

KiwiSaver Survey

June Quarter 2017

The second quarter of 2017, saw global markets continue to rise in what has been an equity-friendly first half of 2017. The local sharemarket experienced strong growth and finished the quarter with a return of 5.8%. In general, it was a solid quarter for KiwiSaver funds, with all options producing positive results. Average multisector category returns ranged from 2.37% for the growth category to 1.27% for the conservative category.

Chris Douglas
| 1-Aug-17 |

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 one, three and five years to June 30, 2017.

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

Market Commentary

The local share market performed slightly better in the second quarter of the year than it did in the first, the S&P/NZ 50 Index was up 5.8% in total return terms over the quarter and 10.6% over the year to date as at June 30, 2017. The Australian market, however, has been one of the few share markets to miss out on what has generally been an equity-friendly half year.

At the end of June, the S&P/ASX 200 Index is up only 3.2% since the start of the year. New Zealand investors had the benefit of a small depreciation of the New Zealand dollar against the Australian dollar over the half year, giving them a total return of 4.1% in New Zealand dollar terms.

At the midpoint of the calendar year, the MSCI World Index was up by 8.2% year to date in local currency terms. The strength of the New Zealand dollar has, however, taken the gloss off the result for local investors, with the New Zealand dollar's appreciation eating up a portion of returns to be 5.4%.

The best markets in the developed world were the U.S. and Germany, reflecting the economic realities of ongoing American expansion and an improvement in the eurozone economy. At midyear, the S&P 500 in the U.S. was up 9.0%, and the DAX

index in Germany was up 7.4%. The other main developed markets also made some modest gains.

All these gains, however, paled by comparison with the strong capital gains made by the emerging markets. The MSCI Emerging Markets Index at midyear was up by 13.7% measured in the emerging markets' currencies, and by 17.2% in U.S. dollars. The strongest region was Asia which was up 18.7%.

REITs continued to underperform the wider sharemarket, with the S&P/NZX All Real Estate Index at midyear recording a modest gain year to date of 5.5%. The sector had been performing well up to mid-June, but as with other income-oriented asset classes, it then started to drift down as bond yields started to rise and markets started to think harder about the impact of less supportive monetary policies. It was the same picture in Australia, except more so. The S&P/ASX200 A-REIT Index dropped sharply from mid-June onwards, resulting in a loss of 3.7% for the half-year.

Short-term interest rates have remained steady in the first half of the year, reflecting the unchanged stance of monetary policy—the Reserve Bank New Zealand, last changed the Official Cash Rate in November 2016 when it was cut by 0.25%, and it has stayed at 1.75% since. The 90-day bank bill yield continues to trade close to 2.0%. Longer-term yields have fallen, with the 10-year government bond yield down 0.4% to just under 3.0%. However, the raw data reflects the effect on local yields of a large initial “Trump trade” rise which subsequently unwound. With the Trump trade unwind out of the way, yields have started to rise again, and a better indicator of recent moves is the 0.25% increase from the post-Trump-trade low point on June 26. For the first half of the year, the S&P Government Bond index has returned 2.8%.

At midyear, the New Zealand dollar is a little stronger (0.9%) in overall trade-weighted value. The outcome is largely due to a strong 5.1% appreciation against the globally weak U.S. dollar, from USD 0.697 to USD 0.733, with smaller contributions from the New Zealand dollar's appreciation against the Chinese

renminbi and the Japanese yen, offset by depreciation against the euro, the Australian dollar, and the British pound.

Quarterly Fund Manager Results

The first half of 2017 saw KiwiSaver funds with a bias to growth assets outperform their defensive-minded counterparts. There was a positive correlation between the allocations to growth assets and the performance of the Morningstar categories, over the period. During the June quarter, average multisector category returns ranged from 2.37% for the Growth category to 1.27% for the Conservative category.

Top performers over the quarter against their peer group includes **Milford KiwiSaver Conservative Fund** 1.73% (Multisector Conservative), **AMP KiwiSaver Nikko AM Conservative** 2.14% (Multisector Moderate), **Westpac KiwiSaver-Balanced Fund** 2.59% (Multisector Balanced), **Westpac KiwiSaver-Growth Fund** 3.06% (Multisector Growth), and **Generate KiwiSaver Focused Growth Fund** 3.72% (Multisector Aggressive).

