

## Tertiary Education Cost Saver Fund (New Zealand)

### Fund update for the quarter ended: 31 March 2017

This fund update was first made publicly available on 10 May 2017.

#### 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:	\$7,591,241.38
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](http://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 2017. 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.

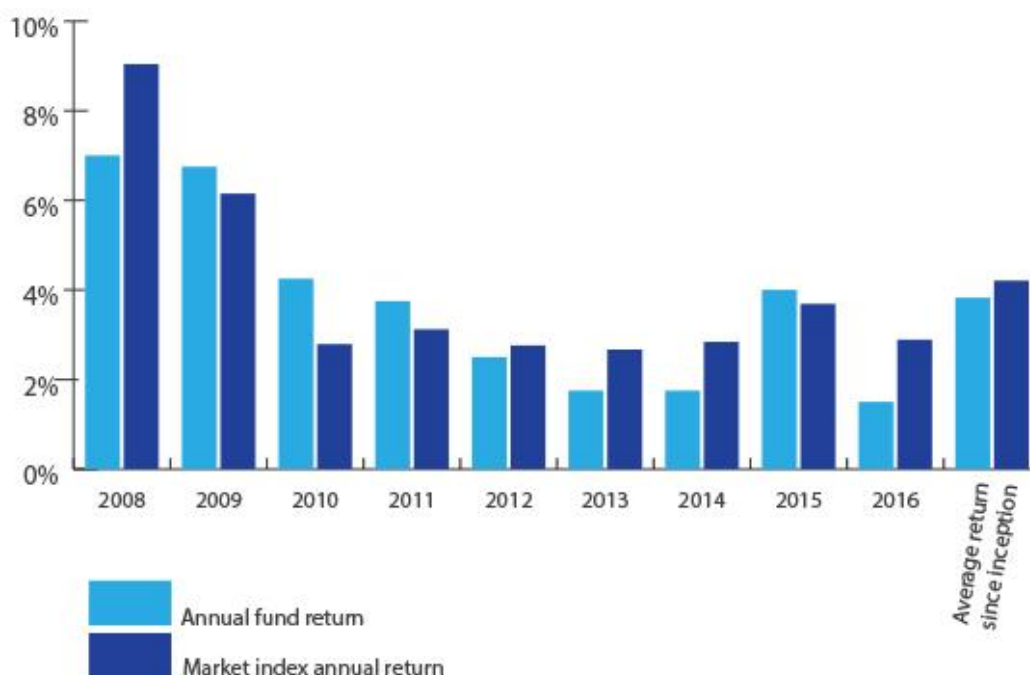
#### How has the Fund performed?

	Average over past 5 years	Past year to 30 June 2016
Annual return (after deduction for charges and tax)	2.30%	1.50%
Annual return (after deductions for charges but before tax)	2.30%	1.50%
Market index annual return <sup>1</sup> (reflects no deduction for charges and tax)	2.97%	2.89%

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](http://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 graph<sup>2</sup>



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 2016.

**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 2017, these were:

	% of net asset value
Total fund charges	1.62%
Which are made up of:	
Total management and administration charges	1.62%
Including:	
Manager's basic fee	0.69%
Total performance-based fees	0.00%
Other management and administration charges	0.93%
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

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

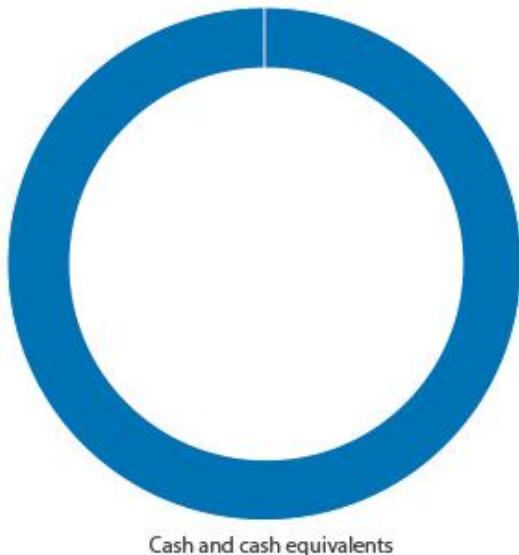
Jason had \$10,000 in the Fund at the start of the year and did not make any further contributions. At the end of the year, Jason's Member Account was credited with a declared bonus, after fund charges were deducted, of \$150 (that is 1.50% of his initial \$10,000). Jason also paid \$36.00 in other charges. This gives Jason a total profit after tax of \$114 for the year. Please refer to the Product Disclosure Statement (PDS) for further information.<sup>3</sup>

### What does this fund invest in?<sup>4</sup>

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

Actual investment mix at 31 March 2017

Cash & Cash Equivalents	100.0%	0% – 100%
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Target investment mix<sup>5</sup>

	Target	Range
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### Top 10 investments

Asset Name	% of Net Assets	Type <sup>5</sup>
New Zealand Government NZ Tr Bill	26.67%	Cash and cash equivalents
New Zealand Government NZ Tr Bill	17.67%	Cash and cash equivalents
Westpac Banking (NZ) NZ RCD	13.76%	Cash and cash equivalents
ANZ Banking - NZ RCD	13.31%	Cash and cash equivalents
Bank of New Zealand NZ RCD	13.03%	Cash and cash equivalents
Rabobank Australia Limited NZ RCD	5.90%	Cash and cash equivalents
ASB Bank Limited- NZ RCD	6.57%	Cash and cash equivalents
ASB Bank Limited- NZ RCD	0.20%	Cash and cash equivalents
Bank of New Zealand NZ RCD	1.38%	Cash and cash equivalents
Rabobank Australia Limited NZ RCD	0.20%	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.

Name	Current position	Time in current position	Other current position	Time in previous or other current position
John Velegrinis	Chief Executive Officer	4 years and 9 months	General Manager Credit, Commercial & Wealth, ANZ Bank	2 years and 0 months
Bruce Hawkins	Chief Operating Officer	2 years and 3 months	Financial Services Consultant (self employed)	1 year and 6 months
Kevin Brown	Chief Financial Officer	16 years and 9 months	National Accountant, Retirement by Design Pty Ltd	16 years and 0 months

## Further information

You can also obtain this information and some additional information from the offer register at [companiesoffice.govt.nz/disclose](http://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. 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 relevant to the actual return that may or may not be paid to the beneficiary linked to the account.
4. 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 2017.
5. For further information on each of the asset classes refer to the SIPO.

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