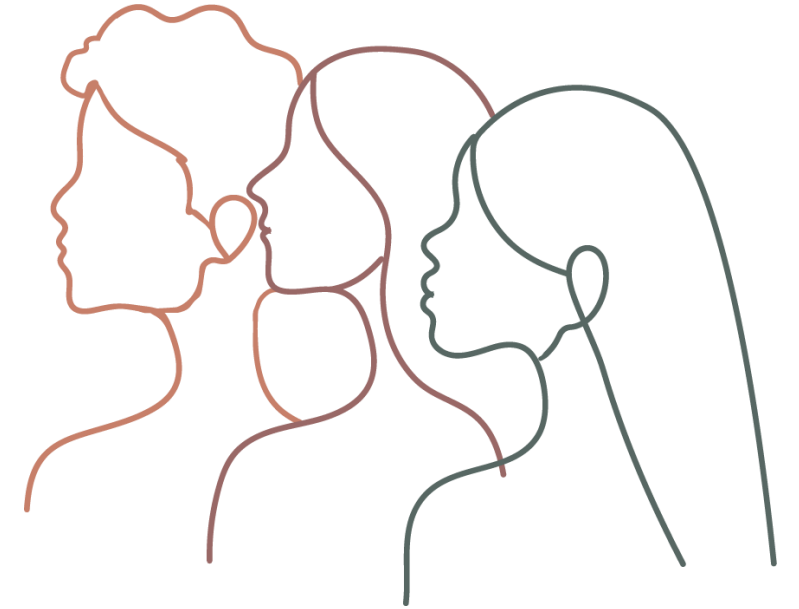




Financial Empowerment



Katie Douglas-Clifford

Investment Adviser
Craig's Investment Partners
Tauranga



NZ WOMEN
IN MEDICINE

About Craigs Investment Partners

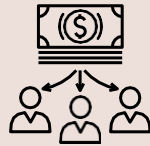
Who are we?



Over **35** years in business



Kiwi-owned
180+ advisers across **19** branches



65,000 clients



Over **\$27bn** in client funds
under management



Advice backed by one of the
largest research teams in New
Zealand

Investment is our specialty

We offer personalised investment solutions
to private, corporate and institutional
clients.



Katie Douglas-Clifford

Investment Adviser

Role

Partnering with clients to build investment solutions and help achieve their goals

Community

- Member of the Craigs Community Fund committee
- Passionate speaker sharing knowledge at numerous community events and companies
- Involved with supporting the Tauranga Arts Festival and Flavours of Plenty

Qualifications

- Certificate of Authorisation AFA (2017)
- NZX Diploma
- Bachelor of Commerce (Finance) Auckland University, Bachelor of Arts (Psychology) (2006)
- NZX Adviser

Outside of Craigs

- Mum to 3 children including identical twins
- Love boating, fishing, running and walking my dog
- Born and bred in Hamilton

About me



Why invest?

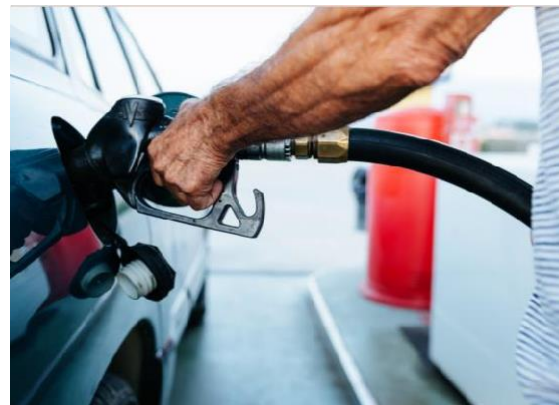
To grow capital for life-time expenditure

