



# FISHER FUNDS KIWISAVER SCHEME

## PRODUCT DISCLOSURE STATEMENT

Issued by Fisher Funds Management Limited

14 SEPTEMBER 2018

**This is a replacement PDS which replaces the PDS dated 31 October 2017**

*This document gives you important information about this investment to help you decide whether you want to invest. There is other useful information about this offer on [companiesoffice.govt.nz/disclose](http://companiesoffice.govt.nz/disclose). Fisher Funds Management Limited has prepared this document in accordance with the Financial Markets Conduct Act 2013. You can also seek advice from a financial adviser to help you to make an investment decision.*

# 1 | Key information summary

## What is this?

The Fisher Funds KiwiSaver Scheme (Fisher Funds KiwiSaver<sup>1</sup>) is a managed investment scheme. Your money will be pooled with other investors' money and invested in various investments. Fisher Funds Management Limited ('Fisher Funds', 'we' or 'us') will invest your money and charge you a fee for its services. The returns you receive are dependent on the investment decisions of Fisher Funds and the performance of the investments. The value of

those investments may go up or down. The types of investments and the fees you will be charged are described in this document.

## What will your money be invested in?

Fisher Funds KiwiSaver gives you a choice of two funds to invest in, or a mix of those funds using the balanced strategy, our GlidePath option, or your own mix of the two funds. These investment options are summarised below. More information about the investment target and strategy for each investment option is provided in section 3.

Fund name	Description of the fund and its investment objective	Risk indicator	Estimated Annual fund charges* % net asset value	Performance-based fee
<b>Conservative Fund</b>	<p>Aims to provide moderate protection for your savings, while also providing a moderate level of return over the medium term.</p> <p>Invested mainly in income assets with a small amount in growth assets.</p>	<p>Lower risk <span style="float: right;">Higher risk</span></p> <p>1 2 <b>3</b> 4 5 6 7</p> <p>Potentially lower returns <span style="float: right;">Potentially higher returns</span></p>	0.97%	No
<p><b>Balanced Strategy</b></p> <p>Target fund mix as at the date of this PDS:</p> <p>45% Conservative Fund 55% Growth Fund</p>	<p>Aims to provide a balance between protecting your savings and growing them over the long term.</p> <p>Invested in a balance of income and growth assets.</p> <p>Rebalanced each year to the target fund mix range of 40% to 50% Conservative Fund and 50% to 60% Growth Fund.</p>	<p>Lower risk <span style="float: right;">Higher risk</span></p> <p>1 2 <b>3</b> 4 5 6 7</p> <p>Potentially lower returns <span style="float: right;">Potentially higher returns</span></p>	1.03%	Yes (see section 5)
<b>Growth Fund</b>	<p>Aims to grow your savings with more focus on capital growth over the long term.</p> <p>Invested in mainly growth assets.</p>	<p>Lower risk <span style="float: right;">Higher risk</span></p> <p>1 2 3 <b>4</b> 5 6 7</p> <p>Potentially lower returns <span style="float: right;">Potentially higher returns</span></p>	1.08%	Yes (see section 5)

\*Other charges: In addition to the annual fund charges above you will also be charged an annual account fee of \$36

<sup>1</sup> The term 'Fisher Funds KiwiSaver' is an abbreviation for 'the Fisher Funds KiwiSaver Scheme' and readers should view those terms interchangeably.

## GlidePath

Fisher Funds offers clients the GlidePath service which automatically invests your savings in one or a mix of both funds according to your age. Currently, until you are 46 you are invested in the Growth Fund. Every year from age 46 to 86, we adjust how your investment balance and future contributions are invested between

the funds, so you can get on with living your life. From age 86 onwards you will be invested in the Conservative Fund. You have freedom to opt in to, or out of, GlidePath at any time. Below is an example of how your savings would be invested at a range of ages if you take up GlidePath.

Age	How your savings are invested	Risk indicator	Estimated annual fund charges*
30	100% Growth Fund		1.08%
50	86% Growth Fund 14% Conservative Fund		1.06%
60	43% Growth Fund 57% Conservative Fund		1.02%
75	9% Growth Fund 91% Conservative Fund		0.98%

\*Other charges: In addition to the annual fund charges above you will also be charged an annual account fee of \$36

There's no extra charge for GlidePath. The annual fund charges for the relevant fund(s) apply.

See section 4 for an explanation of the risk indicator and for information about other risks that are not included in the risk indicator. To help you clarify your own attitude to risk, you can seek financial advice or work out your risk profile at [ipq.fisherfunds.co.nz/ffks](http://ipq.fisherfunds.co.nz/ffks)

## Who manages Fisher Funds KiwiSaver?

Fisher Funds Management Limited is the manager of Fisher Funds KiwiSaver. See section 7 for more information about us.

## How can you get your money out?

KiwiSaver is a long term investment, designed to help you save for your retirement. It's not a savings account, where you earn interest and can access your money when you like. In most cases, while you can look at it, watch it grow and change how it's invested, you can't withdraw your savings until you reach the KiwiSaver qualifying age. The KiwiSaver qualifying age is when you've reached the New Zealand retirement age of 65 and been a member of KiwiSaver for five years. In some cases, like if you buy your first home, if you suffer a serious illness or significant financial hardship, if you die, or if you permanently emigrate to somewhere other than Australia, you may be able to cash in some or all, of your investment early. See section 2 for more information.

## How will your investment be taxed?

Fisher Funds KiwiSaver is a Portfolio Investment Entity (PIE). The amount of tax you pay in respect of a PIE is based on your prescribed investor rate (PIR). This can be 10.5%, 17.5% or 28%. See section 6 of the PDS ('what taxes will you pay?') on page 13 for more information.

## Where can you find more key information?

Fisher Funds is required to publish quarterly updates for each investment option. The updates show the returns, and the total fees actually charged to investors, during the previous year. The latest fund updates are available at [fisherfunds.co.nz/resources](http://fisherfunds.co.nz/resources). The manager will also give you copies of those documents on request.

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## 2 | How does this investment work?

Fisher Funds KiwiSaver is a long term investment plan aimed at helping you save for your retirement.

