

## Select Wealth Management Selected Portfolio Returns

As of Date: 31/10/2019 Currency: New Zealand Dollar

	3 Months	6 Months	1 Year	3 Year p.a.	5 Year p.a.	10 Year p.a.
Selected Conservative Portfolio	1.56%	5.08%	8.33%	6.15%	6.02%	7.01%
Selected Conservative Balanced Income Portfolio	1.53%	5.32%	9.67%	7.52%	6.71%	8.16%
Selected Balanced Portfolio	1.72%	4.85%	8.89%	8.34%	7.56%	7.86%
Selected Growth Portfolio	1.08%	4.16%	9.38%	10.56%	8.74%	8.48%
Selected High Growth Portfolio	1.26%	4.01%	8.91%	12.30%	9.42%	8.83%
Selected GBP Balanced Growth Portfolio	10.36%	5.32%	7.37%	—	—	—

### Disclaimer

The above Model Portfolio returns are not for the purpose of Schedule 21 of the Financial Markets Conduct Regulations (FMC Regulations). To view Model portfolio returns after fees and before tax (as required by Schedule 21 of the FMC Regulations) please refer to the last page of this document.

The performance figures are Gross of Tax and Net of Fund Manager fees, and before Select and Adviser fees. The current details of the Selected Portfolio weightings are available at [selectwealth.co.nz/selected-and-gbp-portfolios](http://selectwealth.co.nz/selected-and-gbp-portfolios).

Select returns may vary from actual returns experienced by individual investors due to a number of factors such as the timing of deposits or withdrawals and the exchange rates which applied at the time of any transactions. For more information, speak to your Financial Adviser.

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This report has been prepared from published information and other sources believed to be reliable, accurate and complete at the time of preparation. While every effort has been made to ensure accuracy neither Select Wealth Management Limited, nor any person involved in this publication, accept any liability for any errors or omission.

### Custom Built Portfolio Funds

Currency: New Zealand Dollar Source Data: Total Return

	Base Currency	12 Mth Yield	Annual Report Management Expense Ratio (MER)	Return					
				3 Month	6 Month	1 Year	3 Year p.a.	5 Year p.a.	10 Year p.a.
<b>Cash &amp; Cash Equivalents</b>									
AMP Capital NZ Cash Fund	New Zealand Dollar	1.69	0.26	0.38%	0.87%	1.95%	2.09%	2.51%	2.98%
Nikko AM NZ Cash	New Zealand Dollar	1.73	0.36	0.53%	1.19%	2.44%	2.55%	2.91%	—
<b>NZ Fixed Interest</b>									
AMP Capital NZ Fixed Interest Fund	New Zealand Dollar	2.31	0.56	1.01%	3.69%	7.21%	4.69%	5.33%	5.75%
AMP Capital NZ Short Duration	New Zealand Dollar	2.17	0.58	0.70%	2.22%	4.18%	3.45%	3.94%	4.21%
Harbour NZ Core Fixed Interest	New Zealand Dollar	2.07	0.65	0.75%	2.94%	5.85%	4.24%	4.88%	—
Nikko AM NZ Bond	New Zealand Dollar	2.61	0.74	1.32%	4.51%	8.01%	5.15%	5.49%	—
Smartshares NZ Bond	New Zealand Dollar	4.02	0.54	1.08%	3.43%	6.24%	4.85%	—	—
<b>International Fixed Interest</b>									
AMP Capital Hdgd Gbl Fixed Intrst Fund	New Zealand Dollar	0.00	0.82	1.30%	4.32%	8.31%	3.12%	3.87%	5.36%
Bentham Global Income Fund NZD	New Zealand Dollar	7.38	—	0.19%	-0.13%	-0.17%	4.85%	4.68%	—
Fisher BondPlus Fund	New Zealand Dollar	0.00	1.27	0.95%	4.03%	7.77%	3.27%	4.03%	6.45%
iShares Core £ Corp Bond ETF GBP Dist	United Kingdom, Pounds	2.42	—	10.04%	9.47%	14.11%	10.56%	5.51%	5.20%
iShares Core UK Gilts ETF GBP Dist	United Kingdom, Pounds	1.18	—	11.11%	10.71%	13.60%	9.80%	4.83%	3.95%
Milford Trans-Tasman Bond	New Zealand Dollar	2.30	0.75	0.80%	3.73%	6.86%	5.21%	5.46%	—
Smartshares Global Bond	New Zealand Dollar	1.81	0.54	0.71%	3.09%	6.25%	3.46%	—	—
<b>Listed Property</b>									
AMP Capital Global Propty Securities Fd	New Zealand Dollar	2.02	1.33	5.86%	9.43%	21.70%	10.53%	8.33%	12.39%
APN AREIT PIE Fund	New Zealand Dollar	5.64	1.12	1.55%	7.88%	17.62%	—	—	—
iShares UK Property ETF GBP Dist	United Kingdom, Pounds	3.02	—	24.53%	11.60%	14.94%	13.45%	4.00%	6.92%
Kiwi Property Group Ltd	New Zealand Dollar	4.51	—	-1.85%	5.55%	26.76%	8.23%	11.35%	10.28%
OneAnswer SAC Property Securities	New Zealand Dollar	0.00	1.08	2.68%	14.50%	30.76%	14.23%	14.09%	13.40%
Smartshares NZ Property	New Zealand Dollar	3.77	0.54	2.17%	16.58%	35.88%	16.43%	—	—
<b>Other</b>									
Castle Point Ranger Fund	New Zealand Dollar	0.00	2.05	5.15%	7.13%	15.07%	16.69%	12.58%	—
Devon Alpha Fund	New Zealand Dollar	1.31	1.25	-1.63%	6.90%	9.36%	8.39%	7.28%	—
Milford Diversified Income Fund	New Zealand Dollar	3.52	1.14	1.87%	6.51%	13.36%	9.99%	10.09%	—
Salt Long Short Fund	New Zealand Dollar	0.00	1.70	5.46%	10.93%	1.69%	3.66%	7.63%	—
<b>Australasian Equities</b>									
Devon Trans-Tasman Fund	New Zealand Dollar	1.70	1.50	-1.06%	7.19%	16.33%	10.65%	10.16%	10.32%
Fisher Funds NZ Growth Fund	New Zealand Dollar	0.00	3.02	-3.59%	5.08%	24.05%	15.94%	14.35%	14.82%
Fonterra Shareholders Fund	New Zealand Dollar	—	—	10.08%	-2.35%	-14.78%	-8.59%	-4.26%	—
Harbour Australasian Equity	New Zealand Dollar	0.00	1.13	-1.75%	4.62%	14.66%	15.12%	13.61%	—

