Saving & Superannuation Products - Investment Returns

as at 31 May 2016



CPI for the year ending

21_Mar_16 0.49

| Fund Name | Inconticu | Performance to 31 May 2016 (%) | | | Performance to 31 May 2016 (%) | | | | | | | Performance for Calendar Year (%) | | | | | | | |
|------------------------------------|-------------------|--------------------------------|---------|---------|--------------------------------|--------|---------|---------|---------|---------|--------------------|-----------------------------------|------|------|------|-------|------|---------------|---------------|
| | Inception Date | 1 Month | 3 Month | 6 Month | 9 Month | 1 Year | 2 Years | 3 Years | 5 Years | 7 Years | Since Inception | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 | Exit Price | Size (\$m) |
| | | | | | | | | | | | | | | | | | | | |
| Investment & Protection Plan | | | | | | | | | | | | | | | | | | | |
| Balanced | Aug-1995 | 1.15 | 6.10 | 1.72 | 3.72 | 3.3 | 7.3 | 7.3 | 7.1 | 7.0 | 3.9 | 5.6 | 9.1 | 11.8 | 10.0 | -2.1 | 3.7 | 22.012 | 47.40 |
| Aggressive | Aug-1995 | 1.27 | 7.28 | 0.65 | 3.05 | 2.2 | 8.1 | 8.5 | 8.0 | 7.8 | 3.4 | 6.5 | 10.0 | 17.0 | 11.7 | -5.5 | 3.1 | 20.148 | 12.36 |
| Spread Managers | Sep-1995 | 0.47 | 4.46 | 0.78 | 1.97 | -1.6 | 3.1 | 4.2 | 3.8 | 5.4 | 3.0 | 1.0 | 7.4 | 7.1 | 7.9 | -3.8 | 3.5 | 18.530 | 4.41 |
| Protected | Aug-1995 | 0.37 | 1.08 | 2.27 | 3.53 | 4.9 | 4.8 | 4.4 | 3.6 | 3.2 | 3.3 | 5.0 | 4.5 | 3.0 | 2.1 | 2.4 | 2.5 | 19.793 | 4.61 |
| Personal Superannuation Plan | | | | | | | | | | | | | | | | | | | |
| Balanced | Aug-1995 | 1.14 | 6.09 | 1.71 | 3.70 | 3.2 | 7.3 | 7.3 | 7.0 | 7.0 | 3.9 | 5.6 | 9.1 | 11.8 | 9.9 | -2.1 | 3.7 | 22.052 | 33.09 |
| Aggressive | Aug-1995 | 1.27 | 7.27 | 0.64 | 3.05 | 2.2 | 8.1 | 8.5 | 8.0 | 7.8 | 3.4 | 6.5 | 10.0 | 17.0 | 11.7 | -5.5 | 3.1 | 20.204 | 9.21 |
| Spread Managers | Sep-1995 | 0.47 | 4.45 | 0.76 | 1.94 | -1.6 | 3.2 | 4.2 | 3.9 | 5.4 | 3.0 | 1.0 | 7.5 | 7.1 | 7.9 | -3.8 | 3.4 | 18.585 | 5.10 |
| Protected | Aug-1995 | 0.37 | 1.08 | 2.27 | 3.53 | 4.9 | 4.8 | 4.4 | 3.6 | 3.2 | 3.3 | 5.0 | 4.5 | 3.0 | 2.1 | 2.4 | 2.5 | 19.793 | 2.61 |
| Personal Superannuation Plan (Lock | (ed-In) | | | | | | | | | | | | | | | | | | |
| Managed | Nov-1996 | 1.20 | 6.26 | 1.96 | 3.96 | 3.5 | 7.4 | 7.4 | 7.0 | 7.0 | 3.6 | 5.6 | 9.0 | 11.7 | 9.8 | -2.2 | 3.6 | 19.835 | 5.17 |
| Equities | Nov-1996 | 2.43 | 12.53 | 11.76 | 16.06 | 12.2 | 10.3 | 11.2 | 10.0 | 9.8 | 4.0 | 7.4 | 11.5 | 11.6 | 20.8 | -6.2 | 4.6 | 21.499 | 4.05 |
| Protected | Nov-1996 | 0.43 | 1.21 | 2.46 | 3.75 | 5.1 | 4.9 | 4.5 | 3.6 | 3.2 | 3.3 | 5.0 | 4.5 | 3.0 | 2.0 | 2.4 | 2.5 | 18.785 | 0.54 |