### What are the benefits?

Joining KiwiSaver and making regular contributions is a smart choice because:

- » **It's easy.** Your employer will automatically take contributions from your pay on your behalf if you're working. If you're self-employed, or not working, you can set up a direct debit or an automatic payment so your savings will happen regularly. You also know exactly what's happening with your nest egg with instant on-line access to your investment information.
- » **Bonus savings.** Your regular contributions aren't the only additions to your savings. The Government also contributes up to \$521.43 per year, and if you're working and contributing from your salary, your employer will contribute at least 3% of your salary or wage\*.
- » We offer our Fisher Funds KiwiSaver clients a **choice** of two funds and a balanced strategy (that's a mix of the two funds) to invest in. We have a team of KiwiSaver experts ready and waiting to help you make the best decisions; matching your saving goals to your needs.
- » **No fuss.** We make investing even easier with GlidePath, our automatic investment service which adjusts how your savings are invested depending on your age (our set and forget option).
- » **Flexibility.** KiwiSaver can help you to save for your first home and offers great Government bonuses if you qualify.

\* As long as you are over 18 and under the KiwiSaver qualifying age.

### How does it work?

When you join Fisher Funds KiwiSaver you'll be asked to choose a fund or mix of funds to invest in. Money you invest is used to buy units in the fund or funds that you've chosen.

- » Each unit you buy will have a price calculated each business day based on the value of the fund's assets at the time.
- » Changes in the value of the fund's assets (up or down) are reflected in the unit price.

Fisher Funds KiwiSaver is a trust governed by a Governing Document between Fisher Funds and Trustees Executors Limited ('the Supervisor'). Your investments are held by a custodian appointed by the Supervisor, who is independent from Fisher Funds. Each fund is accounted for separately so assets in one fund can't be used to meet the liabilities of another.

There is no Crown guarantee in respect of any KiwiSaver scheme or investment product of a KiwiSaver scheme.

### Responsible investment

Responsible investment, including environmental, social, and governance considerations, is taken into account in the investment policies and procedures of the scheme as at the date of this product disclosure statement. You can obtain an explanation of the extent to which responsible investment is taken into account in those policies and procedures at [fisherfunds.co.nz/responsible-investing](https://fisherfunds.co.nz/responsible-investing).

### Joining the scheme

It's easy to join Fisher Funds KiwiSaver and it's open to most people if you're:

- » living or normally living in New Zealand; and
- » a New Zealand citizen (or are entitled to live in New Zealand indefinitely); and
- » under 65 (if you're over 65 and already in KiwiSaver then you can still transfer to Fisher Funds KiwiSaver),

we look forward to welcoming you. Please give us a call on 0800 335 494 or simply fill in an application form included at the back of this document.

### Making investments

Making regular contributions to your savings will help you reach your financial goals. With KiwiSaver you may also get extra help with your retirement savings. Both the Government and your employer can contribute to your savings. Below we explain the three ways to build up your Fisher Funds KiwiSaver nest egg.

1. You contribute
2. Your employer contributes
3. The Government contributes

#### You contribute

##### If you're a salary or wage earner

- » You'll need to make regular contributions from your pay.
- » The minimum amount is 3% of your before tax salary or wages, or you can choose 4% or 8%.
- » You're in control, so at any time you can change your contribution rate to one of the three above, or after a year take a contributions holiday, where you stop making contributions for a period of up to five years (you can apply for another contribution holiday when your current one ends).
- » Your employer will automatically deduct your contributions and send them to us via Inland Revenue.

##### If you're self employed

- » You can set up regular payments via direct debit or automatic payment which can be any amount you wish.

You can also make voluntary lump sum payments into your Fisher Funds KiwiSaver account or transfer savings from another KiwiSaver scheme.

## Your employer contributes

A great benefit of being a KiwiSaver member is that, if you're contributing through your salary or wages, your employer is also required to make regular contributions to your KiwiSaver. They'll contribute a minimum of 3% of your before tax salary or wages (or more — check these details with your employer) if,

- » you are between the ages of 18 and the KiwiSaver qualifying age; and
- » you're not on a contributions holiday or not contributing.

Your employer deducts Employer Superannuation Contribution Tax from their contributions before they are applied to your KiwiSaver account.

## The Government contributes

You may also receive a member tax credit from the Government of up to \$521.43 a year (50 cents for every \$1 you contribute up to a maximum of \$1,042.86) as long as you;

- » are between the ages of 18 and the KiwiSaver qualifying age; and
- » mainly live in New Zealand.

## Withdrawing your investments

KiwiSaver is a long term investment plan, designed to help you save for the lifestyle you'd like to enjoy in the future. In most cases you can't withdraw your savings until you've reached the KiwiSaver qualifying age. In some cases, like when buying your first home, you may be able to cash in some or all, of your investment early. The table below explains some of the withdrawal options.

Why I'm withdrawing	What I can withdraw				
	Your contributions	Employer contributions	Member tax credits	Kickstart* contribution (if any)	Superannuation savings transferred from Australia
It's time to retire (you've reached your KiwiSaver qualifying age)	✓	✓	✓	✓	✓
What else do I need to know?	You can; <ul style="list-style-type: none"> <li>» withdraw lump sums of \$500 or more anytime</li> <li>» set up regular withdrawals of \$100 or more per month</li> <li>» stay in the fund or choose another investment option</li> </ul> Give us a call and we'll talk you through your alternatives				
Buying my first home	✓	✓	✓	—	—
What else do I need to know?	You must leave a minimum balance of \$1,000 in your KiwiSaver account, and there are other conditions so check out <a href="http://fisherfunds.co.nz/kiwisaver">fisherfunds.co.nz/kiwisaver</a> or call us.				
Financial hardship	✓	✓	—	—	✓
Serious illness	✓	✓	✓	✓	✓
Moving overseas	✓	✓	—	✓	—
What else do I need to know?	There are some conditions, so call us to discuss them and we will send you the right application form.				
Moving to Australia	✓	✓	✓	✓	✓
What else do I need to know?	You can only transfer your entire balance to an Australian complying scheme.				
Death	✓	✓	✓	✓	✓
What else do I need to know?	Your balance will be paid to your estate.				
Retirement withdrawal of transferred Australian savings from 60 years old	—	—	—	—	✓
What else do I need to know?	You will need to sign a statutory declaration that you do not intend to work again to qualify for access to your Australian savings.				

\* The kick-start payment was a \$1000 tax-free Government contribution made to all KiwiSaver members who joined before 2pm, 21 May 2015.

You can also access your savings where any Act or court order requires a withdrawal.

## How to switch between funds

Fisher Funds KiwiSaver offers you the flexibility to switch between funds, change how much you invest in each fund, or opt in to, or out of our GlidePath service at any time with no switching fees. To do this log in to our online portal or complete a switch form at [fisherfunds.co.nz](https://fisherfunds.co.nz).

