

BNZ KIWISAVER SCHEME

Conservative Fund



Fund Update

For quarter ending 31 December 2020

This Fund Update was first made publicly available on 29 January 2021.

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.

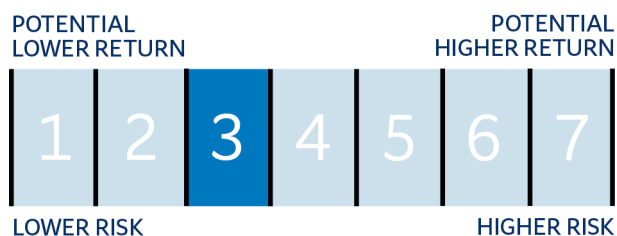
Description of this Fund

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

Total value of the Fund	\$917,932,866.82
Number of investors in the Fund	69,011
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 2015 to 31 December 2020. 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.

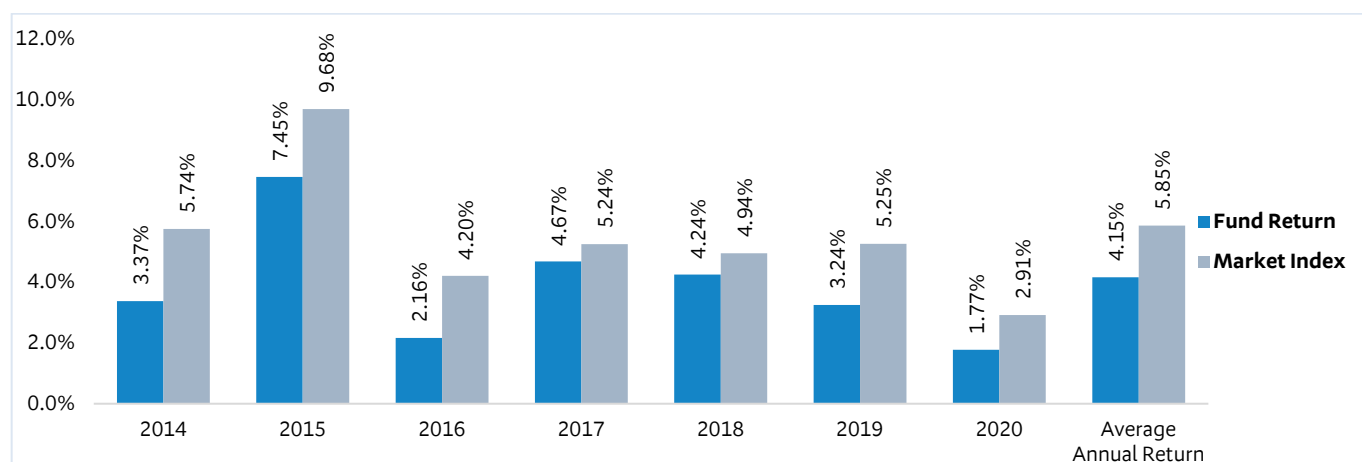
See the BNZ KiwiSaver Scheme Product Disclosure Statement (PDS) for more information about the risks associated with investing in this Fund.

How has the Fund performed?

	Average over past 5 years	Past year
Annual return (after deductions for charges and tax)	4.24%	3.87%
Annual return (after deductions for charges but before tax)	5.27%	4.81%
Market index annual return (reflects no deductions for charges and tax)	5.57%	5.19%

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 2020.

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.

What fees are investors charged?

Investors in the Conservative Fund are charged Fund charges. In the year to 31 March 2020 these were (excluding GST):

	% of net asset value
Total fund charges*	0.51%
<i>Which are made up of:</i>	
Total management and administration charges	0.51%
<i>Including:</i>	
Manager's basic fee	0.51%
Other management and administration charges	0.00%
Total performance-based fees	0.00%
Other charges	Dollar amount per investor
Member fees ¹	\$1.95 p.a.

No GST is currently payable on BNZ KiwiSaver Scheme charges above.

* The total fund charges for the Fund were reduced to 0.50% p.a. on 13 May 2019.

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.

