

# Selecting your investor profile.

The investor profile questionnaire below is not personalised advice and should not be your only source of information and advice when you are making investment decisions. It should be treated as a guide only and is not a personal investment or financial plan. For personalised advice you should contact an authorised financial adviser, or your ASB Wealth Manager, from whom copies of his/her disclosure statement are available on request and free of charge.

	Your Score
<b>How long before you reach retirement?</b>	
Less than five years	0
Five to 15 years	8
16 to 30 years	16
More than 30 years	25
<b>For me KiwiSaver is mostly about keeping my money safe (making sure the value of any savings I have contributed does not reduce). I am more concerned about protecting my savings than achieving high returns. Do you:</b>	
Strongly agree, keeping my money safe is most important to me	0
Agree, I want to keep my money safe, but I am also interested in returns	8
Disagree, I'm mostly concerned with achieving returns	16
Strongly disagree, my goal is to get the best possible return and I accept my investment value may go up and down	25
<b>Outside of the money I am saving through KiwiSaver, I have</b>	
No other savings	0
Some savings but I will not continue to add to these savings in addition to KiwiSaver	8
Some savings which I will continue to add to as well as saving into KiwiSaver	16
At least one year of salary already saved or invested outside of KiwiSaver which I may or may not continue to add to	25
<b>Imagine your KiwiSaver savings have built up to \$10,000 and over the next year they drop in value to \$9,000. What would you do?</b>	
Consider switching to a lower risk Investment Fund	0
Monitor my investment closely	5
Do nothing and expect that my investment will recover at some time in the next one to two years	10
Consider increasing the amount I am saving	15
<b>Which of these statements most closely describes how much you know about investments?</b>	
I'm only familiar with bank term deposits and savings accounts	0
I know a little bit about investments other than bank term deposits and savings accounts and understand why diversification is important for investing	3
I understand different types of investments have different levels of risk and return which cause them to rise and fall in value at different times	6
I understand all types of investments well (including shares and property) and understand the various influences on their returns	10
<b>Total</b>	

# Investor profiles and matching ASB KiwiSaver Scheme Investment Funds.

Now add up your score, and read through the investor profile that matches your score. This questionnaire is only a guide, so if you don't agree with the description, you may wish to read the profiles above and below it to see if they sound more like you. The matching Investment Fund is shown next to the investor profile.

You can choose to invest in more than one Investment Fund if you want to. However, when considering your investment selection, it's important to note that four of the five Investment Funds in ASB KiwiSaver have an exposure to a mix of different asset classes (such as cash, fixed interest, property and shares). Selecting more than one of these funds can result in an overall asset allocation that may not match your investor profile.

The following definitions will help you understand the information below:

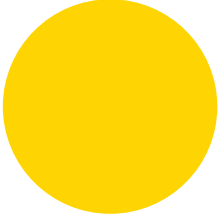
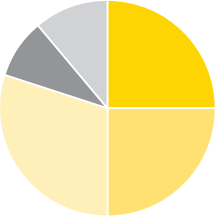
## Income and growth assets


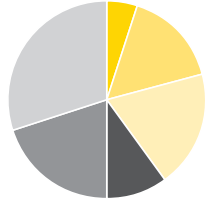
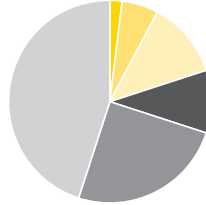
The proportion of income assets and growth assets drives the level of risk for each Investment Fund.

- **Income assets** (cash and fixed interest such as bank deposits and government bonds) are lower risk investments that primarily generate an income.
- **Growth assets** (shares and property) are higher risk investments that have the potential over time to increase in capital value and deliver higher returns.

## Investment time frames

- Short-term - periods of up to five years.
- Medium-term - periods of five to ten years.
- Long-term - periods of more than ten years.

