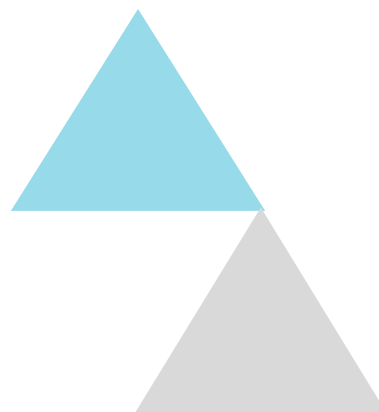


# FUND UPDATE

## MERCER BALANCED FUND MERCER SUPER TRUST



### Quarter ending 30 June 2017

This fund update was first made publicly available on: 28 July 2017.

### WHAT IS THE PURPOSE OF THIS UPDATE?

This document tells you how the Mercer Balanced fund has performed and what fees were charged. The document will help you to compare the fund with other funds. Mercer (N.Z.) Limited prepared this update in accordance with the Financial Markets Conduct Act 2013.

This information is not audited and may be updated.

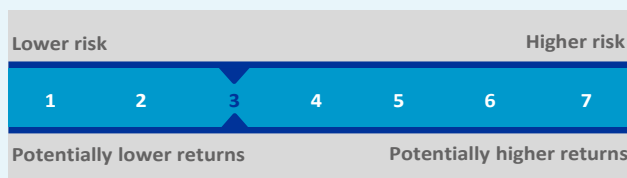
### DESCRIPTION OF THIS FUND

The Mercer Balanced fund invests in a wide range of assets. This may be suitable for investors who want a diversified investment with exposure to shares and property, who are comfortable with a higher degree of volatility in returns than can be expected from the Moderate option and who can invest for the long term.

|                               |               |
|-------------------------------|---------------|
| Total value of the fund       | \$215,233,312 |
| Number of members in the fund | 3,339         |
| Date the fund started         | 1 May 2003    |

### WHAT ARE THE RISKS OF INVESTING?

**Risk indicator for the Mercer Balanced fund:**



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 [www.sorted.org.nz/tools/investment-kickstarter](http://www.sorted.org.nz/tools/investment-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.

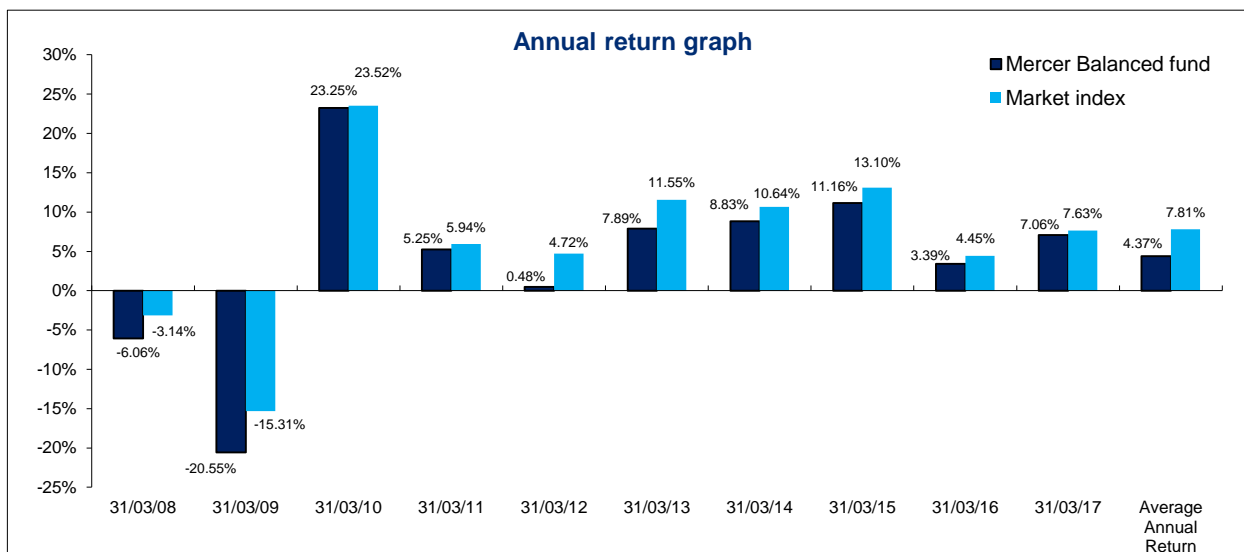
This risk indicator is not a guarantee of a fund's future performance. The risk indicator is based on the returns data for 5 years to 30 June 2017. While risk indicators are usually relatively stable, they do shift from time to time. The risk indicator will continue to be updated in future fund updates.

