

# KiwiSaver Performance Survey June Quarter 2013

Fixed income investments lagged over the June quarter, while equities were mostly positive. KiwiSaver schemes with large fixed interest exposures felt the impact of the sharp increase in bond yields, while the New Zealand dollars fall against global exchanges enhanced the return of global equities.

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 30 June 2013.

This quarter we introduced a new data point: 'New Zealand Domiciled Assets'. We thought our readers may find it interesting to see which KiwiSaver providers have the most domestic exposure. You can see quite a divergence in just the six Default options, with a range of 39.1% – 80.0% New Zealand domiciled exposure.

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

## Market Overview

Global macro events drove markets to a large extent in the quarter. The most notable was the US Federal Reserve's announcement that it might start tapering its asset purchase program later in the year, especially if the US economy continues on its upward trajectory. However, this knocked the market,

particularly in June, and saw US and New Zealand bond yields rise sharply. There were also concerns emanating out of China as the local authorities sought to cool the property bubble and some economic data was poor. Across the Tasman, the Australian domestic economy was also weakening and the previously strong mining sector suffered a brutal sell-off amidst multiple profit warnings from mining services related companies. The Reserve Bank of Australia responded by cutting the cash rate by 25 basis points to 2.75 percent.

The performance of fixed interest and the decline of the New Zealand dollar relative to the major global currencies were the two key drivers of performance over the quarter. The sharp rise in New Zealand rates resulted in fixed interest posting negative returns over the quarter. New Zealand fixed interest suffered more than global fixed interest as the NZ Government Stock Index posted a -2.25 percent loss for the quarter.

International shares (unhedged) were the place to be over the quarter as the MSCI World jumped 9.21 percent, helped by the fall in the New Zealand Dollar relative to the US Dollar. New Zealand and Australian REITS were marginally down over the

quarter, but easily ahead of their global listed property counterpart.

### **Fund Manager Results**

Over the June quarter, KiwiSaver schemes more heavily invested in shares performed significantly better than the more conservatively invested options with a bias to fixed interest. This is clearly reflected by the performance differential of the various categories. Multi-sector Aggressive and Growth had category average quarterly returns of 1.47% and 1.10% respectively, whilst Conservative and Moderate experienced average quarterly returns of 0.18% and 0.05% respectively. The New Zealand and Global Fixed Interest options experienced an average quarterly loss of -1.42%, while Global Equity was the place to be as that category posted a sizeable 4.73% increase.

As usual, top performers in the multi-sector categories over the quarter were from an assortment of managers. Milford's greater allocation to shares again helped to drive their Conservative and Balanced Funds to the top of their categories. Aon KiwiSaver Russell and Brook KiwiSaver were also standout performers across the multi-sector categories. While ASB KiwiSaver, Mercer KiwiSaver and Fisher Funds KiwiSaver were the other providers deserving mention for strong showings across a number of risk profiles. A greater exposure to unhedged global equities helped to propel returns.

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, Moderate and Balanced categories. Fisher Funds KiwiSaver Growth stands tall in the Growth and Aggressive Multi-Sector categories, and is the best performing multi-sector option over five years.

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 13.51 percent per

annum. It was easily the top performing overall KiwiSaver fund over five years.

### **Don't be Scared by Negative Returns from Fixed Interest Investments this Quarter, But Be Warned.**

A number of market commentators have been warning KiwiSaver investors in the fixed interest heavy Default options of the impact of rising interest rates on their performance. Rising interest rates from Central Banks globally will have an adverse impact on the performance of fixed interest – when interest rates rise, the performance of fixed interest investments tends to go down. And during the June quarter, it finally happened. US Fed Chairman Ben Bernanke spooked markets when in June he disclosed that the central bank was likely to begin tapering its \$85 billion a month in bond purchases this year, with an end date of 2014. This quickly flowed down to New Zealand. So, after five years of interest rates falling and remaining at stubbornly low levels, rates spiked over the quarter and fixed interest funds posted negative quarterly returns.

