

Milford KiwiSaver Plan

Monthly Review November 2021



Divergence

October performance saw largely positive returns but with significant divergences. Higher risk growth funds saw some strong returns whilst lower risk funds fell in the month. This is all down to the rebound in share markets that came alongside some sharp falls in bond markets, particularly in Australia and New Zealand.

Investors started the month nervously awaiting US company 3rd quarter profit announcements. The outcomes were better than expected with aggregate profit margins largely immune to rising input costs. Large technology companies were standout performers, particularly Microsoft and Alphabet (Google's parent) whose stocks rose 17.6% and 11.3% respectively. Broadly strong profit announcements helped propel global shares up 5.5% in October.

Local Australian and New Zealand share markets were more muted, ending the month down 0.1% and 1.3% respectively. The prospect of higher interest rates is weighing on these markets but there are still opportunities for outperformance through stock selection. We had reduced exposure to the weaker iron ore space whilst bank stocks are one sector that can benefit from a rising interest rate environment.

It was bonds that saw outsize moves in October. Investors are questioning the need for low interest rate settings as global inflation surges. This has led to large moves in investor pricing of interest rate hikes over the next couple of years and bond prices have suffered accordingly. Investors currently expect NZ interest rates to rise by almost 2% over the next 12 months. We think interest hikes of this magnitude are unlikely and for the first time in several years, some bond investments are now starting to look a little more attractive.

Strong global share markets are masking what is a very complicated outlook. If central banks do indeed hike rates like markets expect (which is not a given) then this will be a significant headwind for the global economy and share markets. On the other hand, if central banks do not raise rates then the global economy could boom, leading to more bond market volatility. Milford funds have plenty of flexibility to allow us to try and navigate this environment and we continue to find attractive investment opportunities.

KiwiSaver Conservative Fund

Portfolio Manager: Paul Morris

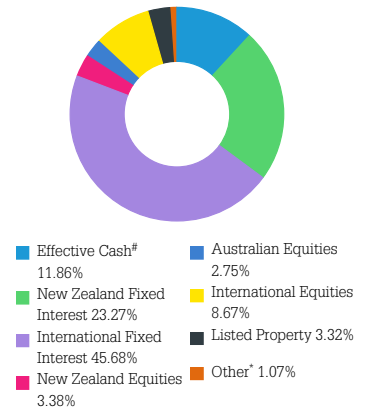
October was a challenging one for the Fund, falling 1.3% to leave the 6-month and 1-year returns at -0.2% and 2.9% respectively.

During 2021 the “normalisation” of market interest rates higher has been, and remains, a key headwind for Fund returns. Inflation is driving these moves, as it proves less transient than central banks had hoped. Some policy makers, notably the Reserve Bank of New Zealand, have reacted by beginning the removal of emergency monetary policy settings. Others may prove to be slower (e.g. the US and Australia) but that has not stopped expectations building, pushing market interest rates higher and bond prices lower.

With bonds being the Fund’s predominant exposure, this caused the bulk of the Fund’s October weakness, even after accounting for hedges in place to cushion the negative impact of rising rates. Rising market interest rates were also a headwind for the Fund’s Australasian shares, especially income-oriented shares. The Fund did however benefit positively from strong performance across many of its global shares.

Looking ahead, waning monetary policy support is likely to see further periods of elevated volatility but has led some market interest rates to levels where it made sense to allocate more to corporate bonds. We will keep interest rate exposure lower than we have historically but note we may be getting closer to the final destination for longer dated interest rates in this cycle. For shares, company reporting suggests inflation and logistics headwinds remain navigable, even if earnings growth may moderate from recent highs. In conclusion, we believe the medium-term economic and market outlook remains constructive for Fund returns. Increased volatility should provide a fertile backdrop for us to buy bonds and shares that will beat the broader market over time.

Actual investment mix¹



[#] The actual cash held by the Fund is 10.98%. Effective Cash reported above is adjusted to reflect the Fund’s notional positions (e.g. derivatives used to increase or reduce market exposure).

