

# KiwiSaver Performance Survey December Quarter 2012

2012 was a banner year for growth assets, and KiwiSaver schemes with strong tilts to shares and listed property did particularly well. While no-one can predict what will happen in 2013, it would be a brave person to assume these double-digit returns will be repeated.

Chris Douglas

| 22-Jan-13 |

Morningstar has released its quarterly KiwiSaver Performance Survey, designed to help New Zealand investors assess the performance of their KiwiSaver superannuation options. The accompanying tables show KiwiSaver fund returns for the one, three, and five years to 31 December 2012.

There were two additions this quarter: **Brook KiwiSaver Conservative**, and **Milford KiwiSaver Conservative**.

Expect to see more developments from Morningstar in 2013. We will continue to grow our KiwiSaver database, and with the proposed introduction of KiwiSaver disclosure regulations from 30 June 2013 plan to add the large KiwiSaver schemes not already on our database. We also intend releasing an update to our After-Tax Performance Survey in the second half of the year.

The proposed disclosure regulations have not yet been finalised, but we anticipate a significant increase in the level of disclosure and importantly consistency in reporting methodology from all fund managers. This will ensure that it is much easier to compare the various KiwiSaver providers and get a greater understanding of the business and people running the schemes

as well as the key performance and portfolio characteristics and fees. We don't expect much will change from what we have provided our readers, as many of the processes we employ appear likely to be adopted across the industry. But ensuring that all KiwiSaver providers have to maintain high minimum standards of reporting in a consistent framework will help investors make more informed decisions. This has to be a good thing.

We hope you find this performance overview helpful, and as always, welcome any feedback you may have.

## Market Overview

Growth assets enjoyed a healthy Christmas rally and closed 2012 on a resoundingly strong note. Three of the four quarters of 2012 registered positive returns, only the second quarter a disappointment. The June quarter's decline was understandable given the pervasive uncertainties surrounding Europe's seemingly perilous situation, China's slowing economy, and the looming presidential election and 'fiscal cliff' in the United States.

It might then come as a surprise to note that shares and listed property all recorded very healthy returns for 2012, mostly in

double-digits. New Zealand shares as measured by the NZX50 Index was up 6.06 percent over the three months to 31 December 2012 and posted a very impressive 24.18 percent for the year. The MSCI World Index yardstick of global shares rose 3.20 percent over the December quarter, the financials and consumer discretionary sectors strongly to the fore. The 12-month return from global shares was 9.52 percent.

New Zealand and global listed property returned 3.50 percent and 4.75 percent respectively for the quarter, and both finished the year with returns easily above 20.0 percent.

With shares and listed property performing so well, fixed interest returns were more lacklustre. New Zealand bonds eked out only a meagre 0.72 percent gain for the quarter and 5.14 percent for the year. Global bonds fared better, serving up 1.50 percent over the last three months of 2012 and 8.39 percent for the year.

Shares and listed property have now produced very respectable returns over the last three years. New Zealand shares have returned a shade under eight percent per annum, while listed property has surged, the healthy 11.50 percent per annum return only dwarfed by global listed property, which was up 18.25 percent per annum over the past three years.

### **Fund Manager Results**

The strong returns from sharemarkets resulted in KiwiSaver options with higher exposures to growth assets (shares and property) outperforming those with more invested in income assets (cash and fixed interest) over the December 2012 quarter. Multi-Sector Growth and Aggressive options were generally the best performers over these three months, and KiwiSaver options with greater investments in New Zealand shares were among the best performers.

**Aon KiwiSaver Russell** was the standout performer across the multi-sector categories over the December quarter. **Fisher Funds KiwiSaver** also deserved mention for strong showings from the firm's Conservative and Growth options.

Looking out over longer periods is of course a better indicator of a fund manager's performance track record. The best-performing KiwiSaver options over the past five years continue to be **SIL KiwiSaver** (as well as **National Bank** and **ANZ KiwiSaver**) in the Conservative, Balanced, and Growth Multi-Sector categories. **Fidelity KiwiSaver** has also performed strongly in the Balanced and Aggressive Multi-Sector categories. Others worthy of mention include **Aon KiwiSaver Russell** in the Conservative and Moderate categories, **Brook KiwiSaver** across Balanced and Growth, and **Fisher Funds KiwiSaver Growth**.

