



Care more about  
your KiwiSaver savings

“We exist to make money  
for clients so performance  
matters more than growing  
our customer base.”



**Mike Taylor**

Founder and Chief Investment Officer



# Our story

Mike Taylor founded Pie Funds with the simple **philosophy of outperforming the markets by investing in growth companies.**

Having purchased his first shares at the age of 18, Mike went on to grow his own personal portfolio and then that of friends and family. Mike worked in a number of financial roles both here and in the UK.

Believing many funds were serial underperformers, he launched Pie Funds in 2007. Fast forward over a decade, and Pie's goal is still to **focus on above-average client returns through active management, and to provide investors with outstanding client service.**



# Why Pie?

**It's easy to forget about your KiwiSaver savings. We never do.**

We're experts at active management, and we understand that every little gain made, or loss mitigated can make a significant impact on your retirement savings or first home deposit. Managed by our expert global investment team, we offer three actively managed funds in the Pie KiwiSaver Scheme to suit every investor's needs.

## Closer to the detail

### ► Specialist Investment Manager

We are a New Zealand owned KiwiSaver, investment funds and wealth manager generating wealth for our clients since 2007. We don't just follow the market; we work tirelessly to beat it. We're committed to active investment management, and with our team of active management experts, aim to outperform by design, not by luck.

### ► For you. With you

Invested in your success, we believe there's nothing quite like the motivation of having skin in the game. That's why we invest alongside you. Over \$100m (as at 31 July 2024) of the money we manage comes from our staff, directors, and shareholders.

### ► Global Presence

Our team of global investment experts are dedicated to actively managing New Zealanders' money. With specialist teams on the ground in New Zealand, Australia and the UK, we have a deep understanding of the markets in which we invest.

# KiwiSaver's main benefits

KiwiSaver is a long-term savings initiative that can help you prepare for your retirement and can also be used to buy your first home. By starting early, consistently contributing, and utilising the benefits, you can work towards the retirement lifestyle you envision.

## Benefits

### ▶ Government contributions

For every dollar you contribute to your KiwiSaver account, the government will add 50 cents, up to a maximum of \$521.43 annually. This means to maximise this benefit, you should aim to contribute at least \$1042.86 each year (from 1 July to 30 June). If you join, turn 18, or 65 partway through the year, your government contribution will be prorated based on your membership duration within that year.

### ▶ Contributions from your employer

If you're employed and contributing to KiwiSaver from your salary or wages, your employer must contribute at least 3% of your before-tax pay. Note that tax is deducted from your employer's contributions. Your employer's contributions are in addition to your personal contributions and enhance your overall savings for retirement.

### ▶ First home withdrawal

After being a KiwiSaver member for at least three years, you may be eligible to withdraw most of your KiwiSaver savings to contribute towards buying your first home. You're required to leave a minimum of \$1,000 in your account.

| Benefit Type                     | Under 18 years old | 18 years old or over |                               | 65 years old or over |
|----------------------------------|--------------------|----------------------|-------------------------------|----------------------|
|                                  |                    | Employed             | Self-employed or not employed |                      |
| Government contributions         |                    | ●                    | ●                             |                      |
| Contributions from your employer |                    | ●                    |                               |                      |
| First home withdrawal            |                    | ●                    | ●                             |                      |

Benefits are subject to eligibility criteria

### ▶ Flexible personal contributions

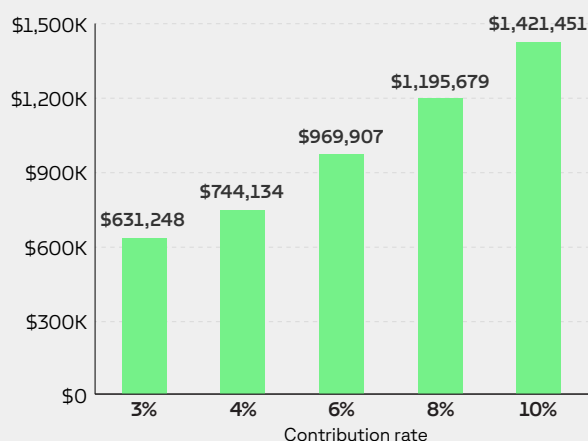
As an employee, you can choose to contribute 3%, 4%, 6%, 8%, or 10% of your before-tax pay. If you're self-employed or not employed, you have the flexibility to contribute any amount at any time. You can also make voluntary contributions, either regularly or as lump sums, to boost your KiwiSaver savings.

### How different contribution rates can have an impact on your savings over time

Choosing a higher contribution rate can significantly boost your savings by the time you retire. While contributing more can mean a little less in your pocket now, increasing your contribution by just 2% or 3% could make a big difference over the long term.

