

KiwiSaver Performance Survey June Quarter 2010

Markets pull back after four positive quarters of investment returns.

Chris Douglas
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Morningstar has released its quarterly KiwiSaver Performance Survey, designed to help New Zealand investors assess the performance of their KiwiSaver superannuation options. The accompanying tables show KiwiSaver fund returns for the three and six months and one and two years to 30 June 2010.

This quarter we have continued to add new options, Staples Rodway the latest provider to join our KiwiSaver Performance Survey. We continue to believe that we have the most comprehensive KiwiSaver database in New Zealand. Morningstar's KiwiSaver database is free for all fund managers to join, and we make these reports freely available to investors and financial services professionals alike.

Market Overview

The global recovery was put on hold in May 2010 after uncertainties as a result of some European countries' overhanging debt, a slowdown in China, and disappointing economic data across the globe. Following the market bottom in March 2009, this was the first pullback after four consecutive quarters of strong results.

The New Zealand sharemarket lagged most global counterparts during the second quarter of 2010.

The NZX50 Index was down 9.05 percent, while Australia lost more than just a prime minister, down 15.62 percent for the June quarter, and global sharemarkets fell 7.96 percent in aggregate. These poor results also put year-to-date numbers into the red. Cash and fixed income were the only asset classes to post positive results over the three months to 30 June 2010. Global bonds was up 2.90 percent in aggregate for the June quarter as the flight to safety curtailed the recent upwards bias in interest rates.

Fund Manager Results

Only a few KiwiSaver funds remained in the black over the second quarter, and it was the cash and fixed income-heavy options which tended to do the best. This meant that the default options largely led the way. Mercer and ING were the top performers among the default providers and the only options to post positive returns. Mercer has been the dominant performer across the default providers, easily outpacing the pack over the one- and two-year periods. ING and Mercer also posted admirable results when compared to all KiwiSaver funds.

Other fund managers that deserve mention for table-topping results over the June quarter were Aon Russell, Mercer, and Grosvenor, which were among the best performers in the risk-conscious Conservative and Moderate categories. Aon Russell also performed well in the Balanced, Growth, and Aggressive categories alongside Tyndall and Tower.

Looking out over two years is of course a better indicator of a fund manager's performance record.

Over this period, AMP, Aon Russell, AXA, and Mercer did well in the Conservative and Moderate categories. In the more growth (equities-heavy) categories Fisher Funds Growth, ING, and Mercer were the KiwiSaver options with the best results.

The second quarter again demonstrated the perils of performance-chasing, as many of the top performers over the past year were among the bottom-dwellers when markets fell. But the performance gap among KiwiSaver funds is opening up. In the Moderate and Balanced categories, for example, the difference between the best and worst performers over a two-year period was 7.34 percent and 4.79 percent.

The next quarterly report will be the three-year anniversary of KiwiSaver. It's still early days, but given the upheaval in markets over this period, this will be a very interesting time to look at medium-term results.

Assets Under Management

We've added a new section to this quarter's report detailing the aggregate size of each fund manager offering KiwiSaver vehicles. ING and ASB were the dominant players at 30 June 2010, with just over 40.0 percent of KiwiSaver assets between them. Below this pair was a tight group hovering above five percent.

The default providers and Westpac are in this mix. Gareth Morgan is also in this group, with 5.60 percent market share, while the rest of the providers fight it out for the remaining 10.0 percent of the pie. KiwiSaver assets on the Morningstar database have grown from just NZ\$954.10 million at 30 June 2008 to NZ\$5.77 billion at 30 June 2010, a phenomenal growth rate for the New Zealand funds management industry.

About This Survey

This survey groups KiwiSaver options according to their mix of income and growth assets, known as their 'asset allocation'. This is one of the most important decisions to make when saving for retirement income. The term 'income assets' refers to cash and fixed interest securities which generally produce stable and reliable returns, but little opportunity for long-term capital growth. Returns from 'growth assets' such as property and shares will be erratic – as recent market volatility has demonstrated – but have over time shown greater capacity for increasing in value. The mixture of income and growth assets is the major determinant of potential return and volatility.

