

Tertiary Education Cost Saver Fund (New Zealand)

Fund update for the quarter ended: 31 March 2018

This fund update was first made publicly available on 8 May 2018.

What is the purpose of this update?

This document tells you how Tertiary Education Cost Saver Fund (New Zealand) has performed and what fees were charged. The document will help you to compare the Fund with other funds. Australian Scholarships Group Friendly Society Limited (ASG) prepared this update in accordance with the Financial Markets Conduct Act 2013. This information is not audited and may be updated.

Description of this fund

The Tertiary Education Cost Saver Fund (New Zealand) was established with the aim of assisting you in saving to help offset the cost of your children's education. One of the key benefits of the Fund is a post-secondary Scholarship Benefit that is paid to your child during each year that they successfully complete an approved post-secondary course (up to a maximum of three years).

The investment strategy for the Fund is to provide long term returns in excess of inflation using a range of investment funds managed by professional fund managers to achieve a conservative balanced risk profile.

Total value of the fund:	\$4,179,236
The date the fund started:	1 March 1999

What are the risks of investing?

Risk indicator for the Tertiary Education Cost Saver Fund (New Zealand).



The risk indicator is rated from 1 (low) to 7 (high). The rating reflects how much the value of the Fund's assets goes up and down. A higher risk generally means higher potential returns over time, but more ups and downs along the way. To help you clarify your own attitude to risk, you can seek financial advice or work out your risk profile at 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 a fund's future performance. The risk indicator is based on the returns data for the five years to 31 March 2018. While risk indicators are usually relatively stable, they do shift from time to time. The risk indicator will continue to be updated in future fund updates. See the Product Disclosure Statement (PDS) for more information about the risks associated with investing in this fund.

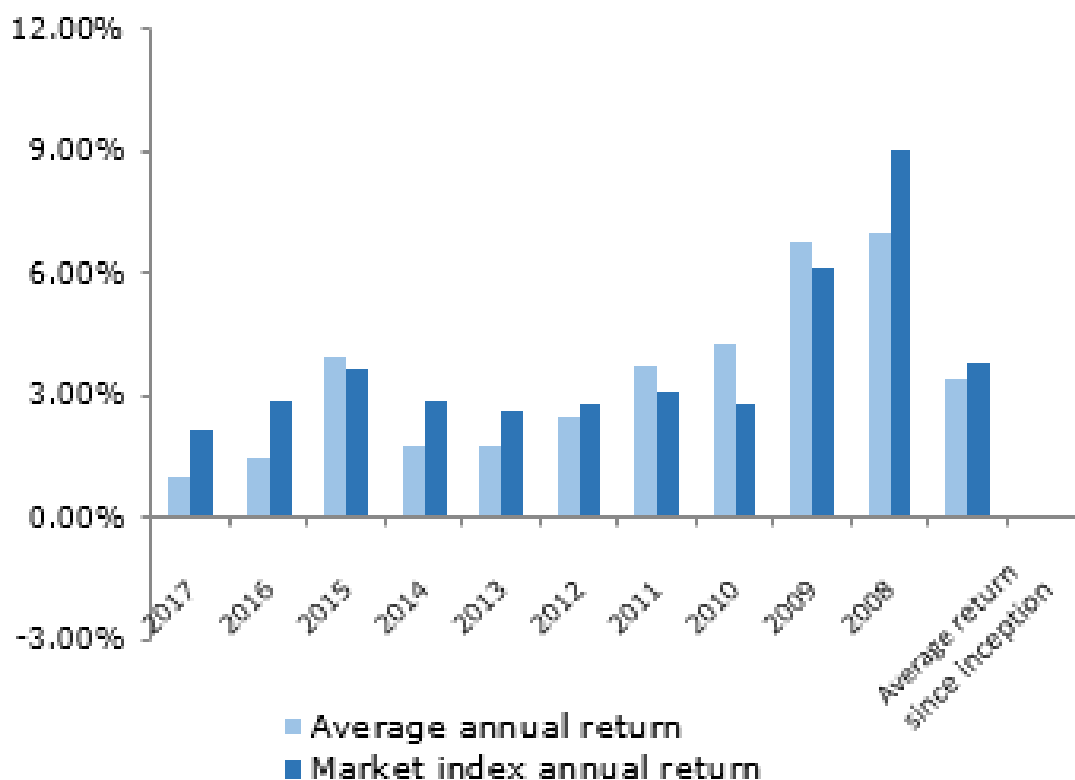
How has the Fund performed?

	Average over past 5 years	Past year to 30 June 2017
Annual return (after deduction for charges and tax)	2%	1%
Annual return (after deductions for charges but before tax)	2%	1%
Market index annual return ¹ (reflects no deduction for charges and tax)	4.02%	2.18%

The market index return reflects the benchmark index returns for the relevant period prior to any deduction for charges and taxes. Additional information about the market index is available in the Statement of Investment Policy and Objectives (SIPO) on the register at companiesoffice.govt.nz/disclose

The tax rate for the Fund is 30%, which is reflected in the annual returns shown for the Fund, however it should be noted that the value of the tax paid by the Fund is recouped at the time that Scholarship payments are made to eligible beneficiaries. As such, the annual returns stated here potentially understate the actual returns that will be ultimately payable to eligible beneficiaries. Please refer to the Product Disclosure Statement for further information.

Annual return graph²



This shows the return after fund charges and tax for each complete year ending 30 June since the Fund started. The last bar shows the average annual return since the Fund started, up to 30 June 2017.

