



#### Overview

Consilium model portfolios seek to outperform relevant benchmark indices by consistently allocating to parts of the market where higher long term expected returns can be found. The portfolios aim to deliver these returns by allocating to world leading investment managers who share a similar philosophy, including Dimensional Fund Advisors, BlackRock Inc, and Harbour Asset Management in New Zealand.

#### Investment style

Investments are selected based on an asset class investment philosophy. This approach draws on a wealth of academic research and seeks to enhance investment returns by tilting portfolios towards proven risk factors. Securities with smaller market capitalisation, lower relative prices and higher profitability have higher long term expected returns than those with larger market capitalisation, higher relative prices and lower profitability.

#### Portfolio construction

Consilium model portfolios adhere to a strategic asset allocation process, which is rigorously reviewed and updated every three years. Portfolios are consistently tilted towards the identified sources of higher long term expected returns by allocating to low cost, highly diversified funds that follow consistent non-forecasting investment mandates. Funds with high cost structures or that favour active management and concentrated position taking are not considered suitable for investment.

#### Investor suitability

A 98/2 portfolio is considered suitable for investors with an investment time horizon of at least 15 years before seeking to spend large amounts of their portfolio. This portfolio is targeting the highest available portfolio growth and should suit investors comfortable accepting the highest amount of volatility.

#### Key portfolio metrics

Expected pre tax return p.a. <sup>1</sup>	9.28%
Portfolio volatility p.a.	12.29%
Likelihood of a negative year <sup>2</sup>	1 in 3.3 yrs
Weighted avge fund expenses <sup>3</sup>	0.43%
No. of underlying funds/trusts	13
No. of underlying securities <sup>4</sup>	7,500+

<sup>1</sup> Long term expected return gross of all fees and tax

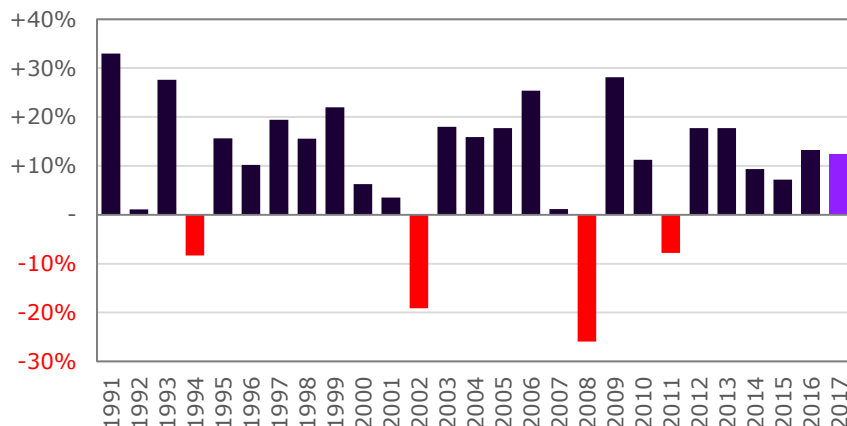
<sup>2</sup> Calculated on a net of all costs basis (ie, assuming 1% adviser fee, 0.25% platform fee, full fund management expenses, and a provision for rebalancing costs and taxes)

<sup>3</sup> Includes manager fees and other fund management costs

<sup>4</sup> Estimated from the aggregate holdings information supplied by each of the underlying fund managers

