

# KiwiSaver Survey

## March Quarter 2016

The volatility in equity markets to start the year meant that KiwiSaver funds with a bias to defensive assets outperformed their growth-minded peers during the March quarter. There was a strong positive correlation between the allocation to defensive assets and the performance of the Morningstar categories during the quarter.

Tim Murphy  
| 20-April-16 |

Morningstar's quarterly KiwiSaver Survey is designed to help New Zealand investors assess the performance and other key characteristics of their KiwiSaver superannuation options. The accompanying tables show KiwiSaver fund returns for the one, three and five years to 31 March 2016.

There were no new KiwiSaver funds added to the database during the quarter, as providers look to consolidate their existing product ranges.

We hope you find this KiwiSaver survey helpful and welcome any feedback.

### Market Commentary

The first three months of 2016 was very much a story of two halves, with sustained falls in equity markets around the world taking place over the course of January and into February. Markets finally settled and late February and March saw sharp rebounds in equity markets generally, in particular emerging markets, as commodity prices finally rebounded off their lows. The US Federal Reserve appeared to have eased off plans for more rate rises in the near term as mixed economic data struck

fear into investors, while the RBNZ again cut the OCR, providing further stimulus to the local economy.

The New Zealand equity market was a shining light among global volatility in the March quarter. The S&P/NXZ50 rose 6.77%. The gains were fairly broad-based, with a smaller drawdown in January compared to global markets followed by a sharp rise from mid-February onwards. The market is now up 15.74% over the trailing 12 months.

The Australian market wasn't nearly as strong over the quarter or the year. The S&P/ASX200 was down 2.75% over the quarter in local terms, but in New Zealand dollar terms, the S&P/ASX200 gained 1.39% with fall in the NZD vs AUD. The Australian market exhibited more vulnerability to global economic uncertainty and a declining outlook for banking stocks.

The New Zealand dollar was mixed against major currencies over the quarter, falling against the Australian dollar and Euro, while appreciating against the US dollar and British Pound. This meant KiwiSaver investors benefitted from unhedged Australian equity exposure, while currency effects were negligible between hedged and unhedged global equities, the MSCI World Index in

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NZD terms having a 1.74% loss over the quarter. Over the trailing 12 months though, global equities gained 4.28% in NZD terms.

Property and infrastructure both posted strong results during the quarter, as investors continued to chase higher yielding assets. Local property was strong, the S&P/NZX Property index gaining 5.23%. Global infrastructure, however, was even stronger, the S&P Global Infrastructure Net Return AUD-hedged index (in NZD terms) rose 10.59% over the quarter and about 4.56% over the year.

With bond yields falling around the world, it was a very strong quarter for bond markets. The local bond market, as measured by the S&P/NZX Composite Investment Grade index, ended the quarter up 3.58%, and gained 6.57% over the trailing 12 months. Global bonds produced a similar result over the quarter, the Barclays Global Aggregate up 3.90% from a NZD-hedged perspective, and gained 5.40% over the trailing 12 months.

### **Quarterly Fund Manager Results**

The volatility in equity markets to start the year meant that KiwiSaver funds with a bias to defensive assets outperformed their growth-minded peers during the March quarter. There was a strong positive correlation between the allocation to defensive assets and the performance of the Morningstar categories during the quarter. That being said, average returns were still positive across the board, ranging from 0.79% for the aggressive category through to 2.65% for the moderate category. Fixed interest returns were strong across the board, as global bond yields generally fell over the quarter, while another unexpected cut to the OCR in March was a further positive for local bond performance. In equities, NZ was one of the strongest performing markets in the world in the March quarter, benefitting funds with greater exposure to domestic stocks. Australian equities weren't as strong, despite the rebound in commodity prices, while most international equity exposures delivered negative returns for the quarter.

Aon Russell KiwiSaver Scheme across the board was again a standout performer in most of its categories. Its outperformance

is primarily due to its peer relative low exposure to growth assets. As earlier noted, international bond markets had a strong quarter, and the Aon portfolios all had large peer relative allocations to hedged international bonds.

KiwiWealth KiwiSaver had a tough quarter, with its all its multisector funds sitting at the bottom of their respective peer groups. Kiwi Wealth has no exposure to Australian or New Zealand Shares and when the local market does well in comparison to international equity markets, the funds will usually face significant headwinds.

