

KiwiSaver Performance Survey March Quarter 2013

Markets continue to post very healthy returns, but its product and KiwiSaver provider rationalization that is the talking point this quarter.

Chris Douglas
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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 March 2013.

The first quarter of 2013 was a period of significant change for a number of KiwiSaver providers. AMP Wealth (formerly AXA), National Bank, and ASB's FirstChoice KiwiSaver have all closed to new investors. All the above scheme's will continue to be run in the same fashion they have previously for existing investors, although each Provider has stated these schemes will be either merged into a comparable option, or is under a strategic review.

Further to this, BNZ announced its much anticipated arrival into the KiwiSaver space with the launch of its new scheme. BNZ previously sold AXA's KiwiSaver offering, but has now introduced its own scheme to the market, (with an interesting new advertising jingle that is hard to shake). We expect to add BNZ's KiwiSaver Scheme to our database it in the coming months. There was also the much publicised acquisition of TOWER Investments by Fisher Funds, finalised just after the quarter-end.

For those readers affected by change, we provide some suggestions of what you may want to be thinking about further down in the commentary.

KiwiSaver investors have mostly enjoyed very healthy returns since inception. In fact, no KiwiSaver scheme on the Morningstar database has published a negative return over any of the one-, three-, or five year performance periods published. This is after fees, but before tax.

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

Market Overview

The growth rally that started mid-way through last year continued into the first quarter of 2013, despite more jitters emanating from Europe. January and February were strong months before markets struggled later in the period. Japan was the star of the show on the back of aggressive expansionary economic policy, but New Zealand equities were also a top-performer gaining a very healthy 8.76% as measured by the NZX 50 Index. International shares also fared well and rose 7.23%,

but unhedged returns were hampered by the rising New Zealand Dollar. Emerging markets and resources did not follow the trend, despite the risk-on environment, and posted mid-to-high single digit negative results.

Both New Zealand and International listed property delivered strong returns, but global property markets (hedged to NZD) stole the show jumping 9.09%. This easily exceeded the return of 6.04% delivered by the NZX Property Index.

Finally, and as expected in a rising sharemarket, fixed interest returns were more lacklustre. New Zealand bonds eked out only a 0.94% gain during the quarter. A mixed outlook on the future direction of interest rates did not help. Global bonds fared better, serving up 1.18%.

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 March 2013 quarter.

Multi-Sector Growth and Aggressive options were generally the best performers over the three months to 31 March 2013, and KiwiSaver options with greater investments in New Zealand shares were among the best performers.

Over the quarter, top performers were from a mixed bunch. Milford's greater allocation to shares helped to propel their Conservative and Balanced Funds to the top of their categories. Aon KiwiSaver Russell was also a standout performer across the multi-sector categories. While AMP, ANZ and SIL were the other providers deserving mention for consistently strong showings across a number of risk profiles.

Looking out over longer periods is of course a better indicator of a fund manager's performance track record. ANZ and SIL KiwiSaver have consistently been among the best-performing KiwiSaver options over the past three years, across a range of risk profiles. Aon KiwiSaver Russell also deserves mention for its performance in the Conservative and Balanced categories. Fisher

Funds, Fidelity KiwiSaver, and Brook KiwiSaver also performed strongly across the Growth and Aggressive Multi-Sector categories.

Among the single-sector options, the best performer over the five years to 31 March 2013 was **Milford Active Growth KiwiSaver**, which posted a very healthy 13.65% per annum. It was easily the top performing KiwiSaver option over five years.

What Does the Strong Sharemarket Performance Mean?

Investment markets have been on a tear since mid-2012. We have seen the US equity market rally by 17.19% since this time, and some may be surprised to hear that European equity markets are also up significantly since mid-2012 with the composite European indices up 18.08% for the same nine-month period. Australian sharemarkets have also posted very healthy numbers, but New Zealand has been one of the best performing sharemarkets globally with the NZX50 up a cracking 30.09% since 1 July 2012.

Most would agree that such strong performance numbers are unlikely to persist, while many of the debt issues in Europe (and also in the US) are still to play-out, and many economies continue to struggle from high unemployment and subdued growth. So while markets are buoyant at present, and there appears to be good reason why this could continue for the months ahead, don't expect these impressive results to continue at such a high rate.

