MJW Survey – December 2014

Quarterly market overview

KiwiSaver

Wholesale funds & KiwiSaver results



January 2015

Market returns	Quarter (%)	Year (%)		Quarter (%)	Year (%)
NZX 50 (including imputation credits)	6.2	19.2	NZX NZ Government Bond	3.0	7.8
S&P/ASX 200 (AUD)	3.1	5.6	NZX Corporate A Grade	2.4	7.4
MSCI World - Local Currency	3.3	9.8	NZ All Swaps	2.7	7.9
MSCI World - Hedged	4.1	13.0	Barclays Global Aggregate	3.2	11.1
MSCI World - Unhedged	0.7	10.5	Citigroup WGBI	3.6	11.8
MSCI Emerging Markets - Unhedged	-4.8	3.0	90 Day Bank Bill	0.9	3.4
NZX Property	10.0	24.2	NZ \$ / US \$	0.3	-5.0
UBS Global Property	13.0	30.2	NZ \$ / A \$	7.2	3.8

1 Quarterly market overview

NZ cash and fixed interest: The direction of interest rates continues to surprise investors, none more so than in the NZ market. We have been thinking for some time that with global markets and the global economy recovering interest rates would just rise gradually up to a level which while not quite their "normal" level would not be too far away. But this has not worked out as expected and the 4th quarter again saw falls in NZ rates with the 10 year Government bond yield falling from 4.14% to 3.65% and 3 year rates down to 3.53% from 3.89%. The fall was to a large extent driven by global demand for the relatively high NZ rates. In a global world where most developed economies are still running Government deficits NZ stands out with its strong Government fiscal position. The position on global bonds paints a similar picture with 10 year German nominal yields down from 2.11% 12 months ago to 0.6%. The position in January has seen a continuation of the fall in rates with the NZ 10 year rate falling to 3.33% by January 28th.

Shares: The NZ market has continued to be one of the strongest performing markets over the last 12 months and the quarter saw another strong return. In contrast the Australian market has continued to underperform with a return of 5.6% for the year. Without the poor performing commodity sector, which fell 16.4%, the index would have been up 11.4%. Global developed markets were up 4.1% for the quarter on a hedged basis, but returned just 0.7% for those investors with no hedging as the NZ\$ appreciated against all the major currencies. Emerging markets continue to be a challenge with a quarterly local currency return of 0.1%. Over the 12 months they underperformed developed markets by over 11%.

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The quarter saw good results again for each of the different risk return sectors. The growth funds were up 3.7% on average while the conservative funds still managed 2.5%. There are two providers who stand out with good performance across all of the different risk categories are ANZ and the Aon funds invested with Russell.

Rather than look at just the 3 month numbers which by definition is a very short time horizon we have looked at the 1 year numbers. Top for the Balanced Funds (which in the MJW survey covers funds with a benchmark asset allocation to growth assets of between 51% and 65%) is ANZ's Balanced Growth Fund achieving 12.3%. The returns are gross of tax but net of investment fees. The actual return to an investor will be less and dependent on their income tax rate. An interesting feature of the ANZ fund is their increasing exposure to global assets at a time when the strong inflow of new money means their ability to invest locally is increasingly limited. The Aon fund is 2nd at 11.2% and as ever the Aon fund has its own particular performance drivers namely a high allocation to global bonds which have continued to perform well while their nil exposure to currency again added value.

Looking at the growth funds Kiwi Bank's KiwiWealth scheme is top with 14.2% followed by ANZ and Westpac. In this sector some managers choose to pursue very different strategies and for Fisher this has led to a weak 6.3% for the year. The results for the Conservative sector have been dominated by the Aon Russell fund for some time driven by their exposure to global bonds. For the year, this fund returned a healthy 10.3% which even beat a small number of Balanced Funds. This Aon Fund pursues a very different strategy to other funds as witness the nil exposure to cash. Some would argue that the Fund has been running a high risk strategy. To illustrate this we have only to compare this Aon Russell Fund with the BNZ Fund managed by Russell which has a 34% allocation to cash. The impact on the return of the cash exposure was a difference of 10.3% versus 8.6% return.

A feature of 2014 was the downturn in commodity prices which impacted on those managers who have included exposure to this sector as part of their efforts to diversify their funds. This included AMP and Mercer.