Milford KiwiSaver continues to do exceptionally well, and deserves recognition for its performance. **Milford KiwiSaver Balanced** was the best-performing multi-sector option in 2012, producing a very healthy 18.60 percent return. On top of this, the KiwiSaver provider also had the best-performing funds over 2012, **Aon KiwiSaver Milford** and **Milford Active Growth KiwiSaver** generating returns of 26.78 and 26.77 percent respectively for the year to 31 December 2012. **Milford Active Growth KiwiSaver** has also easily been the top-performing overall KiwiSaver fund over the past five years.

### **Crystal Ball Gazing**

Those expecting any predictions on where markets will be in 12 months' time will be disappointed. We learnt long ago not to do this, as forecasting future market returns is brutally difficult. Not many people predicted the striking 2012 returns sharemarkets around the world delivered. So likewise, be just as cautious when you hear those who expect these returns will continue. We have already read a number of articles talking about the rise in corporate activity in the New Zealand sharemarket, which should hopefully bring about healthy returns again. Commentators have stated that investment bankers are back at their desks in January and hopeful of more sharemarket listings and renewed appetite for investing. Such things happen when the local sharemarket has returned over 24.0 percent in 12 months, but as we have seen in recent years, things don't always pan out as expected, especially in a world which continues to have low growth, high unemployment, and record government and household debt.

Investors have learnt a lot over the last five years, so it's important to keep in mind what we do know. Volatility in returns is here to stay, and there continue to be meaningful uncertainties about Europe and the ability of the peripheral nations to manage their debt levels. These problems have not gone away. Neither have the issues with US government debt.

We believe that it's the tried and tested teams and processes which should really excel in this environment, and a number of KiwiSaver providers are proving to be fine investment managers in these difficult times. Don't expect supercharged returns from your KiwiSaver provider year-in and year-out, as this is highly-unlikely to happen. Time and time again, last year's best-performing option has been the following year's worst.

Finally, control what you can control – most notably, fees. Be wary of paying too much for your KiwiSaver provider. Fund managers can't control the future returns they will be able to generate, but they can control their fees. High fees erode future returns potential, and a world of significant debt and low growth is likely to be a low-return environment. Here, fees matter even more.

### **Assets Under Management**

KiwiSaver assets on the Morningstar database have grown from NZ\$954.10 million at 30 June 2008 to NZ\$13.65 billion at 31

December 2012, a phenomenal growth rate. ASB and OnePath remained the dominant players at 31 December 2012, with 46.20 percent of KiwiSaver assets between them.

### **About This Survey**

This survey groups KiwiSaver options according to their mix of income and growth assets, or their 'asset allocation'. This is one of the most important decisions to make when saving for retirement income. The term 'income assets' refers to cash and fixed interest securities which generally produce stable and reliable returns, but offer little opportunity for long-term capital growth. Returns from 'growth assets' such as property and shares will be erratic – as recent market volatility has demonstrated – but have over time shown greater capacity for increasing in value. The mixture of income and growth assets is the major determinant of potential return and volatility.

Investors may notice differences between the returns published in this survey and those they see in other sources. There are several possible reasons for this. Firstly, the returns published here are all after fees, but before tax. Secondly, we take the associated tax credit into consideration when calculating and publishing these returns, while some fund managers base their published performance figures on month-end unit prices only. ■■

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# Morningstar KiwiSaver Survey 31 December 2012

**Please note:**

- Past performance is not a guide to future performance. This year's best performers can easily be next year's worst.
- Understanding your risk profile, and the mix of growth and income assets is critical.
- Fees are the one constant that will always eat away at your returns. Take a close look at the cost of your KiwiSaver Scheme.