To provide an income after retirement

Basic Needs
= \$x per week

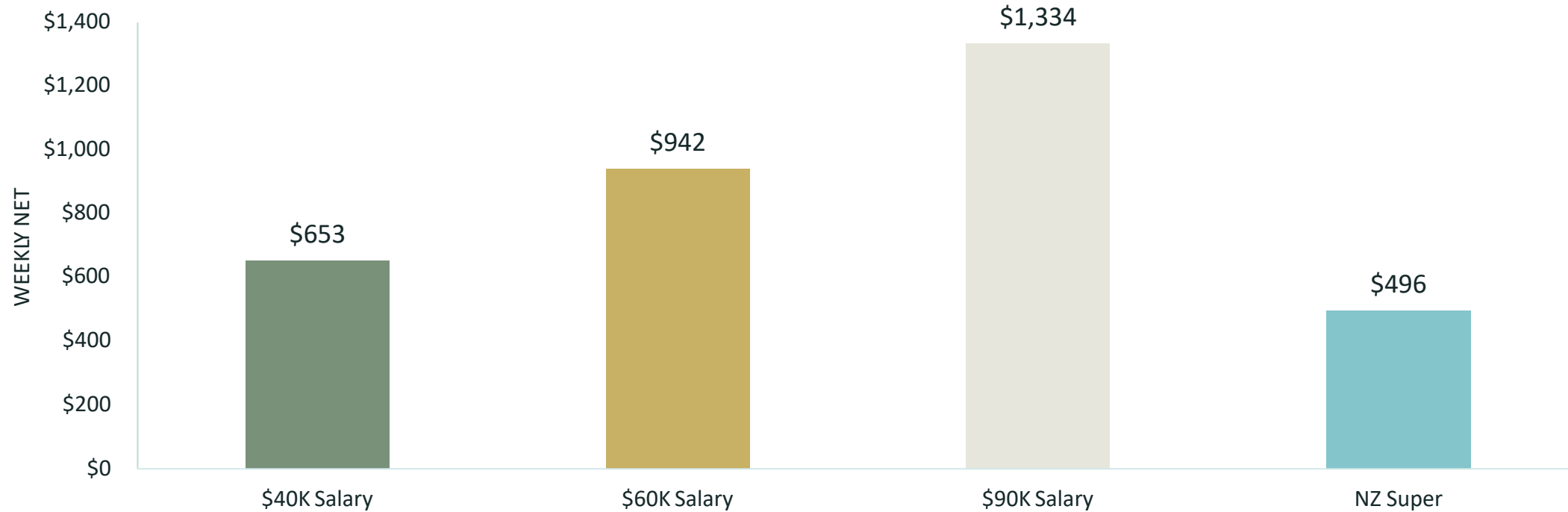


What you
want & enjoy
(lifestyle)



Investing for your retirement

Without saving, could you afford to live the lifestyle you want in retirement?

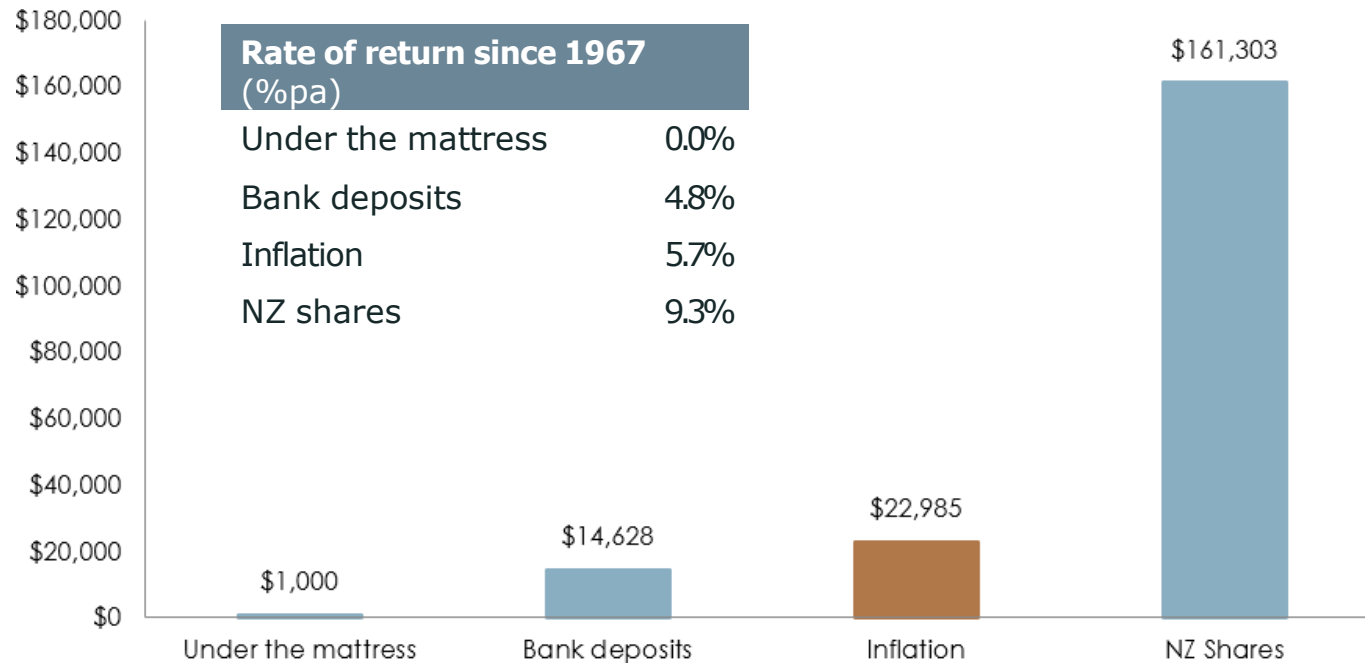


Source: Inland Revenue NZ. The NZ Super bar in this graph is based on a single person living alone from the age of entitlement to NZ Super, currently age 65. The weekly net income amounts for each salary level are based on the current applicable personal tax rates as at July 2023.

This chart provides an illustration only and is not intended to represent any indication of future performance.

Shares help protect your money from inflation

An example showing rates of returns on \$1,000 since 1967



Source: Reserve Bank of New Zealand, Bloomberg, Craigs Investment Partners. Share returns are calculated using the Barclays Capital Index from prior to 1986 and the NZSE Gross Index from 1986 to December 2023. This index excluded dividends up to 1986, included gross dividends from 1987 to 2000 and net dividends since then – on balance it includes dividends reinvested net of tax. The six month term deposit rate was sourced from the RBNZ, tax has been deducted from interest at a rate of 30% and interest has been compounded. Inflation has been calculated using CPI data.