With the exception of a couple of AMP Life Stages funds, all Multisector KiwiSaver funds returns were positive in the year to 31st of March 2016. The Conservative category averages 4.1% before tax while the numbers were not too different across the risk profiles, which underscores the general malaise in the investment markets we are experiencing.

It is most appropriate to evaluate performance of a KiwiSaver scheme by studying its long-term returns. Aon KiwiSaver Russell and ANZ KiwiSaver continue to be at or near the top of most categories and are the most consistent performers across the board. Mercer KiwiSaver continues to be a top performer within the Conservative category, while Milford KiwiSaver comfortably tops the balanced category over the long term, despite a weaker quarter.

### **Market Share**

KiwiSaver assets on the Morningstar database grew to NZ\$32.14 billion at 31 March 2016 from NZ\$954.10 million at 30 June 2008. ANZ continues to grow its market share to 26.0%, up from 25.8% last quarter. ASB remains in second, marginally increasing its market share to 18.6%. AMP remains in third spot ahead of Westpac, while Fisher Funds remained in fifth spot. The industry continues to get more concentrated, with the six largest KiwiSaver providers accounting for 86.2% of assets on our database.

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## About This Survey

This survey groups KiwiSaver options according to their mix of income and growth assets, or “asset allocation”. This is one of the most important decisions to make when saving for retirement. The term “income assets” refers to cash and fixed interest securities that 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 over time have 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 elsewhere. There are several possible reasons for this. First, the returns published here are after fees but before tax. Second, 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. ■■

*Tim Murphy is Director of Manager Research with Morningstar.*

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# Morningstar KiwiSaver Report: 31 March 2016

**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.			Member Fee \$/year	31/03/2015 Total		Growth Assets %
		1-year	3-year	5-Year		Expense Ratio %	NZ Domiciled Assets %	
<b>Default Options</b>								
AMP (Default)	1219.1	3.0	5.4	5.1	26.40	0.41	64.7	24.2
ANZ Default Conservative (Default)	944.1	4.5	6.6	6.9	24.00	0.55	45.2	17.8
ASB Conservative (Default)	3034.0	4.8	6.0	5.9	30.00	0.38	56.7	19.8
BNZ Conservative	264.9	3.2	5.5	--	23.55	0.58	50.6	20.4
Fisher TWO Cash Enhanced (Default)	640.3	4.9	6.0	6.2	28.32	0.56	67.5	19.3
Grosvenor (Default)	18.0	4.3	--	--	*****	0.26 ^	55.7	19.8
Kiwi Wealth Default	58.1	3.3	--	--	***	0.95	49.8	20.0
Mercer Conservative (Default)*	979.0	4.5	7.1	6.9	31.05	0.57	56.3	20.2
Westpac Defensive (Default)	53.0	4.6	--	--	20.25 ^	0.36 ^	64.8	19.0
<b>Peer Group Averages</b>								
Default Options	7157.4	4.1	6.1	6.2	27.22**	0.57	56.32	20.1
Conservative (Including Default Options)	8985.1	4.1	6.6	6.5	29.16**	0.79	53.79	17.5
Moderate	4840.4	4.3	6.8	7.1	28.17**	0.94	42.75	32.2
Balanced	7100.1	3.8	8.6	8.3	28.17**	1.05	33.57	53.5
Growth	6294.4	4.7	10.0	9.2	28.17**	1.14	37.71	63.9
Aggressive	2474.3	2.8	10.0	8.0	36.00**	1.50	22.44	85.6
<b>Quick Stats</b>								
KiwiSaver Total Market Size	\$m	32,140						
Increase in Market Size last 3 months	\$m	1,299						
Largest Providers	\$m	8,343	ANZ/OneAnswer					
	\$m	5,978	ASB					
Number of Providers	15							
Number of Products	120							
Highest 3-month Performance this Quarter	%	6.9 OneAnswer Australasian Share						
Lowest 3-Month Performance this Quarter	%	-8.1 NZ Funds Growth						
Highest 12-Month Performance this Quarter	%	16.7 Grosvenor Options						
Lowest 12-Month Performance this Quarter	%	-10.0 NZ Funds Growth						
						<b>Estimated KiwiSaver Market Asset Allocation %</b>		
						Cash & NZ Bonds	35.3	
						International Bonds	19.7	
						NZ Unlisted Property	0.7	
						NZ Listed Property	2.1	
						International Listed Property	2.0	
						NZ Shares	8.4	
						Australian Shares	4.3	
						International Shares	26.1	
						Other	1.3	
						Proportion in Income Assets:	55.0	
						Proportion in Growth Assets:	45.0	

