



Report of the
**Financial Markets
Authority**

(in respect of the KiwiSaver Act 2006)

for the year ended
30 June 2011

*Presented to the House of Representatives pursuant to
Section 194 of the KiwiSaver Act 2006*

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MINISTER OF COMMERCE

In accordance with section 194 of the KiwiSaver Act 2006, the Financial Markets Authority (“FMA”) submits the report for the year ended 30 June 2011 on the principal matters transacted under that Act.

With effect from 1 May 2011, when the Financial Markets Authority Act 2011 came into force, FMA became the regulator of KiwiSaver schemes.

This year’s report covers the 10 month period that the Government Actuary was the regulator. It also contains the fourth annual summary of statistical returns of KiwiSaver schemes based on the annual returns for the period ended 31 March 2011 lodged by each individual scheme as required by section 125 of the KiwiSaver Act 2006.

1. BACKGROUND

- 1.1 The Act places emphasis on the role and responsibilities of trustees.
- 1.2 For any new KiwiSaver scheme, FMA’s role is to ensure and enable eligible schemes to be registered in a timely manner. This requires a review to ensure that the trust deed complies with the requirements of the legislation, that matters covered in Schedule 2 of the Act are adequately disclosed, and that fees are not unreasonable as identified in Schedule 1 of the Act and the KiwiSaver Regulations 2006 (the Regulations).
- 1.3 The KiwiSaver regime has now been in force for four years. FMA’s role is similar to its role under the Superannuation Schemes Act 1989 (the 1989 Act), namely to react to the decisions and actions (or lack of action) of persons responsible for managing KiwiSaver schemes, where necessary or appropriate. Our aim is to encourage compliance with the Act and to resort to the use of statutory powers only where that encouragement has proved ineffective, or where “encouragement” would be inappropriate due to the circumstances of the particular matter under consideration. From time to time, whether on request or when a situation comes to our attention, we may investigate whether a KiwiSaver scheme is operating in accordance with the Act under the powers specified in Part 3 of the Financial Markets Authority Act 2011.

2. GENERAL OVERVIEW OF YEAR ENDED 30 JUNE 2011

- 2.1 Our activities have continued to be directed towards the development of processes to review the registration and regulation of KiwiSaver schemes and to administer the relevant sections of the new Act in conjunction with the Inland Revenue Department, which administers Parts 1 to 3 and Schedule 3. We have had regular contact with Inland Revenue to ensure the smooth running of the complete Act.

- 2.2 From Appendix 2, the numbers of members enrolled were over 1.67 million at 31 March 2011. By the end of June 2011, the membership of KiwiSaver schemes exceeded 1.75 million.
- 2.3 For members in employment, Inland Revenue collects the KiwiSaver member and any employer contribution via the IR345 form. We are aware that inconsistencies in the completion of that form can cause delays. However, whilst the contributions remain with Inland Revenue, an interest element will help compensate the member.
- 2.4 We have continued to be involved in discussions about individual KiwiSaver scheme design and trust deed issues with trustees and their advisers using our usual draft review process. Many ad hoc issues were raised and discussed, including interpretation issues on various sections of the Act.
- 2.5 The fees charged by FMA are as prescribed by Schedule 2 of the Regulations.
- 2.6 In previous reports by the Government Actuary, reference has been made to delays in the processing of voluntary transfers from one provider to another. All providers are aware of the requirements of section 56(4) of the Act which requires compliance within 35 days. It is pleasing to note that Workplace Savings New Zealand (WSNZ) has produced, with the support from KiwiSaver providers, an industry best practice document covering the transfer between the old and new provider of a transferring member's KiwiSaver accumulation. A copy of the document can be obtained from WSNZ.

WSNZ has also produced an industry best practice document for use by the industry in relation to KiwiSaver Significant Financial Hardship claims processing.

3. REGISTRATION OF SCHEMES

- 3.1 For the year to 30 June 2011, two new KiwiSaver schemes were registered and, late in the year, two other KiwiSaver schemes decided to exit the market, bringing the total number of registered schemes to 54. Statistical returns for the year ended 31 March 2011 were received from the 52 schemes registered at that date.
- 3.2 As at the end of August 2011, there were 53 registered KiwiSaver schemes and three of those are in the process of being wound up and deregistered.

