



MacKay on Money

INTERESTING INSURANCE FACTS

INSURANCE CLAIMS PAID

THREE MONTHS TO 31 MARCH 2017:

Whole of Life, Endowment & Annuities—\$57 Million

Term Life—\$112 Million

Trauma—\$37 Million

Replacement Income—\$35 Million

Lump Sum Disablement—\$9 Million

Medical—\$22 Million

Number of Insurance Policies:

\$3.87 Million

Claims Paid in 12 months up to 31.3.2017:

\$1.16 Billion

Annual Insurance Premiums:

\$2.42 Billion

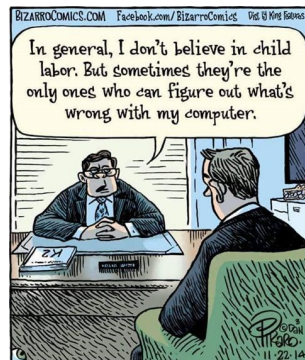
—Sourced from Financial Services Council

GLOSSARY OF INVESTMENT TERMS

Investment Term	Meaning
Active Management	Where a fund manager trades investments to take advantage of market opportunities as they occur. Active managers rely on research, market forecasts, and their own judgement and experience in selecting investments to buy and sell.
Aggressive	An investment approach that accepts above-average risk of loss in return for potentially above-average investment returns.
Alpha	The amount of a fund's return that is more than, or less than, the return of its benchmark index. Also referred to as 'excess return'. A positive alpha means the fund has achieved a higher return than its benchmark, a negative alpha means it has achieved a lower return than its benchmark.
Annual Fund Charge	The total cost to an investor, per year, for investing in a fund.
Annual Rate of Return	The annual rate of gain or loss on an investment expressed as a percentage.
Appreciation	An increase in the value of an investment.
Asset	An item of tradeable value that is owned by an individual, institution, or business.
Asset Allocation	The split of investments across several categories (or classes) of assets such as shares, bonds, cash and property.
Asset Class	A category of investments, such as shares, bonds or cash equivalents.

'Loose cannon'

Everyone has known a few people who are loose cannons—unpredictable and dangerous on some level. Not surprisingly the term comes from when a ship's cannon would come loose from its lashing. The big dangerous thing would be sliding all over the place making for some uncomfortable time on deck trying to get that bad boy back in its spot.



Is it Review Time ?

If you would like a financial review of your insurance policies, your retirement plans, your investments or your KiwiSaver plan, please call your Adviser here at MacKays.

Looking for a mortgage?

Suit yourself—not your bank!

We put your interests first—lenders have an agenda—and they don't provide you with that much choice either. Our mortgage broking service is all about you—we look to suit you first, the lender second. Blair Bennett can answer your query—whatever it is; he has over 20 years experience in the industry and can explain the processes and what is involved—give him a call today!



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Disclosure Statements are available on request and free of charge

Spotlight on KiwiSaver Diversified Portfolios Booster's Geared Growth Fund *

Fund Characteristics

	PIR 17.5%	PIR 28%
Range of expected gross returns in any one year (after fees):	-20% to 46%	-20% to 45%
Range of expected gross returns in any rolling ten year period (after tax & fees):	-2% pa to 19% pa	-3% pa to 18%pa
Expected long term return forecast (after tax & fees):	8.7% pa	8.2% pa
Recommended minimum investment period:	10 years—15 years	

The ranges have been calculated using 2.5 standard deviations of return volatility. For each return period shown (1 year or rolling 10 years), actual return outcomes would be expected to fall outside these ranges in only one period out of 100. Statistically, this means that actual return outcomes are expected to fall within these ranges with 99% confidence. The estimates are not guaranteed.

For the March 2017 year, the Booster Geared Growth Fund was the Number One performing KiwiSaver fund at 15.8% before tax according to Morningstar's survey. Second was the Booster Trans-Tasman Share Fund at 15.5% before tax and third was the Booster International Share Fund at 15.2% before tax. Note that past performance isn't indicative of future results.

* This fund is an 'aggressive' portfolio and is potentially very volatile. Talk to your Adviser to see if it would be appropriate for you.



Please note that our company has five preferred KiwiSaver providers:

AMP, ANZ, Booster, Fisher Funds & Generate

If you would like to review your KiwiSaver Plan, call or email your Adviser.

Donald Trump is an angry man who has gained weight and distrusts those around him.... One source close to the President told CNN:

"He now lives within himself, which is a dangerous place for Donald Trump to be".
—Sourced from cba.com.au

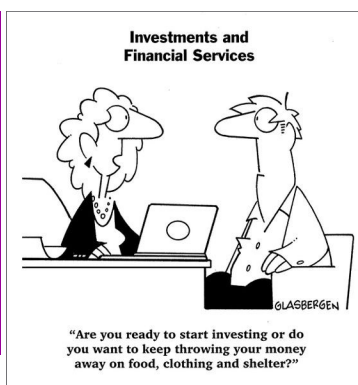
How many ears has Captain Kirk got?

Three: the left ear, the right ear and the final front ear.

FIXED INTEREST

	Booster Income Securities Portfolio (ISP) *	Kiwi Bonds *
On call	2.25% p.a.	
3 months	3.00% p.a.	
6 months	3.35% p.a.	1.75% p.a.
9 months	3.35% p.a.	
12 months	3.60% p.a.	1.75% p.a.
24 months	3.25% p.a.	2.00% p.a.

* Ask for an Investment Statement



Retirement is the time in your life when time is no longer money.

When the moon hits your eye like a big pizza pie that's amoré.

When you swim in a creek and an eel bites your cheek that's a moray.

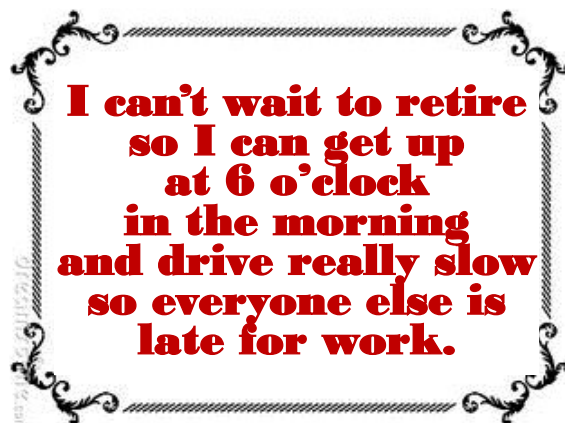
A limerick:

$$\frac{12 + 144 + 20 + 3\sqrt{4}}{7} + (5 \times 11) = 9^2 + 0$$

Doesn't look like a limerick to you?

Try this:

A dozen, a gross, and a score
Plus three times the square root of four
Divided by seven
Plus 5 times eleven
Is nine squared and not a bit more



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