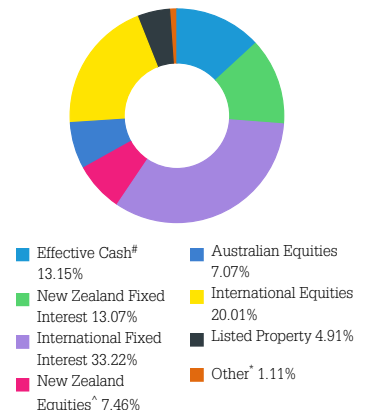
KiwiSaver Moderate Fund

Portfolio Manager: Mark Riggall

The Fund returned -0.5% in the month with a one-year return of 8.8%. The Fund has been navigating some stiff headwinds that accelerated in October, namely falling bond prices.

As global inflation has surged, the bond market is increasingly questioning the appropriateness of the very low interest rates set by central banks. The bond market now expects central banks to raise interest rates sharply over the coming year, despite central banks cautious approach to date. This has seen bond markets fall recently and whilst the Fund has reduced exposure to bonds, it is difficult to completely avoid exposure to the Fund’s core asset.

Positively, global share investment performance helped offset some of the bond losses in the month. Google parent Alphabet and Microsoft were standout performers, up 11.3% and 17.6% respectively. Looking ahead, bond prices are now more attractive and at least hold the prospect of positive future returns. Share markets do look expensive but we are still able to find some attractive companies to invest into.



[#] The actual cash held by the Fund is 11.84%. Effective Cash reported above is adjusted to reflect the Fund’s notional positions (e.g. derivatives used to increase or reduce market exposure).

^{*}Includes unlisted equity holdings of 0.06% ^{*}Other includes currency derivatives used to manage foreign exchange risk. ¹The actual investment mix incorporates the notional exposure value of equity derivatives and credit default swaps, where applicable.

KiwiSaver Balanced Fund

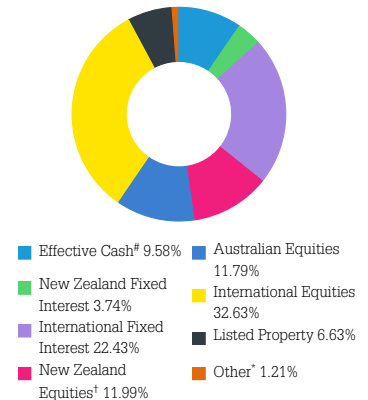
Portfolio Manager: Mark Riggall

The Fund returned 0.5% in the month with a one-year return of 16.4%. October saw some large divergences in the performance of assets into which the Fund invests.

Global share markets rebounded from their September wobble. Global company profit reports in the month indicated that businesses are navigating the inflationary pressures well and profits are largely intact. Alphabet (Google parent company) and Microsoft were standout performers for the Fund in the month, up 11.3% and 17.6% respectively. The Fund has been rotating into global shares at the expense of Australian and NZ shares recently. This paid off in October as local share markets underperformed. Bond markets were volatile in the month as investors question the need for the very low interest rate settings currently in place, resulting in sharp falls in bond prices. The Fund has reduced exposure to these assets mitigating impact on performance.

Looking ahead, there is optimism that the global economy can re-accelerate. A key question to be answered in November is how global central banks will respond to surging inflation. They are most likely to proceed cautiously, only gradually raising rates. This may enable inflation to continue to run hot, risking further falls in long-term bond prices and threatening elevated share prices. The Fund retains the flexibility to navigate this environment whilst leaning on underlying funds to continue to find attractive investments.

Actual investment mix¹



[#] The actual cash held by the Fund is 7.98%. Effective Cash reported above is adjusted to reflect the Fund's notional positions (e.g. derivatives used to increase or reduce market exposure).