4. UNREASONABLE FEES ASSESSMENT

- 4.1 As part of the registration process, under Schedule 2 of the Act, "a statement of the fees charged in the period from registration to the first annual report or the basis on which those fees will be calculated" is required.

- 4.2 The Government objective was to establish KiwiSaver as a low-cost, work-based savings scheme at both the individual and employer level. The Act makes no distinction between schemes which are provided to the general public or to employers. In general terms, the result has been a range of fees which have some variations.

The style of investment management, for example, will lead to different fee levels. But, in general terms, the higher the investment risk, the higher is the potential return and the higher the fee.

Fees can be compared on the Retirement Commission's website www.sorted.org.nz. However, that site does not allow comparison of both expected fees and expected returns which would demonstrate that funds with higher investment risk usually have higher fee levels but usually also have higher expected returns in the longer term.

Under section 189B of the Act, any increase in fees must be advised as soon as reasonably practicable after the increase takes place. During the year, there was an occasional minor adjustment such as an inflation adjustment to the member charge already identified in the Trust Deed.

An issue that has recently come to light which deserves comment in this report relates to Trustees investing in sub funds where the fees are deducted from the assets and a net return is declared. Trustees and providers need to clearly disclose to members the 'true real' cost of investing in investment options offered where retail or wholesale sub managers are used and only the net of fees and costs returns have been disclosed. It is noted that, in this scenario, some managers explicitly state that additional costs are incurred and also advise that there is no double-dipping on fees charged on the assets managed.

5. EXEMPT EMPLOYER, COMPLYING SUPERANNUATION FUND STATUS

- 5.1 On 30 June 2011, 418 (477 at 30 June 2010) private sector employers had applied and received exempt employer status. This means that new employees to those employer companies would not be subject to the automatic enrolment rules prescribed in the Act. Of the 418 private sector employers, 151 (163 at 30 June 2010) were associated with 26 (27 at 30 June 2010) standalone employer superannuation schemes whilst the balance of 267 (314 at 30 June 2010) employers were spread between 8 (8 at 30 June 2010) master trust multi-employer superannuation schemes.
- 5.2 With respect to Complying Superannuation Fund (CSF) status, as at 30 June 2011, there were 28 (29 at 30 June 2010) schemes that had obtained this status, of which 18 schemes were standalone employer schemes. The other 10 were multi-employer schemes. Thirteen (20 at 30 June 2010) employers of multi-employer schemes had received relevant participating employer complying fund status.

The decrease in CSF employers of master trust schemes is due to one provider closing CSF sub-plans.

6. COMMUNICATIONS

- 6.1 The office endeavours to maintain effective communication with those concerned with KiwiSaver schemes.
- 6.2 FMA continues to be willing to discuss particular problems on an informal basis with trustees and their professional advisers including telephone enquiries.
- 6.3 Guidance notes can be issued under section 127 of the Act from time to time. These guidance notes will be subject to a “peer review” process before being issued. Since the KiwiSaver Act came into force, two guidelines have been issued. No guidance notes have been issued during the previous 12 months.

No newsletters were issued during the past year.

The Insurance and Superannuation Unit website was closed down on 30 April 2011, and superannuation and KiwiSaver information is now available from www.fma.govt.nz. The website also contains the electronic KiwiSaver Scheme Register, the Complying Superannuation Fund Register, the Exempt Employer Register and the KiwiSaver fees guidance notes that are published under the Act. Electronic copies of old superannuation newsletters produced by the Government Actuary can be obtained by contacting FMA superannuation schemes staff.

7. COMMENTARY

KiwiSaver continues to develop in two distinct forms, namely:

- “retail” schemes for members and participating employers
- schemes for specific groups of people either in the same company or industry or other defined group.

The second group has restricted access, which results generally in lower fees as the defined membership has a close connection with the provider.

There are now over 1.67 million members and funds under management exceeded \$9.1 billion at 31 March 2011. In time, the economies of scale experienced because of the higher numbers of members, together with the ability for members to change their provider, should result in a more competitive environment between providers that will benefit members in general.

