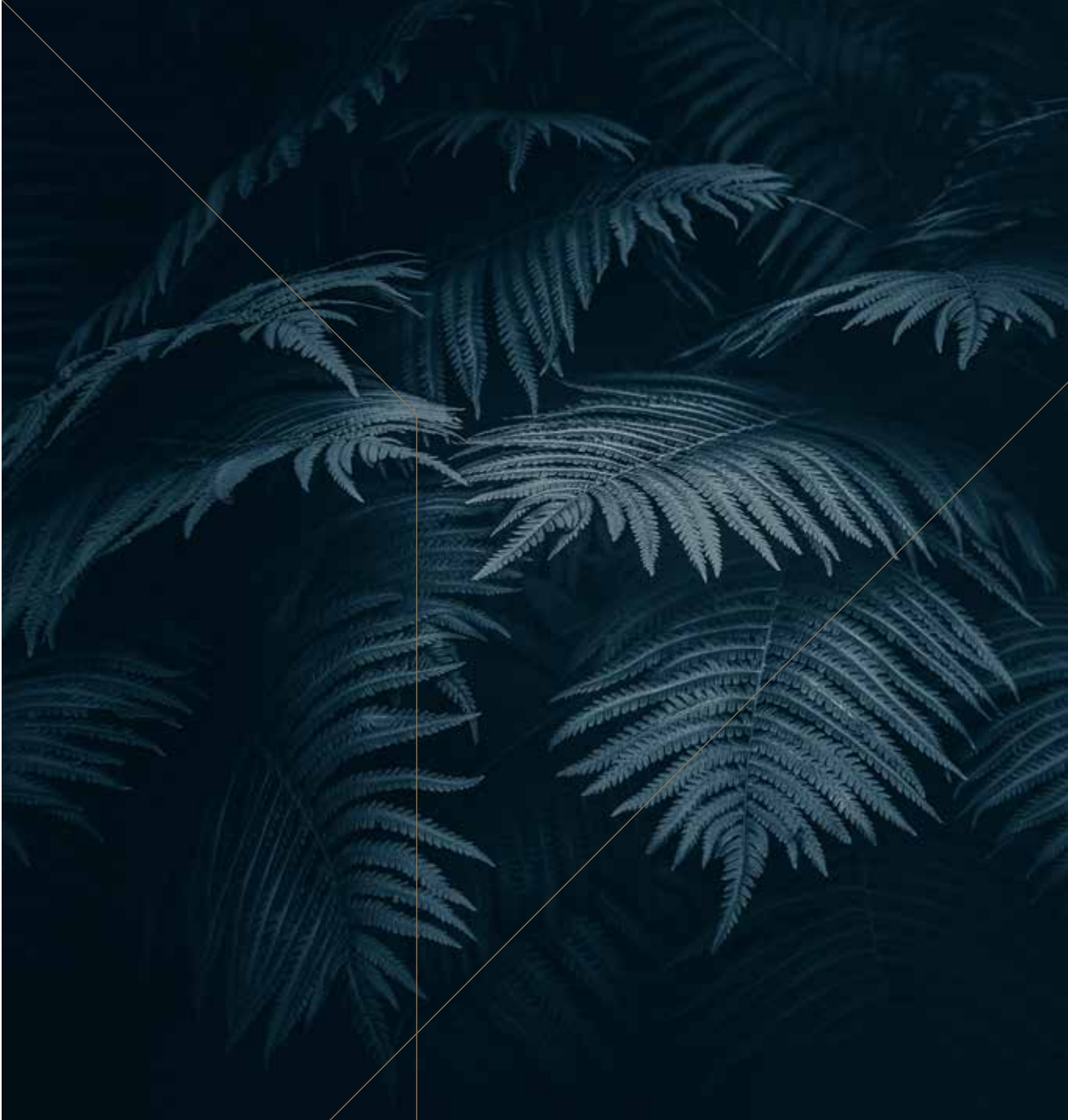


Investment Services

We offer a range of Investment Services depending on whether you are seeking to transact, receive investment advice or are seeking investment management services.





For over 80 years New Zealanders have trusted Forsyth Barr for investment advice and service to help them grow and manage their wealth.