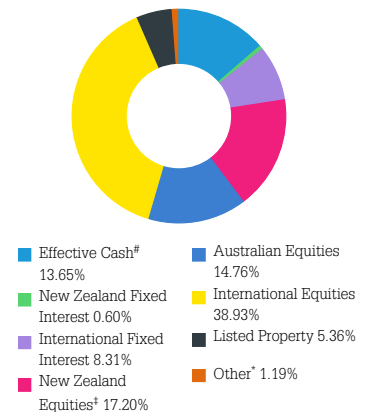
KiwiSaver Active Growth Fund

Portfolio Manager: Jonathan Windust

The Fund returned 0.8% over October with strong performance from global share markets (+5.5%) offset by subdued returns for the New Zealand (-1.3%) and Australian (-0.1%) markets. Shares in New Zealand and Australia came under pressure as markets started to forecast higher interest rates. Global shares rebounded after falls last month and on the back of a reasonable third quarter earnings season. Returns were also reduced by the rise in the NZ Dollar; up 3.9% versus the US Dollar. Whilst a large portion of our foreign exchange is hedged, the Fund retains some exposure for diversification purposes.

Key company positives during the month were predominantly global and included software companies Microsoft (+17.6%) and Intuit (+16.0%), home improvement company Lowes (+15.7%) and health insurer Anthem (+16.7%). Microsoft reported strong earnings for the third quarter with earnings up 24% as the company continues to benefit from digital transformation and the move to cloud computing. Health insurer Anthem rose after it delivered an earnings "beat" and upgraded its guidance for future earnings. Anthem is benefitting from increased spending on healthcare and market share gains. During the month the Fund participated in the IPO of global fund manager GQG Partners which has approximately \$US87b under management. We believe that GQG is well managed and will continue to grow its funds under management.

The medium-term outlook for shares remains supported by the prospect of strong economic growth, strong company earnings, low short-term interest rates and high levels of liquidity. The key headwinds for markets are relatively high valuations, generally optimistic investor sentiment and the prospect of rising inflation and interest rates. Whilst parts of the market have relatively high valuations, we continue to find attractive company opportunities in which to invest. The strategy of the Fund is to look to manage the risks of higher inflation and interest rates and select those companies which we believe offer attractive risk adjusted returns.



[#] The actual cash held by the Fund is 6.34%. Effective Cash reported above is adjusted to reflect the Fund's notional positions (e.g. derivatives used to increase or reduce market exposure).

^{*}Includes unlisted equity holdings of 0.12% [†]Includes unlisted equity holdings of 0.70% ^{*}Other includes currency derivatives used to manage foreign exchange risk. ¹The actual investment mix incorporates the notional exposure value of equity derivatives and credit default swaps, where applicable.

KiwiSaver Aggressive Fund

Portfolio Manager: Stephen Johnston

The Fund gained 2.6% in October. Global markets sprung back to life, led by US shares, that were boosted by strong quarterly earnings.

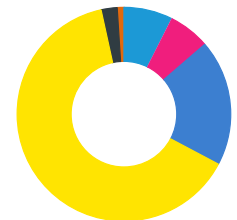
In a reversal of the previous month, the top contributors in October were US technology companies. Microsoft (+17.6%) was buoyed by strong quarterly earnings that were well ahead of analysts' expectations. Microsoft is a key beneficiary of digital transformation at enterprises and the outlook remains favourable. In recognition of this strong performance, Microsoft surpassed Apple during the month to be the world's largest listed company, now valued at US\$2.5tr. Other notable outperformers included US share and derivatives exchange Intercontinental Exchange (ICE, +20.6%), best known for its ownership of the New York Stock Exchange but also commodity futures products like the Brent crude oil contract. ICE has been diversifying its business by making investments in mortgage technology and fixed income data assets, while also benefitting from the boom in cryptocurrency markets, recently selling its stake in crypto exchange Coinbase. US tech bellwether Alphabet (+11.3%), US health insurer Anthem (+16.7%) and USA broker Charles Schwab (+12.6%) also performed well in October.

The biggest detractors were Latin American e-commerce and digital payments company Mercado Libre (-11.8%) and US payments companies Mastercard (-3.5%) and PayPal (-10.6%). Despite the short-term setback, the medium-term fundamentals remain positive for payments companies, as the pandemic has significantly accelerated the shift to digital payments.

Australasian markets underperformed in October. Positive standouts included financial services company HUB24 (+9.0%), fast food restaurant company Collins Foods (+4.7%) and Xero (+7.6%). The biggest detractors locally included transport company Mainfreight (-7.2%) and Fisher & Paykel Healthcare (-2.5%).