No-one likes to see negative returns from fixed interest, but it's important to put the recent performance into perspective. If you have a short-term until your retirement then the more conservatively managed KiwiSaver options may still be the best place to invest. However, remember that fixed interest investments can have negative returns if (or when) interest rates start to increase. This may result in some short-term negative returns, but your KiwiSaver manager can position themselves into other sectors which can lessen the adverse impact of an interest rate rise. If you are worried about your retirement nest egg, then now may be a good time to seek advice or reach out to your KiwiSaver Scheme and ask them how they are positioned if interest rates do increase.

For long-term investors, the recent performance illustrates that fixed interest won't consistently deliver high single-digit returns year-in-year-out. While the Conservative and Default options have been among the best performers since the inception of KiwiSaver, it would be imprudent to believe this will be the case over the long-term given where interest rates are now. The performance of growth assets such as shares and listed property

will be more volatile, but they are also the best way to grow your KiwiSaver balance and protect against inflation over the very long-term.

### **The Impact of Currency**

We have written about the impact of currency on KiwiSaver investment returns previously, but the decline of the New Zealand dollar relative to global exchanges (such as the USD and Euro) over the quarter highlights how currency can push returns around. There is a divergence of opinion among KiwiSaver investment managers as to the direction of the New Zealand dollar. Some chose to hedge out the impact of the Kiwi dollar, which means they prosper when the dollar increases against others, while others remain more unhedged, which means they prosper when the New Zealand dollar falls. For more insight on this, please read our article 'The impact of foreign currency on a managed fund' on our website [www.morningstar.co.nz](http://www.morningstar.co.nz).

### **Assets Under Management**

KiwiSaver assets on the Morningstar database have grown from NZ\$954.10 million at 30 June 2008 to NZ\$ 15.16 billion at 30 June 2013, a phenomenal growth rate. ASB and OnePath remained the dominant players at 31 March 2013, with a steady 46.3 percent of KiwiSaver assets between them.

AMP retains third spot, ahead of Westpac who hold onto fourth. Fisher Funds acquisition of TOWER KiwiSaver moved them into fifth spot, more than double the assets of the next largest KiwiSaver Provider.

The industry remains highly-concentrated: the eight largest KiwiSaver providers account for an increased 97.0 percent 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. ■■

*Chris Douglas is Co-Head of Fund Research with Morningstar Australasia.*

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# Morningstar KiwiSaver Survey: 30 June 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.			Member Fee \$/year	31/03/2012 Total	New Zealand	Growth Assets	
		1-year	3-year	5-Year		Expense Ratio %	Domiciled Assets %		
<b>Default Options</b>	AMP Default	471.6	6.3	4.9	4.1	36.00	0.54	80.0	22.8
	ASB Scheme's Conservative (Default)	1647.7	6.0	5.8	5.5	36.00	0.40	57.7	19.8
	AMP Wealth Income Plus (Default)	676.7	7.8	6.2	5.8	36.72	0.60	80.0	22.8
	Mercer Conservative (Default)*	681.1	7.1	5.7	5.3	34.20	0.59	59.1	19.8
	OnePath Conservative (Default)	641.8	6.6	6.8	6.2	33.00	0.56	39.1	21.7
	TOWER Cash Enhanced (Default)	459.0	5.8	5.7	5.1	33.00	0.57	65.6	21.7
<b>Peer Group Averages</b>	Default Options	4577.9	6.6	5.9	5.3	34.8	0.54	62.36**	21.4
	Conservative (Including Default Options)	5431.7	7.1	6.1	5.5	36.0	0.76	61.65**	21.2
	Moderate	2236.3	9.2	7.2	5.9	36.0	0.92	48.53**	33.3
	Balanced	2716.9	14.0	8.5	5.4	36.0	1.01	43.18**	56.4
	Growth	2645.9	16.8	9.4	5.0	36.0	1.09	32.01**	73.8
	Aggressive	958.4	18.7	8.7	4.7	36.0	1.18	29.32**	87.4
<b>Quick Stats</b>	KiwiSaver Total Market Size	\$m	15,167						
	Increase in Market Size last 3 months	\$m	680						
	Increase in Market Size last 12 months	\$m	3,524						
	Largest Providers	\$m	3,852 OnePath						
		\$m	3,163 ASB						
	Largest Product	\$m	1,648 ASB Scheme's Conservative (Default)						
	Largest Category	\$m	5,432 Morningstar Conservative						
	Number of Providers		14						
	Number of Products		134						
	Highest 3-month Performance this Quarter	%	7.0 SIL International Share						
	Lowest 3-Month Performance this Quarter	%	-15.0 Grosvenor Trs-Tasm Sm Coms Shr						
	Highest 12-Month Performance this Quarter	%	31.4 Mercer Super Trust TransTasman*						
	Lowest 12-Month Performance this Quarter	%	0.8 SIL New Zealand Fixed Interest						

