

KiwiSaver Survey

June Quarter 2016

Global markets rose modestly despite volatility around the UK's Brexit referendum and concerns about slower global growth. Meanwhile, continued strength of the NZD was a headwind to unhedged international positions. KiwiSaver funds with higher allocations to defensive and domestic assets fared best.

Kathryn Young
|26-July-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 30 June 2016.

NZ Defence Force KiwiSaver was the sole addition to the database during the quarter, including five pre-mixed options and two single sector options for cash and shares. Performance for NZ Defence Force KiwiSaver is yet to reach the one-year mark.

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

Market Commentary

Global markets rose modestly in the second quarter of 2016 despite nervousness around the UK's Brexit referendum and concerns about slower global growth. After grinding higher in April and May, stocks initially dropped sharply after British voters approved a ballot measure to leave the European Union. The decline was short lived, as markets began to claw back some of the losses as the month came to a close, but defensive assets,

such as government bonds, were some of the best performers amid all the worry and volatility.

The New Zealand equity market was no different to most international markets and was somewhat blindsided by Brexit towards the end of June. The S&P/NZX 50 fell 2.02% over the month, but managed to secure a 2.15% return for the quarter ending June 2016. The New Zealand market continues to display reasonable growth. The main drivers of economic growth have been high net immigration inflows, an extremely robust tourism industry and sustained growth in construction activity. Overall, these positive elements have outweighed the weaker dairy industry. The strength of the NZ market is reflected in the S&P/NZX 50 achieving an outstanding 20.44% return over the year.

The Australian market performed slightly better over the quarter, but lagged significantly over the year. In AUD terms, the S&P/ASX 200 returned 3.94% over the three months but managed to just tip into positive territory over the year with 0.56%. The better-performing sectors over the quarter included

materials and health care, while utilities, health care and consumer discretionary stood out over the year. The S&P/ASX 200 performance is weaker when expressed in New Zealand dollar terms, the index having fallen 1.92% over the quarter and 7.49% over the year.

The New Zealand dollar continues to benefit from the strong performance of the New Zealand economy. The NZD generally appreciated against major currencies over the quarter, with gains of 9.78% against the Pound, 5.84% against the Australian dollar, 4.95% against the Euro, 2.43% against the US dollar and is up 3.89% in overall trade-weighted value. The strength of the New Zealand dollar negatively impacted on the returns from global share markets. The MSCI World Index in NZD terms lost 1.53% over the quarter and 7.68% over the year.

The local listed property market has continued to perform well over the year to 30 June 2016. The S&P/NZX Property TR index gained 17.38%, and 2.40% over the second quarter. Australian REITs also enjoyed a solid quarter with the S&P/ASX 200 A-REIT TR returning 9.25% in local currency terms, translating to a lower 3.09% in NZD terms. Global listed infrastructure wasn't as strong, the S&P Global Infrastructure index (hedged to AUD, then converted to NZD) reaching 0.14% over the three months, but longer-term the index is in negative territory, having fallen 3.2% over the year.

The RBNZ cut the official cash rate by 25 basis points in early March to 2.25%. Monetary policy has remained unchanged at the time of writing. Longer-term interest rates have fallen. At the end of the second quarter, the New Zealand 10-year government bond yielded 2.34% or 1.2% lower than its opening level at the start of 2016. As a result, returns from fixed interest were relatively strong. Government bonds, as measured by the S&P/NZX NZ Government Bond index, gained 2.15% over the quarter and 8.04% over the year. Global bonds, as measured by the Barclays Global Aggregate TR Hdg NZD index, gained 2.94% over the quarter and 10.05% for the year.

Quarterly Fund Manager Results

As was the case over the first quarter of 2016, the June quarter replicated the positive correlation between the allocation to defensive assets and the performance of the Morningstar categories over the three months, although the results were not as pronounced. Average multisector category returns were all positive for the June quarter, ranging from 0.34% for the Aggressive category to 1.57% for the Conservative category. That pattern extends to the one-year period as well. For the year to 30 June 2016, Aggressive funds were flat on average while the Conservative category gained 5.2%. Over longer periods, however, funds with greater equity risk have generally gained more, as one would expect.