Women & Wealth

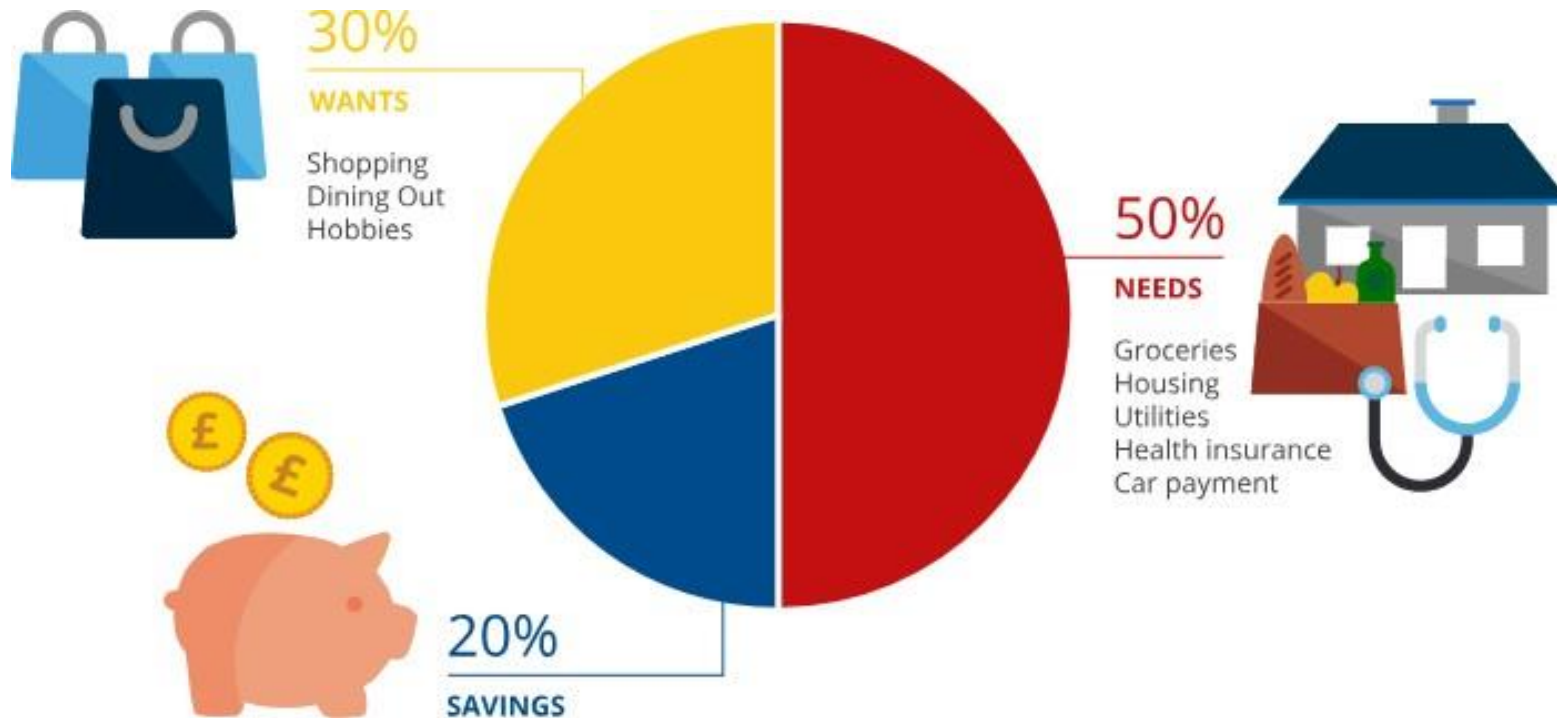


Less time and lower incomes to build our wealth

Save more to support ourselves through more years in retirement and enjoy life to the full

Life is never a straight, predictable line, so making a plan today is a good idea

The 50/30/20 budgeting rule



Let's look at an example

Pay - \$150,000

After tax - \$103,000

Needs - \$51,500

Wants - \$30,900

Savings - \$20,600

KiwiSaver at 3% - \$4,500 + \$3,000 (if employer also pays)

Are you investing the other \$13,100?
- Investment Property?
- Shares?

Are you doing enough...

Assumptions: Pay = \$150,000 / Current KiwiSaver Balance = \$50,000 / Fund = Growth / Age =40

Scenario 1.

KiwiSaver at 3%- \$6,000

By age 65, you could have close to

\$406,181

That's about

\$1,623 per month
until you're 90

Scenario 2.

KiwiSaver at 6%- \$12,000

By age 65, you could have close to

\$586,271

That's about

\$2,342 per month
until you're 90

Scenario 3.

KiwiSaver at 10%- \$20,000

By age 65, you could have close to

\$826,204

That's about

\$3,300 per month
until you're 90

Source: Sorted.org.nz Assumptions: Inflation is 2%. We selected employed and therefore the KiwiSaver calculator assumes your pay increases at 3.5% per year and that your contributions increase in line with your pay. For example, \$200 today will be \$230 in 4 years' time. The assumed pay increase of 3.5% is included in the calculations by applying a margin to the assumed long-term rate of inflation (2%). You do not suspend your savings at all. You receive the maximum government contribution of \$521. Your investments are in a managed fund which is a portfolio investment entity. The assumed net return is 4.5%.

So why are not we investing?

54%

Of non-investors say they don't have enough money to start

43%

Of people are too worried about their finances to think about the future

64%

Of non-investors find information about investing difficult to understand

27%

Of non-investors are afraid of losing everything



Ref: Blackrock

A black and white photograph of a young girl in a patterned tennis outfit, captured in the middle of a powerful tennis swing on a court. She is holding a tennis racket with both hands. The background is a chain-link fence.