For example, Sam is 25 and just beginning his KiwiSaver journey. By contributing 6% instead of 3% he could potentially add over \$330,000 to his retirement savings, that's an extra \$389 per week.

Here's what Sam's KiwiSaver balance by retirement could look like under different contribution options



The graph is based on Sorted's KiwiSaver calculator that forecasts how much you could have at retirement. These numbers do not reflect the returns of the Pie KiwiSaver Scheme.

The graph assumes a 25 year old with a starting annual salary of \$60,000 (with a projected increase in salary of 3.5% per annum) through to retirement at age 65. The graph assumes annual Government contributions of \$521.43 and investment return assumption of 4.5% per annum (after fees and taxes). Inflation has not been taken into account.

The chart is provided as an illustration only and is not intended to represent any indication of future performance. Returns are not guaranteed and the value of your investment may go down as well as up.

# Our Pie KiwiSaver Scheme Funds

The Pie KiwiSaver Scheme has three different actively managed funds to suit every investors' needs.

| Conservative  | Balanced   | Growth   |
|---|--|--|
| Invests primarily in fixed interest and cash, with an allocation to equities. | Invests in equities with a reasonable allocation towards fixed interest. | Invests primarily in international and Australasian equities with a focus on globally-known brands, along with a cash and fixed interest exposure. |
| <b>Investment timeframe</b><br>3+ Years                                       | <b>Investment timeframe</b><br>5+ Years                                  | <b>Investment timeframe</b><br>7+ Years  |
| <b>Risk rating</b><br>Lower   | <b>Risk rating</b><br>Medium   | <b>Risk rating</b><br>Higher   |

## Choosing the right fund for you

One of the most important decisions that you can make about your KiwiSaver account is the type of fund you are in. When deciding on which fund to choose it's important to consider your investment goals and timeframe as well as how you feel about risk.

The longer you have to invest, the more risk you may be able to tolerate. This is because you have time to ride the ups and downs of investment markets and therefore can be invested in higher risk funds. Higher risk funds can rise and fall over short periods of time however in the long term they tend to grow your balance more than conservative funds.

We recommend that you periodically review your fund choice to ensure it remains best suited for you.

### Investing too conservatively might mean missing out on tens, and in some cases hundreds of thousands of dollars in retirement

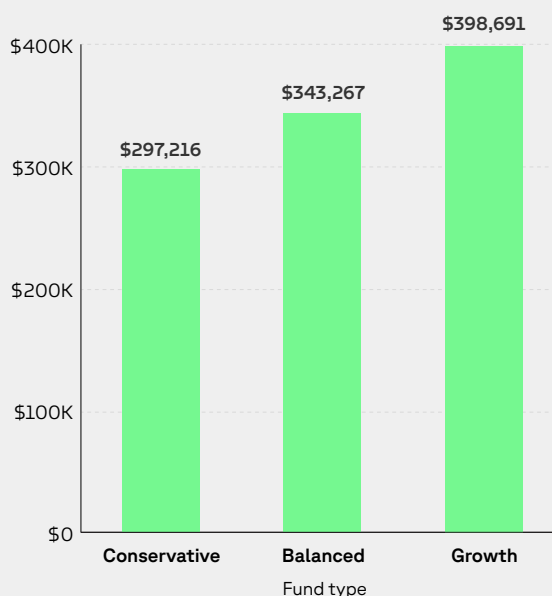
Let's consider Angela who is 35 and has just withdrawn most of her KiwiSaver savings to help purchase her first home and is now starting to build her balance up again for when she reaches retirement. If she chooses to switch to a growth fund from a conservative fund, she could end up with over \$100,000 more by the time she turns 65.

The graph is based on Sorted's KiwiSaver calculator that forecasts how much you could have at retirement. These numbers do not reflect the returns of the Pie KiwiSaver Scheme.

The graph assumes a 35 year old with a KiwiSaver balance of \$1,000 and a starting annual salary of \$75,000 (with a projected increase in salary of 3.5% per annum) through to retirement at age 65. The graph assumes annual Government contributions of \$521.43 and investment return assumption of 2.5% per annum (after fees and taxes) for the Conservative Fund, 3.5% per annum (after fees and taxes) for the Balanced Fund and 4.5% per annum (after fees and taxes) for the Growth Fund. Inflation has not been taken into account.