Talk to one of our advisers or take our 'what type of investor are you?' questionnaire in our Fisher Funds KiwiSaver 'with you all the way' booklet or at [ipq.fisherfunds.co.nz/ffks](https://ipq.fisherfunds.co.nz/ffks) before you make any decisions.

# 3 | Description of your investment options

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Fisher Funds KiwiSaver provides you with flexible investment options so you can choose what's right for you. One of the most important decisions you make when joining KiwiSaver is how you want to invest your savings. Many people don't know much about

investment strategies and risk indicators and that's why we're here to help you.

We offer two main investment options which have been designed to make it easier for you to save for your retirement.

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### 1 Select or build your own investment mix

Choose one of our two funds or the balanced strategy (detailed on the next page) or build a mix of the funds to suit your financial goals.

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### 2 GlidePath

Choose GlidePath, our service which automatically invests your savings in one or a mix of the two funds based on your age.

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To help make the investment jargon included in the table a bit easier to understand, we've used the following terms:

**Income assets** — refers to lower risk investments such as cash and fixed interest securities

**Growth assets** — refers to higher risk investments such as Australasian and International equities (shares) and property.

The funds can also hold derivatives (contracts that are valued based on the performance of other assets e.g. for currency hedging purposes), and alternative assets (such as investments in commodities), however there is no specific allocation to these investments.

The funds can hold assets either directly or indirectly through other funds.

## Conservative Fund

### Summary of investment objectives and strategy

Aims to provide moderate protection for your savings, while also providing a modest level of return over the medium term.

Invested mainly in income assets with a small amount in growth assets.

### Who is the fund suitable for?

A short term or naturally cautious investor:

- » Nearing retirement
- » Looking to make a withdrawal in the short term
- » Places importance on protection of savings

While this fund is designed to be conservative, the value of the fund may go down as well as up.

### Target investment mix



### Risk indicator



### Suggested minimum timeframe for this investment

Two years

## Balanced Strategy (As at the date of this PDS: 45% Conservative Fund, 55% Growth Fund)

### Summary of investment objectives and strategy

Aims to provide a balance between protecting your savings and growing them over the long term.

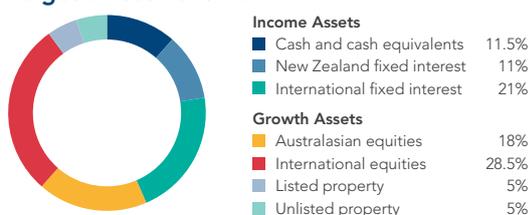
Invested in a balance of income and growth assets, and automatically rebalanced each year to a target fund mix determined by us, within a range of 40% to 50% Conservative Fund and 50% to 60% Growth Fund.

### Who is the fund suitable for?

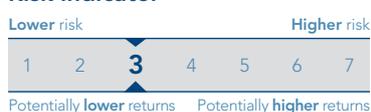
A medium to long term investor:

- » Wants a balance between maintaining their savings balance and growing their investment
- » Values the security of their savings as much as getting a high return
- » Ok with ups and downs along the way

### Target investment mix



### Risk indicator



### Suggested minimum timeframe for this investment

Four years

## Growth Fund

### Summary of investment objectives and strategy

Aims to grow your savings with more focus on capital growth over the long term.

Invested in mainly growth assets.

### Who is the fund suitable for?

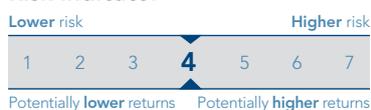
A long term investor:

- » Ok with ups and downs in their savings balance in the expectation of growth in the long term
- » Has time on their side for their investment to recover if it goes down

### Target investment mix



### Risk indicator



### Suggested minimum timeframe for this investment

Five years

## GlidePath

GlidePath takes the hassle out of investing. With GlidePath your savings are automatically invested in one or a mix of the Conservative Fund and the Growth Fund that changes based on your age. It's designed to reduce your investment risk as you get older. You can join GlidePath anytime and we will automatically adjust your investment mix every year from age 46

to 86 to deliver a smoother investing journey over the long term. GlidePath really suits investors who want less fuss and are comfortable with their investment in funds changing over time based on their age.

Further information on GlidePath is set out in the "Other Material Information" document at [fisherfunds.co.nz/resources](http://fisherfunds.co.nz/resources).

GlidePath — the following 4 ages have been selected to demonstrate how your investment mix will change over time:

### GlidePath, age 30

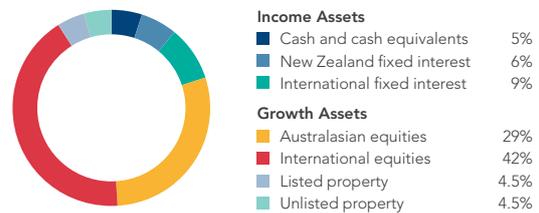
#### How your savings are invested

100% Growth Fund

#### Risk indicator



#### Target investment mix

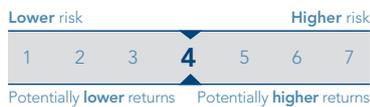


### GlidePath, age 50

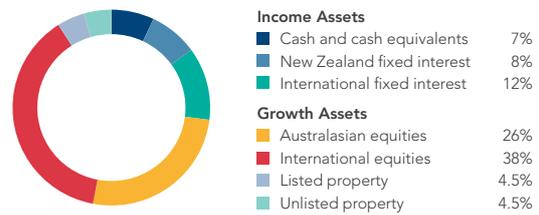
#### How your savings are invested

86% Growth Fund  
14% Conservative Fund

#### Risk indicator



#### Target investment mix



### GlidePath, age 60

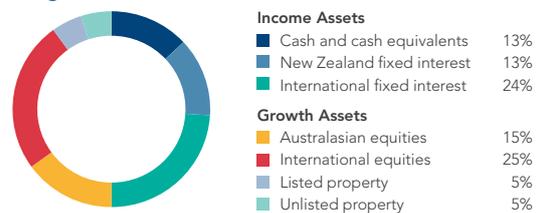
#### How your savings are invested

43% Growth Fund  
57% Conservative Fund

#### Risk indicator



#### Target investment mix



### GlidePath, age 75

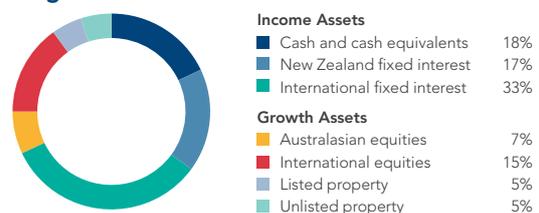
#### How your savings are invested

9% Growth Fund  
91% Conservative Fund

#### Risk indicator



#### Target investment mix



To help you decide how you should invest we've designed a questionnaire that you can find in our Fisher Funds KiwiSaver 'with you all the way' booklet or at [ipq.fisherfunds.co.nz/ffks](http://ipq.fisherfunds.co.nz/ffks).