Notable performers over the quarter included **ASB KiwiSaver**, with the Growth and Balanced options topping their respective peer groups. In the Multisector Conservative category, the top performers included **Milford KiwiSaver Conservative Fund** (2.43%), followed by **Fisher Conservative KiwiSaver** (2.42%), and **Aon KiwiSaver Russell Lifepoints Conservative** (2.10%).

KiwiWealth KiwiSaver had a tough year, with all its multisector funds sitting at the bottom of their respective peer groups. Kiwi Wealth's investment philosophy includes investing in companies on world share markets to take advantage of the liquidity and diversification benefits of investing on a larger scale. The fund has no exposure to Australian or New Zealand shares and when the local market does well in comparison to international equity markets, Kiwi Wealth will usually face significant headwinds.

It is most appropriate to evaluate performance of a KiwiSaver scheme by studying its long-term returns. **Aon Russell Lifepoints** continues to be at or near the top of most categories. **Milford Conservative** tops the performance of the Multisector Conservative category over one and three years to 30 June 2016, while **Milford Balanced** tops the Multisector Balanced category across the one, three and five year return periods.

Market Share

KiwiSaver assets on the Morningstar database grew to NZD33.40 billion at 30 June 2016 from NZD954.10 million at 30 June 2008. ANZ leads the market share with more than NZD8.6 billion, having accumulated NZD727.1 million over the first half of 2016. ASB remains in second position, having increased its market share by 18.6%. AMP holds third spot ahead of Westpac, while Fisher Funds sits in fifth spot. The industry continues to get more concentrated, with the six largest KiwiSaver providers accounting for 85.9% of assets on our database.

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. ■■■

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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	31/03/2016 Total		Growth Assets %
		1-year	3-year	5-Year		Expense Ratio %	NZ Domiciled Assets %	
Default Options								
AMP (Default)	1229.1	3.5	5.6	5.2	26.40	0.41	66.6	22.4
ANZ Default Conservative (Default)	990.8	5.8	7.3	7.0	24.00	0.56	44.3	18.4
ASB Conservative (Default)	3125.4	5.6	6.6	6.1	30.00	0.39	56.7	19.8
BNZ Conservative	289.0	4.9	6.6	--	23.55	0.57	50.2	19.5
Fisher TWO Cash Enhanced (Default)	667.3	6.3	6.8	6.3	28.32	0.56	68.2	18.3
Grosvenor (Default)	20.9	5.3	--	--	****	0.36	55.7	19.8
Kiwi Wealth Default	67.5	2.5	--	--	***	1.07	50.2	19.7
Mercer Conservative (Default)*	1000.2	5.9	7.5	6.9	31.05	0.57	55.6	21.0
Westpac Defensive (Default)	63.1	5.3	--	--	20.25 ^	0.55	65.3	18.9
Peer Group Averages								
Default Options	7390.4	5.0	6.7	6.3	27.22**	0.56	55.66	19.7
Conservative (Including Default Options)	9249.4	5.2	7.2	6.6	29.16**	0.74	50.56	18.8
Moderate	5077.9	5.2	7.4	7.2	28.17**	0.94	43.25	32.0
Balanced	7381.5	3.9	8.8	8.6	28.17**	1.01	33.53	53.2
Growth	6589.4	3.5	9.9	9.5	27.21**	1.15	31.14	70.2
Aggressive	2570.2	0.0	9.5	8.8	36.00**	1.44	23.35	85.1

Quick Stats	
KiwiSaver Total Market Size	\$m 33,408
Increase in Market Size last 3 months	\$m 1,268
Largest Providers	\$m 8,673 ANZ/OneAnswer
	\$m 6,216 ASB
Number of Providers	15
Number of Products	124
Highest 3-month Performance this Quarter	% 3.6 OneAnswer Australasian Property
Lowest 3-Month Performance this Quarter	% -3.5 OneAnswer Sustainable Growth
Highest 12-Month Performance this Quarter	% 18.6 OneAnswer Australasian Share
Lowest 12-Month Performance this Quarter	% -10.5 OneAnswer Sustainable Growth

Estimated KiwiSaver Market Asset Allocation %	
Cash & NZ Bonds	35.0
International Bonds	20.0
NZ Unlisted Property	0.5
NZ Listed Property	2.2
International Listed Property	2.1
NZ Shares	8.5
Australian Shares	4.6
International Shares	25.7
Other	1.3
Proportion in Income Assets:	55.0
Proportion in Growth Assets:	45.0