Wholesale Fund Returns

N7.&	Australian	Australian	FUM	3 mor	nths	1 ye	ar	3 yea	ars	5 yea	ars	10 ye	ars	3 v	ears	pa
Share		Exposure/ Hedging %														
Share	5	Heaging %	\$m	%	Rk	%	ĸĸ	% pa	RK	% pa	ĸĸ	% ра	Rk	Tr Err	IR	Rk
Australa	sian															
AMPCI	Active ₁	0/0	499.6	6.3	(9)	23.8	(8)	21.8	(12)	14.0	(6)	9.6	(6)	3.2	0.3	(12)
AMPCI	Strategic ₂	0/0	159.3	7.5	(3)	24.5	(6)	22.7	(8)	13.6	(9)	10.4	(2)	4.0	0.4	(7)
AMPCI	Responsible ₁	0/0	8.2	6.7	(4)	23.8	(7)	-	()	-	()	-	. ,	-	-	. ,
ANZ	Australasian Share	a 13/0	652.6	5.8	(12)	22.8	(9)	22.5	(9)	14.5	(5)	9.9	(5)	2.0	0.8	(5)
ANZ	NZ Shares ₁	0/0	179.0	6.0	(10)	22.2	(10)	23.0	(7)	15.2	(4)	9.1	(7)	1.9	1.1	(3)
DEV	Equity Income ₁₊₃	46/96	77.2	6.7	(5)	26.8	(3)	23.4	(4)	-		-		6.3	0.4	(10)
DEV	NZ Core ₁	14/80	168.7	5.6	(13)	27.4	(2)	24.7	(3)	-		-		3.6	1.0	(4)
FIS	Trans-Tasman₁	8/20	480.4	6.0	(11)	19.2	(14)	21.3	(15)	13.3	(10)	8.9	(8)	3.9	0.1	(15)
HAM	Australasian Eq _x	29/9	577.2	2.4	(18)	13.8	(18)	22.0	(10)	-		-		4.1	0.3	(13)
НАМ	Equity Income _x	50/87	79.7	7.8	(2)	25.0	(5)	23.2	(6)	-		-		5.3	0.4	(8)
MAM	NZ Equities ₁	0/0	467.2	5.2	(14)	15.1	(17)	26.0	(2)	17.1	(2)	-		3.5	1.5	(1)
MERCER	Trans-Tasman₁	13/33	332.0	4.3	(17)	18.5	(15)	21.9	(11)	13.7	(8)	10.0	(4)	2.4	0.4	(9)
MNT	Trans-Tasman₁	14/93	64.8	6.5	(7)	21.1	(11)	26.3	(1)	17.4	(1)	-		4.3	1.2	(2)
NIK	Core ₁	8/0	279.6	6.4	(8)	20.1	(12)	21.6	(14)	13.0	(11)	8.6	(9)	2.0	0.3	(11)
QAM	NZ Equities ₁	0/0	26.3	4.4	(16)	16.7	(16)	18.1	(16)	-		-		3.7	-0.8	(16)
RUS	Harbour Australasia	an ₁ 5/0	81.4	5.0	(15)	19.4	(13)	-		-		-		-	-	
SALT	NZ Share Plus ₁	3/100	396.6	6.6	(6)	25.6	(4)	21.7	(13)	13.8	(7)	10.4	(3)	3.2	0.3	(14)
SALT	Dividend Share1	0/0	73.7	8.5	(1)	29.0	(1)	23.4	(5)	15.5	(3)	11.3	(1)	3.4	0.7	(6)
Median				6.1		22.5		22.6		14.0		9.9		3.6	0.4	
Other																
ANZ	FOF		24.4	4.4		20.3		20.4		13.1		10.6		11	0.1	
DEV	ESF ₄		34.4	4.4 2.4		20.3 19.7		20.4 26.6				10.6		4.1 6.9	-0.1 0.8	
DEV	Alpha _x Trans Tasman		92.8 92.5	2.4 4.4		22.5		20.0 24.9		- 14.4		- 13.0		6.9 6.1	0.8 0.7	
FIS	Trans-Tasman ₁₊₃ NZ Grow th _x		92.5 132.5	4.4		15.2		24.9		15.4		11.6		5.9	0.7	
MAM	Dynamic (small cap		119.8	2.3		15.2		- 22.5		- 13.4		-		- 5.8	-	
MAM	Trans-Tasman ₁₊₃	')x	274.2	0.7		9.5		- 20.2		- 13.6		-		5.6	- -0.1	
NIK	Concentrated ₄		49.1	9.4		9.5 20.0		20.2		11.7		- 13.9		6.1	-0.1	
NIK	Small Companies _x		12.7	-2.6		20.0 5.4		17.0		8.7		10.3		10.4	-0.1	
PIE	Australasian Grow	th.	58.8	-1.0		12.6		27.9		22.9		10.5		12.1	0.6	
SALT	Focus Share ₂	uix	55.1	5.9		23.9		23.2		14.9		_		4.9	0.5	
Median			55.1	3.4		17.4		22.5		14.0		11.6		6.1	0.3	
				0.4		17.4		22.0		14.0		11.0		0.7	0.0	
Indexed																
SMS	NZ Top 10		55.8	5.2		7.0		15.3		9.9		3.9		4.5	-1.2	
SMS	NZ Top 50		148.3	8.8		18.0		21.9		11.9		7.0		4.7	0.2	
SMS	NZ Mid Cap		51.3	12.0		25.7		25.3		11.5		6.9		5.5	0.8	
SMS	Aus Mid Cap		49.5	4.0		14.5		8.8		3.5		5.0		12.8	-0.9	
SMS	Aus Top 20		87.0	-2.4		3.0		7.3		3.0		8.5		12.0	-1.1	
Australia	an															
AMPCI	Australian*3		31.4	-2.8	(3)	6.1	(3)	8.3	(4)	4.3	(2)	8.6	(1)	1.9	0.8	(3)
ANZ	Australian ₃		484.2	-3.9	(5)	-0.4	(5)	9.8	(2)		(1)	-	. ,	3.7	0.8	(4)
DEV	Australian ₃		33.7	-2.4	(2)	7.5	(2)	13.4	(1)	-	. ,	-		3.2	2.1	(1)
FRK	Australian*3		0.0	-3.8	(4)	2.7		8.3	(5)	4.0	(3)	8.2	(2)	1.4	1.1	(2)
QAM	Australian*3		25.1		(1)	11.7			(3)	-	\-/	-	. /	4.7	0.6	(5)
Indexes																
NZX 50 in	ncl. ICs ₁			6.2		19.2		20.9		13.0		7.6				
NZX 50 P	ortfolio ₂			7.6		21.5		22.4		13.4		8.6				
ASX 200	(NZD) ₃			-3.8		1.7		6.7		3.3		7.2				
90 day BE	B + 5% pa₄			2.2		8.6		8.2		8.2		10.3				

Benchmark indexes These are shown in subscript where applicable. An 'x' indicates that the fund is either not benchmarked against any of the indexes shown or does not have a benchmark.

*Unhedged.