The aim and investment strategy for each fund can be found in the Fisher Funds KiwiSaver Statement of Investment Policy and Objectives (SIPO). We regularly review and update the SIPO (in consultation

with the Supervisor). When changes are made we will communicate these to you in our annual report. Our current SIPO for Fisher Funds KiwiSaver is always available at [companiesoffice.govt.nz/disclose](http://companiesoffice.govt.nz/disclose) or at [fisherfunds.co.nz/kiwisaver](http://fisherfunds.co.nz/kiwisaver).

Further information about the assets in the funds can be found in the fund updates at [fisherfunds.co.nz/resources](http://fisherfunds.co.nz/resources).

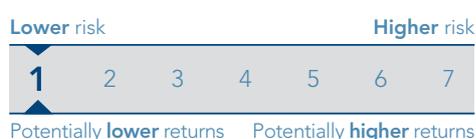
## 4 | What are the risks of investing?

### Understanding the risk indicator

Managed funds in New Zealand must have a standard risk indicator. The risk indicator is designed to help investors understand the uncertainties both for loss and growth that may affect their investment. You can compare funds using the risk indicator.

Risk indicators for each fund and investment strategy can be found in section 3.

#### Risk indicator



The risk indicator is rated from 1 (low) to 7 (high). The rating reflects how much the value of the fund's assets goes up and down (volatility). A higher risk generally means higher potential returns over time, but more ups and downs along the way.

To help you clarify your own attitude to risk, you can seek financial advice or work out your risk profile in our Fisher Funds KiwiSaver 'with you all the way' booklet or at [ipq.fisherfunds.co.nz/ffks](http://ipq.fisherfunds.co.nz/ffks)

Note that even the lowest category does not mean a risk-free investment, and there are other risks (described under the heading 'Other specific risks') that are not captured by this rating.

This risk indicator is not a guarantee of a fund's future performance. The risk indicator is based on the returns data for the five years to 30 September 2017. While risk indicators are usually relatively stable, they do shift from time to time. You can see the most recent risk indicator in the latest fund update for each of the funds.

#### General investment risks

Some of the things that may cause a fund's value to move up and down, which affect the risk indicator, are:

» **Investment returns risk** — different types of investments have different risks and perform differently at different times. For example the return on shares tends to go up and down more than the returns from

fixed interest. This means short term fluctuations in the value of a fund are common, especially for funds that invest mostly in growth assets like shares.

- » **Market risk** — investment market performance can be affected by a range of things like economic conditions (such as investor opinion, inflation, interest and employment rates), political events, and environmental and technological issues.
- » **Currency risk** — investments in foreign assets are bought and sold with foreign currency, and the fund may hold foreign currencies directly. The value of the foreign assets and currency can change (up or down) when there are movements in the exchange rate between the New Zealand dollar and the foreign currency.
- » **Investment manager risk** — how we choose to allocate each fund's investments (and the investment decisions made by the managers of any underlying funds in which we invest) will affect that fund's returns. In particular, our investment style may result in our returns differing from any market index and from competing investments.
- » **Credit risk** — a party to an investment contract may not honour their obligations or fail to complete transactions, or may become insolvent. If this occurs in any of the investment contracts held by a fund, you may not recover the full amount of your investment in that fund.
- » **Interest rate risk** — fixed interest investments may become more or less valuable depending upon changes in interest rates. If market interest rates rise, existing fixed rate investments become less valuable because new fixed interest investments will pay the current, higher rate of interest, and vice versa when market interest rates fall. Interest rate risk is more applicable to the Conservative Fund.
- » **Liquidity risk** — low liquidity can mean a fund may be unable to sell its assets, which would affect the ability of the fund to make payments when needed (such as meeting withdrawal requests), or you may receive a lesser amount than expected if the assets have to be sold quickly and there are few buyers.

## Other specific risks

There are no other specific risks applicable to the funds.

Further information on risks and the steps we take to reduce their impact on the funds' investments are set out in the "Other Material Information" document on [companiesoffice.govt.nz/disclose](http://companiesoffice.govt.nz/disclose).

# 5 | What are the fees?

You will be charged fees for investing in Fisher Funds KiwiSaver. Fees are deducted from your investment and will reduce your returns. If Fisher Funds invests in other funds, those funds may also charge fees. The fees you pay will be charged in two ways:

- » **regular charges** (for example, annual fund charges). Small differences in these fees can have a big impact on your investment over the long term;
- » **one-off fees** (for example, fees charged for investing or withdrawing from a fund or for other specific actions you take). Fisher Funds does not currently charge any one-off fees.

We like to be upfront about what you'll be charged. The table below details all Fisher Funds KiwiSaver fees.

Fund	Fixed	Estimated		Total estimated annual fund charges* % net asset value
	Management Fees	Costs and expenses	Performance-based fees <sup>1</sup>	
<b>Conservative Fund</b>	0.84%	0.13%	n/a	0.97%
<b>Balanced Strategy</b> (As at the date of this PDS: 45% Conservative Fund, 55% Growth Fund)	0.90%	0.13%	Range 0% - 1.10%	1.03%
<b>Growth Fund</b>	0.95%	0.13%	Range 0% - 2.00%	1.08%

\*Other charges: In addition to the annual fund charges above you will also be charged an annual account fee of \$36

GlidePath <sup>2</sup>	Fixed	Estimated		Total estimated annual fund charges* % net asset value
	Management Fees	Costs and expenses	Performance-based fees <sup>1</sup>	
<b>GlidePath, age 30</b>	0.95%	0.13%	Range 0% - 2.00%	1.08%
<b>GlidePath, age 50</b>	0.93%	0.13%	Range 0% - 1.72%	1.06%
<b>GlidePath, age 60</b>	0.89%	0.13%	Range 0% - 0.86%	1.02%
<b>GlidePath, age 75</b>	0.85%	0.13%	Range 0% - 0.18%	0.98%

\*Other charges: In addition to the annual fund charges above you will also be charged an annual account fee of \$36

<sup>1</sup> The annual fund charges for the Growth Fund, Balanced Strategy and GlidePath options include a performance-based fee estimate of 0% based on the long term average performance of the market indices used to measure the performance of the Growth Fund compared against the long term performance of the hurdle rate (see page 12 for a description of the hurdle rate). No performance fee is charged to the Conservative Fund. The performance-based fee is capped at 2% of the average net asset value of the Growth Fund (and therefore a proportionate percentage for the Balanced Strategy and GlidePath options based on each strategy's target asset allocation to the Growth Fund).

