



**ONEANSWER
SINGLE-ASSET-CLASS FUNDS**

AN INDIVIDUAL APPROACH TO INVESTING

GUIDE

30 AUGUST 2019

ISSUER AND MANAGER:
ANZ NEW ZEALAND
INVESTMENTS LIMITED

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WELCOME TO THE

ONEANSWER SINGLE-ASSET-CLASS FUNDS

GETTING STARTED

1

Read this guide
and the PDS

2

Seek advice from your
financial adviser

3

Complete the
application form (at the
back of the PDS)

A copy of the OneAnswer Single-Asset-Class Funds product disclosure statement (PDS) is available at anz.co.nz/OA-SACfunds or by calling 0800 736 034 or +64 9 356 4000.

SEEK ADVICE

We recommend you seek advice from a financial adviser. Financial advisers can provide you with guidance and support based on your personal financial situation. A financial adviser can provide you with a copy of their disclosure statement on request and free of charge.

You can find definitions of the terms used throughout the guide and PDS in the other material information, available on the offer register at disclose-register.companiesoffice.govt.nz (click SEARCH OFFERS and search for 'OneAnswer Single-Asset-Class Funds').

WHY INVEST IN THE FUNDS?

You're in control

You choose which fund or funds to invest in, and how much to invest in each fund.

Choose from one or more of our eight single-asset-class funds or from our Balanced Fund.

Our funds can be:

- your total investment solution, or
- used as your individual asset class solution, along with other investments you might hold.

You can personalise your investment portfolio

You can:

- create a personalised portfolio to complement your financial requirements
- choose a level of risk and expected return that suits you.

Proven investment knowledge and experience

The funds are expertly managed by our highly experienced investment management team who have a focus on long-term performance.

For some international assets, we also use a small number of carefully chosen professional external fund managers. They follow a consistent and disciplined process for managing investments, which we actively monitor.

We actively manage your investment

All our funds are actively managed. Through active management we look to add value to your investment both from varying the investment mix and/or from investment selection.



You can find out more about us, and our investment management team, at anz.co.nz/oneanswer



See pages 8 to 9 for more information on the external fund managers we use.

Build a diversified portfolio

Each single-asset-class fund accesses a range of investments within its stated asset class. It's up to you to decide how you combine each fund to ensure diversification across asset classes.

We're trusted by many New Zealanders

We've operated in New Zealand since 1989 and manage more than \$28 billion on behalf of individuals, trusts, corporates, KiwiSaver schemes, superannuation schemes and charities.

More than 770,000 investors trust us to manage their investments.



You can find out more about us at anz.co.nz/oneanswer

Your adviser has choice

Your adviser is not an ANZ employee or agent. Your adviser can choose the OneAnswer Single-Asset-Class Funds or any other third-party funds.

You're always connected

You can track your investment in ANZ Internet Banking and ANZ goMoney. This will give you access to up-to-date information, including your investment balance, transactions and a summary of your investment performance.

If you hold an ANZ bank account, you can transfer any amount directly into your investment at any time through ANZ Internet Banking.

If you're not an ANZ banking customer, you can visit your nearest ANZ branch to be set up with ANZ Internet Banking. You will need to provide proof of identity. See anz.co.nz/OA-myid for the full list of acceptable identity documents.

If you provide us your email address you'll also get regular, practical information and insights about your investment, helping you to make informed choices.

You can find helpful resources online

Our website has valuable information and resources that can help you manage your investment.

You'll also find the latest:

- fund performance
- fund unit prices
- fund fact sheets
- fund updates
- market information.



anz.co.nz/OA-SACfunds

EXPERTS IN SINGLE-ASSET-CLASS INVESTING

ANZ Investments has been managing single-asset-class investments for more than 25 years and has been recognised by numerous awards over that time.

Morningstar Analyst Ratings™



International Share Fund

– this fund is the highest rated (out of four funds with research coverage) in its category, Equity Region World, assigned on 5 July 2018.



International Property Fund

– this fund is the highest rated (out of two funds with research coverage) in its category, Equity Sector Global – Real Estate, assigned on 6 June 2018.



Australian Share Fund

– this fund is the highest rated (out of one fund with research coverage) in its category, Equity Region Australia, assigned on 8 October 2018.



