

• super**START**®

Introducing the key features of super**START**®
one of the most flexible superannuation
solutions in New Zealand.



Investment **Options**

Superannuation at a glance

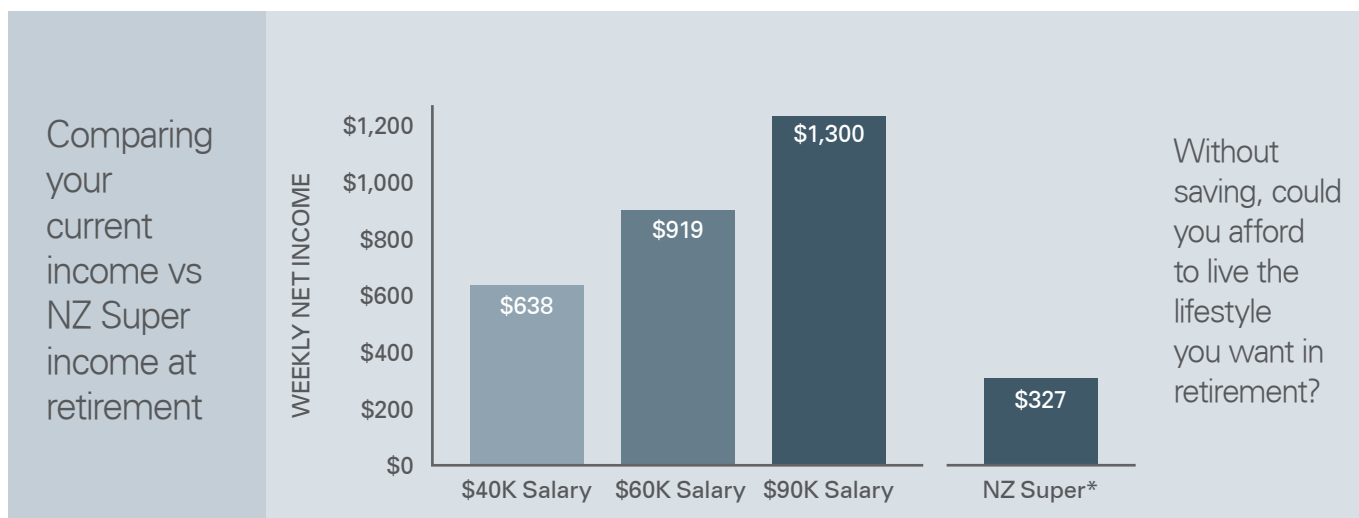
Why save for your retirement?

Saving for your retirement is one of the easiest decisions to put off, but the longer you wait, the less financial security you will have for your retirement.

Currently most retired New Zealanders receive their income from two main sources, their personal savings and New Zealand National Superannuation.

New Zealand Superannuation is a regular income paid by the Government to eligible New Zealand residents, currently from

age 65 until death. On its own, New Zealand Superannuation will provide an annual income of less than \$20,000 for a single person, or less than \$30,000 per annum for a married couple. Could you afford to live the lifestyle you want in retirement on New Zealand Superannuation alone?



*Based on a single person living alone from the age of entitlement to NZ Super (New Zealand Superannuation), currently age 65. The weekly net income amounts for each salary level are based on the applicable personal tax rates as at 1 October 2010.

Are you eligible for New Zealand Superannuation?

You may be eligible for New Zealand Superannuation if you are over the age of 65 and:

- Are a New Zealand citizen or permanent resident; or
- Have lived in New Zealand for at least 10 years since you turned 20, and for at least 5 years since you turned 50.

Saving for your retirement

For most New Zealanders the New Zealand Superannuation income will not be enough to sustain their current lifestyle in retirement. The reality is that you may need to save for your retirement to supplement your income.

One of the most effective ways to build your retirement 'nest-egg' is through regular contributions into a diversified portfolio of investments and this is why we created superSTART®, the simple way to invest for your retirement.

Introducing superSTART®

superSTART® is one of the most flexible superannuation solutions in New Zealand.

With superSTART® you have a wide range of Investment Options, including the ability to tailor your portfolio by self-selecting your own securities from our nominated list.

superSTART® provides more flexibility than KiwiSaver as you have earlier access to your funds (currently from the age of 55) and can choose how much you contribute and how often.

