

FUND UPDATE

MERCER BALANCED FUND MERCER KIWISAVER SCHEME

Quarter ending 30 September 2018

This fund update was first made publicly available on: 26 October 2018.

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.

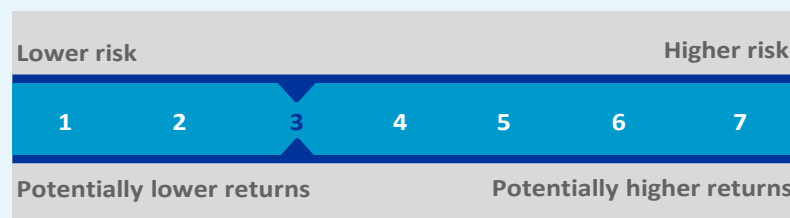
DESCRIPTION OF THIS FUND

Invests in a wide range of assets. May be suitable for investors who want a diversified investment with exposure to shares, real assets, alternative assets, fixed interest and cash, who are comfortable with a higher degree of volatility in returns than can be expected from the Moderate fund and who can invest for the long term.

Total value of the fund	\$365,815,766
Number of members in the fund	11,465
Date the fund started	1 October 2007

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.mercerfinancialservices.co.nz/riskprofile.

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.

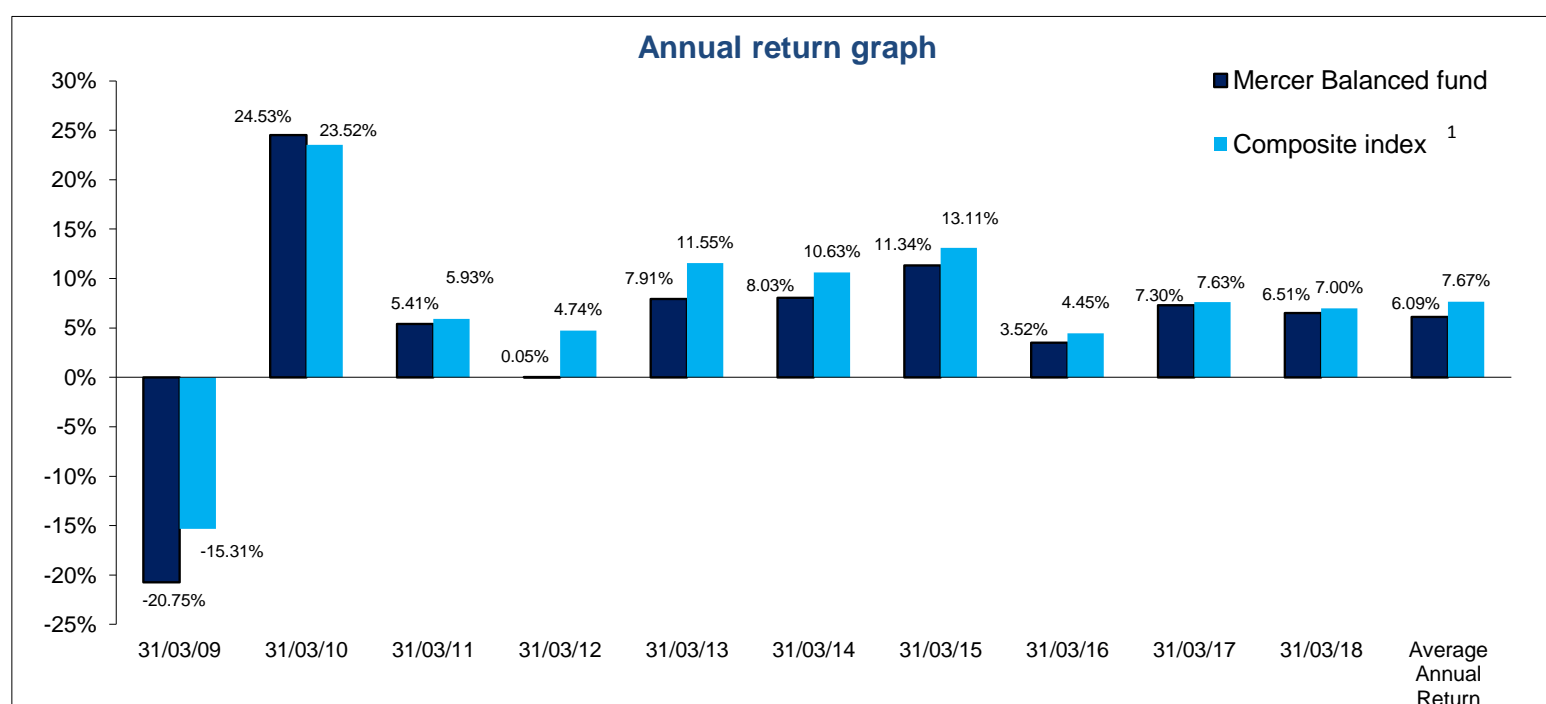
This risk indicator is not a guarantee of a fund's future performance. The risk indicator is based on the returns data for 5 years to 30 September 2018. While risk indicators are usually relatively stable, they do shift from time to time. The risk indicator will continue to be updated in future fund 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
Annual return <i>(after deductions for charges and tax)</i>	7.53%	7.21%
Annual return <i>(after deductions for charges but before tax)</i>	8.65%	7.63%
Composite of market index annual return <i>(reflects no deduction for charges and tax)</i> and peer group index annual return <i>(after deduction for charges but before tax)</i> ¹	8.54%	7.22%

