

BNZ KiwiSaver Scheme

Statement of Investment Policy and Objectives

Issued by BNZ Investment Services Limited - 29 September 2020



CONTENTS

1. The SIPO describes our policies and objectives for the Scheme and the Funds	3
2. The BNZ KiwiSaver Scheme offers six Funds	3
3. BNZISL invests BNZ KiwiSaver Scheme's assets	3
4. Our investment philosophy	4
5. Each Fund has its own investment strategy and objective	4
6. BNZISL manages the Scheme	12
7. How we implement our strategies and policies	13
8. We apply four risk management principles	13
9. When we monitor and review	14

Investments in BNZ KiwiSaver are not bank deposits or other liabilities of Bank of New Zealand (BNZ) or any other member of the National Australia Bank Limited group. They are subject to investment risk, possible delays in repayment, possible loss of income and possible loss of principal invested. No person (including the New Zealand Government) guarantees (either fully or in part) the performance or returns of BNZ KiwiSaver or the repayment of capital. National Australia Bank Limited, the ultimate owner of BNZ, is not a registered bank in New Zealand but a licensed bank in Australia and is subject to the supervision of the Australian Prudential Regulation Authority.

1. The SIPO describes our policies and objectives for the Scheme and the Funds

The Statement of Investment Policy and Objectives (SIPO) sets out the way BNZ Investment Services Limited (BNZISL, we, us or our) governs and manages investments held in the BNZ KiwiSaver Scheme (BNZ KiwiSaver, or the Scheme).

It includes information on the investment strategy and objectives, target investment mixes and allowable investment ranges, benchmark indices and authorised investments for the Funds in the Scheme.

2. The BNZ KiwiSaver Scheme offers six Funds

The BNZ KiwiSaver Scheme is a registered Managed Investment Scheme (MIS) and a registered KiwiSaver Scheme under the Financial Markets Conduct Act 2013 (FMCA).

The Scheme offers six funds (Funds) you can choose from:

- Growth Fund
- Balanced Fund
- Moderate Fund
- Conservative Fund
- First Home Buyer Fund
- Cash Fund.

3. BNZISL invests BNZ KiwiSaver Scheme's assets

BNZISL, the manager of the Scheme, is responsible for investing the Scheme's assets. Our responsibilities include:

- the investment philosophy for the Funds
- maintaining the investment governance (oversight of how it is managed) framework and ensuring that effective investment policies and processes are in place
- setting the Funds' investment strategies, objectives and guidelines
- approving the investments that the Funds are allowed to invest in
- monitoring the Funds' investment performance
- reviewing and approving changes to this SIPO and ensuring it is adhered to.

We use the skills and expertise of BNZ to carry out some of the functions outlined in this SIPO.

4. Our investment philosophy

Our investment philosophy beliefs are:

- The mix of investments a fund holds (asset allocation) has the largest influence on the level of risk and potential return.
- A well-diversified portfolio of investments helps investors meet their investment goals.
- Higher potential returns often come with more ups and downs (volatility) along the way. Accepting higher levels of volatility over the short term means there is the potential for higher returns over the long term. This volatility is often referred to as risk.
- It's important that the fees and charges investors pay are cost effective, so that they get to keep more of their returns.
- Both active management (selecting and trading specific investments) and passive management (automatically purchasing and selling investments to mirror the holdings of an index) have a place in investment management.
- Incorporating environmental, social and governance factors (ESG) into our investment process is important, as these factors are drivers of sustainable long-term returns.

We implement our investment philosophy by:

- Selecting underlying investment managers who are experts in their specific markets.
- Taking positions away from the strategic asset allocations and strategic level of currency hedging for international equities (from time to time) with the aim of reducing risk/increasing potential return.
- Maintaining a robust governance structure, which leads to better decisions and enables risks to be managed more effectively.

5. Each Fund has its own investment strategy and objective

Each Fund provides different risk and potential return outcomes.