<sup>2</sup> The GlidePath options shown above are a representation of the GlidePath life cycle. There is no extra charge for GlidePath. The annual fund charges for the underlying fund(s) apply.

The highest performance fee paid by the Growth Fund was 1.41% in the year to 30 June 2013. The corresponding performance of the Growth Fund in that 12 month period was 19.97%.

Annual fund charges are as calculated for the year ended 31 March 2018. They are an estimate of the annual fund charges that are likely to be charged in the future.

## Description of the above fees

Annual fund charges are made up of:

- » The **management fee** charged by Fisher Funds for providing investment management services to the funds.
- » **Costs and expenses** incurred by the funds for services such as accounting, custody, unit pricing, and audit, and include the Supervisor's fees.
- » The **Growth Fund performance-based fee** equivalent to 10% of any return that is in excess of the Official Cash Rate (OCR) plus 5% per annum, divided by the Growth Fund's average net asset value during the period 1 July to 30 June. The fee is capped at 2% of the Growth Fund's average net asset value per year and accrued daily and payable within three days of 30 June each year.
- » A "**high water mark**" is used in the calculation of the performance fee to ensure that we are only rewarded for investment performance once. This is generally the highest unit price on which any previous performance fee was paid. Performance fees are only payable if the Growth Fund's performance exceeds the high water mark. However, where the 2% performance fee cap has applied in the immediately prior calculation period, the high water mark will be set at the performance level at which the cap was triggered (and not at the highest closing unit price). This is to reflect the fact that we did not receive any performance fee in excess of the cap. This means that we don't get rewarded for making up any investment loss the fund incurs — which we think is fair.
- » The performance fee is based on a hurdle rate of return of OCR +5% per annum. The **hurdle rate** is the minimum return the fund must achieve before being able to charge a performance fee. In our fund update, we compare the fund's performance against a combination of market indices appropriate to the asset classes the Growth Fund invests in. Our view is this index provides the best comparison of how the fund should perform. However the hurdle rate of return for the performance fee payable to us is based on the OCR +5% per annum. This means you may pay a performance fee even if the fund's performance does not match or beat the market index which has more comparable assets.

The annual fund charges are paid from the funds, or the underlying funds they may invest in.

### Annual account fee:

- » This is a fee which covers all the administration costs associated with managing Fisher Funds KiwiSaver.

### Individual action fees

There are no contribution, establishment, termination, or withdrawal fees charged.

### Example of how fees apply to an investor

Sarah invests \$10,000 in the Growth Fund. The starting value of her investment is \$10,000. She is charged management and administration fees, which work out to about \$108 (1.08% of \$10,000). These fees might be more or less if her account balance has increased or decreased over the year.

Sarah may also be charged a performance-based fee if the Growth Fund earned more than its target.

Over the next year, Sarah pays other charges of \$36 in account fees.

### Estimated total fees for the first year

Individual action fees	Nil
Fund charges	\$108
Other charges	\$36
<b>Total</b>	<b>\$144</b>

See the latest fund update for an example of the actual returns and fees investors were charged over the past year.

This example applies only to the Growth Fund. If you are considering investing in other funds or investment options in the scheme, this example may not be representative of the actual fees you may be charged.

### The fees can be changed

Our fees may change or new fees may be added — we'll let you know beforehand if they do. If we do make any changes, we'll make sure they are within the rules for Fisher Funds KiwiSaver and notify those changes to the Supervisor. Fisher Funds must publish a fund update for each fund showing the fees actually charged during the most recent year. Fund updates, including past updates, are available at [fisherfunds.co.nz/kiwisaver](http://fisherfunds.co.nz/kiwisaver).

## 6 | What taxes will you pay?

Fisher Funds KiwiSaver is a portfolio investment entity. The amount of tax you pay is based on your prescribed investor rate (PIR). To determine your PIR go to page 19. If you are unsure of your PIR, we recommend you seek professional advice or contact the Inland Revenue Department. It is your responsibility to tell Fisher Funds your PIR when you invest or if your PIR changes. If you do not tell Fisher Funds, a default rate may be applied.

If the advised PIR is lower than the correct PIR, you will need to complete a personal tax return, and pay any tax shortfall, interest and penalties. If the default rate or the advised PIR is higher than the correct PIR, you will not get a refund of any overpaid tax.

Give us a call, or check out [fisherfunds.co.nz/kiwisaver](https://fisherfunds.co.nz/kiwisaver) for more information on KiwiSaver tax.

## 7 | Who is involved?

### About Fisher Funds

Fisher Funds is the Manager of Fisher Funds KiwiSaver. We're a majority New Zealand owned and operated company with two decades of investing experience. Our goal when we started in 1998 was to make investing understandable, enjoyable and profitable for all New Zealanders. That's still our goal, and we're working on it for all 270,000 of our clients. One step at a time.

You can get in touch with us or talk to one of our KiwiSaver experts by:

-  0800 FFKIWI (0800 335 494)
-  [kiwisaver@fisherfunds.co.nz](mailto:kiwisaver@fisherfunds.co.nz)
-  [fisherfunds.co.nz/kiwisaver](https://fisherfunds.co.nz/kiwisaver)
-  [fisherfunds.co.nz](https://fisherfunds.co.nz) — just click to chat
-  Private Bag 93502  
Takapuna, Auckland 0740
-  You can locate us at:  
Level 1, Crown Centre  
67-73 Hurstmere Road  
Takapuna, Auckland 0622

### Who else is involved?

Entity	Name	Role
Supervisor	Trustees Executors Limited	They're independent and keep an eye on us; overseeing how we're managing Fisher Funds KiwiSaver
Custodian	Trustees Executors Limited	They hold the assets on your behalf separate from Fisher Funds
Administration manager	Trustees Executors Limited	They keep a record of your investment units and process any applications or withdrawals

## 8 | How to complain

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If you're unhappy we'd like the opportunity to put it right. Our clients are important to us so if you have any concerns or complaints we'd like to hear from you.