Overall, despite short-term volatility, the backdrop remains favourable given supportive policy and the accelerated vaccine rollout. While the road ahead could be a little bumpy, we will take advantage of market weakness to add to companies that are aligned with our key investment themes.

Actual investment mix¹



Effective Cash [#] 7.42%	International Equities 63.81%
International Fixed Interest 0.04%	Listed Property 2.43%
New Zealand Equities 6.20%	Other [*] 1.01%
Australian Equities 19.09%	

[#] The actual cash held by the Fund is 7.99%. Effective Cash reported above is adjusted to reflect the Fund's notional positions (e.g. derivatives used to increase or reduce market exposure).

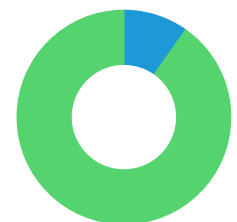
KiwiSaver Cash Fund

Portfolio Manager: Travis Murdoch

October's Reserve Bank of New Zealand (RBNZ) Monetary Policy Review (MPR) saw the widely anticipated Official Cash Rate (OCR) increase of 0.25% to 0.50%.

During the month, the market continued to increasingly price further OCR increases in the coming months. This was primarily driven by continued strong economic data, most notably stronger inflation. Short-dated NZ Dollar bank bills, a reflection of interbank funding levels, continued their move higher driven by the heightened market expectations of further OCR increases. Our base case remains for higher interest rates from here albeit market expectations of approaching 2 percentage points over the next year seems higher than is likely to be realised.

The portfolio management of the Fund remains focused on maintaining its low-risk strategy which is built on a diversified portfolio of cash, short-dated debt securities and term deposits, so as to protect capital.



Effective Cash [#] 9.79%	Other [*] 0%
New Zealand Fixed Interest 90.21%	

[#] The actual cash held by the Fund is 9.79%. Effective Cash reported above is adjusted to reflect the Fund's notional positions (e.g. derivatives used to increase or reduce market exposure).

^{*}Other includes currency derivatives used to manage foreign exchange risk.

¹The actual investment mix incorporates the notional exposure value of equity derivatives and credit default swaps, where applicable.

Fund Performance

	Past month	1 year	3 years (p.a.)	5 years (p.a.)	Since Fund inception (p.a.)	Unit price \$	Fund size \$
KiwiSaver Conservative Fund	-1.27%	2.89%	5.27%	5.55%	7.98%	1.9748	181.7 M
KiwiSaver Moderate Fund	-0.49%	8.84%	—	—	12.29%	1.2016	79.0 M
KiwiSaver Balanced Fund	0.48%	16.40%	11.71%	10.53%	10.43%	3.0307	781.1 M
KiwiSaver Active Growth Fund [†]	0.80%	23.80%	14.28%	12.78%	13.03%	5.2206	2,868.6 M
KiwiSaver Aggressive Fund	2.62%	26.30%	—	—	18.76%	1.4689	715.9 M
KiwiSaver Cash Fund	0.04%	0.42%	—	—	0.40%	1.0064	22.8 M

For details of how investment performance is calculated, and returns at each PIR please see www.milfordasset.com/funds-performance/view-performance#tab-performance.

Performance figures are after total Fund charges have been deducted and at 0% PIR.

Please note past performance is not a guarantee of future returns.

Inception dates for the Funds: KiwiSaver Active Growth Fund: 1 October 2007, KiwiSaver Balanced Fund: 1 April 2010, KiwiSaver Conservative Fund: 1 October 2012, KiwiSaver Aggressive Fund: 1 August 2019, KiwiSaver Cash Fund: 27 March 2020, KiwiSaver Moderate Fund: 27 March 2020.

[†]This is based on the performance of the AonSaver AMT Milford Aggressive Fund until 31 March 2010 and the Milford KiwiSaver Active Growth Fund from 1 April 2010.