Returns calculated on NAV movement, assuming distribution reinvested after management fee and before tax. Select Fees and Adviser Service Fees have not been deducted from the returns. Information and Disclaimer:

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### Custom Built Portfolio Funds

Currency: New Zealand Dollar Source Data: Total Return

	Base Currency	12 Mth Yield	Annual Report Management Expense Ratio (MER)	Return					
				3 Month	6 Month	1 Year	3 Year p.a.	5 Year p.a.	10 Year p.a.
<b>Australasian Equities</b>									
Harbour Australasian Equity Income	New Zealand Dollar	3.39	1.13	4.72%	13.03%	22.15%	11.77%	10.38%	—
Milford Active Growth	New Zealand Dollar	0.00	1.57	1.96%	7.04%	13.45%	11.34%	11.19%	12.42%
Mint Australasian Equity Fd (Retail)	New Zealand Dollar	0.00	1.45	-0.72%	6.54%	21.14%	16.31%	14.94%	15.05%
Nikko AM Concentrated Equity	New Zealand Dollar	0.86	2.16	-5.03%	1.58%	8.12%	12.55%	13.51%	11.30%
Pengana Emerging Companies	Australian Dollar	5.16	—	4.53%	7.97%	13.07%	11.13%	10.77%	10.73%
Smartshares Aus Top 20	New Zealand Dollar	3.06	0.60	1.53%	8.60%	16.69%	10.93%	4.19%	5.27%
Smartshares NZ Top 50	New Zealand Dollar	3.68	0.50	0.09%	8.71%	23.29%	16.65%	15.52%	13.65%
<b>International Equities</b>									
AMP Capital Global Companies	New Zealand Dollar	—	1.64	4.64%	9.39%	—	—	—	—
Antipodes Global	New Zealand Dollar	0.00	1.25	3.82%	2.29%	0.22%	—	—	—
Antipodes Global Fund - Class P	Australian Dollar	5.40	—	3.82%	2.37%	0.92%	9.69%	11.34%	10.22%
Baillie Gifford Japan Ord	United Kingdom, Pounds	0.07	—	10.46%	11.92%	14.69%	17.02%	17.56%	15.31%
Bankers Ord	United Kingdom, Pounds	2.19	—	5.55%	6.36%	15.51%	16.65%	11.78%	10.38%
BlackRock Greater Europe Ord	United Kingdom, Pounds	2.52	—	7.56%	11.18%	20.77%	18.57%	12.49%	9.76%
BMO Global Smaller Companies Ord	United Kingdom, Pounds	1.17	—	4.91%	5.67%	9.61%	14.17%	10.83%	12.58%
City of London Ord	United Kingdom, Pounds	4.60	—	7.07%	3.43%	11.14%	11.67%	6.06%	8.71%
Clarity Global Shares Fund	New Zealand Dollar	0.00	1.06	3.92%	5.85%	11.70%	—	—	—
Henderson EuroTrust Ord	United Kingdom, Pounds	2.46	—	9.69%	10.13%	16.91%	15.26%	11.89%	10.53%
iShares FTSE 250 ETF GBP Dist	United Kingdom, Pounds	2.79	—	11.53%	5.78%	11.99%	13.20%	7.32%	9.68%
iShares MSCI ACWI ETF	US Dollar	2.04	—	5.44%	7.08%	14.73%	15.78%	11.54%	10.23%
iShares MSCI ACWI ex US ETF	US Dollar	2.45	—	5.79%	5.93%	13.09%	12.01%	7.80%	5.96%
iShares MSCI UK Small Cap ETF GBP Acc	United Kingdom, Pounds	0.00	—	11.44%	3.69%	10.86%	13.47%	8.26%	10.25%