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Morningstar KiwiSaver Report: 30 June 2016

Multi Sector Options

	Assets NZ\$M	Total Returns % p.a.				Member Fee \$/year	31/03/2016 Total		Growth Assets %		
		1-year	3-year	5-Year	Expense Ratio %		NZ Domiciled Assets %				
Conservative											
AMP (Default)	1229.1	3.5	(13)	5.6	(12)	5.2	(10)	26.40	0.41	66.6	22.4
ANZ Conservative	562.6	5.7	(8)	7.1	(7)	6.8	(5)	24.00	0.94	45.6	17.3
ANZ Default Conservative (Default)	964.5	5.8	(6)	7.3	(4)	7.0	(2)	24.00	0.56	44.3	18.4
Aon Russell Lifepoints Conservative	76.5	6.3	(4)	7.9	(2)	8.3	(1)	49.80	1.12	15.8	20.8
ASB Conservative (Default)	3125.4	5.6	(9)	6.6	(9)	6.1	(8)	30.00	0.39	56.7	19.8
BNZ Conservative	284.4	4.9	(12)	6.6	(10)	--		23.55	0.57	50.2	19.5
Fisher Conservative	429.8	6.4	(2)	7.1	(5)	6.7	(6)	36.00	1.00	60.9	20.1
Fisher TWO Cash Enhanced (Default)	650.3	6.3	(3)	6.8	(8)	6.3	(7)	28.32	0.56	68.2	18.3
Grosvenor (Default)	20.9	5.3	(11)	--	--	--		****	0.36	55.7	19.8
Kiwi Wealth Conservative	433.2	1.9	(15)	5.8	(11)	6.0	(9)	***	1.12	29.2	14.8
Kiwi Wealth Default	67.5	2.5	(14)	--	--	--		***	1.07	50.2	19.7
Mercer Conservative (Default)*	1000.2	5.9	(5)	7.5	(3)	6.9	(3)	31.05	0.57	55.6	21.0
Milford Conservative	24.2	6.7	(1)	10.9	(1)	--		36.00	0.96	43.4	11.3
NZ Defence Force Conservative	0.5	--	--	--	--	--		30.00	--	55.6	21.0
OneAnswer Conservative	380.2	5.8	(7)	7.1	(6)	6.9	(4)	24.00	0.93	45.6	17.3
Westpac Defensive (Default)	61.9	5.3	(10)	--	--	--		20.25 ^	0.55	65.3	18.9
Average		5.2		7.2		6.6		29.16**	0.74	50.6	18.8
Morningstar NZ Multi Sector Conservative Index		5.5		6.7		6.3					18.9

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Multi Sector Options

	Assets NZ\$M	Total Returns % p.a						Member Fee \$/year	31/03/2016 Total		Growth Assets %
		1-year		3-year		5-Year			Expense Ratio	NZ Domiciled Assets	
									%	%	
Moderate											
AMP LS Conservative	284.6	3.3	(15)	5.4	(13)	5.4	(11)	26.40	0.88	53.1	27.9
AMP LS Moderate	335.1	2.4	(16)	5.9	(12)	5.9	(9)	26.40	0.97	44.3	43.0
ANZ Conservative Balanced	656.5	5.2	(8)	8.3	(2)	8.1	(4)	24.00	0.94	42.2	30.7
ANZ Default Conservative Balanced	26.2	5.2	(11)	8.2	(5)	7.9	(5)	24.00	0.94	42.4	30.3
Aon Russell Lifepoints 2015	5.1	6.4	(2)	8.1	(6)	8.5	(2)	49.80	1.12	15.8	20.8
Aon Russell Lifepoints Moderate	16.9	5.5	(5)	8.9	(1)	9.2	(1)	49.80	1.15	11.7	41.2
ASB Moderate	1058.4	6.1	(3)	8.1	(7)	7.5	(6)	30.00	0.58	46.4	39.6
BNZ Moderate	206.2	4.7	(12)	7.8	(8)	--	--	23.55	0.89	27.0	35.1
Fisher TWO Conservative	115.6	5.8	(4)	7.0	(9)	6.6	(7)	28.32	1.01	68.2	25.4
Generate Conservative	42.4	8.8	(1)	8.2	(4)	--	--	36.00	1.22	85.5	25.2
Grosvenor AC Conservative	11.4	4.1	(14)	--	--	--	--	*****	1.16	6.6	31.4
Grosvenor Conservative	117.1	5.2	(9)	6.1	(11)	5.9	(10)	*****	1.09	51.6	25.4
Mercer Moderate*	36.3	5.2	(7)	--	--	--	--	31.05	0.67	49.2	37.1
NZ Defence Force Moderate	0.9	--	--	--	--	--	--	30.00	--	49.2	37.1
OneAnswer Conservative Balanced	136.3	5.2	(10)	8.2	(3)	8.1	(3)	24.00	0.93	42.2	30.7
Westpac Conservative	1921.1	5.3	(6)	6.8	(10)	6.4	(8)	28.02	0.73	53.8	24.3
Westpac Moderate	107.9	4.7	(13)	--	--	--	--	20.25 ^	0.82	46.1	38.7
Average		5.2		7.4		7.2		28.17**	0.94	43.3	32.0
Morningstar NZ Multi Sector Moderate Index		5.3		7.8		7.2					31.2