A member has the ability to track contributions passing through the Inland Revenue KiwiSaver website (www.KiwiSaver.govt.nz) as well as on the websites of some individual providers.

The Sorted website gives fees comparisons and the Sunday Star Times, for example, has a regular table of most KiwiSaver fund size and investment return information. This all adds to the ability of members to understand the performance of their own funds within their provider's KiwiSaver scheme.

Approximately 24.5 percent of all funds are invested in the default funds. Whilst this has been to the benefit of members during the global credit crisis, it is hoped that members, with the help of providers, will consider longer term investment options that are more suited to their risk and age profile.

All KiwiSaver providers are identified on the register on the website www.fma.govt.nz.

On a general issue, there continue to be some questionable selling practices operating in the market. These have been investigated when they have come to light. It is of note that we would expect this problem to diminish with the implementation of the Financial Advisers Act, now that the sale of KiwiSaver has become a Category One product.

The statistics also identify in Appendix 3 that there are over 295,000 members aged 17 or under. Whilst this is admirable, it is important to stress the need for continued savings to make the account viable in the long term. Currently, it is believed that over 90 percent of such members make no contributions and we do not see any improvement in the overall statistics or anecdotal information provided to FMA.

8. STATISTICS

The Appendices 1 to 11 contain the aggregation of the 31 March 2011 statistical returns specified in Schedule 1 of the KiwiSaver regulations. Appendices 1 to 8 mirror a form identified in the Schedule 1. Some 52 KiwiSaver schemes as at 31 March 2011 were open to new entrants and completed a statistical return.

Under section 46 of the Act, an employer can notify the Commissioner that they have chosen a preferred KiwiSaver scheme. As at 31 March 2011, 18,600 employers had chosen a preferred KiwiSaver scheme.

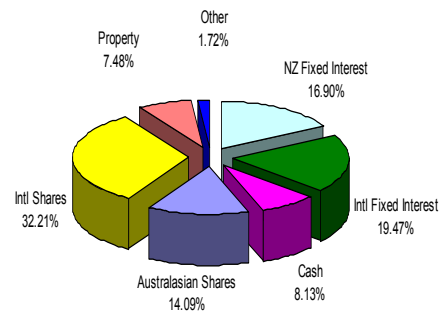
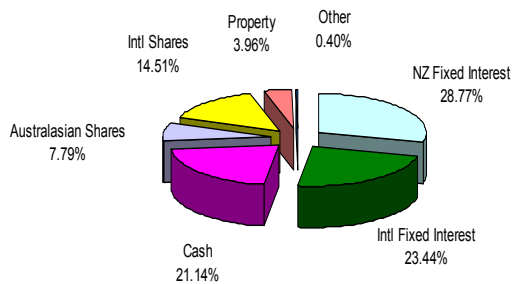
From the statistics available in Appendix 2, it is possible to define the percentage of contributing members. There are 926,153 contributing members which represents 55 percent of the total number of members. The definition of a non-contributing member is a member who has not made a contribution in the previous two months. Thus the 45 percent regarded as non-contributors will include a significant number of those under 17 and some self-employed. Clearly, the self employed may make contributions close to the end of their tax year. However, it is significant that the contribution index last year measured 60 percent (816,031 contributing members) and the year before it was 77 percent (755,185 contributing members). Hence, there has been a further increase during the year in those not contributing. It is not possible to identify the degree of members' contributions and the level of those contributions from the data.

Whilst the membership has increased by 23 percent over the year (37 percent in 2010), the level of section 64 contributions only increased by 9 percent (20 percent in 2010).

In the following pie charts, the assets of the top 10 KiwiSaver schemes are shown by benchmark asset allocation for the Conservative, Balanced and Growth Funds. The average benchmark investment allocation for the six default funds is also shown.