### Estimated KiwiSaver Market Asset Allocation %

Cash & NZ Bonds	39.0
International Bonds	16.5
NZ Unlisted Property	1.5
NZ Listed Property	1.9
International Listed Property	1.7
NZ Shares	9.8
Australian Shares	5.2
International Shares	23.0
Other	1.3
Proportion in Income Assets:	55.5
Proportion in Growth Assets:	44.5

# Morningstar KiwiSaver Survey: 30 June 2013

## Multi Sector Options

	Assets NZ\$M	Total Returns % p.a.						Member Fee \$/year	31/03/2012 Total Expense Ratio %	New Zealand Domiciled Assets %	Growth Assets %
		1-year		3-year		5-Year					
<b>Conservative</b>											
AMP Default	471.6	6.3	(9)	4.9	(12)	4.1	(12)	36.00	0.54	80.0	22.8
AMP Wealth Income Plus (Default)	676.7	7.8	(4)	6.2	(6)	5.8	(5)	36.72	0.60	80.0	22.8
ANZ Conservative	259.0	7.0	(7)	6.7	(4)	6.1	(4)	24.00	1.11	48.9	22.7
Aon Russell Lifepoints Conservative	50.0	11.5	(1)	8.7	(1)	8.0	(1)	50.00	1.07	20.0	20.0
ASB Scheme's Conservative (Default)	1647.7	6.0	(10)	5.8	(7)	5.5	(6)	36.00	0.40	57.7	19.8
Brook Conservative	0.2	--		--		--		30.00	--	80.1	24.8
FC Scheme's Conservative	78.9	5.9	(11)	5.8	(8)	5.5	(7)	36.00	0.37	57.7	19.8
Fidelity Capital Guarant Kiwi	33.5	5.8	(12)	4.7	(13)	4.6	(10)	36.00	0.95	70.6	14.6
Fisher Funds Conservative	193.8	7.9	(2)	6.3	(5)	--		36.00	1.13	55.3	20.5
Mercer Conservative (Default)*	681.1	7.1	(5)	5.7	(9)	5.3	(8)	34.20	0.59	59.1	19.8
OnePath Conservative (Default)	641.8	6.6	(8)	6.8	(2)	6.2	(3)	33.00	0.56	39.1	21.7
SIL Conservative	235.4	7.1	(6)	6.8	(3)	6.2	(2)	24.00	1.07	48.9	22.7
Smartshares Conservative	2.9	7.9	(3)	5.3	(11)	4.2	(11)	--	0.93	100.0	23.4
TOWER Cash Enhanced (Default)	459.0	5.8	(13)	5.7	(10)	5.1	(9)	33.00	0.57	65.6	21.7
Average		7.1		6.1		5.5		36.00**	0.76	61.7	21.2
Morningstar NZ Multi Sector Conservative Index		6.1		5.9		5.5					19.2
<b>Moderate</b>											
AMP LS Conservative	103.6	6.7	(15)	6.0	(14)	5.6	(13)	36.00	0.84	60.5	29.0
AMP LS Moderate	145.6	9.1	(9)	6.6	(10)	4.6	(16)	36.00	0.93	54.3	41.8
AMP Wealth Conservative	38.7	6.7	(14)	6.1	(13)	5.7	(11)	36.72	1.11	60.5	29.0
ANZ Conservative Balanced	257.0	10.7	(4)	8.4	(4)	6.5	(4)	24.00	1.10	41.5	38.6
Aon Russell Lifepoints 2015	3.9	13.2	(2)	9.1	(2)	7.4	(1)	50.00	1.05	20.0	28.0
Aon Russell Lifepoints Moderate	8.4	15.8	(1)	9.7	(1)	7.3	(2)	50.00	1.11	20.0	40.0
ASB Scheme's Moderate	440.0	9.5	(5)	7.6	(6)	5.7	(9)	36.00	0.60	45.8	39.7
FC Scheme's Active Conservative	6.5	9.3	(8)	6.6	(11)	5.7	(6)	36.00	0.83	Und.	Und.
FC Scheme's Moderate	18.7	9.5	(6)	7.6	(7)	5.6	(12)	36.00	0.52	45.8	39.7
Fidelity Conservative Kiwi	42.1	9.0	(10)	6.7	(9)	5.7	(7)	36.00	1.08	56.0	28.9
Fidelity Asset Class Conservative	0.7	--		--		--		36.00	--	7.1	30.9
Grosvenor Conservative	33.6	4.6	(16)	5.9	(15)	5.7	(10)	39.96	1.07	82.4	21.7
Mercer Super Trust Conserv*	2.2	7.1	(13)	5.5	(16)	5.0	(15)	34.20	1.06	58.0	30.2
Milford Conservative	1.9	--		--		--		36.00	--	75.7	39.7
OnePath Conservative Balanced	4.9	9.4	(7)	8.1	(5)	6.2	(5)	33.00	0.60	35.3	34.5
SIL Conservative Balanced	77.2	10.8	(3)	8.5	(3)	6.6	(3)	24.00	1.07	41.5	38.6
TOWER Conservative	69.8	7.1	(12)	6.2	(12)	5.5	(14)	33.00	0.96	63.3	28.7
Westpac Conservative	981.6	8.2	(11)	6.8	(8)	5.7	(8)	31.08	0.83	57.4	27.8
Average		9.2		7.2		5.9		36.00**	0.92	48.5	33.3
Morningstar NZ Multi Sector Moderate Index		8.6		7.2		5.8					39.6