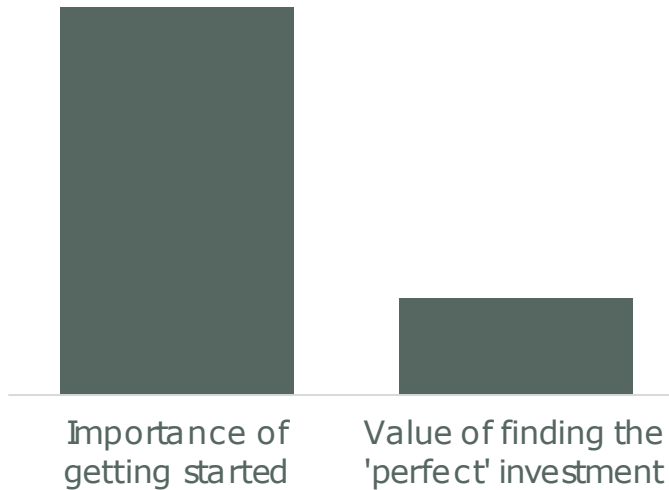
It's only a crazy dream until you do it.



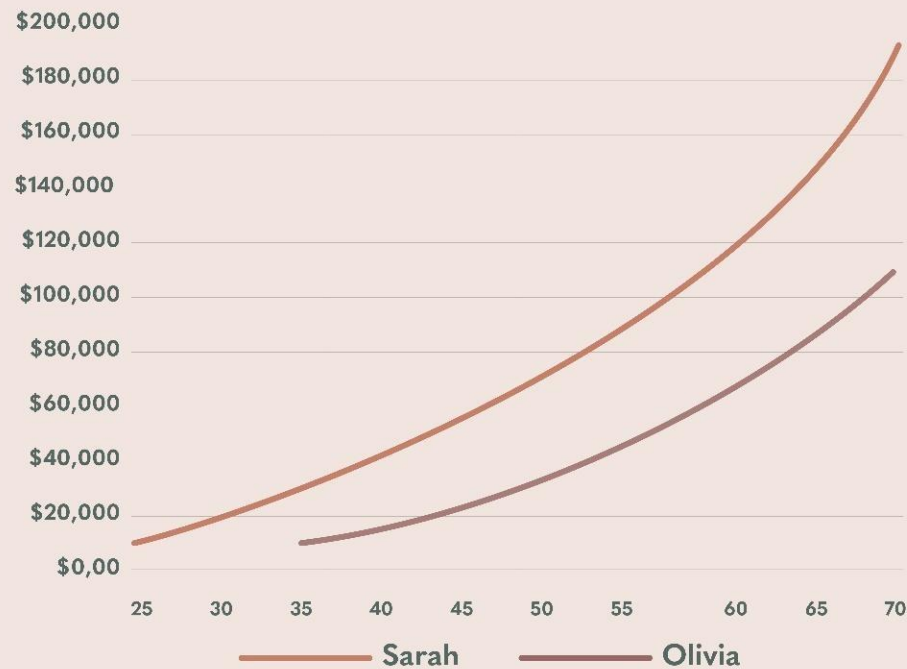
Just do it.

Just get started

Procrastination is your biggest enemy



The difference 10 years can make The sooner you start the better off you can be



Sarah
Invests \$10k at 25
+ 100 per month
At 65 her balance is
\$194,000*



Olivia
Invests \$10k at 35
+ 100 per month
At 65 her balance is
\$114,000*



*Source: Craigs Investment Partners. Based on the value of \$10,000 invested with a return of 4.5% (before fees and tax), using the 20-year return forecasts for a Craigs Balanced Portfolio. Returns have been compounded monthly. Past performance is no indication of future performance. All investments involve risk and can go down as well as up. Before making an investment decision we recommend you speak with an investment adviser. Values are approximate and have been rounded.

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You don't need much to invest

Over Ten Years

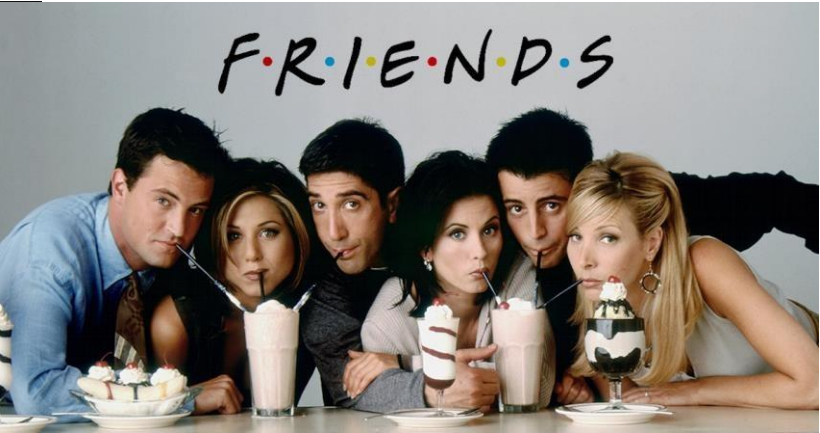


But don't expect miracles...

