

Westpac KiwiSaver Scheme.

Other Material Information.
Underlying Investment Managers.
1 December 2020.

BTNZ is the manager and Westpac New Zealand Limited is the distributor of the Westpac KiwiSaver Scheme. This is an important document in relation to your investment in the Westpac KiwiSaver Scheme. It should be read together with the Product Disclosure Statement, the Statement of Investment Policy and Objectives and any documents held on the register at disclose-register.companiesoffice.govt.nz

 **BT** Funds Management



Specialist funds and underlying investment managers.

Investments may be held directly or via investment in other funds BT Funds Management (NZ) Limited (**BTNZ**) selects (**Specialist Funds**). The underlying investment managers we currently use through Specialist Funds are shown in the table below.

Asset Class	Underlying investment manager(s)
Cash and Cash Equivalents.	BT Funds Management (NZ) Limited Accessed through an investment in the Westpac Wholesale Enhanced Cash Trust, a fund issued by BTNZ.
New Zealand Fixed Interest.	BT Funds Management (NZ) Limited Accessed through investments in either the Westpac Wholesale New Zealand Bond No. 1 Trust, or the Westpac Wholesale Corporate Bond Trust, or a combination of both. Both funds are issued by BTNZ.
International Fixed Interest.	BlueBay Asset Management LLP
	Colchester Global Investors Limited
	Wellington Management Company LLP All accessed through an investment in the Westpac Wholesale International Fixed Interest Trust, a fund issued by BTNZ.
Australasian Equities.	Harbour Asset Management Limited Accessed through an investment in the Westpac Wholesale Australasian Share No. 2 Trust (via an investment in the Westpac Wholesale Strategy Share Trust). Both funds are issued by BTNZ.
	Salt Funds Management Limited Accessed through an investment in the Westpac Wholesale Australasian Share No. 1 Trust (via an investment in the Westpac Wholesale Strategy Share Trust). Both funds are issued by BTNZ.
International Equities.	Ardevora Asset Management LLP
	MFS International Australia Pty Limited
	Ninety One Australia Pty Limited
	River and Mercantile Asset Management LLP
	T. Rowe Price Australia Limited All accessed through an investment in the Westpac Wholesale Unhedged International Share Trust (via an investment in the Westpac Wholesale Multi-Manager International Share Trust). Both funds are issued by BTNZ.
Listed Property.	The Northern Trust Company of Hong Kong Limited Accessed through an investment in the Westpac Wholesale International Share No. 2 Trust (via an investment in the Westpac Wholesale Multi-Manager International Share Trust). Both funds are issued by BTNZ.
	Principal Global Investors (Australia) Limited Accessed through an investment in the Westpac Wholesale International Property Trust, a fund issued by BTNZ.
	Salt Funds Management Limited Accessed through an investment in the Westpac Wholesale Property Trust, a fund issued by BTNZ.

Asset Class	Underlying manager(s)
Other. (Alternative Investments)	K2 Advisors Accessed through an investment in K2 Alternative Strategies NZ Portfolio Limited, a vehicle domiciled in the Cayman Islands (via an investment in the Westpac Wholesale Alternative Strategies Trust, a fund issued by BTNZ).

Changes to underlying investment managers.

Underlying investment managers are regularly monitored and reviewed. These managers may be added to or removed without us notifying you. This means the identity and number of underlying investment managers for the funds may vary from time to time.

Introduction to the underlying investment managers (in alphabetical order).

Ardevora Asset Management LLP.

Ardevora is an employee-owned investment management partnership established in 2010. The London-based firm manages global and UK equity portfolios with an objective of generating returns over the long term with an intense risk focus. The investment process is grounded in cognitive psychology and uses traditional investment techniques to identify situations where market participants may be demonstrating some kind of bias.



BlueBay Asset Management LLP.

BlueBay Asset Management LLP provides investment management services primarily to institutions and manages a combination of long-only and alternative strategies across the sub-asset classes of investment grade corporate debt, convertible bonds, high yield debt, distressed debt, loans and emerging market debt.



BT Funds Management (NZ) Limited.

BTNZ is the funds management arm of Westpac in New Zealand, and is wholly owned by Westpac Banking Corporation. The specialist investment team adopts a valuation-driven approach to managing fixed interest and cash, aiming to add value via multiple sources of active management: duration, yield curve positioning and sector and security selection.



Colchester Global Investors Limited.

Founded in 1999 and based in London, Colchester Global Investors is an independent investment management firm offering value oriented, global and international bond management services. Colchester's portfolios principally comprise sovereign bonds. Through the use of high quality smaller country bonds, Colchester gains the significant competitive advantage of diversity and added return potential.