Investors may notice differences between the returns published in this survey and those they see in other sources. There are several possible reasons for this. Firstly, the returns published here are all after fees, but before tax. Secondly, we have taken the associated tax credit into consideration when calculating and publishing these returns, while some fund managers are basing their published performance figures on month-end unit prices only. ■■

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KiwiSaver Performance Survey - Returns to 30 June 2010



Default Options

	Assets (\$m)	3-month (%)	6-month (%)	1-year (%)	2-year (%pa)	Est. Total Fee (%)	Additional Fee \$/year	Growth Assets (%)
AMP (Default)	276.0	-0.46	0.58	5.05	3.13	0.60	36.00	23.2
ASB Conservative (Default)	600.8	-0.40	1.63	6.78	4.99	0.28	30.00	19.7
AXA Income Plus (Default)	324.7	-0.48	1.74	9.08	5.14	0.53	36.72	21.9
ING Conservative (Default)	296.5	0.15	2.08	7.82	5.17	0.45	33.00	22.8
Mercer Conservative (Default)	312.1	0.71	3.56	12.30	6.41	0.53	34.20	18.7
TOWER Cash Enhanced (Default)	276.2	-0.08	1.69	6.87	4.17	0.51	33.00	21.9

Multisector Options

Conservative

	Assets (\$m)	3-month (%)	6-month (%)	1-year (%)	2-year (%pa)	Est. Total Fee (%)	Additional Fee \$/year	Growth Assets (%)
AMP (Default)	276.0	-0.46 (15)	0.58 (16)	5.05 (14)	3.13 (17)	0.60	36.00	23.2
ANZ Conservative	32.2	0.03 (6)	2.01 (6)	8.20 (7)	5.14 (7)	0.92	24.00	22.8
Aon Russell Lifepoints Cnsvr	15.3	1.39 (1)	4.63 (1)	15.57 (1)	6.94 (1)	0.82	50.00	—
ASB Conservative (Default)	600.8	-0.40 (13)	1.63 (12)	6.78 (11)	4.99 (10)	0.28	30.00	19.7
Asteron Conservative	4.3	0.20 (4)	2.30 (3)	8.91 (4)	4.65 (11)	0.98	24.00	19.1
AXA Income Plus (Default)	324.7	-0.48 (16)	1.74 (9)	9.08 (3)	5.14 (6)	0.53	36.72	21.9
Fidelity Capital Guaranteed Kiwi	13.2	-0.04 (10)	1.44 (15)	5.04 (15)	4.27 (13)	0.45	36.00	7.0
Fidelity Conservative Kiwi	15.7	-1.50 (18)	1.53 (14)	7.98 (8)	4.35 (12)	0.45	36.00	19.9
FirstChoice Tracker Conserv	34.2	-0.42 (14)	1.60 (13)	6.76 (12)	4.99 (9)	0.28	36.00	19.6
Fisher Funds Conservative	2.6	-0.37 (12)	0.01 (17)	0.36 (18)	—	0.89	24.00	0.0
Gareth Morgan Conservative	37.9	-0.03 (9)	1.63 (11)	5.15 (13)	4.01 (15)	1.00/\$50a	0.00	17.0
Grosvenor Enhanced Income	4.9	0.53 (3)	1.80 (8)	3.87 (17)	5.00 (8)	0.73	40.00	0.0
ING Conservative (Default)	296.5	0.15 (5)	2.08 (4)	7.82 (9)	5.17 (5)	0.45	33.00	22.8
ING SIL Conservative	106.9	0.02 (7)	2.06 (5)	8.31 (5)	5.33 (3)	0.93	24.00	22.8
Mercer Conservative (Default)	312.1	0.71 (2)	3.56 (2)	12.30 (2)	6.41 (2)	0.53	34.20	18.7
National Bank Conservative	45.5	0.01 (8)	2.01 (7)	8.22 (6)	5.20 (4)	0.92	24.00	22.8
Smartshares Smartkiwi Conservative	1.4	-1.44 (17)	-0.30 (18)	4.53 (16)	3.37 (16)	0.85/\$40	0.00	—
TOWER Cash Enhanced (Default)	276.2	-0.08 (11)	1.69 (10)	6.87 (10)	4.17 (14)	0.51	33.00	21.9
<i>Average</i>		<i>-0.12</i>	<i>1.78</i>	<i>7.27</i>	<i>4.84</i>	<i>0.65</i>	<i>28.05</i>	<i>17.6</i>