-  0800 FFKIWI (0800 335 494)
-  [complaints@fisherfunds.co.nz](mailto:complaints@fisherfunds.co.nz)
-  [fisherfunds.co.nz](http://fisherfunds.co.nz)
-  Fisher Funds  
Private Bag 93502,  
Takapuna, Auckland 0740

You can also contact the Supervisor at:

-  09 308 7100
-  Trustees Executors Limited  
PO Box 4197, Shortland Street, Auckland 1140
-  Level 7, 51 Shortland Street, Auckland 1010

### Need more help?

Fisher Funds and Trustees Executors Limited are both members of an independent approved dispute resolution scheme run by Financial Services Complaints Limited (FSCL). If we haven't been able to come to a suitable resolution with you, you can talk to FSCL who will assist you.

You can contact FSCL by:

-  0800 347 257
-  [info@fscl.org.nz](mailto:info@fscl.org.nz)
-  [fscl.org.nz](http://fscl.org.nz)
-  PO Box 5967, Wellington 6145
-  Level 4, 101 Lambton Quay, Wellington 6011

FSCL will not charge a fee to you to investigate or resolve a complaint.

## 9 | Where you can find more information

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Further information on Fisher Funds KiwiSaver, like financial statements, the Governing Document, the SIPO, fund updates, information related to fund performance and assets, and Other Material Information, is available on:

- » Our website [fisherfunds.co.nz](http://fisherfunds.co.nz)
- » The offer register and the scheme register at [companiesoffice.govt.nz/disclose](http://companiesoffice.govt.nz/disclose).

A copy of information on the offer register or scheme register is available on request to the Registrar of Financial Service Providers.

We'll also send you annual tax and transaction statements. Copies of these and any of the information available on the offer register and scheme register are also available to you on request. This information is available free of charge.

## 10 | How to apply

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Joining or transferring is easy and in just a few steps you'll be on your way to saving for your future. Pick any of the simple ways below to get your savings started

- » On-line at [applications.fisherfunds.co.nz/kiwisaver](http://applications.fisherfunds.co.nz/kiwisaver)
- » Fill in an application form included with this document

Talk to us today about how we can help you save for the lifestyle you'd like to enjoy in the future.

# Fisher Funds KiwiSaver Scheme Application Form

Please post this Application Form, identity documents and (if applicable) your cheque, Direct Debit Authority and any other relevant information, to **Fisher Funds, C/- Trustees Executors Limited, PO Box 409, Wellington 6140** or email to **kiwisaver@fisherfunds.co.nz**.



## Personal details (If enrolling a minor please enter their details here)

Please note that your application cannot be processed if the names below do not match the identity documents provided.

Title  First name/s

Surname

Previously known as e.g. maiden name

Date of birth  /  /  IRD number

Prescribed Investor Rate (PIR) — please tick one — see page 19 to determine your rate; if a PIR is not selected, 28% will apply.

10.5%  17.5%  28%

Physical address (not a PO Box number)

City  Country  Postcode

Postal address (if different from above)

City  Country  Postcode

Home phone  Business phone  Mobile

Email address (to receive newsletters and monthly online reporting)

## Contributions

### If you are employed

If you are employed your regular contributions will be made by your employer (whom you authorise to deduct those amounts from your pay).

- » You must let your employer know the contribution rate you have elected (as a percentage of gross salary or wages).
- » If you are joining KiwiSaver for the first time please let your employer know.

### If you are transferring

If you are transferring from another KiwiSaver provider and are contributing via your employer, your contributions will be automatically redirected to Fisher Funds.

### If you are not employed or self-employed

If you are not employed (unemployed, under 18 and not working, retired, etc) or self-employed you will invest directly with Fisher Funds. Please complete the amount of your initial investment.

To set up a one off or regular direct debit, please complete the Direct Debit Form on page 21.

## Investment options

You can select our GlidePath service, choose from three investment strategies (a carefully designed investment mix to suit a specific investor profile) or you can build your own investment strategy by choosing either a specific fund or a mix of both funds in the proportions you wish. For help with choosing an investment strategy please refer to page 39 of the accompanying Fisher Funds 'with you all the way' booklet or online at [ipq.fisherfunds.co.nz/ffks](http://ipq.fisherfunds.co.nz/ffks). You can change your investment strategy at any time.

To select GlidePath tick the box below:

GlidePath

To select one of our investment strategies, tick the relevant box below:

Conservative strategy  
(100% Conservative Fund)

Balanced strategy \* (As at the date of this PDS:  
45% Conservative Fund; 55% Growth Fund)

Growth strategy  
(100% Growth Fund)

or

To build your own investment strategy simply complete the table below:

Funds	% Contributions
Conservative Fund	%
Growth Fund	%
The total must equal 100%	100%

\*Your investment in the Balanced Strategy is rebalanced annually to a target fund mix determined by us, within a range of 40% to 50% Conservative Fund and 50% to 60% Growth Fund.

**If you do not make any choice, your contributions will be invested according to the Balanced Strategy.**

By signing this Application Form you acknowledge that:

- (i) choosing an investment strategy is solely your responsibility and neither Fisher Funds nor the Supervisor of the Fisher Funds KiwiSaver Scheme ('the Scheme') is to be regarded as representing or implying that any particular investment strategy is appropriate for your personal circumstances;
- (ii) the product disclosure statement does not give financial advice and if you are unsure about choosing an investment strategy you can seek advice from a financial adviser;
- (iii) you may change your investment strategy at any time.

## Transfers from other superannuation schemes

Are you transferring from another KiwiSaver scheme?  Yes  No

Name of scheme provider (if known)

I apply to transfer my benefit from the above scheme to the Fisher Funds KiwiSaver Scheme. I authorise the manager or the supervisor of the transferring scheme to provide to Fisher Funds or the Supervisor of the Scheme any of my personal information as necessary to complete the transfer of my benefits.

I would like to hear more about transferring funds from my Australian Superannuation Scheme.

## Receiving information about your investment

By signing this Application Form you agree to receive all forms of communication from us by email or through online access unless you tick the box below. This will include where possible newsletters, annual personalised statements, annual PIE tax statements, the Scheme's annual report and news of investor events.