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 |
|---|---------------------------|-----------|
| <b>Annual return</b><br><i>(after deductions for charges and tax)</i> <sup>1</sup>        | 8.31%                     | 7.81%     |
| <b>Annual return</b><br><i>(after deductions for charges but before tax)</i> <sup>1</sup> | 9.76%                     | 8.70%     |
| <b>Market index annual return</b><br><i>(reflects no deductions for charges and tax)</i>  | 10.02%                    | 7.31%     |

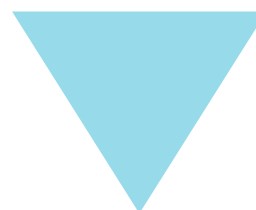
The market index return is the strategic asset allocation weighted benchmark index return, where the benchmark indices are defined in the Statement of Investment Policy and Objectives. Additional information about the market index is available on the offer register.



This shows the return after fund charges and tax for each of the last 10 years ending 31 March. The last bar shows the average annual return for the last 10 years 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 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 Mercer Balanced fund pay fund charges. In the year to 31 March 2017 these were:

|  | % of net asset value                           |
|--|--|
| <b>TOTAL FUND CHARGES</b>                          | 1.22% <sup>2</sup>                             |
| Which are made up of:                              |  |
| <b>TOTAL MANAGEMENT AND ADMINISTRATION CHARGES</b> | 1.22% <sup>2</sup>                             |
| Including:   |  |
| Manager's basic fee                                | 0.68%  |
| Other management and administration charges        | 0.54% <sup>2</sup>                             |
| <b>TOTAL PERFORMANCE BASED FEES</b>                | 0.00%  |
| <b>OTHER CHARGES</b>                               | <b>Dollar amount per investor</b> <sup>3</sup> |
| Membership Fee                                     | \$47.64  |

\*Note: Included within 'Other management and administration charges' are performance-based fees charged by external managers of underlying funds that the fund invested into of 0.18%. Over the past five years, performance based fees have averaged 0.06% using data from similar funds Mercer manages. Performance-based fees are subject to market movements and external manager performance and the amount of these fees may differ from those disclosed for the year 31 March 2017.

These are not included in the line 'Total Performance Based Fees' as this line relates to any performance based fee paid directly to the Manager.

Investors may also be charged individual action fees for specific actions or decisions (for example, for withdrawing from or switching funds). See the Mercer Super Trust PDS and Your Plan Details for more information about fees.

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

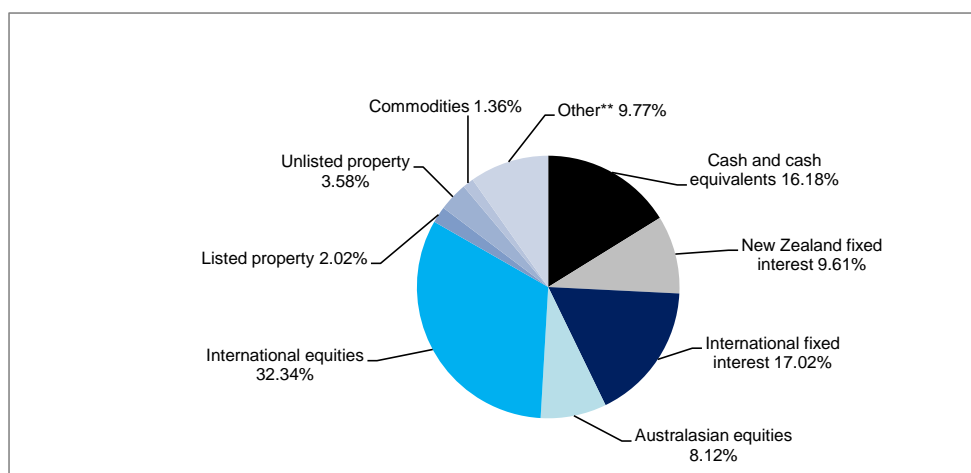
## EXAMPLE OF HOW THIS APPLIES TO AN INVESTOR

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 charges were deducted of \$781.00 (7.81% of his initial \$10,000). Ben also paid \$47.64 in other charges. This gives Ben a total return after tax of \$733.36 for the year.