		Emging	3 mor	nth <u>s</u>	1 ye	ar	3 yea	irs	5 yea	irs	10 ye	ars	3 y	ears p	ba
Globa	l Shares	Mkts %	%	Rk	%		% pa		% pa		% pa	Rk	Tr Err	IR .	Rk
04.1															
Style Ne AB		8.6	0.0	$\langle 0 \rangle$	10.0	(6)	15 76	(0)	6.6	(12)	2.4	(11)	2.7	0.1	(0)
AMPCI	Style Blend ₁ Core Global ₁	3.4	0.9 1.1	(9) (8)	10.8 11.4	(6) (2)	15.76 16.98	(9) (6)	6.6	(13) (5)	3.4 5.8	(11) (6)	1.4	1.1	(9) (4)
ANZ	Int'l Eq ₂	3.4 4.7	2.9	(8)	10.9	(2) (5)	17.98	(0)	9.2 10.6	(3)	5.8 7.5	(0)	2.4	1.1	(4) (5)
ART	Global Equity ₂	4.7	2.9 3.9	(4) (1)	10.9	(10)		(4) (1)	-	(3)	- 1.5	(3)	4.9	1.1	(3)
FIS	International ₂	9.2	0.9	(10)	10.2	• •				(12)	5.2	(9)	2.2	-1.4	(15)
FRK	Templeton ₂	-		(15)		(12)	17.03	(13)		(12)	5.4	(7)	4.6	0.4	(13)
IBB	Int'l Shares ₂	9.0	0.3	(14)		(14)	14.42	• •		(10)	4.9	(10)	2.7	-0.4	(13)
JANA	Core Global ₁	6.9	1.1	(7)	11.2	(3)	16.67	• •	9.3	(4)		(10)	2.2	0.6	(6)
MERCER	Share Plus ₁	7.9	0.8	(11)	11.0	(4)	14.78			(.)	-		3.8	-0.2	(11)
MFS	Global Eq ₁	3.0	3.3	(3)	10.5	(8)	19.00	(3)	11.5	(2)	8.6	(2)	2.9	1.3	(2)
MLC		7.7	0.4	(13)	10.1		14.90	• •		(8)	5.9	(5)	1.8	-0.3	(12)
NIK	Multi-Manager ₁	10.1	0.6	(12)		(13)	14.55	• •		(7)		(0)	2.0	-0.4	(14)
RUS	ISF _x	4.7	1.2	(6)	10.6	(7)	16.56	(8)	9.1	(6)	5.3	(8)	2.1	0.6	(7)
RUS	GOFx	10.3	2.2	(5)	10.3	(9)	15.18	• •		(11)	6.6	(4)	2.7	-0.1	(10)
WEL	Opportunities ₂	-	3.9	(2)	12.3	(1)	20.43	(2)	12.0	(1)	8.7	(1)	3.0	1.7	(1)
Median			1.1	(-)	10.5	(.)	16.6	(-)	9.0	(-)	5.8	(-)	2.7	0.4	(.,
Value									0.0		0.0				
AB	Value		1.8	(2)	11.8	(1)	17.6	(2)	6.7	(6)	3.7	(2)	3.6	0.6	(2)
ART	Value		1.0 2.8	(2) (1)	11.8	(1) (2)	19.6	(2)	14.1	• • •		(3)	3.0	0.0 1.3	(2)
DFA	Value		2.0 -2.1	(1)	5.7	(2) (4)	15.7	(1) (3)	8.3	(1) (3)	- 5.2	(2)	3.5	0.1	(1) (3)
ELE	Value		-2.1	(4) (5)	4.6	(4)	11.5	(6)	8.4	(2)	J.Z -	(2)	4.2	-0.9	(3)
GMO	Equity		-2.3	(6)	4.0 5.0	(5)	11.7	(5)	7.2	(2) (5)	5.5	(1)	2.3	-0.9	(4)
WEL	Value		0.6	(3)	11.1	(3)	13.3	(3)	7.9	(4)	- 5.5	(1)	2.0	-1.0	(5)
Median	Value		-0.7	(0)	8.4	(0)	14.5	(-)	8.1	(-)	5.2		3.3	-0.4	(3)
			0.7		0.4		14.0		0.1		0.2		0.0	0.4	
Growth	Orough Trondo		0.4	(1)	0.0		40.7		<u> </u>		2.0	(4)	27	05	(5)
AB ART	Grow th Trends		0.1	(4) (5)	9.2	(5)	13.7	(5) (2)	6.2	(5) (1)	2.8	(4)	3.7	-0.5	(5) (2)
FRK	Global Opportunities ₂		-0.7 4.5	(5) (1)	9.2 9.6	(4) (3)	19.6 16.7	(2) (3)	14.5 9.2	(1) (3)	7.7	(1)	6.9 4.3	0.6 0.3	(2)
MFS	Equity Grow th		4.5 3.9	(1)	9.0 11.1	(3) (1)	16.0		9.2 9.2	(3)	7.4	(1) (2)	2.7	0.3	(3)
WEL	Grow th		3.9 0.6	(2)	9.7	(1)	21.8	(4) (1)	9.2 11.0	(4)	7.4 5.1	(2) (3)	2.7 5.6	0.2 1.1	(4) (1)
Median	Growth		0.0	(3)	9.6	(2)	16.7	(1)	9.2	(2)	6.2	(3)	4.3	0.3	(1)
			0.0		9.0		10.7		9.2		0.2		4.5	0.5	
Indexed															
AMPCI	NWIN		0.9		11.0		15.6		8.9		-		0.4	0.5	
VAN			0.9		11.1		16.0		9.1		5.5		0.6	1.1	
Emergin	g														
AMPCI			-3.4		6.7		7.6		4.3		5.4		3.4	1.1	
ART			-3.5		2.4		3.6		-1.8		-		2.5	-0.2	
GMO			-5.8		-0.9		1.4		-0.3		6.8		3.1	-0.8	
MERCER			-4.9		3.1		5.4		1.3		-		4.9	0.3	
Socially I	Responsible														
AMPCI	Responsible		-0.2		10.9		15.8		8.7		6.2		1.6	0.3	
NIK	SRI		1.5		7.2		15.1		7.9		-		3.5	-0.1	
Other															
JANA	High Alpha		0.4		11.1		18.6		10.4		-		2.8	1.1	
Indexes				_								_			
MSCI 0%	hedged1		0.7		10.5		15.4		8.6		5.2				
	% hedged		4.1		13.0		20.5		13.1		7.4				
	NI 0% hedged ₂		0.1		9.7		14.0		7.6		5.3				
MSCI Eme	erging 0% hedged		-4.8		3.0		4.0		0.3		7.6				



