

Investment Update

Lifestages KiwiSaver Scheme

Lifestages Auto Option age 65+**

for the quarter ended 30 September 2018

This investment update was first made publicly available 26 October 2018



What is the purpose of this update?

This document tells you how the Lifestages Auto Option age 65+ has performed and what fees were charged. The document will help you to compare the investment option with other investment options and funds. Funds Administration New Zealand Limited prepared this update in accordance with the Financial Markets Conduct Act 2013. This information is not audited and may be updated.

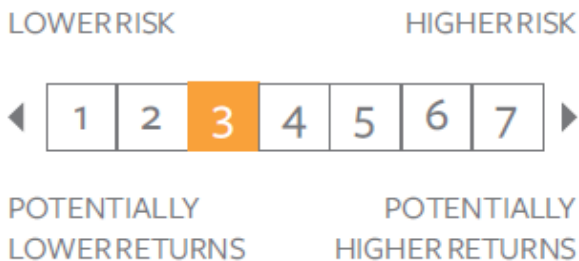
Description of this investment option

This life cycle investment stage invests 25% in the Lifestages High Growth Fund and 75% in the Lifestages Income Fund, which is regarded as providing appropriate levels of risk and return for a person aged 65+.

| | |
|---|-----------------|
| Total value of the investment option | \$1,371,899 |
| Number of members in the investment option | 63 |
| The date the investment option started | 14 October 2015 |

What are the risks of investing?

Risk indicator for the Lifestages Auto Option age 65+:



The risk indicator is rated from 1 (low) to 7 (high). The rating reflects how much the value of the investment option'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.sorted.org.nz/tools/investor-kickstarter.

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 an investment option'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 investment updates.

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

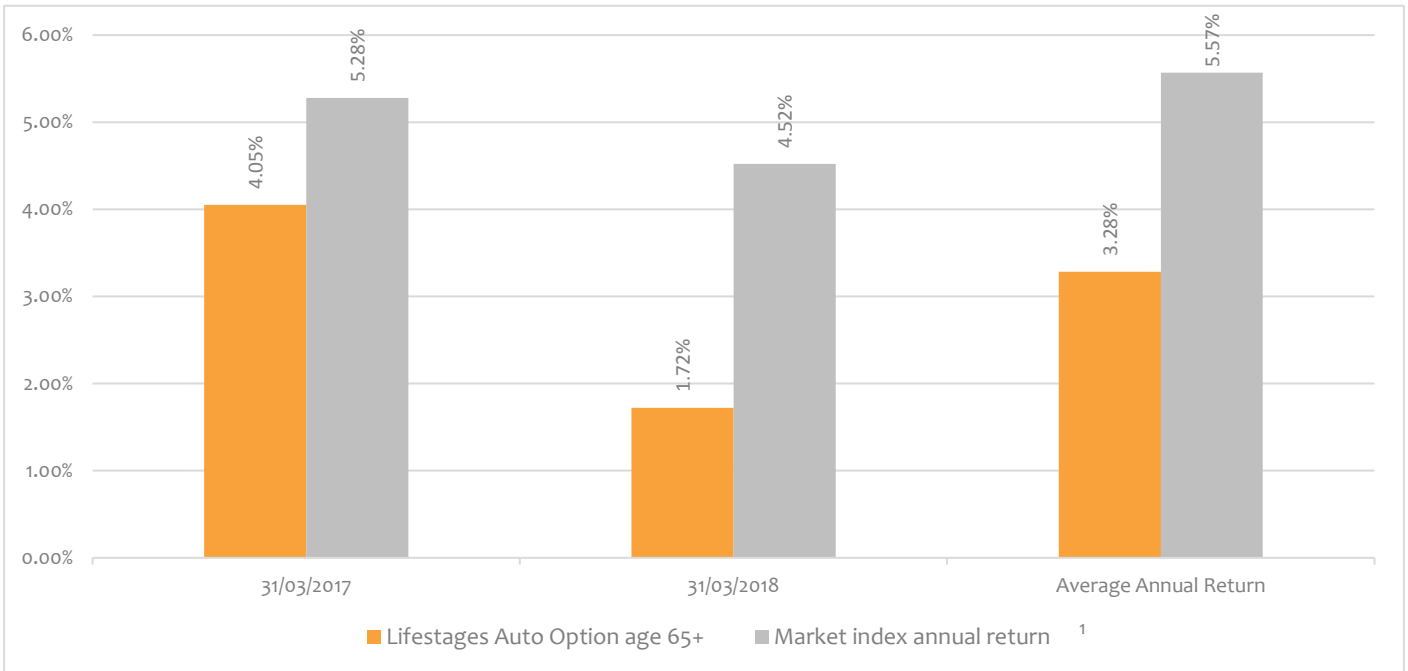
How has the investment option performed?