All the key benefits of superSTART® are explained on the following page.

Who can join superSTART®?

Anyone under the age of 65 can join superSTART® either as an individual member or as an employee.

superSTART® is suitable for...

- Individuals wishing to save for retirement prior to the age of entitlement to national superannuation (currently age 65) by way of:
 - i. Regular or lump sum contributions
 - ii. Superannuation transfers from New Zealand or overseas
- Employers wishing to create a comprehensive superannuation solution for employees.
- Employees wishing to take advantage of ESCT tax breaks* available via employer sponsored Registered Superannuation savings over and above KiwiSaver.

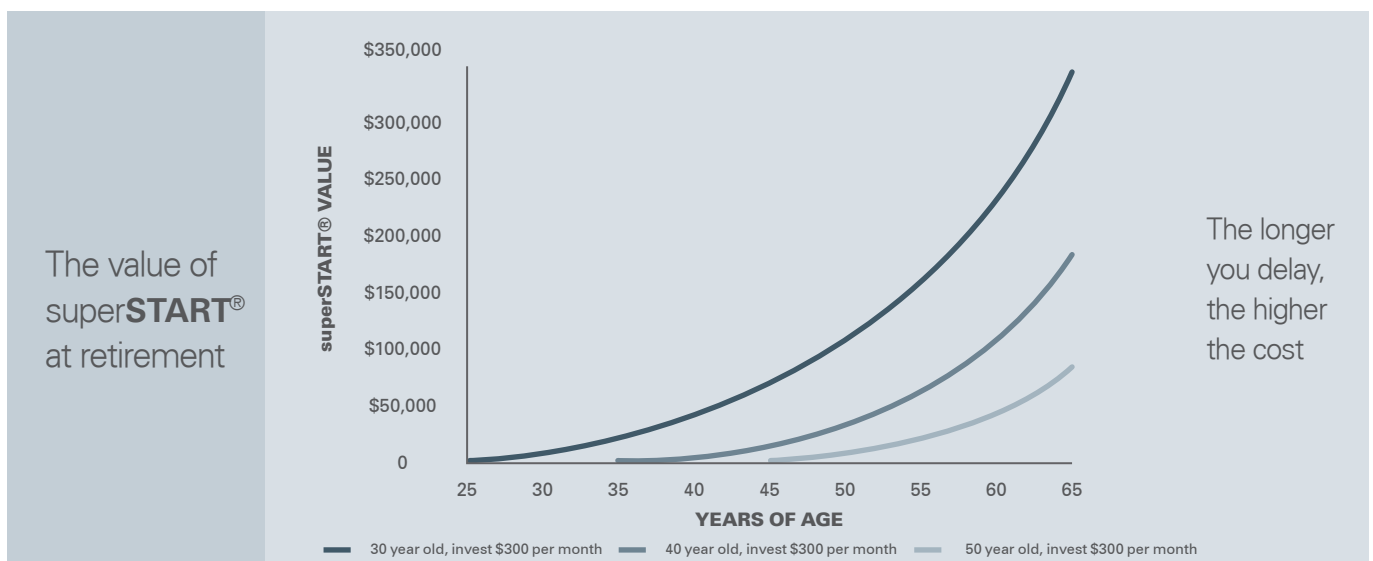
ESCT will be withheld at the following rates from 1 October 2010

Income	ESCT Rate	Marginal income tax rate	Tax saving
\$0 to \$14,000	10.5%	10.5%	0%
\$14,001 to \$16,800	10.5%	17.5%	7%
\$16,801 to \$48,000	17.5%	17.5%	0%
\$48,001 to \$57,600	17.5%	30%	12.5%
\$57,601 to \$70,000	30%	30%	0%
\$70,001 to \$84,000	30%	33%	3%
\$84,001 and over	33%	33%	0%

*Employer Superannuation Contribution Tax (ESCT) is payable on employer contributions to registered superannuation schemes. The applicable rate of ESCT may be less than your applicable personal marginal tax rate (giving rise to tax saving), depending on the amount of salary or wages you earn.

The benefit of joining superSTART® now

The graph below demonstrates how much better off an employee could be at retirement by joining superSTART® sooner rather than later. The effect of long-term compounding investment returns highlights the cost of delaying your decision to join superSTART®.