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# Morningstar KiwiSaver Report: 31 March 2016

## Multi Sector Options

	Assets NZ\$M	Total Returns % p.a					Member Fee \$/year	31/03/2015 Total		Growth Assets %	
		1-year		3-year	5-Year	Expense Ratio %		NZ Domiciled Assets %			
			% p.a								
<b>Conservative</b>											
AMP (Default)	1219.1	3.0	(14)	5.4	(12)	5.1	(10)	26.40	0.41	64.7	24.2
ANZ Conservative	534.3	4.2	(10)	6.4	(7)	6.8	(5)	24.00	0.92	46.4	16.7
ANZ Default Conservative (Default)	947.0	4.5	(5)	6.6	(4)	6.9	(2)	24.00	0.55	45.2	17.8
Aon Russell Lifepoints Conservative	76.5	4.4	(6)	7.1	(3)	8.2	(1)	49.80	1.12	16.1	20.3
ASB Conservative (Default)	3034.0	4.8	(2)	6.0	(9)	5.9	(9)	30.00	0.38	56.7	19.8
BNZ Conservative	262.4	3.2	(13)	5.5	(11)	--		23.55	0.58	50.6	20.4
Fisher Conservative	398.3	4.2	(11)	6.5	(5)	6.4	(6)	36.00	1.00	59.9	19.9
Fisher TWO Cash Enhanced (Default)	643.1	4.9	(1)	6.0	(8)	6.2	(7)	28.32	0.56	67.5	19.3
Grosvenor (Default)	18.0	4.3	(8)	--		--		****	0.26 ^	55.7	19.8
Kiwi Wealth Conservative	422.2	3.0	(15)	5.9	(10)	6.0	(8)	***	1.13	34.3	15.2
Kiwi Wealth Default	58.1	3.3	(12)	--		--		***	0.95	49.8	20.0
Mercer Conservative (Default)*	979.0	4.5	(4)	7.1	(2)	6.9	(3)	31.05	0.57	56.3	20.2
Milford Conservative	21.3	4.4	(7)	10.7	(1)	--		36.00	1.02	46.3	11.3
OneAnswer Conservative	372.0	4.3	(9)	6.4	(6)	6.8	(4)	24.00	0.92	46.4	16.7
Staples Rodway Conservative*	Und.	--		--		--		40.81	0.99	100.0	0.0
Westpac Defensive (Default)	50.9	4.6	(3)	--		--		20.25 ^	0.36 ^	64.8	19.0
<b>Average</b>		4.1		6.6		6.5		29.16**	0.79	53.8	17.5
Morningstar NZ Multi Sector Conservative Index		5.5		6.2		6.1					19.6

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## Multi Sector Options

	Assets NZ\$M	Total Returns % p.a						Member Fee \$/year	31/03/2015 Total		Growth Assets %
		1-year		3-year		5-Year			Expense Ratio	NZ Domiciled Assets	
									%	%	
<b>Moderate</b>											
AMP LS Conservative	272.5	2.1	(15)	4.8	(12)	5.4	(11)	26.40	0.89	52.0	29.8
AMP LS Moderate	322.9	1.3	(16)	5.3	(10)	5.8	(9)	26.40	0.97	43.5	44.7
ANZ Conservative Balanced	624.5	4.3	(8)	7.8	(2)	8.0	(4)	24.00	0.92	43.7	29.6
ANZ Default Conservative Balanced	24.8	4.3	(9)	7.7	(4)	7.8	(5)	24.00	0.92	43.3	30.2
Aon Russell Lifepoints 2015	5.0	4.5	(5)	7.5	(6)	8.2	(2)	49.80	1.13	16.1	20.3
Aon Russell Lifepoints Moderate	16.5	5.1	(3)	8.8	(1)	9.0	(1)	49.80	1.18	12.0	40.6
ASB Moderate	1007.7	5.1	(2)	7.6	(5)	7.1	(6)	30.00	0.56	46.4	39.6
BNZ Moderate	191.4	2.6	(14)	6.6	(7)	--	--	23.55	0.87	26.7	36.9
Fisher TWO Conservative	113.0	4.6	(4)	6.2	(8)	6.5	(7)	28.32	1.00	66.9	27.1
Generate Conservative	31.0	9.1	(1)	--	--	--	--	36.00	1.20	82.9	30.3
Grosvenor AC Conservative	10.8	4.0	(13)	--	--	--	--	27.00 ^	0.81	6.6	31.4
Grosvenor Conservative	113.6	4.0	(12)	5.1	(11)	5.7	(10)	36.99	1.02	51.6	25.4
Mercer Moderate*	33.6	4.2	(11)	--	--	--	--	31.05	--	49.3	37.1
OneAnswer Conservative Balanced	132.2	4.2	(10)	7.8	(3)	8.1	(3)	24.00	0.92	43.7	29.6
Westpac Conservative	1858.1	4.4	(7)	6.1	(9)	6.4	(8)	28.02	0.73	53.4	24.6
Westpac Moderate	82.9	4.4	(6)	--	--	--	--	20.25 ^	0.54 ^	45.9	38.7
Average		4.3		6.8		7.1		28.17**	0.94	42.8	32.2
Morningstar NZ Multi Sector Moderate Index		5.9		7.4		6.8					30.8