All multisector KiwiSaver funds continued to produce positive returns over the past year. Returns ranged from 16.82% down to 1.80%. The Aggressive category average recorded 13.8% for the year, followed by Growth (10.6%), Balanced (8.4%), Moderate (5.1%), and Conservative (4.3%).

It is most appropriate to evaluate performance of a KiwiSaver scheme by studying its long-term returns. **Milford Active Growth KiwiSaver** tops the performance of the Multisector Growth category over five years. Milford Active Growth has evolved from a domestically focused equities fund to a more typical multisector product over the years. This is even more so under new portfolio manager Jonathan Windust. As a result, we have moved its category from Australasian Equities to Multisector Growth. The strong macro-focus, and willingness to invest in small-fast-growing names has been a key factor behind the strong returns,

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Milford's has also been the top performer in the Multisector Balanced category with **Milford KiwiSaver Balanced** tops over the five years to June 30, 2017. Smart asset allocation calls in local and global investments has propelled this fund to the top of its category.

Other notable performers in this space, include **ANZ KiwiSaver** and **Aon Russell Lifepoints**, which have both delivered across categories over the long-term. Most of their options appear at or near the top of our multisector categories.

Market Share

KiwiSaver assets on the Morningstar database grew to NZD 40.5 billion at June 30, 2017 from NZD 954.10 million at June 30, 2008. ANZ leads the market share with more than NZD 10.4 billion, accumulating NZD 953 million over the first half of 2017. ASB remains in second position, with a market share of 18.3%. Westpac holds third spot ahead of AMP, while Fisher Funds sits in fifth spot.

The six largest KiwiSaver providers account for approximately 84.4% 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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Morningstar KiwiSaver Report: 30 June 2017

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	Total Annual Fund Charge 2016		NZ Domiciled Assets %	Growth Assets %	
		1-year	3-year	5-Year		%	%			
Default Options										
AMP (Default)	1327.0	5.1	5.3	5.7	23.40	0.40	67.1	21.5		
ANZ Default Conservative (Default)	1046.4	2.9	5.9	6.2	24.00	0.56	42.1	20.3		
ASB Conservative (Default)	3482.2	4.6	6.0	6.1	30.00	0.39	64.2	19.6		
BNZ Conservative	416.4	5.5	5.8	--	23.40	0.58	51.6	19.8		
Booster (Default)	39.0	3.4	5.7	--	*****	0.38	59.0	20.0		
Fisher TWO Cash Enhanced (Default)	705.5	4.2	5.8	6.1	28.44	0.56	61.0	19.8		
Kiwi Wealth Default	115.9	5.6	--	--	***	0.91	53.7	19.9		
Mercer Conservative (Default)*	1057.4	4.7	6.2	6.9	30.00	0.57	56.6	20.7		
Westpac Defensive (Default)	118.3	3.7	5.4	--	27.00	0.55	65.6	18.3		
Peer Group Averages										
Default Options	8308.2	4.5	5.8	6.2	26.61**	0.54	59.03	20.0		
Conservative (Including Default Options)	10619.1	4.3	6.0	6.4	25.50**	0.74	50.72	19.3		
Moderate	6047.3	5.1	6.4	7.3	25.50**	0.99	43.59	34.1		
Balanced	9019.1	8.4	8.0	9.8	24.00**	1.07	34.89	53.9		
Growth	9267.8	10.6	9.6	12.1	24**	1.19	30.64	74.1		
Aggressive	3323.0	13.8	9.5	12.4	30.00**	1.29	22.96	86.5		
Quick Stats										
KiwiSaver Total Market Size	\$m	40,510								
Increase in Market Size last 3 months	\$m	1,624								
Largest Providers	\$m	10,401 ANZ/OneAnswer								
	\$m	7,400 ASB								
Number of Providers		15								
Number of Products		144								
Highest 3-month Performance this Quarter	%	4.5 OneAnswer Australasian Share								
Lowest 3-Month Performance this Quarter	%	-3.7 NZ Funds Growth								
Highest 12-Month Performance this Quarter	%	18.2 OneAnswer International Share								
Lowest 12-Month Performance this Quarter	%	-1.2 OneAnswer International Fixed Interest								
						Estimated KiwiSaver Market Asset Allocation %				
						Cash & NZ Bonds				33.6
						International Bonds				18.9
						NZ Unlisted Property				0.1
						NZ Listed Property				2.7
						International Listed Property				1.7
						NZ Shares				9.0
						Australian Shares				5.0
						International Shares				27.5
						Other				1.4
						Proportion in Income Assets:				52.5
						Proportion in Growth Assets:				47.5