I would prefer to receive all communications by mail.

## How to invest

### Identity documents

Your application must be submitted with one of the identity document options set out below.

#### OPTION 1 — 18 AND OVER ELECTRONIC IDENTITY VERIFICATION

If you wish to use this option, please complete the section below. Please also be aware that if we are unable to identify you using this method, we will need you to provide certified identity documents.

##### New Zealand Passport

Passport number

Expiry date



OR

##### New Zealand Driver licence

Licence number

Version number

#### Proof of address for all persons 18 years and over

Please provide proof of your physical address (not a PO Box) by sending us an invoice, statement, letter or contract in your name, dated within the last 12 months, from one of the following sources:

- » utility providers e.g. water, electricity, gas, telecommunications
- » professional service providers e.g. lawyer, accountant, doctor
- » major service providers e.g. Sky TV, internet provider, newspaper, insurance
- » central or local government correspondence e.g. IRD, benefit statement, rates notice
- » current employer payslip
- » bank correspondence or statement
- » tenancy agreement

— OR —

#### OPTION 2 — CERTIFIED COPIES OF IDENTITY DOCUMENTS

##### 18 AND OVER

##### One of the following:

- » Passport\* (pages containing name, date of birth, photograph and signature)
- » New Zealand firearms licence
- » New Zealand driver licence
- » Name change documentation (if applicable)\*\*

##### OR 18 AND OVER

- » Full birth certificate\*

##### PLUS one of the following:

- » Overseas driver licence
- » 18+ Card
- » Name change documentation (if applicable)\*\*

We are unable to electronically verify the identity of minors.

##### CHILDREN UNDER 16

##### One of the following:

- » Full birth certificate\*

##### PLUS:

- » Both parents/all guardians' identification (see option 1 or 2 above)
- » Proof of guardianship (if applicable)

##### CHILDREN AGED 16 AND 17

##### One of the following:

- » Full birth certificate\*

##### PLUS:

- » One parent/one guardian's identification (see option 1 or 2 above)
- » Proof of guardianship (if applicable)

\* If you are supplying foreign identity documents you must also supply proof of New Zealand residency.

\*\* If your previous provider has an open account under a different name you must supply proof of name change.

### Certifying your identity documents

Your identity documents must be certified by one of the following people:

- » Justice of the Peace
- » Registered Teacher
- » Notary Public
- » Registered Lawyer
- » Registered Doctor
- » Member of Parliament
- » Chartered Accountant
- » Police Officer

Identity documents cannot be certified by the following people:

- » yourself
- » someone who lives at the same address as you
- » someone related to you
- » your spouse or partner

The person certifying your documents must write the following statement on the copies of your documents:

**"I certify this to be a true copy of the original document and confirm it represents the identity of (full name)."**

The person certifying your documents must include the following details:

- » their name
- » their signature
- » their occupation
- » the date of certification

Certification is valid for three months and must have been carried out within three months of your application.

Please do not send in original versions of your identity documents.

### Proof of address for all persons 18 years and over

Please provide proof of your physical address (not a PO Box) by sending us an invoice, statement, letter or contract in your name, dated within the last 12 months, from one of the following sources:

- » utility providers e.g. water, electricity, gas, telecommunications
- » professional service providers e.g. lawyer, accountant, doctor
- » major service providers e.g. Sky TV, internet provider, newspaper, insurance
- » central or local government correspondence e.g. IRD, benefit statement, rates notice
- » current employer payslip
- » bank correspondence or statement
- » tenancy agreement

### Privacy statement

Any information that you provide to us may be used by Fisher Funds and the Supervisor and any of their respective related entities, and by other service providers to the Scheme to provide services in relation to your investment and to promote to you other products and services. In addition, any information you provide, as well as your personal account information, may be used by your financial adviser or the distribution entity through which you joined the Scheme (if applicable) for the purpose of providing ongoing financial advice and/or services to you. The information you provide may also be used to electronically verify your identity and address (if necessary), and may be disclosed to third parties including government agencies for this purpose. You have the right to access the information held by us and you may also request that it be corrected.

### Declaration

I have read a copy of the product disclosure statement and agree to be bound by the terms and conditions of the Governing Document. I understand that the Scheme is a vehicle for long term investment and that the value of my investment is liable to fluctuations and may rise and fall from time to time. I understand the manner in which the fees will be deducted from my investment. I acknowledge that neither the Supervisor nor the Manager will be liable to me for any loss as a consequence of the investment direction given on this form or any later investment direction given in accordance with the Governing Document (and that none of the Manager, the Supervisor, the Crown or any other person guarantees the performance of the investment fund(s) I select). The product disclosure statement has been given, and the offer of securities has been made, to me in New Zealand. I meet the eligibility criteria for joining the Scheme as set out on page 5 of the product disclosure statement. I understand the information supplied by me with this application can be used to electronically verify my identity and address (where necessary) and may be disclosed for these purposes to third parties where relevant including a government agency or reliable, independent source. If I am invested in the Balanced Strategy I authorise Fisher Funds to rebalance my target fund mix to within a range of 40% to 50% Conservative Fund and 50% to 60% Growth Fund on an annual basis.

Signature of applicant (if 16 or older)

Date

 /  / 

If the applicant is 16 or 17, the applicant and one legal guardian must co-sign. If the applicant is under 16 both the legal guardians must sign on behalf of the applicant. Legal guardians must provide identification in accordance with the requirements on page 17.

### Legal guardian of a minor (required if the applicant is aged under 18)

Title

First name/s

Surname

Date of birth

 /  / 

Address (if different from that of minor)

City

Country

Postcode

What is your relationship to the minor ie father/mother/legal guardian

I confirm that I am a legal guardian of the applicant and that I accept the Declaration, on behalf of the applicant.

