

KiwiSaver Investment Survey

March 2008

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1. Introduction

1.1 Introduction

This is the first edition of the MJW KiwiSaver Investment Survey. This has replaced our Master Trust Investment Survey which was published from 2006 to 2007.

The focus of this survey is firmly on the KiwiSaver universe and in time we will expand the information provided and the number of providers included.

1.2 KiwiSaver Universe

Four of the default providers are included in the survey. Additionally we show information from eight large providers. The full list follows (default providers are shown in bold).

- **AMP**
- **ASB**
- Asteron
- **AXA**
- Fidelity
- FirstChoice
- Fisher Funds
- Mercer KiwiBank
- SIL (ING)
- Smartshares
- SuperLife
- **Tower**

1.3 Master Trust Universe

The Master Trusts included are

- AMP
- ASB
- AXA
- Mercer
- Tower

1.4 About Melville Jessup Weaver

Melville Jessup Weaver is a New Zealand firm of consulting actuaries. The areas in which we provide advice include superannuation, employee benefits, life insurance, general insurance, health insurance, accident insurance, asset consulting and information technology.

The firm is an alliance partner of Towers Perrin, a global professional services firm that helps organisations around the world optimise performance through effective people, risk and financial management. Towers Perrin has offices in 25 countries and the business covers HR services, reinsurance and Tillinghast.

1.5 Asset Consulting Services

These comprise:

- Establishment of investment objectives.
- Determination of long-term investment strategies.
- Determination of the optimum investment manager configuration.
- Provision of quantitative and qualitative analysis of investment performance.
- Asset/Liability modelling.
- Performance monitoring against investment objectives and competitors.
- Manager selection exercises utilising Towers Perrin's expertise.

1.6 Notes

1. All returns are gross of tax and net of investment fees.
2. Some providers invest into the same underlying investment funds. For instance, the AMP Master Trust provides the option of the ASB Balanced Fund which is provided separately by the ASB Master Trust.
3. The column labelled "G" refers to the benchmark exposure to growth assets. In the KiwiSaver section, funds are shown in descending order, according to this column.
4. In the KiwiSaver section:
 - a. Growth funds have 66% - 100% in growth assets
 - b. Balanced funds have 51% - 65% in growth assets
 - c. Moderate funds have 31% - 50% in growth assets
 - d. Conservative funds have 0% - 30% in growth assets
5. In the Master Trust Section:
 - a. Conservative funds have 0% to 40% in growth assets
 - b. Balanced funds have 41% to 69% in growth assets
 - c. Growth funds have 70% to 100% in growth assets
6. Care should be taken when interpreting the results in this document as past performance is not a good guide to future results.
7. The data has been provided separately by each provider and has not been independently verified.
8. No allowance has been made for other fees (e.g. membership fees, trustee fees, in funds costs, etc).
9. Melville Jessup Weaver has taken every care in preparing this survey. However, we are not able to guarantee the accuracy of the information and strongly recommend that appropriate professional advice be obtained before any investment activity is undertaken. The contents of this investment survey may be reproduced, provided Melville Jessup Weaver is acknowledged as the source.
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2. KiwiSaver Funds – Investment Returns

2.1 Diversified Funds

Provider	Fund Name	% G	3 months % Rank	6 months % Rank
Aggressive Funds				
Fidelity KiwiSaver	Aggressive Kiwi Fund	100.0	-5.3 (2)	-8.4 (3)
AMP KiwiSaver	AMP Aggressive Fund	90.0	-8.6 (11)	-11.5 (11)
AXA KiwiSaver	High Growth Fund	85.0	-10.0 (13)	-13.9 (13)
ASB KiwiSaver	Growth Fund	80.0	-7.3 (5)	-11.1 (9)
FirstChoice	Active Growth Fund	80.0	-8.5 (10)	-11.3 (10)
FirstChoice	Tracker Growth Fund	80.0	-7.6 (7)	-10.8 (7)
SIL KiwiSaver	Growth Fund	80.0	-7.7 (8)	-11.0 (8)
SuperLife KiwiSaver	AIM80 Fund	80.0	-7.4 (6)	-10.6 (6)
Fidelity KiwiSaver	Growth Kiwi Fund	77.5	-1.7 (1)	-2.4 (1)
Tower KiwiPlan	Growth Fund	77.5	-8.1 (9)	-9.0 (4)
AMP KiwiSaver	AMP Growth Fund	77.0	-7.1 (4)	-9.7 (5)
Asteron KiwiSaver	Balanced Growth Fund	70.0	-9.0 (12)	-11.5 (12)
AMP KiwiSaver	ING Balanced Fund	67.5	-5.4 (3)	-5.4 (2)
Balanced Funds				
AMP KiwiSaver	AMP Balanced Fund	64.0	-5.2 (9)	-7.3 (7)
SIL KiwiSaver	Balanced Growth Fund	64.0	-5.5 (10)	-7.8 (10)
AMP KiwiSaver	Balanced Fund - Other	63.0	-6.3 (11)	-8.2 (12)
ASB KiwiSaver	Balanced Fund	60.0	-4.8 (7)	-7.6 (8)
FirstChoice	Active Balanced Fund	60.0	-6.4 (12)	-7.9 (11)
FirstChoice	Tracker Balanced Fund	60.0	-5.2 (8)	-7.6 (9)
SmartShares	Balanced Fund	60.0	-9.6 (14)	-11.7 (14)
SuperLife KiwiSaver	AIM60 Fund	60.0	-4.5 (6)	-6.3 (5)
SuperLife KiwiSaver	Trustee60 Fund	60.0	-4.5 (5)	-6.6 (6)
AXA KiwiSaver	Balanced Fund	56.0	-6.9 (13)	-9.4 (13)
AMP KiwiSaver	Tower Balanced Fund	55.0	-3.0 (2)	-3.8 (3)
Tower KiwiPlan	Balanced Fund	55.0	-3.8 (3)	-1.9 (2)
Fidelity KiwiSaver	Balanced Kiwi Fund	52.5	-1.1 (1)	-1.1 (1)
AMP KiwiSaver	AMP Moderate Balanced Fund	51.0	-4.1 (4)	-5.5 (4)
Moderate Funds				
SIL KiwiSaver	Balanced Fund	48.5	-3.5 (5)	-4.8 (5)
Asteron KiwiSaver	Balanced Fund	45.0	-5.6 (6)	-6.6 (6)
ASB KiwiSaver	Moderate Fund	40.0	-2.4 (2)	-3.8 (3)
FirstChoice	Tracker Moderate Fund	40.0	-2.6 (4)	-4.0 (4)
AMP KiwiSaver	AMP Moderate Fund	38.0	-2.5 (3)	-3.5 (2)
SIL KiwiSaver	Conservative Balanced Fund	34.0	-1.6 (1)	-1.9 (1)
Conservative Funds				
FirstChoice	Active Conservative Fund	30.0	-3.4 (15)	-3.8 (14)
SuperLife KiwiSaver	AIM30 Fund	30.0	-1.2 (10)	-1.1 (10)
Tower KiwiPlan	Conservative Fund	30.0	-1.3 (11)	0.1 (6)
Fidelity KiwiSaver	Conservative Kiwi Fund	27.5	-0.3 (5)	0.7 (5)
AMP KiwiSaver	AMP Conservative Fund	25.0	-0.9 (9)	-1.1 (11)
AMP KiwiSaver	AMP Default Fund	20.0	-0.4 (6)	0.0 (7)
ASB KiwiSaver	Conservative Fund	20.0	-0.6 (7)	-0.1 (8)
Asteron KiwiSaver	Conservative Fund	20.0	-2.2 (14)	-2.2 (13)
AXA KiwiSaver	Income Plus Fund	20.0	-1.8 (12)	n.a
FirstChoice	Tracker Conservative Fund	20.0	-0.7 (8)	-0.3 (9)
SmartShares	Conservative Fund	20.0	-1.9 (13)	-1.7 (12)
SuperLife KiwiSaver	D Fund	20.0	0.4 (2)	1.9 (2)
Tower KiwiPlan	Cash Enhanced Fund	20.0	0.0 (4)	1.7 (3)
SIL KiwiSaver	Conservative Fund	19.0	0.3 (3)	1.2 (4)
SuperLife KiwiSaver	AIM First Home Fund	0.0	2.4 (1)	4.7 (1)
Net of tax (33%)				
Mercer KiwiBank	High Growth Fund	90.0	-8.8	n.a
Mercer KiwiBank	Balanced Fund	65.0	-5.6	n.a
Mercer KiwiBank	Conservative Fund	20.0	-1.5	n.a