Some Pointers for those Impacted by KiwiSaver Provider Changes

A sizeable number of KiwiSaver investors will have received letters from their provider around the future of the scheme they have allocated too. As already stated, during the first quarter of 2013 there was a significant amount of change which will impact many KiwiSaver investors. In some cases, the changes are literally a name change. For example, National Bank KiwiSaver investors will continue to have their savings managed in the same identical fashion as previously by the OnePath investment team. This team is responsible for all investment decisions of the ANZ National Bank, and SIL KiwiSaver options,

which are managed in an identical fashion, and have been since inception in 2007.

Investors in the former AXA KiwiSaver scheme (rebadged AMP Wealth following the sale of AXA to AMP) will find they have the same underlying investment team making their asset allocation decisions, given the AXA investment team were brought over as part of the transaction. There are some differences between the asset allocations in the AMP and AXA KiwiSaver schemes, but the investment philosophy and team are consistent.

ASB's FirstChoice KiwiSaver option is a different proposition. ASB is well known for its low cost passive KiwiSaver Scheme, while the firm's lesser known FirstChoice Scheme has used an active approach. It has also provided access to Generation, a global leader in sustainable investment management, via the FC KiwiSaver Scheme's Global Sustainability Fund. All the FirstChoice options are currently under review.

Likewise, TOWER and Fisher Funds have quite differentiated KiwiSaver offerings, so the merged entity will take some time to come together. Fisher Funds Managing Director Carmel Fisher has stated that it will be more of the same for TOWER and Fisher clients in the short-term. You can expect to see some changes from the combined offering over time, but as it stands today, both schemes will be managed under their existing asset allocation framework. However the investment management of both schemes is under the guidance of Fisher's investment team.

Investors don't necessarily have to wait to hear for any decisions, though, and can take these changes as a good excuse to closely scrutinise your KiwiSaver provider and decide if they continue to be the right option for you. The KiwiSaver universe continues to include a diverse range of options. Don't just look at past returns to make an assessment. As we have stated before, also take into account other factors, such as the level of disclosure, customer service, and of course fees. Your risk profile decision, which is the choice between the conservative to growth options is a critical decision. Now is a good time to also seek advice to make sure you are in the most appropriate risk profile. Importantly, you don't need to rush any decision, as

already stated your money will continue to be managed in the same manner for some months to come.

Assets Under Management

KiwiSaver assets on the Morningstar database have grown from NZ\$954.10 million at 30 June 2008 to NZ\$ 14.48 billion at 31 March 2013, a phenomenal growth rate. ASB and OnePath dominate and have 46.3% of KiwiSaver assets between them.

The combination of AMP and AXA moves them into third spot, ahead of Westpac and moving most providers up one spot. TOWER and Fisher are fifth and seventh respectively, and will comfortably move into fifth place overall when their assets are combined in the next quarterly survey.

The industry remains highly-concentrated: the eight largest KiwiSaver providers account for 95.50% of assets on our database.