Key Market Indices

	Past month	1 year	3 years (p.a.)	5 years (p.a.)	7 years (p.a.)
S&P/NZX 50 Gross Index (with imputation credits)	-1.33%	9.08%	15.23%	14.52%	14.69%
S&P/ASX 200 Accumulation Index (AUD)	-0.10%	27.96%	11.92%	10.88%	8.46%
S&P/ASX 200 Accumulation Index (NZD)	0.14%	26.39%	10.67%	10.59%	7.32%
MSCI World Index (local currency)*	5.50%	40.44%	17.73%	15.18%	11.79%
MSCI World Index (NZD)*	1.85%	29.68%	14.65%	15.45%	12.61%
S&P/NZX 90-Day Bank Bill Rate	0.03%	0.33%	0.98%	1.39%	1.87%
Bloomberg Barclays Global Agg. Bond (USD-Hedged)	-0.26%	-0.83%	4.62%	3.04%	3.29%
S&P/NZX NZ Government Bond Index	-3.32%	-10.03%	1.07%	2.02%	3.28%

*With net dividends reinvested

Milford KiwiSaver plan is the proud winner of multiple awards:



PROVIDER OF THE YEAR
KIWISAVER 2020 - 2021



OUTSTANDING VALUE
KIWISAVER SCHEME 2020 - 2021

Top Security Holdings (as a percentage of the Fund's Net Asset Value)

KiwiSaver Conservative Fund	KiwiSaver Moderate Fund	KiwiSaver Balanced Fund
Kiwibank 1.3% 2022 2.18%	Kiwibank 1.3% 2022 1.25%	Contact Energy 1.92%
ANZ 1.45% 2022 1.91%	Contact Energy 1.24%	Fisher & Paykel 1.52%
NZLGFA 1.5% 2026 1.69%	NZLGFA 1.5% 2026 0.94%	Alphabet 1.37%
ANZ 2.999% 2031 1.33%	ANZ 1.45% 2022 0.93%	Microsoft 1.34%
Bank of Queensland Float 2026 0.85%	Alphabet 0.81%	Santos 1.23%
Housing NZ 3.36% 2025 0.82%	Fisher & Paykel 0.81%	Sydney Airport 1.06%
Scentre Group 4.75% 2080 0.78%	ANZ 2.999% 2031 0.80%	Virgin Money 1.05%
NZLGFA 1.5% 2029 0.77%	Microsoft 0.80%	Telstra 1.04%
Kiwibank 0.75%	Santos 0.72%	HCA Holdings 0.99%
NZLGFA 2.25% 2028 0.71%	Sydney Airport 0.71%	Mainfreight 0.95%

Note: Fixed interest securities are reported in the following format: Issuer name, interest (coupon) rate, maturity year, size of fund holding (as % of total portfolio).

KiwiSaver Active Growth Fund	KiwiSaver Aggressive Fund	KiwiSaver Cash Fund
Virgin Money 3.25%	Microsoft 2.91%	Westpac 32 Day CMD 2020 19.13%
Contact Energy 3.17%	Alphabet 2.54%	ANZ 0.71% 2021 8.13%
Santos 2.80%	Danaher 1.95%	ANZ 1.1% 2022 6.68%
Alphabet 2.61%	Thermo Fisher 1.93%	SBS CD 2022 6.66%
Fisher & Paykel 2.51%	Intercontinental Exchange 1.78%	Port of Tauranga CD 2021 6.21%
Microsoft 2.33%	Charles Schwab 1.75%	Auckland Airport CD 2022 5.72%
Thermo Fisher 1.99%	HCA Holdings 1.73%	Spark CD 2021 4.77%
Dr Horton 1.98%	Analog Devices 1.72%	Mercury CD 2021 4.77%
Summerset 1.96%	S&P Global 1.72%	Port of Tauranga CD 2021 4.77%
HCA Holdings 1.88%	Mastercard 1.70%	Spark CD 2022 4.76%

Note: Fixed interest securities are reported in the following format: Issuer name, interest (coupon) rate, maturity year, size of fund holding (as % of total portfolio).

Milford staff have approximately \$17.3 million invested in the Milford KiwiSaver Plan as at the end of October 2021.



Dr Deborah Lambie
Investment Analyst

Investment Highlight: Intuitive – the pioneer of robotic assisted minimally invasive surgery

Intuitive (ISRG US) is the global leader in robotic assisted minimally invasive surgery.