MJW comment

- The results when comparing each of the four groups reflect the higher exposure to growth assets of the Aggressive funds.
- They also will reflect the extent to which the funds are fully invested.

2.2 Sector Funds

Provider	Fund Name	3 months		6 months	
		%	Rank	%	Rank
Share Funds					
Asteron KiwiSaver	Trans-Tasman Small Cap Fund	-18.5	(12)	-20.8	(11)
Asteron KiwiSaver	SRI Fund	-13.8	(9)	-18.7	(10)
Asteron KiwiSaver	International Share Fund	-10.2	(5)	-14.6	(6)
Fisher Funds	Growth KiwiSaver Scheme	-12.0	(7)	-13.8	(5)
SIL KiwiSaver	Australasian Share Fund	-13.5	(8)	-17.7	(9)
SIL KiwiSaver	International Share Fund	-9.1	(3)	-12.8	(3)
SmartShares	Growth Fund	-16.2	(11)	-20.9	(12)
SuperLife KiwiSaver	NZ Shares Fund	-14.7	(10)	-17.0	(8)
SuperLife KiwiSaver	Australian Shares Fund	-5.9	(1)	-9.9	(2)
SuperLife KiwiSaver	Overseas Shares Hedged Fund	-8.9	(2)	-9.6	(1)
SuperLife KiwiSaver	Overseas Shares Unhedged Fund	-9.8	(4)	-13.8	(4)
Tower KiwiPlan	Equity Fund	-11.7	(6)	-15.4	(7)
Property Funds					
Asteron KiwiSaver	Global Property Fund	-8.4	(3)	-9.7	(1)
SIL KiwiSaver	Australasian Property Fund	-9.3	(4)	-15.5	(3)
SIL KiwiSaver	International Property Fund	-1.0	(1)	-12.8	(2)
SuperLife KiwiSaver	Property Fund	-8.0	(2)	-18.4	(4)
Bond Funds					
Asteron KiwiSaver	High Yield Fixed Interest Fund	-1.2	(7)	-0.2	(7)
Fidelity KiwiSaver	Options Kiwi Fund	5.1	(2)	8.2	(2)
SIL KiwiSaver	NZ Fixed Interest Fund	1.5	(5)	2.3	(5)
SIL KiwiSaver	International Fixed Interest Fund	4.1	(4)	7.7	(3)
SuperLife KiwiSaver	NZ Bond Fund	0.2	(6)	0.8	(6)
SuperLife KiwiSaver	Overseas Govt Bond Fund	5.4	(1)	8.9	(1)
SuperLife KiwiSaver	Overseas Non-Govt Bond Fund	4.3	(3)	7.5	(4)
Cash Funds					
AMP KiwiSaver	Cash Fund	2.2	(3)	4.0	(5)
ASB KiwiSaver	Cash Fund	2.1	(4)	4.2	(3)
Asteron KiwiSaver	Capital Fund	2.0	(7)	3.8	(7)
AXA KiwiSaver	Cash Fund	1.6	(8)	3.3	(8)
FirstChoice	NZ Cash Fund	2.0	(5)	4.1	(4)
SIL KiwiSaver	Cash Plus Fund	2.5	(1)	4.6	(1)
SuperLife KiwiSaver	Cash Fund	2.3	(2)	4.6	(2)
Tower KiwiPlan	Preservation Fund	2.0	(6)	4.0	(6)
Net of tax (33%)					
Mercer KiwiBank	Cash Fund	1.3		n.a	

MJW comment

- The best performing sector was global bonds.
- Both the share funds and the property funds had large negative returns for the 6 month period.