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## Multi Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a					Member Fee \$/year	31/03/2015 Total		Growth Assets %	
								Expense Ratio %	NZ Domiciled Assets %		
		1-year	3-year	5-Year							
<b>Balanced</b>											
AMP Fisher TWO Balanced	27.1	5.3	(4)	8.2	(12)	7.5	(13)	26.40	1.22	58.6	51.5
AMP LS Balanced	689.6	0.3	(17)	6.2	(16)	6.6	(14)	26.40	1.02	32.8	64.7
AMP LS Moderate Balanced	458.5	1.0	(16)	5.8	(17)	6.1	(15)	26.40	1.01	38.5	54.7
ANZ Balanced	1299.5	4.3	(10)	9.1	(7)	9.2	(4)	24.00	0.97	37.3	45.0
ANZ Default Balanced	68.8	4.3	(11)	9.0	(8)	8.7	(7)	24.00	0.97	37.5	44.7
Aon ANZ Balanced	23.4	3.7	(13)	8.7	(11)	9.1	(5)	49.80	1.17	22.8	59.8
Aon Russell Lifepoints 2025	14.9	5.0	(5)	9.1	(6)	9.1	(6)	49.80	1.19	12.0	40.5
Aon Russell Lifepoints Balanced	68.1	5.5	(3)	10.3	(2)	9.7	(2)	49.80	1.26	8.0	60.5
ASB Balanced	773.1	4.9	(6)	9.2	(4)	8.1	(10)	30.00	0.60	36.1	59.4
BNZ Balanced	140.0	2.5	(15)	7.7	(14)	--		23.55	0.97	24.4	52.3
Fisher TWO Balanced	510.3	4.6	(8)	7.9	(13)	7.5	(12)	28.32	1.11	58.6	51.5
Grosvenor Balanced	315.2	3.2	(14)	6.8	(15)	6.0	(16)	36.99	1.14	31.2	55.0
Grosvenor SRI Balanced	19.4	6.3	(1)	--	--	--		27.00 ^	0.91 ^	31.8	53.4
Kiwi Wealth Balanced	1046.4	-1.3	(18)	8.7	(10)	7.9	(11)	***	1.14	22.8	51.8
Mercer Balanced*	240.3	4.0	(12)	9.4	(3)	8.2	(9)	31.05	0.81	37.4	57.1
Milford Balanced	87.2	5.7	(2)	11.5	(1)	11.7	(1)	36.00	1.40	37.5	56.1
OneAnswer Balanced	392.3	4.4	(9)	9.2	(5)	9.2	(3)	24.00	0.97	37.3	45.0
Westpac Balanced	926.1	4.8	(7)	9.0	(9)	8.2	(8)	28.02	0.82	39.5	59.4
Average		3.8		8.6		8.3		28.17**	1.05	33.6	53.5
Morningstar NZ Multi Sector Balanced Index		6.1		9.3		7.8					54.2

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# Morningstar KiwiSaver Report: 31 March 2016