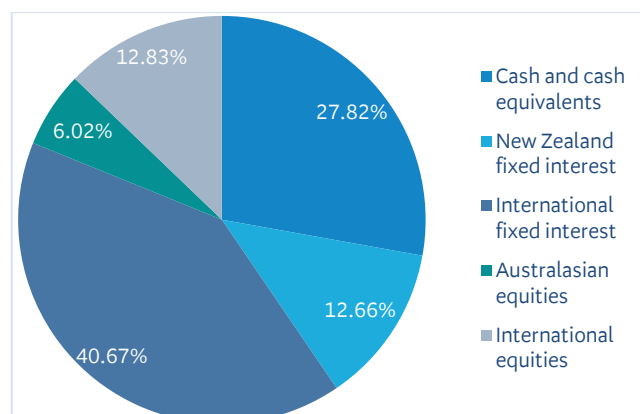
Example of how this applies to an investor

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 \$387.00 (that is 3.87% of his initial \$10,000). John also paid \$0.00 in other charges. This gives John a total return of \$387.00 for the year.

What does the Fund invest in?

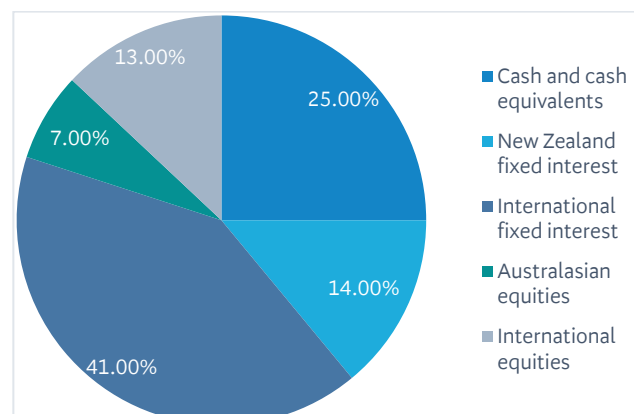
This shows the types of assets the Fund invests in.

Actual investment mix^{2,3}



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 the 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 investments⁴

	Name	% of fund net assets	Type	Country	Credit rating (if applicable)
1	BNP Paribas Bank Account NZD	1.67%	Cash and cash equivalents	New Zealand	A+
2	BNP Paribas Bank Account USD	1.58%	Cash and cash equivalents	United States	A+
3	ASB Bank Ltd 4.245% 26/05/2021	1.12%	New Zealand fixed interest	New Zealand	AA-
4	NZ Government Bond 3.5% 14/04/2033	1.03%	New Zealand fixed interest	New Zealand	AA+
5	ANZ Bank New Zealand Ltd. Registered Certificate of Deposit 24/03/2021	0.88%	New Zealand fixed interest	New Zealand	AA-
6	Fisher & Paykel Healthcare Ltd	0.84%	Australasian equities	New Zealand	
7	Bank of New Zealand Registered Certificate of Deposit 27/01/2021	0.75%	New Zealand fixed interest	New Zealand	AA-
8	Industrial and Commercial Bank of China Ltd. Registered Certificate of Deposit 25/05/2021	0.75%	New Zealand fixed interest	New Zealand	A
9	China Construction Bank (New Zealand) Limited Registered Certificate of Deposit 09/06/2021	0.75%	New Zealand fixed interest	New Zealand	A
10	NZ Government Bond 4.5% 15/04/2027	0.71%	New Zealand fixed interest	New Zealand	AA+

The top 10 investments make up 10.08% 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	7 years, 6 months	Non-Executive Director, BNZ Life Insurance Limited (current position)	17 years, 1 months
Richard Ansell	Director, BNZ Investment Services Limited	1 year, 10 months	Member, BNZ Investment Review Committee (current position)	1 year, 10 months
Hayley Cassidy	Director, BNZ Investment Services Limited	1 year, 8 months	Chief General Counsel, BNZ (current position)	1 year, 9 months
Paul Richardson	Director, BNZ Investment Services Limited	1 year, 1 month	Managing Director, Carina Capital Limited (current position)	2 years, 5 months
Daniel Huggins	Director, BNZ Investment Services Limited	0 years, 5 months	Executive - Customer Products & Services, BNZ (current position)	0 years, 9 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 but excludes cash and cash equivalents held by our investment managers for operational and hedging purposes which are categorised within the asset class to which they apply.
3. Australasian equities and international equities may include an allocation to listed property securities.
4. Investor flows not yet unitised, unsettled trades, currency hedging gains (or losses) and any operating accruals are excluded from the Top 10 investments.