In contrast to the way we think about traditional surgical methods, where the surgeon operates directly on the patient, Intuitive's da Vinci robotic system has tools attached to robotic arms that hover over the patient and are manipulated by a surgeon sitting at a surgical console. The surgeon looks through the da Vinci vision system which delivers 3D-high-definition views, giving clear visualisation that can be magnified to 10x what the naked human eye can visualise. The console is used to control small instruments that move like a human hand but with a far greater range of motion. The basic idea is that the system extends the capabilities of the eyes and hands of surgeons.

We are now 21 years on from the launch of the first da Vinci system, and Intuitive is now on its fourth-generation robot, the da Vinci Xi (see image below). There are currently 6,525 Intuitive systems in clinical use in 67 countries around the world and there have been 9.7 million procedures performed to date, and 28,000 peer-reviewed clinical publications. Studies demonstrate that robotically assisted surgeries typically have a lower rate of complication and a shorter length of patient stay in hospital which in turn reduces overall healthcare costs.

Procedure growth has been strong, and the opportunity for future growth is large. In 2005, 30,000 procedures were performed using the da Vinci which grew to 1.2 million in 2020, implying growth of ~28% per annum. Management at Intuitive refer to a total addressable market of 20 million soft tissue surgeries per annum, of which 6 million are currently 'in line of sight', meaning there are products and approvals currently in the market. This implies that current global market penetration is only ~6%. Increasing market penetration over time is expected to drive significant growth.

Another growth driver is Intuitive's continued expansion to new use cases. Da Vinci X and Xi (multi-port systems) currently have over 70 clinical uses across multiple clinical specialities from urology to gynaecology to general surgery. This number is expected to expand, and at the same time, Intuitive's da Vinci SP (single port) system has a smaller footprint and different use cases versus Intuitive's original multi-port systems. Another example is Intuitive's "Ion", its flexible bronchoscopy platform which makes a foray into lung cancer diagnostics.

Despite the attractive market opportunity, competition is only just arriving. Medtronic's minimally invasive surgical robot "Hugo" came to market late last year and Johnson & Johnson have signalled that their "Ottava" robotic system will begin clinical trials in 2022, however this is not expected to come to market for several years after that.

The impact of competition on pricing and market share remains to be seen, but Intuitive is in a strong position. The sheer length of time that Intuitive has been in the market relative to peers is a source of competitive advantage. Intuitive has had two decades to collect clinical data and improve its systems, and over this period, thousands of surgeons around the world have been trained and become proficient in using these systems. The trust and capability that has been built up over this time has resulted in a sticky user base of surgeons.

Furthermore, in anticipation of this competition, last year Intuitive implemented their extended use instrument program. This increased the life of surgical instruments attached to each of the da Vinci's "arms" in certain procedures from 10 uses, to 12-18. After the number of uses have been exhausted, replacement instruments are ordered, which creates a recurring revenue stream for Intuitive. The extended use instrument program lowers the cost per procedure, making Intuitive's value proposition even more competitive as new players come to market.

Intuitive has delivered strong returns for shareholders over the last five years with its shares increasing at a ~35% compound annual growth rate over this period. Whilst we continue to see attractive long-term value, there could be volatility along the way.

Intuitive's high quality and strong growth prospects are to some extent reflected in the current valuation of the company (a P/E ratio of ~63x its forward earnings), which leaves it vulnerable to near term earnings disappointments or potential downward pressure on equity market valuations in a rising interest rate environment. Recent COVID Delta variant waves have resulted in near term volatility in performance as surgical procedures around the world have been disrupted. Further COVID waves remain a near term risk to Intuitive.



How confident are you of achieving the retirement you dream of?

A recent survey by the Financial Services Council titled *KiwiSaver at a Crossroads* revealed Kiwis are concerned about affording retirement. It showed that around 70% of NZ adults think they may need to work past retirement age. Even more concerning, 65% are worried they aren't on track to have enough money to enjoy the retirement they dream of, or to be able to afford where they want to live.

For many of us it is difficult to know exactly how much you need to have saved to fund your retirement years. How much is enough? If you don't know the answer to that question, then how can you plan to get there?

