

For the quarter ended 30 September 2017

## NZ Funds KiwiSaver Scheme Income Strategy

This fund update was first made publicly available on 30 October 2017

### 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.

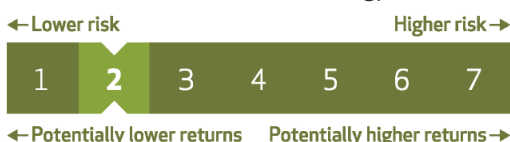
### Description of this fund

The objective of the Income Strategy is to provide exposure to income-orientated assets using an active investment management approach. The anticipated primary investments of the fund are international fixed interest.

Total value of the fund	\$19,618,570
Number of investors in the fund	7,328
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 30 September 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.

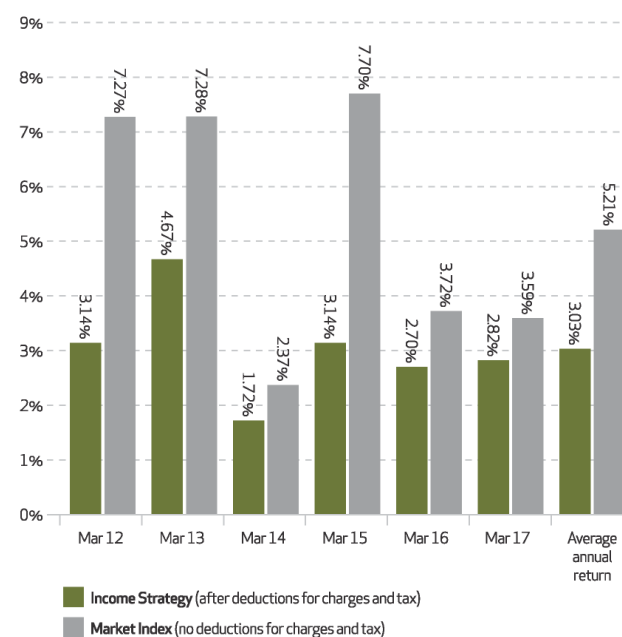
See the Product Disclosure Statement (PDS) for more information about the risks associated with investing in this fund.

### How has the fund performed?

	Average over past 5 years	Past year
<b>Annual return</b> (after deductions for charges and tax)	2.80%	1.28%
<b>Annual return</b> (after deductions for charges but before tax)	3.90%	1.75%
<b>Market index annual return</b> (reflects no deduction for charges and tax)	4.52%	2.43%

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 30 September 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.

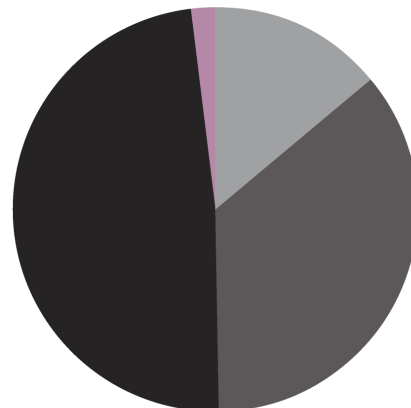
## Example of how this applies to an investor

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 \$128 (that's 1.28% of his initial \$10,000). Liam also paid \$36 in other charges. This gives Liam a total return after tax of \$92 for the year.

## What does the fund invest in?

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

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



Cash and cash equivalents	15.55%
New Zealand fixed interest	29.35%
International fixed interest	53.02%
Other*	2.08%

### Target investment mix<sup>4</sup>

Cash and cash equivalents	17%
New Zealand fixed interest	29%
International fixed interest	52%
Australasian equities	0%
International equities	0%
Listed property	0%
Unlisted property	0%
Commodities	0%
Other*	2%

\*'Other' includes foreign currency (which comprises active currency positions implemented by either holding non-NZD cash or foreign currency derivatives)

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

### Top 10 investments

	Name	Percentage of fund net assets	Type	Country	Credit Rating
1	Westpac 32 day term deposit	6.95%	Cash and cash equivalents	New Zealand	A-1+
2	ArcelorMittal 6.25% 25/02/2022	5.09%	International fixed interest	Luxembourg	BB+
3	Flex 5% 15/02/2023	4.90%	International fixed interest	Singapore	BBB-
4	HCA 4.5% 15/02/2027	4.84%	International fixed interest	United States of America	BBB-
5	Westpac current account	4.77%	Cash and cash equivalents	New Zealand	A-1+
6	First Data 5% 15/01/2024	4.40%	International fixed interest	United States of America	BB
7	Westpac Banking 4.695% 01/09/2026	4.32%	New Zealand fixed interest	New Zealand	BBB
8	Insurance Australia Group 5.15% 15/06/2043	4.26%	New Zealand fixed interest	New Zealand	BBB
9	BlueScope Steel Finance USA 6.5% 15/05/2021	4.20%	International fixed interest	Australia	BB+
10	Verizon Communications 2.625% 15/08/2026	3.17%	International fixed interest	United States of America	BBB+

The top 10 investments make up 46.90% of the fund.<sup>5</sup>

NZ Funds uses an active investment management approach. As part of this approach, all assets denominated in a foreign currency are initially fully hedged back to the NZ dollar. The fund may then take active foreign currency positions.

## 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 7 months	Chief Operating Officer, New Zealand Funds Management Limited	6 years 1 month
Michael Lang	Chief Investment Officer and a Director	9 years 1 month	Partner, Eclectica Asset Management	1 years 8 months
David Wilson	Investment Strategist and a Principal	20 years 9 months	Chief Economist, JB Were	3 years 5 months
James Grigor	Senior Portfolio Manager	0 years 5 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	9 years 10 months	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. NZ Funds uses derivatives as part of its active investment management approach. The use of derivatives can result in the total economic exposure of the fund exceeding 100% which means the fund is leveraged. Where economic exposure exceeds 100%, the actual investment mix pie graph and the target investment mix table have been scaled to 100%. Without scaling, the total economic exposure of the fund, as shown in the actual investment mix and the target investment mix, would be 100.51% and 101.00% respectively. For more information on economic exposure, see the NZ Funds Kiwisaver Scheme 'Other Material Information' document on the offer register at [www.companiesoffice.govt.nz/disclose](http://www.companiesoffice.govt.nz/disclose/).
4. 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.
5. 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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