

Investment Linked and Personal Superannuation Fund: Rolling period returns

as at 31 December 2014



Fund name	Inception date	Unit price	Fund size \$NZ million	Return (% per period)			Return (% per annum)					
				1 month	3 month	6 month	1 year	3 year	5 year	10 year	Since inception	
Investment Linked Plans												
Managed Balanced (C)	26/01/84	5.0163	76.53	0.7%	2.8%	7.2%	10.6%	12.4%	7.4%	4.6%	5.6%	
Property Based (K)	26/01/84	2.6575	2.98	1.2%	1.0%	4.5%	6.0%	6.9%	1.2%	1.2%	3.4%	
NZ Share Based (R)	01/02/88	6.0287	12.47	3.0%	5.8%	10.8%	19.6%	18.8%	10.7%	5.1%	6.9%	
Fixed Securities (X)	01/02/88	3.7476	3.53	0.9%	2.4%	4.1%	6.4%	2.9%	4.5%	4.3%	5.0%	
Horizon (Y)	20/06/89	2.3835	1.15	0.2%	0.6%	1.1%	2.0%	1.7%	1.7%	2.7%	3.7%	
International (N)	04/03/92	2.3423	1.14	-0.3%	2.7%	9.7%	12.1%	18.0%	9.2%	4.2%	3.8%	
Managed Performance (O)	03/02/93	2.3256	5.87	0.5%	3.0%	8.8%	12.4%	16.5%	8.6%	4.2%	3.9%	
Personal Superannuation Funds												
Balanced (A)	26/01/84	22.6830	50.12	-0.3%	1.2%	3.8%	7.3%	8.6%	5.1%		3.4%	
Conservative (T)	12/02/92	3.1002	4.46	0.0%	1.0%	2.5%	4.7%	4.3%	3.4%	5.9%	5.1%	
Performance (U)	12/02/92	3.2955	27.11	-0.6%	1.1%	4.7%	9.0%	11.6%	5.9%	6.3%	5.4%	
Portfolio Plans												
Personal Superannuation (B)	18/03/81	12.4647		-0.2%	1.5%	4.5%	8.5%	9.4%	5.8%	4.4%	7.8%	
Ordinary (C)	29/09/82	9.2553		0.7%	3.0%	7.5%	11.2%	13.0%	8.0%	5.2%	7.1%	
Investment Linked Insurance Bond (No Entry Fee Plans)												
Horizon (YN)	03/02/93	1.7745		0.2%	0.4%	0.8%	1.4%	1.1%	1.2%	2.2%	2.7%	
Managed Balanced (CN)	03/02/93	2.3949		0.6%	2.6%	6.8%	10.0%	11.8%	6.8%	4.1%	4.1%	
NZ Shared Based (RN)	03/02/93	3.7020		2.9%	5.6%	10.5%	19.0%	18.1%	10.1%	4.5%	6.2%	
Fixed Securities (XN)	03/02/93	2.1929		0.8%	2.2%	3.8%	5.8%	2.3%	3.9%	3.7%	3.7%	
International (NN)	03/02/93	2.0158		-0.3%	2.6%	9.3%	11.5%	17.3%	8.6%	3.6%	3.3%	
Managed Performance (ON)	03/02/93	2.1352		0.5%	2.8%	8.5%	11.8%	15.8%	8.0%	3.7%	3.5%	
Property Based (KN)	19/07/94	1.5860		1.1%	0.9%	4.2%	5.4%	6.3%	0.6%	0.7%	2.3%	

These returns should be read in conjunction with the notes below:

The returns stated represent in each case and for each fund, the percentage change in the unit price over the period, calculated by Morningstar, Inc, using information provided to Morningstar by the relevant fund manager.

The Morningstar, Inc 'Total Return' methodology used to calculate these returns assumes all income is reinvested into the fund. It is therefore a combined measure of both capital growth and income. All returns are expressed in New Zealand dollar terms, and as such are the returns to New Zealand investors. Returns shown for periods of up to one year are for the period stated, while returns shown for periods of one year or more are annualised.

