

Fund Update

for the quarter ended 31 December 2017

Kiwi Wealth KiwiSaver Scheme - Conservative Fund

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 Kiwi Wealth KiwiSaver Scheme Conservative Fund has performed and what fees were charged. The document will help you to compare the fund with other funds. Kiwi Wealth 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 Conservative Fund is invested up to 20% in shares and other growth assets with the remainder invested in cash and fixed interest assets. Its objective is to exceed the returns you would receive from investing 85% of your funds in New Zealand fixed interest assets and cash and 15% in global shares, through active asset allocation and active selection of shares and other growth assets, fixed interest and cash assets.

| | |
|-------------------------------|---------------|
| Total value of the fund | \$586,329,067 |
| Number of members in the fund | 47,394 |
| The date the fund started | 1/10/2007 |

What are the risks of investing?

Risk indicator for the Conservative Fund:



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 <http://www.gmi.co.nz/kiwisaver/risk-profile>.

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.

This risk indicator is not a guarantee of a fund's future performance. The risk indicator is based on the returns data for the past 5 years. 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.

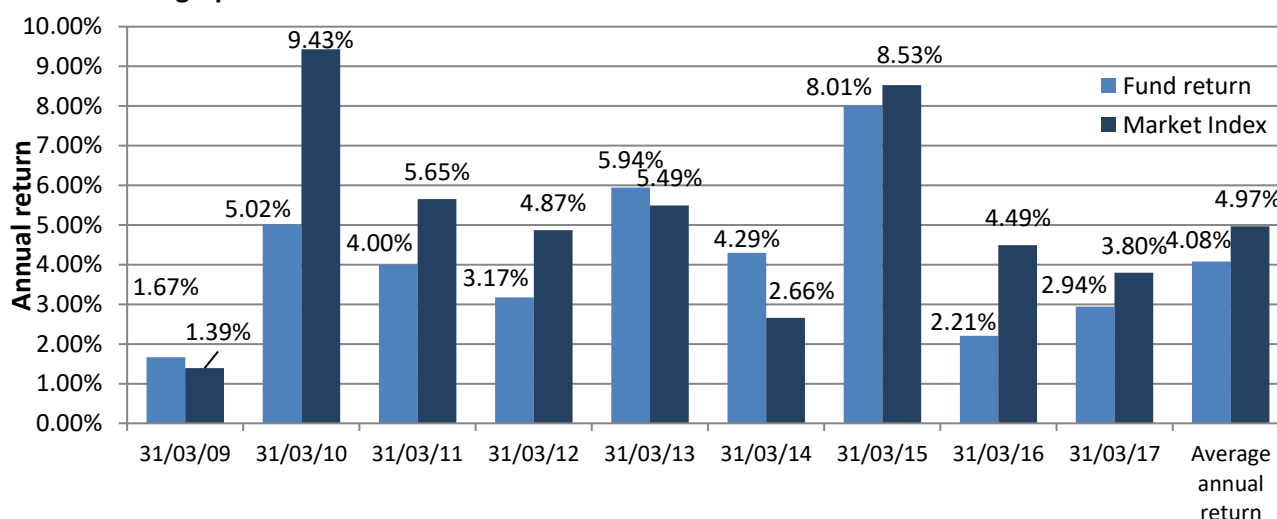
See the product disclosure statement (PDS) for more information about the risks associated with investing in this fund.

How has the fund performed?

| | Average over past 5 years | Past year |
|--|---------------------------|-----------|
| Annual return <i>(after deductions for charges and tax)</i> | 4.62% | 5.71% |
| Annual return <i>(after deductions for charges but before tax)</i> | 5.70% | 7.07% |
| Market index annual return <i>(reflects no deduction for charges and tax)</i> | 5.11% | 6.38% |

The market index return is the strategic asset allocation weighted benchmark index return, where the benchmark indices are defined in the Statement of Investment Policy and Objectives. Additional information about the market index is available on the Disclose offer register at <http://www.companiesoffice.govt.nz/disclose>.