Three individuals join superSTART®, at different ages, each contributing the same monthly amount of \$300 into superSTART®, until the age of 65. All values are shown in today's dollar terms. The graph above is an illustration using an average investment return of 5%pa (after fees and taxes) and does not represent any indication of future performance.

superSTART®

Why choose superSTART®?

superSTART® is one of New Zealand's most innovative superannuation schemes providing you with greater choice and control of your retirement investments.

You can create your own portfolio from our list of over 100 nominated securities. This enables you to self-select your preferred investments and tailor your own superannuation scheme. In addition you can select from any of our risk based Investment Options which correspond to our Defined Portfolios Unit Trusts¹ to provide further diversification to your investment.

Product feature	Benefit to you
Self-selected Portfolio investment option	You have the control and flexibility to select your investments from more than 100 of Craigs Investment Partners' nominated Australasian and Global securities.
Defined Portfolio investment option	You can choose from our range of risk based Investment Options which correspond to our Defined Portfolios Unit Trusts ¹ that best suit your needs and risk profile, and leave the management of your superSTART® portfolio to Craigs Investment Partners Investment Management Limited.
Investment advice	Your Investment Adviser is available to help you tailor your own superSTART® portfolio to suit your risk profile.
More flexible than KiwiSaver	<ul style="list-style-type: none">• You have greater freedom to determine how much you invest and how often.• You can make both regular and lump sum contributions and alter the amount of your contributions at any time.• Your funds are accessible at the age of 55, unlike KiwiSaver members who cannot access their funds until the age of entitlement to New Zealand Superannuation, currently age 65.• Prior to the age of 55 you may also be able to withdraw a minimum of \$10,000 and up to a maximum of 20% of your total superSTART® funds per annum.
Full portfolio administration	superSTART® provides freedom from the day-to-day administration of your portfolio, saving you time and hassle. All your investment correspondence is looked after, including the collection and automatic re-investment of dividends and end of year tax reporting. Every six months you will receive a portfolio report on the performance of your investment.
Proven investment philosophy and performance	<p>The key tenets of our investment philosophy are:</p> <ul style="list-style-type: none">• Minimisation of costs• Focus on quality• Compounding returns• Buy and monitor approach <p>This ensures a balanced approach is applied to our investment portfolios. Craigs Investment Partners Investment Management Limited, backed by our research team¹, actively monitors the composition of the Defined Portfolios Unit Trusts with the aim of achieving above-average risk adjusted returns.</p>
Transparency of investments	You are able to view the securities or funds you are invested in.

¹ Please see our website www.craigsip.com for further details.

What are your Investment Options?

super**START**® offers three Investment Options

OPTION 1

Self-selected Portfolio

Create your own portfolio from our list of over 100 nominated securities.

OR

OPTION 2

Defined Portfolio

Choose one or a combination of our risk-based funds.

OR

OPTION 3

Self-selected Portfolio + Defined Portfolio

Choose any combination of both portfolios.

When selecting an Investment Option you need to consider your appetite for investment risk. We recommend that you seek advice from a Craigs Investment Partners Adviser before making an investment decision.

Self-selected Portfolios

A Self-selected Portfolio gives you the flexibility to create your own portfolio from our list of nominated securities.

This gives you control over the asset allocation of your portfolio and the securities that make up your investment. In conjunction with your Investment Adviser you can select from our list of nominated securities, giving you global Investment Options across a range of sectors and securities.

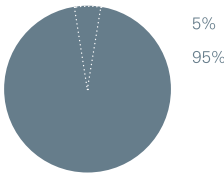
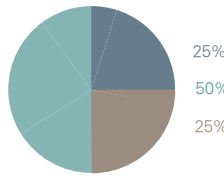
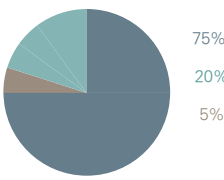
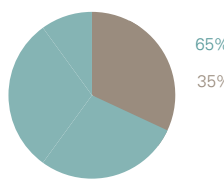
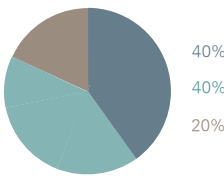
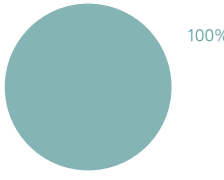
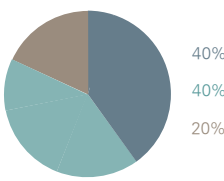
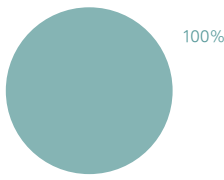
A list of the current nominated securities is available from your Craigs Investment Partners Adviser on request.