## Multi Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a						Member Fee \$/year	31/03/2015 Total		Growth Assets %
		1-year		3-year		5-Year			Expense Ratio %	NZ Domiciled Assets %	
<b>Growth</b>											
AMP ANZ Balanced Plus	174.2	3.8	(16)	10.0	(13)	9.8	(8)	26.40	1.11	32.3	57.3
AMP LS Growth	513.4	-0.8	(20)	6.9	(18)	6.9	(16)	26.40	1.01	23.1	84.7
AMP Nikko AM Balanced	29.5	8.5	(2)	10.4	(10)	8.7	(12)	26.40	1.29	41.9	72.6
ANZ Balanced Growth	1069.0	4.3	(9)	10.4	(9)	10.2	(6)	24.00	1.02	32.7	58.6
ANZ Default Balanced Growth	77.1	4.3	(12)	10.3	(11)	9.6	(9)	24.00	1.02	33.2	58.1
ANZ Default Growth	62.9	4.1	(15)	11.6	(3)	10.4	(3)	24.00	1.07	28.2	72.7
ANZ Growth	1747.6	4.2	(13)	11.6	(2)	11.2	(2)	24.00	1.07	27.5	73.6
Aon Russell Lifepoints 2035	12.6	5.4	(7)	10.6	(7)	9.8	(7)	49.80	1.26	8.0	60.5
Aon Russell Lifepoints Growth	25.1	5.6	(5)	11.4	(4)	10.3	(4)	49.80	1.30	5.0	75.4
Aon Nikko AM Balanced	6.2	7.7	(3)	10.2	(12)	8.6	(13)	49.80	1.33	41.9	72.6
ASB Growth	801.2	4.8	(8)	10.8	(5)	8.9	(11)	30.00	0.64	30.4	79.3
BNZ Growth	106.6	2.0	(19)	8.8	(15)	--		23.55	1.06	26.9	72.1
Fisher TWO Growth	197.0	4.2	(14)	9.0	(14)	8.4	(14)	28.32	1.20	54.5	69.3
Forsyth Barr Balanced	15.0	8.7	(1)	8.1	(16)	7.1	(15)	36.00	1.50	48.3	65.6
Generate Growth	61.0	7.2	(4)	--		--		36.00	1.65 ^	44.3	72.3
Grosvenor Balanced Growth	160.9	3.3	(18)	7.9	(17)	6.1	(17)	36.99	1.19	28.8	71.3
Mercer Growth*	26.0	3.6	(17)	--		--		31.05	--	27.7	77.7
OneAnswer Balanced Growth	348.5	4.3	(10)	10.5	(8)	10.3	(5)	24.00	1.03	32.7	58.6
OneAnswer Growth	255.9	4.3	(11)	11.7	(1)	11.3	(1)	24.00	1.07	27.5	73.6
Staples Rodway Balanced*	0.0	--		--		--		40.81	1.28	100.0	0.0
Staples Rodway Growth*	0.0	--		--		--		40.81	1.46	100.0	0.0
Westpac Growth	605.0	5.5	(6)	10.6	(6)	9.5	(10)	28.02	0.86	35.1	79.3
<b>Average</b>		4.7		10.0		9.2		28.17**	1.14	37.7	63.9
Morningstar NZ Multi Sector Growth Index		6.3		10.5		8.5					70.9

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# Morningstar KiwiSaver Report: 31 March 2016

## Multi Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a.						Member Fee \$/year	31/03/2015 Total		Growth Assets %
		1-year	3-year	5-Year	Expense Ratio %	NZ Domiciled Assets %					
<b>Aggressive</b>											
AMP LS Aggressive	222.4	-1.3	(9)	7.3	(8)	7.2	(6)	26.40	1.09	18.3	94.9
Aon Russell Lifepoints 2045	11.8	5.3	(2)	11.6	(1)	10.4	(1)	49.80	1.31	5.0	75.4
Fisher Growth	1044.3	4.6	(4)	10.1	(4)	7.5	(5)	36.00	1.40	39.8	75.0
Forsyth Barr Growth	13.3	10.3	(1)	9.6	(6)	8.0	(4)	36.00	1.58	37.0	85.1
Generate Focused Growth	84.4	4.8	(3)	--	--	--	--	36.00	1.90	29.6	84.2
Grosvenor AC Growth	30.2	2.0	(7)	--	--	--	--	27.00 ^	0.87 ^	14.5	83.4
Grosvenor Geared Growth	5.7	1.7	(8)	9.8	(5)	6.6	(7)	36.99	2.85	15.1	97.2
Grosvenor High Growth	140.7	2.7	(6)	9.0	(7)	6.1	(8)	36.99	1.25	24.8	81.7
Kiwi Wealth Growth	826.0	-5.8	(10)	11.3	(3)	9.1	(3)	***	1.19	13.7	86.3
Mercer High Growth*	95.6	3.9	(5)	11.6	(2)	9.4	(2)	31.05	0.91	26.7	92.5
<b>Average</b>		2.8		10.0		8.0		36.00**	1.50	22.4	85.6
Morningstar NZ Multi Sector Aggressive Index		6.0		11.7		8.5					86.7