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# Morningstar KiwiSaver Survey: 30 June 2013

## Multi Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a					Member Fee \$/year	31/03/2012 Total Expense Ratio %	New Zealand Domiciled Assets %	Growth Assets %	
		1-year	3-year	5-Year							
<b>Balanced</b>											
AMP LS Balanced	224.7	13.3	(13)	8.0	(12)	4.2	(18)	36.00	0.96	41.3	66.9
AMP LS Moderate Balanced	212.5	11.5	(19)	7.2	(16)	4.0	(20)	36.00	0.97	48.0	54.5
AMP TOWER Balanced	13.3	12.0	(18)	6.7	(19)	4.5	(17)	36.00	0.98	52.6	56.9
AMP Wealth Balanced	128.6	12.4	(16)	7.6	(14)	4.8	(16)	36.72	1.17	41.3	66.9
ANZ Balanced	478.0	14.3	(9)	9.9	(6)	6.8	(3)	24.00	1.15	34.9	54.6
Aon OnePath Balanced	11.3	15.4	(5)	10.3	(3)	7.9	(1)	50.00	1.20	37.5	60.5
Aon Russell Lifepoints 2025	7.3	18.3	(3)	10.2	(4)	6.4	(4)	50.00	1.14	20.0	48.0
Aon Russell Lifepoints Balanced	33.1	20.5	(2)	10.6	(2)	6.3	(5)	50.00	1.17	20.0	60.0
ASB Scheme's Balanced	323.1	14.1	(11)	9.3	(7)	5.5	(9)	36.00	0.65	34.4	59.4
Brook Balanced	1.7	13.4	(12)	6.3	(21)	4.1	(19)	30.00	1.30	53.4	54.9
FC Scheme's Active Balanced	24.4	14.4	(7)	8.0	(13)	4.9	(14)	36.00	0.90	Und.	Und.
FC Scheme's Balanced	23.2	14.1	(10)	9.3	(8)	5.5	(10)	36.00	0.56	34.4	59.4
Fidelity Balanced Kiwi	96.1	13.3	(14)	7.1	(18)	5.7	(8)	36.00	1.19	38.7	55.3
Fidelity Ethical Kiwi	9.6	16.3	(4)	8.6	(11)	5.1	(12)	36.00	1.23	55.3	62.2
Grosvenor Balanced	95.3	8.7	(22)	5.9	(22)	4.9	(15)	39.96	1.17	64.2	43.5
Mercer Super Trust Moderate*	28.7	10.8	(20)	7.2	(17)	5.3	(11)	34.20	0.87	44.9	52.5
Milford Balanced	17.5	21.1	(1)	11.9	(1)	--		36.00	1.06	55.5	39.3
OnePath Balanced	13.1	12.5	(15)	9.3	(9)	6.1	(7)	33.00	0.65	29.3	49.4
SIL Balanced	214.6	14.4	(8)	9.9	(5)	6.9	(2)	24.00	1.11	34.9	54.6
Smartshares Balanced	6.9	10.7	(21)	6.7	(20)	2.8	(21)	--	0.83	72.2	66.5
TOWER Balanced	302.5	12.1	(17)	7.4	(15)	5.0	(13)	33.00	1.09	52.6	56.9
Westpac Balanced	451.5	14.6	(6)	9.3	(10)	6.1	(6)	31.08	0.91	41.5	62.7
<b>Average</b>		14.0		8.5		5.4		36.00**	1.01	43.2	56.4
Morningstar NZ Multi Sector Balanced Index		13.3		8.4		5.1					58.1