Your Self-selected Investment Options include:

Cash and fixed interest	Access to your cash via Craigs Investment Partners Cash Management Accounts. Access to fixed interest securities via our Defined Portfolios Fixed Interest Fund or Conservative Fund.
New Zealand equities	Select from our list of nominated securities for access to New Zealand shares through listed index funds that track local stockmarket indices or choose our Defined Portfolios New Zealand Equity Fund.
Global funds	Select from our list of nominated securities for access to investment funds that provide an easy and diversified way to invest in global markets and themes such as the emerging markets.
Property	Select from our list of nominated securities for access to local and global listed property funds that invest in, or have interests in, the property industry.
Australian equities	Select from our list of nominated securities for access to Australian shares through listed index funds that track local stockmarket indices or choose our Defined Portfolios Australian Equity Fund.
Global equities	Select from our list of nominated securities for access to direct investment in global shares in the US, UK, Europe, Asia and the emerging markets or choose our Defined Portfolios Equity Fund.

Defined Portfolios

The Defined Portfolios provide easy access to a diversified range of risk based Investment Options.

ASSET CLASS KEY	
Income Asset:	■ CASH & FIXED INTEREST ■ Growth Asset: NZ/AUST EQUITIES ■ GLOBAL EQUITIES
LOWER RISK	HIGHER RISK (cont)
<p>FIXED INTEREST FUND</p> <p>Investment Objective</p> <p>To preserve capital while generating an income stream. The Fund will generally hold a diversified portfolio predominantly made up of New Zealand fixed interest and cash, including NZ Government stock, local authority stock, corporate bonds, term deposits, interest rate swaps, floating rate notes and forward rate agreements. The Fund may also hold global fixed interest either directly, through exchange traded funds or approved managed funds. All global investments will be fully hedged to New Zealand dollars.</p> 	<p>GROWTH FUND</p> <p>Investment Objective</p> <p>To grow the value of capital. The Fund will generally hold a diversified range of investments made up predominantly of equities. The Fund will also hold New Zealand and international fixed interest based investments and cash. Investments in managed funds may be included if deemed appropriate.</p> 
<p>CONSERVATIVE FUND</p> <p>Investment Objective</p> <p>To preserve capital, while generating an income stream that is automatically re-invested. The Fund will generally hold a diversified range of investments predominantly made up of cash, bank bills, fixed interest, and corporate debt securities. These income assets serve to reduce the downside risk of the investment markets. Equities may also be held to provide a growth component to the Fund. Investments in managed funds may be included if deemed appropriate.</p> 	<p>EQUITY FUND</p> <p>Investment Objective</p> <p>To grow the value of capital. The Fund will hold a diversified portfolio of listed equity investments. Securities will be chosen by the Manager rather than being those included in a particular index. The Fund will invest predominantly in 'large cap' equities in recognised markets around the world. Listed funds, exchange traded funds and hedge funds may be included if deemed appropriate.</p> 
MEDIUM RISK	
<p>BALANCED FUND</p> <p>Investment Objective</p> <p>To grow the value of capital, by providing a mix of both capital growth and income. The Fund will generally hold a diversified range of investments made up of equities, New Zealand and international fixed interest based investments and cash. The income assets are included to aim to restrict the downside risk of market falls. Investments in managed funds may be included if deemed appropriate.</p> 	<p>NEW ZEALAND EQUITY FUND</p> <p>Investment Objective</p> <p>To grow the value of capital. The Fund will hold a diversified portfolio of listed New Zealand equities and cash. Securities will be chosen by the Manager rather than being those included in any NZ equity index. The Fund will invest predominantly in 'large cap' equities. No single equity investment will exceed 15% of the Fund's investments. Futures and options may be used if deemed appropriate.</p> 
HIGHER RISK	
<p>BALANCED SRI FUND</p> <p>Investment Objective</p> <p>To grow the value of capital, by providing a mix of both capital growth and income. The Fund will be restricted to companies and funds that are deemed to be Socially Responsible. On this basis, the Manager will invest in companies that it believes make a positive social or environmental contribution or that are endeavouring to operate in an environmentally and socially sustainable way.</p> 	<p>AUSTRALIAN EQUITY FUND</p> <p>Investment Objective</p> <p>To grow the value of capital. The Fund will hold a diversified portfolio of listed Australian equities and cash. Securities will be chosen by the Manager rather than being those included in any Australian equity index. The Fund will invest predominantly in 'large cap' equities. No single equity investment will exceed 15% of the Fund's investments. Futures and options may be used if deemed appropriate.</p> 
<p>Each Fund has been carefully structured with the aim of delivering the best possible return for the relevant risk profile. A monthly fact sheet for each of the Funds is available from the Craigs Investment Partners website www.craigsip.com.</p> <p>Portfolio compositions may change from time to time at the discretion of Craigs Investment Partners Investment Management Limited.</p>	