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Morningstar KiwiSaver Report: 30 June 2017

Multi Sector Options

	Assets NZ\$M	Total Returns % p.a					Member Fee \$/year	Total Annual Fund Charge 2016		NZ Domiciled Assets		Growth Assets	
		1-year	3-year	5-Year				%	%	%	%		
Conservative													
AMP (Default)	1327.0	5.1	(4)	5.3	(13)	5.7	(10)	23.40	0.40	67.1	21.5		
AMP ANZ Conservative	2.8	--	--	--	--	--	--	23.40	1.10	41.5	20.6		
ANZ Conservative	648.7	2.6	(17)	5.6	(11)	6.1	(6)	24.00	0.95	41.5	20.6		
ANZ Default Conservative (Default)	1031.0	2.9	(15)	5.9	(5)	6.2	(4)	24.00	0.56	42.1	20.3		
Aon Russell Lifepoints Conservative	75.0	4.7	(6)	6.8	(2)	7.9	(1)	49.80	1.12	22.2	20.3		
ASB Conservative (Default)	3482.2	4.6	(8)	6.0	(4)	6.1	(8)	30.00	0.39	64.2	19.6		
BNZ Conservative	409.5	5.5	(3)	5.8	(7)	--	--	23.40	0.58	51.6	19.8		
BNZ First Home Buyer	48.1	4.8	(5)	--	--	--	--	24.00	0.50	70.8	15.2		
Booster (Default)	39.0	3.4	(14)	5.7	(9)	--	--	*****	0.38	59.0	20.0		
FANZ Lifestages Income	54.3	--	--	--	--	--	--	24.00	1.21	39.4	20.3		
Fisher Conservative	540.2	3.4	(13)	5.8	(8)	6.5	(3)	36.00	1.00	60.1	18.9		
Fisher TWO Cash Enhanced (Default)	705.2	4.2	(10)	5.8	(6)	6.1	(7)	28.44	0.56	61.0	19.8		
Kiwi Wealth Conservative	525.7	4.3	(9)	5.2	(14)	5.9	(9)	***	1.11	32.1	15.7		
Kiwi Wealth Default	115.9	5.6	(2)	--	--	--	--	***	0.91	53.7	19.9		
Mercer Conservative (Default)*	1057.4	4.7	(6)	6.2	(3)	6.9	(2)	30.00	0.57	56.6	20.7		
Millford Conservative	36.0	6.6	(1)	8.8	(1)	--	--	--	0.96	48.1	14.6		
NZ Defence Force Conservative	1.5	4.1	(11)	--	--	--	--	30.00	0.73	56.6	20.7		
OneAnswer Conservative	400.7	2.6	(16)	5.6	(10)	6.2	(5)	24.00	0.93	41.5	20.6		
Simplicity Conservative	8.0	--	--	--	--	--	--	30.00	0.31	39.8	17.7		
Westpac Defensive (Default)	111.0	3.7	(12)	5.4	(12)	--	--	27.00	0.55	65.6	18.3		
Average		4.3		6.0		6.4		25.50**	0.74	50.7	19.3		
Morningstar NZ Multi Sector Conservative Index		3.4		6.1		5.9					17.8		