MJW Investment Survey - December 2014

Dresso		FUM	3 mon	ths	1 ye	ar	3 yea	ars	5 yea	ars	10 ye	ars	3 у	ears	ра
Prope	rty	\$m	%	Rk	%	Rk	% pa	Rk	% pa	Rk	% pa	Rk	Tr Err	IR	Rk
NZ Liste	d														
AMPCI	NZ Listed	17.4	9.2	(4)	24.3	(3)	19.6	(2)	15.1	(3)	-		2.5	1.5	(3)
ANZ	Property Securities	138.4	9.7	(2)	24.8	(2)	20.9	(1)	15.3	(2)	11.2	(1)	3.1	1.6	(2)
MNT	Australasian	39.2	8.9	(5)	24.2	(4)	18.9	(4)	13.8	(4)	-		3.1	1.0	(5)
NIK	Property Securities	37.2	9.6	(3)	24.0	(5)	17.1	(5)	-		-		1.2	1.1	(4)
SALT	NZ Listed	259.8	9.9	(1)	26.1	(1)	18.9	(3)	15.4	(1)	10.6	(2)	1.6	1.9	(1)
Median			9.6		24.3		18.9		15.2		10.9		2.5	1.5	
NZ Direc	t														
FIS	Property Fund	329.9	2.9	(1)	12.1	(1)	11.9	(1)	10.0	(1)	10.4	(1)	3.5	0.5	(1)
TRU	Property Fund	92.0	1.2	(2)	7.7	(2)	8.8	(2)	8.1	(2)	8.4	(2)	8.2	-0.9	(2)
Global 10	00% Hedged														
ANZ	Ex Aus	393.3	12.5	(1)	29.8	(1)	20.1	(1)	17.0	(1)	8.5	(1)	1.8	-0.2	(1)
IBB	Int'l Property	27.6	3.1	(2)	20.2	(2)	10.2	(2)	9.4	(2)	-		6.7	-1.5	(2)
Global 13	39% Hedged														
AMPCI	GPSF	112.1	14.3	(1)	29.5	(1)	22.8	(2)	17.8	(1)	10.3	(1)	4.3	0.5	(2)
MERCER	Global Listed	66.1	12.2	(2)	25.1	(2)	23.7	(1)	-		-		5.6	0.6	(1)
Other															
ANZ	Trans-Tasman	320.0	10.1		25.6		22.6		14.5		-		5.1	1.3	
Indexes															
NZX Prop	ertv		10.0		24.2		15.9		12.3		8.5				
-	al Property		13.0		30.2		20.5		16.6		8.6				

		FUM	3 mor	nths	1 ye	ar	3 yea	ars	5 yea	ars	10 ye	ars	3 y	ears	ра
NZ Bo	onas	\$m	%	Rk	%	Rk	% pa	Rk	% pa	Rk	% pa	Rk	Tr Err	IR	Rk
AMPCI	AIF F1	1,725.5	3.1	(1)	8.7	(1)	4.8	(3)	7.0	(3)	7.5	(1)	0.5	2.6	(1)
ANZ	NZ Fixed Plus ₁	1,147.5	3.0	(2)	8.5	(2)	4.6	(5)	7.2	(2)	6.7	(4)	0.6	2.1	(2)
FIS	NZ Fixed Interest ₁	957.4	2.9	(3)	7.8	(5)	4.6	(4)	6.5	(4)	6.9	(3)	0.8	1.4	(4)
HAM	Core Fixed ₁₊₂	112.9	2.1	(6)	7.2	(6)	5.1	(2)	-		-		1.3	1.3	(5)
NIK	NZ Fixed Interest ₁	246.0	2.8	(4)	8.5	(3)	5.8	(1)	7.6	(1)	7.1	(2)	1.2	2.0	(3)
RUS	Harbour ₁₊₂	69.9	2.6	(5)	7.9	(4)	-		-		-		-	-	
Median			2.8		8.2		4.8		7.1		7.0		0.8	2.0	
Other															
AMPCI	Short Duration _x	184.7	1.8		6.0		5.1		5.4		-		2.5	0.7	
ANZ	Sovereign ₁	579.7	3.0		7.5		3.5		6.2		7.0		0.5	0.0	
ANZ	High Grade₃	499.0	3.0		9.3		5.4		7.8		6.1		1.0	2.0	
HAM	Corporate Bonds ₂	185.7	2.1		7.1		5.7		6.2		-		2.0	1.1	
HAM	Short Duration _x	43.6	1.2		4.2		-		-		-		-	-	
MAM	Trans-Tasman _x	238.0	2.9		9.7		-		-		-		-	-	
NIK	Inv. Grade Corporate ₁	90.5	2.7		8.7		6.7		8.0		-		1.8	1.8	
Indexes															
NZXNZ	Govt Stock ₁		3.0		7.8		3.4		6.1		6.2				
	porate A Grade ₂		2.4		7.4		5.2		6.7		6.9				
NZX AII S			2.7		7.9		3.5		5.9		6.8				