Annual return graph



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.

Note that market indices reflect no deduction for charges and tax.

What fees are investors charged?

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

| | % of net asset value |
|--|-----------------------------------|
| Total fund charges | 1.11% |
| <i>Which are made up of -</i> | |
| Total management and administration charges | 1.11% |
| Including - | |
| Manager's basic fee | 1.08% |
| Other management and administration charges ¹ | 0.03% |
| Total performance-based fees | 0.00% |
| | Dollar amount per investor |
| Other charges | \$0.00 |

An estimate has been used to calculate the underlying fund fees which are included in 'Other management and administration charges'. The fund's actual manager's basic fee is charged at 1.00% per annum. The annual manager's basic fee each member pays is subject to a minimum fee of \$50 per annum. Therefore for members with an account balance of less than \$5,000, the actual manager's basic fee charged as a percentage of the member account balance may be higher than that stated in the Kiwi Wealth KiwiSaver Scheme PDS.

Investors may also be charged individual action fees for specific actions or decisions (for example, for withdrawing from or switching funds). See the Kiwi Wealth KiwiSaver Scheme PDS for more information about those fees. We do not currently charge any individual action fees.

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

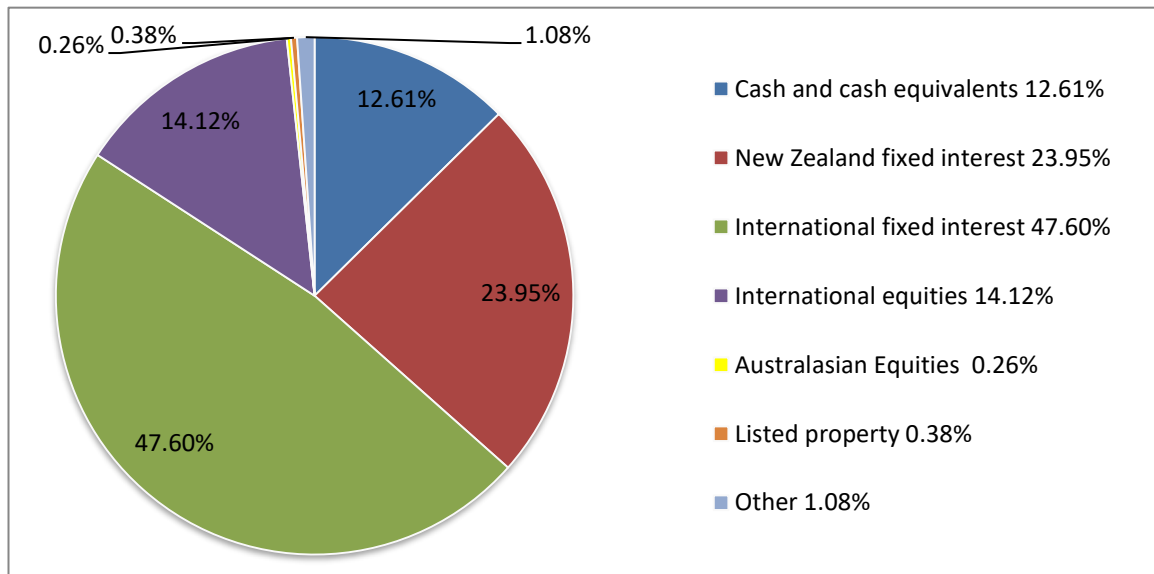
Example of how this applies to an investor

Alice 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, Alice received a return after fund charges were deducted of \$571 (that is 5.71% of her initial \$10,000). Alice also paid \$0.00 in other charges. This gives Alice a total return after tax of \$571 for the year.

What does the fund invest in?