**Snapshot**

	Assets NZ\$M	Total Returns % p.a.			Estimated Fund Flow 1-Year (\$M)	31/03/2012 Total	Member Fee \$/year	Growth Assets %	
		1-year	3-year	5-Year		Expense Ratio %			
<b>Default Options</b>	AMP Default	464.4	6.1	4.3	4.0	31.9	0.54	36.00	22.5
	ASB Scheme's Conservative (Default)	1513.2	6.6	5.7	5.1	284.6	0.40	36.00	20.2
	AXA Income Plus (Default)	645.1	7.2	5.8	4.9	78.6	0.60	36.72	22.8
	Mercer Conservative (Default)*	644.0	7.9	6.0	5.5	103.3	0.59	34.20	20.0
	OnePath Conservative (Default)	619.2	8.1	6.8	5.8	80.4	0.56	33.00	20.2
	TOWER Cash Enhanced (Default)	461.3	7.6	5.8	5.1	57.2	0.57	33.00	20.4
<b>Peer Group Averages</b>	Default Options	4347.2	7.2	5.7	5.1	106.0	0.54	35.10**	21.0
	Conservative (Including Default Options)	5142.3	7.9	6.0	5.3	55.5	0.79	36.00**	22.1
	Moderate	1979.1	9.7	6.7	5.0	27.8	0.93	36.00**	34.1
	Balanced	2380.5	12.4	6.4	3.6	19.5	1.02	36.00**	56.4
	Growth	2193.6	14.0	6.6	2.7	15.2	1.10	34.20**	73.4
	Aggressive	901.6	13.8	4.8	1.3	11.3	1.17	36.00**	87.1
<b>Quick Stats</b>	KiwiSaver Total Market Size	\$m 13,646							
	Increase in Market Size last 3 months	\$m 734							
	Increase in Market Size last 12 months	\$m 3,347							
	Largest Providers	\$m 3,446 OnePath							
		\$m 2,859 ASB							
	Largest Product	\$m 1,513 ASB Scheme's Conservative (Default)							
	Largest Category	\$m 5,142 Morningstar Conservative							
	Number of Providers	16							
	Number of Products	136							
	Highest 3-month Performance this Quarter	% 10.7 Smartshares Growth							
	Lowest 3-Month Performance this Quarter	% 0.7 Aon OnePath Cash							
	Highest 12-Month Performance this Quarter	% 26.8 Aon Milford							
	Lowest 12-Month Performance this Quarter	% 2.5 FC Scheme's NZ Cash							

**Estimated KiwiSaver Market Asset Allocation %**

Cash & NZ Bonds	38.7
International Bonds	17.7
NZ Unlisted Property	1.2
NZ Listed Property:	1.9
International Listed Property	1.9
NZ Shares	9.8
Australian Shares	5.0
International Shares	22.2
Other	1.5
Proportion in Income Assets:	56.4
Proportion in Growth Assets:	43.6