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Clobe	Dondo	3 mor	nths	1 ye	ar	3 yea	ars	5 yea	ars	10 ye	ars	3 у	ears	ра
Gioba	Il Bonds	%	Rk	%	Rk	% pa	Rk	% pa	Rk	% pa	Rk	Tr Err	IR	Rk
Core														
AB	Global Plus ₁	3.2	(3)	11.5	(5)	7.5	(5)	8.5	(5)	8.3	(5)	0.6	0.6	(5)
AMPCI	AIF Q ₁	3.0	(6)	10.5	(7)	7.4	(6)	7.6	(8)	7.4	(7)	0.8	0.4	(6)
FIS	PIMCo ₁	3.1	(4)	13.0	(2)	9.5	(3)	10.3	(2)	8.9	(4)	2.2	1.0	(4)
FIS	Wellington ₁	3.1	(5)	10.8	(6)	7.0	(8)	7.7	(7)	-		0.6	-0.4	(8)
MERCER	Global Aggregate ₁	3.3	(2)	12.3	(3)	9.0	(4)	9.9	(3)	9.2	(3)	1.1	1.6	(3)
NIK	GSAM ₁	1.8	(8)	9.9	(8)	7.1	(7)	7.7	(6)	7.7	(6)	0.9	0.0	(7)
PIMCo	GIS1	3.6	(1)	13.1	(1)	9.8	(1)	10.7	(1)	9.6	(1)	1.6	1.7	(2)
RUS	Global Bond ₁	2.9	(7)	12.0	(4)	9.7	(2)	9.8	(4)	9.2	(2)	1.3	1.9	(1)
Median		3.1		11.8		8.3		9.1		8.9		1.0	0.8	
Other														
AMPCI	PIMCo Short Duration _x	1.1		5.7		5.8		5.9		-				
AMPCI	AIF HQ ₂	2.4		8.2		5.2		6.7		-				
ANZ	Sovereignx	3.7		11.3		6.5		7.0		8.0				
ANZ	Credit _x	2.9		11.1		-		-		-				
DFA	5 year _x	2.0		6.5		5.4		6.2		6.9				
FIS	Absolute Return _x	1.8		7.1		6.9		-		-				
LMI	Brandyw ine GOFI_2	5.3		20.0		14.3		13.7		11.7				
Indexes														
	Global Agg.1	3.2		11.1		7.2		7.4		7.9				
Citigroup	00 -	3.6		11.8		7.1		7.2		7.8				

Cash	FUM	3 mor	nths	1 ye	ar	3 yea	ars	5 yea	ars	10 ye	ars	3 у	ears	oa
Gash	\$m	%	Rk	%	Rk	% pa	Rk	% pa	Rk	% pa	Rk	Tr Err	IR	Rk
	3,891.2	1.0	(3)	3.8	(3)	3.6	(3)	3.8	(3)	5.6	(3)	0.1	11.6	(1)
ANZ ₁	1,711.0	1.0	(4)	3.8	(4)	3.5	(4)	3.6	(4)	5.7	(2)	0.1	7.6	(3)
FIS ₁	906.9	1.1	(2)	4.1	(2)	4.1	(1)	3.8	(2)	5.5	(4)	0.4	3.4	(4)
NIK1	398.0	1.1	(1)	4.2	(1)	4.1	(2)	4.2	(1)	5.9	(1)	0.1	9.6	(2)
Median		1.1		4.0		3.9		3.8		5.7		0.1	8.6	
Index														
NZX 90 Day BB ₁		0.9		3.4		2.9		2.9		5.0				

Diversit		3 mor	nths	1 ye	ar	3 yea	rs	5 yea	ars	10 ye	ars	Asset Allo	ocation %	Currency
Diversif	ea	%	Rk	%	Rk	%pa	Rk	%pa	Rk	%pa	Rk	Growth	Income	%
Balanced														
AMPCI	AIFB	2.0	(7)	10.2	(7)	11.9	(7)	8.8	(6)	7.9	(4)	61.4	38.6	20.0
AMPCI	SRI	2.8	(5)	12.2	(3)	13.8	(3)	10.3	(2)	-		61.2	38.8	20.0
ANZ		4.6	(1)	13.5	(2)	15.5	(2)	11.8	(1)	9.0	(1)	66.5	33.5	24.3
ASB		2.5	(6)	10.9	(6)	11.9	(6)	9.0	(5)	-		60.0	40.0	-
FIS		3.5	(3)	12.1	(4)	12.0	(5)	9.2	(4)	8.2	(3)	55.4	44.7	4.7
MAM		3.8	(2)	14.1	(1)	16.6	(1)	-		-		70.6	29.4	50.0
NIK		2.9	(4)	12.0	(5)	13.5	(4)	10.0	(3)	8.2	(2)	72.4	27.7	23.5
Median		2.9		12.1		13.5		9.6		8.2		61.4	38.6	21.8