Moderate

	Assets (\$m)	3-month (%)	6-month (%)	1-year (%)	2-year (%pa)	Est. Total Fee (%)	Additional Fee \$/year	Growth Assets (%)
AMP Conservative	19.8	-0.14 (5)	1.30 (7)	6.74 (17)	5.45 (2)	0.96	36.00	31.0
AMP Moderate	51.5	-1.31 (9)	0.06 (16)	6.94 (16)	2.08 (16)	1.06	36.00	43.9
ANZ Conservative Balanced	29.8	-1.56 (13)	0.79 (11)	9.45 (10)	3.71 (11)	0.92	24.00	38.9
Aon Russell Lifepoints 2015	1.6	0.18 (1)	3.33 (1)	16.64 (1)	4.83 (4)	0.88	50.00	—
Aon Russell Lifepoints Mod	3.5	-0.58 (6)	2.56 (4)	16.59 (2)	3.73 (10)	0.89	50.00	—
ASB Moderate	129.4	-2.30 (15)	0.50 (13)	9.53 (8)	2.81 (14)	0.37	30.00	39.4
AXA Conservative	6.2	-0.79 (7)	1.68 (6)	10.00 (5)	5.51 (1)	0.54	36.72	29.2
FirstChoice Active Conservative	2.9	-1.94 (14)	0.51 (12)	8.47 (11)	4.44 (6)	0.83	36.00	28.8
FirstChoice Tracker Moderate	7.7	-2.32 (16)	0.46 (15)	9.57 (7)	2.61 (15)	0.37	36.00	39.4
Grosvenor Conservative	8.1	0.09 (2)	2.52 (5)	8.26 (12)	5.33 (3)	0.98	40.00	29.2
Huljich Conservative Diversified	48.9	-2.41 (17)	-3.87 (17)	5.02 (18)	6.19 *	0.95	36.00	39.4
ING Conservative Balanced	1.5	-1.53 (11)	0.50 (14)	8.01 (13)	3.35 (13)	0.50	33.00	38.9
ING SIL Conservative Balanced	35.4	-1.50 (10)	0.94 (9)	9.73 (6)	3.97 (9)	0.93	24.00	38.9
Mercer Super Trust Conservative	0.9	0.01 (3)	2.73 (3)	12.09 (3)	4.50 (5)	0.88	34.20	34.1
National Bank Conservative Balanced	38.2	-1.56 (12)	0.81 (10)	9.48 (9)	3.71 (12)	0.92	24.00	38.9
Smartshares Smartkiwi Balanced	3.5	-6.73 (18)	-5.64 (18)	7.36 (14)	-1.83 (17)	0.85/\$40	0.00	—
TOWER Conservative	12.1	-0.04 (4)	2.96 (2)	11.16 (4)	4.42 (7)	0.88	33.00	29.4
Westpac Conservative	254.4	-0.92 (8)	0.99 (8)	7.33 (15)	4.04 (8)	0.55	31.08	25.3
<i>Average</i>		<i>-1.41</i>	<i>0.73</i>	<i>9.57</i>	<i>3.69</i>	<i>0.79</i>	<i>32.78</i>	<i>35.0</i>

