

## NZ Funds Managed Superannuation Service Income Strategy

This fund update was first made publicly available on 28 July 2017

### What is the purpose of this update?

This document gives you information about the Income Strategy including 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.

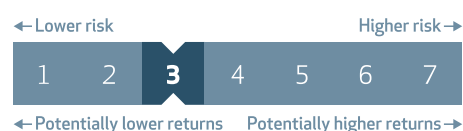
### Description of this fund

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         | \$622,425       |
| Number of investors in the fund | 26              |
| The date the fund started       | 25 January 2017 |

### What are the risks of investing?

Risk indicator for the Income Strategy: <sup>1</sup>



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 June 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?

|  | Past year      |
|--|----------------|
| <b>Annual return</b><br>(after deductions for charges and tax)                   | not applicable |
| <b>Annual return</b><br>(after deductions for charges but before tax)            | not applicable |
| <b>Market index annual return</b><br>(reflects no deduction for charges and tax) | 2.94%          |

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).

### What fees are investors charged?

Investors in the Income Strategy are charged fund charges. Based on the PDS dated 30 June 2017, these are estimated to be:

|  | % of net asset value |
|--|----------------------|
| <b>Total fund charges</b> (estimated) <sup>2</sup>             | 1.20%                |
| Which are made up of:  |                      |
| <b>Total management and administration charges</b> (estimated) | 1.20%                |
| Including:   |                      |
| Manager's basic fee  | 1.10%                |
| Other management and administration charges                    | 0.10%                |
| <b>Total performance-based fees</b>                            | n/a                  |

Investors may also be charged individual action fees for specific actions or decisions (for example, for withdrawing from or switching funds). See the NZ Funds Managed Superannuation Service 'Other Material Information' document on the offer register at [www.companiesoffice.govt.nz/disclose](http://www.companiesoffice.govt.nz/disclose) for more information about those fees.

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

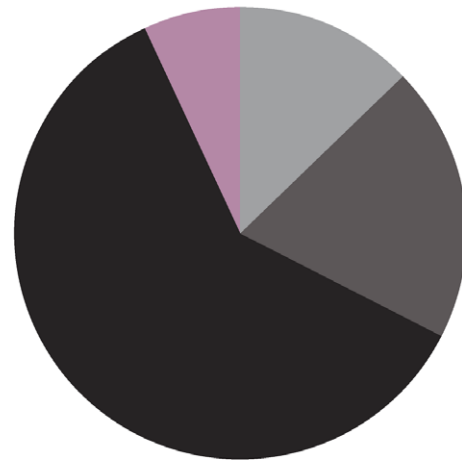
## Example of how this applies to an investor

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 \$294 (that's 2.94%<sup>3</sup> of his initial \$10,000). Liam did not pay any other charges. This gives Liam a total return after tax of \$294 for the year.

## What does the fund invest in?

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

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



|                              |        |
|------------------------------|--------|
| Cash and cash equivalents    | 12.91% |
| New Zealand fixed interest   | 19.70% |
| International fixed interest | 60.63% |
| Other*                       | 6.76%  |

### Target investment mix<sup>4,5</sup>

|                              |     |
|------------------------------|-----|
| Cash and cash equivalents    | 10% |
| New Zealand fixed interest   | 20% |
| International fixed interest | 63% |
| Australasian equities        | 0%  |
| International equities       | 0%  |
| Listed property              | 0%  |
| Unlisted property            | 0%  |
| Commodities                  | 0%  |
| Other*                       | 7%  |

\* '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 (if applicable) |
|----|---|-------------------------------|------------------------------|---------------|-------------------------------|
| 1  | Flex 5% 15/02/2023                          | 6.19%                         | International fixed interest | Singapore     | BBB-                          |
| 2  | ArcelorMittal 6.25% 25/02/2022              | 6.17%                         | International fixed interest | Luxembourg    | BB+                           |
| 3  | HCA 4.5% 15/02/2027                         | 6.14%                         | International fixed interest | United States | BBB-                          |
| 4  | Verizon Communications 2.625% 15/08/2026    | 6.06%                         | International fixed interest | United States | BBB+                          |
| 5  | NRG Energy 7.25% 15/05/2026                 | 5.87%                         | International fixed interest | United States | BB-                           |
| 6  | Citibank Hong Kong USD current account      | 5.83%                         | Cash and cash equivalents    | United States | A-1                           |
| 7  | Westpac current account                     | 5.75%                         | Cash and cash equivalents    | New Zealand   | A-1+                          |
| 8  | Santander Issuances SAU 5.179% 19/11/2025   | 5.73%                         | International fixed interest | Spain         | BBB                           |
| 9  | Constellation Brands 4.75% 01/12/2025       | 5.53%                         | International fixed interest | United States | BBB-                          |
| 10 | BlueScope Steel Finance USA 6.5% 15/05/2021 | 5.35%                         | International fixed interest | Australia     | BB+                           |

The top 10 investments make up 58.62% of the fund<sup>6</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<br>4 months      | Chief Operating Officer, New Zealand Funds Management Limited                          | 6 years<br>1 month                 |
| Michael Lang  | Chief Investment Officer and a Director                           | 8 years<br>10 months     | Partner, Eclectica Asset Management  | 1 year<br>8 months                 |
| David Wilson  | Investment Strategist and a Principal                             | 20 years<br>6 months     | Chief Economist, JB Were   | 3 years<br>5 months                |
| James Grigor* | Senior Portfolio Manager  | 0 years<br>2 months      | Head of Portfolio Strategy Group Macquarie Private Wealth (now Hobson Wealth Partners) | 2 years<br>4 months                |
| Mark Brooks   | Head of Income and a Principal                                    | 9 years<br>7 months      | Senior Portfolio Manager, Credaris   | 3 years<br>4 months                |

\*Key personnel not named in previous fund update for the fund

## Further information

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

## Notes

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- 1 As the fund started on 25 January 2017, actual returns for the last five years are not available. To calculate the risk indicator, a combination of actual returns and market index returns have been used. Market index returns were used for the period prior to 25 January 2017. As a result, the risk indicator may provide a less reliable indicator of the potential future volatility of the fund.
- 2 As the fund started on 25 January 2017, historical fee information for the most recent scheme year is not available. The total fund charges shown are based on the fee information in the PDS dated 30 June 2017. It includes our best estimate of the fees and costs that will be charged to the fund including fees and costs payable in respect of the underlying funds in which the fund invests (including performance fees that may be charged by underlying external managers). For more information on the basis of estimates, see the PDS and the NZ Funds Managed Superannuation Service 'Other Material Information' document on the offer register at [www.companiesoffice.govt.nz/disclose](http://www.companiesoffice.govt.nz/disclose).
- 3 As the fund started on 25 January 2017, this calculation is based on the market index return for the past year.
- 4 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 pie graph and the target investment mix table, would be 101.51% and 102.00% respectively. For more information on economic exposure, see the NZ Funds Managed Superannuation Service 'Other Material Information' document on the offer register at [www.companiesoffice.govt.nz/disclose](http://www.companiesoffice.govt.nz/disclose).
- 5 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.
- 6 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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