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 March 2013

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 %			
Default Options	AMP Default	479.1	5.9	4.6	4.5	23.5	0.54	36.00	22.7
	ASB Scheme's Conservative (Default)	1603.6	6.8	5.7	5.7	274.4	0.40	36.00	20.1
	AMP Wealth Income Plus (Default)	666.4	7.1	6.0	5.9	72.8	0.60	36.72	22.9
	Mercer Conservative (Default)*	660.8	7.1	5.7	6.0	57.1	0.59	34.20	20.3
	OnePath Conservative (Default)	635.7	8.5	7.0	6.3	73.3	0.56	33.00	21.1
	TOWER Cash Enhanced (Default)	462.8	8.0	5.9	5.5	43.1	0.57	33.00	21.2
Peer Group Averages	Default Options	4508.4	7.2	5.8	5.6	90.7	0.54	35.10**	21.4
	Conservative (Including Default Options)	5331.2	7.9	6.1	5.9	48.4	0.79	35.10**	20.9
	Moderate	2121.4	9.5	6.9	6.1	27.3	0.93	36.00**	34.5
	Balanced	2563.5	12.0	6.9	5.4	19.4	1.02	36.00**	54.5
	Growth	2378.7	13.4	7.5	5.1	14.9	1.10	34.20**	71.9
	Aggressive	970.6	12.7	5.5	4.1	11.0	1.17	36.00**	87.6
Quick Stats	KiwiSaver Total Market Size	\$m	14,487						
	Increase in Market Size last 3 months	\$m	825						
	Increase in Market Size last 12 months	\$m	3,230						
	Largest Providers	\$m	3,644 OnePath						
		\$m	3,054 ASB						
	Largest Product	\$m	1,604 ASB Scheme's Conservative (Default)						
	Largest Category	\$m	5,331 Morningstar Conservative						
	Number of Providers		15						
	Number of Products		134						
	Highest 3-month Performance this Quarter	%	8.8 FC Scheme's Global Sustainability						
	Lowest 3-Month Performance this Quarter	%	0.2 Fidelity Asset Class Growth						
	Highest 12-Month Performance this Quarter	%	26.4 Milford Active Growth						
	Lowest 12-Month Performance this Quarter	%	2.6 FC Scheme's NZ Cash						

Estimated KiwiSaver Market Asset Allocation %

Cash & NZ Bonds	38.1
International Bonds	17.6
NZ Unlisted Property	1.2
NZ Listed Property	2.0
International Listed Property	1.9
NZ Shares	10.1
Australian Shares	4.9
International Shares	22.6
Other	1.5
Proportion in Income Assets:	55.7
Proportion in Growth Assets:	44.3