We select the mix of authorised investments for each Fund that we consider appropriately reflects its risk profile, investment strategy and objective. Investment choices must also be consistent with our investment philosophy.

The Funds will hold authorised investments

Each Fund can invest in the asset classes detailed in its fund summary table in this section of the SIPO. The Funds can invest in underlying investment funds managed by us or underlying investment managers, and hold some cash and cash equivalents to help us pay redemptions and expenses.

The current list of underlying investment managers is on the Scheme's Disclose Register entry under *Other Material Information - Who manages my money* at **companiesoffice.govt.nz/disclose or at bnz.co.nz/kiwisaver-investment-approach**, under the heading "Other material information"; in the document "Who manages my money." The list may change from time to time.

The Funds can also invest in derivatives as described in the derivatives policy set out in Section 6.

Benchmark indices

Each Fund's performance is measured against a benchmark index.

The benchmark index for the Cash Fund is the Bloomberg NZBond Bank Bill Index.

The benchmark index for each of the other Funds is a composite created from asset class indices. Asset class indices are also referred to as market indices. Each benchmark index is calculated using a market index for each asset class, weighted by the target investment mix for each Fund.

All market indices exclude fees and expenses. The S&P/NZX 50 Index includes the value of imputation credits. These are tax credits that a company can attach to its dividends, which reduces the amount of income tax the recipient needs to pay.

Asset class	Market index	Description	More information
Cash and cash equivalents	Bloomberg NZBond Bank Bill Index	This index is designed to measure the performance of the New Zealand money market by representing a passively managed short-term money market portfolio.	https://www.bloomberg.com/quote/BNZBIL:IND
New Zealand fixed interest	Bloomberg NZBond Composite 0+Years Index	This index is designed to measure the performance of the New Zealand debt market. It constitutes a composite of Treasury, Local Government, Supra/Sovereign and Credit instruments.	https://www.bloomberg.com/quote/BNZCM0:IND
International fixed interest	Bloomberg Barclays MSCI Global Aggregate Custom SRI ex-NZD ex-CNY Index (hedged to NZD)	This customised index is based on the Bloomberg Barclays Global Aggregate Index. The Bloomberg Barclays Global Aggregate Index is a flagship measure of global investment grade debt from 24 local currency markets. This multi-currency benchmark includes treasury, government-related, corporate and securitised fixed-rate bonds from both developed and emerging market issuers.	https://www.bloomberg.com/professional/product/indices/bloomberg-barclays-indices/#/
Australasian equities	S&P/NZX 50 Index (including imputation credits)	This index is designed to measure the performance of the 50 largest, eligible equities listed on the Main Board (NZSX) of the NZX by float-adjusted market capitalisation.	https://us.spindices.com/regional-exposure/asia-pacific/new-zealand
International equities	FTSE Custom (BNZ Exclusions) All-World ex AU ex NZ Partially Hedged (Developed) into NZD Index	This customised index is based on the FTSE All-World Index. The FTSE All-World Index is a market capitalisation weighted index representing the performance of the large and mid-cap equities from the FTSE Global Equity Index Series. It covers 90-95% of the investable market capitalisation and both developed and emerging markets.	https://www.ftserussell.com/index/category/equity

The market indices and the web pages disclosed above may change or may be renamed or replaced from time to time without prior notice to you.

Growth Fund

• Investment strategy and objective

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

Asset class	Target investment mix (%) ¹	Allowable investment ranges (%)	Market indices
Cash and cash equivalents	1	0-35	Bloomberg NZBond Bank Bill Index
New Zealand fixed interest	5	0-10	Bloomberg NZBond Composite 0+ Years Index
International fixed interest	14	4-24	Bloomberg Barclays MSCI Global Aggregate Custom SRI ex-NZD ex-CNY Index (hedged to NZD) ²
Total income assets	20	13-52	
Australasian equities ³	27	12-42	S&P/NZX 50 Index (including imputation credits)
International equities ³	53	33-73	FTSE Custom (BNZ Exclusions) All-World ex AU ex NZ Partially Hedged (Developed) into NZD Index ⁴
Total growth assets	80	48-87	

1. The target investment mix shown will apply from on or about 30 October 2020. To understand the target investment mix that applies up until 30 October 2020, please refer to the SIPO dated 1 April 2020. Copies of both SIPOs are available online at either www.bnz.co.nz/kiwisaverhelp or the Disclose register at www.companiesoffice.govt.nz/disclose.

