

YouWealth

Who manages my money?

Other Material Information

Issued by BNZ Investment Services Limited - 17 May 2021



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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:

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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', 'our' and BNZISL 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 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.

We intend to appoint:

- State Street Global Advisors, Australia, Limited (State Street) as the replacement investment manager for Vanguard Investments Australia Limited (Vanguard) in relation to international fixed interest and international equities;
- Columbia Threadneedle Investments (Columbia Threadneedle) as another investment manager of international fixed interest; and
- First Sentier Investors Realindex Pty Ltd (Realindex Investments) as another investment manager of Australasian equities.

We intend to remove:

- Nikko Asset Management New Zealand Limited as an investment manager of Australasian equities.

We expect this to be completed by 30 September 2021.

While we work hard to keep this information current, the underlying managers can be added to, removed or changed without prior notice.

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	Vanguard Investments Australia Limited
Australasian equities	Castle Point Funds Management Limited Mint Asset Management Limited Nikko Asset Management New Zealand Limited
International equities	Vanguard Investments Australia Limited

Benchmark indices

Each Fund's performance is measured against a benchmark index. You can find information about the benchmark index for your Fund in the Statement of Investment Policy and Objectives available with the Other material information at bnz.co.nz/youwealth

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.

Castle Point Funds Management Limited (Castle Point)

Castle Point is a New Zealand boutique fund manager, established in 2013 by its investment team, which comprises Richard Stubbs, Stephen Bennie, Jamie Young and Gordon Sims. Castle Point's investment philosophy is focused on long-term opportunities and investor alignment.

The team is experienced and the shared philosophy allows for robust, constructive debate. Portfolios are co-managed and all members of the team participate in company analysis and fund management duties.

The team uses a highly disciplined approach to identifying investment candidates based on an investment philosophy that focuses on long-term investment performance. Each candidate is then subjected to a thorough research process to identify only the best value, growth, and quality companies. Portfolios are then constructed around these companies to cater for the risk/return tolerances of different investor groups.

Columbia Threadneedle Investments (Columbia Threadneedle)

A newly appointed manager, Columbia Threadneedle, will jointly manage international fixed interest with State Street. During the transition, both the new and old managers will be accountable for the investments.

Columbia Threadneedle manages investments for institutions, pension funds, sovereign wealth funds, and endowments and foundations. Columbia Threadneedle has expansive reach, currently represented in 17 countries with a global team of 2,000 people working together. Expertise is diverse with more than 450 investment professionals sharing global perspectives across all major asset classes, markets and with the capability to create bespoke solutions matched to clients' specific requirements.





180 analysts are dedicated to finding original, actionable insights that are shared and debated with portfolio managers. Columbia Threadneedle believes well-managed companies that look to the future are better positioned to navigate the risks and challenges inherent in business and achieve sustainable performance and long-term value creation. Responsible Investment (RI) principles are an important factor, and it has developed proprietary tools that provide a robust RI framework and better analysis for portfolio managers to enhance their decision-making.

An independent Investment Consultancy & Oversight team ensures the integrity of an investment strategy. The team works in partnership with its portfolio managers to foster continuous improvement and ensure strategies are managed consistent with client expectations and their desired outcome.

First Sentier Investors Realindex Pty Ltd (Realindex Investments)

A newly appointed manager, Realindex Investments, will be added as another manager of Australasian equities. Realindex Investments was established in 2008 and is a wholly owned investment management subsidiary of First Sentier Investors (FSI). Realindex Investments is focused on partnering with clients to provide systematic equity solutions utilising its index and intelligent implementation, smart beta and active quantitative equity capabilities.

As at 31 December 2020 Realindex Investments managed approximately AUD 30 billion across Australian and New Zealand, global and emerging market shares. It has a dedicated team of portfolio managers, quantitative analysts, and product and client specialists responsible for the research, construction, portfolio management, trading and institutional sales and service of its underlying strategies. As a part of FSI, Realindex Investments benefits from the IT systems, back office and administration, legal, dealing, compliance and distribution support from a strong parent company.

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.

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.

State Street Global Advisors, Australia, Limited (State Street)

State Street will replace Vanguard Investments Australia Limited as the manager of international equities and will jointly manage international fixed interest with Columbia Threadneedle. During the transition, all managers will be accountable for the investments.

Established in 1978, State Street Global Advisors Limited (SSGA) is the asset management arm of State Street Corporation, an indexing pioneer and the creator of the world's first ETFs. The State Street Australian office, opened in 1991, is a wholly owned subsidiary of SSGA.

For four decades, SSGA has been committed to helping clients, and those who rely on them, achieve their investment objectives. SSGA have partnered with many of the world's largest, most sophisticated investors and financial intermediaries, helping them to reach their goals through a rigorous, research-driven investment process spanning both indexing and active disciplines. SSGA's scale and global reach offer clients unrivaled access to markets, geographies and asset classes, and in delivering thoughtful insights and innovative solutions.

SSGA's heritage as an ESG investing leader goes back more than 35 years, having launched the first ESG mandate in 1985. As an early leader in low-carbon investing and a signatory of the United Nations Principles for Responsible Investing (UNPRI) since 2012, SSGA integrates ESG across all investment teams and is a recognised leader in asset stewardship and corporate governance. Effective asset stewardship lies at the heart of SSGA's fiduciary responsibility. A robust and extensive asset stewardship program is a key pillar in the overall ESG approach and this program is designed to promote long-term sustainable returns on behalf of its clients.

Vanguard Investments Australia Limited (Vanguard)

Vanguard was founded in the United States in 1975 on a simple but revolutionary idea—that an investment company should manage the funds it offers in the sole interest of its clients. In 1976, Vanguard pioneered the concept of indexing, introducing the first index fund for individual investors in the United States. Over the decades, Vanguard has grown to become one of the world's largest investment management companies — with a presence in the United States, Australia, Europe, Asia, and the Americas.

In 1996 Vanguard began operating in Australia servicing financial advisers, retail clients and institutional investors. Today, Vanguard is a leading investment manager across Australia and New Zealand offering investors a range of high quality, low-cost investment solutions. Vanguard's comprehensive range of managed funds, exchange traded funds (ETFs) and tailored investment solutions are built to support long-term investment success for investors.