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Multi Sector Options

	Assets NZ\$M	Total Returns % p.a						Member Fee \$/year	Total Annual Fund Charge 2016		NZ Domiciled Assets		Growth Assets	
		1-year	3-year	5-Year		%	%		%					
Moderate														
AMP Income Generator	1.3	--	--	--			23.40	1.24	58.9	46.2				
AMP ASB Moderate	0.5	--	--	--			23.40	1.06	54.2	39.3				
AMP Nikko AM Conservative	1.2	--	--	--			23.40	1.23	11.1	31.6				
AMP LS Conservative	312.8	3.9	(16)	4.4	(15)	5.3	(11)	23.40	0.99	54.2	26.6			
AMP LS Moderate	389.3	5.8	(7)	5.0	(14)	6.5	(8)	23.40	1.08	46.8	40.3			
ANZ Conservative Balanced	800.9	4.5	(11)	6.7	(5)	8.0	(4)	24.00	0.95	36.7	35.6			
ANZ Default Conservative Balanced	31.5	4.4	(13)	6.7	(6)	7.7	(6)	24.00	0.95	35.5	36.0			
Aon Russell Lifepoints 2015	4.8	4.7	(10)	6.9	(4)	8.4	(2)	49.80	1.12	22.2	20.3			
Aon Russell Lifepoints Moderate	18.8	7.6	(2)	8.3	(1)	10.0	(1)	49.80	1.15	26.4	40.4			
ASB Moderate	1266.0	6.2	(3)	7.6	(2)	8.0	(5)	30.00	0.58	54.2	39.3			
BNZ Moderate	282.5	8.0	(1)	7.1	(3)	--		23.40	0.90	34.5	34.9			
Booster AC Conservative	15.0	5.2	(8)	5.9	(10)	--		*****	1.17	6.2	37.1			
Booster Moderate	131.1	4.1	(15)	5.8	(12)	5.4	(10)	*****	1.07	51.4	28.9			
Fisher TWO Conservative	124.4	4.8	(9)	5.9	(11)	6.6	(7)	28.44	1.01	57.7	28.2			
Generate Conservative	91.2	1.8	(17)	6.7	(8)	--		36.00	1.28	86.5	25.9			
Mercer Moderate*	55.7	6.1	(4)	--	--	--		30.00	0.67	49.1	37.0			
NZ Defence Force Moderate	1.9	5.9	(5)	--	--	--		30.00	0.82	49.1	37.0			
OneAnswer Conservative Balanced	153.6	4.5	(11)	6.7	(7)	8.0	(3)	24.00	0.94	36.7	35.6			
Westpac Conservative	2150.9	4.1	(14)	5.8	(13)	6.5	(9)	27.00	0.73	54.1	23.9			
Westpac Moderate	214.0	5.8	(6)	6.5	(9)	--		27.00	0.82	46.3	38.3			
Average		5.1		6.4		7.3		25.50**	0.99	43.6	34.1			
Morningstar NZ Multi Sector Moderate Index		4.6		7.1		7.3					30.5			

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Multi Sector Options (continued)