2. This market index excludes bonds issued in New Zealand dollars and Chinese yuan and is fully hedged to the NZD. Bonds that do not meet our Responsible Investment Policy criteria are excluded.

3. Australasian equities and international equities may include an allocation to listed property securities.

4. This market index excludes equities listed in New Zealand and Australia. The market index can be between 0% and 100% hedged to the NZD. Equities that do not meet our Responsible Investment Policy criteria are excluded.

Balanced Fund

• Investment strategy and objective

This Fund invests largely in growth assets, which generally have higher levels of risk with the potential for higher returns. It also has a sizeable allocation to income assets, which generally have lower levels of risk and potential returns. It aims to achieve a medium level of return over the medium to long term.

Asset class	Target investment mix (%) ¹	Allowable investment ranges (%)	Market indices
Cash and cash equivalents	5	0-30	Bloomberg NZBond Bank Bill Index
New Zealand fixed interest	9	4-14	Bloomberg NZBond Composite 0+ Years Index
International fixed interest	26	11-41	Bloomberg Barclays MSCI Global Aggregate Custom SRI ex-NZD ex-CNY Index (hedged to NZD) ²
Total income assets	40	33-62	
Australasian equities ³	20	10-30	S&P/NZX 50 Index (including imputation credits)
International equities ³	40	25-55	FTSE Custom (BNZ Exclusions) All-World ex AU ex NZ Partially Hedged (Developed) into NZD Index ⁴
Total growth assets	60	38-67	

1. The target investment mix shown will apply from on or about 30 October 2020. To understand the target investment mix that applies up until 30 October 2020, please refer to the SIPO dated 1 April 2020. Copies of both SIPOs are available online at either www.bnz.co.nz/kiwisaverhelp or the Disclose register at www.companiesoffice.govt.nz/disclose.

2. This market index excludes bonds issued in New Zealand dollars and Chinese yuan and is fully hedged to the NZD. Bonds that do not meet our Responsible Investment Policy criteria are excluded.

3. Australasian equities and international equities may include an allocation to listed property securities.

4. This market index excludes equities listed in New Zealand and Australia. The market index can be between 0% and 100% hedged to the NZD. Equities that do not meet our Responsible Investment Policy criteria are excluded.

Moderate Fund

• Investment strategy and objective

This Fund invests mostly in income assets, which generally have lower levels of risk with the potential for lower returns. It also has a sizeable allocation to growth assets, which generally have higher levels of risk and potential returns. It aims to achieve moderate returns over the medium term.

Asset class	Target investment mix (%) ¹	Allowable investment ranges (%)	Market indices
Cash and cash equivalents	15	5–35	Bloomberg NZBond Bank Bill Index
New Zealand fixed interest	11	1–21	Bloomberg NZBond Composite 0+ Years Index
International fixed interest	34	19–49	Bloomberg Barclays MSCI Global Aggregate Custom SRI ex-NZD ex-CNY Index (hedged to NZD) ²
Total income assets	60	53–77	
Australasian equities ³	13	3–23	S&P/NZX 50 Index (including imputation credits)
International equities ³	27	12–42	FTSE Custom (BNZ Exclusions) All-World ex AU ex NZ Partially Hedged (Developed) into NZD Index ⁴
Total growth assets	40	23–47	

1. The target investment mix shown will apply from on or about 30 October 2020. To understand the target investment mix that applies up until 30 October 2020, please refer to the SIPO dated 1 April 2020. Copies of both SIPOs are available online at either www.bnz.co.nz/kiwisaverhelp or the Disclose register at www.companiesoffice.govt.nz/disclose.