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## Multi Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a						Member Fee \$/year	31/03/2012 Total Expense Ratio %	New Zealand Domiciled Assets %	Growth Assets %
		1-year	3-year	5-Year							
<b>Growth</b>											
AMP LS Growth	177.8	16.6	(13)	8.5	(15)	2.6	(24)	36.00	1.00	35.5	80.1
AMP OnePath Balanced Plus	54.0	18.5	(7)	10.6	(12)	6.6	(5)	36.00	0.86	27.7	69.5
AMP Wealth Growth	99.7	16.5	(14)	8.3	(17)	3.7	(22)	36.72	1.14	35.5	80.1
AMP Tyndall Balanced	10.1	13.0	(22)	7.4	(23)	4.3	(20)	36.00	0.93	39.1	72.1
ANZ Balanced Growth	376.7	18.0	(12)	11.3	(7)	6.9	(4)	24.00	1.20	28.8	70.4
ANZ Growth	709.3	21.7	(4)	12.7	(2)	7.0	(3)	24.00	1.24	22.1	85.6
Aon Russell Lifepoints 2035	6.5	22.7	(2)	11.0	(8)	5.6	(10)	50.00	1.22	20.0	66.0
Aon Russell Lifepoints Growth	11.9	24.8	(1)	11.4	(4)	5.6	(11)	50.00	1.28	20.0	74.0
Aon Tyndall Balanced	3.0	13.5	(21)	7.7	(22)	4.4	(18)	50.00	1.27	39.1	72.1
ASB Scheme's Growth	304.9	18.3	(9)	10.6	(10)	4.9	(12)	36.00	0.70	26.9	79.0
FC Scheme's Active Growth	24.0	18.6	(6)	8.9	(14)	4.5	(17)	36.00	0.97	Und.	Und.
FC Scheme's Growth	19.4	18.3	(10)	10.6	(11)	4.9	(13)	36.00	0.59	26.9	79.0
Fidelity Growth Kiwi	42.7	16.1	(16)	7.7	(20)	4.7	(15)	36.00	1.23	33.1	78.2
Forsyth Barr Balanced	7.9	11.3	(26)	5.6	(26)	2.8	(23)	36.00	1.38	44.9	69.7
Forsyth Barr Growth	7.0	14.7	(18)	6.1	(25)	1.5	(25)	36.00	1.50	34.8	84.5
Grosvenor Balanced Growth	34.3	12.4	(25)	6.1	(24)	--		39.96	1.22	49.6	62.3
Mercer Balanced*	40.7	12.6	(24)	7.8	(18)	4.6	(16)	34.20	0.86	39.7	63.5
Mercer Super Trust Active Bal*	48.6	12.6	(23)	7.8	(19)	4.8	(14)	34.20	1.10	38.5	65.1
Mercer Super Trust Growth*	4.3	14.6	(19)	8.5	(16)	4.3	(19)	34.20	1.18	34.6	75.2
OnePath Balanced Growth	15.7	15.6	(17)	10.5	(13)	6.0	(7)	33.00	0.70	23.9	64.1
OnePath Growth	14.3	19.0	(5)	11.7	(3)	5.7	(9)	33.00	0.74	19.6	79.4
SIL Balanced Growth	198.0	18.1	(11)	11.4	(5)	7.1	(2)	24.00	1.16	28.8	70.4
SIL Growth	140.8	21.8	(3)	12.7	(1)	7.2	(1)	24.00	1.21	22.1	85.6
Staples Rodway Balanced*	14.4	16.2	(15)	11.3	(6)	5.8	(8)	40.00	1.23	38.7	67.2
Staples Rodway Growth*	8.0	14.0	(20)	7.7	(21)	4.0	(21)	40.00	1.46	33.8	69.8
Westpac Growth	271.8	18.4	(8)	10.7	(9)	6.3	(6)	31.08	0.96	36.5	83.2
Average		16.8		9.4		5.0		36.00**	1.09	32.0	73.8
Morningstar NZ Multi Sector Growth Index		17.0		9.5		5.0					70.5