Whether you are an experienced investor or just starting out, we can help you achieve the best mix of investments for today and the future. We provide a full range of investment services to meet different needs at all stages of our clients' lives. Those services are backed up by one of New Zealand's most highly regarded research teams as well as established international affiliates.

Our Investment Advisers are ready to give you professional, personalised and confidential investment advice.

To contact us, please phone 0800 367 227, visit us at forsythbarr.co.nz or call into any Forsyth Barr office.

Proud locals

Forsyth Barr has been a highly respected name in the New Zealand financial services industry for over 80 years.

We are 100% New Zealand owned with offices throughout the country.

We are a Foundation Firm and accredited Market Participant of NZX, which means we are bound by the rules, regulations and high standards associated with the industry.

Our investment approach

We will connect you to the world of investment in a way that is specific to your needs and objectives.

The service can be as personalised as you wish, based on a clear understanding of your requirements and the level of investment risk you are comfortable with.

To help achieve your goals, your Investment Adviser will draw on our proprietary research as well as market intelligence from global affiliates.

Specialist advice, prudent investment management, high standards of personal service and our comprehensive range of services work together to help you achieve what matters to you.

Research you can count on

Forsyth Barr has one of New Zealand's leading research teams producing equity, fixed interest and investment strategy research exclusively for clients.

We regularly publish reports on over 65 NZX-listed companies and analyse global trends and opportunities. We also publish reports on listed and unlisted fixed interest issues.

In addition to company, sector and strategy reports, we also produce daily and weekly market summaries and economic updates. These are designed to keep you informed of key events and market movements.

Research can be accessed by clients through the Forsyth Barr website or by contacting an Investment Adviser.

Local focus, global view

We also have a global presence. In addition to our on the ground Asian business, we maintain a network of international affiliates to provide high quality coverage on companies and markets around the world.

Our investment and strategy analysts screen other information sources on international markets and economies, to deliver advice and recommendations for our New Zealand clients.

Advice you can trust

Forsyth Barr Investment Advisers are experienced investment professionals with wide knowledge of the many facets of investment and the ability to make a real difference for you.

They comply with the regulatory requirements of New Zealand's Exchange (NZX) and the Financial Markets Authority (FMA) for financial advisers. This provides our clients with the assurance that they are working with a partner who is capable, ethical and operating to the highest professional standards.

Disclosure Statements for Forsyth Barr Investment Advisers are available on request and free of charge.

Our services

1

2

Investment Transaction Service

Where we buy and sell investments at your instruction, with access to research.

For more information, please see page 6.

Investment Advisory Service

This is advice tailored to your selected investment risk profile, regarding your investments and financial products.

You enjoy access to research on markets, securities and financial products.

You'll find more information on page 6.

3

4

Premium Advisory Service

Advice with ongoing monitoring of your investments.

This is a comprehensive administration service that involves regular reporting to you and access to research on markets, securities and financial products.

Find out more on page 11.

Private Portfolio Management Service

This is where we manage your investments on your behalf, based on an Investment Authority granted by you, and accompanied by regular reporting to you.

See page 13 for more.

In addition to these core services we provide Cash Management and Foreign Exchange facilities, covered on page 18, and margin lending, on page 19. We also offer investments in KiwiSaver, covered on page 14, and Managed Funds, on page 16.

Sharebroking

Forsyth Barr is a leading NZX Market Participant firm. We link directly into NZX and our arrangements with brokers around the globe provide you with access to international stock markets.

Let us support you with:

Quality research: Clients benefit from exclusive access to our investment research. We produce many daily and weekly commentaries and provide extensive coverage of New Zealand, Australian and international stocks.

Global affiliations: We maintain affiliations with some of the world's leading sharebroking firms, ensuring access to global market intelligence. Because we are independent, we are not bound to using any particular firm's advice or services.

Online monitoring: Our website gives you access to exclusive research and enables you to create customised watch-lists, as well as monitor financial news and market movements.

Access to new issues: We provide clients with access to new issues of equity and debt securities.