As with many things in life, we need some help and guidance to set us on the right path and keep us on-track. When it comes to KiwiSaver it's important that you have a goal, and you know what you need to do to achieve it. Whether that's to use your KiwiSaver savings to help you buy your first home, or a lump sum or amount of income you want to have at age 65. One thing is for sure, having a goal and a plan to achieve it will increase the likelihood of success.

One way to set and reach those goals is to seek advice. That is why just over twelve months ago we launched our online Digital Advice tool to help Milford KiwiSaver Plan members set and achieve their KiwiSaver goals. Since we launched the tool over 6,000 people have used it.

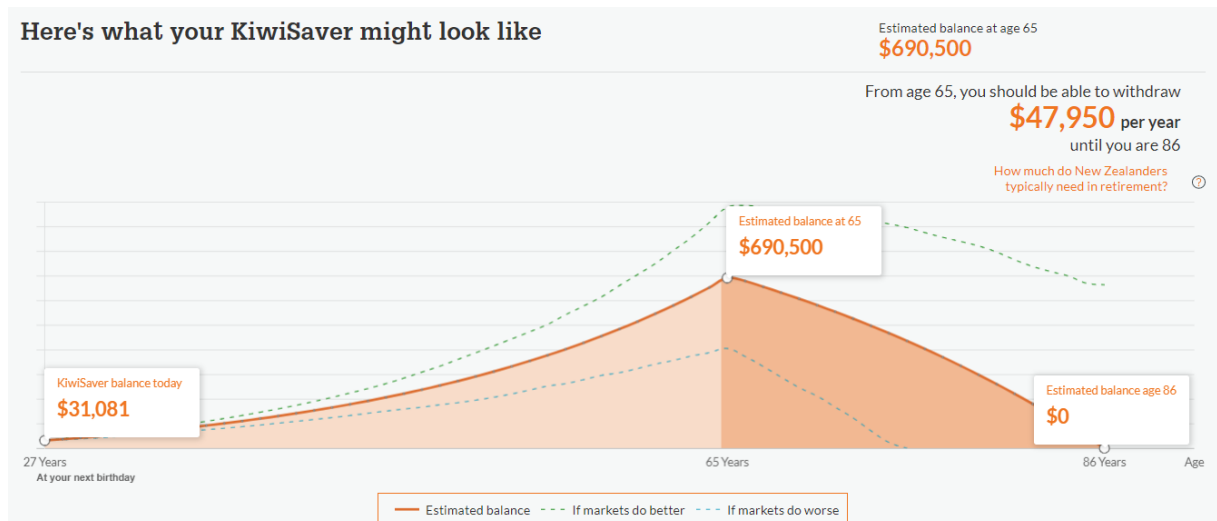
During September we surveyed many of those members and we were very pleased to discover that 88% of respondents said they now feel more confident about being on track towards their KiwiSaver goal. This is very pleasing.

Our Digital Advice tool helps you to set your KiwiSaver goal and then by considering your appetite for risk and ability to save, suggests the appropriate fund and contributions required to reach your goal. It can also help to illustrate how you can spend your hard-earned savings over the rest of your expected life. We also offer Forecast My Balance to demonstrate the potential income a member may be able to draw in retirement. The Forecast My Balance tool can be used alongside Digital Advice to monitor your progress and demonstrate how you are tracking towards your goal. An example of the Forecast My Balance tool is below.



Murray Harris
Head of KiwiSaver & Distribution

Here's what your KiwiSaver might look like



Assumes investment in the Milford KiwiSaver Active Growth Fund, commencing salary of \$60,000 as well as 3% Employee and Employer Contributions. Additional standard assumptions in the projection can be found at milfordasset.com/insights/assumptions.

Don't be one of the 65% of Kiwis who are worried about affording the retirement they dream of. If you don't have a KiwiSaver goal or aren't sure if you will achieve the goal you've set, then jump onto your Milford [client portal](#) or the Milford mobile App and give it a go. It will only take you 10 to 15 minutes, but might prove to be the most fruitful few minutes you ever spend.

For more information about getting advice at Milford, see milfordasset.com/getting-advice

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