Harbour Asset Management Limited.

Harbour is a New Zealand based investment manager which manages funds for large government institutions, workplace savings schemes, charities, KiwiSaver schemes and retail investors through mezzanine platforms. Harbour offers both equity and fixed interest investment solutions for clients. Within Australasian equities, Harbour believes in a growth-orientated investment management approach to generate outperformance. Harbour employs a combination of quantitative, macro-economic and fundamental research analysis when selecting New Zealand and Australian equities for inclusion in portfolios.



K2 Advisors.

K2 provides integrated hedge fund product solutions to hundreds of sophisticated institutional and high net worth investors across the globe, including corporations, large public and union pension funds, insurance companies, foundations, and endowments. K2 executes a disciplined and rigorous manager selection process that seeks to identify "best-in-class" managers for each of the alternative strategies in which the firm invests.



MFS International Australia Pty Limited.

MFS International Australia Pty. Ltd. (MFS Australia) is an indirect subsidiary of MFS Investment Management (MFS). MFS was established as a partnership in Massachusetts in 1924 and is America's oldest mutual fund company. In 1932, MFS established an internal equity research department and proprietary research approach. MFS's investment philosophy is based upon active management – identifying inefficiencies in global markets and investing in high quality companies which have above average sustainable earnings growth and are trading at attractive valuations.



Ninety One Australia Pty Limited.

Ninety One is an independent, active global asset manager dedicated to delivering compelling outcomes for its clients, headquartered in London and Cape Town. Established in South Africa in 1991, as Investec Asset Management, the firm started offering domestic investments in an emerging market. In 2020, almost three decades of organic growth later, the firm demerged from Investec Group and became Ninety One. Today the firm offers distinctive active strategies across equities, fixed income, multi-asset and alternatives to institutions, advisors and individual investors around the world.



Principal Global Investors (Australia) Limited.

Principal offers investors investment management capabilities across a broad array of global asset classes including equity, fixed income, currency and real estate. Principal has significant experience in the management of both property securities portfolios and physical property markets. The firm serves a number of clients across many industries, sectors, countries and continents and manages portfolios for many leading investors around the world spanning more than 45 countries.



River and Mercantile Asset Management LLP.

River and Mercantile is a UK-based investment management firm, established in 2006. It specialises in managing UK and global equity portfolios, primarily on behalf of institutional clients. River and Mercantile centres its investment philosophy on Potential, Valuation and Timing (PVT) and uses these factors to assess securities.



Salt Funds Management Limited.

Salt is a specialist investment manager firm founded in May 2013 and is wholly owned by its investment personnel. Salt specialises solely in managing New Zealand and Australian listed equity and property mandates and uses the time-tested active investment philosophy of seeking to invest in companies with strong management, which operate within sound industry structures and which generate superior shareholder returns.



T. Rowe Price Australia Limited.

T. Rowe Price is a US-based investment management firm founded in 1937 with offices in 16 countries worldwide. It offers a range of investment services backed by a global research program based across Baltimore, London, Singapore, Hong Kong, Sydney and Tokyo, and focuses on offering global equity and fixed interest investment strategies for institutions. T. Rowe Price's investment process seeks to identify companies with stable-to-improving business fundamentals and prospects for accelerating returns on capital over a 12 to 24 month time horizon.



The Northern Trust Company of Hong Kong Limited.

Investment personnel of The Northern Trust Company of Hong Kong Limited (TNTCHK) are part of Northern Trust Asset Management. Head quartered in Chicago, Northern Trust Asset Management is a global investment manager which combines robust capital markets research, portfolio construction and risk management to craft innovative and efficient solutions that deliver targeted investment outcomes. Northern Trust Asset Management's quantitative strategies seek to outperform a benchmark by exploiting market anomalies and behavioral biases using proprietary, quantitative models and processes to select securities, construct portfolios, and manage risk to deliver targeted outcomes. Their quantitative strategy focuses on taking intentional compensated risks through a multi-factor portfolio construction, with an ESG overlay, using proprietary definitions for quality, value, volatility, and momentum to aim to enhance risk-adjusted returns.



Wellington Management Company LLP.

Wellington Management is a private partnership which traces its roots back to the founding of the Wellington Fund in 1928. Wellington Management is based in Boston and has offices located across the US, and in Beijing, Frankfurt, Hong Kong, London, Singapore, Tokyo and Sydney. The objective of Wellington Management's Global Aggregate investment process is to identify a diversified set of independent investment ideas, efficiently allocate capital to those investment ideas, and transparently manage portfolio risk.