Investment Transaction Service (ITS)

Forsyth Barr's Investment Transaction Service allows you to:

Buy or sell listed securities and other investments

Access Forsyth Barr and third party research on selected investments (conditions may apply)

Access simplified payment, administration and cash management services

Access to safe-custody services

Investment Advisory Service (IAS)

Forsyth Barr's Investment Advisory service provides personalised advice and support from an expert Investment Adviser based on your chosen investment risk profile.

It is an ideal service for those seeking independent support for investment decisions, with access to the latest research on markets and securities.

The Investment Advisory service provides you with:

Access to an Investment Adviser to transact or place orders

Access Forsyth Barr and third party research on selected investments (conditions may apply)

Advice, opinions and recommendations on transacting in markets and securities

Advice tailored to your selected investment risk profile

Access to simplified payment, administration and cash management services

Access to safe-custody services

Expertise when you need it

Our advice comes with no strings attached. As the decision-maker, you retain control over your investments, supported by our investment advice and research.

Investment Administration and Reporting Service (IARS)

Managing even a simple portfolio can take considerable time, and meeting tax reporting requirements can be both a burden and a risk for investors.

Recognising this, IARS offers four key benefits:

Reporting for tax purposes: IARS clients receive an Annual Income Report detailing income received during the year along with associated imputation credits and withholding tax, as well as Foreign Investment Fund (FIF) and Financial Arrangement calculations, where relevant.

Managing corporate actions: For securities held in custody, Forsyth Barr will summarise all relevant corporate actions for you and, on instruction, act on your behalf.

Transacting in international securities: Recent international regulation changes have made it very difficult, and costly, to transact in international securities held in your own name. The IARS service enables cost effective and efficient transacting for international securities held in custody, helping you avoid prohibitive transaction fees, challenges in transacting in a timely fashion and difficulties receiving dividends.

Consolidated portfolio view: Clients may choose to have International and New Zealand securities (including Fixed Interest) held in custody within IARS. Cash Management and ledger balances are also captured in IARS reporting. This consolidated portfolio view informs better investment decision-making.

Accessing IARS

Investment Advisory Service (IAS) and Investment Transaction Service (ITS) clients can elect to receive the IARS service - they are able to choose which assets are administered within IARS i.e. International and New Zealand securities (including Fixed Interest). For the greatest administration and reporting efficiency and value, we recommend that clients hold all qualifying assets within IARS.

Importantly, for Forsyth Barr to transact in international securities on your behalf the securities must be held in an IARS account.

Please read our Scope of Service document for a full description of these services.

Fixed Interest

Fixed interest is the foundation of many client portfolios. It is a straightforward investment approach that can be lower risk than other forms of investment.

It is also an area of specialty for us. Forsyth Barr achieved a number one market share position for all secondary market trading in listed fixed interest securities traded on NZX's debt market (NZDX) over the year to 31 December 2017. (Source IRESS)

We provide direct access to Government and local authority stock, corporate bonds, debentures and term deposits. Our connections into fixed interest markets provide you with access to both listed and unlisted fixed interest securities, including new issues.

We can advise you on your fixed interest investments or manage them on your behalf. We also help clients develop a fixed interest portfolio from scratch.