# Morningstar KiwiSaver Survey: 30 June 2013

## Multi Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a						Member Fee \$/year	31/03/2012 Total Expense Ratio %	New Zealand Domiciled Assets %	Growth Assets %
		1-year	3-year	5-Year							
<b>Aggressive</b>											
AMP LS Aggressive	132.1	19.2	(3)	9.1	(5)	1.9	(9)	36.00	1.07	29.2	92.9
Aon Russell Lifepoints 2045	6.2	27.0	(1)	11.8	(1)	4.7	(5)	50.00	1.29	20.0	80.0
Brook Growth	6.4	19.0	(4)	8.3	(7)	5.1	(3)	30.00	1.29	30.0	89.3
Fidelity Aggressive Kiwi	15.6	17.0	(7)	7.5	(8)	4.9	(4)	36.00	1.19	12.8	99.2
Fidelity Asset Class Growth	2.5	--	--	--	--	--	--	36.00	--	18.0	87.7
Fisher Funds Growth	590.7	20.5	(2)	10.0	(2)	8.5	(1)	36.00	0.95	39.3	86.0
Grosvenor Geared Growth	2.8	16.4	(10)	6.0	(10)	--	--	39.96	1.27	31.5	82.0
Grosvenor High Growth	65.4	16.5	(9)	6.1	(9)	2.6	(8)	39.96	1.27	30.1	83.6
Mercer High Growth*	32.2	17.3	(6)	9.4	(3)	4.0	(7)	34.20	0.98	30.1	90.7
Mercer Super Trust High Growth*	7.5	17.4	(5)	9.4	(4)	5.8	(2)	34.20	1.24	28.7	92.5
TOWER Growth	97.0	16.9	(8)	8.9	(6)	4.7	(6)	33.00	1.22	52.8	77.9
Average		18.7		8.7		4.7		36.00**	1.18	29.3	87.4
Morningstar NZ Multi Sector Aggressive Index		20.3		9.6		3.8					91.3