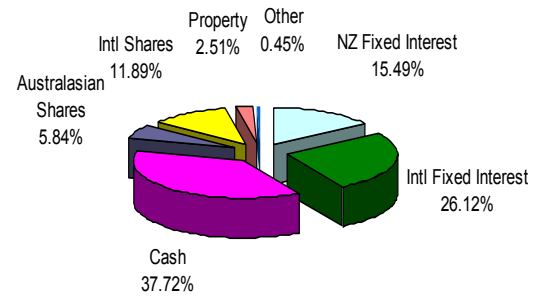
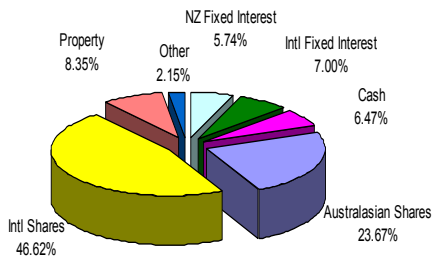
Benchmark Investment Asset Mix - Balanced Portfolio

Benchmark Investment Asset Mix - Conservative Portfolio



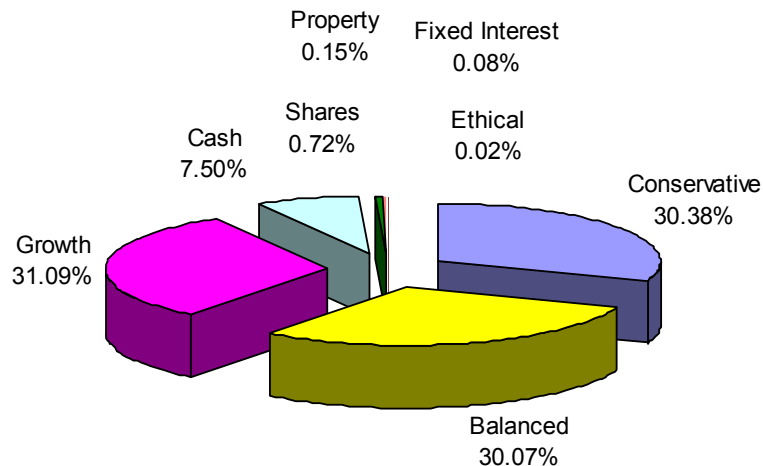
Average Investment Asset Mix - Default Portfolios

Benchmark Investment Asset Mix - Growth Portfolio



A flavour of member preference is also demonstrated by taking the same 10 providers and showing the asset classes. A conservative/balanced fund preference is clearly visible currently.

Portfolio Allocation - Excluding Default Members



9. STAFF AND EXTERNAL ADVISERS

Effective 1 May 2011, the Government Actuary, David Benison, ceased to be the regulator under the KiwiSaver Act 2006. David was Government Actuary for the last eight years. His dedication to the role and advice to officials over the years on KiwiSaver and superannuation policy matters has been very much appreciated and we wish David well for the future.

The staff of the Insurance and Superannuation Unit transferred to FMA. This transfer will ensure continuity of knowledge and application of the current legislation for the industry moving forward.

Sean Hughes
Chief Executive
Financial Markets Authority

Appendix 1: KiwiSaver Schemes in Force as at 31 March 2011 - Income and Expenditure Summary