Over Ten Years



Non-negotiables



KiwiSaver



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The role of an adviser

“ We specialise in expert investment advice. ”

Tailored advice
based on your needs
Each client is unique

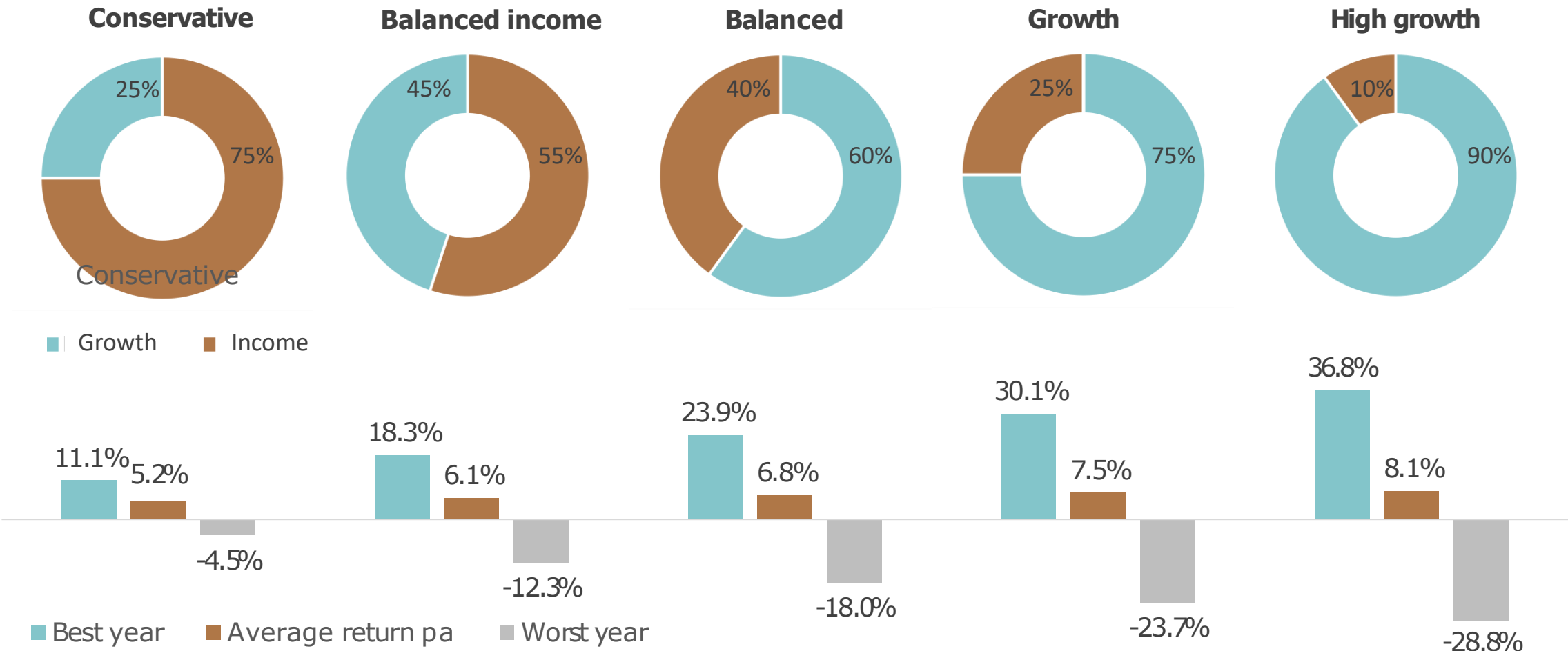
**Investment
Partnerships**

**Risk Managers
Gate keepers**

Where can you invest?



Asset Allocation – risk/return trade off



Source: Bloomberg, Craigs Investment Partners. The historical performance figures shown are compound returns in NZ dollars.

Drown out the noise

Down 25%+	Down 15-25%	Down 10-15%	Down 5-10%	Down 0-5%	Up 0-5%	Up 5-10%	Up 10-15%	Up 15-25%	Up 25%+
2008	2002	2001	1957	2018	1953	2007	1993	2010	2009
1974	2022	1969	1962	1990	1994	1956	2004	2006	1951
	1973		2000	1981	2015	1978	2016	2012	1950
			1966	1960	2011	1992	1965	1988	1998
			1977	1987	1970		1971	1964	2003
					1984		2014	1952	2021
					2005		1959	1979	1980
							1968	2020	1961
								1982	1991
								1967	1985
								1999	2013
								1972	1997
								2017	1955
								1963	1958
								1976	1995
								1983	1975
								1996	1954
								1986	

- Four out of every five years delivered a positive return**
- One in every ten years the market was down more than 10%**
- One in every four years it was up more than 25%**
- The average annual return since 1950 has been 11.1%**
- The best year was 1954 (up 474%)**
- The worst year was 2008 (down 37.0%)**
- The strongest decades were the 1950s, 1990s and the 1980s**
- The weakest decade was the 2000s (or the 1970s, in 'real' terms)**