KiwiSaver Performance Survey - Returns to 30 June 2010



Balanced	Assets (\$m)	3-month (%)	6-month (%)	1-year (%)	2-year (%pa)	Est. Total Fee (%)	Additional Fee \$/year	Growth Assets (%)
AMP Balanced	79.0	-3.13 (14)	-1.91 (20)	7.27 (21)	-1.02 (26)	1.11	36.00	68.3
AMP Moderate Balanced	74.7	-2.45 (3)	-1.15 (17)	7.18 (22)	-0.20 (23)	1.11	36.00	56.8
AMP TOWER Balanced	4.5	-1.66 (1)	1.61 (1)	12.97 (6)	1.56 (10)	1.33	36.00	56.2
ANZ Balanced	44.3	-3.10 (12)	-0.44 (13)	10.50 (12)	2.28 (8)	0.97	24.00	54.0
Aon ING Balanced	4.4	-2.75 (6)	0.50 (5)	15.51 (3)	3.77 (1)	0.98	50.00	—
Aon Russell Lifepoints 2025	2.5	-1.73 (2)	1.35 (2)	17.14 (2)	1.10 (14)	0.95	50.00	—
Aon Russell Lifepoints Bal	28.4	-2.61 (4)	0.38 (6)	17.40 (1)	0.09 (19)	0.96	50.00	—
ASB Balanced	106.3	-4.77 (22)	-1.45 (18)	10.15 (15)	-0.09 (21)	0.37	30.00	59.0
Asteron Balanced	6.6	-2.71 (5)	-0.13 (10)	11.26 (9)	2.60 (5)	1.06	24.00	46.8
AXA Balanced	49.6	-4.93 (25)	-2.15 (23)	11.49 (8)	1.30 (13)	0.57	36.72	65.1
Brook Professional Balanced	0.7	-5.67 (27)	-3.59 (26)	3.70 (26)	0.95 (15)	1.05	30.00	51.5
Fidelity Balanced Kiwi	33.4	-4.36 (21)	-0.86 (14)	7.29 (20)	3.59 (3)	0.51	36.00	39.4
Fidelity Ethical Kiwi	2.5	-4.07 (19)	-1.15 (16)	6.68 (23)	-0.03 (20)	0.67	36.00	57.8
FirstChoice Active Balanced	10.7	-5.06 (26)	-2.11 (22)	9.21 (16)	0.34 (18)	0.88	36.00	56.8
FirstChoice Tracker Balanced	9.5	-4.80 (24)	-1.49 (19)	10.20 (14)	-0.13 (22)	0.37	36.00	58.9
Forsyth Barr Balanced Portfolio	1.6	-4.26 (20)	-2.74 (25)	5.90 (24)	-0.50 (24)	0.50	30.00	69.1
Gareth Morgan Balanced	165.0	-3.77 (18)	-2.05 (21)	2.84 (27)	-0.63 (25)	1.00/\$50a	0.00	50.0
Grosvenor Balanced	29.7	-2.96 (8)	-0.08 (9)	9.12 (17)	3.35 (4)	1.08	40.00	59.0
Huljich Balanced Diversified	23.8	-3.70 (17)	-6.84 (27)	4.42 (25)	1.98 *	1.10	36.00	59.8
ING Balanced	3.4	-3.25 (16)	-1.04 (15)	8.14 (18)	1.39 (12)	0.55	33.00	54.0
ING SIL Balanced	89.0	-3.11 (13)	-0.35 (11)	10.72 (11)	2.59 (6)	0.98	24.00	54.0
Mercer Balanced	13.9	-3.06 (9)	0.20 (7)	13.71 (4)	0.76 (16)	0.75	34.20	63.1
Mercer Super Trust Active Balanced	24.3	-3.19 (15)	0.07 (8)	13.46 (5)	0.71 (17)	0.90	34.20	63.9
Mercer Super Trust Moderate	4.2	-2.94 (7)	0.63 (3)	12.06 (7)	3.73 (2)	0.68	34.20	48.5
Milford Balanced	0.1	—	—	—	—	1.05	36.00	—
National Bank Balanced	65.6	-3.09 (11)	-0.40 (12)	10.49 (13)	2.35 (7)	0.97	24.00	54.0
TOWER Balanced	86.5	-3.07 (10)	0.62 (4)	10.77 (10)	1.44 (11)	0.98	33.00	55.8
Westpac Balanced	112.1	-4.79 (23)	-2.20 (24)	7.87 (19)	1.60 (9)	0.65	31.08	58.3
<i>Average</i>		<i>-3.75</i>	<i>-1.13</i>	<i>9.64</i>	<i>1.27</i>	<i>0.86</i>	<i>32.70</i>	<i>56.4</i>