# Morningstar KiwiSaver Survey 31 December 2012

## Multi Sector Options

	Assets NZ\$M	Total Returns % p.a						Estimated Fund Flow 1-Year (\$M)	31/03/2012 Total Expense Ratio		Member Fee \$/year	Growth Assets	
		1-year	3-year		5-Year		%		%				
<b>Conservative</b>													
AMP Default	464.4	6.1	(14)	4.3	(13)	4.0	(11)	31.9	0.54	36.00	22.5		
ANZ Conservative	98.8	8.4	(5)	6.6	(5)	5.7	(5)	22.7	1.11	24.00	23.1		
Aon Russell Lifepoints Conservative	45.7	13.1	(1)	9.3	(1)	7.3	(1)	7.3	1.07	50.00	20.0		
ASB Scheme's Conservative (Default)	1513.2	6.6	(13)	5.7	(9)	5.1	(7)	284.6	0.40	36.00	20.2		
AXA Income Plus (Default)	645.1	7.2	(10)	5.8	(8)	4.9	(10)	78.6	0.60	36.72	22.8		
Brook Conservative	0.0	--	--	--	--	--	--	--	--	30.00	28.8		
FC Scheme's Conservative	76.0	6.6	(12)	5.7	(10)	5.1	(8)	10.7	0.37	36.00	20.2		
Fidelity Capital Guarant Kiwi	32.3	6.6	(11)	4.6	(12)	--	--	4.4	0.95	36.00	13.1		
Fisher Funds Conservative	174.3	8.6	(2)	5.3	(11)	--	--	40.2	1.13	36.00	15.3		
Mercer Conservative (Default)*	644.0	7.9	(7)	6.0	(6)	5.5	(6)	103.3	0.59	34.20	20.0		
Milford Conservative	0.2	--	--	--	--	--	--	--	--	36.00	40.7		
National Bank Conservative	138.9	8.4	(4)	6.6	(4)	5.7	(4)	27.4	1.11	24.00	23.1		
OnePath Conservative (Default)	619.2	8.1	(6)	6.8	(2)	5.8	(3)	80.4	0.56	33.00	20.2		
SIL Conservative	226.0	8.5	(3)	6.7	(3)	5.8	(2)	28.4	1.07	24.00	23.1		
Smartshares Conservative	2.9	7.8	(8)	4.2	(14)	3.1	(12)	0.2	0.93	--	20.4		
TOWER Cash Enhanced (Default)	461.3	7.6	(9)	5.8	(7)	5.1	(9)	57.2	0.57	33.00	20.4		
Average		7.9		6.0		5.3		55.5	0.79	36.00**	22.1		
Morningstar NZ Multi Sector Conservative Index		6.9		5.9		5.3					19.2		
<b>Moderate</b>													
AMP LS Conservative	95.0	7.3	(15)	5.7	(14)	5.5	(3)	32.9	0.84	36.00	29.1		
AMP LS Moderate	136.3	8.8	(11)	5.6	(15)	4.0	(16)	25.1	0.93	36.00	41.8		
ANZ Conservative Balanced	100.8	11.0	(4)	7.3	(5)	5.3	(7)	26.0	1.10	24.00	39.7		
Aon Russell Lifepoints 2015	3.6	13.8	(2)	8.9	(1)	6.1	(1)	0.4	1.05	50.00	28.0		
Aon Russell Lifepoints Moderate	7.7	14.2	(1)	8.6	(2)	5.5	(4)	0.8	1.11	50.00	40.0		
ASB Scheme's Moderate	384.3	9.2	(8)	6.5	(9)	4.3	(13)	83.7	0.60	36.00	40.1		
AXA Conservative	35.4	7.4	(14)	6.0	(13)	--	--	10.9	1.11	36.72	30.3		
FC Scheme's Active Conservative	6.3	8.6	(13)	5.6	(16)	4.4	(12)	0.7	0.83	36.00	Und.		
FC Scheme's Moderate	17.5	9.2	(9)	6.5	(10)	4.2	(15)	2.1	0.52	36.00	40.1		
Fidelity Conservative Kiwi	40.5	11.0	(6)	6.5	(12)	5.6	(2)	4.9	1.08	36.00	32.5		
Grosvenor Conservative	30.6	6.9	(17)	6.5	(11)	5.2	(8)	6.8	1.07	39.96	20.6		
Mercer Super Trust Conserv*	2.1	7.2	(16)	5.5	(17)	4.3	(14)	0.4	1.06	34.20	30.4		
National Bank Conservative Balanced	125.3	11.0	(5)	7.4	(4)	5.3	(6)	27.6	1.10	24.00	39.7		
OnePath Conservative Balanced	3.6	9.9	(7)	7.0	(6)	5.0	(11)	0.7	0.60	33.00	34.5		
SIL Conservative Balanced	73.2	11.1	(3)	7.4	(3)	5.4	(5)	7.9	1.07	24.00	39.7		
TOWER Conservative	53.5	8.8	(12)	6.7	(7)	5.0	(10)	9.0	0.96	33.00	29.7		
Westpac Conservative	863.5	9.0	(10)	6.5	(8)	5.0	(9)	232.8	0.83	31.08	28.8		
Average		9.7		6.7		5.0		27.8	0.93	36.00**	34.1		
Morningstar NZ Multi Sector Moderate Index		8.7		6.3		4.8					39.6		

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# Morningstar KiwiSaver Survey 31 December 2012