Important: This does not tell you how the Fund will perform in the future. Returns in this update are after tax at the rate of 30 per cent.

What fees are investors charged?

Investors in Tertiary Education Cost Saver Fund are charged fund charges. In the year to 31 March 2018, these were:

	% of net asset value
Total fund charges	1.18%
Which are made up of:	
Total management and administration charges	1.18%
Including:	
Manager's basic fee	1.00%
Total performance-based fees	0.00%
Other management and administration charges	0.18%* ³
Other charges	\$ amount per investor
Ongoing management fee	\$18.00
Administration fee	\$12.00
Membership fee	\$2.00
Family protection contribution (depending on fee table)	\$4.00

*This amount is an estimate.

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

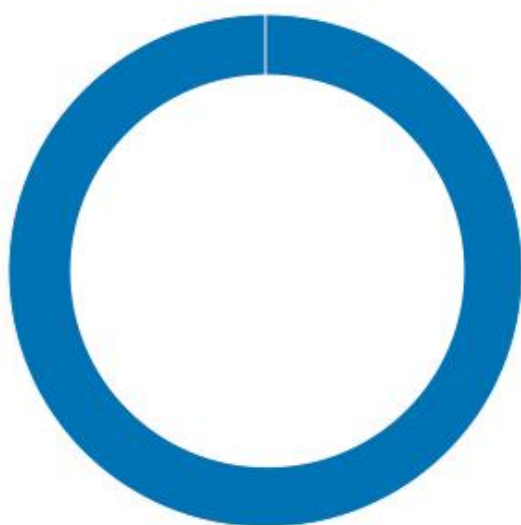
Example of how this applies to an investor

Jason had \$10,000 in the Fund at the start of the year and did not make any further contributions. At the end of the year, Jason's Member Account was credited with a declared bonus, after fund charges were deducted, of \$100 (that is 1.00% of his initial \$10,000). Jason also paid \$36.00 in other charges. This gives Jason a total profit after tax of \$64 for the year. Please refer to the Product Disclosure Statement (PDS) for further information.⁴

What does this fund invest in?⁵

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

Actual investment mix at 31 March 2018



Cash and cash equivalents

Target investment mix⁶

	Target	Range
Cash & Cash Equivalents	100.0%	0% - 100%

Top 10 investments

Asset Name	% of Net Assets	Type ⁶
New Zealand Government NZ Tr Bill	37.84%	Cash and cash equivalents
ANZ Banking - NZ RCD	13.07%	Cash and cash equivalents
Rabobank Australia Limited NZ RCD	12.96%	Cash and cash equivalents
Westpac Banking (NZ) NZ RCD	11.28%	Cash and cash equivalents
ASB Bank Limited- NZ RCD	10.81%	Cash and cash equivalents
Bank of New Zealand NZ RCD	10.70%	Cash and cash equivalents
Bank of New Zealand NZ RCD	2.86%	Cash and cash equivalents
Bank of New Zealand NZ RCD	0.48%	Cash and cash equivalents

Currency hedging

The current investments into the Fund are fully hedged for any foreign currency exposure to the New Zealand dollar.

Key personnel

This shows the directors and employees who have the most influence on the investment decisions of the Fund as at 31 March 2018.

Name	Current position	Time in current position	Other current position	Time in other current position
Tim Mitchell-Adams*	Chief Executive Officer	3 months	-	-
Peter Taubman	Head of Investments	8 years and 4 months	-	-
Craig Dunstan	ASG chairman	2 years and 6 months	Investment Committee member (current)	8 years and 2 months
Jacqueline Jennings	Chair of the Investment Committee	2 years and 5 months	Non-executive director (current)	6 years
Tony Brain	Investment Committee member	5 months	Non-executive director (current)	2 years and 3 months

* This person has not been named as Key Personnel in any previous fund updates.

Further information

You can also obtain this information, the Product Disclosure Statement (PDS) for The Education Fund (New Zealand), and some additional information from the offer register at companiesoffice.govt.nz/disclose

Notes

1. The market index return reflects the benchmark index for the relevant period.
2. Please note that investment returns are paid by way of an annual declared bonus which is credited to your Member Account. The accumulated declared bonuses in the Member Account are pooled with all other Member Accounts in the pool year and shared proportionately (together with any tax benefits arising) by the eligible beneficiaries in accordance with the rules of the Fund. Please note that if your beneficiary does not qualify for a scholarship payment, then the member has no entitlement to the declared bonuses credited to their account. Conversely, if your beneficiary does qualify, their ultimate scholarship payments will differ from the declared bonuses given the impacts of pooling and the associated tax benefits arising within the Fund. Please refer to the Product Disclosure Statement (PDS) for further information.
3. This investment management cost is an estimate only and varies from time to time depending upon the professional investment managers in place. This estimate is based on the current investment managers used.
4. Whilst this declared bonus was credited to his Member Account, the accumulated declared bonuses are transferred to a Fund pool and are shared proportionately across all eligible beneficiaries in that pool year. As a result, the actual declared bonus paid has little relevance to the actual return that may or may not be paid to the beneficiary linked to the account.
5. The 'Target investment mix' table displays the investment types and the ranges as prescribed by the Fund's Benefit Fund rule. The 'Target' column details the asset mix ASG's appointed actuary adopts as their long term asset mix for the purposes of calculating and setting projections for the Fund's long term growth. The 'Actual investment mix' pie chart displays the actual investment mix of asset types as at 31 March 2018.
6. For further information on each of the asset classes refer to the SIPO.

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