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Multi Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a						Member Fee \$/year	31/03/2016 Total		Growth Assets %
		1-year		3-year		5-Year			Expense Ratio	NZ Domiciled Assets	
			%		%		%		%	%	
Balanced											
AMP Fisher TWO Balanced	28.7	5.1	(5)	8.7	(11)	7.9	(13)	26.40	1.27	60.3	49.3
AMP LS Balanced	704.9	1.3	(17)	6.8	(16)	7.0	(14)	26.40	1.01	33.1	62.9
AMP LS Moderate Balanced	472.3	2.0	(16)	6.4	(17)	6.4	(16)	26.40	1.02	39.0	52.9
ANZ Balanced	1369.3	4.6	(7)	9.4	(5)	9.2	(5)	24.00	0.99	36.0	46.2
ANZ Default Balanced	73.3	4.4	(10)	9.2	(7)	8.9	(7)	24.00	0.99	35.9	45.5
Aon ANZ Balanced	24.1	4.4	(9)	9.1	(8)	9.2	(6)	49.80	0.84	22.9	59.7
Aon Russell Lifepoints 2025	15.4	5.3	(3)	9.1	(10)	9.4	(3)	49.80	1.18	11.7	41.2
Aon Russell Lifepoints Balanced	74.4	4.3	(12)	9.8	(2)	9.9	(2)	49.80	1.21	7.7	61.2
ASB Balanced	814.6	5.2	(4)	9.3	(6)	8.7	(8)	30.00	0.62	36.1	59.4
BNZ Balanced	151.5	4.4	(11)	8.7	(12)	--		23.55	0.99	25.3	50.1
Fisher TWO Balanced	520.5	5.3	(2)	8.6	(13)	7.9	(12)	28.32	1.07	60.3	49.3
Grosvenor Balanced	320.7	3.1	(15)	7.3	(15)	6.6	(15)	*****	1.19	31.2	55.0
Grosvenor SRI Balanced	20.6	3.7	(14)	--		--		*****	0.91	31.8	53.4
Kiwi Wealth Balanced	1064.3	-3.1	(18)	7.7	(14)	7.9	(11)	***	1.13	19.5	51.9
Mercer Balanced*	248.5	4.5	(8)	9.5	(3)	8.4	(9)	31.05	0.77	37.8	56.5
Milford Balanced	95.5	6.6	(1)	11.5	(1)	12.2	(1)	36.00	1.15	34.6	55.7
NZ Defence Force Balanced	13.6	--		--		--		30.00	--	37.8	56.5
OneAnswer Balanced	407.1	4.7	(6)	9.5	(4)	9.3	(4)	24.00	0.98	36.0	46.2
Westpac Balanced	962.1	4.0	(13)	9.1	(9)	8.3	(10)	28.02	0.89	39.8	58.9
Average		3.9		8.8		8.6		28.17**	1.01	33.5	53.2
Morningstar NZ Multi Sector Balanced Index		2.5		8.9		8.4					54.5