	Default	Active	Total
<i>Opening balance of scheme assets at start of annual return year</i>	\$1,664,431,830.54	\$4,187,939,073.34	\$5,852,370,903.88
Categories of income for annual return year			
Member contributions at section 64 contribution rate	\$323,691,751.71	\$803,551,052.19	\$1,127,242,803.90
Employer contributions	\$205,078,113.35	\$494,893,821.45	\$699,971,934.80
Crown contributions (section 226) and fee subsidies	\$277,584,267.57	\$732,893,018.80	\$1,010,477,286.37
Transfers of members' accumulations into scheme from other KiwiSaver schemes	\$6,984,927.45	\$564,055,638.17	\$571,040,565.62
Transfers of members' accumulations into scheme from registered superannuation schemes	\$618,362.30	\$15,964,943.89	\$16,583,306.19
Lump sum contributions	\$1,939,519.81	\$91,550,977.61	\$93,490,497.42
Other voluntary contributions over section 64 contribution rate	\$2,581,920.66	\$62,057,170.00	\$64,639,090.66
Income from investment of scheme assets	\$104,188,526.38	\$432,322,159.25	\$536,490,685.63
Other income	\$462,704.35	\$2,331,153.60	\$2,793,857.95
Total income from annual return year	\$923,110,093.58	\$3,199,619,934.96	\$4,122,730,028.54
Categories of expenditure for annual return year			
First home purchase withdrawals	\$3,016,200.21	\$9,265,304.93	\$12,281,505.14
Mortgage diversion withdrawals	\$50,375.00	\$518,508.09	\$568,883.09
KiwiSaver end payment date withdrawals	\$0.00	\$0.00	\$0.00
Withdrawals on death	\$2,012,577.14	\$6,833,181.94	\$8,845,759.08
Serious illness withdrawals	\$909,034.32	\$2,599,317.23	\$3,508,351.55
Withdrawals or transfers on permanent emigration	\$2,607,858.33	\$4,863,122.59	\$7,470,980.92
Significant financial hardship withdrawals	\$4,459,183.13	\$13,097,389.12	\$17,556,572.25
Transfer of members' accumulations out of the scheme into other KiwiSaver schemes	\$281,662,445.74	\$292,882,990.67	\$574,545,436.41
Amounts required to be paid under other enactments	\$15,767.00	\$88,794.63	\$104,561.63
Administration fees	\$13,684,846.14	\$38,734,137.16	\$52,418,983.30
Investment management fees	\$7,768,262.50	\$32,647,571.26	\$40,415,833.76
Trustee fees	\$696,177.58	\$1,844,198.29	\$2,540,375.87
Other scheme expenses	\$20,582,917.05	\$47,882,294.99	\$68,465,212.04
Total expenditure for annual return year	\$337,465,644.14	\$451,256,810.90	\$788,722,455.04
Closing balance of scheme assets at end of annual return year	\$2,250,076,279.98	\$6,936,302,197.40	\$9,186,378,477.38

Note:

- The statistical returns are unaudited and may not include all transactions.
- Some providers currently have an inability to differentiate between types of transfers, therefore there are discrepancies in transfers to and transfers from KiwiSaver Schemes.

Appendix 2: KiwiSaver Schemes in Force as at 31 March 2011

Membership Summary

	Number of Members		
	Default	Active	Total
<i>Number of contributing members at start of annual return year</i>	241,137	574,894	816,031
Categories of entries of members for annual return year			
New members (other than transfers from other schemes)	86,758	234,278	321,036
Members restarting contributions at end of section 104 contribution holidays	2,151	3,469	5,620
Members restarting contributions after stopping contributions for any other reason	38,531	95,390	133,921
Members transferring into scheme from other KiwiSaver schemes	1,275	124,621	125,896
Members transferring into scheme from registered superannuation schemes	49	705	754
<i>Total entries for annual return year</i>	<u>128,764</u>	<u>458,463</u>	<u>587,227</u>
Categories of membership exits for annual return year			
KiwiSaver end payment date exits	0	0	0
Deaths	394	1,246	1,640
Permanent emigration exits	544	946	1,490
Transfers out of scheme into other KiwiSaver schemes	57,911	76,496	134,407
Other permanent exits	816	713	1,529
Members starting section 104 contribution holidays	12,744	17,038	29,782
Member stopping contributions for other reasons	55,231	253,026	308,257
<i>Total temporary and permanent exits for annual return year</i>	<u>127,640</u>	<u>349,465</u>	<u>477,105</u>
<i>Number of contributing members at end of annual return year</i>	<u>242,261</u>	<u>683,892</u>	<u>926,153</u>
Non-contributing members on section 104 contribution holidays			
<i>Number of members on section 104 contribution holidays at start of annual return year</i>	17,193	16,162	33,355
Members starting section 104 contribution holidays	12,744	17,023	29,767
Members ending section 104 contribution holidays and restarting contributions	2,151	3,432	5,583
Members ending section 104 contribution holidays but not restarting contributions for any reason	2,036	1,705	3,741
<i>Number of members on section 104 contribution holidays at end of annual return year</i>	<u>25,750</u>	<u>28,048</u>	<u>53,798</u>
Other non-contributing members (not on section 104 contribution holidays)			
<i>Number of other non-contributing members (not on section 104 contribution holidays) at start of annual return year</i>	118,932	397,944	516,876
Members stopping contributions without section 104 contribution holidays	57,267	254,731	311,998
Members restarting contributions after having stopped contributions without section 104 contribution holidays	38,531	95,427	133,958
<i>Number of other non-contributing members (not on section 104 contribution holidays) at end of annual return year</i>	<u>137,668</u>	<u>557,248</u>	<u>694,916</u>
Total number of members at end of annual return year	<u>405,679</u>	<u>1,269,188</u>	<u>1,674,867</u>

Note:

- Some providers currently have an inability to differentiate between types of transfers, therefore there are discrepancies in transfers to and transfers from KiwiSaver Schemes.