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# Morningstar KiwiSaver Report: 31 March 2016

## Single Sector Options

	Assets NZ\$M	Total Returns % p.a						Member Fee \$/year	31/03/2015 Total		Growth Assets %
		1-year		3-year		5-Year			Expense Ratio	NZ Domiciled Assets	
									%	%	
<b>Cash</b>											
AMP Cash	76.9	2.7	(11)	2.9	(12)	2.8	(10)	26.40	0.73	100.0	0.0
ANZ Cash	263.2	3.1	(6)	3.2	(5)	3.1	(6)	24.00	0.42	100.0	0.0
ANZ Default Cash	3.6	3.0	(7)	3.2	(7)	3.1	(5)	24.00	0.42	100.0	0.0
Aon ANZ Cash	3.7	2.6	(13)	2.7	(13)	2.7	(11)	49.80	0.87	100.0	0.0
Aon Nikko AM Cash	1.7	2.9	(8)	3.2	(8)	3.2	(1)	49.80	0.85	100.0	0.0
ASB NZ Cash	361.8	3.2	(2)	3.3	(4)	3.0	(9)	30.00	0.34	100.0	0.0
BNZ Cash	92.5	2.7	(12)	3.1	(11)	--	--	23.55	0.29	100.0	0.0
Fisher TWO Preservation	26.7	3.1	(3)	3.3	(2)	3.2	(3)	28.32	0.66	100.0	0.0
Grosvenor Enhanced Income	18.6	2.8	(10)	3.1	(9)	3.2	(2)	36.99	0.77	100.0	0.0
Kiwi Wealth Cash	88.7	3.4	(1)	3.6	(1)	--	--	***	0.85	100.0	0.0
Mercer Cash*	15.3	3.1	(4)	3.3	(3)	3.2	(4)	31.05	0.38	100.0	0.0
OneAnswer Cash	27.6	2.9	(9)	3.1	(10)	3.0	(7)	24.00	0.56	100.0	0.0
Westpac Cash	270.4	3.1	(5)	3.2	(6)	3.0	(8)	28.02	0.45	100.0	0.0
<b>Fixed Interest</b>											
OneAnswer International Fixed Interest	2.9	4.2		5.4		6.2		24.00	0.84	0.1	0.0
OneAnswer New Zealand Fixed Interest	6.5	6.4		4.5		5.9		24.00	0.72	100.0	0.0
<b>International Share</b>											
Fisher TWO Equity	63.3	2.6	(4)	9.6	(4)	7.2	(2)	28.32	1.28	38.6	88.1
Grosvenor International Share	7.3	0.7	(5)	11.2	(3)	6.9	(3)	36.99	1.34	3.4	96.7
Mercer Shares*	9.1	3.8	(2)	--	--	--	--	31.05	--	26.7	98.6
OneAnswer International Share	33.9	6.3	(1)	14.2	(1)	10.1	(1)	24.00	1.08	0.1	99.9
OneAnswer Sustainable Growth	4.4	2.6	(3)	11.3	(2)	6.4	(4)	24.00	1.55	3.7	96.4
<b>Property</b>											
OneAnswer Australasian Property	14.2	14.5		15.3		16.8		24.00	1.07	0.2	99.8
OneAnswer International Property	8.5	1.9		11.4		11.8		24.00	1.09	0.2	99.8

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# Morningstar KiwiSaver Report: 31 March 2016