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									%	%	
Growth											
AMP ANZ Balanced Plus	181.2	3.2	(12)	9.6	(14)	9.8	(9)	26.40	1.13	29.7	60.9
AMP LS Growth	526.0	-0.1	(20)	7.4	(19)	7.5	(15)	26.40	1.01	23.4	82.3
AMP Nikko AM Balanced	32.5	6.0	(2)	10.4	(8)	9.0	(13)	26.40	1.33	40.7	71.5
ANZ Balanced Growth	1126.1	3.8	(7)	10.4	(9)	10.3	(6)	24.00	1.04	31.1	60.3
ANZ Default Balanced Growth	81.7	3.6	(9)	10.2	(12)	9.8	(8)	24.00	1.05	32.0	59.0
ANZ Default Growth	66.2	2.8	(17)	11.1	(3)	10.7	(3)	24.00	1.10	26.8	73.9
ANZ Growth	1804.2	2.9	(16)	11.3	(2)	11.3	(2)	24.00	1.10	25.8	75.2
Aon Russell Lifepoints 2035	13.0	4.1	(5)	10.0	(13)	10.2	(7)	49.80	1.24	7.7	61.2
Aon Russell Lifepoints Growth	25.7	3.3	(10)	10.5	(5)	10.6	(4)	49.80	1.28	4.8	75.9
Aon Nikko AM Balanced	6.4	6.7	(1)	10.4	(7)	9.1	(12)	49.80	1.60	40.7	71.5
ASB Growth	850.2	4.6	(3)	10.5	(6)	9.8	(10)	30.00	0.67	30.4	79.3
BNZ Growth	115.9	3.2	(11)	9.4	(16)	--	--	23.55	1.08	28.0	70.3
Fisher TWO Growth	203.1	4.3	(4)	9.5	(15)	8.9	(14)	28.32	1.20	56.6	66.5
Forsyth Barr Balanced	15.3	2.1	(19)	7.9	(18)	7.0	(17)	36.00	1.39	48.9	63.9
Generate Growth	77.1	3.0	(15)	10.2	(11)	--	--	36.00	1.58	49.5	65.0
Grosvenor Balanced Growth	167.2	2.2	(18)	8.1	(17)	7.1	(16)	*****	1.23	28.8	71.3
Mercer Growth*	29.7	3.1	(13)	--	--	--	--	31.05	0.87	28.0	76.7
NZ Defence Force Growth	3.6	--	--	--	--	--	--	30.00	--	28.0	76.7
OneAnswer Balanced Growth	356.9	3.7	(8)	10.5	(4)	10.4	(5)	24.00	1.03	31.1	60.3
OneAnswer Growth	261.6	3.1	(14)	11.5	(1)	11.4	(1)	24.00	1.08	25.8	75.2
Westpac Growth	645.6	3.9	(6)	10.3	(10)	9.6	(11)	28.02	0.97	36.1	78.2
Average		3.5		9.9		9.5		27.21**	1.15	31.1	70.2
Morningstar NZ Multi Sector Growth Index		1.0		9.6		9.2					70.8

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Morningstar KiwiSaver Report: 30 June 2016

Multi Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a						Member Fee \$/year	31/03/2016 Total		Growth Assets %	
		1-year		3-year		5-Year			Expense Ratio	NZ Domiciled Assets		
									%	%		
Aggressive	AMP LS Aggressive	224.2	-0.7	(6)	7.8	(9)	7.9	(7)	26.40	1.10	18.1	92.7
	Aon Russell Lifepoints 2045	12.2	3.0	(2)	10.5	(2)	10.7	(1)	49.80	1.29	4.8	75.9
	Fisher Growth	1090.1	5.0	(1)	9.4	(5)	9.0	(4)	36.00	1.10	40.7	74.2
	Forsyth Barr Growth	13.5	2.8	(3)	9.4	(6)	8.0	(5)	36.00	1.45	35.8	84.8
	Generate Focused Growth	106.2	-1.9	(8)	9.7	(3)	--		36.00	1.77	34.9	77.2
	Grosvenor AC Growth	31.7	-2.0	(9)	--		--		*****	1.28	14.5	83.4
	Grosvenor Geared Growth	5.9	-1.1	(7)	9.5	(4)	7.9	(6)	*****	3.01	15.1	97.2
	Grosvenor High Growth	144.6	1.0	(5)	8.7	(8)	7.5	(8)	*****	1.29	24.8	81.7
	Kiwi Wealth Growth	839.2	-8.3	(10)	9.3	(7)	9.6	(3)	***	1.17	14.5	85.5
	Mercer High Growth*	98.9	2.5	(4)	11.3	(1)	9.8	(2)	31.05	0.92	26.8	91.6
	NZ Defence Force High Growth	3.7	--		--		--		30.00	--	26.8	91.6
Average			0.0		9.5		8.8		36.00**	1.44	23.4	85.1
Morningstar NZ Multi Sector Aggressive Index			-1.3		10.0		9.5					85.4