Growth	Assets (\$m)	3-month (%)	6-month (%)	1-year (%)	2-year (%pa)	Est. Total Fee (%)	Additional Fee \$/year	Growth Assets (%)
AMP ING SIL Balanced	17.5	-2.99 (3)	-0.83 (5)	13.16 (3)	0.73 (4)	1.16	36.00	68.7
AMP Growth	70.6	-4.65 (11)	-3.47 (18)	7.65 (22)	-5.45 (24)	1.16	36.00	82.7
AMP TYNDALL Balanced	3.6	-2.15 (2)	0.82 (2)	12.32 (9)	0.17 (6)	1.16	36.00	60.2
ANZ Balanced Growth	31.3	-4.58 (9)	-1.58 (9)	11.60 (13)	0.77 (2)	1.02	24.00	69.3
ANZ Growth	75.6	-6.19 (19)	-2.95 (15)	12.40 (8)	-0.90 (12)	1.07	24.00	84.1
Aon Russell Lifepoints 2035	2.3	-3.33 (4)	-0.33 (4)	17.29 (1)	-1.99 (18)	1.00	50.00	—
Aon Russell Lifepoints Growth	4.8	-3.83 (5)	-0.86 (6)	17.27 (2)	-2.66 (20)	1.00	50.00	—
Aon Tyndall Balanced	1.1	-1.68 (1)	1.18 (1)	12.76 (4)	0.07 (7)	1.05	50.00	—
ASB Growth	102.9	-7.33 (23)	-3.61 (19)	10.16 (16)	-3.16 (21)	0.37	30.00	78.6
Asteron Balanced Growth	9.2	-5.77 (15)	-2.96 (16)	11.92 (10)	-0.89 (11)	1.11	24.00	69.8
Fidelity Growth Kiwi	18.4	-6.82 (22)	-2.98 (17)	6.31 (23)	0.22 (5)	0.57	36.00	66.9
FirstChoice Active Growth	10.9	-7.58 (25)	-4.42 (22)	8.78 (18)	-1.96 (17)	0.93	36.00	76.5
FirstChoice Tracker Growth	8.3	-7.36 (24)	-3.64 (21)	10.21 (15)	-3.35 (22)	0.37	36.00	78.5
Forsyth Barr Growth Portfolio	1.7	-6.70 (20)	-5.32 (25)	4.64 (24)	-4.34 (23)	0.50	30.00	86.4
Gareth Morgan Growth	121.0	-7.67 (26)	-5.11 (24)	-0.78 (26)	-5.60 (25)	1.00/\$50a	0.00	85.0
Huljich Growth Diversified	63.4	-5.09 (14)	-10.14 (26)	2.73 (25)	0.12 *	1.25	36.00	78.7
ING Balanced Growth	3.7	-5.00 (13)	-2.69 (12)	8.12 (20)	-0.52 (9)	0.60	33.00	69.3
ING Growth	3.7	-6.80 (21)	-4.42 (23)	7.93 (21)	-2.65 (19)	0.65	33.00	84.1
ING SIL Balanced Growth	84.7	-4.68 (12)	-1.65 (10)	11.73 (11)	1.02 (1)	1.03	24.00	69.3
ING SIL Growth	62.7	-6.13 (17)	-2.88 (13)	12.69 (5)	-0.57 (10)	1.08	24.00	84.1
Mercer Super Trust Growth	3.0	-4.58 (8)	-1.47 (7)	12.42 (7)	-1.41 (15)	0.98	34.20	89.7
National Bank Balanced Growth	53.4	-4.61 (10)	-1.56 (8)	11.62 (12)	0.73 (3)	1.02	24.00	69.3
National Bank Growth	117.9	-6.15 (18)	-2.90 (14)	12.45 (6)	-0.98 (13)	1.07	24.00	84.1
Staples Rodway Balanced	5.4	-4.55 (7)	-1.99 (11)	10.57 (14)	-1.63 (16)	1.08	40.00	68.9
Staples Rodway Growth	3.8	-3.99 (6)	-0.26 (3)	10.00 (17)	-1.14 (14)	1.23	40.00	58.9
Westpac Growth	72.3	-6.04 (16)	-3.62 (20)	8.15 (19)	-0.02 (8)	0.70	31.08	72.8
<i>Average</i>		<i>-5.24</i>	<i>-2.68</i>	<i>10.16</i>	<i>-1.42</i>	<i>0.94</i>	<i>31.60</i>	<i>75.7</i>

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Aggressive	Assets (\$m)	3-month (%)	6-month (%)	1-year (%)	2-year (%pa)	Est. Total Fee (%)	Additional Fee \$/year	Growth Assets (%)
AMP Aggressive	64.0	-5.82 (3)	-4.71 (10)	7.71 (9)	-7.75 (10)	1.21	36.00	95.6
Aon Russell Lifepoints 2045	2.4	-4.77 (1)	-1.84 (2)	17.59 (1)	-5.04 (9)	1.02	50.00	—
AXA Growth	37.6	-7.95 (9)	-5.24 (11)	11.29 (6)	-2.44 (6)	0.53	36.72	90.1
Brook Professional Growth	3.2	-9.23 (12)	-6.37 (12)	5.58 (11)	0.34 (3)	1.05	30.00	90.4
Fidelity Aggressive Kiwi	6.7	-8.20 (11)	-2.42 (3)	9.98 (7)	1.20 (2)	0.70	36.00	99.9
First NZ Capital	6.9	-7.41 (7)	-4.17 (9)	4.17 (12)	-11.17 (11)	0.66	30.00	83.0
Fisher Funds Growth	133.1	-7.05 (6)	-3.38 (6)	16.93 (2)	6.12 (1)	0.99	24.00	82.8
Grosvenor Geared Growth	0.6	-7.73 (8)	-3.41 (7)	— —	— —	1.18	40.00	96.2
Grosvenor High Growth	29.1	-8.07 (10)	-3.91 (8)	8.42 (8)	-2.28 (5)	1.18	40.00	97.8
Mercer High Growth	9.8	-6.06 (4)	-2.81 (4)	13.11 (3)	-3.77 (7)	0.85	34.20	89.6
Mercer Super Trust High Growth	3.0	-6.22 (5)	-3.04 (5)	12.67 (5)	-3.91 (8)	1.03	34.20	73.7
TOWER Growth	26.5	-5.40 (2)	-1.25 (1)	12.92 (4)	-1.36 (4)	1.08	33.00	75.7
Westpac Capital Protection Plan (1)	9.3	-9.44 (13)	-6.39 (13)	7.63 (10)	— —	1.45	31.08	99.6
<i>Average</i>		<i>-7.18</i>	<i>-3.77</i>	<i>10.67</i>	<i>-2.73</i>	<i>0.99</i>	<i>35.02</i>	<i>89.5</i>

