

For the quarter ended 31 December 2017

## NZ Funds KiwiSaver Scheme Income Strategy

This fund update was first made publicly available on 13 February 2018

### What is the purpose of this update?

This document tells you how the Income Strategy has performed and what fees were charged. The document will help you to compare the fund with other funds. New Zealand Funds Management Limited prepared this update in accordance with the Financial Markets Conduct Act 2013. This information is not audited and may be updated.

### Description of this fund

The objective of the Income Strategy is to provide exposure to income assets using an active management approach. It is anticipated that the fund will mainly hold cash and cash equivalents, and Australasian and international bonds. It may also invest in other permitted assets.

Total value of the fund	\$21,791,464
Number of investors in the fund	7,526
The date the fund started	1 November 2010

### What are the risks of investing?

Risk indicator for the Income Strategy:



The risk indicator is rated from 1 (low) to 7 (high). The rating reflects how much the value of the fund's assets goes up and down. A higher risk generally means higher potential returns over time, but more ups and downs along the way.

To help you clarify your own attitude to risk, you can seek financial advice or work out your risk profile at [www.nzfunds.co.nz/AdviceSolutions/RiskProfile/](http://www.nzfunds.co.nz/AdviceSolutions/RiskProfile/)

Note that even the lowest category does not mean a risk-free investment, and there are other risks that are not captured by this rating.

The risk indicator is not a guarantee of a fund's future performance. The risk indicator is based on the returns data for the five years to 31 December 2017. While risk indicators are usually relatively stable, they do shift from time to time. The risk indicator will continue to be updated in future fund updates.

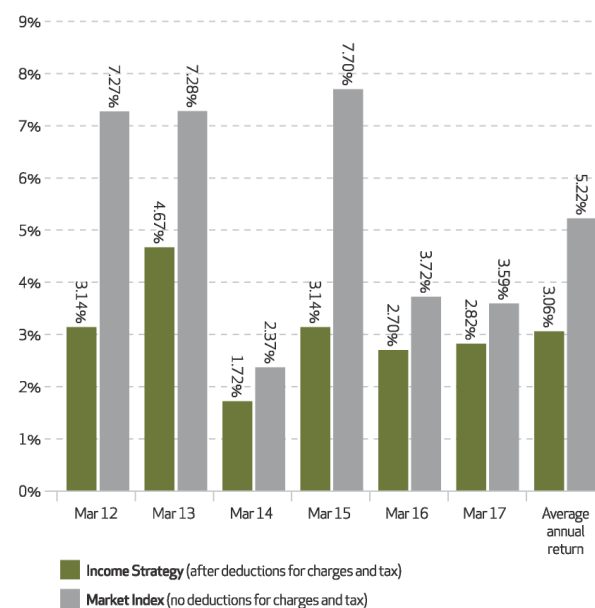
See the Product Disclosure Statement (PDS) for more information about the risks associated with investing in this fund.

### How has the fund performed?

	Average over past 5 years	Past year
<b>Annual return</b> (after deductions for charges and tax)	2.73%	3.14%
<b>Annual return</b> (after deductions for charges but before tax)	3.79%	4.37%
<b>Market index annual return</b> (reflects no deduction for charges and tax)	4.43%	6.01%

The market index annual return is based on a composite index calculated using the market indices and weightings set out in the Statement of Investment Policy and Objectives (SIPO). Additional information about the market index is available on the offer register at [www.companiesoffice.govt.nz/disclose](http://www.companiesoffice.govt.nz/disclose).

#### Annual return graph<sup>1</sup>



This shows the return after fund charges and tax for each year ending 31 March since the fund started. The last bar shows the average annual return since the fund started, up to 31 December 2017.

**Important:** This does not tell you how the fund will perform in the future.

Returns in this update are after tax at the highest prescribed investor rate (PIR) of tax for an individual New Zealand resident. Your tax may be lower.

## What fees are investors charged?

Investors in the Income Strategy are charged fund charges. In the year to 31 March 2017 these were:

	% of net asset value
<b>Total fund charges</b>	1.14%

Which are made up of:

**Total management and administration charges** 1.14%

Including:

Manager's basic fee 0.95%

Other management and administration charges 0.19%

**Total performance-based fees** n/a

<b>Other charges</b>	\$ amount per investor
Administration fee <sup>2</sup>	\$36

Investors may also be charged individual action fees for specific actions or decisions (for example, for withdrawing from or switching funds). See the PDS for the NZ Funds KiwiSaver Scheme for more information about those fees.

Small differences in fees and charges can have a big impact on your investment over the long term.