## Multi Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a					Estimated Fund Flow 1-Year (\$M)	31/03/2012 Total	Member Fee \$/year	Growth Assets %	
		1-year	3-year	5-Year	Expense Ratio %						
<b>Balanced</b>											
AMP LS Balanced	202.3	12.0	(12)	5.8	(13)	2.8	(18)	33.3	0.96	36.00	66.2
AMP LS Moderate Balanced	193.5	10.5	(20)	5.5	(16)	3.0	(15)	34.1	0.97	36.00	54.5
AMP TOWER Balanced	12.2	12.2	(11)	6.3	(12)	3.5	(10)	2.1	0.98	36.00	54.9
ANZ Balanced	168.4	13.5	(7)	7.8	(6)	4.7	(5)	47.3	1.15	24.00	55.7
Aon OnePath Balanced	9.8	16.1	(2)	8.8	(1)	6.1	(1)	1.5	1.20	50.00	60.1
Aon Russell Lifepoints 2025	6.4	14.9	(4)	8.2	(2)	4.0	(6)	1.3	1.14	50.00	48.0
Aon Russell Lifepoints Balanced	32.4	15.5	(3)	7.9	(3)	3.4	(13)	1.1	1.17	50.00	60.0
ASB Scheme's Balanced	279.2	11.1	(17)	6.5	(9)	3.0	(16)	51.3	0.65	36.00	60.0
AXA Balanced	121.4	10.7	(19)	5.5	(17)	2.4	(19)	16.1	1.17	36.72	65.3
Brook Balanced	1.6	7.9	(23)	2.9	(22)	3.7	(9)	0.2	1.30	30.00	58.9
FC Scheme's Active Balanced	23.2	11.3	(16)	5.1	(19)	2.2	(20)	2.6	0.90	36.00	Und.
FC Scheme's Balanced	21.3	11.1	(18)	6.5	(10)	2.9	(17)	2.7	0.56	36.00	60.0
Fidelity Balanced Kiwi	90.0	12.9	(9)	5.3	(18)	4.7	(3)	11.0	1.19	36.00	57.8
Fidelity Ethical Kiwi	8.6	12.2	(10)	5.8	(15)	--	--	1.4	1.23	36.00	60.6
Grosvenor Balanced	86.9	8.3	(22)	4.8	(21)	3.4	(12)	17.1	1.17	39.96	41.8
Mercer Super Trust Moderate*	24.0	9.8	(21)	5.8	(14)	3.4	(14)	5.4	0.87	34.20	51.4
Milford Balanced	10.0	18.6	(1)	--	--	--	--	5.7	1.06	36.00	46.6
National Bank Balanced	237.8	13.5	(6)	7.8	(5)	4.7	(4)	56.9	1.15	24.00	55.7
OnePath Balanced	9.5	11.6	(14)	7.1	(7)	3.9	(7)	2.5	0.65	33.00	49.4
SIL Balanced	195.1	13.6	(5)	7.8	(4)	4.8	(2)	24.2	1.11	24.00	55.7
Smartshares Balanced	6.6	13.4	(8)	5.1	(20)	1.0	(21)	0.4	0.83	--	59.3
TOWER Balanced	259.1	11.5	(15)	6.4	(11)	3.5	(11)	36.1	1.09	33.00	54.9
Westpac Balanced	381.3	12.0	(13)	6.9	(8)	3.8	(8)	96.9	0.91	31.08	64.6
Average		12.4		6.4		3.6		19.5	1.02	36.00**	56.4
Morningstar NZ Multi Sector Balanced Index		10.4		5.8		2.9					58.1

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## Multi Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a					Estimated Fund Flow 1-Year (\$M)	31/03/2012 Total	Member Fee \$/year	Growth Assets %	
		1-year	3-year	5-Year	Expense Ratio %						
<b>Growth</b>											
AMP LS Growth	162.4	13.7	(13)	5.4	(22)	0.6	(24)	22.0	1.00	36.00	80.0
AMP OnePath Balanced Plus	44.5	15.0	(10)	8.0	(8)	4.5	(1)	9.6	0.86	36.00	69.8
AMP Tyndall Balanced	9.1	12.2	(21)	6.1	(18)	2.3	(17)	1.5	0.93	36.00	71.0
ANZ Balanced Growth	120.6	15.9	(8)	8.1	(7)	3.9	(4)	35.1	1.20	24.00	71.2
ANZ Growth	240.7	18.3	(2)	8.4	(2)	3.1	(10)	57.3	1.24	24.00	86.4
Aon Russell Lifepoints 2035	5.5	16.0	(5)	7.7	(9)	2.4	(16)	0.8	1.22	50.00	66.0
Aon Russell Lifepoints Growth	10.5	16.5	(4)	7.5	(10)	2.0	(18)	1.3	1.28	50.00	74.0
Aon Tyndall Balanced	2.7	12.5	(20)	6.2	(16)	3.5	(6)	0.4	1.27	50.00	71.0
ASB Scheme's Growth	256.4	12.8	(18)	6.2	(14)	1.4	(21)	43.2	0.70	36.00	79.8
FC Scheme's Active Growth	22.1	12.9	(17)	4.4	(24)	0.8	(23)	2.6	0.97	36.00	Und.
FC Scheme's Growth	17.3	12.8	(19)	6.2	(15)	1.2	(22)	2.2	0.59	36.00	79.8
Fidelity Growth Kiwi	39.5	14.0	(12)	4.7	(23)	3.1	(9)	3.8	1.23	36.00	76.6
Forsyth Barr Balanced	6.4	10.2	(27)	3.5	(25)	--	--	1.5	1.38	30.00	61.2
Forsyth Barr Growth	5.9	11.9	(22)	2.8	(26)	--	--	1.5	1.50	30.00	77.9
Grosvenor Balanced Growth	28.2	10.4	(26)	--	--	--	--	9.0	1.22	39.96	61.7
Mercer Balanced*	35.6	10.8	(24)	6.1	(19)	2.6	(14)	7.3	0.86	34.20	62.7
Mercer Super Trust Active Bal*	45.3	10.8	(25)	6.0	(20)	2.5	(15)	7.1	1.10	34.20	63.2
Mercer Super Trust Growth*	3.8	11.8	(23)	5.9	(21)	1.5	(20)	0.6	1.18	34.20	73.6
National Bank Balanced Growth	196.6	15.9	(7)	8.2	(6)	3.9	(5)	45.6	1.19	24.00	71.2
National Bank Growth	363.8	18.2	(3)	8.4	(3)	3.0	(11)	67.9	1.24	24.00	86.4
OnePath Balanced Growth	11.3	13.2	(15)	7.1	(12)	2.8	(13)	2.8	0.70	33.00	63.6
OnePath Growth	10.7	14.8	(11)	7.0	(13)	1.7	(19)	2.3	0.74	33.00	78.8
SIL Balanced Growth	179.8	16.0	(6)	8.2	(5)	4.1	(2)	20.6	1.16	24.00	71.2
SIL Growth	126.6	18.3	(1)	8.5	(1)	3.2	(7)	12.8	1.21	24.00	86.4
Staples Rodway Balanced*	12.8	15.3	(9)	8.3	(4)	2.9	(12)	1.8	1.23	40.00	70.5
Staples Rodway Growth*	7.2	13.0	(16)	6.1	(17)	4.1	(3)	0.9	1.46	40.00	69.1
Westpac Growth	228.1	13.7	(14)	7.2	(11)	3.1	(8)	50.0	0.96	31.08	86.2
Average		14.0		6.6		2.7		15.2	1.10	34.20**	73.4
Morningstar NZ Multi Sector Growth Index		12.0		5.7		2.0					70.5