# Morningstar KiwiSaver Survey: 30 June 2013

## Single Sector Options

	Assets NZ\$M	Total Returns % p.a						Member Fee \$/year	31/03/2012 Total Expense Ratio %	New Zealand Domiciled Assets %	Growth Assets %
		1-year	3-year	5-Year							
<b>Cash</b>											
AMP Cash	40.0	2.8	(9)	3.0	(8)	3.7	(4)	36.00	0.67	100.0	0.0
ANZ Cash	140.3	2.8	(10)	3.0	(9)	--		24.00	0.56	100.0	0.0
Aon OnePath Cash	3.0	2.6	(15)	2.8	(12)	3.3	(7)	50.00	0.88	100.0	0.0
Aon Tyndall Cash	1.1	3.5	(2)	3.4	(2)	4.0	(2)	50.00	0.88	100.0	0.0
ASB Scheme's NZ Cash	235.7	2.8	(11)	2.6	(14)	3.2	(12)	36.00	0.35	100.0	0.0
AMP Wealth Cash	19.8	2.7	(13)	2.7	(13)	3.2	(9)	36.72	0.86	100.0	0.0
FC Scheme's NZ Cash	8.9	2.7	(12)	2.6	(15)	3.2	(13)	36.00	0.32	100.0	0.0
Grosvenor Enhanced Income	15.4	3.3	(3)	3.5	(1)	4.1	(1)	39.96	0.82	100.0	0.0
Mercer Cash*	10.4	3.0	(4)	3.4	(3)	3.4	(6)	34.20	0.60	100.0	0.0
Mercer Super Trust Cash*	1.9	3.0	(5)	3.3	(4)	3.2	(10)	34.20	0.65	100.0	0.0
OnePath Cash	1.5	2.9	(8)	3.1	(6)	3.5	(5)	33.00	0.45	100.0	0.0
SIL Cash	18.3	2.7	(14)	2.8	(11)	3.1	(14)	24.00	0.67	100.0	0.0
Staples Rodway Conservative*	16.1	3.0	(6)	3.1	(7)	3.3	(8)	40.00	1.08	100.0	0.0
TOWER Preservation	21.8	3.6	(1)	3.2	(5)	3.7	(3)	33.00	0.52	100.0	0.0
Westpac Cash	185.4	3.0	(7)	2.9	(10)	3.2	(11)	31.08	0.54	100.0	0.0
<b>Miscellaneous</b>											
Fidelity Options Kiwi	61.4	8.1		5.7		6.5		36.00	1.13	0.7	99.3
Westpac Capital Protect Plan 1	10.2	23.4		11.0		--		31.08	1.69	40.8	99.1
Westpac Capital Protect Plan 2	8.7	23.4		11.0		--		31.08	1.69	40.8	99.1
Westpac Capital Protect Plan 3	14.1	23.4		--		--		31.08	1.69	40.8	99.1
Westpac Capital Protect Plan 4	20.2	23.4		--		--		31.08	--	40.8	99.1
Westpac Capital Protect Plan 5	16.9	--		--		--		31.08	--	40.8	99.1
											(%)
<b>Fixed Income</b>											
Mercer Super Trust Fixed Intr*	1.2	3.4	(1)	4.2	(3)	5.1	(3)	34.20	0.96	42.5	0.0
SIL International Fixed Interest	2.0	2.4	(2)	4.8	(2)	6.6	(1)	24.00	1.03	3.5	0.0
SIL New Zealand Fixed Interest	5.8	0.8	(3)	6.1	(1)	6.0	(2)	24.00	0.93	100.0	0.0
<b>Property</b>											
Mercer Super Trust Real Assets*	0.8	11.2	(3)	8.7	(3)	2.8	(3)	34.20	1.52	28.4	98.3
SIL Australasian Property	8.1	19.2	(1)	17.5	(1)	7.3	(1)	24.00	1.18	3.6	96.4
SIL International Property	4.9	14.4	(2)	16.1	(2)	4.2	(2)	24.00	1.23	3.7	96.3