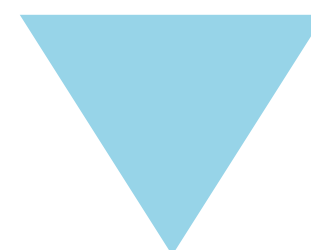
The composite index return is the strategic asset allocation weighted benchmark index return, where the benchmark indices are defined in the Statement of Investment Policy and Objectives. Additional information about the composite index is available on the offer register.



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 September 2018. Note that market indices reflect no deduction for charges and tax.

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 2018 these were:

	% of net asset value
TOTAL FUND CHARGES⁴	0.92% <small>(estimate)²</small>
Which are made up of:	
TOTAL MANAGEMENT AND ADMINISTRATION CHARGES	0.92% <small>(estimate)²</small>
Including:	
Manager's basic fee	0.68%
Other management and administration charges*	0.24% <small>(estimate)²</small>
TOTAL PERFORMANCE BASED FEES	0.00%
OTHER CHARGES	Dollar amount per investor
Membership Fee	\$30.00 ³

*Included within 'Other management and administration charges' are performance-based fees, charged by external managers of underlying funds the fund invested into 0.19%. Over the past five years, performance based fees have averaged 0.09%. Performance-based fees are subject to market movements and external manager performance for any given period may materially differ from those disclosed for the year 31 March 2018.

These are not included in the line 'Total Performance Based Fees' as this line relates to direct charges from the manager.

Investors are not currently charged individual action fees for specific actions or decisions (for example, for withdrawing from or switching funds). See the Mercer KiwiSaver scheme PDS for more information about Scheme fees. Small differences in fees and charges can have a big impact on your investment over the long term.

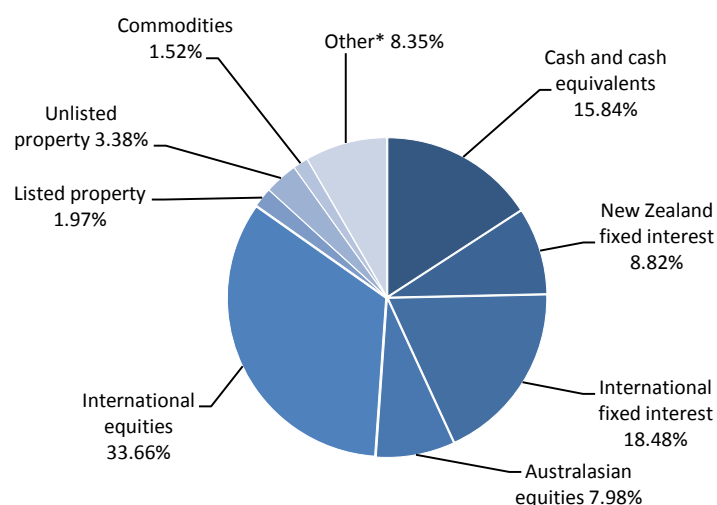
EXAMPLE OF HOW THIS APPLIES TO AN INVESTOR

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 \$721.00 (7.21% of his initial \$10,000). Ben also paid \$30.00 in other charges. This gives Ben a total return after tax of \$691.00 for the year.

WHAT DOES THE FUND INVEST IN?