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Morningstar KiwiSaver Report: 30 June 2016

Single Sector Options

	Assets NZ\$M	Total Returns % p.a.						Member Fee \$/year	31/03/2016 Total		Growth Assets %
		1-year		3-year		5-Year			Expense Ratio %	NZ Domiciled Assets %	
Cash											
AMP Cash	78.0	2.3	(12)	2.8	(12)	2.8	(10)	26.40	0.72	100.0	0.0
ANZ Cash	274.5	2.7	(5)	3.2	(4)	3.1	(5)	24.00	0.42	100.0	0.0
ANZ Default Cash	3.4	2.6	(7)	3.1	(5)	3.1	(6)	24.00	0.43	100.0	0.0
Aon ANZ Cash	3.8	2.3	(13)	2.6	(13)	2.6	(11)	49.80	1.09	100.0	0.0
Aon Nikko AM Cash	1.7	2.7	(6)	3.1	(8)	3.2	(1)	49.80	0.83	100.0	0.0
ASB NZ Cash	367.1	2.8	(2)	3.2	(2)	3.0	(9)	30.00	0.34	100.0	0.0
BNZ Cash	96.7	2.6	(8)	3.0	(11)	--	--	23.55	0.29	100.0	0.0
Fisher TWO Preservation	26.9	2.5	(9)	3.1	(7)	3.1	(2)	28.32	0.65	100.0	0.0
Grosvenor Enhanced Income	18.6	2.5	(11)	3.0	(10)	3.1	(4)	*****	0.81	100.0	0.0
Kiwi Wealth Cash	92.7	3.1	(1)	3.5	(1)	--	--	***	0.78	100.0	0.0
Mercer Cash*	15.5	2.8	(4)	3.2	(3)	3.1	(3)	31.05	0.38	100.0	0.0
NZ Defence Force Cash	0.2	--	--	--	--	--	--	30.00	--	100.0	0.0
OneAnswer Cash	28.2	2.5	(10)	3.1	(9)	3.0	(8)	24.00	0.55	100.0	0.0
Westpac Cash	276.3	2.8	(3)	3.1	(6)	3.0	(7)	28.02	0.44	100.0	0.0
Fixed Interest											
OneAnswer International Fixed Interest	3.2	9.1		7.0		6.4		24.00	0.84	0.2	0.0
OneAnswer New Zealand Fixed Interest	6.8	7.8		6.0		5.8		24.00	0.62	100.0	0.0
International Share											
Fisher TWO Equity	66.0	2.6	(1)	10.1	(2)	8.3	(2)	28.32	1.29	42.7	84.0
Grosvenor International Share	7.4	-4.4	(3)	9.2	(3)	8.2	(3)	*****	1.34	3.4	96.7
Mercer Shares*	9.3	0.3	(2)	--	--	--	--	31.05	0.96	25.7	99.0
NZ Defence Force Shares	1.1	--	--	--	--	--	--	30.00	--	25.7	99.0
OneAnswer International Share	32.6	-6.9	(4)	10.7	(1)	10.6	(1)	24.00	1.10	0.2	99.8
OneAnswer Sustainable Growth	4.3	-10.5	(5)	7.5	(4)	7.3	(4)	24.00	1.49	3.0	97.0
Property											
OneAnswer Australasian Property	15.6	18.0		16.5		16.0		24.00	1.07	0.1	99.9
OneAnswer International Property	8.8	14.1		13.3		11.4		24.00	1.10	0.3	99.7

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Morningstar KiwiSaver Report: 30 June 2016