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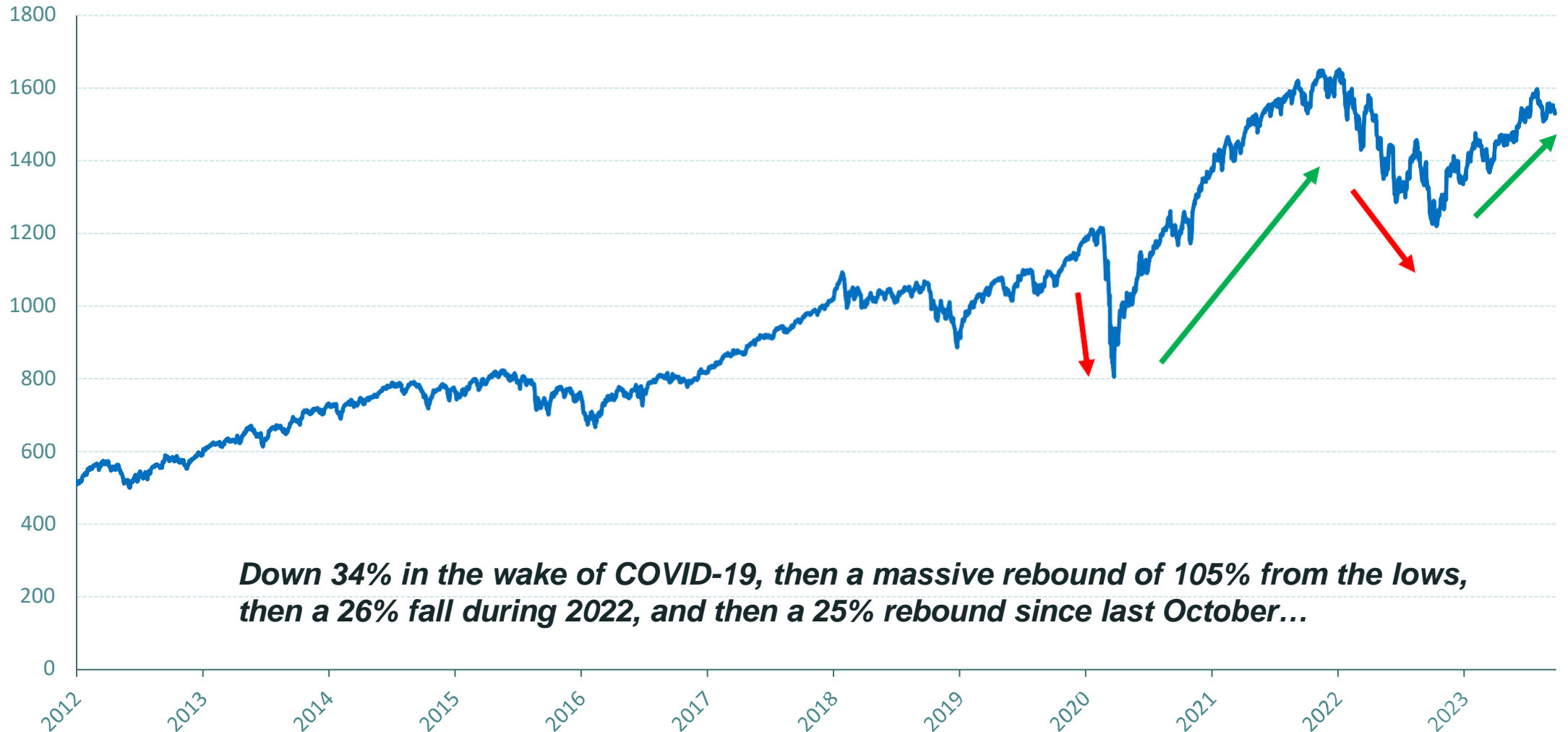


Invest only what you can afford to lose...

...is really bad investment advice

Invest only what you do not need in the short term

World shares over the past decade (US dollars)



Down 34% in the wake of COVID-19, then a massive rebound of 105% from the lows, then a 26% fall during 2022, and then a 25% rebound since last October...

A stocks and bonds portfolio is “bricks and mortar” too



Average annual return over the last 5 years...

-19%

12.9%

62.9%

Average annual return over the last 5 years...