Peer Group Averages	Assets (\$m)	3-month (%)	6-month (%)	1-year (%)	2-year (%pa)	Est. Total Fee (%)	Additional Fee \$/year	Growth Assets (%)
Default Options	2086.2	-0.09	1.88	7.98	4.83	0.48	33.82	21.4
Conservative	2400.3	-0.12	1.78	7.27	4.84	0.65	28.05	17.6
Moderate	655.6	-1.41	0.73	9.57	3.69	0.79	32.78	35.0
Balanced	1076.1	-3.75	-1.13	9.64	1.27	0.86	32.70	56.4
Growth	953.2	-5.24	-2.68	10.16	-1.42	0.94	31.60	75.7
Aggressive	332.3	-7.18	-3.77	10.67	-2.73	0.99	35.02	89.5

Single Sector Options

Cash	Assets (\$m)	3-month (%)	6-month (%)	1-year (%)	2-year (%pa)	Est. Total Fee (%)	Additional Fee \$/year	Growth Assets (%)
AMP Cash	17.7	0.93 (5)	1.83 (5)	3.75 (5)	5.23 (3)	0.81	36.00	0.0
ANZ Cash	13.2	0.49 (14)	0.98 (15)	2.01 (14)	— —	0.42	24.00	0.0
Aon ING Cash	1.6	0.58 (12)	1.27 (10)	2.94 (9)	3.82 (12)	0.69	50.00	—
Aon Tyndall Cash	0.7	1.71 (1)	2.45 (2)	3.95 (4)	5.20 (4)	0.70	50.00	—
ASB NZ Bank Deposit	97.1	0.62 (10)	1.19 (11)	2.39 (11)	4.06 (8)	0.23	30.00	0.0
Asteron Capital	2.5	0.68 (8)	1.38 (8)	2.99 (8)	4.76 (5)	0.78	24.00	0.0
AXA Cash	10.4	0.77 (6)	1.64 (6)	3.96 (3)	4.62 (6)	0.33	36.72	0.0
FirstChoice NZ Cash	5.2	0.60 (11)	1.17 (12)	2.37 (13)	4.03 (9)	0.23	36.00	0.0
ING Cash Plus	0.7	0.55 (13)	1.13 (13)	2.37 (12)	4.03 (10)	0.40	33.00	0.0
ING SIL Cash Plus	8.1	0.42 (16)	0.86 (16)	1.82 (16)	3.47 (14)	0.83	24.00	0.0
Mercer Cash	5.6	1.54 (3)	2.36 (3)	4.14 (2)	5.28 (2)	0.35	34.20	0.0
Mercer Super Trust Cash	0.9	1.56 (2)	2.49 (1)	4.28 (1)	5.29 (1)	0.50	34.20	0.0
National Bank Cash	21.8	0.49 (15)	1.00 (14)	2.01 (15)	— —	0.42	24.00	0.0
Staples Rodway Conservative	6.9	1.05 (4)	1.85 (4)	3.18 (6)	3.88 (11)	0.83	40.00	0.0
TOWER Preservation	7.2	0.69 (7)	1.43 (7)	3.00 (7)	4.54 (7)	0.51	33.00	0.0
Westpac Cash	63.5	0.63 (9)	1.30 (9)	2.87 (10)	3.79 (13)	0.30	31.08	0.0
Fixed Income	Assets (\$m)	3-month (%)	6-month (%)	1-year (%)	2-year (%pa)	Est. Total Fee (%)	Additional Fee \$/year	International Assets (%)
Asteron High Yield Fixed Interest	1.1	2.35 (4)	4.56 (3)	10.26 (2)	6.19 (3)	0.88	24.00	0.0
ING SIL New Zealand Fixed Interest	2.3	3.11 (2)	5.87 (2)	9.87 (3)	5.89 (4)	0.83	24.00	0.0
ING SIL International Fixed Int	0.9	2.96 (3)	4.48 (4)	7.59 (4)	9.46 (2)	0.83	24.00	98.6
Mercer Super Trust Fixed Interest	0.5	3.72 (1)	7.82 (1)	17.63 (1)	11.47 (1)	0.83	34.20	79.9