2. This market index excludes bonds issued in New Zealand dollars and Chinese yuan and is fully hedged to the NZD. Bonds that do not meet our Responsible Investment Policy criteria are excluded.

3. Australasian equities and international equities may include an allocation to listed property securities.

4. This market index excludes equities listed in New Zealand and Australia. The market index can be between 0% and 100% hedged to the NZD. Equities that do not meet our Responsible Investment Policy criteria are excluded.

Conservative Fund

• Investment strategy and objective

This 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.

Asset class	Target investment mix (%) ¹	Allowable investment ranges (%)	Market indices
Cash and cash equivalents	25	15-40	Bloomberg NZBond Bank Bill Index
New Zealand fixed interest	14	4-24	Bloomberg NZBond Composite 0+Years Index
International fixed interest	41	26-56	Bloomberg Barclays MSCI Global Aggregate Custom SRI ex-NZD ex-CNY Index (hedged to NZD) ²
Total income assets	80	75-85	
Australasian equities ³	7	2-12	S&P/NZX 50 Index (including imputation credits)
International equities ³	13	3-23	FTSE Custom (BNZ Exclusions) All-World ex AU ex NZ Partially Hedged (Developed) into NZD Index ⁴
Total growth assets	20	15-25⁵	

1. The target investment mix shown will apply from on or about 30 October 2020. To understand the target investment mix that applies up until 30 October 2020, please refer to the SIPO dated 1 April 2020. Copies of both SIPOs are available online at either www.bnz.co.nz/kiwisaverhelp or the Disclose register at www.companiesoffice.govt.nz/disclose.

2. This market index excludes bonds issued in New Zealand dollars and Chinese yuan and is fully hedged to the NZD. Bonds that do not meet our Responsible Investment Policy criteria are excluded.

3. Australasian equities and international equities may include an allocation to listed property securities.

4. This market index excludes equities listed in New Zealand and Australia. The market index can be between 0% and 100% hedged to the NZD. Equities that do not meet our Responsible Investment Policy criteria are excluded.

5. The Conservative Fund is the default investment fund offered by BNZISL within the BNZ KiwiSaver Scheme. It is required to have a total allocation to growth assets of between 15% and 25%.

First Home Buyer Fund

• Investment strategy and objective

This Fund invests mostly in income assets, which generally have lower levels of risk with the potential for lower returns. It also has a small 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.

Asset class	Target investment mix (%) ¹	Allowable investment ranges (%)	Market indices
Cash and cash equivalents	60	40-100	Bloomberg NZBond Bank Bill Index
New Zealand fixed interest	6	0-11	Bloomberg NZBond Composite 0+Years Index
International fixed interest	19	0-29	Bloomberg Barclays MSCI Global Aggregate Custom SRI ex-NZD ex-CNY Index (hedged to NZD) ²
Total income assets	85	78-100	
Australasian equities ³	5	0-10	S&P/NZX 50 Index (including imputation credits)
International equities ³	10	0-15	FTSE Custom (BNZ Exclusions) All-World ex AU ex NZ Partially Hedged (Developed) into NZD Index ⁴
Total growth assets	15	0-22	

1. The target investment mix shown will apply from on or about 30 October 2020. To understand the target investment mix that applies up until 30 October 2020, please refer to the SIPO dated 1 April 2020. Copies of both SIPOs are available online at either www.bnz.co.nz/kiwisaverhelp or the Disclose register at www.companiesoffice.govt.nz/disclose.

2. This market index excludes bonds issued in New Zealand dollars and Chinese yuan and is fully hedged to the NZD. Bonds that do not meet our Responsible Investment Policy criteria are excluded.

3. Australasian equities and international equities may include an allocation to listed property securities.

4. This market index excludes equities listed in New Zealand and Australia. The market index can be between 0% and 100% hedged to the NZD. Equities that do not meet our Responsible Investment Policy criteria are excluded.

