

## Fund Update for the Generate KiwiSaver Scheme Focused Growth Fund

31 March 2017

This fund update was first made publicly available on 3 April 2017.

### What is the purpose of this update?

This document tells you how the Focused Growth Fund has performed and what fees were charged. The document will help you to compare the fund with other funds. Generate Investment Management Ltd 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 objective of the Focused Growth Fund is to provide a higher growth investment return over the long-term through investment in a portfolio of actively managed cash, property (including aged care) and infrastructure assets, and International Equities Managers. The fund has a medium level of volatility.

	Focused Growth Fund
Total value of the fund	\$170,936,961
Number of investors in the fund	19,195
The date the fund started	16 April 2013

### What are the risks of investing?

#### Risk indicator for the Focused Growth 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 <https://www.generatekiwisaver.co.nz/survey/2>. 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 last five years. 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.

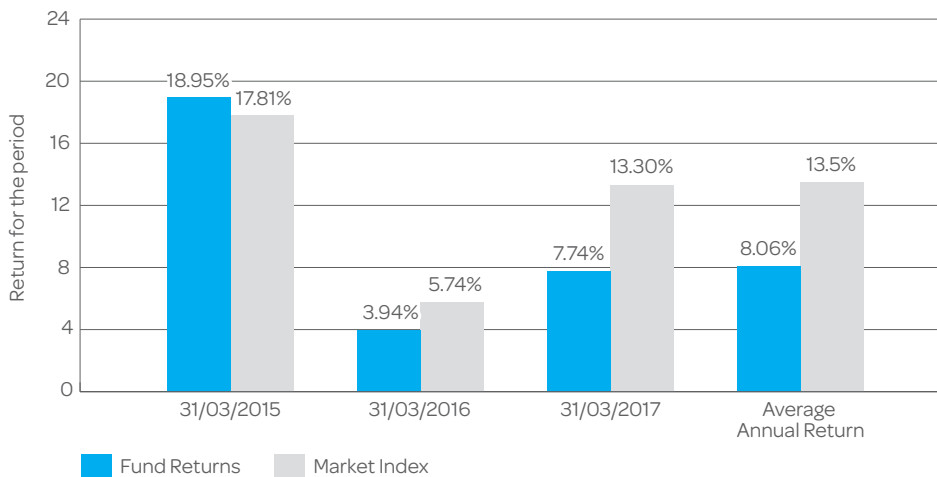
## How has the fund performed?

	Past year
Annual return (after deductions for charges and tax)	7.74%
Annual return (after deductions for charges but before tax)	8.78%
Market index annual return (reflects no deduction for charges and tax)	13.30%

The market index return reflects a composite of benchmark index returns, weighted for the fund's target asset allocation. The benchmark indices used for each asset class are defined in the Statement of Investment Policy and Objectives (SIPO).

Additional information about the market index is available in the SIPO on the register at [business.govt.nz/disclose](http://business.govt.nz/disclose)

## Annual return graph



This shows the return after fund charges and tax for each year ending 31 March since the fund started. The last bar shows the average annual return since the fund started, up to 31 March 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 Focused Growth Fund are charged fund charges. In the year to 31 March 2016 these were:

	% of net asset value
<b>Total fund charges</b>	1.86%
Which are made up of:	
Total management and administration charges including:	
Manager's basic fee	1.00%
Other management and administration charges <sup>2</sup>	0.86%
Total performance based fees	0.00%
<b>Other charges</b>	\$ amount per investor
Membership Fee <sup>3</sup>	\$36.00 per year

A portion of the 'other management and administration charges' relate to management, performance and administration charges from investments in underlying funds. Some of these calculations are based on estimates.

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

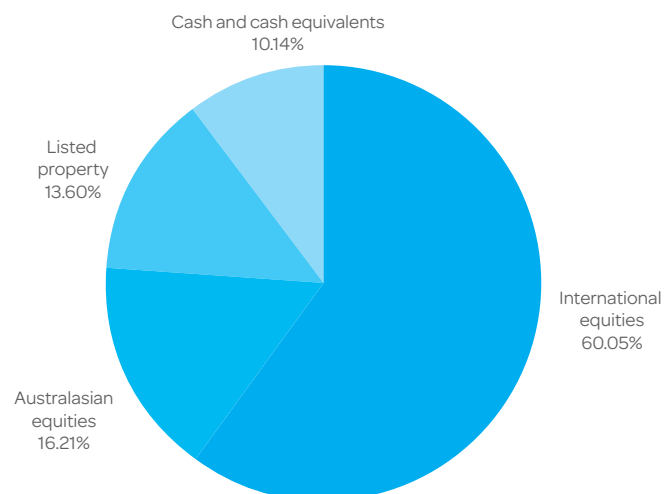
## Example of how this applies to an investor

Hannah 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, Hannah received a return after fund charges were deducted of \$774 (that is 7.74% of her initial \$10,000). Hannah also paid \$36 in other charges. This gives Hannah a total return after tax of \$738 for the year.