Appendix 3: KiwiSaver Schemes in Force as at 31 March 2011
Age and Gender Profile of Members

Age at end of annual return year	Default members			Active members			Total active members
	Female	Male	Unknown gender	Female	Male	Unknown gender	
17 and under	1,648	1,579	721	141,437	144,878	4,743	291,058
18-25	40,964	43,329	14,971	91,998	89,542	9,235	190,775
26-30	22,214	24,245	7,441	45,614	41,584	4,589	91,787
31-35	18,477	19,121	5,801	42,479	36,619	3,820	82,918
36-40	18,971	18,484	5,367	48,227	39,481	3,781	91,489
41-45	19,105	16,838	5,017	51,197	42,030	3,631	96,858
46-50	18,871	15,513	4,626	53,873	44,732	3,420	102,025
51-55	15,862	12,800	3,448	51,663	42,727	2,679	97,069
56-60	12,262	10,119	2,474	50,358	42,179	2,116	94,653
61-65	8,937	8,505	1,455	51,758	45,674	1,555	98,987
66-70	2,001	2,202	329	15,297	14,982	393	30,672
71-75	0	0	0	0	0	0	0
76-80	0	0	0	0	0	0	0
81-85	0	0	0	0	0	0	0
86 and over	0	0	0	0	0	0	0
Unknown age	840	815	327	311	320	266	897
Totals	180,152	173,550	51,977	644,212	584,748	40,228	1,269,188

continued

Appendix 3: KiwiSaver Schemes in Force as at 31 March 2011
Age and Gender Profile of Members

Age at end of annual return year	Total members			Total members
	Female	Male	Unknown gender	
17 and under	143,085	146,457	5,464	295,006
18-25	132,962	132,871	24,206	290,039
26-30	67,828	65,829	12,030	145,687
31-35	60,956	55,740	9,621	126,317
36-40	67,198	57,965	9,148	134,311
41-45	70,302	58,868	8,648	137,818
46-50	72,744	60,245	8,046	141,035
51-55	67,525	55,527	6,127	129,179
56-60	62,620	52,298	4,590	119,508
61-65	60,695	54,179	3,010	117,884
66-70	17,298	17,184	722	35,204
71-75	0	0	0	0
76-80	0	0	0	0
81-85	0	0	0	0
86 and over	0	0	0	0
Unknown age	1,151	1,135	593	2,879
Totals	824,364	758,298	92,205	1,674,867

Appendix 4: KiwiSaver Schemes in Force as at 31 March 2011
Profile of New Default and Other Members

	Number of members	Scheme assets held for those members (\$)
Default members allocated to scheme by Commissioner under section 51 in annual return year	88,273	\$161,053,651.00
Other new members entering scheme in annual return year (including transfers from other schemes and active choice members)	75,567	\$182,971,307.00

Note:

Some providers have included members who have since opted out whilst others have not.

Appendix 5: KiwiSaver Schemes in Force as at 31 March 2011
Summary of Non-Contributing Members
(not on section 104 contribution holidays)

	Number of Default Members	Scheme assets held for those members (\$)	Number of Active Members	Scheme assets held for those members (\$)
Number of non-contributing members (not on section 104 contribution holidays) at start of annual return year	118,933	\$290,636,111.75	396,238	\$651,517,694.88
Number of non-contributing members (not on section 104 contribution holidays) at end of annual return year	137,668	\$414,524,772.24	1,399,082	\$1,141,340,949.89

Note:

Non-contributing member –

- A member for whom no contributions have been received in the previous two months or
- Where the member does not contribute via the IRD, the member has failed to meet their contracted contribution frequency.