Cash Fund

- **Investment strategy and objective¹**

This Fund invests in income assets, including New Zealand short-term cash securities (on-call bank deposits) and cash equivalent securities (bank term deposits, bonds, bills and floating rate notes with terms less than 365 days). It aims to achieve stable returns over the short term.

Asset class	Target investment mix (%)	Allowable investment range (%)	Market index
Cash and cash equivalents	100	N/A	Bloomberg NZBond Bank Bill Index

1. Income assets generally have lower levels of risk and potential returns.

6. BNZISL manages the Scheme

We maintain several policies and processes relevant to the Scheme. A summary of these follows.

We take responsible investment considerations into account

BNZ's Responsible Investment Policy applies to the Scheme. We take responsible investment, including environmental, social, and governance (ESG) considerations, into account in the investment policies and procedures of the Scheme. For an explanation of the extent to which responsible investment is taken into account in those policies and procedures, see bnz.co.nz/investingresponsibly

A copy of BNZ's Responsible Investment Policy is available at companiesoffice.govt.nz/disclose

We manage conflicts of interest

We are committed to managing conflicts of interest, by adopting BNZ's Conflicts of Interest & Gifts Policy, which sets out BNZ's policy and procedures that employees must follow.

We may use related parties to provide services to the Funds, including staffing services, banking facilities and investments in other investment vehicles managed by us or related parties.

We conduct all transactions with related parties of the Scheme on arms' length commercial terms (as if the parties were independent) and follow the rules on related party transactions that apply to Managed Investment Schemes under the FMCA.

For more information on related-party transactions under the FMCA go to: fma.govt.nz/compliance/guidance-library/managed-investments/related-party-transactions-under-the-financial-markets-conduct-act-2013

We have a currency hedging strategy

Currency hedging is a way to protect investors against the impact of changes in exchange rates that affect the value of investments made overseas.

Foreign currency hedging may be implemented within the underlying investment funds by the investment managers of those funds. We may also approve another party to implement currency hedging. Where we invest in an underlying investment fund, we consider that funds' strategic hedging policy at the time we select it, and regularly review its compliance with this policy. Section 7 of this SIPO has more details on our current approach to currency hedging. This approach may change from time to time.

We can invest in derivatives for specific purposes

A derivative is a financial instrument that has its value based on the value of an actual financial asset, index or rate (such as a particular currency, equity, or fixed interest investment).

We may use derivatives for currency hedging purposes and for maintaining asset class exposure during asset transitions. The underlying investment funds in which the Funds invest may use derivatives for managing currency, mitigating risk, efficient portfolio implementation and enhancing returns.

Our underlying investment funds may use leverage

We do not use leverage in the Funds, but the underlying investment funds may. Leverage is borrowing money or using derivatives to gain a financial exposure that is greater than the financial exposure that can be obtained through the use of physical assets, with the purpose of increasing the potential gains on an investment. Although leverage can increase gains, it can also increase losses.

We maintain liquidity

An investment is liquid when it is quick and easy to convert to cash without having a significant impact on its value. It is important for our Funds to maintain an appropriate level of liquidity to be able to meet our cash flow requirements.

We maintain liquidity by investing in authorised investments that have satisfactory levels of liquidity themselves. Each of the Funds also holds some operational cash to help us pay redemptions and expenses.

We may move away from our target investment mixes

The target investment mix for each Fund reflects our strategic asset allocation (the mix of asset classes that we believe will allow us to meet our long-term performance objectives). From time to time, we may move away from the Funds' target investment mixes set out in Section 5 of this SIPO. We do this with the aim of:

- reducing the risk of a potential loss of value; and/or
- improving the Funds' returns.

When we do this, we will only move within the allowable investment ranges that are set out in Section 5 of this SIPO.