Property Securities Fund

– this fund is the highest rated (out of one fund with research coverage) in its category, Equity Sector NZ – Real Estate, assigned on 15 January 2019.



See inside back cover for ratings disclaimer.

Awards



Morningstar Awards, Fund Manager of the Year, New Zealand Category

Winner: 2015, 2012, 2006, 2005, 2004, 2001 and 2000
Finalist: 2016, 2014, 2013, 2010 and 2002



Morningstar Awards, Fund Manager of the Year, International Equities Category, New Zealand

Winner: 2016, 2015, 2014, 2013, 2010, 2009 and 2008



See anz.co.nz/OA-investmentsawards for our full awards history, ratings and disclaimers.

“The OneAnswer Single-Asset-Class International Share Fund is the best global equities strategy built for New Zealand investors.”

– International Share Fund, Morningstar Global Fund Report, published on 5 July 2018*

“Investors will be hard pressed to find anything better in the global listed property space.”

– International Property Fund, Morningstar Global Fund Report, published on 6 June 2018*

* Morningstar has consented to the use of this quote. For more information about Morningstar, see our website.



CASE STUDY: A TAILORED APPROACH, WITH THE BENEFIT OF ADVICE

Amy currently has a number of investments, including an investment property and \$100,000 invested in a mix of Australasian equities and New Zealand fixed interest assets. She also has an additional \$200,000 to invest.

Amy seeks advice from her financial adviser, David. After considering Amy’s financial needs, goals and tolerance for risk, David suggests that given her current investments are concentrated in Australasia, it would be prudent to diversify by investing this money into funds that invest into overseas asset classes, such as international equities and international fixed interest.

David recommends she invests into the International Share Fund, the International Property Fund and the International Fixed Interest Fund. He explains that each of these funds invests in a broad range of underlying assets offering Amy

broad diversification within each asset class. David also explains that as each fund invests into a single asset class, it will have a different level of risk and return – it’s important to get the right asset class mix across her investments.

Amy is comfortable as she knows she’s received good financial advice, and that her investments are well diversified across asset classes in New Zealand, and also overseas.

We recommend that, like Amy, you talk to your financial adviser about the investment options available to you.

AMY’S PORTFOLIO

EXISTING INVESTMENT PORTFOLIO



Australasian equities



New Zealand fixed interest



Investment property

NEW INVESTMENT PORTFOLIO



Australasian equities



New Zealand fixed interest



Investment property



International fixed interest



International equities



International listed property

A SNAPSHOT OF THE FUNDS

How do you join?

All you need to do is:

1. read the PDS
2. seek advice from your financial adviser
3. complete and send us an application form.

Remember to provide your email address, so we can keep you up-to-date on your investment.

If you have any questions, contact your financial adviser or contact us:

 service@anzinvestments.co.nz

 0800 736 034 or +64 9 356 4000


What are the funds?

A selection of eight funds targeting specific asset classes.

The main asset classes include:

- **Fixed interest:** debt securities issued by entities such as governments, corporations, local authorities and banks (called issuers). The issuer generally pays a set (or fixed) interest rate for a set period of time.
- **Equities:** part-ownership of a company or similar entity. Equities include units and shares. Shareholders share any profits or losses of the relevant entity.
- **Listed property:** equities or units in listed property trusts or companies. Those trusts or companies own or invest directly in commercial property.

We also offer a multi-asset-class Balanced Fund that invests in the above asset classes, cash and cash equivalents, listed infrastructure and a very small allocation to alternative assets.

 For information on the external fund managers that manage each asset class, see page 8. Also see more detail on the funds on pages 10 to 13 of the PDS.

Flexible payment options

Invest as much or as little as you like

We don't have a minimum payment amount into our funds; it can be as big or as small as you like. We also don't have a required minimum balance.

You can make regular payments

You can set up regular fortnightly, monthly or quarterly payments straight from your bank account.


You can make lump sum payments

You can also make lump sum payments at any time, whether or not you have a regular payment set up.

Or, you can do both

The funds offer you the flexibility to make contributions on a regular basis, as well as adding a lump sum investment.

We don't charge any contribution, switching or establishment fees.

 For more information about payment options, see pages 8 to 9 of the PDS.

You have flexibility to withdraw


You can usually request a withdrawal on any business day. You decide when and how much to withdraw.

The minimum lump sum withdrawal amount is \$500. For regular withdrawals, the minimum is \$100 per fund.