| Premier Superannuation Plan | | | | | | | | | | | | | | | | | | | |
| Equities | Sep-1996 | 2.38 | 12.36 | 11.52 | 15.82 | 12.0 | 10.1 | 11.1 | 10.0 | 9.8 | 4.7 | 7.3 | 11.5 | 11.6 | 20.8 | -6.2 | 4.6 | 24.533 | 0.22 |
| Balanced | Sep-1996 | 1.14 | 6.09 | 1.71 | 3.70 | 3.2 | 7.3 | 7.3 | 7.0 | 7.0 | 4.1 | 5.6 | 9.1 | 11.8 | 9.9 | -2.1 | 3.7 | 22.052 | 0.62 |
| Aggressive | Sep-1996 | 1.27 | 7.27 | 0.64 | 3.05 | 2.2 | 8.1 | 8.5 | 8.0 | 7.8 | 3.6 | 6.5 | 10.0 | 17.0 | 11.7 | -5.5 | 3.1 | 20.204 | 0.31 |
| Spread Managers | Sep-1996 | 0.47 | 4.45 | 0.76 | 1.94 | -1.6 | 3.2 | 4.2 | 3.9 | 5.4 | 3.2 | 1.0 | 7.5 | 7.1 | 7.9 | -3.8 | 3.4 | 18.585 | 0.35 |
| Protected | Sep-1996 | 0.36 | 1.05 | 2.25 | 3.51 | 4.8 | 4.8 | 4.4 | 3.5 | 3.2 | 3.4 | 4.9 | 4.5 | 2.9 | 2.0 | 2.3 | 2.5 | 19.404 | 0.00 |
| | | | | | | | | | | | | | | | | | | | |
| Investment & Protection Plan | | | | | | | | | | | | | | | | | | | |
| Managed | Jan-1991 | 1.15 | 6.09 | 1.72 | 3.71 | 3.2 | 7.3 | 7.3 | 7.0 | 7.0 | 4.5 | 5.7 | 9.0 | 11.6 | 9.8 | -2.2 | 3.6 | 30.055 | 0.04 |
| Equities | Jan-1991 | 2.38 | 12.36 | 11.52 | 15.82 | 12.0 | 10.1 | 11.1 | 10.0 | 9.8 | 6.0 | 7.3 | 11.5 | 11.6 | 20.8 | -6.2 | 4.6 | 43.807 | 0.03 |
| International | Jan-1991 | 1.05 | 7.36 | -4.03 | -1.56 | -2.3 | 8.7 | 9.6 | 9.0 | 8.2 | 4.3 | 7.2 | 11.6 | 28.2 | 11.5 | -11.0 | 2.0 | 28.745 | 0.01 |
| Conservative | Nov-1992 | 0.75 | 3.50 | 1.66 | 2.74 | 3.0 | 5.1 | 4.7 | 4.7 | 4.9 | 4.2 | 3.9 | 6.3 | 5.1 | 5.8 | 1.7 | 3.4 | 25.808 | 0.03 |
| Protected | Jan-1991 | 0.37 | 1.08 | 2.27 | 3.53 | 4.8 | 4.8 | 4.4 | 3.5 | 3.2 | 3.7 | 5.0 | 4.5 | 2.9 | 2.0 | 2.4 | 2.5 | 25.018 | 0.32 |
| Personal Superannuation Plan | | | | | | | | | | | | | | | | | | | |
| Managed | Jan-1991 | 1.21 | 6.28 | 2.07 | 4.25 | 4.0 | 8.0 | 8.0 | 7.7 | 7.7 | 5.2 | 6.3 | 9.7 | 12.4 | 10.6 | -1.5 | 4.3 | 35.833 | 25.12 |
| Equities | Jan-1991 | 2.42 | 12.57 | 11.95 | 16.47 | 12.8 | 10.9 | 11.9 | 10.8 | 10.6 | 6.7 | 8.1 | 12.3 | 12.4 | 21.6 | -5.5 | 5.3 | 51.488 | 6.22 |
| International | Jan-1991 | 1.12 | 7.57 | -3.72 | -1.05 | -1.6 | 9.5 | 10.3 | 9.7 | 9.0 | 5.0 | 7.9 | 12.3 | 29.1 | 12.3 | -10.3 | 2.7 | 33.731 | 3.28 |
| Property | Jan-1991 | 2.38 | 9.30 | 10.12 | 10.49 | 11.1 | 6.5 | 4.6 | 3.3 | 2.8 | 3.6 | 3.4 | 1.6 | 1.1 | 1.4 | 1.7 | 1.4 | 24.214 | 0.15 |
| Conservative | Nov-1992 | 0.81 | 3.69 | 2.02 | 3.28 | 3.5 | 5.7 | 5.4 | 5.4 | 5.6 | 4.8 | 4.3 | 7.0 | 5.9 | 6.6 | 2.4 | 4.2 | 29.990 | 0.46 |
| Protected | Jan-1991 | 0.43 | 1.24 | 2.59 | 4.03 | 5.5 | 5.5 | 5.1 | 4.2 | 3.9 | 4.4 | 5.7 | 5.2 | 3.7 | 2.7 | 3.1 | 3.2 | 29.382 | 3.71 |