	Assets NZSM	Total Returns % p.a					Member Fee \$/year	Total Annual Fund Charge 2016		NZ Domiciled Assets %	Growth Assets %
		1-year	3-year	5-Year		%					
Balanced											
AMP Fisher TWO Balanced	35.5	8.6	(10)	7.4	(14)	9.4	(11)	23.40	1.28	50.0	53.0
AMP Global Multi-Asset	3.3	--	--	--	--	--	--	23.40	1.58	36.5	43.2
AMP Responsible Inv Bal	3.3	--	--	--	--	--	--	23.40	1.34	37.0	58.0
AMP ASB Balanced	2.9	--	--	--	--	--	--	23.40	1.11	39.2	58.9
AMP LS Balanced	799.6	8.9	(7)	6.0	(17)	8.5	(14)	23.40	1.15	35.4	60.3
AMP LS Moderate Balanced	548.9	7.3	(15)	5.6	(18)	7.6	(16)	23.40	1.14	41.6	50.3
ANZ Balanced	1703.4	6.7	(18)	7.9	(12)	9.8	(9)	24.00	1.00	30.6	50.5
ANZ Default Balanced	94.7	6.7	(19)	7.9	(11)	9.3	(12)	24.00	1.01	30.7	50.4
Aon ANZ Balanced	27.9	7.6	(14)	7.9	(10)	10.1	(5)	49.80	1.09	23.4	59.3
Aon Russell Lifepoints 2025	17.9	7.6	(13)	8.3	(6)	10.6	(3)	49.80	1.18	25.3	40.4
Aon Russell Lifepoints Balanced	106.2	10.7	(1)	9.7	(2)	12.1	(2)	49.80	1.21	28.5	60.4
ASB Balanced	1045.0	9.3	(5)	9.3	(3)	10.2	(4)	30.00	0.62	39.2	58.9
BNZ Balanced	216.1	10.2	(3)	8.1	(8)	--	--	23.40	1.00	31.4	50.1
Booster Balanced	370.0	7.7	(12)	7.4	(13)	7.7	(15)	*****	1.21	36.7	53.1
Booster SRI Balanced	28.3	7.2	(16)	8.4	(4)	--	--	*****	1.31	36.4	52.8
Fisher TWO Balanced	595.9	8.2	(11)	7.2	(15)	9.2	(13)	28.44	1.07	50.0	53.0
Kiwi Wealth Balanced	1273.1	9.9	(4)	7.0	(16)	9.5	(10)	***	1.13	20.4	54.0
Mercer Balanced*	297.4	9.0	(6)	8.2	(7)	10.0	(7)	30.00	0.77	37.7	57.0
Milford Balanced	158.7	10.4	(2)	10.9	(1)	13.1	(1)	--	1.20	35.5	56.1
NZ Defence Force Balanced	29.5	8.8	(9)	--	--	--	--	30.00	0.91	37.7	57.0
OneAnswer Balanced	469.8	6.8	(17)	8.0	(9)	9.9	(8)	24.00	0.99	30.6	50.5
Simplicity Balanced	33.2	--	--	--	--	--	--	30.00	0.31	28.4	54.3
Westpac Balanced	1158.4	8.8	(8)	8.4	(5)	10.1	(6)	27.00	0.89	40.5	57.8
Average		8.4		8.0		9.8		24.00**	1.07	34.9	53.9
Morningstar NZ Multi Sector Balanced Index		7.7		8.8		9.5					53.7

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Morningstar KiwiSaver Report: 30 June 2017