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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					
Conservative											
AMP Default	479.1	5.9	(14)	4.6	(12)	4.5	(11)	23.5	0.54	36.00	22.7
AMP Wealth Income Plus (Default)	666.4	7.1	(9)	6.0	(6)	5.9	(7)	72.8	0.60	36.72	22.9
ANZ Conservative	104.9	8.7	(4)	6.8	(5)	6.2	(5)	24.0	1.11	24.00	23.2
Aon Russell Lifepoints Conservative	47.7	11.6	(1)	9.2	(1)	8.1	(1)	7.1	1.07	50.00	20.0
ASB Scheme's Conservative (Default)	1603.6	6.8	(11)	5.7	(9)	5.7	(8)	274.4	0.40	36.00	20.1
Brook Conservative	0.1	--	--	--	--	--	--	--	--	30.00	20.6
FC Scheme's Conservative	79.2	6.8	(12)	5.7	(11)	5.7	(9)	9.3	0.37	36.00	20.1
Fidelity Capital Guarant Kiwi	33.3	6.4	(13)	4.6	(13)	--	--	3.9	0.95	36.00	14.6
Fisher Funds Conservative	180.7	8.7	(5)	5.9	(7)	--	--	40.1	1.13	36.00	18.7
Mercer Conservative (Default)*	660.8	7.1	(10)	5.7	(10)	6.0	(6)	57.1	0.59	34.20	20.3
National Bank Conservative	141.7	8.9	(2)	6.8	(4)	6.2	(4)	23.1	1.11	24.00	23.2
OnePath Conservative (Default)	635.7	8.5	(6)	7.0	(2)	6.3	(3)	73.3	0.56	33.00	21.1
SIL Conservative	232.3	8.9	(3)	6.9	(3)	6.3	(2)	25.8	1.07	24.00	23.2
Smartshares Conservative	2.9	7.8	(8)	4.4	(14)	4.0	(12)	0.2	0.93	--	22.1
TOWER Cash Enhanced (Default)	462.8	8.0	(7)	5.9	(8)	5.5	(10)	43.1	0.57	33.00	21.2
Average		7.9		6.1		5.9		48.4	0.79	35.10**	20.9
Morningstar NZ Multi Sector Conservative Index		7.2		5.8		5.8					19.2
Moderate											
AMP LS Conservative	100.7	7.4	(15)	6.0	(15)	6.2	(6)	31.5	0.84	36.00	29.4
AMP LS Moderate	143.8	8.6	(13)	6.2	(13)	5.2	(15)	22.9	0.93	36.00	42.2
AMP Wealth Conservative	37.2	7.0	(16)	6.1	(14)	--	--	10.5	1.11	36.72	30.3
ANZ Conservative Balanced	108.9	11.3	(5)	7.8	(5)	6.4	(5)	28.4	1.10	24.00	39.9
Aon Russell Lifepoints 2015	3.7	11.9	(2)	9.0	(2)	7.4	(1)	0.4	1.05	50.00	28.0
Aon Russell Lifepoints Moderate	8.0	12.3	(1)	9.1	(1)	7.1	(2)	0.7	1.11	50.00	40.0
ASB Scheme's Moderate	417.7	9.3	(8)	6.6	(8)	5.5	(13)	84.4	0.60	36.00	40.0
FC Scheme's Active Conservative	6.5	9.1	(10)	5.8	(16)	5.7	(12)	0.5	0.83	36.00	Und.
FC Scheme's Moderate	18.4	9.3	(9)	6.6	(9)	5.4	(14)	1.9	0.52	36.00	40.0
Fidelity Conservative Kiwi	42.3	9.9	(7)	6.2	(12)	6.1	(8)	4.5	1.08	36.00	31.3
Fidelity Asset Class Conservative	0.2	--	--	--	--	--	--	--	--	36.00	30.9
Grosvenor Conservative	32.5	7.8	(14)	6.2	(11)	6.1	(7)	6.7	1.07	39.96	21.0
Mercer Super Trust Conserv*	2.2	6.4	(17)	5.2	(17)	5.0	(16)	0.2	1.06	34.20	31.0
Milford Conservative	0.6	--	--	--	--	--	--	--	--	36.00	43.6
National Bank Conservative Balanced	131.2	11.3	(4)	7.8	(4)	6.4	(4)	26.0	1.10	24.00	39.9
OnePath Conservative Balanced	3.9	10.1	(6)	7.5	(6)	6.1	(9)	0.9	0.60	33.00	35.4
SIL Conservative Balanced	75.7	11.4	(3)	7.9	(3)	6.6	(3)	6.6	1.07	24.00	39.9
TOWER Conservative	61.5	8.9	(12)	6.5	(10)	5.8	(11)	13.1	0.96	33.00	29.8
Westpac Conservative	926.4	9.0	(11)	6.7	(7)	5.9	(10)	224.7	0.83	31.08	28.2
Average		9.5		6.9		6.1		27.3	0.93	36.00**	34.5
Morningstar NZ Multi Sector Moderate Index		9.0		6.3		5.9					39.6