Single Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a						Member Fee \$/year	31/03/2016 Total		Australian Assets %
		1-year		3-year		5-Year			Expense Ratio	NZ Domiciled Assets	
									%	%	
Australasian Equity											
Aon Milford	105.6	9.8	(3)	12.8	(3)	14.9	(3)	49.80	1.22	66.4	20.6
Grosvenor Socially Responsible	19.0	1.8	(5)	7.7	(4)	7.0	(4)	*****	1.26	25.8	9.9
Grosvenor Trans-Tasman Share	5.1	4.6	(4)	6.9	(5)	2.5	(5)	*****	1.33	53.7	46.3
Milford Active Growth	480.0	10.4	(2)	13.2	(2)	15.3	(2)	36.00	1.09	66.4	20.6
OneAnswer Australasian Share	23.2	18.6	(1)	16.5	(1)	15.4	(1)	24.00	1.06	94.0	6.0
Miscellaneous											
Grosvenor Capital Guaranteed	43.8	2.2		--		--		*****	0.91		
Grosvenor Options	89.7	14.6		--		--		*****	1.20		
Kiwi Wealth Cash Plus	60.4	3.5		3.7		--		***	0.84		
NZ Funds Growth	67.9	-7.5		8.3		8.3		36.00	2.64		
NZ Funds Income	16.2	6.7		4.2		4.4		36.00	1.18		
NZ Funds Inflation	52.4	-0.4		5.7		5.4		36.00	1.71		
Westpac Capital Protect Plan 1	11.3	1.8		12.1		10.6		28.02	1.58		
Westpac Capital Protect Plan 2	9.6	1.8		12.1		10.6		28.02	1.58		
Westpac Capital Protect Plan 3	15.0	1.8		12.1		10.6		28.02	1.58		
Westpac Capital Protect Plan 4	21.6	1.8		12.1		--		28.02	1.58		
Westpac Capital Protect Plan 5	17.9	1.8		12.1		--		28.02	1.58		

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Market Share Analysis

	AUM, June 2016				AUM, Dec 2015				AUM, Dec 2014				AUM, Dec 2013		
	\$M	%	Rank	Rank Change	\$M	%	Rank	Rank Change	\$M	%	Rank	Rank Change	\$M	%	Rank
By Provider															
AMP	4096.6	12.3	(3)		3878.7	12.6	(3)		3440.1	13.7	(3)		2861.5	14.4	(3)
ANZ/OneAnswer	8673.2	26.0	(1)		7946.2	25.8	(1)		6320.8	25.2	(1)		5742.6	28.9	(1)
Aon	381.0	1.1	(11)		360.0	1.2	(11)		301.5	1.2	(11)	▼	231.4	1.2	(10)
ASB	6215.7	18.6	(2)		5696.3	18.5	(2)		4707.8	18.8	(2)		3682.6	18.5	(2)
BNZ	854.7	2.6	(9)		731.2	2.4	(9)		450.7	1.8	(9)	▲	184.2	0.9	(12)
Fisher Funds	3102.3	9.3	(5)		2885.6	9.4	(5)		2431.8	9.7	(5)		1941.3	9.8	(5)
Forsyth Barr	28.8	0.1	(14)	▲	27.4	0.1	(15)	▲	22.2	0.1	(16)	▼	16.6	0.1	(15)
Generate	225.7	0.7	(12)		139.4	0.5	(12)	▲	36.1	0.1	(14)	▲	3.3	0.0	(17)
Grosvenor	1023.7	3.1	(8)		958.8	3.1	(8)		800.7	3.2	(8)		303.1	1.5	(8)
Kiwi Wealth	2557.3	7.7	(6)		2463.9	8.0	(6)		1972.4	7.9	(6)		1240.9	6.2	(6)
Mercer	1462.1	4.4	(7)		1350.0	4.4	(7)		1024.1	4.1	(7)		843.8	4.2	(7)
Milford	599.7	1.8	(10)		530.0	1.7	(10)		390.9	1.6	(10)	▲	222.1	1.1	(11)
NZ Funds	136.5	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	4050.3	12.1	(4)		3688.0	12.0	(4)		3009.5	12.0	(4)		2268.9	11.4	(4)
Closed/Merged Providers															
Brook, Mid 2014													10.2	0.1	(16)
FirstChoice, End 2014									31.6	0.1	(15)		231.7	1.2	(9)
Total	33,408				30,841				25,083				19,884		

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