Appendix 6: KiwiSaver Schemes in Force as at 31 March 2011
Investment Fund Summary

Investment Funds	Number of members in each investment fund	Amount in each investment fund (\$)
Default	405,679	\$2,250,076,279.57
Totals	<u>405,679</u>	<u>\$2,250,076,279.57</u>
Active Default	111,526	\$547,147,918.46
Conservative	345,816	\$1,489,817,370.48
Balanced	351,949	\$2,056,698,171.81
Growth	470,383	\$2,053,244,933.46
Single sector funds		
<i>Cash</i>	566,035	\$432,834,955.33
<i>Shares</i>	23,999	\$102,261,059.78
<i>Fixed Interest</i>	3,060	\$7,551,086.07
<i>Property</i>	2,108	\$9,197,653.27
<i>Socially Responsible</i>	7,570	\$19,538,933.97
<i>Other</i>	45,166	\$218,268,625.76
Totals	<u>1,927,612</u>	<u>\$6,936,560,708.39</u>

Note:

1. The statistical returns are unaudited and may not include all transactions.
2. Some members will be invested in more than one Investment Fund.

Appendix 7: KiwiSaver Schemes in Force as at 31 March 2011
Switches Out of Default Investment Product Into Other Investment Funds

Switches in annual return year	Number of members out of default investment product	Number of members into others	Amount (\$) out of default investment product	Amount (\$) into others
<i>Switches out of default investment product under instrument of appointment</i>	16,372		\$102,599,783.97	
<i>Switches into other investment funds</i>				
Conservative		2,880		\$18,625,145.74
Balanced		8,787		\$52,322,237.57
Growth		4,560		\$24,878,729.96
Single sector funds				
Cash		996		\$5,558,248.31
Shares		288		\$1,215,595.88
Fixed Interest				
Property				
Other				
Total of switches into other investment funds	16,372	17,511	\$102,599,783.97	\$102,599,957.46

continued

Appendix 7: KiwiSaver Schemes in Force as at 31 March 2011
Switches Between Investment Funds

Investment Funds	Switches into investment funds in annual return Number of switches	Amount (\$)	Switches out of investment funds in annual return Number of switches	Amount (\$)	Net change in amounts (\$)
Active default	1,060	\$3,585,768.11	1,974	\$9,649,495.45	-\$6,063,727.34
Conservative	6,318	\$42,880,987.40	4,633	\$23,641,861.24	\$19,239,126.16
Balanced	9,797	\$53,396,044.18	8,493	\$52,534,368.37	\$861,675.81
Growth	6,800	\$32,609,520.80	8,557	\$49,380,849.99	-\$16,771,329.19
Single sector funds					
Cash	3,765	\$16,113,886.35	2,642	\$14,278,452.23	\$1,835,434.12
Shares	764	\$2,258,075.63	546	\$1,569,886.57	\$688,189.06
Fixed Interest	147	\$839,110.93	184	\$673,278.91	\$165,832.02
Property	137	\$470,104.56	127	\$529,521.67	-\$59,417.11
Socially Responsible	71	\$175,822.40	53	\$112,895.94	\$62,926.46
Other	865	\$4,362,432.64	773	\$4,312,672.46	\$49,760.18
Total of switches between funds	<u>29,724</u>	<u>\$156,691,753.00</u>	<u>27,982</u>	<u>\$156,683,282.83</u>	<u>\$8,470.17</u>

Appendix 8: KiwiSaver Schemes in Force as at 31 March 2011
Profile of Switches Between Investment Funds

How many switches between investment funds made in annual return year	Number of members who made those switches	
	Default	Active
1 switch	16,339	27,233
2 switches	32	2,285
3 switches	1	255
4 switches	0	112
5 switches or more	0	40

Appendix 9: Kiwisaver Schemes In Force At 31 March 2011
Analysis According To Size Of Scheme Assets

	Number of Schemes 2011	Total Assets 2011 \$m	Total Membership 2011
Assets grouping			
1 Under \$1m	10	1.66	284
2 \$1m to under \$2.5m	5	8.02	805
3 \$2.5m to under \$10m	5	20.49	1,504
4 \$10m to under \$25m	7	121.71	13,820
5 \$25m to under \$50m	4	139.88	23,597
6 \$50m to under \$100m	2	109.83	10,974
7 \$100m to under \$200m	7	1,049.28	254,653
8 \$200m and over	12	7,735.50	1,369,230
TOTAL	52	9,186.37	1,674,867

Notes:

- 1 The data has been obtained from statistical returns made by the trustees of Kiwisaver schemes "registered" under the KiwiSaver Act 2006.
- 2 Some totals may not add exactly, due to rounding.