^{*} Closed to new policies

Disclaimer: The returns shown above are historical net returns after the deduction of tax and annual fees, assume the reinvestment of any distributed income, and that the investment was held for the full period quoted. Returns for two years or more have been annualised. It is also assumed that no entry or exit fees have been incurred during the return calculation periods. Please note that past performance is no guarantee of future returns or trends. The funds are managed by The National Mutual Life Association of Australasia Limited ABN 72 004 020 437 (incorporated in Victoria, Australia). Investments in the funds are subject to investment risk including possible loss of principal invested. The performance of or returns from the funds, or the repayment of capital (unless otherwise stated), is not guaranteed (in full or in part) by the trustee, New Zealand Permanent Trustees Limited, The National Mutual Life Association of Australasia Limited ABN 72 004 020 437 (incorporated in Victoria, Australia) or any other party. However, The National Mutual Life Association of Australasia Limited ABN 72 004 020 437 (incorporated in Victoria, Australia) has agreed to protect the capital (after the deduction of the asset charge), together with any previously credited interest for the Protected Fund, from adverse movements in investment markets on an unsecured basis. A disclosure statement is available on request and free of charge from your adviser.

Note: Every effort has been made to ensure accuracy, but no liability is accepted for any error of fact.

For more information call the Customer Service Team on 0800 106 652

Saving & Superannuation Products - Investment Returns

as at 31 May 2016



CPI for the year ending

| | | • | | |
|-----|----|----|---|--|
| B/I | 0. | 16 | Λ | |

| | Inception | Performance to 31 May 2016 (%) | | | Performance to 31 May 2016 (%) | | | | | | Performance for Calendar Year (%) | | | | | | Unit | Fund | |
|---------------------------|-----------|--------------------------------|---------|---------|--------------------------------|--------|---------|---------|---------|---------|-----------------------------------|------|------|------|------|------|------|---------------|---------------|
| Fund Name | Date | 1 Month | 3 Month | 6 Month | 9 Month | 1 Year | 2 Years | 3 Years | 5 Years | 7 Years | Since Inception | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 | Exit Price | Size (\$m) |
| Link-Save/Link-Save Plus* | | | | | | | | | | | | | | | | | | | |
| Managed | Apr-1982 | 1.15 | 6.11 | 1.74 | 3.74 | 3.3 | 7.3 | 7.3 | 7.0 | 7.0 | 6.5 | 5.6 | 9.0 | 11.7 | 9.9 | -2.2 | 3.6 | 84.695 | 42.6 |
| Protected | May-1988 | 0.37 | 1.07 | 2.26 | 3.52 | 4.8 | 4.8 | 4.4 | 3.5 | 3.2 | 4.2 | 5.0 | 4.5 | 2.9 | 2.0 | 2.4 | 2.5 | 32.063 | 2.10 |