Frequently asked questions

What are the charges?

The charges for super**START**[®] are listed in the table below.

Where you choose a selection of portfolios the charge will be pro rata.

	Self-selected Portfolio	Defined Portfolio	Explanation of fees
Entry and withdrawal fee	2.50% on all contribution or withdrawal amounts	1.00% on all contribution or withdrawal amounts	Covers the cost of undertaking research, identifying specific securities and the transaction cost of buying and selling securities, and is charged at entry and exit.
Custodial service fee	1.25% Self-selected Portfolio	0.75% Fixed Interest Fund 0.75% Conservative Fund 1.00% Balanced Fund 1.25% Balanced SRI Fund 1.25% Growth Fund 1.25% Equity Fund 1.25% New Zealand Equity Fund 1.25% Australian Equity Fund	Covers the cost of maintaining your account, processing contributions and withdrawals, receiving and actioning correspondence and preparing account statements. The custodial service fee will vary according to your portfolio selection.

Note: The above fees may vary. The Trustee may be paid or reimbursed for all costs and expenses (including the entry and withdrawal fee as described above). For further information, please refer to the 'What are the charges?' section in the Investment Statement.

What returns will you get?

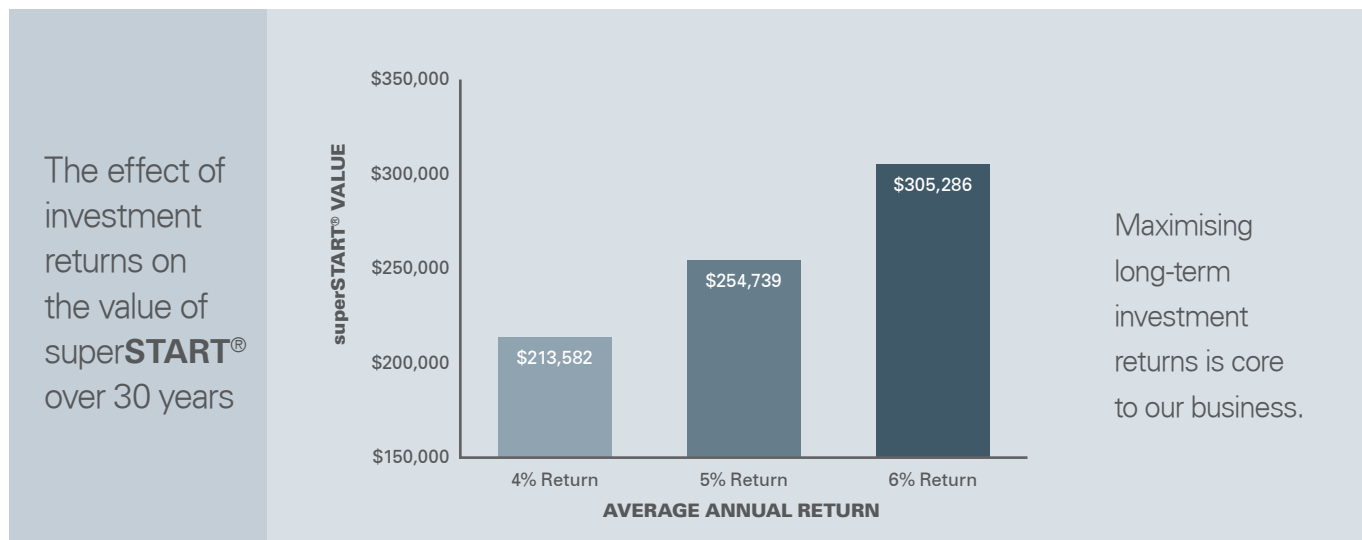
The value of your super**START**[®] portfolio at the date of permitted withdrawal at age 55, will depend on the contributions you have made, fees, tax and the returns achieved on your portfolio/s.

