

Primary disclosure statement

(AUTHORISED FINANCIAL ADVISER)

Name and registration number of Authorised Financial Adviser: John William Marshall – FSP85001

Address: Kiwibank Ltd, 22 Mokoia Road, Birkenhead, Auckland 0626

Telephone: 0800 252 540 / 027 4900 869 Email: john.marshall@kiwiwealth.co.nz

This disclosure statement was prepared on:

7 September 2017

01. It is important that you read this document

This information will help you to choose a financial adviser that best suits your needs. It will also provide some useful information about the financial adviser that you choose.

In addition to the information that I must disclose to you in this statement, I must also disclose other information to you in a separate disclosure statement, including information about the types of services I provide, the fees that I charge and any actual or potential conflicts of interest. If I have not provided that information to you at the same time as I give you this statement, I must provide it to you as soon as I can.

02. What sort of adviser am I?

I am an Authorised Financial Adviser. This means I have been authorised by the Financial Markets Authority (the government agency that monitors financial advisers) to provide the financial adviser services described below.

03. How can I help you?

I have been authorised to provide you with financial adviser services of the following categories:

- **Investment Planning Services**
- **Financial Advice**

When I do this I will be able to give you advice/provide a service about:

- Financial products provided by only 1 organisation;
- Financial products provided by a small number of organisations (2-5 organisations);
- Financial products provided by a broad range of organisations (more than 5 organisations).

04. How do I get paid for the services that I provide to you?

I am required to tell you the specific fees, commissions, extra payments, and other benefits that I have received or will, or may, receive in relation to the services that I provide to you. I must tell you these things before I give you advice or, if that is not practicable, as soon as practicable after I give you that advice.

Payment type	Description
<input type="checkbox"/> Fees only	My services are only paid for by the fees that you pay. I do not receive payments from other people or organisations that might influence my advice.
<input type="checkbox"/> Fees	My services are paid for by the fees that you pay as well as in other ways.
<input checked="" type="checkbox"/> Commissions	There are situations in which my employer and I will be paid by other organisations. How much that payment will be depends on the decisions that you make.
<input checked="" type="checkbox"/> Extra payments from my employer	I may receive extra payments from my employer depending on the decisions that you make.
<input type="checkbox"/> Non-financial benefits from other organisations	Other organisations may give me and my employer non-financial benefits depending on the decisions that you make.

05. What are my obligations?

As an Authorised Financial Adviser I must comply with the Code of Professional Conduct for Authorised Financial Advisers. I also have other obligations under the Financial Advisers Act 2008 (including regulations made under that Act) and under the general law.

06. What should you do if something goes wrong?

If you have a problem, concern or complaint about any part of my service, please tell me or my internal complaints scheme so my internal complaints scheme can try to fix the problem.

You may contact the internal complaints scheme by calling, emailing, or writing to us at the address above. Alternatively you can visit the contact us page on our website, www.kiwiwealth.co.nz/feedback, and fill in our online complaints form.

If we cannot agree on how to fix the issue, or if you decide not to use the internal complaints scheme, you can contact the Insurance and Financial Services Ombudsman Scheme. This service will cost you nothing, and will help us resolve any disagreements.

You can contact the Insurance and Financial Services Ombudsman at –

Address: Office of the IFSO, PO Box 10-845,
Wellington 6143, NEW ZEALAND

Telephone: 0800 888 202

Email: info@ifso.nz

07. If you need to know more, where can you get more information?

If you have a question about anything in this disclosure statement or would like to know anything more about me, please ask me. If you have a question about financial advisers generally, you can contact the Financial Markets Authority at –

Telephone: 0800 434 566

Website: www.fma.govt.nz

08. How am I regulated by the Government?

You can check that I am a registered financial service provider and an Authorised Financial Adviser at www.fspr.govt.nz. The Financial Markets Authority authorises and regulates financial advisers. Contact the Financial Markets Authority for more information, including financial tips and warnings. You can report information or complain about my conduct to the Financial Markets Authority, but in the event of a disagreement, you may choose first to use the dispute resolution procedures described above (under What should you do if something goes wrong?).