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Here's what Angela's KiwiSaver balance by retirement could look like under different fund type options



# What you can expect as a Pie KiwiSaver Scheme investor

Choosing **Pie KiwiSaver Scheme** means joining a community of investors who value foresight, performance, and service. We're here to help you grow your wealth with confidence, every step of the way. Here's what sets us apart:

- ▶ **Above average returns over the long-term**  
**Your aspirations, amplified**  
Our focus is on outperforming the average, striving for above-market returns over the long-term. Our active management approach is designed to seize opportunities that others may overlook, aiming to grow your savings consistently through the years.
- ▶ **Exceptional client services**  
**Your needs, attentively catered to**  
We pride ourselves on providing a client service experience that's second to none. Whether you have a query about your investment or need guidance on your next steps, our dedicated team is on hand to provide support.
- ▶ **Regular communication**  
**Your investments, transparently presented**  
Staying informed is key to confidence in your investment decisions. As a member, you'll receive regular updates on fund performance and market insights, ensuring you're always in the loop.
- ▶ **Personalised investor portal**  
**Your portfolio, at your fingertips**  
Your Pie KiwiSaver Scheme account is accessible anytime, anywhere, through our secure, user-friendly member portal. Track your investment, view your balance, and monitor fund performance with ease, giving you control over your financial future.
- ▶ **One monthly fee**  
**Your savings, maximised**  
We believe in simple, transparent fees. That's why we offer a straightforward monthly fee structure, with no hidden costs to reduce your investment value. And for our youngest members under the age of 13, it's fee-free, helping to kickstart their saving journey early.

## How to join the Pie KiwiSaver Scheme

- Step 1**  
**Review your fund options**  
Ensure you know which fund you want to invest in by reviewing the options on [www.piefunds.co.nz/KiwiSaver](http://www.piefunds.co.nz/KiwiSaver).  
Read the Pie KiwiSaver Scheme Product Disclosure Statement
- Step 2**  
**Complete the online application**  
Apply online at [www.piefunds.co.nz](http://www.piefunds.co.nz). Please ensure you have the following documents to hand:
  - Passport or Drivers Licence
  - IRD number
- Step 3**  
**Confirmations and account opening**  
You will receive a confirmation email once your application has been submitted. You will then receive an email with details on how to gain access to your KiwiSaver portal in which to view transactions and investment performance.

# A Slice of financial wisdom

Investing with the **Pie KiwiSaver Scheme** is not just about saving for retirement; it's about making the journey there as rewarding as the destination. Whether you're starting out, saving to purchase your first home or nearing retirement, here are some tips on how to make the most of your KiwiSaver.

## Pie KiwiSaver Scheme top five tips for success

- 1 Choose the right fund**  
 Selecting the right fund is like choosing the perfect slice of pie. Each type of pie offers a unique flavor and texture, just as each fund comes with its own set of benefits and risks. The choice you make can have a significant impact on your retirement savings, so it's crucial to consider your investment goals and timeframe, along with your risk appetite, before deciding which fund is best suited for you.
- 2 Increase your contributions**  
 Boosting your KiwiSaver contributions, even slightly, can significantly enhance your retirement savings, leveraging the power of compounding to grow your pie.
- 3 Savour the Government contribution**  
 Make sure you contribute at least \$1,042.86 annually to enjoy the government's topping of up to \$521.43, a sweet addition to your savings. That is the equivalent of contributing about \$20 per week.
- 4 Stay steady through market fluctuations**  
 The financial markets can be as unpredictable as a pie in the oven. Keep a cool head during the highs and lows to avoid making decisions that might impact your long-term gains.
- 5 Regularly review your KiwiSaver account**  
 Just like checking on a pie as it bakes, periodically review your KiwiSaver account to ensure it aligns with your investment goals and risk appetite.

## Annual KiwiSaver Government contributions add up

Ever wondered what the lifetime value of annual KiwiSaver Government Contributions is?

If you receive the full \$521.43 each year from the age of 18 to 64, your KiwiSaver retirement balance could be over \$76,000 bigger\*. Along with your contributions to your Pie KiwiSaver Scheme account of \$1,042.86 each year, it could be an extra \$233,000\*.



\*Based on sorted.org.nz's Savings Calculator, putting aside putting aside \$521.43 and \$1,564.29 each year over 46 years, at an annualised return after fees of 4.5% pa (assuming PIR of 28%).



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Information is current as at 31 July 2024. Pie Funds Management Limited is the manager and issuer of the Pie KiwiSaver Scheme (the Scheme). The product disclosure statement for the Scheme can be found at [www.piefunds.co.nz](http://www.piefunds.co.nz). Any advice is given by Pie Funds Management Limited and is general only. Our advice relates only to the specific financial products mentioned and does not account for personal circumstances or financial goals. Please see a financial adviser for tailored advice. You may have to pay product or other fees, like brokerage, if you act on any advice. As manager of the Schemes' investment funds, we receive fees determined by your balance and we benefit financially if you invest in our products. We manage this conflict of interest via an internal compliance framework designed to help us meet our duties to you. For information about how we can help you, our duties and complaint process and how disputes can be resolved, or to see our product disclosure statement, please. Please let us know if you would like a hard copy of this disclosure information. Past performance is not a reliable indicator of future returns. Returns can be negative as well as positive and returns over different periods may vary.

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