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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 %						
Balanced											
AMP LS Balanced	218.8	11.2	(16)	6.9	(9)	4.8	(17)	32.5	0.96	36.00	66.9
AMP LS Moderate Balanced	208.0	9.9	(20)	6.4	(13)	4.7	(18)	32.1	0.97	36.00	55.0
AMP TOWER Balanced	12.9	10.7	(18)	6.3	(14)	4.8	(16)	2.0	0.98	36.00	56.1
AMP Wealth Balanced	127.7	10.0	(19)	6.1	(16)	4.8	(15)	14.8	1.17	36.72	65.3
ANZ Balanced	186.3	13.6	(6)	8.5	(6)	6.5	(4)	52.8	1.15	24.00	55.6
Aon OnePath Balanced	10.5	15.0	(2)	9.4	(1)	8.4	(1)	1.5	1.20	50.00	60.0
Aon Russell Lifepoints 2025	6.8	12.7	(8)	8.9	(2)	6.2	(5)	1.2	1.14	50.00	48.0
Aon Russell Lifepoints Balanced	32.9	13.1	(7)	8.8	(3)	5.9	(7)	1.6	1.17	50.00	60.0
ASB Scheme's Balanced	304.4	11.2	(15)	6.9	(10)	4.9	(13)	50.5	0.65	36.00	59.8
Brook Balanced	1.7	8.5	(23)	3.5	(22)	4.2	(20)	0.3	1.30	30.00	56.5
FC Scheme's Active Balanced	24.8	11.4	(13)	5.7	(17)	4.5	(19)	2.3	0.90	36.00	7.8
FC Scheme's Balanced	22.9	11.2	(14)	6.9	(11)	4.9	(14)	2.5	0.56	36.00	59.9
Fidelity Balanced Kiwi	94.9	11.6	(12)	5.4	(19)	5.7	(9)	9.7	1.19	36.00	59.4
Fidelity Ethical Kiwi	9.2	11.1	(17)	6.3	(15)	--	--	1.3	1.23	36.00	59.3
Grosvenor Balanced	92.4	8.8	(21)	4.8	(21)	5.0	(12)	16.7	1.17	39.96	42.9
Mercer Super Trust Moderate*	25.9	8.6	(22)	5.7	(18)	5.6	(10)	7.3	0.87	34.20	52.3
Milford Balanced	12.7	19.8	(1)	--	--	--	--	6.9	1.06	36.00	45.8
National Bank Balanced	251.6	13.7	(4)	8.6	(5)	6.5	(3)	53.5	1.15	24.00	55.6
OnePath Balanced	10.3	11.8	(11)	7.8	(7)	5.7	(8)	2.7	0.65	33.00	49.5
SIL Balanced	205.3	13.7	(5)	8.6	(4)	6.6	(2)	22.6	1.11	24.00	55.6
Smartshares Balanced	6.7	14.1	(3)	5.4	(20)	3.6	(21)	0.1	0.83	--	63.0
TOWER Balanced	281.8	12.1	(9)	6.7	(12)	5.2	(11)	39.7	1.09	33.00	56.1
Westpac Balanced	414.8	12.0	(10)	7.6	(8)	5.9	(6)	94.0	0.91	31.08	63.8
Average		12.0		6.9		5.4		19.4	1.02	36.00**	54.5
Morningstar NZ Multi Sector Balanced Index		11.0		6.0		4.9					58.1

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Multi Sector Options (continued)

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									Expense Ratio		
		1-year	3-year	5-Year					%		
Growth											
AMP LS Growth	175.6	12.4	(20)	6.9	(14)	3.2	(24)	20.4	1.00	36.00	80.6
AMP OnePath Balanced Plus	49.7	14.3	(9)	9.0	(8)	6.7	(1)	10.7	0.86	36.00	71.6
AMP Tyndall Balanced	9.8	11.5	(22)	6.4	(18)	4.5	(16)	1.4	0.93	36.00	71.4
ANZ Balanced Growth	135.7	15.8	(6)	9.2	(7)	6.4	(4)	40.2	1.20	24.00	71.3
ANZ Growth	269.4	18.0	(1)	9.8	(3)	6.2	(6)	66.0	1.24	24.00	86.3
Aon Russell Lifepoints 2035	5.9	13.5	(12)	8.8	(10)	5.2	(11)	0.8	1.22	50.00	66.0
Aon Russell Lifepoints Growth	11.1	13.9	(10)	8.8	(9)	5.0	(13)	1.2	1.28	50.00	74.0
Aon Tyndall Balanced	2.8	11.8	(21)	6.5	(17)	5.1	(12)	0.3	1.27	50.00	71.4
ASB Scheme's Growth	283.9	12.8	(16)	6.8	(15)	4.1	(20)	44.5	0.70	36.00	79.5
FC Scheme's Active Growth	23.6	12.9	(15)	5.3	(23)	3.8	(23)	2.1	0.97	36.00	11.7
FC Scheme's Growth	18.7	12.8	(17)	6.8	(16)	4.0	(21)	1.9	0.59	36.00	79.4
Fidelity Growth Kiwi	42.1	13.1	(14)	4.9	(24)	4.4	(18)	3.5	1.23	36.00	78.5
Forsyth Barr Balanced	7.1	10.4	(23)	4.3	(25)	--	--	1.5	1.38	30.00	67.1
Forsyth Barr Growth	6.4	12.4	(19)	4.0	(26)	--	--	1.5	1.50	30.00	85.2
Grosvenor Balanced Growth	31.7	10.3	(25)	--	--	--	--	9.6	1.22	39.96	61.2
Mercer Balanced*	37.8	9.5	(27)	6.2	(21)	4.5	(15)	5.0	0.86	34.20	63.9
Mercer Super Trust Active Bal*	47.1	9.5	(26)	6.1	(22)	4.4	(17)	2.2	1.10	34.20	64.3
Mercer Super Trust Growth*	4.0	10.4	(24)	6.2	(20)	3.9	(22)	0.4	1.18	34.20	75.4
National Bank Balanced Growth	209.2	15.9	(4)	9.3	(6)	6.4	(3)	42.1	1.19	24.00	71.3
National Bank Growth	387.0	18.0	(2)	9.8	(2)	6.2	(7)	60.2	1.24	24.00	86.3
OnePath Balanced Growth	12.0	13.4	(13)	8.1	(13)	5.4	(9)	2.7	0.70	33.00	65.3
OnePath Growth	11.7	14.9	(7)	8.4	(11)	4.9	(14)	2.5	0.74	33.00	79.1
SIL Balanced Growth	190.6	15.9	(5)	9.3	(5)	6.6	(2)	19.0	1.16	24.00	71.3
SIL Growth	135.2	18.0	(3)	9.9	(1)	6.4	(5)	11.5	1.21	24.00	86.3
Staples Rodway Balanced*	13.7	14.7	(8)	9.3	(4)	5.3	(10)	1.8	1.23	40.00	67.5
Staples Rodway Growth*	7.6	12.6	(18)	6.3	(19)	4.3	(19)	0.9	1.46	40.00	69.5
Westpac Growth	249.2	13.6	(11)	8.3	(12)	5.9	(8)	48.8	0.96	31.08	84.9
Average		13.4		7.5		5.1		14.9	1.10	34.20**	71.9
Morningstar NZ Multi Sector Growth Index		12.8		6.0		4.6					70.5