You can also set up a regular withdrawal to supplement your income or support your lifestyle.

Once your account balance reaches \$0, your account will close.

We don't charge any fees for making a withdrawal or for closing your account.

 For more information, see page 9 of the PDS.

Each fund has a maximum fee

The annual fund charge is the total fee for your investment. The fee is a percentage of the net asset value of each fund, and is deducted from it.

You will not pay more than this fee.

 For more information, see page 16 of the PDS.

Investing involves risks

Investing in the funds will involve taking some risk.

Your investment might not do as well as expected and you may not receive back the full amount you invested.

We recommend that you talk to your financial adviser about the investment options available to you.

Your investment is not guaranteed

Your investment in the funds is not guaranteed by anyone.




YOUR INVESTMENT IS MADE UP OF:



+/-

Your payments

The payments (less withdrawals) you make.

 See pages 8 to 9 of the PDS.



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Returns

Your investment can go up or down because of the performance of your fund.

Returns reflect gains or losses made when assets our funds invest in change in value or earn income.




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Fees

There is an annual fund charge that varies depending on the fund you're invested in.

It's deducted straight from the fund.


 See page 16 of the PDS.



Taxes

If you're an individual or joint investor, taxes (or tax rebates) that apply to your investment are automatically deducted from (or added to) your account at the prescribed investor rate (PIR) you provide us with.

If you're not an individual or joint investor, you may need to pay tax yourself.

 See page 18 of the PDS.




Make sure you're on the right tax rate. Check your PIR. See page 18 of the PDS for more information.

OUR FUNDS AND EXTERNAL FUND MANAGERS

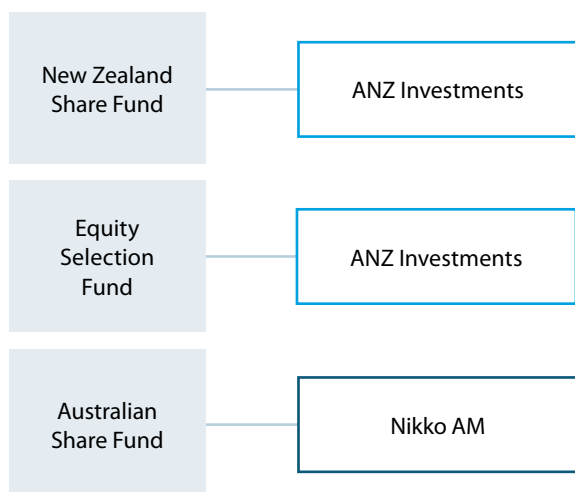
The single-asset-class funds invest into underlying funds that we manage. These underlying funds focus their investments on a specific asset class. We believe this management structure benefits you because it creates efficiencies and we have greater control of the overall cost to you.

The core asset classes we invest in and the external fund managers of our underlying funds are shown below. They may change from time to time.

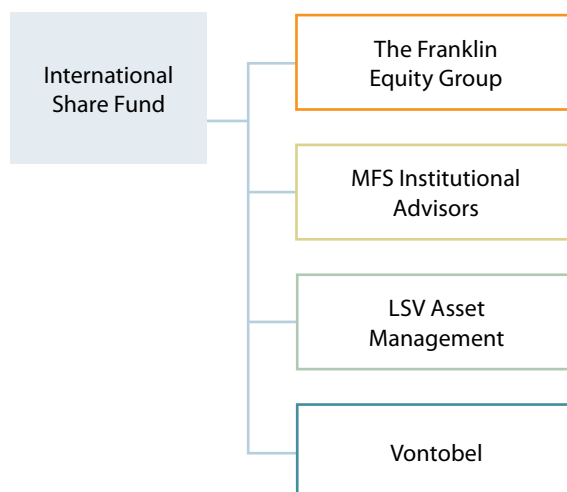
Our multi-asset-class Balanced Fund invests most of its assets into our underlying funds. The Balanced Fund spreads its investment over hundreds of assets in local and international markets. Our investment management team monitors and adjusts the asset class allocation, depending on how they believe each will perform.

 For more information about the Balanced Fund, see pages 12 to 13 of the PDS.

Australasian equities



International equities



ANZ Investments

We set and adjust the mix of asset classes that make up each fund. Additionally we manage cash and cash equivalents, New Zealand fixed interest, Australasian listed property and some Australasian equities. We look for high-quality assets with an attractive return profile at a reasonable price.