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	- ('	FUM	3 months	1 year	3 years	5 years	10 years	3 years pa
Altern	atives/Other	\$m	%	%	% pa	% pa	% pa	Volatility
Global In	frastructure							
AMPCI	139% hedged	166.9	5.8	30.2	-	-	-	-
CFS	100% hedged	485.3	-0.4	18.2	12.0	13.0	-	8.6
MERCER	139% hedged	148.5	9.9	24.5	21.5	-	-	8.0
Commo	dities							
AMPCI		279.5	-10.2	-12.4	-6.1	-	-	11.7
PFAM		52.9	1.0	0.6	-2.0	-1.3	-	5.4
WEL		-	-12.6	-9.5	-8.3	-3.3	-	11.3
Australa	sian							
AAM		214.1	4.1	15.0	18.5	15.6	-	5.5
MAM	Income	1,024.4	5.2	18.8	17.9	-	-	3.0
MAM	Active Grow th	799.0	4.5	16.9	23.4	16.0	-	5.0
NIK	Income Fund	5.0	1.5	8.2	7.5	8.3	-	2.1
SALT	Long/Short	6.2	2.0	-	-	-	-	-
Global								
FIS	Prop. & Infrastructure	-	7.6	23.0	18.5	13.0	-	5.1
K2	Diversity Fund	-	2.0	6.3	8.0	-	-	2.7
MERCER	Natural Resources	61.3	-1.8	-1.2	2.1	-	-	8.4
MERCER	Real Assets	-	5.0	13.7	12.8	10.1	-	4.1
MGH	US\$ fund	20.0	-1.2	6.6	8.5	5.9	5.4	7.8
NIK	JPMAAM	125.0	1.9	9.4	12.1	10.7	9.6	3.2
NIK	Option	153.0	-1.3	8.4	11.7	8.7	11.9	5.3
NZAM	Global	594.0	2.8	6.6	9.6	6.3	7.1	6.3
NZAM	Alpha	15.5	5.7	10.4	-	-	-	-
PFAM	Global Water	4.4	3.5	9.4	18.1	-	-	9.7
PFAM	Global Equity	30.0	3.4	15.3	15.8	-	-	9.1
QAM	International Equity	112.5	0.7	9.5	11.7	7.5	-	5.0

Acronym References

AAM AB AMPCI ANZ ART ASB CFS DEV DFA ELE FIS FRK	Aspiring Asset Management Alliance Bernstein AMP Capital Investors ANZ Investments Artisan Partners ASB Group Investments Colonial First State Devon Funds Management Dimensional Fund Advisors Elevation Capital Fisher Funds Management Franklin Templeton Investments	GMO HAM IBB JANA LMI MAM MERCER MFS MGH MLC MNT	GMO Harbour Asset Management Ibbotson Associates Jana Legg Mason Inc Milford Asset Management Mercer MFS Investment Management MGH Asset Management MLC Mint Asset Management	NZAM PFAM PIE QAM RUS SALT SMS TRU NIK VAN WEL	NZ Asset Management Pathfinder Funds Pie Funds QuayStreet Asset Management Russell Investment Group Salt Funds Management SmartShares Trust Management Nikko Asset Management Vanguard Investments Australia Wellington Management Company
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KiwiSaver Results (Net of investment fees)

Note we do not necessarily include all of a provider's funds.