Morningstar KiwiSaver Survey: 31 March 2013

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 %						
Aggressive											
AMP LS Aggressive	133.7	13.6	(4)	7.0	(3)	2.6	(9)	7.4	1.07	36.00	93.3
AMP Wealth Growth	99.0	12.0	(7)	5.6	(7)	3.6	(6)	12.2	1.14	36.72	90.1
Aon Russell Lifepoints 2045	5.7	14.2	(3)	8.7	(1)	4.1	(5)	0.7	1.29	50.00	80.0
Brook Growth	5.9	12.3	(6)	4.1	(9)	5.1	(3)	0.7	1.29	30.00	87.3
Fidelity Aggressive Kiwi	15.7	14.4	(2)	4.3	(8)	5.1	(2)	1.6	1.19	36.00	99.8
Fisher Funds Growth	521.2	13.1	(5)	5.9	(6)	8.3	(1)	71.8	0.95	36.00	85.2
Grosvenor Geared Growth	2.6	11.0	(11)	2.5	(10)	--		0.5	1.27	39.96	81.7
Grosvenor High Growth	62.8	11.1	(10)	2.5	(11)	2.1	(10)	5.8	1.27	39.96	81.8
Mercer High Growth*	29.5	11.7	(9)	6.4	(4)	3.2	(7)	5.5	0.98	34.20	91.8
Mercer Super Trust High Growth*	7.1	11.7	(8)	6.4	(5)	3.1	(8)	0.8	1.24	34.20	91.9
TOWER Growth	87.5	14.8	(1)	7.1	(2)	4.4	(4)	14.0	1.22	33.00	81.0
Average		12.7		5.5		4.1		11.0	1.17	36.00**	87.6
Morningstar NZ Multi Sector Aggressive Index		12.4		4.7		3.2					91.3