The Funds' allowable investment ranges for Cash and cash equivalents and Total income assets (for all Funds apart from the Cash Fund and Conservative Fund with respect to Total income assets) have been set to enable us to significantly reduce exposure to growth assets and significantly increase exposure to Cash and cash equivalents. Such a position may be established on a temporary basis, under certain market conditions

(such as an equity market downturn). It will generally lower the level of risk of a Fund and may also reduce its potential returns. The aim of doing this is to protect the Funds' investments from significant capital losses. The Funds' allowable investment ranges do not allow us to materially increase exposure to growth assets, because doing this will generally increase the level of risk of a Fund.

7. How we implement our strategies and policies

How we build each Fund

We build Funds containing multiple asset classes (except for the Cash Fund) and investments by investing in the investment funds of, or securities managed by, the expert investment managers we have selected.

Where underlying investment funds are used the investment managers of those funds will select the securities or other managed funds they invest in, within their investment guidelines.

How we invest

Transactions within the underlying investment funds are carried out by the investment managers of those funds, or a third party delegated this function by these investment managers.

How we manage currency for overseas investments

The way we manage foreign currency depends on the type of asset class. We use an investment technique called hedging to do this. Hedging, in this context, seeks to reduce

the effect of changes in the exchange rate between the New Zealand dollar and foreign currencies. You can find the current hedging levels in the Fund Updates available at bnz.co.nz/kiwisaverhelp

- **International fixed interest**

We aim to hedge 100% of the Scheme's international fixed interest investments to the New Zealand dollar.

- **International equities**

We aim to hedge 50% of the Scheme's international equity investments to the New Zealand dollar. From time to time we may target a different hedging position to this. We are allowed to hedge between 0% and 100% of the Scheme's international equity investments to the New Zealand dollar.

- **Australian equities within the Australasian equities asset class**

We aim to hedge 100% of the foreign currency exposure arising from the Australian equities held in the Funds to the New Zealand dollar.

8. We apply four risk management principles

We follow these risk management principles.

- Risk can be reduced by holding many investments across asset classes, countries, sectors, securities and styles of investing.
- Regular and ongoing monitoring of investments enables the early identification of risks and the swift implementation of actions to mitigate these risks.
- Liquidity of the Funds is a key consideration and should be maintained at an appropriate level.
- Investing in quality assets helps us meet our investment goals. For example, the Scheme's fixed interest exposures mainly comprise investment-grade securities.

9. When we monitor and review

Reviewing the SIPO

The BNZ Investment Review Committee (IRC) reviews this SIPO at least every year or sooner if appropriate.

When the IRC reviews the SIPO, it considers our investment philosophy and the Funds' investment strategies and objectives. We consult with the Supervisor prior to approving any changes to the SIPO and provide written notice of the changes to the Supervisor before the changes take place.

The current version of this SIPO is available on the Scheme's Disclose Register. Find this at companiesoffice.govt.nz/disclose

Monitoring target investment mixes and rebalancing

We monitor the Funds' investment mixes regularly. If a Fund's investment mix falls outside its allowable investment ranges, we act to bring the investment mix back within the allowable investment ranges. We do this by buying and selling assets:

- within five working days, or
- as soon as reasonably practicable considering factors like the ability to buy or sell assets and transaction costs.

The target investment mixes and allowable investment ranges represent the exposure to the Funds' authorised investments. However, the assets within the authorised investments are not considered when rebalancing.

Approving and monitoring authorised investments

We approve each Fund's authorised investments in accordance with Section 5 of this SIPO.

We monitor the Funds' investments regularly to make sure they meet the requirements of this SIPO. The IRC reviews the appropriateness of the Funds' authorised investments once a year, or more often if needed.

Monitoring and reporting of investment performance

We regularly monitor and report on the investment performance of the Funds and the underlying investment funds.

We monitor each Fund's performance using a performance measure referred to as a benchmark index. As the Funds have multiple asset classes (except the Cash Fund), every month we monitor performance against a mix of market indices detailed in Section 5 of this SIPO.

The performance of each asset class is monitored every month against the respective market indices in Section 5 of this SIPO.

The performance of the Funds and each asset class is measured over one, three and six-month periods, one year, and where applicable, further annualised periods (that is, three years, five years and since inception).