## WHAT DOES THE FUND INVEST IN?

### Actual investment mix

This shows the types of assets that the fund invests in. <sup>4</sup>



\*\*Includes listed and unlisted infrastructure assets

## TARGET INVESTMENT MIX

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

|                              |        |
|------------------------------|--------|
| Cash and cash equivalents    | 10.00% |
| New Zealand fixed interest   | 10.00% |
| International fixed interest | 25.00% |
| Australasian equities        | 10.00% |
| International equities       | 28.50% |
| Listed property              | 3.00%  |
| Unlisted property            | 3.00%  |
| Commodities                  | 1.50%  |
| Other*                       | 9.00%  |

\*Includes listed and unlisted infrastructure assets and alternatives

## TOP 10 INVESTMENTS

| Name  | % of fund net assets | Type                         | Country       | Credit rating (if available) |
|---|----------------------|------------------------------|---------------|------------------------------|
| 1 AMP Capital Investors NZ Cash Fund                                  | 15.00%               | Cash and cash equivalents    | New Zealand   | NA                           |
| 2 ANZ Wholesale Sovereign Bond Fund                                   | 9.49%                | New Zealand fixed interest   | New Zealand   | NA                           |
| 3 Schroder Global Core Fund   | 5.29%                | International equities       | Australia     | NA                           |
| 4 Challenger Harris Global Sovereign Bond Trust                       | 3.77%                | International fixed interest | Australia     | NA                           |
| 5 Colonial First State Wholesale Investment Grade Corporate Bond Fund | 2.16%                | International fixed interest | Australia     | NA                           |
| 6 First State Investments Global Listed Infrastructure Fund           | 1.38%                | Other**                      | New Zealand   | NA                           |
| 7 Fidelity Select Global Small Cap Fund                               | 1.10%                | International equities       | Australia     | NA                           |
| 8 Blackrock Global Enhanced Emerging Markets Fund - E Class           | 1.06%                | International equities       | Australia     | NA                           |
| 9 iShares Trust Core S&P 500 ETF                                      | 1.04%                | International equities       | United States | NA                           |
| 10 Fisher Institutional Property Fund                                 | 0.96%                | Unlisted property            | New Zealand   | NA                           |

\*\*An investment in a fund that is primarily comprised of listed infrastructure assets.

The top 10 investments make up 41.25% of the fund.

### Currency hedging

Currency hedging can apply to some of the asset classes this fund invests in. The level of currency hedging for global shares is managed between 0% and 100% and may change over time depending on Mercer's view of the relative strength (or weakness) of the New Zealand dollar. Other global assets classes (Global Fixed Interest and Real Assets), target a 100% net of tax hedge to the New Zealand dollar. Refer to the Statement of Investment Policy and Objectives for more information which is available from [www.companiesoffice.govt.nz/disclose](http://www.companiesoffice.govt.nz/disclose)

## 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) Ltd   | 4 years<br>6 months      | Chairman - Mercer Investment Nominees (NZ) Ltd         | 2 years                         |
| Martin Lewington           | CEO - Mercer (N.Z.) Ltd   | 8 years<br>4 months      | Head of Investments - Mercer (N.Z.) Ltd                | 3 years<br>8 months             |
| Philip Houghton-Brown      | Chief Investment Officer - New Zealand, Mercer (N.Z.) Ltd             | 4 years<br>11 months     | Chief Investment Officer - Onepath (NZ) Ltd            | 5 years<br>3 months             |
| Philip Graham <sup>5</sup> | Deputy Chief Investment Officer - Pacific, Mercer Australia (Pty) Ltd | 5 years<br>11 months     | Senior Portfolio Strategist Mercer Australia (Pty) Ltd | 4 years<br>2 months             |

## FURTHER INFORMATION

You can also obtain this information, the PDS for the Mercer Super Trust and some additional information from the offer register at [www.companiesoffice.govt.nz/disclose](http://www.companiesoffice.govt.nz/disclose).

## NOTES

1. The total deductions applied include a percentage based administration fee of 0.40% per annum. This is the rate applied to the unit price and may be higher or lower for some investors meaning returns may differ.

2. The administration fee contained within other management and administration charges has been determined as an average for the year. As this fee can vary by plan the fee applicable for investors may therefore be higher or lower. Please refer to Your Plan Details for information relating to the total fund charges applicable if you are a member of a Plan.

3. Membership fees are the fixed dollar charges for membership of the Scheme and are charged monthly. As the fee varies by Plan, the value stated is the average fee charged across the scheme for the year ended 31 March 2017. The fee can be higher or lower for investors with more details relating to the applicable fee noted in Your Plan Details.

4. For asset allocation reporting purposes cash retained for liquidity management at a sector level is assigned to the asset class to which it relates to and is not separately identified.

5. For the Quarter ending June 2017, Philip Graham has also held the role of Acting Chief Investment Officer – Pacific, Mercer Australia (Pty) Ltd

### Got any questions?

Visit our website [mercersupertrust.co.nz](http://mercersupertrust.co.nz) or call our Helpline on **0508 637 237** (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 except public holidays.