# Morningstar KiwiSaver Survey 31 December 2012

## Multi Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a.					Estimated Fund Flow 1-Year (\$M)	31/03/2012 Total	Member Fee \$/year	Growth Assets %	
		1-year	3-year	5-Year	Expense Ratio %						
<b>Aggressive</b>											
AMP LS Aggressive	125.4	15.3	(4)	5.2	(6)	-0.5	(9)	10.0	1.07	36.00	92.7
Aon Russell Lifepoints 2045	5.3	17.0	(1)	7.2	(1)	0.6	(5)	0.7	1.29	50.00	80.0
AXA Growth	92.7	12.7	(8)	4.5	(8)	0.2	(7)	12.6	1.14	36.72	90.1
Brook Growth	5.5	11.1	(11)	3.3	(9)	4.6	(1)	0.4	1.29	30.00	87.4
Fidelity Aggressive Kiwi	14.7	15.5	(3)	4.7	(7)	2.9	(3)	1.8	1.19	36.00	99.8
Fisher Funds Growth	485.7	16.0	(2)	5.4	(5)	4.5	(2)	74.8	0.95	36.00	84.3
Grosvenor Geared Growth	2.3	11.7	(10)	2.4	(10)	--		0.3	1.27	39.96	82.4
Grosvenor High Growth	58.0	11.8	(9)	2.2	(11)	-1.0	(10)	5.8	1.27	39.96	82.0
Mercer High Growth*	27.2	13.2	(7)	5.9	(3)	0.3	(6)	5.3	0.98	34.20	89.0
Mercer Super Trust High Growth*	6.7	13.3	(6)	5.8	(4)	0.2	(8)	1.1	1.24	34.20	91.6
TOWER Growth	78.0	14.3	(5)	6.5	(2)	1.4	(4)	11.5	1.22	33.00	78.6
Average		13.8		4.8		1.3		11.3	1.17	36.00**	87.1
Morningstar NZ Multi Sector Aggressive Index		12.0		4.4		0.0					91.3

