

# MERCER KIWISAVER SCHEME

QUARTERLY DISCLOSURE STATEMENT FOR  
1 OCTOBER 2013 – 30 SEPTEMBER 2014

## Balanced Investment Option

### Description of the fund

The Mercer Balanced investment option is suitable for investors seeking a diversified investment, who are able to withstand a higher degree of volatility in returns than can be expected from the Mercer KiwiSaver Conservative investment option with a view to achieving enhanced longer term returns from the 60% allocation to growth assets.

|                               |                |
|-------------------------------|----------------|
| Total value of the fund       | \$66,172,372   |
| Number of members in the fund | 4,895          |
| Date the fund started         | 1 October 2007 |

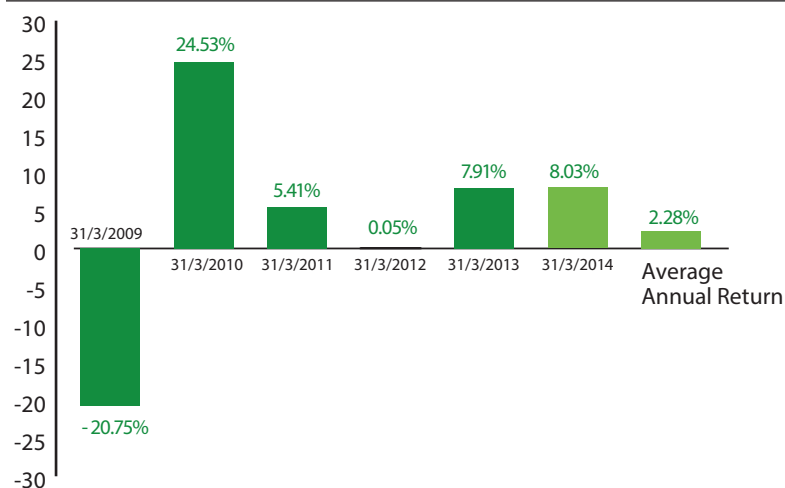
### How has the fund performed?

|   | Past year |
|---|-----------|
| <b>Annual return</b> (after deductions for fund fees and tax <sup>1</sup> ) | 9.86%     |

### How has the fund performed in the past?

This shows the return after fund fees and tax for each tax year since the fund started and the average annual return since the fund started. It's important to note that this doesn't tell you how the fund will perform in the future.

#### Annual return (%)



### What is the purpose of this statement?

This statement provides key information about the *Mercer KiwiSaver scheme Balanced Investment Option*. It tells you how the fund has performed and what fees it charged, and will help you to compare it with other funds. We prepared this statement in accordance with the KiwiSaver (Periodic Disclosure) Regulations 2013. This information is not audited and may be updated.

## What fees were members charged?

The returns on page one are after deductions for **fund fees**<sup>2</sup>. These fees were last totalled up for the year to 31 March 2014 and were:

|                              |                               |
|------------------------------|-------------------------------|
| <b>Total Fund fees</b>       | 0.82% of members' investments |
| <i>which are made up of:</i> |                               |
| Annual Management fee        | 0.72%                         |
| Performance based fees       | 0.03%                         |
| Other fees and costs         | 0.07%                         |

Each member was also charged **membership fees**<sup>3</sup> of \$34.20 over the year to 31 March 2014.

Mercer does not currently charge fees for any specific actions or decisions made by a member. See [https://secure.superfacts.com/attachments/Form/KIWI4\\_InvestmentStatement.pdf](https://secure.superfacts.com/attachments/Form/KIWI4_InvestmentStatement.pdf) for more information about these fees.

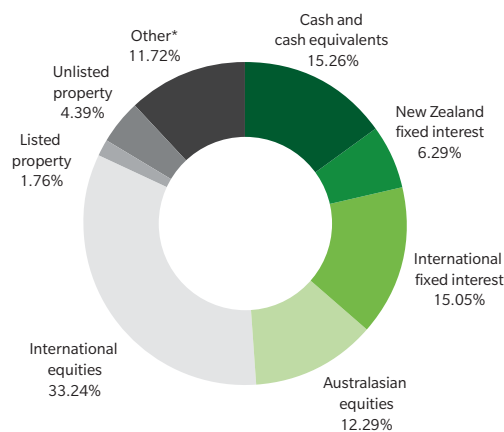
## Example of how this applies to a member

Ben had \$10,000 in the fund at the start of the year and didn't make any further contributions. At the end of the year, Ben received a return after fund fees and tax were deducted of \$986.00 (9.86% of his initial \$10,000). Ben also paid \$34.20 in membership fees. This gives Ben a total return of \$951.80 for the year.