## Single Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a						Member Fee \$/year	31/03/2015 Total		Australian Assets %
		1-year	3-year	5-Year	Expense Ratio %	NZ Domiciled Assets %					
<b>Australasian Equity</b>											
Aon Milford	104.4	8.0	(3)	13.3	(3)	14.6	(3)	49.80	1.55	72.0	15.9
Grosvenor Socially Responsible	18.2	5.8	(5)	6.9	(4)	6.0	(4)	36.99	1.32	25.8	9.9
Grosvenor Trans-Tasman Share	5.0	6.6	(4)	0.7	(5)	-0.3	(5)	36.99	1.22	53.7	46.3
Milford Active Growth	447.9	8.7	(2)	13.7	(2)	14.9	(1)	36.00	1.49	72.0	15.9
OneAnswer Australasian Share	22.3	13.8	(1)	15.7	(1)	14.8	(2)	24.00	1.06	92.9	7.1
<b>Miscellaneous</b>											
Grosvenor Capital Guaranteed	43.6	2.6	--	--	--	--	--	27.00 ^	0.59 ^		
Grosvenor Options	89.7	16.7	--	--	--	--	--	27.00 ^	0.74 ^		
Kiwi Wealth Cash Plus	55.7	3.6		3.7		--		***	0.91		
NZ Funds Growth	64.8	-10.0		9.3		7.9		36.00	4.41		
NZ Funds Income	15.4	3.7		3.5		4.2		36.00	1.15		
NZ Funds Inflation	49.7	-2.9		4.6		5.3		36.00	2.56		
Westpac Capital Protect Plan 1	11.6	5.5		12.9		10.3		28.02	1.58		
Westpac Capital Protect Plan 2	9.8	5.5		12.9		10.3		28.02	1.58		
Westpac Capital Protect Plan 3	15.5	5.5		12.9		10.3		28.02	1.58		
Westpac Capital Protect Plan 4	22.1	5.5		12.9		--		28.02	1.58		
Westpac Capital Protect Plan 5	18.4	5.5		12.9		--		28.02	1.58		

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## Market Share Analysis

	AUM, March 2016				AUM, Dec 2015				AUM, Dec 2014				AUM, Dec 2013		
	\$M	%	Rank	Rank Change	\$M	%	Rank	Rank Change	\$M	%	Rank	Rank Change	\$M	%	Rank
<b>By Provider</b>															
AMP	4006.0	12.5	(3)		3878.7	12.6	(3)		3440.1	13.7	(3)		2861.5	14.4	(3)
ANZ/OneAnswer	8343.3	26.0	(1)		7946.2	25.8	(1)		6320.8	25.2	(1)		5742.6	28.9	(1)
Aon	369.8	1.2	(11)		360.0	1.2	(11)		301.5	1.2	(11)	▼	231.4	1.2	(10)
ASB	5977.7	18.6	(2)		5696.3	18.5	(2)		4707.8	18.8	(2)		3682.6	18.5	(2)
BNZ	793.0	2.5	(9)		731.2	2.4	(9)		450.7	1.8	(9)	▲	184.2	0.9	(12)
Fisher Funds	2995.8	9.3	(5)		2885.6	9.4	(5)		2431.8	9.7	(5)		1941.3	9.8	(5)
Forsyth Barr	28.3	0.1	(14)	▲	27.4	0.1	(15)	▲	22.2	0.1	(16)	▼	16.6	0.1	(15)
Generate	176.4	0.5	(12)		139.4	0.5	(12)	▲	36.1	0.1	(14)	▲	3.3	0.0	(17)
Grosvenor	996.8	3.1	(8)		958.8	3.1	(8)		800.7	3.2	(8)		303.1	1.5	(8)
Kiwi Wealth	2497.1	7.8	(6)		2463.9	8.0	(6)		1972.4	7.9	(6)		1240.9	6.2	(6)
Mercer	1398.9	4.4	(7)		1350.0	4.4	(7)		1024.1	4.1	(7)		843.8	4.2	(7)
Milford	556.3	1.7	(10)		530.0	1.7	(10)		390.9	1.6	(10)	▲	222.1	1.1	(11)
NZ Funds	129.9	0.4	(13)		126.6	0.4	(13)	▼	91.1	0.4	(12)	▲	55.8	0.3	(13)
Staples Rodway	--	--		▼	59.2	0.2	(14)	▼	51.8	0.2	(13)	▲	43.6	0.2	(14)
Westpac	3870.7	12.0	(4)		3688.0	12.0	(4)		3009.5	12.0	(4)		2268.9	11.4	(4)
<b>Closed/Merged Providers</b>															
Brook, Mid 2014													10.2	0.1	(16)
FirstChoice, End 2014									31.6	0.1	(15)		231.7	1.2	(9)
<b>Total</b>	<b>32,140</b>				<b>30,841</b>				<b>25,083</b>				<b>19,884</b>		

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