| | Past year |
|---|-----------|
| Annual return (after deductions for charges and tax) | 2.76% |
| Annual return (after deductions for charges but before tax) | 3.81% |
| Market index annual return (reflects no deductions for charges and tax) | 5.09% |

The market index annual return is based on a composite index, calculated using the target investment mix weightings of the underlying market indices that the investment option invests into. The benchmark indices used for each asset class are defined in the Statement of Investment Policy and Objectives (SIPO).

Additional information about the market index is available in the SIPO on the offer register (search for Lifestages KiwiSaver) at 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 investment option started. The last bar shows the average annual return since the investment option started, up to 30 September 2018.

Important: This does not tell you how the investment option 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.

What fees are investors charged?

Investors in the Lifestages Auto Option age 65+ are charged fund charges. In the year to 31 March 2018 these were:

| | % of net asset value |
|--|----------------------------|
| Total fund charges (estimated) | 1.24% |
| Which are made up of - | |
| Total management and administration charges | 1.24% |
| Including - | |
| Manager's basic fee | 0.70% |
| Other management and administration charges ² | 0.54% |
| Total performance-based fees | 0.00% |
| Other Charges | |
| | Dollar amount per investor |
| Member fee | \$24.00 |

The percentage shown for the 'Other management and administration charges' includes an estimate of the fees and expenses incurred in the underlying funds in which the investment option invests.

Investors may also be charged individual action fees for specific actions or decisions (for example, for withdrawing from or switching funds). See the 'Other Material Information' document for the Lifestages KiwiSaver Scheme on the offer register (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.

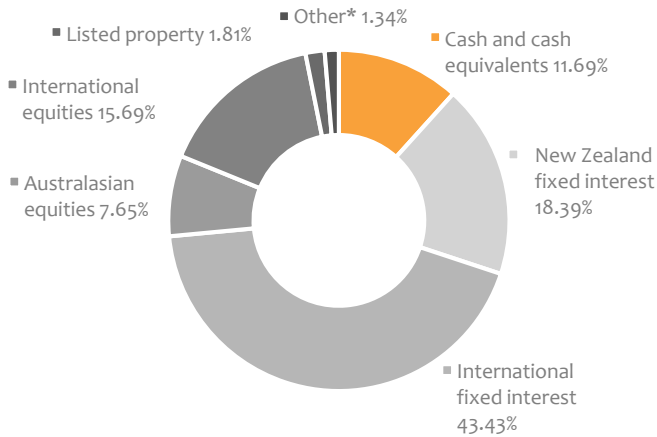
Example of how this applies to an investor

Hayley had \$10,000 in the investment option at the start of the year and did not make any further contributions. At the end of the year, Hayley received a return after fund charges were deducted of \$381 (that is 3.81% of her initial \$10,000). Hayley also paid \$24.00 in other charges. This gives Hayley a total return after tax of \$252.04 for the year.

What does the investment option invest in? ³

This shows the types of assets that the investment option invests in.