Multi Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a.					Member Fee \$/year	Total Annual Fund Charge 2016		NZ Domiciled Assets %	Growth Assets %
		1-year		3-year		5-Year			%		
Growth											
AMP ANZ Balanced Plus	215.1	9.9	(16)	8.7	(17)	11.4	(12)	23.40	1.20	24.6	65.8
AMP ANZ Growth	3.2	--	--	--	--	--	--	23.40	1.30	19.7	80.8
AMP ASB Growth	2.4	--	--	--	--	--	--	23.40	1.16	34.0	78.4
AMP Nikko AM Balanced	41.8	8.3	(21)	9.5	(11)	10.5	(16)	23.40	1.74	43.6	72.6
AMP Nikko AM Growth	1.8	--	--	--	--	--	--	23.40	1.59	12.3	83.2
AMP LS Growth	611.2	11.8	(6)	6.7	(20)	10.0	(17)	23.40	1.17	26.7	80.1
ANZ Balanced Growth	1434.8	9.0	(19)	9.0	(16)	11.6	(11)	24.00	1.06	25.1	65.4
ANZ Default Balanced Growth	104.9	9.1	(18)	9.0	(15)	11.0	(14)	24.00	1.06	25.2	65.2
ANZ Default Growth	88.2	11.2	(9)	10.0	(8)	12.6	(6)	24.00	1.11	19.7	80.8
ANZ Growth	2240.6	11.3	(8)	10.0	(7)	13.3	(5)	24.00	1.11	19.7	80.8
Aon Nikko AM Balanced	7.7	7.2	(22)	9.5	(12)	10.5	(15)	49.80	1.60	43.6	72.6
Aon Milford	119.4	10.4	(14)	11.4	(2)	15.1	(2)	49.80	1.22	46.3	74.7
Aon Russell Lifepoints 2035	16.3	10.6	(12)	9.7	(9)	12.5	(7)	49.80	1.24	28.5	60.4
Aon Russell Lifepoints Growth	32.2	13.0	(2)	10.7	(4)	13.7	(3)	49.80	1.28	30.6	75.3
ASB Growth	1197.6	12.4	(3)	10.9	(3)	12.4	(8)	30.00	0.67	34.0	78.4
BNZ Growth	193.4	13.6	(1)	9.2	(13)	--	--	23.40	1.10	33.9	69.9
Booster Balanced Growth	206.1	10.1	(15)	8.4	(18)	9.3	(18)	*****	1.26	30.7	72.6
Fisher TWO Growth	251.9	10.8	(11)	8.0	(19)	11.2	(13)	28.44	1.21	40.7	72.1
Generate Growth	167.5	9.0	(20)	10.3	(5)	--	--	36.00	1.66	42.6	72.6
Mercer Growth*	47.7	12.3	(4)	--	--	--	--	30.00	0.87	28.0	76.2
Milford Active Growth	690.4	10.6	(13)	11.5	(1)	15.2	(1)	36.00	1.08	46.3	74.7
NZ Defence Force Growth	8.5	12.0	(5)	--	--	--	--	30.00	1.00	28.0	76.2
OneAnswer Balanced Growth	411.7	9.1	(17)	9.0	(14)	11.7	(10)	24.00	1.04	25.1	65.4
OneAnswer Growth	314.1	11.3	(7)	10.1	(6)	13.4	(4)	24.00	1.09	19.7	80.8
Westpac Growth	859.1	10.9	(10)	9.7	(10)	12.0	(9)	27.00	0.97	37.2	76.7
Average		10.6		9.6		12.1		24.00**	1.19	30.6	74.1
Morningstar NZ Multi Sector Growth Index		9.8		9.8		11.0					71.7

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Morningstar KiwiSaver Report: 30 June 2017

Multi Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a.						Member Fee \$/year	Total Annual Fund Charge 2016		NZ Domiciled Assets %	Growth Assets %
		1-year		3-year		5-Year			%	%		
Aggressive												
AMP LS Aggressive	256.6	13.5	(6)	7.2	(9)	11.1	(6)	23.40	1.26	21.0	89.9	
Aon Russell Lifepoints 2045	14.4	13.0	(8)	10.8	(3)	14.2	(1)	49.80	1.29	30.6	75.3	
Booster AC Growth	45.0	14.4	(4)	8.1	(8)	--		*****	1.30	13.0	85.2	
Booster Geared Growth	8.3	16.8	(1)	11.4	(1)	12.3	(4)	*****	2.62	17.5	97.6	
Booster High Growth	173.4	12.1	(9)	9.1	(5)	10.9	(7)	*****	1.31	24.4	82.5	
Fisher Growth	1318.4	10.8	(10)	9.1	(6)	11.8	(5)	36.00	1.10	35.7	75.2	
Generate Focused Growth	198.8	13.3	(7)	11.2	(2)	--		36.00	1.86	24.0	89.3	
Kiwi Wealth Growth	1065.1	15.3	(2)	8.4	(7)	13.0	(3)	***	1.18	10.4	89.6	
Mercer High Growth*	123.6	14.6	(3)	10.6	(4)	13.2	(2)	30.00	0.92	27.2	91.0	
NZ Defence Force High Growth	8.5	14.3	(5)	--		--		30.00	1.05	27.2	91.0	
Simplicity Growth	110.8	--		--		--		30.00	0.31	21.5	85.2	
Average		13.8		9.5		12.4		30.00**	1.29	23.0	86.5	
Morningstar NZ Multi Sector Aggressive Index		11.9		10.6		12.3					85.3	

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Morningstar KiwiSaver Report: 30 June 2017