This shows the types of assets that the fund invests in.²

Actual investment mix



Target investment mix

This shows the mix of assets that the fund generally intends to invest in.

| | |
|------------------------------|--------|
| Cash and cash equivalents | 42.50% |
| New Zealand fixed interest | 42.50% |
| International fixed interest | 0.00% |
| Australasian equities | 0.00% |
| International equities | 15.00% |
| Listed property | 0.00% |
| Unlisted property | 0.00% |
| Commodities | 0.00% |
| Other | 0.00% |

Top 10 investments

| | Name | Country | Type | Credit rating (if applicable) | Percentage of fund net assets |
|----|---|---------------|------------------------------|-------------------------------|-------------------------------|
| 1 | Westpac NZD Account | New Zealand | Cash and cash equivalents | AA- | 3.99% |
| 2 | KfW Bankengruppe due 29/05/2020 | Germany | International fixed interest | AAA | 3.46% |
| 3 | KBN Norway Bond due 14/05/2021 | Norway | International fixed interest | AAA | 3.40% |
| 4 | Landwirtschaftliche Rentenbank due 23/04/2024 | Germany | International fixed interest | AAA | 2.94% |
| 5 | NZ Local Government Fund Agency | New Zealand | New Zealand fixed interest | AA+ | 2.44% |
| 6 | World Bank (IBRD) 4.625% 6/10/2021 | United States | International fixed interest | AAA | 2.23% |
| 7 | Svenska Handelsbanken AB due 10/04/2019 | Sweden | International fixed interest | AA- | 1.65% |
| 8 | PIMCO Global Bond Fund | Ireland | International fixed interest | AA- | 1.24% |
| 9 | Trans Power due 30/06/2022 | New Zealand | New Zealand fixed interest | AA- | 1.23% |
| 10 | Asian Development Bank due 28/01/2020 | Japan | International fixed interest | AAA | 1.11% |

The top 10 investments make up 23.69% of the fund.

Currency hedging

Currency hedging can apply to some of the asset classes this fund invests in. The level of currency hedging for foreign assets is managed between 0% and 100% with a target of 90% and may change over time depending on the Manager's view of the relative strength (or weakness) of the New Zealand dollar. Additional information about the hedging policy can be found in the Statement of Investment Policy and Objectives which is available on the Disclose offer register at www.companiesoffice.govt.nz/disclose/.

Key personnel

This shows the employees who have the most influence on the investment decisions of the fund.

| Name | Current position | Time in current position | Previous or other position | Time in previous or other position |
|------------------|--|--------------------------|---|------------------------------------|
| Simon O'Grady | Chief Investment Officer – Kiwi Wealth Investments Limited Partnership | 5 years and 2 months | Head of Investment Strategy - Suncorp Investment Management | 5 years |
| Susan Easton | Head of Investment Strategy – Kiwi Wealth Investments Limited Partnership | 8 years | Investment Strategist - Gareth Morgan Investments Limited Partnership | 3 years and 6 months |
| Diana Gordon | Head of Fixed Interest – Kiwi Wealth Investments Limited Partnership | 5 years and 4 months | Senior High Yield Portfolio Manager, - Goldman Sachs Asset Management, New York | 10 years and 10 months |
| Nathan Field | Portfolio Manager, Equities – Kiwi Wealth Investments Limited Partnership | 7 years and 7 months | Senior Equity Analyst – ABN Amro, Sydney | 4 years and 6 months |
| Steffan Berridge | Senior Quantitative Strategist – Kiwi Wealth Investments Limited Partnership | 4 years and 3 months | Portfolio Manager - Man Group PLC | 9 years |

Further information

You can also obtain this information, the PDS for the Kiwi Wealth KiwiSaver Scheme and some additional information from the offer register at <http://www.companiesoffice.govt.nz/disclose>.

Notes

1. An estimate has been used to calculate the underlying fund fees which are included in 'Other management and administration charges'. Underlying fund fees have been estimated using end of month holdings and the total expense ratio (TER) stated in the underlying funds' fund updates.
2. Other is comprised of alternative investments: investments that fall outside the main asset classes and can include absolute return funds and commodity investments.