

YOUWEALTH

Who manages my money?

Other Material Information

Issued by BNZ Investment Services Limited - 13 May 2019

This document replaces the Other Material Information document dated 29 March 2018 entitled How Money is Managed.



bnz 

Find out more about how your YouWealth is managed

This document tells you more about how the YouWealth Scheme (YouWealth or Scheme) is managed. It describes:

1. Our investment approach 3
2. A summary of our underlying investment managers 3
3. Details about our underlying investment managers 4

This document together with the current Product Disclosure Statement (PDS) and the Statement of Investment Policy and Objectives (SIPO) for the Scheme, and any other documents available, gives you information about the Scheme. This document, the PDS and SIPO are available at bnz.co.nz/youwealth or held on the Scheme's Disclose Register entry at companiesoffice.govt.nz/disclose

In this document:

- 'you' and 'your' means you and any other persons who are or become investors of YouWealth
- 'we', 'us' and 'our' refer to BNZ Investment Services Limited, the manager of YouWealth.

Investments in YouWealth are not bank deposits or other liabilities of Bank of New Zealand (BNZ) or any other member of the National Australia Bank Limited group. They are subject to investment risk, possible delays in repayment, possible loss of income and possible loss of principal invested. No person (including the New Zealand Government) guarantees (either fully or in part) the performance or returns of YouWealth or the repayment of capital. National Australia Bank Limited, the ultimate owner of BNZ, is not a registered bank in New Zealand but a licensed bank in Australia and is subject to the supervision of the Australian Prudential Regulation Authority.

1. Our investment approach

We are the Manager of YouWealth and our role is to decide how to invest the assets of the Funds in the Scheme (Funds). We currently use the skills and experience of an investment consultant to choose a range of underlying investment managers who ultimately choose the underlying investments the Funds invest in.

The Funds can invest directly or by investing in underlying investment funds managed by us or underlying investment managers.

Each of the Funds also hold cash for liquidity purposes in an interest-bearing bank account with the Bank of New Zealand (BNZ).

We invest your money responsibly

We take responsible investment, including environmental, social, and governance considerations, into account in the investment policies and procedures of YouWealth.

➔ You can get an explanation of the extent to which we take responsible investment into account in those policies and procedures at bnz.co.nz/investingresponsibly

2. Summary of our underlying investment managers

Our current underlying investment managers for each asset class are set out below. While we work hard to keep this information current, the underlying managers can be added to, removed or changed without prior notice.

At the date of this document, we intend to appoint Vanguard Investments Australia Limited (Vanguard) as the underlying investment manager for the international fixed interest and international equities asset classes. We expect this to be completed by 31 July 2019.

Vanguard is one of the world's largest investment companies with a long track record of delivering for investors. As an index manager they automatically buy and sell investments to match the holdings of an index. This means the returns are almost the same as the overall market that the index tracks.

Asset Class	Underlying Investment Managers
Cash and cash equivalents	Nikko Asset Management New Zealand Limited
New Zealand fixed interest	AMP Investment Management (N.Z.) Limited Harbour Asset Management Limited
International fixed interest	Russell Investment Management Limited
Australasian equities	Mint Asset Management Limited Nikko Asset Management New Zealand Limited
International equities	MLC Investments Limited

3. Details about our underlying investment managers

A brief description of each underlying investment manager follows. These descriptions have been provided to us by each underlying investment manager. For further information please refer to their respective websites.

All of our underlying investment managers have signed up to the Principles for Responsible Investment. More information is available at unpri.org

AMP Investment Management (N.Z.) Limited (AMP Capital)

AMP Capital is a leading specialist investment manager with a global network of offices in developed and emerging markets. As a majority-owned subsidiary of AMP Limited, AMP Capital is part of the AMP group, sharing a history that dates back to 1849.

AMP Capital has over 70 years' experience managing investments for Australian, New Zealand and international investors. During this time, it has evolved from a traditional funds management organisation to a broad-based investment management company, providing services to all sectors of the financial services industry. In New Zealand, AMP Capital has approximately 63 staff in Auckland and Wellington.

AMP Capital is an active fund manager and aims to deliver outstanding investment outcomes, with a focus on returns and risk management. Investment decisions are based on rigorous and repeatable research and modelling, using the depth of investment knowledge across AMP Capital. AMP Capital's team of investment professionals and global partners operate across a broad range of asset classes. Through a network of international offices, AMP Capital offers global reach for some of the best investment opportunities the world has to offer. It has experienced investment professionals on the ground in the major markets, sourcing and managing investment opportunities for investors.