# Morningstar KiwiSaver Survey: 30 June 2013

## Single Sector Options (continued)

	Assets NZ\$M	Total Returns % p.a					Member Fee \$/year	31/03/2012 Total Expense Ratio %	New Zealand Domiciled Assets %	Australian Assets %
		1-year	3-year	5-Year						
<b>Australasian Equity</b>										
Aon Milford	54.9	26.3	(4)	15.4	(2)	--	50.00	2.14	70.5	24.8
Grosvenor Socially Responsible	7.9	17.2	(7)	7.2	(7)	--	39.96	1.17	50.5	29.2
Grosvenor Trs-Tasm Sm Coms Shr	3.2	4.0	(8)	1.7	(8)	--	39.96	1.17	33.9	66.1
Mercer Super Trust Shares*	1.3	23.2	(5)	11.6	(5)	5.7 (3)	34.20	1.21	31.3	0
Mercer Super Trust TransTasman*	1.4	31.4	(1)	14.0	(4)	5.5 (4)	34.20	1.20	100.0	0
Milford Active Growth	139.8	26.6	(3)	15.5	(1)	13.5 (1)	36.00	1.85	70.5	24.8
SIL Australasian Share	13.5	30.7	(2)	15.0	(3)	8.4 (2)	24.00	1.19	88.0	12.0
Smartshares Growth	18.6	17.4	(6)	9.3	(6)	2.3 (5)	--	0.79	60.6	0
<b>International Equity</b>										
FC Scheme's Active High Growth	2.6	22.5	(3)	8.8	(4)	0.5 (5)	36.00	1.13	Und.	Und.
FC Scheme's Global Sustainability	5.1	24.8	(1)	10.0	(3)	7.0 (1)	36.00	1.66	4.2	95.8
Grosvenor International Share	3.4	20.0	(4)	6.7	(7)	--	39.96	1.32	3.5	96.5
Mercer Super Trust Global*	1.4	19.6	(5)	10.4	(2)	4.9 (2)	34.20	1.20	1.1	98.9
SIL International Share	20.2	24.1	(2)	10.5	(1)	4.7 (3)	24.00	1.21	3.8	96.2
SIL Sustainable Growth	1.5	17.6	(6)	6.7	(6)	--	24.00	1.67	0.2	99.8
TOWER Equity	29.5	17.3	(7)	7.9	(5)	2.1 (4)	33.00	1.16	47.2	96.8

## Market Share Analysis

	AUM, June 2013				AUM, Dec 2012				AUM, Dec 2011				AUM, Dec 2010		
	\$M	%	Rank	Rank Change	\$M	%	Rank	Rank Change	\$M	%	Rank	Rank Change	\$M	%	Rank
<b>By Provider</b>															
AMP	2548.8	16.8	(3)	▲	1507.5	12.0	(4)	▼	1201.3	12.6	(3)		917.4	13.3	(3)
Aon	200.6	1.3	(9)	▲	180.5	1.4	(10)		135.8	1.4	(10)	▲	104.9	1.5	(11)
ASB	3163.1	20.9	(2)	▼	2859.3	22.8	(1)		2188.0	23.0	(1)		1527.4	22.2	(1)
Brook	8.3	0.1	(14)	▲	7.1	0.1	(15)		5.9	0.1	(15)	▲	4.6	0.1	(16)
Fidelity	304.2	2.0	(7)	▲	286.5	2.3	(8)		226.1	2.4	(8)	▲	174.3	2.5	(9)
Fisher Funds	1764.0	11.6	(5)	▲	660.0	5.3	(7)		476.7	5.0	(7)		203.0	2.9	(7)
Forsyth Barr	14.9	0.1	(13)	▲	12.3	0.1	(14)		8.3	0.1	(14)	▲	5.5	0.1	(15)
Grosvenor	261.2	1.7	(8)	▲	234.7	1.9	(9)		177.2	1.9	(9)	▲	127.1	1.8	(10)
Mercer	863.8	5.7	(6)		806.6	6.4	(6)		661.8	7.0	(6)		486.3	7.1	(6)
Milford	159.2	1.0	(10)	▲	99.1	0.8	(11)		38.9	0.4	(11)	▲	18.1	0.3	(14)
OnePath	3852.0	25.4	(1)	▲	2305.8	18.4	(2)		1724.3	18.1	(2)		1258.0	18.3	(2)
Smartshares	28.4	0.2	(12)	▲	26.5	0.2	(13)		21.7	0.2	(13)		18.3	0.3	(13)
Staples Rodway	38.5	0.3	(11)	▲	35.4	0.3	(12)		28.0	0.3	(12)		20.9	0.3	(12)
Westpac	1960.3	12.9	(4)	▼	1713.6	13.7	(3)	▲	1176.6	12.4	(4)		753.1	10.9	(4)
<b>Closed/Merged Providers</b>															
Huljich to Fisher, Mid 2011					--	--			--	--			181.8	2.6	(8)
AXA to AMP, Early 2013					893.0	7.1	(5)		721.2	7.6	(5)		540.2	7.9	(5)
Tower to Fisher, Mid 2013					894.2	7.1	(5)		717.9	7.5	(6)		541.1	7.9	(5)
<b>Total</b>	<b>15167.2</b>				<b>12522.1</b>				<b>9509.7</b>				<b>6881.9</b>		

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