09. Declaration

I, **John William Marshall**, declare that, to the best of my knowledge and belief, the information contained in this disclosure statement is true and complete and complies with the disclosure requirements in the Financial Advisers Act 2008 and the Financial Advisers (Disclosure) Regulations 2010.

Signed:

Date:

Secondary disclosure statement

(AUTHORISED FINANCIAL ADVISER)

Name and registration number of Authorised Financial Adviser: John William Marshall – FSP85001

Address: Kiwibank Ltd, 22 Mokoia Road, Birkenhead, Auckland 0626

Telephone: 0800 252 540 / 027 4900 869 Email: john.marshall@kiwiwealth.co.nz

This disclosure statement was prepared on:

14 August 2018

01. The financial adviser services I provide

I am an Authorised Financial Adviser (AFA) authorised to provide financial advice and investment planning services. Being an AFA means that I have met the competency requirements set out in the Code of Professional Conduct for Authorised Financial Advisers and am bound by that Code.

I am employed by Kiwi Wealth Investments Limited Partnership (KWILP) as a Wealth Adviser. KWILP, in conjunction with Kiwi Wealth Limited (KWL) trade as Kiwi Wealth. KWILP and KWL are associated entities of Kiwibank Limited (Kiwibank) and members of the Kiwibank QFE Group.

02. Financial products my financial adviser services relate to

The financial adviser services I provide relate only to the Kiwi Wealth product offering. KWILP has developed and selected this product set to aim to fulfil a spectrum of needs reflecting different investment goals, risk profiles and financial situations. However, you should be aware that in providing financial adviser services I do not consider direct investments in listed or unlisted debt or equity securities and markets. I do not consider investments

provided by any product providers other than those included in the Kiwi Wealth product offering, as listed below.

The Kiwi Wealth product offering is comprised of the following financial products:

- **Kiwibank Call and Term Deposits and Bonds** – issued by Kiwibank. KWILP is owned by Kiwi Wealth Management Limited, a related company of Kiwibank.
- **Kiwibank PIE Products** – PIE Online Call, PIE Term Deposit, and Notice Saver. Kiwibank PIE products are issued by Kiwibank Investment Management Limited (KIML), a wholly owned subsidiary of Kiwibank, and is distributed by Kiwibank.
- **Kiwi Wealth KiwiSaver Scheme** – the Kiwi Wealth KiwiSaver Scheme is managed by KWL. KWL is owned by KWILP.
- **Kiwi Wealth Private Portfolio Service** – is a discretionary investment management service provided by KWILP. This means customers give KWILP full discretion to actively choose investments and actively manage risk on their behalf.

- **Kiwi Wealth Super Scheme** – is a registered Super scheme managed by KWILP.

Term Deposit Terms and Conditions are available from your local Kiwibank or at kiwibank.co.nz.

Units in the Kiwibank PIE Online Call Fund, the Kiwibank PIE Term Deposit Fund and Kiwibank Notice Saver are distributed by Kiwibank and are issued by KIML. Terms and Conditions for each of these funds are available from your local Kiwibank or at kiwibank.co.nz.

The Product Disclosure Statement for the Kiwi Wealth KiwiSaver Scheme is available from your local Kiwibank, at kiwibank.co.nz or at kiwiwealth.co.nz. KWL is the Issuer and Manager of the Kiwi Wealth KiwiSaver Scheme and is a related company of Kiwibank. Public Trust is the Supervisor of the Kiwi Wealth KiwiSaver Scheme. Kiwibank is a distributor but is not an issuer of the Kiwi Wealth KiwiSaver Scheme.

The Product Disclosure Statement for the Kiwi Wealth Super Scheme is available at kiwiwealth.co.nz/superannuation or by calling 0800 427 384. KWILP is the Manager and Issuer of Kiwi Wealth Super Scheme and is a related entity of Kiwibank. Public Trust is the Supervisor of Kiwi Wealth Super Scheme. Kiwibank is a distributor but not an issuer of Kiwi Wealth Super Scheme.