Actual investment mix



Target investment mix**

| Asset type | Allocation |
|------------------------------|------------|
| Cash and cash equivalents | 11.75% |
| New Zealand fixed interest | 18.75% |
| International fixed interest | 45.00% |
| Australasian equities | 7.00% |
| International equities | 14.50% |
| Listed property | 1.75% |
| Other* | 1.25% |

Top 10 investments

| Name | Percentage of fund net assets | Type | Country | Credit rating (if applicable) |
|---|-------------------------------|------------------------------|---------|-------------------------------|
| 1 iShares Global Aggregate Bond UCITS ETF NZD Hedged | 30.54% | International fixed interest | IE | |
| 2 Harbour NZ Core Fixed Interest Fund | 18.39% | New Zealand fixed interest | NZ | |
| 3 Dimensional Two-Year Diversified Fixed Interest Trust – NZD Class Units | 12.89% | International fixed interest | AU | |
| 4 Vanguard International Shares Select Exclusions Index Fund - NZD Hedged | 6.86% | International equities | AU | |
| 5 iShares Wholesale Screened International Equity Index Fund (Class E2) | 6.62% | International equities | AU | |
| 6 Harbour NZ Equity Advanced Beta Fund | 3.73% | Australasian equities | NZ | |
| 7 Cash Deposit (ANZ Bank) | 2.95% | Cash and cash equivalents | NZ | |
| 8 iShares Emerging Markets IMI Equity Index Fund | 2.21% | International equities | AU | |
| 9 Southland Building Society term deposit maturity 20/12/18 | 2.08% | Cash and cash equivalents | NZ | BBB |
| 10 Southland Building Society term deposit maturity 22/01/19 | 2.08% | Cash and cash equivalents | NZ | BBB |

The top 10 investments make up 88.35% of the net asset value of the fund.

*Other includes infrastructure assets.

Currency hedging can apply to some of the asset classes this investment option invests in. The level of currency hedging for foreign assets is managed to a target of 100% for international fixed interest, 50% for international equities and 0% for the other foreign assets. This 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 SIPO which is available on the Disclose offer register at www.companiesoffice.govt.nz/disclose.

Key personnel

This shows the directors and employees who have the most influence on the investment decisions of the investment option.

| Name | Current position | Time in current position | Previous or other position | Time in previous or other position |
|---------------|---|--------------------------|---|------------------------------------|
| Graham Duston | Investment Committee member | 17 years and 0 months | Chief Executive Officer, Funds Administration New Zealand Ltd (current) | 17 years and 0 months |
| Damon O'Brien | Independent Investment Committee member | 3 years and 5 months | Chief Investment Officer, Consilium Limited | 6 years and 6 months |
| Martin Pike | Investment Strategist | 3 years and 1 months | National Manager, Investment Product & Services, AMP Financial Services | 2 years and 4 months |
| Mike Skilling | Independent Director / Investment Committee chairperson | 2 years and 4 months | GM Business Financial Services & Private Banking, BNZ | 8 years and 0 months |
| Derek Young | Investment Committee member | 14 years and 3 months | Executive Director, Funds Administration New Zealand Ltd (current) | 14 years and 3 months |

Further information

You can also obtain this information, the PDS for Lifestages KiwiSaver Scheme, and some additional information from the offer register at www.companiesoffice.govt.nz/disclose.

Notes

¹ Note that market indices reflect no deduction for charges and tax.

² This covers expenses incurred in running the fund invested in (e.g. accounting, audit, and regulatory compliance costs). This also covers the Supervisor's annual fee (for the services it provides) and an estimate of fees and expenses incurred by the underlying funds. Our estimates are made on the basis of reasonable assumptions about the ongoing level of fees and costs expected to be charged (taking into account the actual fees and costs as a percentage of average net asset value that were charged for the most recent scheme year). These fees are deducted from, and reflected in the unit price of the Lifestages fund invested in.

³ The investment option invests 25% in the Lifestages High Growth Fund and 75% in the Lifestages Income Fund. The actual investment mix, target investment mix, top 10 investments and currency hedging all reflect the assets invested proportionally in these Lifestages Funds.

** This investment option was not available as at 31 March 2018. Therefore the fee information and historical returns contained in this document reflect the disclosures that would have applied had the option been in existence as at 31 March 2018. The asset allocation of this investment option changed in April 2018.

Contact information

Phone 0800 727 2265
 Email contact@lifestages.co.nz
 Web <https://lifestages.co.nz/>