3. KiwiSaver Funds – Asset Allocation

3.1 Aggressive Funds

Provider	Fund Name	FUM \$m	Aust Shares		Global Shares		Aust Property		Global Property		Alternative Assets		Growth Assets		NZ Bonds		Global Bonds		Cash		Income Assets	
			Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm
Fidelity KiwiSaver	Aggressive Kiwi Fund	1.0	30.2	25.0	44.3	50.0					24.5	25.0	99.0	100.0					1.0		1.0	
AMP KiwiSaver	AMP Aggressive Fund	7.8	16.7	20.0	54.1	55.0	20.8	15.0					91.6	90.0		5.0			8.4	5.0	8.4	10.0
Mercer KiwiBank	High Growth Fund	n.a	n.a	19.0	n.a	46.0	n.a	4.0	n.a	11.0	n.a	10.0	n.a	90.0	n.a	2.0	n.a	5.0	n.a	3.0	n.a	10.0
AXA KiwiSaver	High Growth Fund	4.1	19.8	24.0	56.3	57.5	3.1	3.5					79.2	85.0	4.5	6.0	7.9	7.5	8.4	1.5	20.8	15.0
ASB KiwiSaver	Growth Fund	9.6	24.5	25.0	44.3	45.0			10.0	10.0			78.9	80.0	5.6	6.0	11.4	12.0	4.1	2.0	21.1	20.0
FirstChoice	Active Growth Fund	1.6	24.4	25.0	40.1	40.0			5.1	5.0	9.3	10.0	79.0	80.0			14.6	15.0	6.5	5.0	21.0	20.0
FirstChoice	Tracker Growth Fund	1.2	24.3	25.0	43.9	45.0			9.9	10.0			78.0	80.0	5.5	6.0	11.3	12.0	5.2	2.0	22.0	20.0
SIL KiwiSaver	Growth Fund	10.6	23.0	23.0	40.4	42.0			15.1	15.0			78.5	80.0	4.5	4.5	7.5	7.5	9.5	8.0	21.5	20.0
SuperLife KiwiSaver	AIM80 Fund	n.a	10.0	10.0	55.0	55.0	15.0	15.0					80.0	80.0	15.0	15.0			5.0	5.0	20.0	20.0
Fidelity KiwiSaver	Growth Kiwi Fund	1.6	14.4	15.0	29.7	52.5		10.0					44.1	77.5	19.3	17.5			36.6	5.0	55.9	22.5
Tower KiwiPlan	Growth Fund	3.0	19.2	20.5	52.6	52.0	6.9	5.0					78.6	77.5	3.3	5.0	9.8	10.0	8.2	7.5	21.4	22.5
AMP KiwiSaver	AMP Growth Fund	7.4	14.0	17.2	45.9	46.8	18.3	13.0					78.2	77.0	6.1	10.0	3.1	4.0	12.6	9.0	21.8	23.0
Asteron KiwiSaver	Balanced Growth Fund	0.8	23.0	25.0	38.8	40.0			3.9	5.0			65.7	70.0	20.1	20.0	4.9	5.0	9.3	5.0	34.3	30.0
AMP KiwiSaver	ING Balanced Fund	2.0	16.3	16.5	32.1	37.0	11.8	12.0			1.6	2.0	61.8	67.5	16.8	16.5	11.7	11.5	9.7	4.5	38.2	32.5
Average		4.2	20.0	20.7	44.4	47.4	5.8	5.5	3.4	4.0	2.7	3.4	76.4	81.0	7.8	8.1	6.3	6.4	9.6	4.5	23.6	19.0

MJW comment:

- While most funds have an asset allocation to growth of around 80%, one has 100% allocation.
- There are substantial variations in the asset sectors invested in with some managers selecting alternative assets.

3.2 Balanced Funds

Provider	Fund Name	FUM \$m!	Aust Shares		Global Shares		Aust Property		Global Property		Alternative Assets		Growth Assets		NZ Bonds		Global Bonds		Cash		Income Assets	
			Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm
Mercer KiwiBank	Balanced Fund	n.a	n.a	13.0	n.a	32.0	n.a	4.0	n.a	6.0	n.a	10.0	n.a	65.0	n.a	6.0	n.a	24.0	n.a	5.0	n.a	35.0
AMP KiwiSaver	AMP Balanced Fund	7.5	11.4	14.4	37.7	38.6	15.7	11.0					64.8	64.0	12.3	15.0	6.2	8.0	16.7	13.0	35.2	36.0
SIL KiwiSaver	Balanced Growth Fund	13.3	17.6	17.5	32.4	34.0			12.6	12.5			62.5	64.0	8.4	8.5	14.5	14.5	14.6	13.0	37.5	36.0
AMP KiwiSaver	Balanced Fund - Other	0.3	18.9	20.0	33.1	33.0	4.9	5.0			5.6	5.0	62.3	63.0	15.7	20.0	12.7	12.0	9.2	5.0	37.7	37.0
ASB KiwiSaver	Balanced Fund	11.1	20.4	20.0	30.4	30.0			10.7	10.0			61.6	60.0	15.1	16.0	18.3	19.0	5.0	5.0	38.4	40.0
FirstChoice	Active Balanced Fund	1.3	19.8	20.0	30.5	30.0			5.1	5.0	4.8	5.0	60.3	60.0			28.2	30.0	11.5	10.0	39.7	40.0
FirstChoice	Tracker Balanced Fund	1.3	20.3	20.0	30.2	30.0			10.6	10.0			61.1	60.0	15.0	16.0	18.2	19.0	5.8	5.0	38.9	40.0
SmartShares	Balanced Fund	0.5	62.2	60.0									62.2	60.0					37.8	40.0	37.8	40.0
SuperLife KiwiSaver	AIM60 Fund	n.a	15.0	15.0	45.0	45.0							60.0	60.0	17.5	17.5	17.5	17.5	5.0	5.0	40.0	40.0
SuperLife KiwiSaver	Trustee60 Fund	n.a	n.a	20.0	n.a	30.0	n.a	10.0					n.a	60.0	n.a	17.5	n.a	17.5	n.a	5.0	n.a	40.0
AXA KiwiSaver	Balanced Fund	5.4	13.9	16.5	35.8	36.0	3.0	3.5					52.7	56.0	12.5	14.0	16.8	16.5	18.0	13.5	47.3	44.0
AMP KiwiSaver	Tower Balanced Fund	0.4	8.8	11.0	37.0	34.0	13.8	10.0					59.6	55.0	6.7	10.0	19.6	20.0	14.1	15.0	40.4	45.0
Tower KiwiPlan	Balanced Fund	9.4	8.8	11.0	37.0	34.0	13.8	10.0					59.6	55.0	6.7	10.0	19.6	20.0	14.2	15.0	40.4	45.0
Fidelity KiwiSaver	Balanced Kiwi Fund	2.9	11.7	12.5	22.0	30.0		10.0					33.6	52.5	19.7	35.0			46.7	12.5	66.4	47.5
AMP KiwiSaver	AMP Moderate Bal. Fund	7.3	8.7	11.6	29.5	30.4	13.2	9.0					51.4	51.0	18.4	20.0	9.3	12.0	20.9	17.0	48.6	49.0
Average		5.1	18.3	18.8	30.8	31.1	5.0	4.8	2.8	2.9	0.7	1.3	57.8	59.0	11.4	13.7	13.9	15.3	16.9	11.9	42.2	41.0