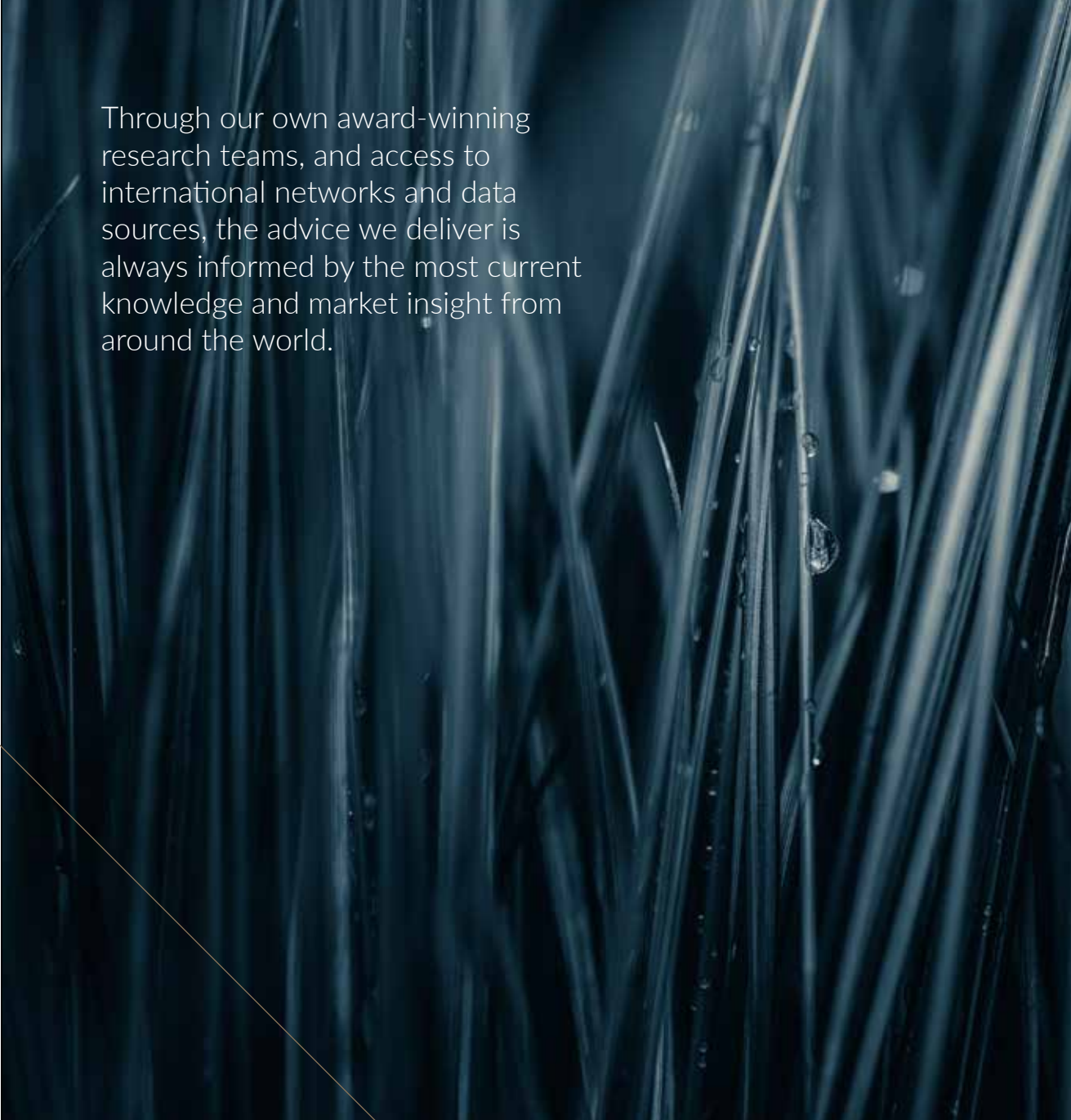
Our recommendations are backed by extensive in-house research. As a client, you will have access to regular, exclusive reports along with daily commentaries and rate sheets.