Morningstar KiwiSaver Survey: 31 March 2013

Single Sector Options

	Assets NZ\$M	Total Returns % p.a					Estimated Fund Flow		31/03/2012 Total Expense Ratio	Member Fee	Growth Assets
		1-year	3-year	5-Year	1-Year (\$M)	%	\$/year	%			
Cash											
AMP Cash	40.9	2.7 (12)	3.0 (8)	3.9 (6)	4.4	0.67	36.00	0.0			
ANZ Cash	53.1	2.9 (9)	2.9 (10)	--	13.9	0.56	24.00	0.0			
Aon OnePath Cash	2.9	2.7 (13)	2.7 (12)	3.6 (8)	0.1	0.88	50.00	0.0			
Aon Tyndall Cash	1.2	3.6 (1)	3.5 (3)	4.2 (4)	0.1	0.88	50.00	0.0			
ASB Scheme's NZ Cash	233.4	2.6 (15)	2.6 (15)	3.5 (12)	27.6	0.35	36.00	0.0			
AMP Wealth Cash	20.4	2.6 (14)	2.7 (14)	3.5 (9)	1.2	0.86	36.72	0.0			
FC Scheme's NZ Cash	9.4	2.6 (16)	2.6 (16)	3.5 (13)	0.0	0.32	36.00	0.0			
Grosvenor Enhanced Income	15.3	3.3 (3)	3.4 (4)	4.4 (2)	1.3	0.82	39.96	0.0			
Mercer Cash*	10.1	2.9 (8)	3.6 (1)	4.4 (1)	0.9	0.60	34.20	0.0			
Mercer Super Trust Cash*	1.9	2.9 (7)	3.5 (2)	4.4 (3)	0.1	0.65	34.20	0.0			
National Bank Cash	78.8	3.0 (5)	2.9 (9)	--	16.0	0.56	24.00	0.0			
OnePath Cash	1.3	2.9 (6)	3.0 (7)	3.7 (7)	0.2	0.45	33.00	0.0			
SIL Cash	18.8	2.8 (11)	2.7 (13)	3.3 (14)	1.0	0.67	24.00	0.0			
Staples Rodway Conservative*	15.6	3.1 (4)	3.1 (5)	3.5 (11)	2.3	1.08	40.00	0.0			
TOWER Preservation	19.8	3.5 (2)	3.1 (6)	4.0 (5)	1.9	0.52	33.00	0.0			
Westpac Cash	180.2	2.8 (10)	2.8 (11)	3.5 (10)	29.1	0.54	31.08	0.0			
Miscellaneous											
Fidelity Options Kiwi	63.9	14.8	5.3	8.9	7.5	1.13	36.00	Und.			
Westpac Capital Protect Plan 1	9.9	15.3	7.2	--	0.8	1.69	31.08	99.1			
Westpac Capital Protect Plan 2	8.5	15.3	7.2	--	0.7	1.69	31.08	99.1			
Westpac Capital Protect Plan 3	13.8	15.2	--	--	1.0	1.69	31.08	99.1			
Westpac Capital Protect Plan 4	19.7	15.3	--	--	1.5	--	31.08	99.1			
								(%)			
Fixed Income											
Mercer Super Trust Fixed Intr*	1.4	5.6 (3)	5.6 (3)	7.3 (1)	0.3	0.96	34.20	0.0			
SIL International Fixed Interest	2.0	6.6 (2)	6.4 (2)	6.9 (3)	0.3	1.03	24.00	0.0			
SIL New Zealand Fixed Interest	5.8	7.1 (1)	7.9 (1)	6.9 (2)	0.8	0.93	24.00	0.0			
Property											
Mercer Super Trust Real Assets*	0.8	9.2 (3)	6.7 (3)	1.3 (3)	0.1	1.52	34.20	96.6			
SIL Australasian Property	7.8	22.1 (1)	15.4 (1)	6.8 (1)	0.7	1.18	24.00	97.9			
SIL International Property	4.9	19.9 (2)	15.0 (2)	2.9 (2)	0.2	1.23	24.00	97.4			