## What does the fund invest in?

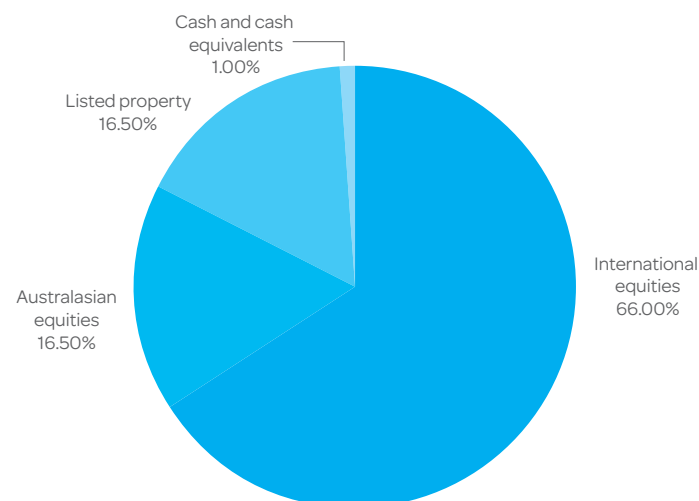
This shows the types of assets that the fund invests in<sup>4,5,6</sup>.

### Actual investment mix



### Target investment mix

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



### Top 10 investments

Name	Percentage of fund net assets	Type	Country	Credit rating (if applicable)
Berkshire Hathaway	11.81%	International equities	United States of America	
T Rowe Price Global Equity Fund	10.49%	Fund	Australia	
Platinum International Fund	10.44%	Fund	Australia	
Magellan Global Fund	10.37%	Fund	Australia	
ANZ On Call Cash Account	7.51%	Cash and cash equivalents	New Zealand	
Infratil	6.21%	Australasian equities	New Zealand	
Polar Capital Technology Trust	6.08%	Fund	United Kingdom	
Worldwide Healthcare Trust	5.89%	Fund	United Kingdom	
Jupiter European Opportunities Trust	4.98%	Fund	United Kingdom	
Contact Energy	3.36%	Australasian equities	New Zealand	

The top 10 investments make up 77.15% of the fund.

The Focused Growth Fund has substantial offshore investments. The long-term foreign exchange hedging target is 50%. Where the Investment Executive believes a relevant currency is over or undervalued it can request the Investment Committee's permission to alter the hedging percentage. Unanimous approval is required for the hedging target to be modified.

## 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 or other position	Time in previous or other position
Sam Goldwater	Portfolio Manager/Investment Committee Member/Executive Director	4 years	Led the investment management of a sizeable portfolio of family assets (previous)	7 years and 5 months
Henry Tongue	Chief Executive Officer/Investment Committee Member/Director	4 years	Senior Portfolio Manager - Hultich Wealth Management (previous)	4 years and 3 months
Peter Brook	Investment Committee Chair/Director	4 years	Board Member of Trust Investments Management (current)	12 years and 10 months
Nick Bowden	Investment Committee Member	0 years and 7 months	Director of Balthazar Capital Advisors (current)	5 years

## Further information

You can also obtain this information, the PDS for the Generate KiwiSaver Scheme, and some additional information from the offer register at [business.govt.nz/disclose](http://business.govt.nz/disclose)

## Notes

1. Market index returns as well as the fund's actual returns have been used to calculate the risk indicator. Market index returns were used for the data prior to the Fund's inception on 16 April 2013 as they are an appropriate proxy for the fund's actual returns. As a result of these returns being used, the risk indicator may provide a less reliable indicator of the potential future volatility of the fund.
2. For some of the underlying funds that the Fund invests into estimates were used when deriving annual management fees, performance-based fees and operating costs. The management fee estimate is calculated by either (i) the annual management fees as a percentage of average NAV from the most recent period whereby the information is available or (ii) the sum of the Fund's monthly average investments in the underlying funds concerned, multiplied by the underlying funds' percentage annual management fees. Where otherwise not available the performance fees were calculated using the same performance criteria as that stated by the administrators of the underlying funds and applied to FY16 performance. Performance-based fees are subject to market movements and external manager performance and therefore are likely to differ from period to period. The operating costs for the relevant period for some of the underlying funds were not available. In these instances the operating costs estimate is calculated by either (i) the operating costs as a percentage of average NAV from the most recent period whereby the information is available or (ii) the estimate is the sum of the Fund's monthly average investments in the underlying funds concerned, multiplied by the underlying funds' percentage annual operating costs.
3. Membership fees are the monthly fixed dollar charges for membership in the Generate KiwiSaver scheme. You will pay only \$3 each month even if you are invested in multiple funds within the Generate KiwiSaver Scheme.
4. 'Cash and cash equivalents' includes the value of foreign exchange hedging derivatives related to the fund's off-shore investments.
5. Listed Property includes investments in aged care companies.
6. International equities are primarily investments in underlying funds but also include an investment in Berkshire Hathaway Inc.