Nikko AM

Nikko AM Limited (Nikko AM) is a Sydney based manager who manages a portfolio of Australian equities. Nikko uses an investment style that seeks to identify good value stocks that offer the best compromise between risk and expected return.

The Franklin Equity Group

The Franklin Equity Group (Franklin), a part of Franklin Templeton Investments, manages a portfolio of international equities. Franklin aims to invest in quality companies with the potential to produce sustainable earnings and cash flow growth.

MFS Institutional Advisors

MFS Institutional Advisors Inc. (MFSI) manages a portfolio of international equities. MFSI aims to invest in quality companies with sustainable, above-average growth and returns.


OUR SELECTION AND MONITORING PROCESS

Our investment management team selects most of the Australasian assets. For the international assets, we select external fund managers who we believe are among the best in their class.

Our selection follows an extensive research process.

A number of factors are considered, such as people (experience and stability of the team), process (consistency of philosophy and style), business and performance.

The managers' performance, strategy and investment processes are monitored on a regular basis.

 You can find the current external fund managers in the SIPO, which is available on the offer register at disclose-register.companiesoffice.govt.nz (click SEARCH OFFERS and search for 'OneAnswer Single-Asset-Class Funds').

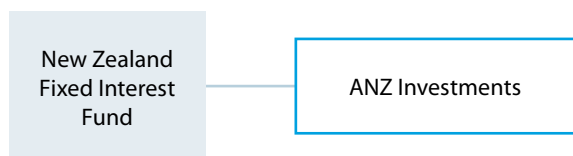
Responsible investing

We're committed to responsible investing because we believe it's in the best long-term interests of our investors. Responsible investing is good for society, and it's good for our investment portfolios too.

Our goal is to deliver sustainable performance in a sustainable way. When we assess investments we look at a range of both financial and non-financial criteria. We believe that environmental, social and governance factors are some of the drivers of long-term investment risks and returns.

 Find out more at anz.co.nz/OA-responsibleinvesting

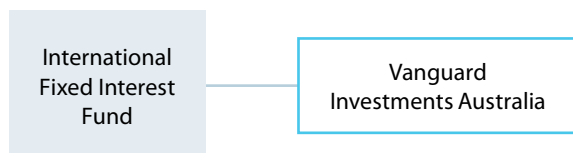
New Zealand fixed interest



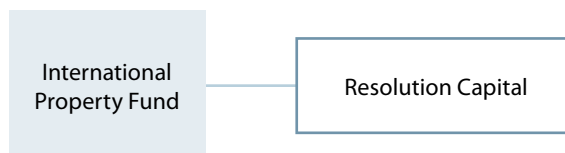
Australasian listed property



International fixed interest



International listed property



LSV Asset Management

LSV Asset Management (LSV) manages a portfolio of international equities. LSV aims to invest in out-of-favour or undervalued stocks that have the potential for near-term appreciation.

Vanguard Investments Australia

Vanguard Investments Australia Limited (Vanguard) manages a portfolio of international fixed interest assets issued by governments. Vanguard also manages a portfolio of international credit securities.

Vontobel

Vontobel Asset Management Inc (Vontobel) manages a portfolio of international equities. Vontobel aims to invest in sensibly priced, high-quality companies that can grow earnings faster than the market on a sustainable basis.

Resolution Capital

Resolution Capital Limited (Resolution Capital) manages a select and diverse group of global listed property assets that are capable of generating superior risk adjusted returns for investors.

NEXT STEPS

You can find more information about the OneAnswer Single-Asset-Class Funds in the PDS. When you're ready to join the OneAnswer Single-Asset-Class Funds:



Complete the relevant application form at the back of the PDS.



Morningstar information

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Investments in the funds aren't deposits in ANZ Bank New Zealand Limited, Australia and New Zealand Banking Group Limited, or their subsidiaries (together 'ANZ Group'), nor are they liabilities of ANZ Group. ANZ Group doesn't stand behind or guarantee ANZ New Zealand Investments Limited. Investments are subject to investment risk, including possible delays in repayment, and loss of income and principal invested. ANZ Group won't be liable to you for the capital value or performance of your investment.

Contact us

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 service@anzinvestments.co.nz

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