| Pension | Oct-1984 | 1.15 | 6.10 | 1.72 | 3.70 | 3.2 | 7.3 | 7.3 | 7.0 | 7.0 | 5.9 | 5.6 | 8.9 | 11.6 | 9.8 | -2.2 | 3.6 | 61.088 | 3.73 |
| | | | | | | | | | | | | | | | | | | | |
| Ordinary Policies | | | | | | | | | | | | | | | | | | | |
| Protected | Sep-1981 | 0.36 | 1.09 | 2.40 | 3.84 | 5.5 | 5.9 | 5.7 | 5.0 | 4.7 | 6.1 | 6.2 | 6.1 | 4.7 | 3.6 | 4.1 | 4.2 | 23.780 | |
| Aggressive | Nov-2001 | 1.27 | 7.28 | 0.65 | 3.05 | 2.2 | 8.1 | 8.5 | 8.0 | 7.8 | 3.2 | 6.5 | 10.0 | 17.0 | 11.7 | -5.5 | 3.1 | 20.148 | |
| Spread Managers | Nov-2001 | 0.47 | 4.46 | 0.78 | 1.97 | -1.6 | 3.1 | 4.2 | 3.8 | 5.4 | 2.4 | 1.0 | 7.4 | 7.1 | 7.9 | -3.8 | 3.5 | 18.530 | |
| Superannuation Policies | | | | | | | | | | | | | | | | | | | |
| Protected | Sep-1979 | 0.36 | 1.09 | 2.40 | 3.84 | 5.5 | 5.9 | 5.7 | 5.0 | 4.7 | 6.1 | 6.2 | 6.1 | 4.7 | 3.6 | 4.1 | 4.2 | 23.780 | |
| Aggressive | Nov-2001 | 1.27 | 7.27 | 0.64 | 3.05 | 2.2 | 8.1 | 8.5 | 8.0 | 7.8 | 3.2 | 6.5 | 10.0 | 17.0 | 11.7 | -5.5 | 3.1 | 20.204 | |
| Spread Managers | Nov-2001 | 0.47 | 4.45 | 0.76 | 1.94 | -1.6 | 3.2 | 4.2 | 3.9 | 5.4 | 2.4 | 1.0 | 7.5 | 7.1 | 7.9 | -3.8 | 3.4 | 18.585 | |

^{*} Closed to new policies

Disclaimer: The returns shown above are historical net returns after the deduction of tax and annual fees, assume the reinvestment of any distributed income, and that the investment was held for the full period quoted. Returns for two years or more have been annualised. It is also assumed that no entry or exit fees have been incurred during the return calculation periods. Please note that past performance is no guarantee of future returns or trends. The funds are managed by The National Mutual Life Association of Australasia Limited ABN 72 004 020 437 (incorporated in Victoria, Australia). Investments in the funds are subject to investment risk including possible loss of principal invested. The performance of or returns from the repayment of capital (unless otherwise stated), is not guaranteed (in full or in part) by the trustee, New Zealand Permanent Trustees Limited. The National Mutual Life Association of Australasia Limited ABN 72 004 020 437 (incorporated in Victoria, Australia) or any other party. However, The National Mutual Life Association of Australasia Limited ABN 72 004 020 437 (incorporated in Victoria, Australia) has agreed to protect the capital (after the deduction of the asset charge), together with any previously credited interest for the Protected Fund and Low Risk Fund, from adverse movements in investment markets on an unsecured basis. A disclosure statement is available on request and free of charge from your adviser.

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