iShares UK Dividend ETF GBP Dist	United Kingdom, Pounds	6.85	—	12.73%	5.27%	1.76%	6.71%	2.36%	5.52%
JPMorgan American Ord	United Kingdom, Pounds	1.35	—	3.91%	5.36%	8.72%	17.56%	13.25%	13.73%
JPMorgan Emerging Markets Ord	United Kingdom, Pounds	1.33	—	3.01%	4.59%	23.67%	14.73%	10.62%	7.87%
JPMorgan Global Growth & Income Ord	United Kingdom, Pounds	3.86	—	7.23%	9.79%	19.61%	15.85%	11.96%	10.91%
Jupiter European Opportunities Ord	United Kingdom, Pounds	0.79	—	0.52%	5.78%	9.62%	19.31%	13.77%	14.72%
K2 Select International Absolute Return	Australian Dollar	17.40	—	2.91%	2.47%	3.54%	6.91%	5.69%	6.07%
Magellan Global	Australian Dollar	4.69	—	3.34%	8.59%	17.06%	18.75%	14.57%	14.26%
Magellan Infrastructure	Australian Dollar	2.57	—	5.77%	10.27%	20.83%	13.22%	11.23%	12.79%
Maple-Brown Abbott Global Listed Infrs	Australian Dollar	2.43	—	5.41%	9.03%	16.99%	9.62%	10.41%	—
Monks Ord	United Kingdom, Pounds	0.22	—	2.01%	4.61%	18.31%	19.98%	14.10%	10.03%
Murray International Ord	United Kingdom, Pounds	4.60	—	4.04%	6.44%	11.51%	9.55%	7.25%	8.29%
OneAnswer SAC International Share	New Zealand Dollar	0.00	1.20	3.74%	7.59%	16.18%	16.37%	12.91%	12.98%

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<b>International Equities</b>									
Pengana International Ethical	Australian Dollar	5.30	—	4.38%	6.09%	12.38%	3.76%	7.04%	6.26%
Pengana International Ethical Opp	Australian Dollar	0.00	—	4.36%	5.90%	12.08%	12.21%	8.22%	6.58%
Platinum International Fund	Australian Dollar	7.89	—	4.27%	3.16%	9.51%	11.36%	9.08%	7.57%
Premium China	Australian Dollar	0.53	—	4.11%	1.72%	19.77%	10.76%	6.35%	4.52%
RIT Capital Partners Ord	United Kingdom, Pounds	0.00	—	7.01%	6.82%	10.47%	11.99%	8.16%	7.23%
Russell Global Opportunities \$NZ Hdg B	Australian Dollar	0.00	—	2.39%	1.88%	10.11%	10.51%	8.57%	—
Russell Investments Hedged Global Shares	New Zealand Dollar	1.38	1.51	2.37%	1.82%	10.00%	10.40%	8.46%	—
Schroder AsiaPacific Ord	United Kingdom, Pounds	1.98	—	1.99%	-1.55%	17.21%	13.35%	10.81%	10.49%
Schroder Japan Growth Ord	United Kingdom, Pounds	2.16	—	12.66%	11.40%	5.40%	9.85%	10.94%	9.52%
SPDR® S&P 500 ETF	US Dollar	1.81	—	5.38%	8.24%	16.33%	19.04%	15.02%	14.94%
Templeton Emerging Mkts Invmt Tr TEMIT	United Kingdom, Pounds	1.87	—	3.28%	4.87%	20.14%	14.75%	7.73%	5.81%
Vanguard Intl Shs Sel Exclusions IdxNZDHF	New Zealand Dollar	2.23	—	2.17%	2.97%	12.01%	—	—	—

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Schedule 21 of the FMC Regulations requires certain information to be provided to clients. This information is included below.

