

Westpac KiwiSaver Scheme

Defensive Conservative Fund

Fund Update for the quarter ended:

30 September 2023

This fund update was first made publicly available on 30 October 2023.

What is the purpose of this update?

This document tells you how the Defensive Conservative Fund¹ has performed and what fees were charged. The document will help you to compare the fund with other funds. BT Funds Management (NZ) Limited² 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 Defensive Conservative Fund aims to provide stable returns over the short to medium term. The fund invests primarily in income assets but also has a 20% target allocation to growth assets. Volatility is expected to be higher than the Cash Fund but lower than the Conservative Fund in the Westpac KiwiSaver Scheme.

| | |
|---------------------------------|----------------|
| Total value of the fund | \$ 223,388,008 |
| Number of investors in the fund | 15,099 |
| The date the fund started | 2 July 2014 |

What are the risks of investing?

Risk indicator for the Defensive Conservative Fund.³



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-profiler

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 30 September 2023. 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 (after deductions for charges and tax) | 1.45% | 2.98% |
| Annual return (after deductions for charges but before tax) | 1.80% | 3.98% |
| Market index annual return (reflects no deductions for charges and tax) | 1.74% | 4.36% |

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 offer register at disclose-register.companiesoffice.govt.nz.

Annual return graph



This shows the return after fund charges and tax for each complete year ending 31 March since the fund started. The last bar shows the average annual return since the fund started, up to 30 September 2023.

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 Defensive Conservative Fund are charged fund charges. In the year to 31 March 2023, these were:

| | % of net asset value |
|--|-------------------------------|
| Total fund charges⁴ | 0.40% |
| Which are made up of | |
| Total management and administration charges | 0.40% |
| Including - | |
| Manager's basic fee | 0.40% |
| Other management and administration charges | 0.00% |
| Total performance-based fees | 0.00% |
| Other charges | \$ amount per investor |
| Other Charges | \$0.00 |

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

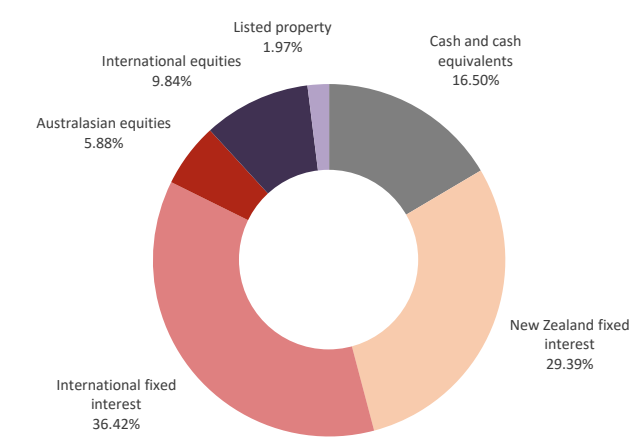
Example of how this applies to an investor

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 received a return after fund charges were deducted of \$298 (that is 2.98% of his initial \$10,000). Jason did not pay anything in other charges. This gives Jason a total return after tax of \$298 for the year.

What does the fund invest in?

This shows the types of assets that the fund invests in.⁵

Actual investment mix⁶



Target investment mix

| | |
|------------------------------|--------|
| Cash and cash equivalents | 15.00% |
| New Zealand fixed interest | 29.00% |
| International fixed interest | 36.00% |
| Australasian equities | 6.00% |
| International equities | 12.00% |
| Listed property | 2.00% |

Top 10 investments

| | Name | % of fund net assets | Type | Country | Credit rating (if applicable) |
|----|--|----------------------|------------------------------|--------------------------|-------------------------------|
| 1 | US 5YR Note | 2.75% | International fixed interest | United States of America | AA+ |
| 2 | US 2YR Note | 2.11% | International fixed interest | United States of America | AA+ |
| 3 | Euro Schatz Future | 1.68% | International fixed interest | Germany | AAA |
| 4 | NZ Government Bond 3.5% 14/04/2033 | 0.92% | New Zealand fixed interest | New Zealand | AAA |
| 5 | NZ Government Inflation Index Bond 2% 20/09/2025 | 0.67% | New Zealand fixed interest | New Zealand | AAA |
| 6 | NZ Government Bond 3% 20/04/2029 | 0.60% | New Zealand fixed interest | New Zealand | AAA |
| 7 | ASX SPI 200 Future | 0.56% | Australasian equities | Australia | |
| 8 | NZ Government Inflation Index Bond 2.5% 20/09/2035 | 0.54% | New Zealand fixed interest | New Zealand | AAA |
| 9 | NZ Government Bond 4.50% 15/04/2027 | 0.51% | New Zealand fixed interest | New Zealand | AAA |
| 10 | Fisher & Paykel Healthcare Ltd | 0.51% | Australasian equities | New Zealand | |

The top 10 investments make up 10.85% of the net asset value of the fund.⁷

Currency Hedging

Some of the asset classes in the fund have exposure to foreign currencies. As at 30 September 2023, the actual currency hedging is as follows:

- International fixed interest – 98% hedged (benchmark 100%)
- Australasian equities – 70% hedged (benchmark 70%)
- International equities – 55% hedged (benchmark 51%)
- Listed property (Australasian) – 99% hedged (benchmark 100%)
- Listed property (International) – 138% hedged (benchmark 139%)

Additional information about the currency hedging policy can be found in the SIPO which is available on the offer register at disclose-register.companiesoffice.govt.nz.

Key personnel

| | Name | Current position | Time in current position | Previous or other current position | Time in previous or other current position |
|---|-----------------------|--|--------------------------|--|--|
| 1 | Nigel Jackson | Chief Executive Officer – BT Funds Management (NZ) Limited | 1 year 2 months | Head of Investments | 1 year 6 months |
| 2 | Philip Houghton-Brown | Head of Investment Solutions | 3 years 0 month | Chief Investment Officer / Head of Investments, Mercer | 8 years 2 months |
| 3 | Francois Richeboeuf | Senior Manager | 12 years 11 months | Acting Head of Investment Solutions | 0 year 8 months |
| 4 | Stephen Hong | Senior Portfolio Manager | 11 years 0 month | Portfolio Manager, AXA Global Investors | 5 years 9 months |
| 5 | Angelika Sansom | Investment Analytics Manager | 22 years 1 month | Investment Consultant, Mercer | 2 years 4 months |

Further information

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

Notes

1. The Defensive Conservative Fund (established as the Defensive Fund) was last known as the Default Fund.
2. BT Funds Management (NZ) Limited is the scheme provider and Westpac New Zealand Limited is the distributor of the Westpac KiwiSaver Scheme.
3. The risk indicator for the fund is calculated based on the volatility of returns over the past five years, which may not be a full investment cycle. In some cases the risk indicator might differ if calculated using a longer timeframe. We believe an average investment cycle is generally considered to be a period of between 7 to 10 years. If the period of returns data that a risk indicator is based on has had unusually low or high volatility the risk indicator presented in this fund update (or the PDS) may provide a less reliable indication of a fund's potential future volatility.
4. The amounts specified include GST, where applicable.
5. For further information on each of the asset classes refer to the PDS and the SIPO.
6. For the reporting of the Actual investment mix, cash and cash equivalents held for operational and hedging purposes at an asset class level (in the underlying funds) are assigned to the asset class to which they relate.
7. The top 10 investments have been calculated excluding cash and cash equivalents held for operational and hedging purposes.