

# Milford Unit Trust PIE Funds

## Milford Conservative Fund

Fund update for the quarter ended 30 September 2018

This fund update was first made publicly available on 26 October 2018.



## What is the purpose of this update?

This document tells you how the Milford Conservative Fund ('Fund') has performed and what fees were charged. The document will help you to compare the fund with other funds.

Milford Funds Limited prepared this update in accordance with the Financial Markets Conduct Act 2013. This information is not audited and may be updated.

## Description of this fund

The Fund's objective is to provide moderate returns and protect capital after the base fund fee but before tax over the minimum recommended investment timeframe of three years.

It is a diversified fund that primarily invests in fixed interest securities, with a moderate allocation to equities.

|                                  |                         |
|----------------------------------|-------------------------|
| <b>Total value of the fund</b>   | <b>\$200,807,400</b>    |
| <b>The date the fund started</b> | <b>1 September 2015</b> |

## What are the risks of investing?

### Risk indicator for the Milford Conservative Fund



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. 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 at [www.sorted.org.nz/tools/investor-kickstarter](http://www.sorted.org.nz/tools/investor-kickstarter).

Note that even the lowest category does not mean a risk-free investment, and there are other 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 2018. Market index returns have been used for the period 1 October 2013 to 31 August 2015 as the Fund's investment policy has changed significantly and its returns before the change would not reflect its current investment policy. The risk indicator therefore reflects the Fund's actual returns only for the period 1 September 2015 to 30 September 2018. As a result, the risk indicator may provide a less reliable indicator of the potential volatility of the Fund. While risk indicators are usually relatively stable, they do shift from time to time. The risk indicator will continue to be updated in future fund updates. See Note 1 at the end of this Fund Update.

See the Product Disclosure Statement ('PDS') for more information about the risks associated with investing in this fund.

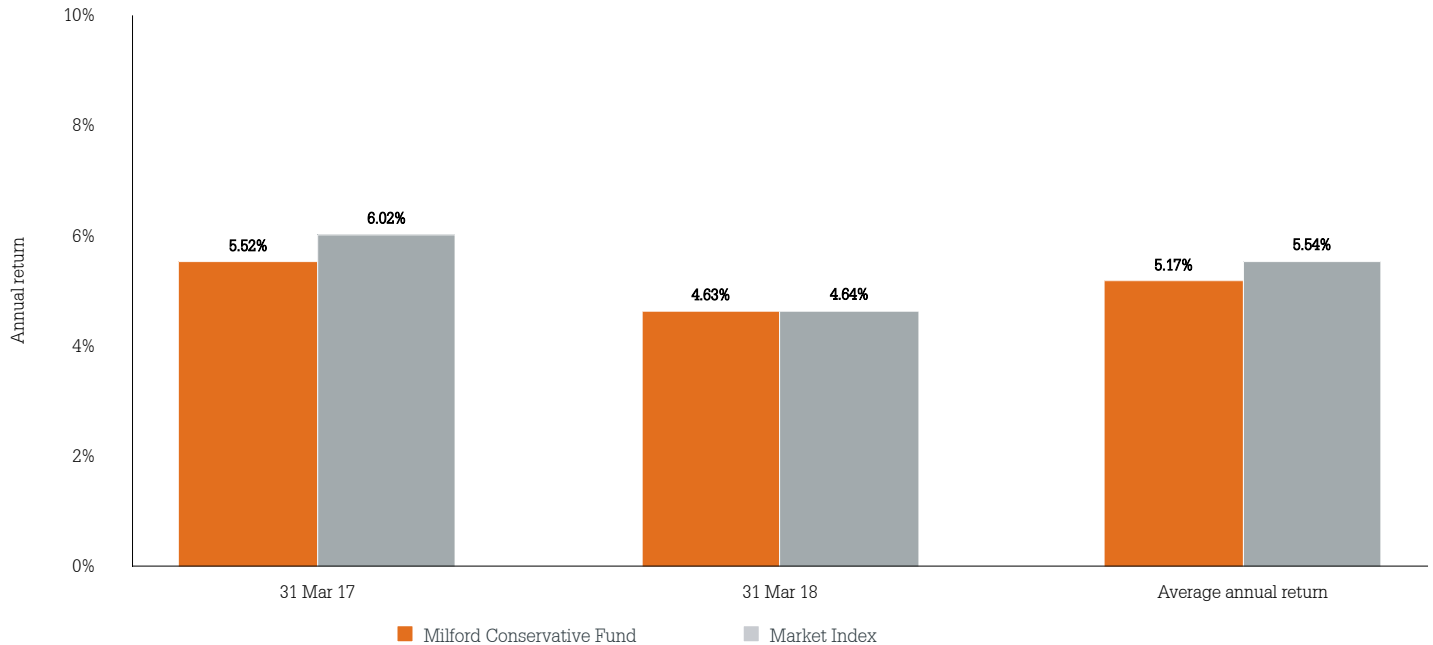
# How has the fund performed?