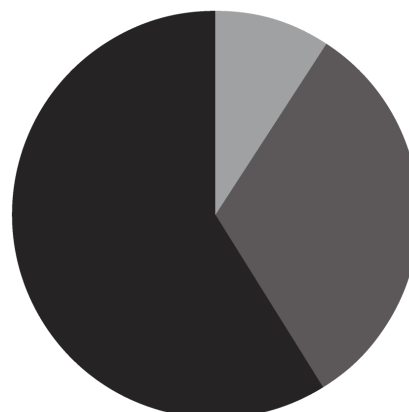
## Example of how this applies to an investor

Liam had \$10,000 in the fund at the start of the year and did not make any further contributions. At the end of the year, Liam received a return after fund charges were deducted of \$314 (that's 3.14% of his initial \$10,000). Liam also paid \$36 in other charges. This gives Liam a total return after tax of \$278 for the year.

## What does the fund invest in?

This shows the types of assets that the fund invests in.

### Actual investment mix



Cash and cash equivalents	9.20%
New Zealand fixed interest	32.01%
International fixed interest	58.79%

### Target investment mix<sup>3</sup>

Cash and cash equivalents	9%
New Zealand fixed interest	32%
International fixed interest	59%
Australasian equities	0%
International equities	0%
Listed property	0%
Unlisted property	0%
Commodities	0%
Other	0%

## What does the fund invest in? (continued)

### Top 10 investments

	Name	Percentage of fund net assets	Type	Country	Credit Rating
1	HCA 4.5% 15/02/2027	5.17%	International fixed interest	United States of America	BBB-
2	Flex 5% 15/02/2023	5.04%	International fixed interest	Singapore	BBB-
3	First Data 5% 15/01/2024	4.72%	International fixed interest	United States of America	BB
4	Westpac Banking 4.695% 01/09/2026	4.16%	New Zealand fixed interest	New Zealand	BBB
5	Insurance Australia Group 5.15% 15/06/2043	4.09%	New Zealand fixed interest	New Zealand	BBB
6	BlueScope Steel Finance USA 6.5% 15/05/2021	3.99%	International fixed interest	Australia	BB+
7	Valeant Pharmaceuticals International 5.5% 01/11/2025	3.78%	International fixed interest	Canada	BB-
8	Woodside Finance 3.7% 15/09/2026	3.51%	International fixed interest	Australia	BBB+
9	Devon Energy 5.85% 15/12/2025	3.46%	International fixed interest	United States of America	BBB
10	NRG Energy 6.625% 15/01/2027	3.42%	International fixed interest	United States of America	BB-

The top 10 investments make up 41.34% of the fund.<sup>4</sup>

NZ Funds actively manages the foreign currency exposure of the fund. Where the fund holds assets denominated in a foreign currency, NZ Funds has the choice of whether to hedge back to the NZ dollar or retain a foreign currency exposure. The fund may also take active foreign currency positions by holding non-NZD cash and/or foreign currency derivatives. As at 31 December 2017, the fund's foreign currency exposure was 2.80%.

## Key personnel

This shows the directors and employees who have the most impact on the investment decisions of the fund.

Name	Current position	Time in current position	Previous or other position	Time in previous or other position
Richard James	Chief Executive, Chair of the Investment Committee and a Director	8 years 10 months	Chief Operating Officer, New Zealand Funds Management Limited	6 years 1 month
Michael Lang	Chief Investment Officer and a Director	9 years 4 months	Partner, Eclectica Asset Management	1 years 8 months
David Wilson	Investment Strategist and a Principal	21 years	Chief Economist, JB Were	3 years 5 months
James Grigor	Senior Portfolio Manager	0 years 8 months	Head of Portfolio Strategy Group, Macquarie Private Wealth (now Hobson Wealth Partners)	2 years 4 months
Mark Brooks	Head of Income and a Principal	10 years 1 month	Senior Portfolio Manager, Credaris	3 years 4 months

## Further information

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You can also obtain this information, the PDS for the NZ Funds KiwiSaver Scheme, and some additional information from the offer register at [www.companiesoffice.govt.nz/disclose/](http://www.companiesoffice.govt.nz/disclose/).

## Notes

1. The bar graph shows fund returns after the deduction of fees and tax; however, the market index returns are shown before any fees or tax are deducted.
2. The NZ Funds KiwiSaver Scheme has an administration fee of \$3.00 per investor per month.
3. The fund is able to invest in a wide range of assets and does not have a target investment mix. For the purposes of this update, the target investment mix has been compiled using the actual investment mix. NZ Funds is an active investment manager and as a result the actual investment mix and target investment mix will change in the future and changes may be material.
4. The top 10 investments have been compiled using a balance sheet approach. This differs from the approach used in compiling the actual and target investment mixes, which include the impact of derivatives.

**Manager**

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