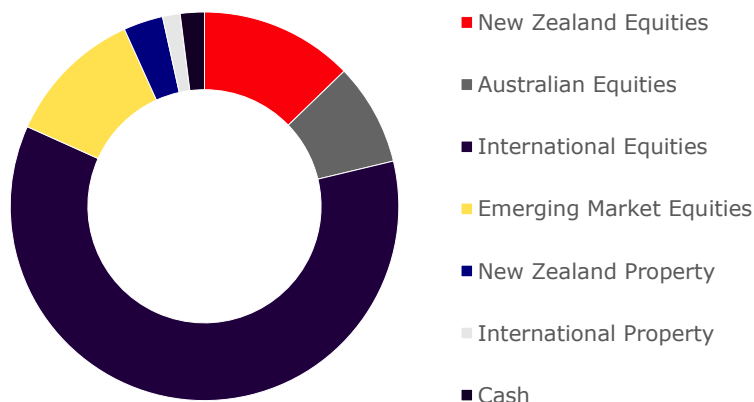
#### Model portfolio performance

	3m	6m	12m	3y	5y	10y
Portfolio	+5.49%	+6.51%	+18.64%	+11.27%	+13.20%	+6.66%

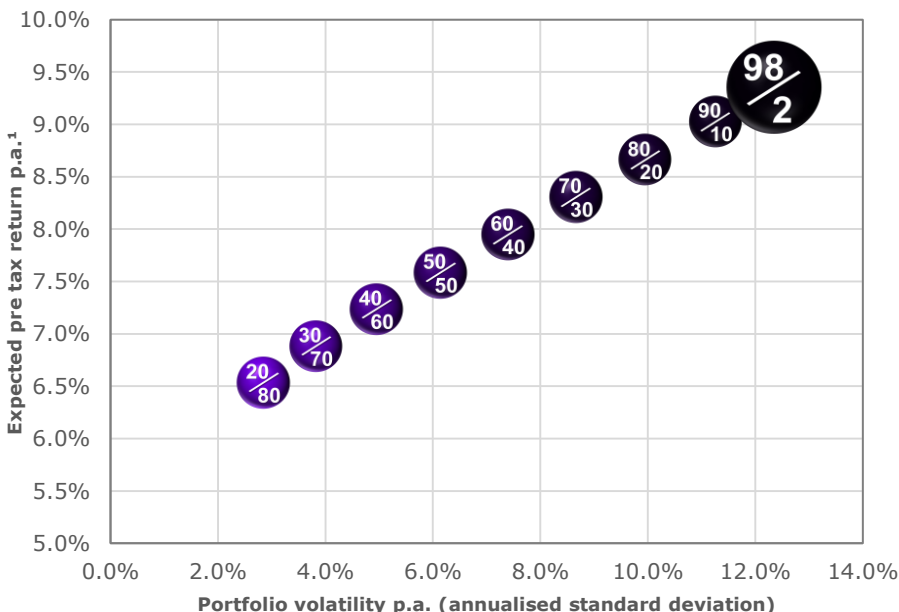


For more information on historical model portfolio performance, please refer to the disclaimer on page 2.