MJW comment

- Most funds have a substantial bias in favour of global shares over Australasian shares.
- The exposure to NZ bonds is possibly higher than one might have expected given the often expressed view in favour of global bonds.

3.3 Moderate Funds

Provider	Fund Name	FUM \$m	Aust Shares		Global Shares		Aust Property		Global Property		Alternative Assets		Growth Assets		NZ Bonds		Global Bonds		Cash		Income Assets	
			Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm
SIL KiwiSaver	Balanced Fund	13.3	12.6	12.5	24.3	26.0			10.1	10.0			46.9	48.5	10.4	10.5	22.5	22.5	20.2	18.5	53.1	51.5
Asteron KiwiSaver	Balanced Fund	0.6	18.3	20.0	19.2	20.0			4.0	5.0			41.5	45.0	25.0	25.0	24.5	25.0	9.0	5.0	58.5	55.0
ASB KiwiSaver	Moderate Fund	10.1	14.7	14.0	17.8	17.0			9.8	9.0			42.3	40.0	19.6	21.0	26.0	27.0	12.1	12.0	57.7	60.0
FirstChoice	Tracker Moderate Fund	1.0	14.6	14.0	17.7	17.0			9.7	9.0			41.9	40.0	19.5	21.0	25.8	27.0	12.8	12.0	58.1	60.0
AMP KiwiSaver	AMP Moderate Fund	5.1	6.1	8.8	21.3	22.2	10.6	7.0					38.0	38.0	24.6	25.0	12.4	16.0	25.1	21.0	62.0	62.0
SIL KiwiSaver	Conservative Bal. Fund	6.0	8.5	8.5	16.2	18.0			7.6	7.5			32.3	34.0	14.4	14.5	28.5	28.5	24.8	23.0	67.7	66.0
Average		6.0	12.5	13.0	19.4	20.0	1.8	1.2	6.9	6.8			40.5	40.9	18.9	19.5	23.3	24.3	17.3	15.3	59.5	59.1

MJW comment

- All managers are in line with benchmark asset allocations.
- The exposure to Australasian shares is higher cf global shares.

3.4 Conservative Funds

Provider	Fund Name	FUM \$m	Aust Shares		Global Shares		Aust Property		Global Property		Alternative Assets		Growth Assets		NZ Bonds		Global Bonds		Cash		Income Assets	
			Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm
FirstChoice	Active Conservative Fund	0.3	15.5	15.0	16.4	15.0							31.9	30.0			56.5	60.0	11.6	10.0	68.1	70.0
SuperLife KiwiSaver	AIM30 Fund	n.a	8.0	8.0	22.0	22.0							30.0	30.0	30.0	30.0	30.0	30.0	10.0	10.0	70.0	70.0
Tower KiwiPlan	Conservative Fund	1.1	4.4	6.0	18.5	18.0	6.9	6.0					29.8	30.0	36.4	15.0	9.8	30.0	24.0	25.0	70.2	70.0
Fidelity KiwiSaver	Conservative Kiwi Fund	1.3	7.6	10.0	12.6	10.0		7.5					20.2	27.5	24.6	57.5			55.1	15.0	79.8	72.5
AMP KiwiSaver	AMP Conservative Fund	1.1	3.5	6.0	13.0	14.0	8.1	5.0					24.6	25.0	30.7	30.0	15.5	20.0	29.3	25.0	75.4	75.0
AMP KiwiSaver	AMP Default Fund	46.8	4.0	5.0	11.6	13.0	4.9	2.0					20.5	20.0	18.1	7.0	3.3	5.0	58.1	68.0	79.5	80.0
ASB KiwiSaver	Conservative Fund	66.0	10.1	9.0	12.2	11.0							22.3	20.0	23.6	25.0	29.2	30.0	24.8	25.0	77.7	80.0
Asteron KiwiSaver	Conservative Fund	0.4	8.2	10.0	8.5	10.0							16.7	20.0	35.5	40.0	21.6	25.0	26.2	15.0	83.3	80.0
AXA KiwiSaver	Income Plus Fund	42.2	4.6	5.0	11.7	12.5	2.7	2.5					18.9	20.0	21.6	23.0	23.2	22.0	36.3	35.0	81.1	80.0
FirstChoice	Tracker Conservative Fund	4.2	10.0	9.0	12.1	11.0							22.0	20.0	23.3	25.0	28.8	30.0	25.8	25.0	78.0	80.0
Mercer KiwiBank	Conservative Fund	n.a	n.a	5.0	n.a	10.0	n.a	5.0	0.0	0.0	0.0	0.0	n.a	20.0	n.a	10.0	n.a	40.0	n.a	30.0	n.a	80.0
SmartShares	Conservative Fund	0.2	20.8	20.0									20.8	20.0					79.2	80.0	79.2	80.0
SuperLife KiwiSaver	D Fund	n.a	n.a	10.0	n.a	10.0							n.a	20.0	n.a	40.0			n.a	40.0	n.a	80.0
Tower KiwiPlan	Cash Enhanced Fund	0.5	3.1	4.0	13.0	12.0	4.8	4.0					20.9	20.0	2.3	7.5	6.9	15.0	70.0	57.5	79.1	80.0
SIL KiwiSaver	Conservative Fund	12.5	5.5	5.5	9.1	10.0			3.5	3.5			18.2	19.0	17.4	17.5	35.5	35.5	28.9	28.0	81.8	81.0
SuperLife KiwiSaver	AIM First Home Fund	n.a													n.a	30.0			n.a	70.0	n.a	100.0
Average		14.7	7.5	8.2	11.5	11.2	1.8	1.8	0.2	0.2			21.2	21.4	20.3	23.2	17.4	20.2	36.9	35.2	77.2	78.6