Single Sector Options

	Assets NZ\$M	Total Returns % p.a						Member Fee \$/year	Total Annual Fund		Growth Assets %
									Charge 2016	NZ Domiciled Assets	
		1-year	3-year	5-Year		%	%				
Cash											
AMP Cash	83.4	1.7	(14)	2.4	(13)	2.6	(10)	23.40	0.79	100.0	0.0
ANZ Cash	328.6	2.3	(4)	3.0	(2)	2.9	(3)	24.00	0.43	100.0	0.0
ANZ Default Cash	4.4	2.3	(5)	2.9	(3)	2.9	(6)	24.00	0.44	100.0	0.0
Aon ANZ Cash	3.9	1.9	(12)	2.5	(12)	2.5	(11)	49.80	0.84	100.0	0.0
Aon Nikko AM Cash	1.4	2.3	(7)	2.9	(8)	3.0	(2)	49.80	0.83	100.0	0.0
ASB NZ Cash	408.9	2.1	(10)	2.9	(5)	2.9	(7)	30.00	0.34	100.0	0.0
BNZ Cash	118.4	2.6	(2)	2.8	(10)	--		23.40	0.30	100.0	0.0
Booster Enhanced Income	18.5	1.8	(13)	2.7	(11)	2.9	(8)	*****	0.82	100.0	0.0
Fisher TWO Preservation	27.5	2.4	(3)	2.9	(6)	3.1	(1)	28.44	0.65	100.0	0.0
Kiwi Wealth Cash	121.8	2.7	(1)	3.3	(1)	--		***	0.70	100.0	0.0
Mercer Cash*	15.3	2.1	(9)	2.9	(6)	2.9	(3)	30.00	0.38	100.0	0.0
NZ Defence Force Cash	0.3	1.9	(11)	--		--		30.00	0.55	100.0	0.0
OneAnswer Cash	34.2	2.2	(8)	2.8	(9)	2.8	(9)	24.00	0.56	100.0	0.0
Westpac Cash	304.8	2.3	(6)	2.9	(4)	2.9	(5)	27.00	0.44	100.0	0.0
Fixed Interest											
AMP NZ Fixed Interest	0.3	--		--		--		23.40	0.84	91.4	1.1
AMP International Fixed	0.3	--		--		--		23.40	0.98	Und.	Und.
OneAnswer International Fixed Interest	2.5	-1.2		4.6		4.4		24.00	0.84	0.1	0.0
OneAnswer New Zealand Fixed Interest	6.6	0.4		5.4		3.8		24.00	0.62	100.0	0.0
International Share											
AMP International Shares	0.7	--		--		--		23.40	1.20	6.0	96.2
AMP Passive International	0.9	--		--		--		23.40	0.91	5.0	97.8
FANZ Lifestages High Growth	46.8	--		--		--		24.00	1.41	18.2	98.5
Booster International Share	9.4	16.8	(4)	10.1	(2)	12.8	(2)	*****	1.36	3.4	96.6
Fisher TWO Equity	83.3	13.8	(6)	8.6	(4)	12.2	(3)	28.44	1.29	33.6	91.4
Mercer Shares*	12.6	17.1	(2)	--		--		30.00	0.96	25.5	98.4
NZ Defence Force Shares	3.3	16.9	(3)	--		--		30.00	1.13	25.5	98.4
OneAnswer International Share	39.0	18.2	(1)	13.4	(1)	14.8	(1)	24.00	1.10	0.1	99.9
OneAnswer Sustainable Growth	6.1	14.9	(5)	10.1	(3)	10.9	(4)	24.00	1.50	5.6	94.4
Property											
AMP Property	1.1	--		--		--		23.40	1.19	Und.	Und.
OneAnswer Australasian Property	16.9	0.6		11.5		13.6		24.00	1.08	0.1	99.9
OneAnswer International Property	8.3	-1.0		7.4		10.5		24.00	1.10	0.1	99.9

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Morningstar KiwiSaver Report: 30 June 2017