What are your risks?

Your investment returns are not guaranteed and the value of your portfolio may go down as well as up. For full details on all the risks which are common to most superannuation schemes, refer to the super**START**[®] Investment Statement.

The effect of investment returns on the value of your retirement funds over 30 years

- A 1.00% increase in your average yearly return could substantially increase the value of your super**START**[®] portfolio at retirement.



This analysis assumes three investors in super**START**[®], each receives a different average rate of return as shown above (after fees and taxes). Each of the three investors contributes \$300 per month for 30 years. All value amounts are shown in today's dollar terms. This graph is an illustration and does not represent any indication of future performance.

Next steps

Investing for your retirement is a long-term commitment and before making any decision we recommend seeking advice from a Craigs Investment Partners Adviser.

If you do not have an Investment Adviser contact your nearest Craigs Investment Partners branch (see details below).

How to join superSTART®?

1 Read the superSTART® Investment Statement

If you do not have a copy of this Investment Statement contact our **START®** Team on **0800 878 278** or download a copy from our website **www.craigsip.com**.

2 Complete the superSTART® Application Form

This is contained in the Investment Statement and should be returned to your nearest Craigs Investment Partners branch. Also include any necessary identification required with your application.

Where can you get more information?

- The super**START®** Investment Statement contains detailed information about the scheme and commonly asked questions. You can obtain an Investment Statement from your Craigs Investment Partners Adviser or download a copy from our website **www.craigsip.com**.
- Speak to your Craigs Investment Partners Adviser.
- Visit these useful sites:
 - www.sorted.org.nz
 - **www.craigsip.com**

Disclosure Statement

In accordance with the Financial Advisers Act 2008 (the 'Act') and the Code of Professional Conduct for Authorised Financial Advisers, this Investment Options Brochure is a class service and anyone receiving this Investment Options Brochure will not receive a personalised service involving personalised advice as defined by the Act.

This means that in providing the super**START®** Investment Options Brochure we will not consider whether super**START®** is suitable to your personal circumstances, and will not take into account your financial position, financial needs, financial goals or risk tolerance.

You should therefore consider your personal circumstances in determining whether super**START®** is suitable to you.

Craigs Investment Partners is a registered KiwiSaver provider.

For full details on super**START®**, please refer to our Investment Statement. To request an Investment Statement contact our **START®** team on **0800 878 278** or download a copy at **www.craigsip.com**.

BRANCHES

Auckland (09) 919 7400	Gisborne (06) 868 1155	New Plymouth (06) 759 0015	Wanganui (06) 349 0030
Blenheim (03) 577 7410	Gore (03) 208 9310	North Shore (09) 486 6567	Wellington (04) 917 4330
Christchurch (03) 379 3433	Hamilton (07) 838 1818	Palmerston North (06) 953 3460	Whangarei (09) 438 1988
Dunedin (03) 477 5900	Invercargill (03) 214 9939	Rotorua (07) 348 1860	FREEPHONE: 0800 878 278
	Kerikeri (09) 407 7926	Tauranga (07) 577 6049	WEBSITE: www.craigsip.com

The Craigs Investment Partners super**START®** scheme is issued by The New Zealand Guardian Trust Company Limited (Issuer) and managed by Craigs Investment Partners Superannuation Management Limited (Manager). Investments made in super**START®** are subject to investment and other risks (including those set out in the Investment Statement and prospectus) and are not guaranteed by the Issuer, the Manager, their directors or any other person.