Portfolio Services

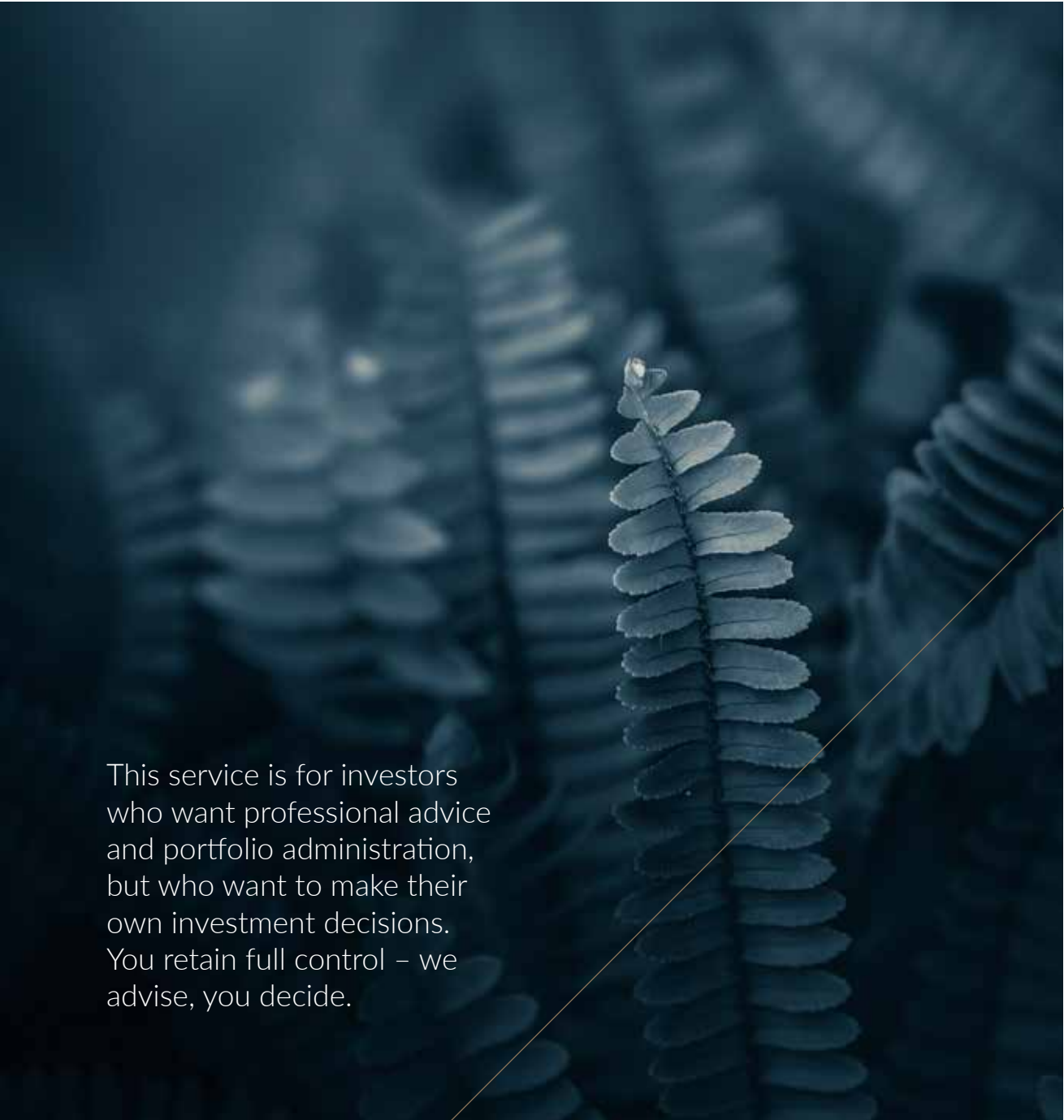
Forsyth Barr is a market leader in investment advisory and portfolio management services.

Whether you are saving, in retirement, or seeking income or capital growth, we can help you to prepare a plan to fulfil your objectives.

These services include administration, record-keeping and safe custody requirements for your investments, as well as issuing reports to you quarterly, or as required.



Through our own award-winning research teams, and access to international networks and data sources, the advice we deliver is always informed by the most current knowledge and market insight from around the world.



This service is for investors who want professional advice and portfolio administration, but who want to make their own investment decisions. You retain full control – we advise, you decide.

Premium Advisory Service

Forsyth Barr's Premium Advisory Service brings together all areas of our expertise, advice, administration and reporting.

You make the investment decisions supported by our latest research and personalised advice.

We take care of the day-to-day administration of your portfolio and provide the advice you need to make confident investment decisions. Your Investment Adviser is on call to transact and place orders, while you retain full control of how your money is invested.



The Premium Advisory Service provides you with:

Your own Investment Adviser who can make transactions and place orders for you

Access to the latest market and investment research

Advice and recommendations from our investment experts

Personalised service tailored to your financial situation, goals and risk tolerance


Quarterly reporting and reviews of your portfolio

Year-end tax reporting

A complete portfolio administration service, including safe custody of your investments

Time to focus on investment decisions, not administration

This service is for investors who want professional advice and portfolio administration, but who want to make their own investment decisions. You retain full control – we advise, you decide.



You determine the investment parameters and leave the day-to-day management of your portfolio to us.

Private Portfolio Management

Forsyth Barr's Private Portfolio Management service is a comprehensive discretionary investment management service.