		FUM G	Browth	3 moi	nths	1 year	3 years	5 years	Risk %	∕₀ра
Returns	and Risk	\$m	BM%	%	Rk	% R		% Rk		5 Yr
Growth Fund										
AMP	Growth	430.6	80.0	1.4	(11)	10.0 (9	12.7 (9)	8.2 (8)	5.4	7.7
ANZ	Growth	1,315.4	80.0	4.6	(2)	13.2 (2	()	11.6 (1)	5.4	6.8
AON	Russell Growth	20.2	75.0	3.9	(4)	11.5 (6	• • •	10.6 (2)	5.8	8.7
ASB	Growth	562.2	80.0	2.3	(9)	10.9 (8	• • •	9.2 (6)	4.2	6.6
BNZ	Growth	58.0	70.0	4.3	(3)	11.2 (7		n.a	n.a	n.a
Fisher	Growth	838.7	70.0	1.6	(10)	6.7 (11	, ()	8.2 (9)	4.5	6.8
Fisher Two	Growth	158.0	80.0	3.5	(5)	11.6 (5		8.6 (7)	4.9	6.7
Grosvenor	Balanced Growth Growth	125.2	77.5	2.4	(8)	9.9 (10	, , ,	n.a	3.6	n.a
Kiwi Wealth Mercer	High Growth	698.3 63.6	85.0 89.5	7.1 2.7	(1) (7)	14.2 (1 12.0 (4	• •	10.1 (3) 9.7 (4)	7.4 4.7	8.5 6.9
Westpac	Growth	452.1	80.0	3.4	(6)	12.0 (4	()	9.7 (4) 9.4 (5)	4.0	5.4
Median	Clowal	402.1	80.0	3.4	(0)	11.5	13.7	9.4 (0)	4.8	6.8
Balanced Fu	nds		00.0							
AMP	Balanced	549.9	60.0	1.6	(9)	9.3 (9	10.8 (8)	7.7 (8)	4.1	5.6
AMP	Nikko Balanced	17.3	62.0	3.0	(4)	10.9 (5		8.5 (3)	3.6	4.9
ANZ	Balanced Growth	747.9	65.0	4.3	(2)	12.3 (1	• • •	10.5 (1)	4.4	5.5
AON	Russell Balanced	40.6	60.0	3.9	(3)	11.2 (2	14.0 (2)	10.0 (2)	4.9	7.2
ASB	Balanced	570.7	60.0	2.3	(8)	10.2 (7		8.4 (5)	3.2	4.8
Fisher Two	Balanced	432.1	55.0	3.0	(6)	10.4 (6	()	7.7 (9)	3.5	4.5
Kiwi Wealth	Balanced	876.5	55.0	4.9	(1)	11.1 (3	()	8.5 (4)	4.3	5.0
Mercer	Balanced	70.6	62.0	2.4	(7)	10.2 (8	()	8.4 (7)	3.3	4.5
Westpac <i>M</i> edian	Balanced	734.0	60.0 <u>60.0</u>	3.0 <u>3.0</u>	(5)	11.0 (4 <i>10.9</i>	11.2 (7) 11.4	8.4 (6) <u>8.4</u>	3.2 <u>3.6</u>	4.4 4.9
			60.0	3.0		10.9	11.4	0.4	3.0	4.9
Moderate Ba	Ilanced Funds Moderate Balanced	348.1	50.0	4 7	(4)	00 (4		7.0 (0)	2.6	4.0
AMP	Balanced	348.1 916.6	50.0 50.0	1.7 3.9	(4) (1)	8.9 (4 11.3 (1	• • •	7.2 (2) 9.4 (1)	3.6 3.5	4.9 4.2
BNZ	Balanced	81.7	50.0 50.0	3.8	(1)	10.8 (2	• •	9.4 (1) n.a	5.5 n.a	4.2 n.a
Grosvenor	Balanced	269.2	50.0	2.5	(2)	9.4 (3		6.1 (3)	2.8	3.7
Median			50.0	3.1	(-)	10.1	9.6	7.2	3.5	4.2
Moderate Fu	nds									
AMP	Moderate	238.0	40.0	1.7	(5)	8.3 (5	8.4 (4)	6.8 (4)	2.9	3.5
ANZ	Cons Balanced	444.6	35.0	3.5	(2)	10.3 (2		8.2 (2)	2.6	2.9
AON	Russell Moderate	12.7	40.0	4.0	(1)	10.8 (1	11.9 (1)	9.5 (1)	3.9	5.1
ASB	Moderate	752.3	40.0	2.3	(4)	9.2 (4	()	7.3 (3)	2.4	3.2
BNZ	Moderate	113.4	35.0	3.4	(3)	10.0 (3		n.a	n.a	n.a
Median			40.0	3.4		10.0	9.4	7.7	2.7	3.4
Conservative						/-	()	()		
AMP	Conservative	210.4	25.0	1.7	(12)	7.7 (9		6.3 (7)	2.1	2.3
AMP ANZ	Default Conservative	1,241.3 399.7	20.0 20.0	1.8 3.0	(10)	7.1 (12		5.4 (11) 6.8 (2)	1.6 2.0	2.0 1.9
AON	Russell Cons	399.7 71.9	20.0	3.0 4.0	(2) (1)	9.0 (2 10.3 (1		6.8 (2) 8.9 (1)	2.0 3.5	3.5
ASB	Conservative	2,486.3	20.0	1.8	(11)	7.4 (11	• •	5.9 (10)	1.7	1.7
BNZ	Conservative	137.5	20.0	2.5	(4)	8.6 (3		n.a	n.a	n.a
Fisher Two	Conservative	95.3	30.0	2.5	(5)	8.5 (4		6.7 (4)	2.1	2.2
Fisher Two	Default	553.6	20.0	2.4	(7)	8.3 (7	. ,	5.9 (8)	1.8	1.7
Grosvenor	Conservative	98.7	25.0	2.3	(9)	8.0 (8	5.7 (11)	5.9 (9)	2.5	2.4
Kiwi Wealth	Conservative	308.5	15.0	2.7	(3)	7.6 (10		6.4 (6)	1.6	1.6
Mercer	Conservative	880.2	20.0	2.4	(8)	8.5 (5		6.8 (3)	1.7	1.8
Westpac	Conservative	1,493.6	25.0	2.4	(6)	8.5 (6	()	6.5 (5)	2.0	2.1
Median			20.0	2.4		8.4	7.2	6.4	2.0	2.0
Other Funds		405.0	00.0	4.0		40 5	110	0.5	0.0	
AMP Fisher	Aggressive	195.3	90.0	1.3		10.5 6.5	14.0 7.4	8.5 5.0	6.2 1.9	9.1
Fisher Grosvenor	Conservative High Growth	281.4 121.4	10.0 100.0	1.8 2.3		6.5 10.3	7.4 12.3	5.9 6.2	1.9 4.5	1.9 7.1
Milford	Active Growth	320.3	n.a	2.3 4.2		10.3	20.4	13.9	4.5	5.1
		020.0	11.0				20.1			



