

Investment Linked and Personal Superannuation Fund: Rolling period returns

as at 31 March 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 | 4.5636 | 75.80 | -0.7% | 0.6% | 4.2% | 10.2% | 6.9% | 8.2% | 4.2% | 5.4% | |
| Property Based (K) | 26/01/84 | 2.5220 | 2.81 | -0.2% | 0.6% | 1.7% | 5.6% | 5.8% | -4.3% | 1.1% | 3.3% | |
| NZ Share Based (R) | 02/01/88 | 5.3758 | 12.07 | 2.0% | 6.7% | 6.7% | 11.9% | 11.5% | 12.5% | 5.1% | 6.6% | |
| Fixed Securities (X) | 02/01/88 | 3.5546 | 3.51 | 0.0% | 1.0% | 1.1% | -1.4% | 3.8% | 3.8% | 3.9% | 5.0% | |
| Horizon (Y) | 20/06/89 | 2.3462 | 1.15 | 0.1% | 0.4% | 0.8% | 1.6% | 1.6% | 1.7% | 2.8% | 3.7% | |
| International (N) | 03/04/92 | 2.0415 | 1.28 | -2.4% | -2.3% | 5.4% | 17.8% | 7.1% | 11.5% | 3.6% | 3.3% | |
| Managed Performance (O) | 02/03/93 | 2.0692 | 5.90 | -1.1% | 0.0% | 5.3% | 15.0% | 7.9% | 9.8% | 3.8% | 3.5% | |
| Personal Superannuation Funds | | | | | | | | | | | | |
| Balanced (A) | 26/01/84 | 21.2690 | 50.66 | -0.3% | 0.6% | 2.5% | 5.0% | 4.7% | 5.8% | | 2.9% | |
| Conservative (T) | 02/12/92 | 2.9804 | 4.43 | -0.1% | 0.7% | 1.4% | 2.0% | 3.1% | 3.4% | 5.9% | 5.1% | |
| Performance (U) | 02/12/92 | 3.0361 | 26.79 | -0.4% | 0.4% | 3.2% | 7.5% | 5.1% | 7.1% | 6.1% | 5.2% | |
| Portfolio Plans | | | | | | | | | | | | |
| Personal Superannuation (B) | 18/03/81 | 11.5882 | | -0.2% | 0.8% | 3.0% | 6.0% | 5.4% | 6.3% | 4.2% | 7.7% | |
| Ordinary (C) | 29/09/82 | 8.3858 | | -0.6% | 0.7% | 4.4% | 10.8% | 7.5% | 8.7% | 4.8% | 7.0% | |
| Investment Linked Insurance Bond (No Entry Fee Plans) | | | | | | | | | | | | |
| Horizon (YN) | 02/03/93 | 1.7542 | | 0.1% | 0.3% | 0.5% | 1.0% | 1.1% | 1.1% | 2.2% | 2.7% | |
| Managed Balanced (CN) | 02/03/93 | 2.1881 | | -0.7% | 0.5% | 3.9% | 9.6% | 6.3% | 7.6% | 3.7% | 3.8% | |
| NZ Shared Based (RN) | 02/03/93 | 3.3153 | | 1.9% | 6.5% | 6.4% | 11.2% | 10.9% | 11.9% | 4.5% | 5.9% | |
| Fixed Securities (XN) | 02/03/93 | 2.0889 | | 0.0% | 0.8% | 0.9% | -2.0% | 3.2% | 3.2% | 3.3% | 3.6% | |
| International (NN) | 02/03/93 | 1.7644 | | -2.4% | -2.4% | 5.1% | 17.2% | 6.5% | 10.9% | 3.0% | 2.7% | |
| Managed Performance (ON) | 02/03/93 | 1.9079 | | -1.2% | -0.1% | 5.0% | 14.4% | 7.3% | 9.2% | 3.2% | 3.1% | |
| Property Based (KN) | 19/07/94 | 1.5116 | | -0.3% | 0.5% | 1.4% | 5.0% | 5.2% | -4.8% | 0.5% | 2.1% | |

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 March 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) | 0.6% | 14.9% | 11.8% | -3.3% | 4.0% | 9.6% | -16.1% | 1.1% | 7.7% | 9.9% | 8.4% |
| Property Based (K) | 0.6% | 7.8% | 7.0% | -1.7% | -11.6% | -19.9% | -5.9% | 13.4% | 13.9% | 9.1% | 5.8% |
| NZ Share Based (R) | 6.7% | 12.0% | 25.2% | -4.6% | 3.9% | 16.7% | -30.2% | -1.6% | 18.0% | 4.3% | 17.1% |
| Fixed Securities (X) | 1.0% | -1.7% | 4.1% | 9.6% | 4.2% | 1.8% | 13.0% | 1.5% | 1.7% | 3.0% | 2.5% |
| Horizon (Y) | 0.4% | 1.5% | 1.5% | 1.7% | 1.8% | 1.9% | 5.3% | 4.2% | 3.9% | 3.4% | 2.9% |
| International (N) | -2.3% | 29.8% | 12.8% | -10.8% | 6.3% | 16.1% | -33.6% | -0.4% | 7.5% | 17.0% | 11.0% |
| Managed Performance (O) | 0.0% | 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) | 0.6% | 8.7% | 9.7% | -2.9% | 3.2% | 6.9% | -14.4% | 2.2% | 11.3% | | |
| Conservative (T) | 0.7% | 3.3% | 5.0% | 1.5% | 2.8% | 4.0% | -0.4% | 2.7% | 6.4% | 32.9% | 4.9% |
| Performance (U) | 0.4% | 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) | 0.8% | 9.6% | 10.1% | -2.2% | 3.7% | 7.3% | -13.8% | 2.7% | 12.1% | 9.3% | 6.9% |
| Ordinary (C) | 0.7% | 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) | 0.3% | 1.0% | 1.0% | 1.2% | 1.3% | 1.4% | 4.7% | 3.6% | 3.3% | 2.9% | 2.3% |
| Managed Balanced (CN) | 0.5% | 14.3% | 11.2% | -3.8% | 3.4% | 9.0% | -16.6% | 0.6% | 7.1% | 9.3% | 7.8% |
| NZ Shared Based (RN) | 6.5% | 11.3% | 24.5% | -5.1% | 3.3% | 16.1% | -30.6% | -2.1% | 17.4% | 3.8% | 16.4% |
| Fixed Securities (XN) | 0.8% | -2.2% | 3.6% | 9.0% | 3.6% | 1.3% | 12.4% | 0.9% | 1.1% | 2.5% | 1.9% |
| International (NN) | -2.4% | 29.1% | 12.1% | -11.3% | 5.7% | 15.4% | -33.9% | -1.0% | 6.9% | 16.4% | 10.3% |
| Managed Performance (ON) | -0.1% | 22.1% | 13.9% | -8.5% | 3.3% | 10.6% | -28.3% | 0.0% | 9.1% | 12.7% | 10.2% |
| Property Based (KN) | 0.5% | 7.2% | 6.4% | -2.2% | -12.1% | -20.3% | -6.4% | 12.8% | 13.3% | 8.5% | 5.2% |

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