Morningstar KiwiSaver Survey: 31 March 2013

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 %					
Australasian Equity										
Aon Milford	49.8	26.2	(2)	13.0	(2)	--	7.4	1.33	50.00	26.8
Grosvenor Socially Responsible	7.8	16.2	(6)	--	--	--	1.1	1.17	39.96	24.3
Grosvenor Trs-Tasm Sm Coms Shr	3.7	9.6	(8)	--	--	--	0.0	1.17	39.96	69.0
Mercer Super Trust Shares*	1.2	14.3	(7)	6.9	(5)	2.5 (5)	0.0	1.21	34.20	0
Mercer Super Trust TransTasman*	1.3	23.5	(4)	9.7	(4)	6.1 (3)	0.3	1.20	34.20	0
Milford Active Growth	109.8	26.4	(1)	13.0	(1)	13.7 (1)	47.5	1.85	36.00	26.8
SIL Australasian Share	13.0	25.8	(3)	11.4	(3)	6.6 (2)	0.7	1.19	24.00	11.8
Smartshares Growth	18.1	22.1	(5)	6.4	(6)	3.0 (4)	0.4	0.79	--	0
International Equity										
FC Scheme's Active High Growth	2.5	11.3	(4)	3.4	(5)	--	0.4	1.13	36.00	Und.
FC Scheme's Global Sustainability	4.6	15.6	(1)	5.2	(2)	--	0.7	1.66	36.00	95.3
Grosvenor International Share	3.2	7.5	(6)	--	--	--	0.1	1.32	39.96	99.4
Mercer Super Trust Global*	1.3	10.4	(5)	5.5	(1)	0.7 (3)	0.1	1.20	34.20	98.2
SIL International Share	18.3	11.9	(3)	5.0	(4)	3.2 (1)	1.8	1.21	24.00	98.6
SIL Sustainable Growth	1.4	5.1	(7)	1.6	(6)	--	0.2	1.67	24.00	96.3
TOWER Equity	27.1	13.2	(2)	5.0	(3)	1.8 (2)	3.8	1.16	33.00	96.4

Market Share Analysis

	AUM, March 2013				AUM, Dec 2012				AUM, Dec 2011				AUM, Dec 2010		
	\$M	%	Rank	Rank Change	\$M	%	Rank	Rank Change	\$M	%	Rank	Rank Change	\$M	%	Rank
By Provider															
AMP	2523.8	17.4	(3)	▲	1485.5	10.9	(4)	▼	1178.1	11.4	(3)		897.2	12.1	(3)
Aon	189.0	1.3	(10)	▲	180.5	1.3	(11)		135.8	1.3	(11)	▲	104.9	1.4	(12)
ASB	3053.8	21.1	(2)		2859.3	20.9	(2)		2188.0	21.2	(2)		1527.4	20.7	(2)
Brook	7.7	0.1	(15)	▲	7.1	0.1	(16)		5.9	0.1	(16)	▲	4.6	0.1	(17)
Fidelity	302.2	2.1	(8)	▲	286.5	2.1	(9)		226.1	2.2	(9)	▲	174.3	2.4	(10)
Fisher	701.9	4.8	(7)	▲	660.0	4.8	(8)		476.7	4.6	(8)		203.0	2.7	(8)
Forsyth Barr	13.5	0.1	(14)	▲	12.3	0.1	(15)		8.3	0.1	(15)	▲	5.5	0.1	(16)
Grosvenor	251.9	1.7	(9)	▲	234.7	1.7	(10)		177.2	1.7	(10)	▲	127.1	1.7	(11)
Mercer	832.3	5.7	(6)	▲	806.6	5.9	(7)		661.8	6.4	(7)		486.3	6.6	(7)
Milford	123.2	0.9	(11)	▲	99.1	0.7	(12)		38.9	0.4	(12)	▲	18.1	0.2	(15)
OnePath	3643.5	25.2	(1)		3445.7	25.2	(1)		2513.7	24.4	(1)		1771.9	24.0	(1)
Smartshares	27.8	0.2	(13)	▲	26.5	0.2	(14)		21.7	0.2	(14)		18.3	0.2	(14)
Staples Rodway	36.9	0.3	(12)	▲	35.4	0.3	(13)		28.0	0.3	(13)		20.9	0.3	(13)
Tower	940.5	6.5	(5)	▲	894.2	6.5	(6)		717.9	7.0	(6)		541.1	7.3	(6)
Westpac	1838.9	12.7	(4)	▼	1713.6	12.5	(3)	▲	1176.6	11.4	(4)		753.1	10.2	(4)
Closed/Merged Providers															
AXA					915.0	6.7	(5)		744.4	7.2	(5)		560.4	7.6	(5)
Huljich													181.8	2.5	(9)
Total	14487.0				13662.0				10299.2				7395.8		

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