MJW comment

- One fund has no exposure to growth assets.
- The Funds Under Management figures show that this has been the most popular investment option.

4. KiwiSaver Funds – Membership Information

4.1 Introduction

In addition to the information above we asked the providers to send us information as to the number of enrolments they had. Some view this as sensitive information and have declined to comment. The information we do have is shown below.

4.2 Membership Figures

Provider	Members
	\$000
Default Providers	
AMP KiwiSaver	54.2
ASB KiwiSaver	69.6
AXA KiwiSaver	45.1
Tower KiwiPlan	36.9
<i>Subtotal</i>	205.8
Other Providers	
Asteron KiwiSaver	3.0
Fidelity KiwiSaver	9.7
FirstChoice	6.5
Fisher Funds	13.0
SmartShares	1.2
SIL KiwiSaver	38.1
<i>Subtotal</i>	71.5
Total	277.3

4.3 MJW comment

- The figures are as at March 2008 and so are less than some of the recently reported 500,000 plus membership numbers. In particular, there was a large influx of members during the month of April.
- The dominance of the default providers is apparent.

5. Master Trust Funds – Investment Returns

5.1 Growth Funds

Provider	Fund	G %	Returns								Standard Deviation			
			3 Months		1 Year		3 Years		5 Years		3 Years		5 Years	
			%	Rank	%	Rank	% pa	Rank	% pa	Rank	% pa	Rank	% pa	Rank
AMP	High Equity	90	-9.1	(6)	-4.5	(2)	13.2	(1)	16.8	(1)	12.4	(5)	10.7	(5)
	Lifesteps (Growth)	77	-7.5	(2)	-2.8	(1)	12.4	(2)	15.2	(2)	10.6	(2)	9.2	(2)
ASB	Growth	80	-8.5	(4)	-5.1	(3)	10.8	(3)	14.2	(3)	11.1	(3)	9.7	(3)
AXA	High Growth	85	-10.0	(7)	-10.8	(6)	8.2	(5)	11.5	(4)	11.3	(4)	9.7	(4)
Mercer	Growth	75	-6.7	(1)	-6.6	(5)	9.2	(4)	10.8	(5)	8.9	(1)	7.9	(1)
	High Growth	90	-8.7	(5)	-10.8	(7)	n.a		n.a		n.a		n.a	
Tower	LifeSaver Growth	n.a	-8.1	(3)	-5.5	(4)	n.a		n.a		n.a		n.a	
Average			-8.4		-6.6		10.8		13.7		10.9		9.4	

5.2 Balanced Funds

Provider	Fund	G %	Returns								Standard Deviation			
			3 Months		1 Year		3 Years		5 Years		3 Years		5 Years	
			%	Rank	%	Rank	% pa	Rank	% pa	Rank	% pa	Rank	% pa	Rank
AMP	AMP Balanced	60	-5.6	(10)	-0.9	(7)	10.4	(6)	11.9	(11)	8.0	(11)	7.1	(7)
	ASB Balanced	53	-5.8	(11)	-2.1	(9)	9.9	(7)	11.4	(13)	7.3	(6)	7.2	(8)
	BT Balanced	63	-7.5	(17)	-8.2	(17)	7.0	(17)	9.6	(14)	8.3	(14)	7.0	(6)
	ING Balanced	66	-6.6	(15)	-6.0	(13)	9.0	(12)	12.5	(4)	8.3	(13)	7.6	(13)
	Tower Balanced	55	-4.1	(5)	3.2	(3)	11.3	(4)	12.1	(10)	6.6	(3)	5.5	(3)
	Lifesteps (Progression)	64	-5.6	(9)	-0.6	(6)	11.5	(3)	13.5	(2)	8.6	(17)	7.5	(12)
ASB	Balanced	60	-5.9	(12)	-1.9	(8)	9.9	(8)	12.2	(9)	8.2	(12)	7.3	(9)
AXA	Balanced	56	-6.9	(16)	-6.3	(14)	7.3	(15)	9.4	(15)	7.7	(10)	6.6	(5)
Mercer	Mercer Active	65	-5.5	(8)	-4.9	(12)	8.5	(13)	n.a		7.3	(7)	n.a	
	Mercer Passive	50	-4.0	(4)	-0.2	(5)	9.0	(11)	n.a		7.1	(5)	n.a	
	AMPCI Balanced	60	-3.5	(2)	1.0	(4)	10.4	(5)	11.8	(12)	7.0	(4)	6.4	(4)
	BT Balanced	n.a	-4.7	(7)	-4.3	(11)	9.2	(9)	14.0	(1)	8.4	(16)	8.1	(15)
	ING SIL Balanced	66	-4.5	(6)	-2.8	(10)	9.1	(10)	13.0	(3)	7.7	(9)	7.3	(10)
	Tower Balanced	55	-3.0	(1)	5.6	(1)	12.0	(1)	12.3	(8)	6.1	(1)	5.2	(1)
Tower	Tower Balanced	55	-3.8	(3)	3.8	(2)	11.6	(2)	12.5	(6)	6.5	(2)	5.4	(2)
	BT Balanced	63	-6.5	(14)	-7.2	(16)	7.2	(16)	12.5	(5)	7.7	(8)	7.4	(11)
	ING SIL Fund	66	-6.3	(13)	-6.6	(15)	8.3	(14)	12.4	(7)	8.4	(15)	7.6	(14)
Average			-5.3		-2.2		9.5		12.1		7.6		6.9	