You determine the investment parameters and leave the day-to-day management of your portfolio to us.

Together, you and your Investment Advisers agree on and document a personalised investment strategy. You then authorise us to manage your account within those parameters and we take care of the administration of your portfolio.



Private Portfolio Management provides you with:

Your own Investment Advisers, who are also the Managers of your portfolio

A personalised investment strategy that you can review at any time

Professional custody and management of your portfolio backed by advice and recommendations from our investment experts

A comprehensive portfolio administration service including safe custody of your investments

Quarterly reporting and reviews of your portfolio to keep you informed at all times

Cash-flow management for regular drawings or one-off lump sums

Year-end tax reporting

Confidence that day-to-day management of your investments is in-line with your objectives and instructions. You retain overall control through the ability to remove or ask us to modify the Investment Authority you grant to us.

More information about Private Portfolio Management is available in our Service Disclosure Statement, a copy of which can be obtained from your Investment Adviser or at forsythbarr.co.nz

The Summer KiwiSaver scheme

It's your money. Take charge of your future.

Your money is different to everybody else's. What you plan to do with it is personal to you.

Summer is designed to provide you with information and support to make investment decisions with confidence.

The Summer Investment Committee is chaired by Martin Hawes, experienced Authorised Financial Adviser, author of over 20 books and well known financial commentator. He and the Investment Managers provide information and guidance to help members make sense of what is happening in the markets and what to be thinking about.

With Summer, you're informed and you call the shots. If you want, you can have us make decisions on your behalf and keep you informed through communications. Alternatively, you can take charge by asset allocating your KiwiSaver savings across cash, fixed interest and shares – both domestic and global.

It is easy to view your account and make changes online, anywhere, anytime. You can also:

Check your balance

Switch investments

Watch the progress of your money and make changes to your investments

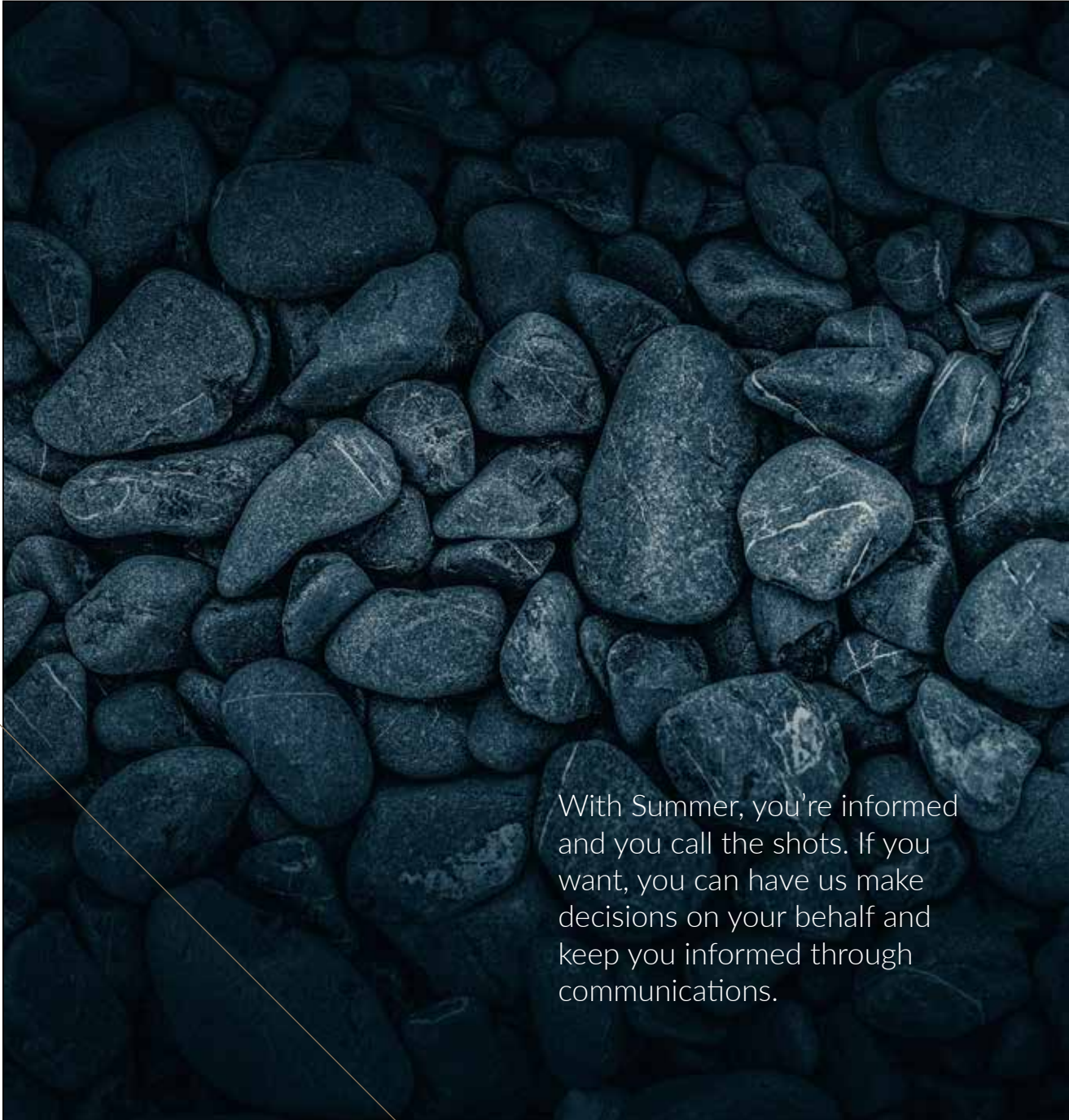
Update your personal details

Keep any retirement goals in sight – simply set a goal using our retirement calculator, which allows you to combine other investments with your KiwiSaver and plan your retirement lifestyle

Keep up with what's happening in the markets by reading Martin Hawes' latest article.

The Summer KiwiSaver scheme is managed by Forsyth Barr Investment Management Ltd. You can obtain the Scheme's product disclosure statement and further information about the Scheme at summer.co.nz, from one of our offices, or by calling us on 0800 11 55 66.

Forsyth Barr Investment Management Ltd is a licenced manager of registered schemes and part of the Forsyth Barr group of companies. A disclosure statement is available from Martin Hawes on request and free of charge.



With Summer, you're informed and you call the shots. If you want, you can have us make decisions on your behalf and keep you informed through communications.

Investment Funds

Forsyth Barr Investment Funds provide professional management of your funds.

Whether you are just starting to save or are an experienced investor, the Funds provide you with diversification, flexibility and choice across multiple investment sectors.

Forsyth Barr Investment Funds provide:

Portfolios of selected equities, listed property, fixed interest and other securities

Research-driven investment decisions

Active management by a professional fund manager

PIE-compliant funds that can provide tax advantages compared with direct investing

Options to invest lump sums or make regular contributions

Quick and convenient access to your investment if your circumstances change

The ability to set up regular withdrawals for cash-flow

Investment style

We invest in selected securities rather than replicating a stock index; in other words, we are active investment managers. It is a style of investing that many people favour. We believe that active management provides an investment manager greater ability to maximise investment returns and better manage investment risks.

Our emphasis on active selection is underpinned by an investment philosophy that demands a well-researched and disciplined approach, clearly defined investment objectives, and a robust fund structure.

We offer six investment Funds:

Forsyth Barr New Zealand Equities Fund

Forsyth Barr Australian Equities Fund

Forsyth Barr Global Equities Fund

Forsyth Barr NZ Fixed Interest Fund

Forsyth Barr Premium Yield Fund

Forsyth Barr Listed Property Fund

Benefits of Portfolio Investment Entity (PIE) regime

With PIE regime-compliant funds, capital gains on investments in most New Zealand and Australian listed shares are not taxable to the Fund, or the client, irrespective of the level of trading.

Where taxes are payable, investors choose the tax rate applicable to their circumstances, but with the maximum rate on income received by the Funds set at 28%. Where tax is deducted at the correct rate, no other tax is payable by individual investors on PIE income. This can present significant tax advantages to those on higher marginal tax rates.

Forsyth Barr Investment Funds are managed by Forsyth Barr Investment Management Ltd. You can obtain the Fund's product disclosure statement and further information at forsythbarr.co.nz/investmentfunds, from one of our offices, or by calling us on 0800 367 227.