-19%

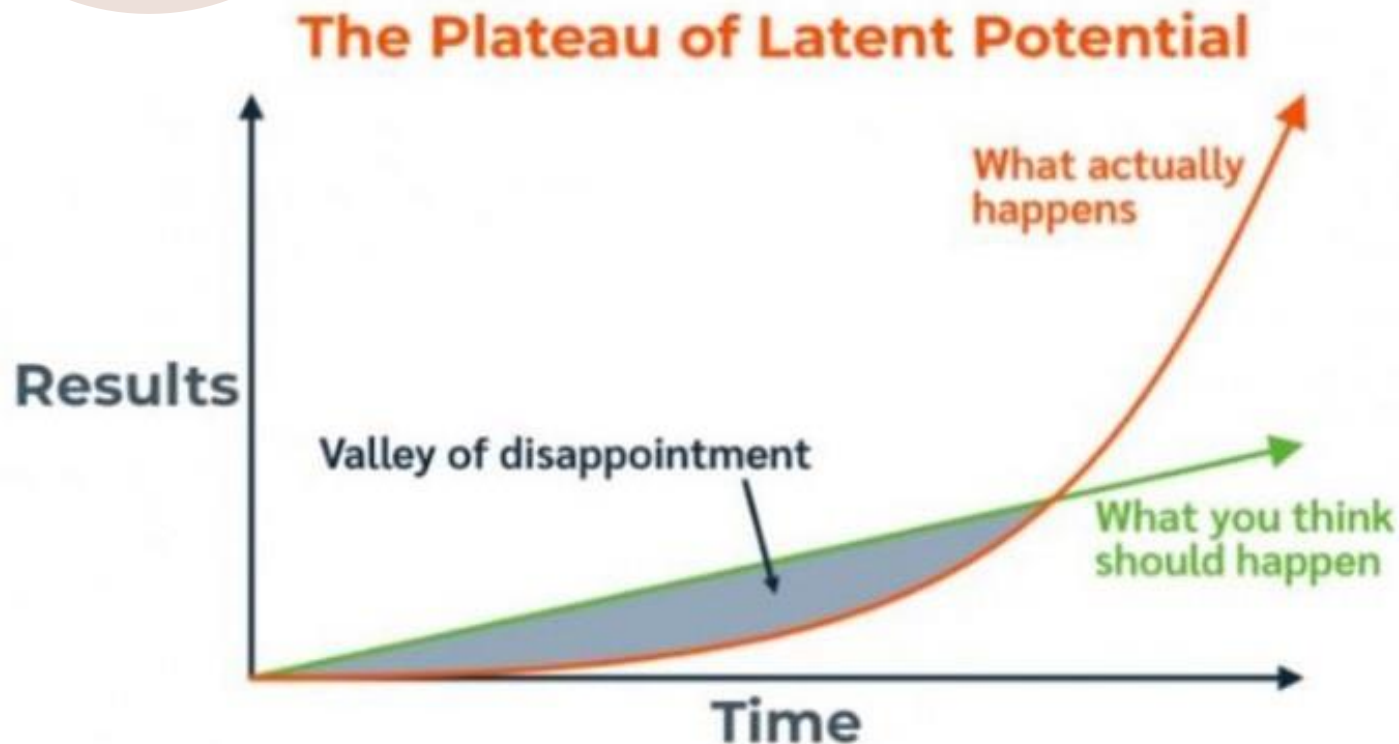
12.9%

62.9%



Compound interest takes time...

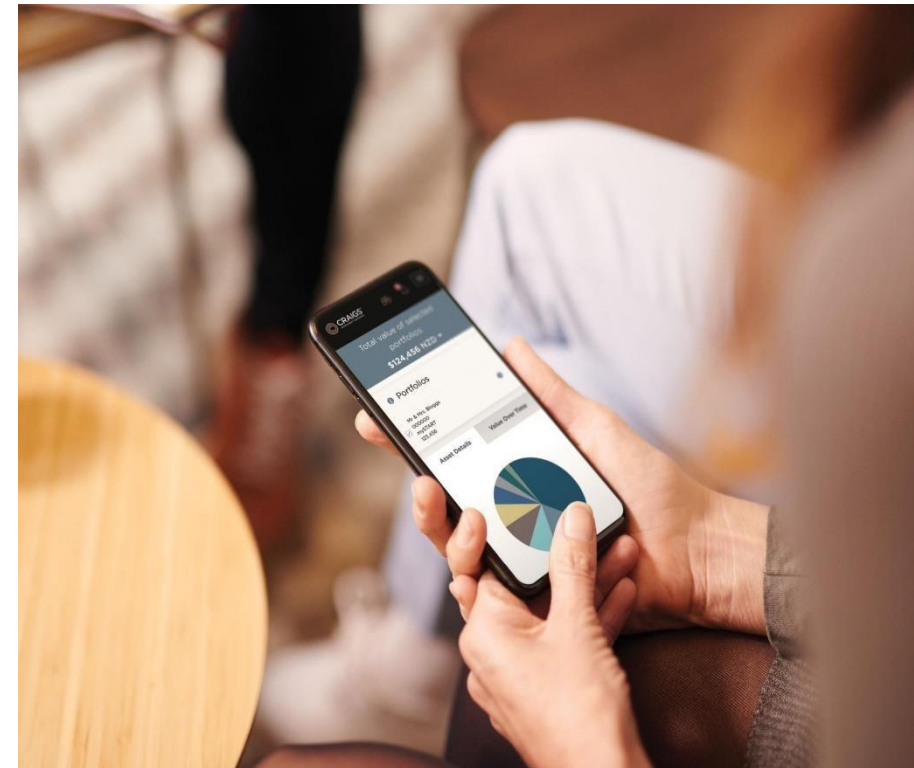
James Clear
"Atomic Habits"



- Things don't always go as planned
- Change doesn't come overnight
- Perseverance is the key to surpassing the valley the disappointment

Whether its saving for education, property, a holiday or just building up another long-term investment, mySTART can help.

- Suitable for investors who are just getting started or want to be hands off.
- Choose from over 240 investment options
- No minimum – you can contribute as little as \$50 per month
- Flexible payment options - You choose how much to invest, and how often.
- Pause your investing or make an ad-hoc contribution
- Access to research
- Also great for setting up an investment for **kids**



Spotlight on KiwiSaver

SPOTLIGHT ON KIWISAVER

QUARTERLY SNAPSHOT
AS AT 31 MARCH 2024

2.996
MILLION
FSC KIWISAVER MEMBERS



\$100.4
BILLION
FUNDS MANAGED



20.1%
INCREASE
IN FUNDS UNDER
MANAGEMENT
IN FUNDS UNDER MANAGEMENT IN
THE 12 MONTHS TO 31 MAR 2024



1.81%
INCREASE
IN NUMBER OF
KIWISAVER MEMBERS
12 MONTHS TO 31 MAR 2024



QUARTERLY KIWISAVER
CONTRIBUTIONS



\$4.80
BILLION

TOTAL CONTRIBUTIONS
IN THE 12 MONTHS TO
31 MAR 2024

\$896
MILLION

CONTRIBUTIONS
IN THE THREE MONTHS TO
31 MAR 2024



\$33.5K
AVERAGE MEMBER
BALANCE



\$1,609

TOTAL AVERAGE
CONTRIBUTIONS
IN THE 12 MONTHS TO
31 MAR 2024

Source: FSC Quarterly KiwiSaver Statistics, 31 March 2024. FSC statistics cover 93% of total KiwiSaver Funds under Management (based on RBNZ data as at 31 December 2023), gathered from FSC members and non-members.