# Morningstar KiwiSaver Survey 31 December 2012

## Single Sector Options

	Assets NZ\$M	Total Returns % p.a						Estimated Fund Flow 1-Year (\$M)	31/03/2012 Total	Member Fee \$/year	Growth Assets %
		1-year		3-year		5-Year			Expense Ratio %		
<b>Cash</b>											
AMP Cash	40.6	2.8	(11)	3.1	(7)	4.2	(5)	5.8	0.67	36.00	0.0
ANZ Cash	50.9	2.9	(8)	2.8	(10)	--	--	14.5	0.56	24.00	0.0
Aon OnePath Cash	3.0	2.6	(13)	2.8	(12)	4.0	(8)	0.3	0.88	50.00	0.0
Aon Tyndall Cash	1.2	3.7	(1)	3.5	(4)	4.5	(4)	0.0	0.88	50.00	0.0
ASB Scheme's NZ Cash	226.8	2.5	(15)	2.6	(15)	3.8	(10)	32.7	0.35	36.00	0.0
AXA Cash	20.4	2.6	(14)	2.7	(13)	3.7	(13)	1.4	0.86	36.72	0.0
FC Scheme's NZ Cash	9.4	2.5	(16)	2.5	(16)	3.8	(11)	0.5	0.32	36.00	0.0
Grosvenor Enhanced Income	15.0	3.3	(2)	3.6	(3)	4.7	(1)	1.6	0.82	39.96	0.0
Mercer Cash*	10.3	2.9	(9)	3.6	(1)	4.6	(2)	1.9	0.60	34.20	0.0
Mercer Super Trust Cash*	1.9	2.9	(6)	3.6	(2)	4.6	(3)	0.3	0.65	34.20	0.0
National Bank Cash	77.3	2.9	(7)	2.8	(9)	--	--	18.4	0.56	24.00	0.0
OnePath Cash	1.4	3.0	(5)	3.0	(8)	4.1	(7)	0.3	0.45	33.00	0.0
SIL Cash	18.8	2.8	(12)	2.7	(14)	3.7	(12)	2.1	0.67	24.00	0.0
Staples Rodway Conservative*	15.4	3.1	(4)	3.1	(5)	3.8	(9)	2.3	1.08	40.00	0.0
TOWER Preservation	18.1	3.3	(3)	3.1	(6)	4.2	(6)	0.9	0.52	33.00	0.0
Westpac Cash	174.7	2.8	(10)	2.8	(11)	3.5	(14)	34.0	0.54	31.08	0.0
<b>Miscellaneous</b>											
Fidelity Options Kiwi	60.9	15.7		6.9		9.2		8.3	1.13	36.00	Und.
Westpac Capital Protect Plan 1	9.6	14.8		5.8		--	--	0.7	1.69	31.08	98.7
Westpac Capital Protect Plan 2	8.2	14.8		5.8		--	--	0.6	1.69	31.08	98.7
Westpac Capital Protect Plan 3	13.3	14.8		--		--	--	0.9	1.69	31.08	98.7
Westpac Capital Protect Plan 4	19.1	14.8		--		--	--	1.3	--	31.08	98.7
											(%)
<b>Fixed Income</b>											
Mercer Super Trust Fixed Intr*	1.4	6.7	(1)	6.7	(2)	7.8	(1)	0.3	0.96	34.20	0.0
SIL International Fixed Interest	2.0	6.5	(2)	6.6	(3)	7.5	(2)	0.4	1.03	24.00	0.0
SIL New Zealand Fixed Interest	5.8	6.0	(3)	8.7	(1)	7.1	(3)	1.0	0.93	24.00	0.0
<b>Property</b>											
Mercer Super Trust Real Assets*	0.7	9.3	(3)	6.6	(3)	-0.7	(3)	0.1	1.52	34.20	98.1
SIL Australasian Property	7.3	24.1	(1)	11.7	(2)	3.4	(1)	0.6	1.18	24.00	97.0
SIL International Property	4.6	23.4	(2)	14.9	(1)	1.2	(2)	0.2	1.23	24.00	99.8