5.3 Conservative Funds

Provider	Fund	G %	Returns								Standard Deviation			
			3 Months		1 Year		3 Years		5 Years		3 Years		5 Years	
			%	Rank	%	Rank	% pa	Rank	% pa	Rank	% pa	Rank	% pa	Rank
AMP	Capital Assured	25	1.8	(1)	7.2	(1)	6.8	(4)	6.3	(5)	0.2	(1)	0.4	(1)
	Capital Stable	25	-1.1	(3)	3.7	(3)	8.2	(3)	8.9	(2)	3.5	(3)	3.1	(3)
ASB	Conservative	40	-3.2	(8)	1.4	(5)	8.9	(1)	10.1	(1)	6.1	(5)	5.3	(5)
AXA	Conservative	24	-1.9	(7)	0.9	(7)	6.6	(5)	7.1	(4)	3.1	(2)	2.7	(2)
	Income Plus	20	-1.8	(6)	n.a		n.a		n.a		n.a		n.a	
Mercer	Conservative	35	-1.5	(5)	1.3	(6)	8.2	(2)	8.5	(3)	3.7	(4)	3.4	(4)
Tower	LifeSaver Conservative	n.a	-1.3	(4)	3.1	(4)	n.a		n.a		n.a		n.a	
	Cap Preservation	n.a	1.5	(2)	6.0	(2)	5.7	(6)	4.6	(6)	n.a		n.a	
Average			-0.9		3.4		7.4		7.6		3.3		3.0	

5.4 Australasian Share Funds

Provider	Fund	Returns								Standard Deviation			
		3 Months		1 Year		3 Years		5 Years		3 Years		5 Years	
		%	Rank	%	Rank	% pa	Rank	% pa	Rank	% pa	Rank	% pa	Rank
NZ													
ASB Tower	NZ Shares Focus NZ	-13.3	(1)	-14.2	(1)	7.6	(1)	16.9	(1)	15.7	(2)	15.4	(2)
		-14.1	(2)	-15.7	(2)	5.8	(2)	13.8	(2)	12.9	(1)	12.4	(1)
	Average	-13.7		-14.9		6.7		15.3		14.3		13.9	
Trans-Tasman													
AXA	Growth	-13.2	(2)	-13.5	(2)	8.4	(1)	15.5	(1)	13.3	(3)	11.8	(2)
AXA	Value	-12.7	(1)	-10.7	(1)	6.2	(2)	14.8	(2)	11.5	(2)	10.8	(1)
Mercer	Trans-Tasman	-14.6	(3)	-15.3	(3)	2.3	(3)	n.a		9.7	(1)	n.a	
	Average	-13.5		-13.2		5.6		15.1		11.5		11.3	
Indices													
	NZSX50 (incl IC's)	-13.6		-13.9		6.2		13.5		12.2		11.6	
	ASX 200	-14.4		-7.0		13.9		18.0		12.1		10.2	

5.5 Global Share Funds

Provider	Fund	Returns								Standard Deviation			
		3 Months		1 Year		3 Years		5 Years		3 Years		5 Years	
		%	Rank	%	Rank	% pa	Rank	% pa	Rank	% pa	Rank	% pa	Rank
ASB	World shares	-10.3	(2)	-6.2	(1)	12.8	(2)	16.2	(3)	14.8	(4)	13.1	(3)
AXA	Growth	-15.2	(7)	-16.3	(7)	5.3	(7)	4.7	(6)	14.1	(2)	12.2	(2)
	Value	-12.4	(6)	-15.5	(5)	8.6	(4)	10.9	(5)	14.1	(3)	11.7	(1)
	Passive	-10.4	(3)	-12.3	(2)	11.0	(3)	13.5	(4)	16.9	(6)	14.6	(5)
Mercer	Global Shares	-12.1	(5)	-12.3	(3)	5.9	(6)	n.a		11.3	(1)	n.a	
Tower	LifeSaver Equity	-11.7	(4)	-15.5	(4)	7.1	(5)	16.4	(2)	15.7	(5)	14.5	(4)
	BT Int'l	-9.6	(1)	-16.3	(6)	12.9	(1)	26.4	(1)	21.8	(7)	20.5	(6)
	Average	-11.7		-13.5		9.1		14.7		15.5		14.4	
Index													
	MSCI hedged	-10.6		-5.6		11.6		17.6		9.6		9.3	
	MSCI unhedged	-10.9		-11.6		6.7		8.6		14.3		12.3	