www.fsc.org.nz

Financial Services
Council NZ

KiwiSaver Benefits

Benefits	Employee	Self- employed or not employed	Under 18
Member tax credit <ul style="list-style-type: none">• Up to \$521 per KiwiSaver year	✓	✓	-
Matching employer contribution of 3%	✓	-	-
First Home withdrawal	✓	✓	✓
KiwiSaver Homestart Grant <ul style="list-style-type: none">• Up to \$5,000 for an existing home• Up to \$10,000 for a new build	✓	✓	-

mySTART and KiwiSaver investment options



Microsoft



Spark^{nz}



serko



L'ORÉAL

RioTinto



Meridian.



Adobe



NVIDIA®



MACQUARIE
BANK



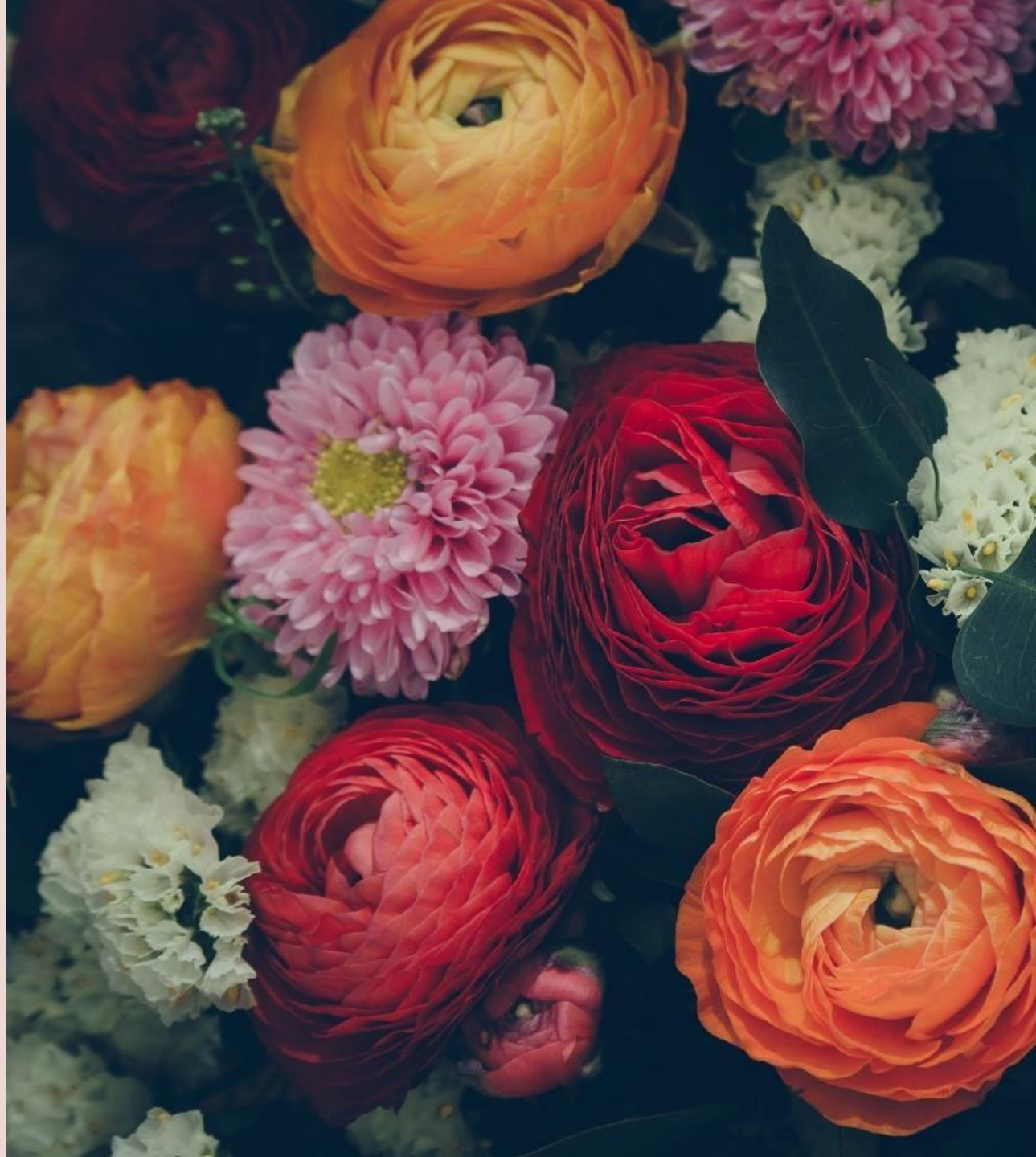
amazon



“Someone is sitting in the shade today because someone planted a tree a long time ago”

Warren Buffett

Questions?



Disclaimer

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Katie Douglas Clifford is an Investment Advisers at Craigs Investment Partners. Their Adviser Disclosure Statements can be found at craigsip.com

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