Signature of legal guardian

Date

 /  /

## Second legal guardian of a minor

(required if the applicant is aged under 16 and has more than one legal guardian)

Title	First name/s	
<input type="text"/>	<input type="text"/>	
Surname	Date of birth	
<input type="text"/>	<input type="text"/>	<input type="text"/>
Address (if different from that of minor)		
<input type="text"/>		
City	Country	Postcode
<input type="text"/>	<input type="text"/>	<input type="text"/>
What is your relationship to the minor ie father/mother/legal guardian		
<input type="text"/>		
I confirm that I am a legal guardian of the applicant and that I accept the Declaration, on behalf of the applicant.		
Signature of legal guardian	Date	
<input type="text"/>	<input type="text"/>	

## Adviser details (required only if you talked to a financial adviser about this application)

Name of adviser
<input type="text"/>
Company (if applicable)
<input type="text"/>

If you are an AFA and you are verifying your client's identification documents please complete the following declaration. Please ensure that you use the following wording when verifying your client's identification documentation:

**"I verify this to be a true copy of the original document and confirm that it represents the identity of <client's full name>."**

Adviser declaration:

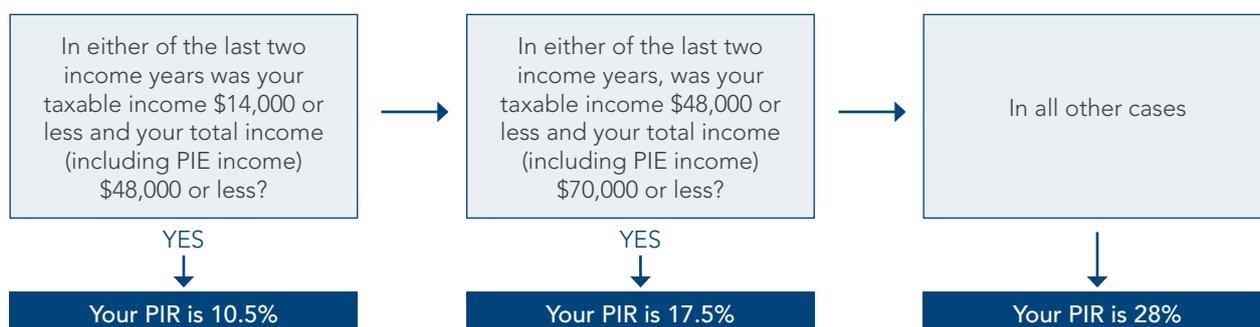
- » I confirm that I am an authorised financial adviser under the Financial Advisers Act 2008, and therefore that I am a "reporting entity" under the Anti-Money Laundering and Countering Financing of Terrorism Act 2009 (AML/CFT Act).
- » I confirm that I have a "business relationship" (as defined in the AML/CFT Act) with the member named in this Application Form.
- » I confirm that I have conducted the relevant client due diligence procedures to the standard required by the AML/CFT Act and regulations, I have sighted the original of each document verifying the identity and address of the investor(s), and I have attached to this form the relevant identity and verification information required under the AML/CFT Act.
- » I consent to conducting the client due diligence procedures for Fisher Funds and to providing all relevant information to Fisher Funds for the purposes of the AML/CFT Act.

Adviser signature	Date
<input type="text"/>	<input type="text"/>
Fisher Funds Adviser Code	
<input type="text"/>	

## Fisher Funds staff details

Name	Distributor code
<input type="text"/>	<input type="text"/>

## How to calculate your Prescribed Investor Rate (PIR)



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intentionally blank

# Direct Debit Authority Form

If you would like help in completing this form, please email [kiwisaver@fisherfunds.co.nz](mailto:kiwisaver@fisherfunds.co.nz) or phone us on 0800 335 494.

Once you have completed your details, please print, sign and post the form to **Fisher Funds, C/- Trustees Executors Limited, PO Box 409, Wellington 6140** or email to [enquiries@fisherfunds.co.nz](mailto:enquiries@fisherfunds.co.nz). If you are transferring from another KiwiSaver Scheme, please cancel any direct debits in place with your old KiwiSaver Scheme provider.



*(For self employed and not employed wanting to make their contributions on a regular basis. Also available for employees wanting to make regular payments in addition to their 3%, 4% or 8% contribution deducted by their employer).*

## Investor instructions

Investor name

Fisher Funds KiwiSaver Scheme Account No. (if an existing member)

Start date

Frequency  Weekly  Fortnightly  Monthly  Quarterly  Annually  One-Off

Amount  (Minimum payment amount regardless of frequency is \$10)  I/we have read and retained a copy of the attached product disclosure statement and agree to be bound by the terms and conditions of the Governing Document.

Please allow five business days from when we receive your application form for your direct debit to activate.

## Bank instructions

Name of account to be debited

Account details

Bank Branch Account number Suffix

Bank/Branch

**AUTHORITY TO ACCEPT DIRECT DEBITS**

(Not to operate as an assignment or agreement)

Authorisation code

0 2 1 6 9 1 2

## Information to appear in my bank statement (To be completed by Investor)

Payer particulars

Payer code

Payer reference

## From the acceptor to my bank:

I authorise you to debit my account with the amounts of direct debit instructions received from TEA Custodians o/a Fisher Funds Management Limited (the 'Initiator') with the authorisation code specified on this authority and in accordance with this authority until further notice from me.

I agree that this authority is subject to:

- » my bank's terms and conditions that relate to my account, and
- » the terms and conditions listed below.

Authorised signature/s:

Date

## Specific conditions relating to notices and disputes

- I agree that the Initiator must give me at least 10 days' prior notice of each direct debit, including the first direct debit in a series.
- Changes to the amounts or dates of a series of direct debits require 10 days' prior notice to me.
- I can also agree with the Initiator to receive a same day notice for direct debits specifically requested by me.
- All notices must be in writing, but can be delivered electronically, if I have agreed that with the Initiator.
- I can also ask you to reverse a direct debit up to 120 days after the direct debit if:
  - » I didn't receive proper notice of the amount and date of the direct debit, or
  - » I received notice but the amount or date of the direct debit is different from the amount or date on the notice.
- If you dishonour a direct debit but the Initiator retries it within 5 business days of the original direct debit, I understand that the Initiator doesn't need to notify me again about that direct debit.

## For Bank Use Only

APPROVED <b>1691</b> <hr/> <b>02   18</b>	Date Received	Recorded by	Checked by	BANK STAMP
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Original - Retain at branch  
Copy - Forward to initiator if requested



## Did you know?

Your KiwiSaver membership travels with you - even if you change jobs or stop working you can keep your Fisher Funds KiwiSaver account and continue saving.

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fisher funds 

| with you all the way...

**Fisher Funds Management Limited**  
Level 1, Crown Centre, 67-73 Hurstmere Road  
Private Bag 93502, Takapuna  
Auckland 0740, New Zealand

 0800 FFKIWI (0800 335 494)  
 +64 9 445 3377  
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 [fisherfunds.co.nz/kiwisaver](http://fisherfunds.co.nz/kiwisaver)