Cash Management

Placing your money at call through the Forsyth Barr Cash Management service allows you to earn interest while you save or plan your future investments.

Forsyth Barr Cash Management is a flexible service that gives you easy access to your money when investment opportunities arise.

Forsyth Barr Cash Management at a glance:

Available for New Zealand dollars and certain foreign currencies

Interest is calculated daily and compounds monthly

No entry, exit, transaction or monthly account fees

A convenient means to settle equity or fixed interest transactions made with Forsyth Barr

Cash-flow management with options around lump sum or regular deposits and withdrawals

Quarterly statements so you can keep track of your account

Funds in Forsyth Barr Cash Management are held by Forsyth Barr Cash Management Nominees Limited as bare trustee on your behalf, and are pooled with other funds held in the service and invested on call with a registered bank. We receive a management fee from Forsyth Barr Cash Management Nominees Limited for administering the Forsyth Barr Cash Management service. The terms of the Forsyth Barr Cash Management service are available at forsythbarr.co.nz/terms-and-conditions or from your Investment Adviser.

Foreign Exchange

Our foreign currency service enables transactions in all major currencies.

We can arrange for New Zealand dollars to be converted into an extensive range of international currencies, or vice versa.

Leveraged Equities

Leveraged Equities Finance Limited (LEFL) is a specialist margin lending service that provides finance using your investment portfolio as security.

This flexible credit facility lets you take advantage of investment opportunities such as new issues, rights issues or increasing your exposure to an existing security. You may also wish to use the funds for other personal or business purposes.

Facilities are available in New Zealand and Australian dollars

Floating and fixed rate loans are available (across three, six and twelve month periods)

A wide range of New Zealand and Australian securities may be lodged as security, allowing borrowings of up to 80% against their market value

Portfolios are updated daily, with statements available online

Interest paid on borrowed funds may be tax deductible, depending on your circumstances

Online access to your account

For more information on and full Disclosure Documents for Leveraged Equities Finance Limited, please speak to your Investment Adviser or Leveraged Equities directly on 0800 627 446, or visit leveragedequities.co.nz.



This flexible credit facility lets you take advantage of investment opportunities such as new issues, rights issues or increasing your exposure to an existing security.

Forsyth Barr in the community

Forsyth Barr is a proud New Zealand organisation. We started life in Dunedin in 1936, and continue to be proudly New Zealand-owned.

Given this, we believe we have both an opportunity and a responsibility.

Through our office network, we have an opportunity to contribute in meaningful ways to the communities we serve. You'll find us supporting schools, clubs and community organisations right across the country. We embrace this opportunity to help the places that matter to us, thrive, and in 2018 supported over 100 local initiatives.

We also believe we have a responsibility. Thanks to the support of our clients, and the hard work of our people, we are a successful business. With this success comes a responsibility to contribute in significant and impactful ways. We would highlight a couple of recent initiatives that are particularly important to us.

In October 2018 we launched the Forsyth Barr Charity Brokerage Day. The resulting donation of \$452,000 enabled the Auckland City Mission to take a significant step towards funding its HomeGround development – an ambitious project that will allow it to change the lives of many people struggling with homelessness and other forms of desperate need.

Beginning in 2009, our naming rights support of Dunedin's Forsyth Barr Stadium was important in securing the development, and on-going success, of the facility. We believe it is vital that people have access to a world-class venue that allows them to be part of world-class sporting and entertainment events. We are proud that Forsyth Barr Stadium has become the benchmark for such venues.



Whangarei

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+64 9 986 5180

North Shore

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The Avenue, Smales Farm
Takapuna
+64 9 368 0150

Auckland

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88 Shortland Street,
Auckland Central
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Auckland East

Unit D, 2 Amera Place,
Huntington Park, East Tamaki
+64 9 368 0170

Tauranga

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+64 7 578 2737

Hamilton

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+64 7 838 9389

Cambridge

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+64 7 823 0800

New Plymouth

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Napier

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Hastings

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+64 6 974 5550

Palmerston North

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Paraparaumu
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+64 4 499 7464

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forsythbarr.co.nz