fund invest in?

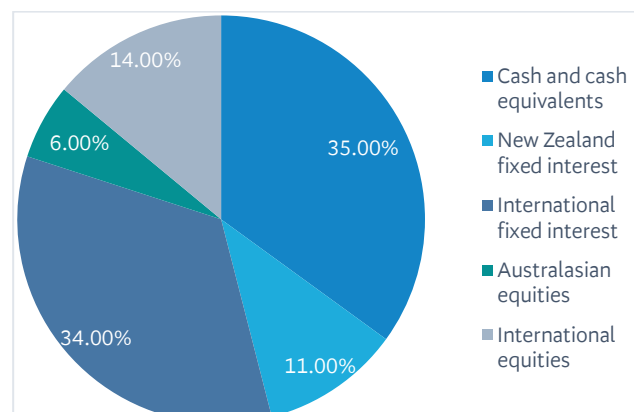
This shows the types of assets the Fund invests in.

Actual investment mix²



This shows the mix of assets the Fund generally intends to invest in.

Target investment mix



Currency hedging

Currency hedging may be used to mitigate the impact of currency movements on investments in foreign securities. As at the date of this Fund Update, the Manager applies the following currency hedging ratios:

- 100% of the fund's international fixed interest exposure
- 40% of fund's international equities exposure
- 100% of the fund's Australian equities exposure

The Statement of Investment Policy and Objectives (SIPO) sets out the policy for our currency hedging strategy in Section 5 and is available on the Scheme's Disclose Register entry at companiesoffice.govt.nz/disclose

Top 10 investments³

	Name	% of fund net assets	Type	Country	Credit rating (if applicable)
1	NIKKO AM WHOLESALE NZ CASH FUND TWO	4.39%	Cash and cash equivalents	NEW ZEALAND	
2	WESTPAC COMPOUND ACCOUNT NZD	3.23%	Cash and cash equivalents	NEW ZEALAND	AA-
3	ANZ BANK NEW ZEALAND LTD 110520 4.48 CB	2.47%	New Zealand fixed interest	NEW ZEALAND	AA-
4	BANK OF NEW ZEALAND 180620 4.426 CB	2.27%	New Zealand fixed interest	NEW ZEALAND	AA-
5	IRD DEPOSIT NZTTC 2.15% 19/12/2019 21/01/2020	1.80%	Cash and cash equivalents	NEW ZEALAND	AA+
6	ASB BANK LTD 270220 FRN	1.64%	New Zealand fixed interest	NEW ZEALAND	AA-
7	ASBBNK TERM DEPOSIT 2.35% 20/09/2019 17/09/2020	1.59%	Cash and cash equivalents	NEW ZEALAND	AA-
8	AUCKLAND COUNCIL 240920 4.017 GB	1.56%	New Zealand fixed interest	NEW ZEALAND	AA
9	RABOBANK NEDERLAND NEW ZEALAND BRANCH 100620 4.592 CB	1.27%	New Zealand fixed interest	NEW ZEALAND	A+
10	ASB BANK LTD 250220 4.4225 CB	1.24%	New Zealand fixed interest	NEW ZEALAND	AA-

The top 10 investments make up 21.46% of the net asset value of the Fund.

Key personnel

This shows the directors and employees who have the most influence on the investment decisions of the Fund.

Name	Current position	Time in current position	Previous or other position	Time in previous position
Richard Morath	Director, BNZ Investment Services Limited	6 years, 6 months	Non-Executive Director, BNZ Life Insurance Limited (current position)	16 years, 1 months
Richard Ansell	Director, BNZ Investment Services Limited	0 years, 10 months	Chair, BNZ Investment Review Committee	0 years, 10 months
Hayley Cassidy	Director, BNZ Investment Services Limited	0 years, 8 months	Chief General Counsel, BNZ (current position)	0 years, 9 months
Christine Yates [new]	Director, BNZ Investment Services Limited	0 years, 2 months	Chief Customer Officer, Private Wealth and Insurances, BNZ (current Position)	0 years, 10 months
Paul Richardson [new]	Director, BNZ Investment Services Limited	0 years, 1 month	Chief Investment Officer/Executive Director	4 years, 8 months

Further information

You can also obtain this information, the PDS for the BNZ KiwiSaver Scheme, and some additional information from the offer register at companiesoffice.govt.nz/disclose.

Contact details

If you have any questions about this Fund, call us on 0800 269 5494 or visit our website at bnz.co.nz/kiwisaver.

Notes

1. Member fees in the BNZ KiwiSaver Scheme were \$1.95 per member per month and were charged proportionately across funds where a member invests in more than one BNZ KiwiSaver Scheme fund. The member fee was removed effective 1 May 2019.
2. The calculation of cash and cash equivalents within the actual investment mix allocation may include investor flows not yet unitised, liquidity cash and fund accruals. This may result in a higher allocation to cash and cash equivalents than is shown in the target investment mix.
3. Investor flows not yet unitised, unsettled trades, currency hedging gains (or losses) and any operating accruals are excluded from the Top 10 investments.