Asset A	llocation	NZ/Aus Shares		NZ/Aus Prop	Global Prop		Growth Assets	NZ Bonds	Global Bonds	Alt Assets	Cash	Income Assets
Growth Fur	nds											
AMP	Growth	19.1	42.2		9.3	10.9	81.4	5.1	5.1		8.5	18.6
ANZ	Growth	19.1	51.7	6.1	5.9	10.0	82.9	3.7	9.8		3.6	17.2
AON	Russell Growth	24.8	51.0	0.1	0.0		75.8	4.8	19.4		0.0	24.2
ASB	Growth	28.3	44.4		7.1		79.8	9.0	8.6		2.6	20.2
BNZ	Growth	17.8	53.5				71.3	4.7	19.4		4.6	28.7
Fisher	Growth	39.2	44.2	1.5			84.9	0.3	3.3		11.5	15.1
Fisher Two		29.0	36.5	12.5			78.0	5.6	7.9		8.5	22.0
Grosvenor	Balanced Growth	19.3	44.7	3.9	3.9		71.7	10.8	12.2		5.4	28.3
Kiwi Wealth			85.1			3.6	88.7				11.3	11.3
Mercer	High Growth	19.5	49.2		19.1	1.4	89.2	2.5	2.4	1.4	4.5	10.8
Westpac	Growth	23.5	36.9	8.5		11.1	80.0	5.4	7.4		7.2	20.0
Average		21.8	49.0	2.9	4.1	2.5	80.3	4.7	8.7	0.1	6.1	19.7
Balanced F	Funds											
AMP	Balanced	15.1	30.3		7.2	8.7	61.3	13.1	13.1		12.5	38.7
AMP	Nikko Balanced	16.5	31.4	5.5		9.2	62.6	16.9	10.8	9.8		37.4
ANZ	Balanced Growth	15.1	42.9	5.1	4.9		68.0	6.7	18.3		7.0	32.0
AON	Russell Balanced	20.0	41.1				61.0	7.8	31.2			39.0
ASB	Balanced	20.3	32.6		7.1		60.0	17.0	17.1		5.9	40.0
Fisher Two	Balanced	18.9	23.2	13.3			55.4	14.2	19.9		10.6	44.7
Kiwi Wealth	Balanced		50.9			2.9	53.8	13.8	16.0		16.4	46.2
Mercer	Balanced	12.2	33.1		15.3	1.2	61.9	7.9	13.3	1.2	15.7	38.1
Westpac	Balanced	19.1	28.9	4.0		7.0	59.0	13.9	18.9		8.2	41.0
Average		15.2	34.9	3.1	3.8	3.2	60.3	12.4	17.6	1.2	8.5	39.7
Moderate I	Balanced Funds											
AMP	Moderate Balanced		24.1		7.1	7.7	50.9	16.2	16.1		16.7	49.1
ANZ	Balanced	12.1	33.1	4.1	4.0		53.3	8.9	26.0		11.8	46.7
BNZ	Balanced	12.9	38.8				51.7	7.2	36.7		4.4	48.3
Grosvenor	Balanced	15.5	33.0	3.1	3.1	1.0	54.7	16.4	21.2		7.7	45.3
Average		13.1	32.2	1.8	3.6	1.9	52.6	12.1	25.0		10.2	47.4
Moderate I		0.5	40.5		5.0	7.0	40.0	40.4	40.0		00 7	50.4
	Moderate	9.5	18.5	0.0	5.6	7.3	40.9	19.1	19.2		20.7	59.1
ANZ	Cons Balanced	8.3	24.3	3.0	3.0		38.6	10.9	33.6		16.9	61.4
AON	Russell Moderate	14.1	26.9		0.4		41.0	11.8	47.2			59.0
ASB	Moderate	16.2	17.8		6.1		40.1	25.0	23.8		11.1	59.9
BNZ Average	Moderate	7.8 11.2	28.7 23.2	0.6	2.9	1.5	36.5 <u>39.4</u>	9.7 15.3	44.7 33.7		9.1 <i>11.6</i>	63.5 60.6
-		11.2	23.2	0.0	2.9	1.5	39.4	15.5	33.7		11.0	00.0
Conservati AMP	Conservative	5.0	10.2		4.6	6.3	26.1	23.1	23.1		27.7	73.9
AMP	Default	5.0 6.8	13.1		4.0	0.3	20.1	15.7	15.8		48.5	80.0
ANZ	Conservative	4.7	15.5	1.5	1.5		23.2	13.9	39.6		23.3	
AON	Russell Cons	6.1	14.6	1.0	1.0		20.7	15.8	63.5		20.0	79.3
ASB	Conservative	9.1	10.9				20.0	30.0	28.6		21.4	80.0
BNZ	Conservative	5.3	15.9				21.2	10.9	34.4		33.6	78.8
	Conservative	7.5	10.5	11.6			29.6	24.1	24.9		21.4	
Fisher Two		5.8	7.1	8.3			21.1	28.8	22.9		27.2	78.9
	Conservative	9.2	12.7	1.6	1.6		25.0	32.3	28.0		14.6	75.0
Kiwi Wealth	Conservative		17.2			0.6	17.7	24.3	32.6		25.4	82.3
Mercer	Conservative	5.0	12.0		4.6		21.6	14.7	28.7		34.9	78.4
Westpac	Conservative	8.6	8.9	4.0		3.0	24.5	22.7	29.9		22.9	75.5
Average		6.1	12.4	2.2	1.0	0.8	22.6	21.4	31.0		25.1	77.4
Other Fund												
AMP	Aggressive	22.7	47.9		9.7	11.3	91.6	1.0	1.0		6.5	8.4
Fisher	Conservative	7.5	12.3	2.2			22.0	24.3	28.6		25.1	78.0
	High Growth	20.3	51.9	5.0	5.0		82.3	5.9	5.6		6.3	17.7
Milford	Active Growth	65.8	9.7				75.5	1.3	3.8		19.4	24.5

Notes:

 The results for the ANZ Default and OneAnswer schemes have been excluded as the schemes have the same strategy and very similar results to the ANZ scheme shown above.

• Kiwi Wealth is the former Gareth Morgan Scheme which is now the main on-going Scheme for KiwiBank. This Scheme does not manage to a benchmark allocation and currently has no Australasian share holdings.



Notes:

- Tracking error is the standard deviation of value added.
- Information Ratio (IR) is value added divided by tracking error, i.e. risk adjusted performance.
- The Alliance Bernstein and Legg Mason global bond fund performance use a simulated hedge back to the NZ dollar.
- Returns in the NZ share sector are shown inclusive of imputation credits, which are not available to all investors.
- The index applied may not in all cases be the benchmark adopted by the manager for the fund.
- Relative outperformance may be due to the different nature of the fund rather than to superior performance skills. Past performance is no guarantee of future performance.
- KiwiSaver fund returns are shown gross of tax and net of investment fees. All other fund returns are shown gross of tax and investment fees.
- The numbers shown are in some cases gross equivalents of the net returns achieved by the manager. Consequently, for a gross investor, returns realised may be different from those shown above.
- Global share results are on an unhedged basis. In some instances hedging the currency is integral to the management of the fund and the client will not experience the results shown above.

Rankings

Where we consider the funds have reasonably similar mandates we group the funds and rank the performance. However, differences in the mandates still apply and will result in different expected return outcomes.

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, asset consulting, accident insurance and information technology. The firm, established in 1992, has offices in Auckland and Wellington. The firm is an alliance partner of Towers Watson, a leading global professional services company that helps organisations improve performance through effective people, risk and financial management. The company offers solutions in the areas of employee benefits, talent management, rewards, and risk and capital management. Towers Watson has 14,000 associates around the world and is located on the web at towerswatson.com

Asset consulting services:

- Establish investment objectives.
- Determine long-term investment strategies.
- Determine the optimum investment manager configuration.
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- Asset/Liability modelling.
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