Property	Assets (\$m)	3-month (%)	6-month (%)	1-year (%)	2-year (%pa)	Est. Total Fee (%)	Additional Fee \$/year	International Assets (%)
Asteron Global Property	1.0	-1.71 (1)	4.20 (1)	36.79 (2)	-11.74 (4)	1.21	24.00	83.0
ING SIL Australasian Property	3.1	-4.70 (3)	-7.71 (4)	11.67 (4)	-6.24 (2)	1.08	24.00	0.0
ING SIL International Property	2.2	-5.02 (4)	1.60 (2)	37.18 (1)	-11.43 (3)	1.08	24.00	0.0
Mercer Super Trust Real Assets	0.3	-3.83 (2)	-0.76 (3)	30.72 (3)	-5.59 (1)	1.08	34.20	0.0
Australasian Equity	Assets (\$m)	3-month (%)	6-month (%)	1-year (%)	2-year (%pa)	Est. Total Fee (%)	Additional Fee \$/year	Australian Assets (%)
Asteron SRI Share	6.3	-8.19 (3)	-6.36 (3)	7.54 (7)	-0.10 (3)	1.26	24.00	12.8
Asteron Trans Tasman Small Companies Shr	2.6	-11.15 (6)	-8.34 (6)	17.09 (1)	0.79 (2)	1.06	24.00	66.7
ING SIL Australasian Share	5.6	-8.50 (4)	-7.62 (5)	8.69 (5)	-0.74 (5)	1.08	24.00	16.1
Mercer Super Trust Trans Tasman Shares	0.4	-7.68 (2)	-6.93 (4)	10.05 (3)	-0.11 (4)	1.08	34.20	0.0
Mercer Super Trust Shares	0.5	-9.40 (5)	-5.93 (2)	8.78 (4)	-7.43 (7)	1.08	34.20	0.0
Milford Aggressive	8.8	-3.76 (1)	-1.08 (1)	11.62 (2)	10.58 (1)	1.05	36.00	50.0
Smartshares Smartkiwi Growth	8.5	-12.25 (7)	-10.58 (7)	8.48 (6)	-6.61 (6)	0.85/\$40	0.00	—
International Equity	Assets (\$m)	3-month (%)	6-month (%)	1-year (%)	2-year (%pa)	Est. Total Fee (%)	Additional Fee \$/year	International Assets (%)
Asteron International Share	2.0	-8.32 (3)	-5.26 (5)	7.30 (5)	-9.15 (4)	1.26	24.00	96.0
FirstChoice Active High Growth	0.9	-10.01 (6)	-6.33 (7)	6.84 (6)	-10.85 (5)	1.03	36.00	93.8
FirstChoice Global Sustainability Fd	1.4	-7.41 (1)	-1.72 (1)	10.89 (2)	2.71 (1)	1.53	36.00	95.6
ING SIL International Share	8.9	-8.35 (4)	-3.05 (2)	7.61 (4)	-3.51 (2)	1.08	24.00	97.5
ING SIL Sustainable Growth	0.4	-7.64 (2)	-4.49 (4)	5.27 (7)	— —	1.28	24.00	97.0
Mercer Super Trust Global Shares	0.7	-10.09 (7)	-5.55 (6)	8.06 (3)	-11.06 (6)	1.08	34.20	100.0
TOWER Equity	10.8	-8.82 (5)	-3.94 (3)	11.31 (1)	-6.10 (3)	1.13	33.00	99.9
Miscellaneous	Assets (\$m)	3-month (%)	6-month (%)	1-year (%)	2-year (%pa)	Est. Total Fee (%)	Additional Fee \$/year	Growth Assets (%)
Fidelity Options Kiwi	24.8	-4.08 (1)	3.63 (1)	18.86 (1)	7.73 (1)	0.57	36.00	100.0