# Morningstar KiwiSaver Survey 31 December 2012

## Single Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a					Estimated Fund Flow 1-Year (\$M)	31/03/2012 Total		Member Fee \$/year	Australian Assets %
		1-year	3-year	5-Year	Expense Ratio %						
<b>Australasian Equity</b>											
Aon Milford	46.7	26.8	(1)	11.6	(1)	--	7.9	1.33	50.00	23.6	
Grosvenor Socially Responsible	7.2	16.7	(6)	--	--	--	1.1	1.17	39.96	24.0	
Grosvenor Trs-Tasm Sm Coms Shr	3.4	19.2	(5)	--	--	--	0.1	1.17	39.96	67.3	
Mercer Super Trust Shares*	1.1	16.1	(8)	5.9	(5)	-1.0 (4)	0.2	1.21	34.20	0	
Mercer Super Trust TransTasman*	1.1	21.8	(4)	7.1	(4)	1.3 (3)	0.2	1.20	34.20	0	
Milford Active Growth	89.0	26.8	(2)	11.6	(2)	11.6 (1)	40.5	1.85	36.00	23.6	
SIL Australasian Share	12.1	23.9	(3)	8.9	(3)	2.0 (2)	0.7	1.19	24.00	12.4	
Smartshares Growth	17.0	16.4	(7)	4.8	(6)	-1.9 (5)	1.2	0.79	--	0	
<b>International Equity</b>											
FC Scheme's Active High Growth	2.3	11.9	(5)	2.2	(5)	--	0.5	1.13	36.00	Und.	
FC Scheme's Global Sustainability	4.1	14.7	(2)	4.4	(3)	--	0.7	1.66	36.00	95.9	
Grosvenor International Share	3.0	7.9	(7)	--	--	--	0.0	1.32	39.96	99.9	
Mercer Super Trust Global*	1.3	13.4	(3)	5.1	(1)	-2.3 (3)	0.3	1.20	34.20	99.6	
SIL International Share	17.3	15.2	(1)	4.9	(2)	0.1 (1)	1.7	1.21	24.00	98.4	
SIL Sustainable Growth	1.3	8.1	(6)	1.3	(6)	--	0.3	1.67	24.00	96.1	
TOWER Equity	24.1	12.0	(4)	4.1	(4)	-2.2 (2)	3.2	1.16	33.00	97.4	

## Market Share Analysis

	AUM, Dec 2012				AUM, Dec 2011				AUM, Dec 2010				AUM, Dec 2009			
	\$M	%	Rank	Rank Change	\$M	%	Rank	Rank Change	\$M	%	Rank	Rank Change	\$M	%	Rank	
<b>By Provider</b>	AMP	1485.5	10.9	(4)	▼	1178.1	11.4	(3)		897.2	12.1	(3)		595.6	13.0	(3)
	Aon	180.5	1.3	(11)		135.8	1.3	(11)		104.9	1.4	(11)	▼	70.1	1.5	(10)
	ASB	2859.3	21.0	(2)		2188.0	21.2	(2)		1527.4	20.6	(2)		932.7	20.4	(2)
	AXA	915.0	6.7	(5)		744.4	7.2	(5)		560.4	7.6	(5)		372.4	8.1	(5)
	Brook	7.1	0.1	(16)		5.9	0.1	(16)		4.6	0.1	(16)	▼	3.4	0.1	(14)
	Fidelity	286.5	2.1	(9)		226.1	2.2	(9)		174.3	2.4	(9)		85.3	1.9	(9)
	Fisher	660.0	4.8	(8)		476.7	4.6	(8)		203.0	2.7	(8)		116.6	2.5	(8)
	Forsyth Barr	12.3	0.1	(15)		8.3	0.1	(15)		5.5	0.1	(15)		2.1	0.0	(15)
	Grosvenor	234.7	1.7	(10)		177.2	1.7	(10)		127.1	1.7	(10)	▲	58.9	1.3	(11)
	Mercer	806.6	5.9	(7)		661.8	6.4	(7)		486.3	6.6	(7)		332.9	7.3	(7)
	Milford	99.1	0.7	(12)		38.9	0.4	(12)	▲	18.1	0.2	(14)		--	--	
	OnePath	3445.7	25.2	(1)		2513.7	24.4	(1)		1771.9	23.9	(1)		1045.9	22.9	(1)
	Smartshares	26.5	0.2	(14)		21.7	0.2	(14)	▼	18.3	0.2	(13)		12.7	0.3	(13)
	Staples Rodway	35.4	0.3	(13)		28.0	0.3	(13)	▼	20.9	0.3	(12)		13.6	0.3	(12)
	Tower	894.2	6.6	(6)		717.9	7.0	(6)		541.1	7.3	(6)		358.8	7.8	(6)
	Westpac	1697.8	12.4	(3)	▲	1176.6	11.4	(4)		753.1	10.2	(4)		406.1	8.9	(4)
Closed Schemes						0.0	--			184.6	--			166.1	--	
<b>Total</b>		<b>13646.2</b>				<b>10299.2</b>				<b>7398.6</b>				<b>4573.2</b>		