03. Fees

I do not charge fees for my services.

04. Interests, relationships, or associations that may influence my services

I am employed by Kiwi Wealth as a Wealth Adviser. Because I am a Wealth Adviser I can only provide you with financial adviser services relating to the Kiwi Wealth product offering as set out above, including those products listed which are offered by Kiwi Wealth's related entities. There are no other financial and other interests, relationships, or associations that a reasonable client would find likely to materially influence me in providing my financial adviser services.

05. My remuneration

As a Wealth Adviser, KWILP pays me a fixed salary. I am however entitled to an incentive payment when the agreed annual EBIT (earnings before interest and tax) target is met or exceeded.

The annual EBIT target is set each year by the KWILP Board. The KWILP Board also approves the incentive payment. Under the current structure, my performance payment can range between 0% and 25% of my fixed salary, depending on the Kiwi Wealth's performance and my own performance.

Kiwibank, as a distributor of Bonds issued by Kiwibank will receive any agreed brokerage.

New Zealand Post receives remuneration for the service it provides in distributing the Kiwi Wealth KiwiSaver Scheme through the PostShop network.

KWILP and KWL are related entities of Kiwibank. KWILP and KWL receive revenue in respect of the Kiwi Wealth KiwiSaver Scheme. This revenue is received from the management fee charged for that product as disclosed in the Kiwi Wealth KiwiSaver Scheme Product Disclosure Statement.

KWILP also receives revenue in respect of the Kiwi Wealth Private Portfolio Service. This revenue is received from the member fee charged for this service, details of which can be found at kiwiwealth.co.nz or by calling 0800 427 384. Details of remuneration KWILP receives in respect of Kiwi Wealth Super Scheme can be found at kiwiwealth.co.nz or by calling 0800 427 384.

How do I manage potential conflicts relating to remuneration?

I manage any conflicts of interest that may arise from the receipt or possible receipt of the above types of remuneration by following an advice process that ensures that each customer's objectives and needs are identified, and recommendations of financial products are made solely on the basis of those objectives and needs.

06. Experience and qualifications

I have 20 years' experience working in the financial services industry in the following roles:

Role	Company	Start date	End date
Wealth Adviser	Kiwi Wealth	01/07/17	--/--/--
Wealth Adviser	Kiwibank	02/10/10	01/07/17
Investment Adviser	Westpac	02/06/09	01/10/10
Client Relationship Manager	Perpetual Trust	02/01/08	01/02/09
Branch Wealth Specialist	Westpac	02/01/06	01/12/07
Independent Financial Adviser	CFRL	01/01/01	01/04/03

I have the following qualifications relevant to providing financial adviser services to you:

Qualification	Institution	Year completed
Financial Institutions, Money & Markets	Massey University	01/10/15
Authorised Financial Adviser	Financial Markets Authority	01/01/11
Personal Risk Management	Massey University	01/10/10
Property Invest/Financial Planning Process	Massey University	01/01/09
Trust Administration of Non-Complex Trust	University of Western Sydney	01/01/08
Full Financial Planning Certificates (1, 2 & 3)	Chartered Insurance Institute (UK)	01/01/99

I keep my qualifications up to date by attending regular internal and external courses and reviewing investment-related publications.

07. Professional membership

I am a member of Financial Advice New Zealand and am bound by the Financial Advice New Zealand Code of Ethics, Practice Standards and Rules of Conduct.

I am also an associate member of the CFA Institute and am bound by the institute's Code of Ethics and Standards of Professional Conduct.

08. Declaration

I, **John William Marshall**, declare that, to the best of my knowledge and belief, the information contained in this disclosure statement is true and complete and complies with the disclosure requirements in the Financial Advisers Act 2008 and the Financial Advisers (Disclosure) regulations 2010.

Signed:

Date: