



## Fund Update

### For quarter ending 31 March 2018

This Fund Update was first made publicly available on 30 April 2018.

#### What is the purpose of this update?

This document tells you how the Conservative 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.

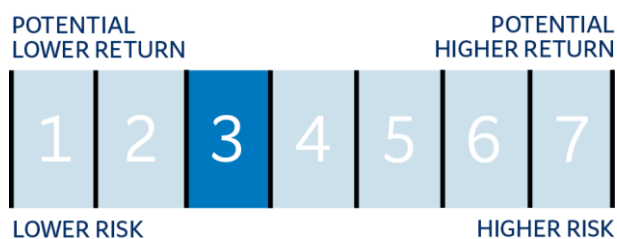
#### Description of this Fund

The Conservative Fund invests primarily in income assets which generally have lower levels of risk and return. It has an 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.

<b>Total value of the Fund</b>	\$525,355,330.11
<b>Number of investors in the Fund</b>	59,540
<b>Date the Fund started</b>	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](http://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 March 2013 to 31 March 2018. 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.

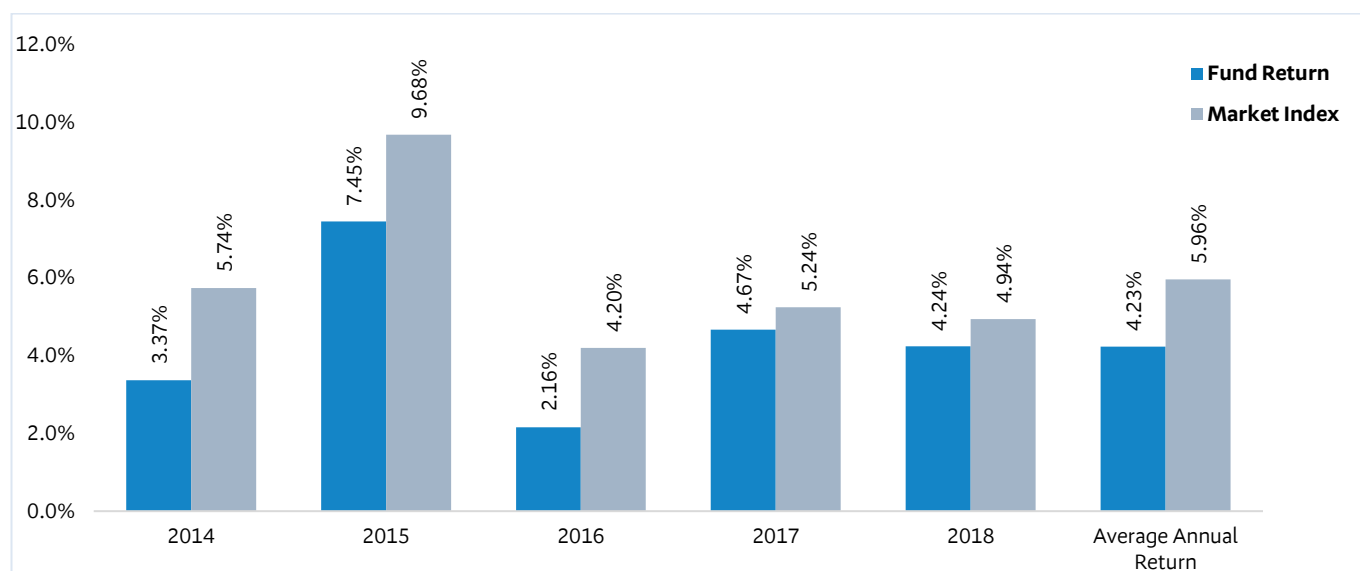
See the BNZ KiwiSaver Scheme product disclosure statement (PDS) for more information about the risks associated with investing in this Fund.

#### How has the Fund performed?

	Average over past 5 years	Past year
<b>Annual return</b> (after deductions for charges and tax)	4.37%	4.24%
<b>Annual return</b> (after deductions for charges but before tax)	5.46%	5.25%
<b>Market index annual return</b> (reflects no deductions for charges and tax)	5.90%	4.94%

The market index (benchmark index) return is based on a composite index made up of related market indices that represent the target investment mix (including currency hedging where relevant). The composition of the index has changed due to a replacement of an underlying manager within the NZ Fixed Interest component of the Fund. BNZ Investment Services Limited considers the new market index to be more appropriate given the change to this component. Additional information can be located in the 'Market Indices' document available on the Scheme's Disclose Register entry at [disclose-register.companiesoffice.govt.nz](http://disclose-register.companiesoffice.govt.nz)

## 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 March 2018.

**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 return do not include Fund charges. The PIR applied is 0%, and returns are adjusted for imputation credits where applicable.

Investors may also be charged individual action fees for specific actions or decisions (for example, for withdrawing from or switching funds). Investors are not currently charged individual actions fees.

See the BNZ KiwiSaver Scheme product disclosure statement for more information about these fees. This can be accessed from the Disclose register at [disclose-register.companiesoffice.govt.nz](https://disclose-register.companiesoffice.govt.nz)

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 2017 these were (excluding GST):

	% of net asset value
<b>Total Fund charges</b>	<b>0.58%</b>
<i>Which are made up of:</i>	
<b>Total management and administration charges</b>	<b>0.58%</b>
<i>Including:</i>	
Manager's basic fee	0.53%
Other management and administration charges	0.05%
<b>Total Performance-based fees</b>	<b>0.00%</b>
Other charges	Dollar amount per investor
Member fees <sup>1</sup>	\$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.

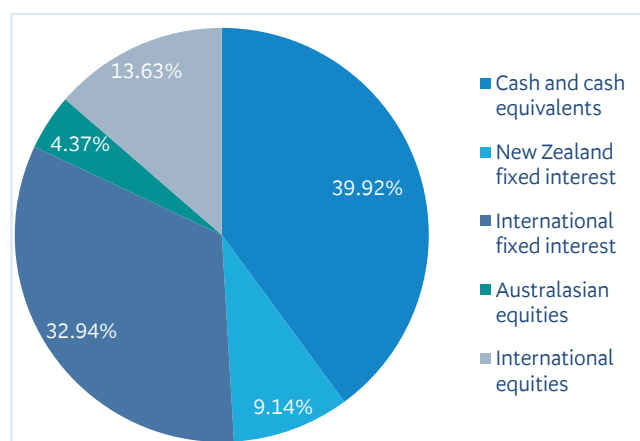
## Example of how this applies to an investor

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 \$424.00 (that is 4.24% of his initial \$10,000). John also paid \$23.40 in other charges. This gives John a total return of \$400.60 for the year.

## What does the Fund invest in?

This shows the types of assets the Fund invests in.

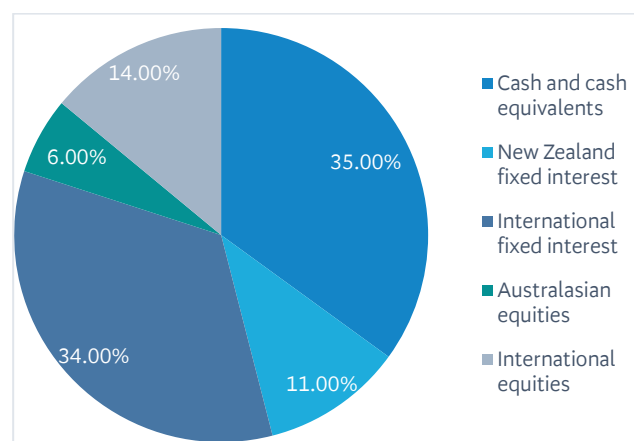
### Actual investment mix\*



\* The percentage of cash and cash equivalents in this graph may differ to those stated in the Top 10 investments table as they can include operating and fund accruals.

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 31 March 2018, currency hedging is as follows:

- International fixed interest – 100% hedged to NZD
- International equities – 40% hedged to NZD (target 50%)
- Australian equities within the Australasian equity investment mix – 46% hedged to NZD (range between 0 - 100%)

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 [disclose-register.companiesoffice.govt.nz](http://disclose-register.companiesoffice.govt.nz)

## Top 10 investments

	Name	% of Fund Net Assets	Type	Country	Credit Rating (if applicable)
1	Nikko AM Wholesale NZ Cash Fund Two	39.32%	Cash and cash equivalents	Australia	
2	Russell Global Bond Fund	32.94%	International fixed interest	New Zealand	
3	Harbour NZ Core NZ Fixed Interest Fund	4.57%	New Zealand fixed interest	New Zealand	
4	AMP Capital NZ Fixed Interest Fund	4.57%	New Zealand fixed interest	New Zealand	
5	Nikko AM Wholesale Core Equity Fund	2.18%	Australasian equities	New Zealand	
6	Mint Core Equities Fund	2.18%	Australasian equities	New Zealand	
7	NZD Cash Deposit (BNZ Bank)	0.62%	Cash and cash equivalents	New Zealand	AA-
8	AUD Cash Deposit (National Australia Bank) <sup>2</sup>	0.25%	Cash and cash equivalents	Australia	AA-
9	Alphabet	0.25%	International Equities	United States	
10	Nestlé	0.24%	International Equities	Switzerland	

The top 10 investments make up 87.12% 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	4 years, 9 months	Non-Executive Director, BNZ Life Insurance Limited (current position)	14 years, 4 months
Shelley Ruha	Director, BNZ Investment Services Limited	5 years, 9 months	Director - BNZ Partners, BNZ (current position)	3 years, 9 months
Christopher Reid	Director, BNZ Investment Services Limited	5 years, 9 months	Chief General Counsel, BNZ (current position)	8 years, 9 months
Xiaohui Zang (new)	Director, BNZ Investment Services Limited	0 years, 1 month	Financial Controller, BNZ (current position)	0 years, 9 months

## Further information

You can also obtain this information, the PDS for BNZ KiwiSaver Scheme, and some additional information from the offer register at [disclose-register.companiesoffice.govt.nz](https://disclose-register.companiesoffice.govt.nz).

## 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](https://bnz.co.nz/kiwisaver).

## Notes

1. Member fees in the BNZ KiwiSaver Scheme are \$1.95 per member per month and are charged proportionately across funds where a member invests in more than one BNZ KiwiSaver Scheme fund.
2. This cash deposit is an asset of a related underlying fund that this Fund invests in and is held specifically to maintain exposures to international equity investments.