## What does the fund invest in?

### Actual investment mix

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



## Target investment mix

This shows the mix of assets that the fund generally intends to invest in.

|                              |        |
|------------------------------|--------|
| Cash and cash equivalents    | 7.50%  |
| New Zealand fixed interest   | 6.40%  |
| International fixed interest | 21.60% |
| Australasian equities        | 12.50% |
| International equities       | 30.00% |
| Listed property              | 2.50%  |
| Unlisted property            | 5.00%  |
| Other*                       | 14.50% |

\*Includes Alternatives, Infrastructure and Natural Resources

## Top 10 investments

|    | Name  | % of fund net assets | Type                    | Country     | Credit rating (if applicable) |
|----|---|----------------------|-------------------------|-------------|-------------------------------|
| 1  | AMP Capital NZ Cash Fund  | 13.54%               | Fund                    | New Zealand | N/A                           |
| 2  | ANZ Wholesale Sovereign Bond Fund                                 | 6.29%                | Fund                    | New Zealand | N/A                           |
| 3  | Schroder Global Enhanced Index Fund                               | 6.10%                | Fund                    | Australia   | N/A                           |
| 4  | Challenger Harris Global Sovereign Bond Trust                     | 3.33%                | Fund                    | Australia   | N/A                           |
| 5  | BlackRock Investment Management (Enhanced) Emerging Market Shares | 1.91%                | Fund                    | Australia   | N/A                           |
| 6  | Fisher Institutional Property Fund                                | 1.84%                | Fund                    | New Zealand | N/A                           |
| 7  | Westpac Business Interest Account                                 | 1.72%                | Cash & Cash Equivalents | New Zealand | AA-                           |
| 8  | Colonial First State Infrastructure Income Fund                   | 1.61%                | Fund                    | Australia   | N/A                           |
| 9  | Investa Commercial Property Fund                                  | 1.41%                | Fund                    | Australia   | N/A                           |
| 10 | Fletcher Building Ltd   | 1.38%                | Australasian Equities   | New Zealand | N/A                           |

The top 10 investments make up 39.13% of the fund.

## Further information

### Information about conflicts of interest

There have not been changes to the nature, or increases in the scale of, the fund's related-party transactions compared with the last quarter. See the Mercer KiwiSaver scheme's annual financial statements for more information about the scheme's related-party transactions.

### Changes to trade allocation, execution and proxy voting policies

There have not been changes to the fund's trade allocation, execution and proxy voting policies in the past three months.

See [https://secure.superfacts.com/attachments/Form/KIWI4\\_ShareVoting\\_2013.pdf](https://secure.superfacts.com/attachments/Form/KIWI4_ShareVoting_2013.pdf) for more information about these policies.

### Changes to valuation methods

There have not been changes to the fund's valuation methods in the past three months.

### Electronic disclosure of this information

Most of the information contained in this statement, including some additional information, is available in a spreadsheet at [https://secure.superfacts.com/attachments/Form/KSS10003\\_003\\_QDSSep2014\\_Mercer\\_KiwiSaver\\_Balanced.csv](https://secure.superfacts.com/attachments/Form/KSS10003_003_QDSSep2014_Mercer_KiwiSaver_Balanced.csv)

## 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 | Previous/other position   | Time in previous/other position |
|-----------------------|---|--------------------------|---|---------------------------------|
| Ross Butler           | Chairman – Mercer (N.Z.) Limited                                      | 1 year<br>9 months       | Chairman – Mercer Investment Nominees (NZ) Ltd                      | 2 years                         |
| Martin Lewington      | Managing Director – Mercer (N.Z.) Limited                             | 5 years<br>7 months      | Head of Investments – Mercer (N.Z.) Limited                         | 3 years<br>8 months             |
| Philip Houghton-Brown | Head of Investments – Mercer (N.Z.) Limited                           | 2 years<br>2 months      | Chief Investment Officer – OnePath (NZ) Ltd                         | 5 years<br>3 months             |
| Russell Clarke        | Chief Investment Officer – Pacific, Mercer Australia (Pty) Ltd        | 1 year<br>2 months       | Mercer Global Chief Investment Officer, Mainstream Assets – Current | 3 years<br>2 months             |
| Philip Graham         | Deputy Chief Investment Officer – Pacific, Mercer Australia (Pty) Ltd | 3 years<br>2 months      | Senior Portfolio Strategist – Mercer Australia (Pty) Ltd            | 4 years<br>2 months             |

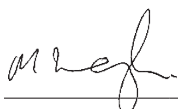
## MANAGER'S CERTIFICATE

Mercer (N.Z.) Limited  
(The Manager of the Mercer KiwiSaver scheme)

The Manager hereby certifies that:

- The disclosure statement has been prepared for the purposes of the KiwiSaver (Periodic Disclosure) Regulations 2013; and
- To the best of the Manager's knowledge after making reasonable inquiry, all information required by the regulations has been disclosed in accordance with these regulations and the information presented is accurate; and
- The disclosure statement does not contain any matter that is likely to deceive or mislead with regard to any particular that would be material to an offer of an interest in the KiwiSaver scheme.

### Signature of Director



Martin Lewington  
Date of signing: 21 / 10 / 2014

### Signature of Authorised Signatory



Nicky Burns  
Date of signing: 21 / 10 / 2014

## NOTES

- Returns in this statement are after tax at the highest prescribed investor rate (PIR) of tax for an individual NZ resident. Your tax rate may be lower.
- Fund fees are fees charged as a percentage of a member's interest in the fund (i.e. as a percentage of their KiwiSaver account balance).
- Membership fees are the fixed dollar charges for membership in the KiwiSaver scheme.

## Got any questions?

Visit our website

**mercerkiwisaverscheme.co.nz**  
or call our Helpline on **0508 542 578**  
(if calling from within New Zealand).

If you're calling from overseas you can contact us on **+61 3 8687 1886**. Helpline hours are from 9am to 7pm, Monday to Friday and except public holidays.