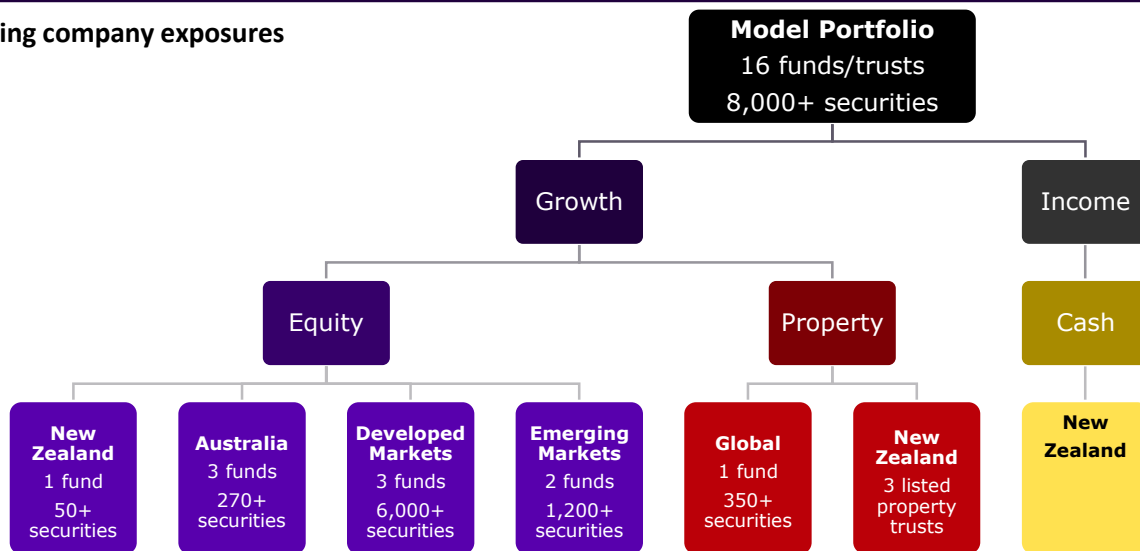
#### Asset allocation



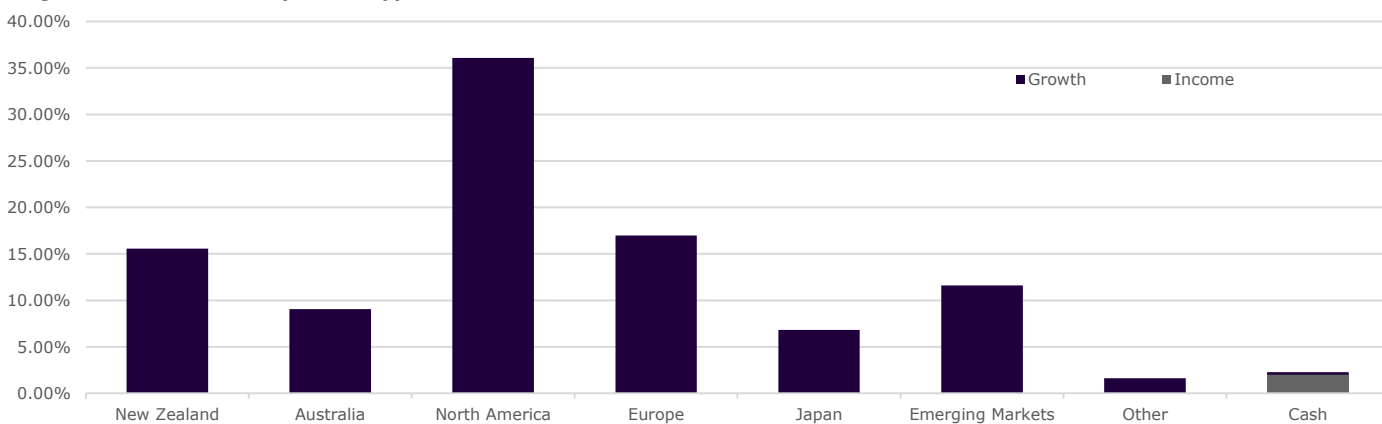
#### Long term expected returns



#### Underlying company exposures



#### Regional breakdown by asset type



#### Risk factors and their implementation

##### Equity – size

Exposure to the size factor is achieved by maintaining a strategic allocation to small company shares in the international developed markets and Australia. Size factor exposure in New Zealand is achieved by allocating to a fund with 70% of its assets replicating the NZX 50 Portfolio Index, which initially caps company weights at 5%. In aggregate, the emerging markets strategy also contains a moderate tilt to small companies.

##### Equity – value

Exposure to the value factor is achieved by maintaining a strategic allocation to company shares with low relative price to book ratios in the international developed markets and Australia. Value factor exposure in New Zealand is achieved through a 10% sub-strategy tilt. In aggregate, the emerging markets strategy also contains a moderate tilt towards companies with low relative price to book ratios.

##### Equity – profitability

Most recommended equity funds tilt towards higher profitability companies, measured by gross profitability scaled by book value. Small company funds in particular employ a low profitability exclusion, where companies that fail to meet minimum profitability ratios are omitted.