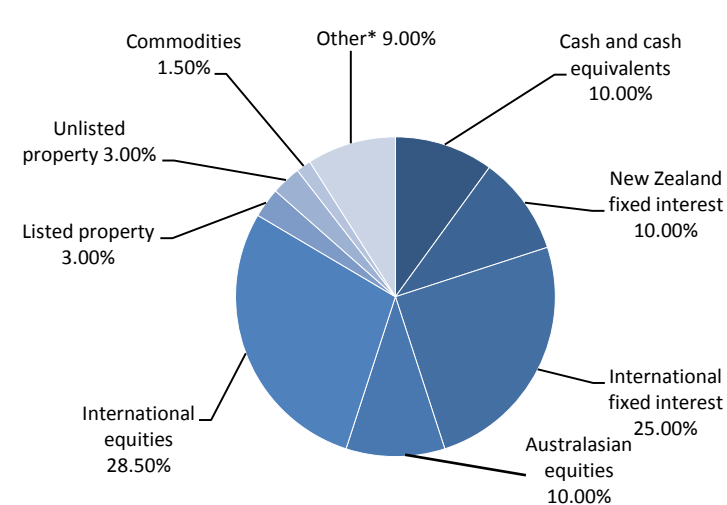
Actual investment mix

This shows the types of assets that the fund invests in⁵.



Target investment mix

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



*Includes listed and unlisted infrastructure assets and alternatives

TOP 10 INVESTMENTS⁵

Name	% of fund net assets	Type	Country	Credit rating (if available)
1 AMP Capital Investors NZ Cash Fund	14.87%	Cash and cash equivalents	New Zealand	NA
2 Challenger Harris Global Sovereign Bond Trust	2.13%	International fixed interest	Australia	NA
3 Robeco Global Credit	1.99%	International fixed interest	Australia	NA
4 New Zealand Government Bond 6% 15/05/2021	1.66%	New Zealand fixed interest	New Zealand	AA+
5 BNP Paribas US Dollar account	1.28%	International equities	United States	NA
6 New Zealand Government Bond 5% 15/03/2019	1.27%	New Zealand fixed interest	New Zealand	AA+
7 New Zealand Government Bond 5.5% 15/04/2023	1.27%	New Zealand fixed interest	New Zealand	AA+
8 First State Investments Global Listed Infrastructure Fund	1.24%	Other**	New Zealand	NA
9 T Rowe Price Global Unconstrained Bond Fund	1.14%	International fixed interest	Australia	NA
10 New Zealand Government Bond 3% 15/04/2020	1.01%	New Zealand fixed interest	New Zealand	AA+

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

The top 10 investments make up 27.86% 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% on a net of tax basis 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.disclose-register.companiesoffice.govt.nz/

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	5 years 9 months	Chairman - Mercer Investment Nominees (NZ) Ltd	2 years 0 months
Martin Lewington	CEO - Mercer (N.Z.) Ltd	9 years 7 months	Head of Investments - Mercer (N.Z.) Ltd	3 years 8 months
Philip Houghton-Brown	Chief Investment Officer - New Zealand, Mercer (N.Z.) Ltd	6 years 2 months	Chief Investment Officer - Onepath (NZ) Ltd	5 years 3 months
Kylie Willment	Chief Investment Officer, Pacific, Mercer Australia (Pty) Ltd	0 years 11 months	Senior Manager, Investment & Client Strategy - TCorp (NSW Treasury Corporation)	17 years 0 months

FURTHER INFORMATION

You can also obtain this information, the PDS for the Mercer KiwiSaver scheme and some additional information from the offer register at www.disclose-register.companiesoffice.govt.nz/

NOTES

1. The benchmark is a composite of market, peer group and absolute return indices. The absolute return indices are currently under review and are expected to change. The composite index may be a less reliable indicator of performance than a composite index consisting of market and peer group indices. Additional detail regarding indices can be obtained from the SIPO available on the Disclose register.
2. Underlying external performance based fees and underlying in-fund costs have been estimated based on data available to 31 March 2018.
3. Membership fees are the fixed dollar charges for membership of the scheme. A lower membership fee may apply for some investors.
4. The fees disclosed are on a GST exclusive basis.
5. For the reporting of the types of assets under Actual investment mix and Top 10 investments, cash retained for liquidity management at a sector level is assigned to the asset class to which it relates to.

Got any questions?

Visit our website www.mercerfinancialservices.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.