|  | Past year |
|--|-----------|
| <b>Annual return</b><br>(after deductions for charges and tax)                   | 4.86%     |
| <b>Annual return</b><br>(after deductions for charges but before tax)            | 5.99%     |
| <b>Market index annual return</b><br>(reflects no deduction for charges and tax) | 5.69%     |

We are required to disclose an appropriate market index as comparison. The market index return is a composite of benchmark index returns weighted for the Fund’s target investment mix. The market index return is before tax and fees. The objective of the Fund is to provide moderate returns and protect capital after the base fund fee but before tax. Therefore, the Fund’s investment strategy will be designed to achieve this.

For more information on the market index, please refer to the Statement of Investment Policy and Objectives for the Milford Unit Trust PIE Funds, which can be found at [www.milfordasset.com/forms-documents](http://www.milfordasset.com/forms-documents) or on the offer register at [www.disclose-register.companiesoffice.govt.nz](http://www.disclose-register.companiesoffice.govt.nz).

## Annual Return Graph



This shows the return after fund charges and tax for each year ending 31 March since the fund started. The last bar shows the average annual return since the fund started, up to 30 September 2018.

The Fund returns in this update are after tax at the highest prescribed investor rate (PIR) of tax for an individual New Zealand resident. Your tax may be lower.

The market index return is before tax and fees.

**Important:** This does not tell you how the fund will perform in the future.

## What fees are investors charged?

Investors in the Fund are charged fund charges. In the year to 31 March 2018 these were:

|   | % of net asset value |
|---|----------------------|
| <b>Total fund charges</b>   | 0.95%                |
| <i>which are made up of:</i>  |                      |
| <b>Total management and administration charges (Base fund fee)</b>  | 0.95%                |
| <i>including:</i>   |                      |
| Manager's basic fee <sup>2</sup>                                    | 0.92%                |
| Other management and administration charges (estimate) <sup>3</sup> | 0.03%                |
| <b>Total performance-based fees</b>                                 | N/A                  |

Milford is unable to determine the fund charges charged by some non-related underlying funds within the 'other management and administration charges' so these charges have been estimated. It is not expected that these charges will be material. See Note 3 at the end of this Fund Update.

See the PDS for more information about the basis on which performance fees are charged.

Investors may also be charged individual action fees for specific actions or decisions (for example, for withdrawing from or switching funds) although these are not currently charged. See the PDS for the Milford Unit Trust PIE Funds on the offer register at [www.disclose-register.companiesoffice.govt.nz](http://www.disclose-register.companiesoffice.govt.nz) for more information about those fees.

## Example of how this applies to an investor

Small differences in fees and charges can have a big impact on your investment over the long term.

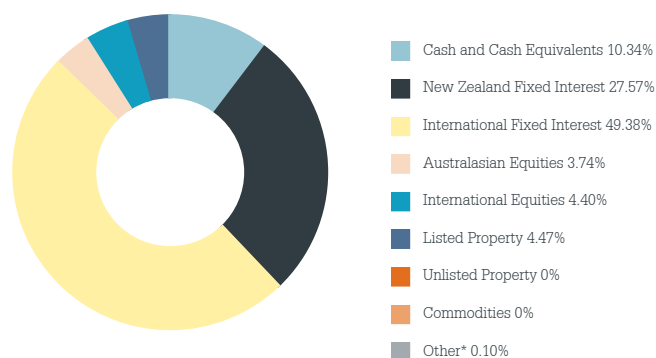
Joshua had \$10,000 in the fund at the start of the year and did not make any further contributions. At the end of the year,

Joshua received a return after fund charges were deducted but before tax of \$599 (that is 5.99% of his initial \$10,000). Joshua did not have to pay other charges. This gives Joshua a total return after fund charges and tax of \$486 for the year.

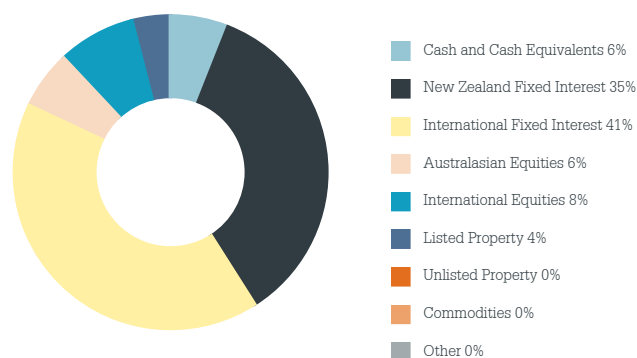
# What does the Fund invest in?

