

Investment strategy

To provide a solution for investors seeking to generate income and have the option of growing their investment over the medium term (more than five years) with medium volatility.

Investment objectives

- > You want to protect your capital, see some growth in the medium term and receive some income from distributions along the way.
- > You are not comfortable with significant fluctuations in your portfolio, but you understand that some risk is needed to achieve moderate growth over the long term.
- > You would accept a potential loss in one year out of every five.

Projected performance

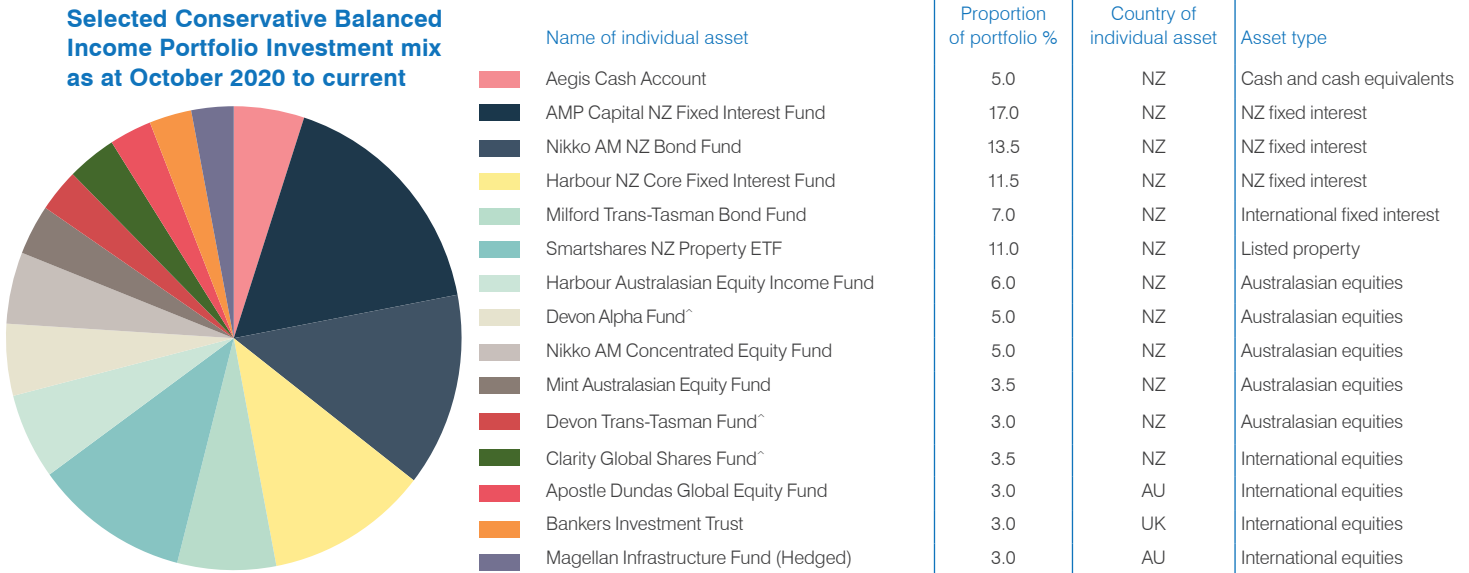
The after-tax, after management fee expected annual return distribution over the long term (below) is based on data collected since 1993.

A 28% tax rate is assumed, and the effect of the tax rules on the various asset types is calculated. Management fees are assumed at the index fund level. The Select Service and the Adviser Service Fees are not included.

Conservative Balanced Income	
Mean Annual Return	3.91%
Volatility (Standard Deviation)	5.11%
Probability of loss in any one year	22.0%
Years with negative return expected*	4.5 years
Expected 10 year return	45.16%
Expected 20 year return	110.59%

*The conservative balanced income asset allocation expects to have a negative return every 4.5 years.

Selected Conservative Balanced Income Portfolio Investment mix as at October 2020 to current



[^] Clarity Funds Management Limited, Devon Funds Management Limited, JMI Wealth Limited and Select Wealth Management Limited are subsidiaries of the Investment Services Group Limited.

What are the risks of investing?

Risk indicator for the Selected Conservative Balanced Income Portfolio Fact Sheet:

Potential lower returns

Potential higher returns



Lower risk

Higher risk

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

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.

See the Investor Information booklet for more information about the risks associated with investing in this portfolio.

To help you clarify your own attitude to risk, talk to your financial adviser.

Disclaimer: Market index returns have been used to determine the Risk Indicator for the portfolios, as these are not unithold investment vehicles and consequently do not have a unit price that can be used for volatility calculations. The portfolios are comprised of a variety of underlying assets whose actual performance can be expected to vary from the benchmark index used for each asset class. Consequently, the Risk Indicator may therefore provide a less reliable indicator of the potential future volatility of these portfolios.

Minimum investment

- > Initial investment: \$20,000
- > Additional investment: \$2,000
- > Regular investment: \$500 p.m.

Portfolio mix

- > The investment options and the weightings are monitored by JMI Wealth ^ and can change at any time. For the current Portfolio, refer to selectwealth.co.nz/selected-and-gbp-portfolios
- > See a description of the individual securities at selectwealth.co.nz/custom-built-portfolios
- > Performance published monthly on the Select website at selectwealth.co.nz/services/investment-performance

Fees (charged as a % of investment)

- > Select Fee:

Value	Fee % per annum
\$0 to \$249,999	0.55%
\$250,000 to \$499,999	0.45%
\$500,000 to \$999,999	0.30%
\$1,000,000 to \$2,999,999	0.25%
\$3,000,000 and over	0.20%

- > Adviser Service Fee: up to 1% p.a.
- > Fund Manager Fees: average 0.55% p.a.

For more information, please refer to the fees and costs detailed in the Investor Information booklet.

How to invest

Talk to your financial adviser to discuss the suitability of Select, and to obtain the Investor Information booklet and relevant investment statements. If you don't currently have a financial adviser, call us on 0800 653 000 and we'll put you in touch with someone who can help.

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