Appendix 10: Kiwisaver Schemes In Force At 31 March 2011
Analysis By Nature Of Scheme

Nature of scheme	Number of Schemes	Total Assets	Total Membership
	<u>2011</u>	<u>2011</u> \$m	<u>2011</u>
Default Schemes (6)		2,250	405,679
Retail (Active Choice)	33	6,727	1,250,091
Employer (Bolt on)	10	12	1,008
Industry/Other	9	197	18,089
TOTAL	52	9,186	1,674,867

Notes:

- 1 Default Schemes statistics are only in respect of members and assets in the Default investment fund option.
- 2 Retail (Active Choice) Total Assets and Total Membership figures include that portion of the Default schemes where members have actively chosen to participate.
- 3 The data has been obtained from statistical returns made by the trustees of KiwiSaver schemes "registered" under the KiwiSaver Act 2006 to the members and beneficiaries of those schemes.
- 4 Some totals may not add exactly, due to rounding.

Appendix 11: Kiwisaver Schemes In Force At 31 March 2011
Analysis According To Nature Of Scheme And Size Of Scheme Assets

NUMBER OF SCHEMES:

Assets Grouping	Retail (see note 1)	Employer (Bolt on)	Industry/ Other	Total
1 Under \$1m	1	6	3	10
2 \$1m to under \$2.5m	1	2	2	5
3 \$2.5m to under \$10m	2	2	1	5
4 \$10m to under \$25m	6	0	1	7
5 \$25m to under \$50m	5	0	0	5
6 \$50m to under \$100m	2	0	1	3
7 \$100m to under \$200m	6	0	1	7
8 \$200m and over	10	0	0	10
Total, all groups	33	10	9	52

TOTAL ASSETS (\$ millions):

Assets Grouping	Default	Retail	Employer (Bolt on)	Industry/ Other	Total
1 Under \$1m	0.00	0.04	1.13	0.49	1.66
2 \$1m to under \$2.5m	0.00	1.72	3.15	3.15	8.02
3 \$2.5m to under \$10m	0.00	8.91	7.92	3.66	20.49
4 \$10m to under \$25m	0.00	110.09	0.00	11.62	121.71
5 \$25m to under \$50m	0.00	167.22	0.00	0.00	167.22
6 \$50m to under \$100m	0.00	129.93	0.00	52.46	182.39
7 \$100m to under \$200m	0.00	923.45	0.00	125.83	1,049.28
8 \$200m and over	2,250.08	5,385.52	0.00	0.00	7,635.60
Total, all groups	2,250.08	6,726.88	12.20	197.21	9,186.37

TOTAL MEMBERSHIP:

Assets Grouping	Default	Retail	Employer (Bolt on)	Industry/ Other	Total
1 Under \$1m	0	8	225	51	284
2 \$1m to under \$2.5m	0	314	271	220	805
3 \$2.5m to under \$10m	0	732	512	260	1,504
4 \$10m to under \$25m	0	12,440	0	1,380	13,820
5 \$25m to under \$50m	0	26,347	0	0	26,347
6 \$50m to under \$100m	0	13,737	0	5,407	19,144
7 \$100m to under \$200m	0	243,882	0	10,771	254,653
8 \$200m and over	405,679	952,631	0	0	1,358,310
Total, all groups	405,679	1,250,091	1,008	18,089	1,674,867

Notes:

- 1 Default Schemes are included.
- 2 Default Schemes statistics are only in respect of members and assets in the Default investment fund option.
- 3 Retail (Active Choice) Total Assets and Total membership figures include that portion of the Default schemes where members have actively chosen to participate.
- 4 The data has been obtained from statistical returns made by the trustees of KiwiSaver schemes "registered" under the KiwiSaver Act 2006 to the members and beneficiaries of those schemes.
- 5 Some totals may not add exactly, due to rounding.