These are not necessarily the returns individual investors will receive as this will depend on the prices at which units are purchased and sold, the dates of these transactions and any additional contributions or withdrawals made during the period.

Past performance is not indicative of future performance and is not guaranteed by any party.

Returns are after the annual management fee and tax. No allowance has been made for any entry or exit fees, policy fees and protection benefit fees (if applicable).

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Investment Linked and Personal Superannuation Fund: Calendar year returns

as at 31 December 2014



Fund name	Return (% year-to-date)	Return (% calendar year)									
		2013	2012	2011	2010	2009	2008	2007	2006	2005	2004
Investment Linked Plans											
Managed Balanced (C)	10.6%	14.9%	11.8%	-3.3%	4.0%	9.6%	-16.1%	1.1%	7.7%	9.9%	8.4%
Property Based (K)	6.0%	7.8%	7.0%	-1.7%	-11.6%	-19.8%	-5.9%	13.4%	13.9%	9.1%	5.8%
NZ Share Based (R)	19.6%	12.0%	25.2%	-4.6%	3.9%	16.7%	-30.2%	-1.6%	18.0%	4.3%	17.1%
Fixed Securities (X)	6.4%	-1.7%	4.1%	9.6%	4.2%	1.8%	13.0%	1.5%	1.7%	3.0%	2.5%
Horizon (Y)	2.0%	1.5%	1.5%	1.7%	1.8%	1.9%	5.3%	4.2%	3.9%	3.4%	2.9%
International (N)	12.1%	29.8%	12.8%	-10.8%	6.3%	16.1%	-33.6%	-0.4%	7.5%	17.0%	10.9%
Managed Performance (O)	12.4%	22.8%	14.5%	-8.0%	3.8%	11.2%	-27.9%	0.6%	9.7%	13.3%	10.8%
Personal Superannuation Funds											
Balanced (A)	7.3%	8.7%	9.7%	-2.9%	3.2%	6.9%	-14.4%	2.2%	11.3%		
Conservative (T)	4.7%	3.3%	5.0%	1.5%	2.8%	4.0%	-0.4%	2.7%	6.4%	32.9%	4.9%
Performance (U)	9.0%	13.4%	12.6%	-7.4%	3.5%	8.8%	-26.3%	1.6%	15.8%	46.7%	9.0%
Portfolio Plans											
Personal Superannuation (B)	8.5%	9.6%	10.1%	-2.2%	3.7%	7.3%	-13.8%	2.7%	12.1%	9.3%	6.9%
Ordinary (C)	11.2%	15.5%	12.4%	-2.7%	4.5%	10.2%	-15.6%	1.7%	8.3%	10.7%	9.0%
Investment Linked Insurance Bond (No Entry Fee Plans)											
Horizon (YN)	1.4%	1.0%	0.9%	1.2%	1.3%	1.4%	4.7%	3.6%	3.3%	2.9%	2.3%
Managed Balanced (CN)	10.0%	14.3%	11.2%	-3.8%	3.4%	9.0%	-16.6%	0.6%	7.1%	9.3%	7.8%
NZ Shared Based (RN)	19.0%	11.3%	24.5%	-5.1%	3.3%	16.1%	-30.6%	-2.1%	17.3%	3.8%	16.4%
Fixed Securities (XN)	5.8%	-2.2%	3.6%	9.0%	3.6%	1.3%	12.4%	0.9%	1.1%	2.5%	1.9%
International (NN)	11.5%	29.1%	12.1%	-11.3%	5.7%	15.4%	-33.9%	-1.0%	6.9%	16.4%	10.3%
Managed Performance (ON)	11.8%	22.1%	13.9%	-8.5%	3.3%	10.6%	-28.3%	0.0%	9.1%	12.7%	10.2%
Property Based (KN)	5.4%	7.2%	6.4%	-2.2%	-12.1%	-20.3%	-6.4%	12.8%	13.3%	8.5%	5.2%

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