5.6 Property Funds

Provider	Fund	Returns								Standard Deviation			
		3 Months		1 Year		3 Years		5 Years		3 Years		5 Years	
		%	Rank	%	Rank	% pa	Rank	% pa	Rank	% pa	Rank	% pa	Rank
NZ													
ASB	NZ & Aus Prop	-13.6	(2)	-15.5	(1)	8.8	(2)	11.1	(2)	18.2	(2)	15.0	(2)
AXA	Listed	-11.6	(1)	-18.1	(2)	11.7	(1)	14.6	(1)	11.3	(1)	9.3	(1)
	Average	-12.6		-16.8		10.2		12.8		14.8		12.1	
Global													
AXA	International	-2.6		-16.9		15.7		20.6		11.3		9.3	
Index													
	NZSE Property	-7.2		-17.8		9.3		12.1		11.8		9.7	
	UBS Global Property	-2.0		-19.0		14.4		n.a		13.6		n.a	

5.7 NZ Bond Funds

Provider	Fund	Returns								Standard Deviation			
		3 Months		1 Year		3 Years		5 Years		3 Years		5 Years	
		%	Rank	%	Rank	% pa	Rank	% pa	Rank	% pa	Rank	% pa	Rank
ASB	NZ Fixed	1.5	(2)	5.8	(1)	6.7	(1)	6.2	(1)	0.8	(1)	0.7	(1)
AXA	NZ Fixed	1.8	(1)	5.7	(2)	5.6	(2)	5.4	(2)	1.9	(3)	2.1	(3)
Tower	Focus Fixed	1.5	(3)	5.0	(3)	5.4	(3)	5.2	(3)	1.7	(2)	1.9	(2)
Average		1.6		5.5		5.9		5.6		1.5		1.5	
Index													
NZ Govt Stock		2.9		5.8		5.8		5.5		2.4		2.5	

5.8 Global Bond Funds

Provider	Fund	Returns								Standard Deviation			
		3 Months		1 Year		3 Years		5 Years		3 Years		5 Years	
		%	Rank	%	Rank	% pa	Rank	% pa	Rank	% pa	Rank	% pa	Rank
ASB	World Fixed	3.1	(1)	14.0	(1)	11.9	(1)	10.4	(1)	2.0	(1)	1.7	(1)
AXA	Int'l Fixed	2.4	(2)	6.4	(2)	5.3	(2)	5.9	(2)	4.4	(2)	3.9	(2)
Average		2.7		10.2		8.6		8.1		3.2		2.8	
Index													
Lehman		3.2		10.0		8.1		8.0		2.4		2.7	

5.9 Cash Funds

Provider	Fund	Returns								Standard Deviation			
		3 Months		1 Year		3 Years		5 Years		3 Years		5 Years	
		%	Rank	%	Rank	% pa	Rank	% pa	Rank	% pa	Rank	% pa	Rank
ASB	Cash	2.0	(2)	12.9	(1)	15.4	(1)	14.2	(1)	1.0	(4)	0.9	(4)
AXA	Cash	1.6	(3)	7.1	(3)	7.2	(3)	6.5	(2)	0.2	(1)	0.3	(1)
Mercer	Cash	1.2	(4)	4.9	(4)	4.9	(4)	4.3	(4)	0.2	(3)	0.4	(3)
Tower	Preservation	2.0	(1)	8.0	(2)	7.3	(2)	6.5	(3)	0.2	(2)	0.3	(2)
Average		1.7		8.2		8.7		7.9		0.4		0.5	
Index													
90 Day Bank Bill		2.2		8.8		8.0		7.2		0.2		0.3	

5.10 Other Funds

Provider	Fund	Returns								Standard Deviation			
		3 Months		1 Year		3 Years		5 Years		3 Years		5 Years	
		%	Rank	%	Rank	% pa	Rank	% pa	Rank	% pa	Rank	% pa	Rank
Mercer	Shares	-12.0		-13.5		2.2		4.9		8.6		7.3	
	Property	-3.7		-13.8		n.a		n.a		n.a		n.a	
	Fixed Interest	2.0		4.3		n.a		n.a		n.a		n.a	

6. Master Trust Funds – Asset Allocation

6.1 Growth Funds

Provider	Fund	Aust Shares		Global Shares		Property		Other		Growth Assets		NZ Bonds		Global Bonds		Cash		Income Assets		Currency	
		Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	Act	B'm	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm
AMP	High Equity	17	20	54	55	21	15	0	0	92	90	0	5	0	0	8	5	8	10	33	31
AMP	Lifesteps - Growth	14	17	46	47	18	13	0	0	78	77	6	10	3	4	13	9	22	23	28	28
ASB	Growth	14	14	58	58	8	8	0	0	80	80	8	8	8	8	4	4	20	20	17	17
AXA	High Growth	20	24	56	58	3	4	0	0	79	85	4	6	8	8	8	2	21	15	39	29
Mercer	Growth	16	16	39	39	10	10	10	10	75	75	4	4	16	16	5	5	25	25	n.a	n.a
Mercer	High Growth	19	19	46	46	15	15	10	10	90	90	2	2	5	5	3	3	10	10	n.a	n.a
Tower	LifeSaver Growth Fund	19	n.a	53	n.a	7	n.a	0	n.a	79	n.a	3	n.a	10	n.a	8	n.a	21	n.a	n.a	n.a
Average		17	18	50	50	12	11	3	3	82	83	4	6	7	7	7	5	18	17	29	26

MJW comment

- In due course we expect that all the funds on offer will be consistent between KiwiSaver and Master Trust products.