Assets Under Management

	June 2010		December 2009		June 2009		December 2008		June 2008		December 2007	
	\$m	%	\$m	%	\$m	%	\$m	%	\$m	%	\$m	%
AMP	684.0	11.9	595.6	12.4	385.9	12.9	264.4	13.3	136.3	14.3	23.7	10.2
- AMP excl. default	406.7	7.0	343.9	7.2	213.9	7.2	142.7	7.2	66.0	6.9	9.4	4.0
Aon	68.6	1.2	61.5	1.3	41.8	1.4	---	---	---	---	---	---
ASB	1128.2	19.6	932.7	19.4	582.5	19.5	409.4	20.5	183.2	19.2	50.9	21.8
- ASB excl. default	527.4	9.1	437.1	9.1	263.7	8.8	182.1	9.1	79.0	8.3	20.9	9.0
Asteron	35.6	0.6	31.2	0.6	18.3	0.6	11.9	0.6	5.5	0.6	1.2	0.5
AXA	428.5	7.4	372.4	7.8	240.9	8.1	168.7	8.5	79.1	8.3	23.1	9.9
- AXA excl. default	103.8	1.8	86.6	1.8	49.9	1.7	34.3	1.7	16.3	1.7	5.2	2.2
Brook	3.8	0.1	3.4	0.1	2.0	0.1	1.3	0.1	---	---	---	---
Fidelity	114.8	2.0	85.3	1.8	46.8	1.6	29.5	1.5	14.5	1.5	3.2	1.4
Fisher Funds	134.1	2.3	116.1	2.4	71.0	2.4	45.1	2.3	30.6	3.2	11.7	5.0
Forsyth Barr	3.2	0.1	---	---	---	---	---	---	---	---	---	---
Gareth Morgan KiwiSaver	323.9	5.6	262.1	5.5	149.8	5.0	100.9	5.1	43.2	4.5	8.7	3.7
Grosvenor	72.4	1.3	58.9	1.2	34.6	1.2	22.4	1.1	10.6	1.1	3.1	1.3
Huljich	136.1	2.4	100.2	2.1	38.4	1.3	---	---	---	---	---	---
ING	1288.5	22.3	1045.9	21.8	641.4	21.5	423.1	21.2	209.6	22.0	61.3	26.2
- ING excl. default	992.0	17.2	789.9	16.4	466.2	15.6	297.3	14.9	146.5	15.4	44.1	18.9
Mercer	380.2	6.6	332.9	6.9	215.1	7.2	143.3	7.2	75.0	7.9	1.0	0.4
- Mercer excl. default	68.1	1.2	58.3	1.2	35.2	1.2	21.4	1.1	10.9	1.1	1.0	0.4
Milford	8.5	0.1	14.1	0.3	3.6	0.1	0.5	0.0	0.2	0.0	0.0	0.0
NZX	13.4	0.2	12.7	0.3	8.0	0.3	5.6	0.3	3.4	0.4	1.2	0.5
Staples Rodway	16.1	0.3	13.6	0.3	9.1	0.3	6.1	0.3	3.4	0.4	---	---
Tower	419.3	7.3	358.8	7.5	236.6	7.9	165.0	8.3	84.0	8.8	26.1	11.2
- Tower excl. default	143.1	2.5	111.9	2.3	67.2	2.3	45.0	2.3	22.6	2.4	7.5	3.2
Westpac	511.5	8.9	406.1	8.5	257.8	8.6	196.4	9.9	75.8	7.9	18.3	7.8
Total	5770.7		4803.5		2983.5		1993.5		954.1		233.5	

Returns are before tax and after the fees deducted from the funds unit price. Estimated Total Fee is the sum of the ongoing Management Fees, the Trustee Fees, and Administration Fees that are charged as a percentage of your account balance, and are reflected in the fund's performance. Additional fees are dollar-based Administration or Membership Fees payable in addition to the Total Fee, and are not reflected in the fund's performance. (a) Total Fee is the greater of \$50 or 1 percent of the account balance. (b) Total Fee is a minimum of \$40 or 0.85 percent dependent upon account balance. (c) Fees for Forsyth Barr are net of currently rebated facility fee, 0.10% and 0.15% for the Balanced and Growth funds respectively. *The unit prices supplied by Huljich Funds Management for the period prior to August 2009 include additional payments provided by the investment manager. See the fund's prospectus for more details. While these returns do represent the experience of investors in the Huljich funds over this period, they are nonetheless not comparable to the investment results of other KiwiSaver fund managers. The Huljich funds have not been given a rank and have been excluded from the category averages for the affected time periods.