Harbour Asset Management Limited (Harbour)

Established in December 2009, Harbour is a highly rated New Zealand-based funds management firm. Harbour manages Australasian equities and New Zealand fixed interest securities, as well as multi-asset solutions.

Harbour's clients include large government institutions, corporate superannuation funds, community trusts, charities, family offices, philanthropic groups, iwi, KiwiSaver providers and retail investors.

Years of experience as a team and lessons learned over many market cycles have helped Harbour craft robust and disciplined investment processes for equities and fixed interest securities.

Environmental, Social and Governance (ESG) considerations play a key role in Harbour's investment decisions.

Mint Asset Management Limited (Mint)

Mint is an independent, boutique fund manager established in 2006 and based in Auckland, New Zealand. The business is wholly owned by its employees and looks to provide investors with access to a team of experienced and successful investment professionals. Mint sees the key strengths of its business as its size, structure and independence.

Mint is an active manager and uses its own research to invest in companies it believes to be undervalued. Once invested, these positions are monitored continuously to ensure the fundamentals behind the decision to invest have not changed. As a result, the portfolios reflect its best investment ideas and are structured to provide sustainable income and capital growth, with a strong emphasis on risk management.



MLC Investments Limited (MLC)

MLC has been looking after the investment needs of generations of Australians. MLC is a member of the National Australia Bank Limited Group of companies (NAB Group).

MLC believes that the best way to manage its portfolios is to employ the skills of multiple specialist investment managers. It has appointed JANA Investment Advisers Pty Limited (JANA) to advise on and manage the JANA Multi-Manager Global Share Trust's investments. In 2017, the NAB Group sold a majority of its interest in JANA to JANA management and the NAB Group retains a minority interest.

JANA advises a large number of institutional clients, including industry funds, public sector funds, corporate funds, charities and foundations.

JANA's investment experts have extensive knowledge and experience designing and managing portfolios using a multi-manager investment approach. JANA has the experience and resources to find some of the best investment managers from around the world. JANA's investment managers may be specialist in-house managers, external managers or a combination of both.

JANA researches hundreds of investment managers from around the world and selects from the best for its portfolios. It then combines them in the portfolios, so they complement each other. This multi-manager approach helps to reduce risk and deliver more consistent returns.

To make sure the portfolios are working hard for investors, JANA continuously reviews and actively manages them. JANA may adjust the investment managers because its assessment of the future market environment has altered or because it has found new ways to balance risk and return in the portfolio. JANA delivers better returns by avoiding unnecessary costs. It does this by carefully managing cash flows, tax and changes in the portfolios.

Nikko Asset Management New Zealand Limited (NIKKO AM NZ)

Nikko AM NZ is a wholly owned subsidiary of Nikko Asset Management International Limited, which in turn is a wholly owned subsidiary of Nikko Asset Management Co. Limited (Nikko AM), headquartered in Tokyo, Japan. Nikko AM is a dedicated global asset manager with approximately 200 investment professionals across the world's major financial centres. As one of the largest investment managers in New Zealand, Nikko AM NZ believes investments are best managed by sector specialists within a comprehensive risk management framework. Nikko AM NZ manages the investment of cash and cash equivalents and Australasian equities from its Auckland office.

Russell Investment Management Limited (Russell Investments)

With more than 80 years of experience, Russell Investments is a global asset manager and one of only a few firms that offers actively managed, multi-asset portfolios and services that include advice, investments and implementation (day-to-day management). Russell Investments believe the best way to reach your desired outcomes is with a multi-asset approach that combines: asset allocation, capital markets insights, factor exposures, manager research and portfolio implementation. Russell Investments uses these capabilities to help institutional investors, financial advisers and individuals guided by an adviser's personalised advice.

Russell Investments adopts a multi-manager investment approach that brings together specialist underlying investment managers with different, but complementary, investment styles. This approach gives exposure to different types of investments, geographic regions and investment managers.

Russell Investments chooses underlying investment managers following a robust research process, which involves meeting the investment management teams face to face. It has extensive criteria to identify the top investment managers and strategies available from around the world, no matter who provides them. Russell Investments also believes in continuously monitoring managers; managers selected for portfolios are replaced or reassigned whenever necessary. Russell Investments has a responsible investment policy that is reviewed annually.



As part of our commitment to you, this document meets the WriteMark Plain Language Standard. The WriteMark is New Zealand's plain language quality mark.