6.2 Balanced Funds

Provider	Fund	Aust Shares		Global Shares		Property		Other		Growth Assets		NZ Bonds		Global Bonds		Cash		Income Assets		Currency	
		Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	Act	B'm	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm
AMP	AMP Balanced	12	15	34	35	14	10	0	0	60	60	21	20	10	15	9	5	40	40	25	23
AMP	ASB Balanced	19	19	28	28	10	6	0	0	57	53	16	15	19	15	8	10	43	40	12	12
AMP	BT Balanced	19	20	33	33	5	5	6	5	62	63	16	20	13	12	9	5	38	37	33	33
AMP	ING Balanced	16	17	32	37	12	12	0	0	60	66	17	17	12	12	10	5	38	33	26	24
AMP	Tower Balanced	9	11	37	34	14	10	0	0	60	55	7	10	20	20	14	15	41	45	20	20
AMP	Lifesteps - Progression	11	14	38	39	16	11	0	0	65	64	12	15	6	8	17	13	35	36	25	25
ASB	ASB Balanced	11	11	43	43	6	6	0	0	60	60	15	15	15	15	11	10	40	40	12	12
AXA	AXA Balanced	14	17	36	36	3	4	0	0	53	56	12	14	17	17	18	14	47	44	28	18
Mercer	Mercer Active	13	13	32	32	10	10	10	10	65	65	6	6	24	24	5	5	35	35	n.a	n.a
Mercer	Mercer Passive	15	15	35	35	0	0	0	0	50	50	17	16	23	24	10	10	50	50	n.a	n.a
Mercer	AMPCI Balanced	12	15	34	35	14	10	0	0	60	60	21	20	10	15	9	5	40	40	25	23
Mercer	AXA Balanced	14	17	36	36	3	4	0	0	53	56	12	14	17	17	18	14	47	44	28	18
Mercer	ING SIL Balanced	16	17	32	37	12	12	0	0	60	66	17	17	12	12	10	5	38	33	26	24
Mercer	Tower Balanced	9	11	37	34	14	10	0	0	60	55	7	10	20	20	14	15	40	45	24	20
Tower	Tower Balanced	9	11	37	34	14	10	0	0	60	55	7	10	20	20	14	15	40	45	24	20
Tower	BT Balanced	20	20	39	33	5	5	0	5	64	63	15	20	12	12	10	5	36	37	n.a	n.a
Tower	ING SIL Balanced	16	17	32	37	12	12	0	0	60	66	17	17	12	12	10	5	38	33	26	24
Average		14	15	35	35	9	8	1	1	59	60	14	15	15	16	12	9	40	40	24	21

6.3 Conservative Funds

Provider	Fund	Aust Shares		Global Shares		Property		Other		Growth Assets		NZ Bonds		Global Bonds		Cash		Income Assets		Currency	
		Act	B'm	Act	B'm	Act	B'm	Act	B'm	Act	Act	B'm	B'm	Act	B'm	Act	B'm	Act	B'm	Act	B'm
		%	%	%	%	%	%	%	%	%	5	%	%	%	%	%	%	%	%	%	%
AMP	Capital Assured	5	6	14	14	6	5	0	0	26	25	53	50	0	0	21	25	74	75	3	3
AMP	Capital Stable	3	6	13	14	8	5	0	0	25	25	31	30	15	20	29	25	75	75	17	15
ASB	Conservative	7	7	29	29	4	4	0	0	40	40	25	25	25	25	10	10	60	60	8	8
AXA	Conservative	4	6	13	14	3	4	0	0	20	24	23	25	21	20	36	32	80	77	9	7
AXA	Income Plus	5	5	12	13	3	3	0	0	19	20	22	23	23	22	36	35	81	80	8	6
Mercer	Conservative	5	6	15	14	5	5	10	10	35	35	8	8	32	32	25	25	65	65	n.a	n.a
Tower	LifeSaver Conservative Fund	4	n.a	19	n.a	7	n.a	0	n.a	30	n.a	36	n.a	10	n.a	24	n.a	70	n.a	n.a	n.a
Tower	BNZ Capital Enhanced	0	0	0	0	0	0	0	0	0	0	n.a	n.a	0	0	n.a	n.a	n.a	n.a	n.a	n.a
Tower	Capital Preservation Fund	4	n.a	15	n.a	22	n.a	0	n.a	40	n.a	0	n.a	18	n.a	42	n.a	60	n.a	n.a	n.a
Average		4	5	13	12	6	3	1	1	23	21	25	27	16	17	28	25	71	72	9	8

7. Master Trust Funds – Funds Under Management

7.1 Introduction

Note that in some cases the split by sector is not exhaustive and so does not reconcile with the total Funds Under Management.

7.2 Funds Under Management

Provider	Total \$m	Diversified Funds	\$m	Sector Funds	\$m
AMP	1,204.8	AMP Balanced	316.5	Cash Fund	17.3
		ASB Balanced	22.7		
		BT Balanced	87.0		
		ING Balanced	134.6		
		Tower Balanced	99.8		
		Capital Assured	114.2		
		Capital Stable	76.6		
		High Equity	186.1		
		Lifesteps - Aggressive	7.3		
		Lifesteps - Growth	22.6		
		Lifesteps - Balanced	38.7		
		Lifesteps - Moderate Balanced	45.6		
		Lifesteps - Moderate	32.1		
Lifesteps - Conservative	3.6				
ASB	329.3	Balanced	171.8	NZ Shares	34.7
		Conservative	44.4	Overseas Shares	192.4
		Growth	76.8	Property	19.3
				NZ Fixed Interest	46.5
				Overseas Fixed Interest	45.2
				Cash	35.2
AXA	687.6	Balanced	282.8	NZ Shares (Brook)	42.3
		Conservative	104.2	NZ Shares (Alliance Bernstein)	47.4
		High Growth	101.1	Overseas Shares (Alliance Capital)	67.7
				Overseas Shares (Bernstein)	66.7
				Overseas Shares Passive	75.3
				Aust Property	23.6
				Global Property	14.2
				NZ Fixed Interest	89.8
				Overseas Fixed Interest	47.5
				Cash	165.5
		Mercer	1,316.9	Active	30.8
Passive	3.5			Fixed Interest	0.6
Conservative	28.5			Cash	n.a
Growth	55.1				
High Growth	3.8				
Tower	262.5	Tower Balanced	136.7	NZ Shares	7.2
		BT Balanced	18.7	Overseas Shares (Focus Int'l)	19.5
		ING SIL Balanced	5.9	Overseas Shares (BT Int'l)	6.0
		LifeSaver Conservative	4.6	NZ Fixed Interest	6.6
		LifeSaver Growth	15.0	Cash	17.6