Single Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a.				Member Fee \$/year	Total Annual Fund Charge 2016		NZ Domiciled Assets %	Australian Assets %
		1-year	3-year	5-Year						
Australasian Equity										
AMP Australasian Shares	0.6	--	--	--	23.40	1.16	Und.	Und.		
Booster Socially Responsible	28.1	11.4	(2)	9.9	(2)	10.3	(2)	8.8		
Booster Trans-Tasman Share	6.0	13.3	(1)	8.9	(3)	7.6	(3)	50.0		
OneAnswer Australasian Share	25.9	7.9	(3)	12.0	(1)	17.4	(1)	6.8		
					24.00	1.07	93.2			
Miscellaneous										
Booster Capital Guaranteed	45.5	2.5	2.7	--	****	0.90				
Booster Options	91.6	1.7	7.3	--	****	1.15				
Kiwi Wealth Cash Plus	81.2	2.3	3.4	3.5	***	0.80				
NZ Funds Growth	85.4	9.9	5.8	11.2	36.00	2.26				
NZ Funds Income	18.7	3.8	4.0	4.2	36.00	1.14				
NZ Funds Inflation	61.4	0.6	1.8	5.4	36.00	1.36				
Westpac Capital Protect Plan 1	12.2	15.5	11.8	15.0	27.00	1.58				
Westpac Capital Protect Plan 2	10.1	15.5	11.8	15.0	27.00	1.58				
Westpac Capital Protect Plan 3	15.9	15.5	11.8	15.0	27.00	1.58				
Westpac Capital Protect Plan 4	22.6	15.5	11.8	15.0	27.00	1.58				
Westpac Capital Protect Plan 5	18.7	15.5	11.8	--	27.00	1.58				

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Market Share Analysis

	AUM, Jun 2017				AUM, Dec 2016				AUM, Dec 2015				AUM, Dec 2014			
	\$M	%	Rank	Rank Change	\$M	%	Rank	Rank Change	\$M	%	Rank	Rank Change	\$M	%	Rank	
By Provider	AMP	4647.8	11.5	(4)		4377.0	11.9	(4)	▼	3878.7	12.6	(3)		3440.1	13.7	(3)
	ANZ/OneAnswer	10401.1	25.7	(1)		9448.5	25.7	(1)		7946.2	25.7	(1)		6320.8	25.3	(1)
	Aon	445.9	1.1	(12)	▼	407.7	1.1	(11)		360.0	1.2	(11)		301.5	1.2	(11)
	ASB	7399.7	18.3	(2)		6744.3	18.4	(2)		5696.3	18.4	(2)		4676.3	18.7	(2)
	BNZ	1268.0	3.1	(8)	▲	1055.7	2.9	(9)		736.2	2.4	(9)		450.7	1.8	(9)
	Booster	1215.3	3.0	(9)	▼	1114.5	3.0	(8)		958.8	3.1	(8)		800.7	3.2	(8)
	Fisher Funds	3646.8	9.0	(5)		3350.5	9.1	(5)		2885.6	9.3	(5)		2431.8	9.7	(5)
	FANZ	101.1	0.2	(15)	▼	86.1	0.2	(14)		--	--			--	--	
	Generate	457.6	1.1	(11)	▲	343.3	0.9	(12)		139.4	0.5	(12)	▲	36.1	0.1	(13)
	Kiwi Wealth	3182.8	7.9	(6)		2865.3	7.8	(6)		2463.9	8.0	(6)		1972.4	7.9	(6)
	Mercer	1663.3	4.1	(7)		1562.4	4.3	(7)		1350.0	4.4	(7)		1024.1	4.1	(7)
	Milford	885.1	2.2	(10)		747.2	2.0	(10)		530.0	1.7	(10)		390.9	1.6	(10)
	NZ Funds	165.4	0.4	(13)		153.4	0.4	(13)		126.6	0.4	(13)	▼	91.1	0.4	(12)
	Simplicity	152.0	0.4	(14)	▲	68.6	0.2	(15)		--	--			--	--	
	Westpac	4877.6	12.0	(3)		4410.7	12.0	(3)	▲	3688.0	11.9	(4)		3009.5	12.0	(4)

Closed/Merged Providers

Brook, Mid 2014													--	--		
FirstChoice, End 2014										31.6	0.1	(14)		--	--	
Staples Rodway						--	--			59.2	0.2	(14)		51.8	0.2	(13)
Forsyth Barr						--	--			27.4	0.1	(16)		22.2	0.1	(15)
Total						40,510				36,735				30,878		25,020

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