Your score and investor profile	Key information summary	Current benchmark investment asset mix
<b>Your score 0-28</b>		
<p><b>Defensive Investor</b></p> <p>You are a cautious investor and seek stable or consistent returns. You accept that over time your investment may not grow as fast as inflation.</p> <p><b>Your risk profile:</b> Lowest risk/return.</p>	<p><b>NZ Bank Deposit Fund</b></p> <p><b>Objective:</b> To provide investors with low risk returns consistent with short-term wholesale New Zealand bank deposits.</p> <p><b>Income and growth asset mix:</b> Invests in short-term cash deposits and securities.</p> <p><b>Time frame:</b> Short to medium-term.</p>	 <p>Cash 100%</p>
<b>Your score 29-45</b>		
<p><b>Conservative Investor</b></p> <p>You seek some growth but wish to remain cautious. You are willing to accept comparatively low or lower returns to achieve this objective. Returns may vary from year to year and may be negative.</p> <p><b>Your risk profile:</b> Lower risk/return.</p>	<p><b>Conservative Fund</b></p> <p><b>Objective:</b> To provide investors with conservative returns over the medium to long-term, using an index tracking investment style.</p> <p><b>Income and growth asset mix:</b> As the default investment fund, this is required to invest between 15% and 25% of the fund in growth assets - currently made up of Australasian and World Shares.</p> <p><b>Time frame:</b> Medium to long-term.</p>	 <p>Cash 25%</p> <p>NZ Fixed Interest 25%</p> <p>World Fixed Interest 30%</p> <p>Australasian Shares 9%</p> <p>World Shares 11%</p>

Your score and investor profile	Key information summary	Current benchmark investment asset mix
<b>Your score 46-64</b>		
<p><b>Moderate Investor</b></p> <p>You seek moderate returns from your investment and are prepared to accept some fluctuations in the value of your investment to achieve this. Returns may vary from year to year and may be negative.</p> <p><b>Your risk profile:</b> Medium risk/return.</p>	<p><b>Moderate Fund</b></p> <p><b>Objective:</b> To provide investors with moderate capital growth over the medium to long-term, using an index tracking investment style.</p> <p><b>Income and growth asset mix:</b> Invests in a relatively high proportion of income assets and a lower proportion of growth assets.</p> <p><b>Time frame:</b> Medium to long-term.</p>	 <ul style="list-style-type: none"> <li><span style="color: #FFD700;">■</span> Cash 12%</li> <li><span style="color: #FFD700;">■</span> NZ Fixed Interest 21%</li> <li><span style="color: #FFD700;">■</span> World Fixed Interest 27%</li> <li><span style="color: #444444;">■</span> Global Property 9%</li> <li><span style="color: #808080;">■</span> Australasian Shares 14%</li> <li><span style="color: #A9A9A9;">■</span> World Shares 17%</li> </ul>
<b>Your score 65-81</b>		
<p><b>Balanced Investor</b></p> <p>You seek medium to high returns from your investment and are prepared to accept volatility in the value of your investment to achieve this. Returns may vary from year to year and may be negative.</p> <p><b>Your risk profile:</b> Medium to high risk/return.</p>	<p><b>Balanced Fund</b></p> <p><b>Objective:</b> To provide investors with long-term capital growth, using an index tracking investment style.</p> <p><b>Income and growth asset mix:</b> Invests in a relatively high proportion of growth assets and a lower proportion of income assets.</p> <p><b>Time frame:</b> Long-term.</p>	 <ul style="list-style-type: none"> <li><span style="color: #FFD700;">■</span> Cash 5%</li> <li><span style="color: #FFD700;">■</span> NZ Fixed Interest 16%</li> <li><span style="color: #FFD700;">■</span> World Fixed Interest 19%</li> <li><span style="color: #444444;">■</span> Global Property 10%</li> <li><span style="color: #808080;">■</span> Australasian Shares 20%</li> <li><span style="color: #A9A9A9;">■</span> World Shares 30%</li> </ul>
<b>Your score 82-100</b>		
<p><b>Growth Investor</b></p> <p>You seek high returns from your investment over the long term and are prepared to accept significant fluctuations in the value of your investment to achieve this. Returns may vary from year to year and may be negative.</p> <p><b>Your risk profile:</b> High risk/return.</p>	<p><b>Growth Fund</b></p> <p><b>Objective:</b> To provide investors with higher long term capital growth, using an index tracking investment style.</p> <p><b>Income and growth asset mix:</b> Invests in a high proportion of growth assets and a low proportion of income assets.</p> <p><b>Time frame:</b> Long-term.</p>	 <ul style="list-style-type: none"> <li><span style="color: #FFD700;">■</span> Cash 2%</li> <li><span style="color: #FFD700;">■</span> NZ Fixed Interest 6%</li> <li><span style="color: #FFD700;">■</span> World Fixed Interest 12%</li> <li><span style="color: #444444;">■</span> Global Property 10%</li> <li><span style="color: #808080;">■</span> Australasian Shares 25%</li> <li><span style="color: #A9A9A9;">■</span> World Shares 45%</li> </ul>

The ASB KiwiSaver Scheme is provided by ASB Group Investments Limited. A current Investment Statement is available by calling **0800 ASB RETIRE** (0800 272 738).

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