This shows the types of assets that the Fund invests in as at 30 September 2018

## Actual Investment Mix<sup>4</sup>



## Target investment mix<sup>5</sup>



\* may include interest rate derivatives and currency contracts.

## Currency hedging

The Fund's foreign currency exposure is actively managed, with the neutral currency exposure being 0%.

## Top 10 Investments<sup>6</sup>

| Name   | % of fund net assets | Type                         | Country        | Credit rating (if applicable) |
|--|----------------------|------------------------------|----------------|-------------------------------|
| 1 NZD Cash Current Account (NAB Bank)          | 3.32%                | Cash and cash equivalents    | New Zealand    | AA-                           |
| 2 Summerset Group 4.2% 24/09/2025              | 2.59%                | New Zealand fixed interest   | New Zealand    | Unrated                       |
| 3 NZ Local Government Funding 2.75% 15/04/2025 | 2.08%                | New Zealand fixed interest   | New Zealand    | AA+                           |
| 4 Rabobank 4.625% 29/12/2025                   | 1.69%                | International fixed interest | Netherlands    | BBB-                          |
| 5 OBE Insurance Group 6.75% 02/12/2044         | 1.59%                | International fixed interest | Australia      | BBB-                          |
| 6 Investore Property Ltd 4.40% 18/04/2024      | 1.43%                | New Zealand fixed interest   | New Zealand    | Unrated                       |
| 7 ASB Bank 6.65% 15/06/2024                    | 1.37%                | New Zealand fixed interest   | New Zealand    | BBB                           |
| 8 Vodafone Group 3.1% 03/01/2079               | 1.37%                | International fixed interest | United Kingdom | BBB-                          |
| 9 Bank of New Zealand 3.375% 01/03/2021        | 1.30%                | International fixed interest | New Zealand    | AA-                           |
| 10 ING Group Float 07/09/2021                  | 1.28%                | International fixed interest | Netherlands    | AAA                           |

The total value of the 10 individual assets as a percentage of the net asset value of the Fund is 18.02%.

## Key personnel

| Name         | Current position                 | Time in current position | Previous or other current position   | Time in previous or other current position |
|--------------|----------------------------------|--------------------------|--|--|
| Paul Morris  | Portfolio Manager                | 2 years, 8 months        | Head of Portfolio Strategy and Fixed Income at Macquarie Private Wealth, New Zealand             | 4 years, 6 months                          |
| Mark Riggall | Portfolio Manager, Senior Dealer | 3 years, 9 months        | Executive Director of Equity Derivatives Trading at Morgan Stanley, United Kingdom and Hong Kong | 11 years                                   |

## Further information

You can also obtain this information, the PDS for the Milford Unit Trust PIE Funds and some additional information from the offer register at [www.disclose-register.companiesoffice.govt.nz](http://www.disclose-register.companiesoffice.govt.nz).

Have any questions? If so, please visit [www.milfordasset.com](http://www.milfordasset.com) or phone 0800 662 345.

## Notes

- The risk indicator has been calculated on the basis of five years of historic fund returns where available, and market index returns where required. Hence, the returns data used may not represent a full investment cycle for the Fund and the risk category may be different if calculated using a longer timeframe. If the period of returns used reflected an environment of unusually low or unusually high volatility, the risk indicator may not reflect the Fund's future volatility.
- Milford charges a capped management fee that covers normal fund operating costs such as investment management, supervisor, custodial, fund accounting, audit and legal costs. For disclosure requirements, supervisor, audit and legal costs have been removed from the capped management fees to provide the manager's basic fee. These have been included in other management and administration charges.
- If Milford is unable to determine the non-related underlying fund charges, these have been estimated from recent financial statements based on the actual costs as a percentage of the average net asset value that were charged for the fund's previous financial year. These are reflected in the prices of the external funds that are used in the calculation of the unit price of the Fund.
- The actual investment mix incorporates the notional exposure value of equity derivatives and credit default swaps, where applicable. These may increase or decrease the reported Cash and Cash Equivalents.
- The target investment mix indicates what are expected to apply over the course of an economic cycle, and should be considered as general only. Any target for Listed Property is based on a specific decision to hold listed property as against incidental exposure from investing in equity markets. Milford is an active manager and may at times deploy investment strategies that differ (within the allowable minimum and maximum bounds) materially from the targets.
- If we invest into any non-related underlying funds, the Top 10 Investments will only show the total investment in those funds, not the individual assets it holds.