This shows the returns that have been generated by each investment strategy in the past. Returns are before fees and before tax, and after fees but before tax, as detailed. Your actual portfolio will differ from the portfolio that generated these returns. **Important:** it does not tell you how the investment strategy will perform in the future.

The returns below are composite time weighted returns calculated on all portfolios invested in each investment strategy. To find more details on the investment strategies, you can view the portfolio fact sheet available at <https://selectwealth.co.nz/selected-and-gbp-portfolios>.

Average Returns as at 31 March 2019 Before Tax	1 Year		5 Year p.a.	
	Before Select and Adviser fees, after actual trading expenses	After actual Select and Adviser fees* and after actual trading expenses	Before Select and Adviser fees, after actual trading expenses	After actual Select and Adviser fees* and after actual trading expenses
	NZD		NZD	
Selected Conservative Portfolio	5.42%	4.02%	5.75%	4.31%
Selected Conservative Balanced Income Portfolio	7.02%	5.81%	6.40%	5.24%
Selected Balanced Portfolio	5.28%	3.81%	7.29%	5.74%
Selected Growth Portfolio	3.67%	2.23%	8.33%	6.76%
Selected High Growth Portfolio	1.22%	-0.16%	8.87%	7.31%
GBP Diversified Portfolio	-0.98%	-2.61%	N/A	N/A
GBP Balanced Growth Portfolio	-0.44%	-2.01%	N/A	N/A

\* This return has been calculated net of the actual Select Fee and the actual Adviser Service Fee. However, depending on the value of your portfolio, and the fee that you have agreed with your adviser, this may change. For more information, please see the Investor Information booklet section on fees.

Selected portfolios are reweighted quarterly and the assets and their weightings can change each quarter. For more information, please see the Investor Information booklet.

#### Annual Returns\*

Conservative	Annual Returns	Portfolios <sup>^</sup>	STDDEV <sup>^^</sup>	High Growth	Annual Returns	Portfolios <sup>^</sup>	STDDEV <sup>^^</sup>
Mar-19	4.02%	921	0.32	Mar-19	-0.16%	87	0.51
Mar-18	3.67%	983	0.41	Mar-18	12.73%	81	0.69
Mar-17	1.92%	1115	0.39	Mar-17	9.38%	85	2.27
Mar-16	2.82%	1059	1	Mar-16	0.76%	84	1.02
Mar-15	9.26%	171	1.01	Mar-15	14.74%	35	0.91

Cons. Balanced Income	Annual Returns	Portfolios <sup>^</sup>	STDDEV <sup>^^</sup>	GBP Diversified	Annual Returns	Portfolios <sup>^</sup>	STDDEV <sup>^^</sup>
Mar-19	5.81%	245	0.66	Mar-19	-2.61%	15	0.49
Mar-18	4.79%	195	0.69	Mar-18	6.73%	11	0.69
Mar-17	2.39%	165	0.31	Mar-17	-14.60%	1	0
Mar-16	3.33%	160	0.66	Mar-16	N/A	0	0
Mar-15	10.04%	21	0.43	Mar-15	N/A	0	0

Balanced	Annual Returns	Portfolios <sup>^</sup>	STDDEV <sup>^^</sup>	GBP Balanced Growth	Annual Returns	Portfolios <sup>^</sup>	STDDEV <sup>^^</sup>
Mar-19	3.81%	1855	0.41	Mar-19	-2.01%	9	0.27
Mar-18	6.51%	1776	0.57	Mar-18	4.80%	3	1.89
Mar-17	3.76%	1956	0.58	Mar-17	N/A	0	0
Mar-16	4.07%	1836	1.07	Mar-16	N/A	0	0
Mar-15	10.70%	479	1.14	Mar-15	N/A	0	0

Growth	Annual Returns	Portfolios <sup>^</sup>	STDDEV <sup>^^</sup>
Mar-19	2.23%	557	0.68
Mar-18	9.06%	508	0.85
Mar-17	7.72%	556	0.75
Mar-16	2.10%	555	1.09
Mar-15	13.09%	160	1.6

<sup>^</sup>The number of portfolios is the total of investor portfolios included in the composite returns.

<sup>^^</sup>The standard deviation measures the variability of investors' returns when compared to the return of the composite portfolio, for a given time period.

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