



Civic Financial Services Ltd

SERVICING LOCAL GOVERNMENT ACROSS NEW ZEALAND

SuperEasy puts more money into your back pocket.

Presentation by David Lloyd, Brand Ambassador
May 2026

supereasy





Who is Civic Financial Services Ltd?



- Moved from insurance provider to providing administration services
- Administers superannuation services for local government staff and their whānau via the
 1. **SuperEasy KiwiSaver Superannuation Scheme &**
 2. **SuperEasy Local Government Superannuation Scheme**
- Provides administration services to Local Authority Protection Programme, Riskpool and Civic Liability Pool
- SuperEasy KiwiSaver Superannuation Scheme is a preferred provider for 73 out of New Zealand's 78 councils
- In June 2026, we have 11,200 members for both schemes
- At June 2026, ~ \$700 million in funds under management



“The best time to plant a tree was 20 years ago, the second best time is now”



The landscape of KiwiSaver for Aotearoa

31 March 2025 [FMA KiwiSaver-Annual-Report-2025](#)

\$12.2 billion Contributions

- \$7.8 Billion by Kiwis
- \$3.4 billion by Employers
- \$1 billion by The Crown



Incoming Funds

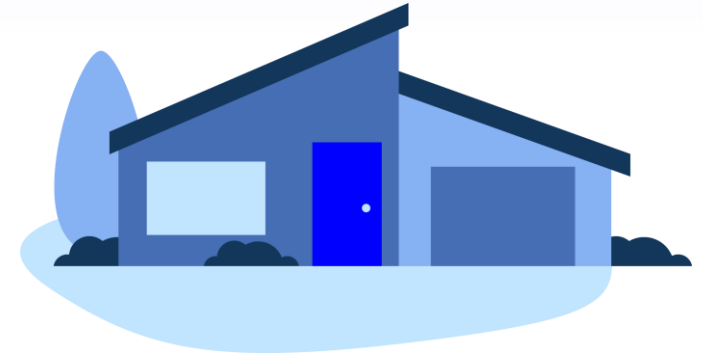
- \$6.4 billion net investment returns



- Average balance of \$36,343 per member
- 38 schemes as of 31 March 2025

\$5.9 Billion withdrawals

- \$1.8 billion used for first-home buyers
- \$3 billion withdrawn by over 65's
- \$1.1 billion for others, like hardship, fees





Investment returns

S&P 500 since 1928

Via Harbour Asset Management

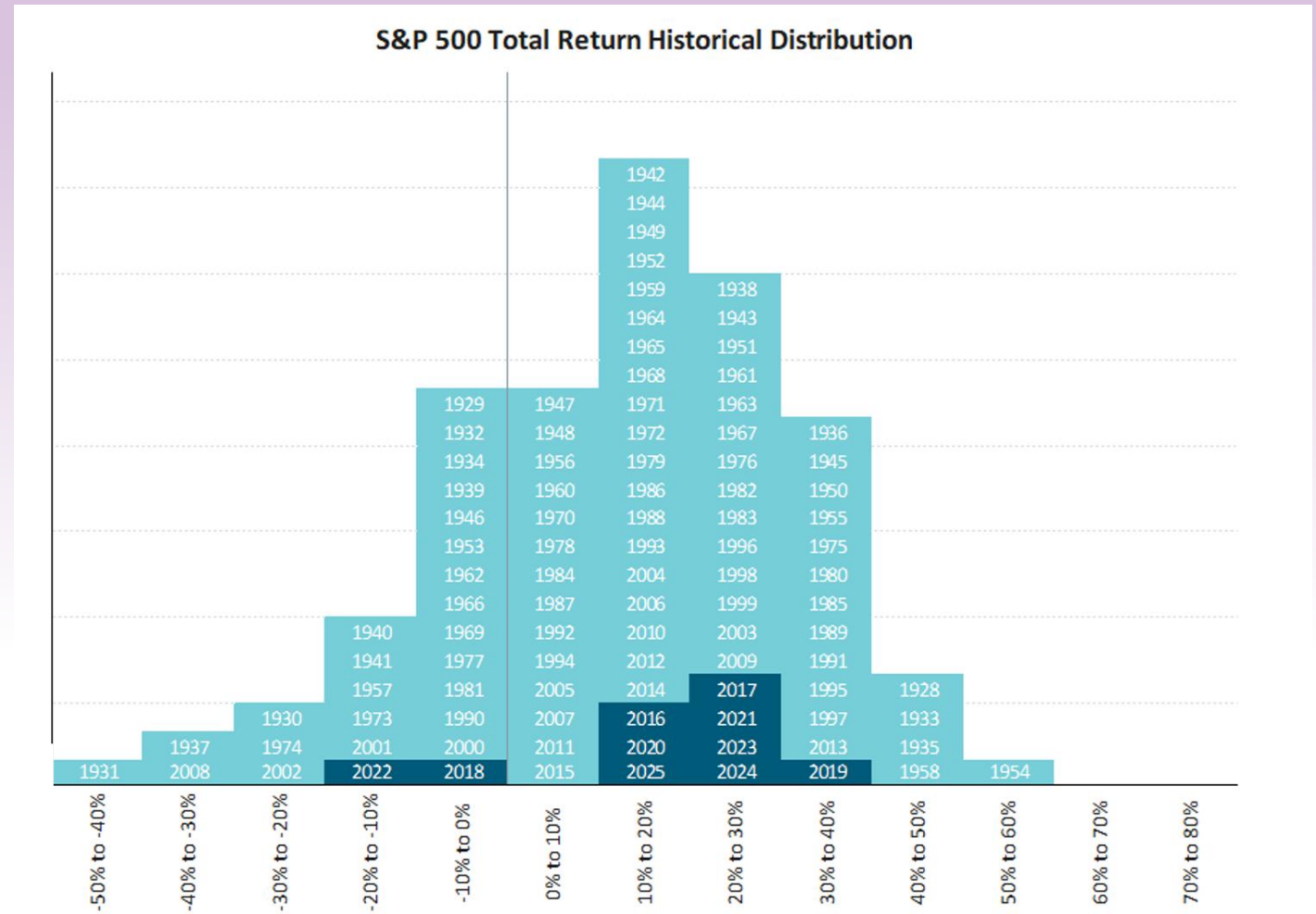
Markets can go up and down, but ~3x more positive years.

Last 10 years in blue

This data supports that it is time in the market, not timing the market that delivers the best returns.

What is the S&P500?

A stock market index tracking the stock performance of 500 leading companies listed on stock exchanges in the United States. These 500 companies account for over 75% of the US stock market value.



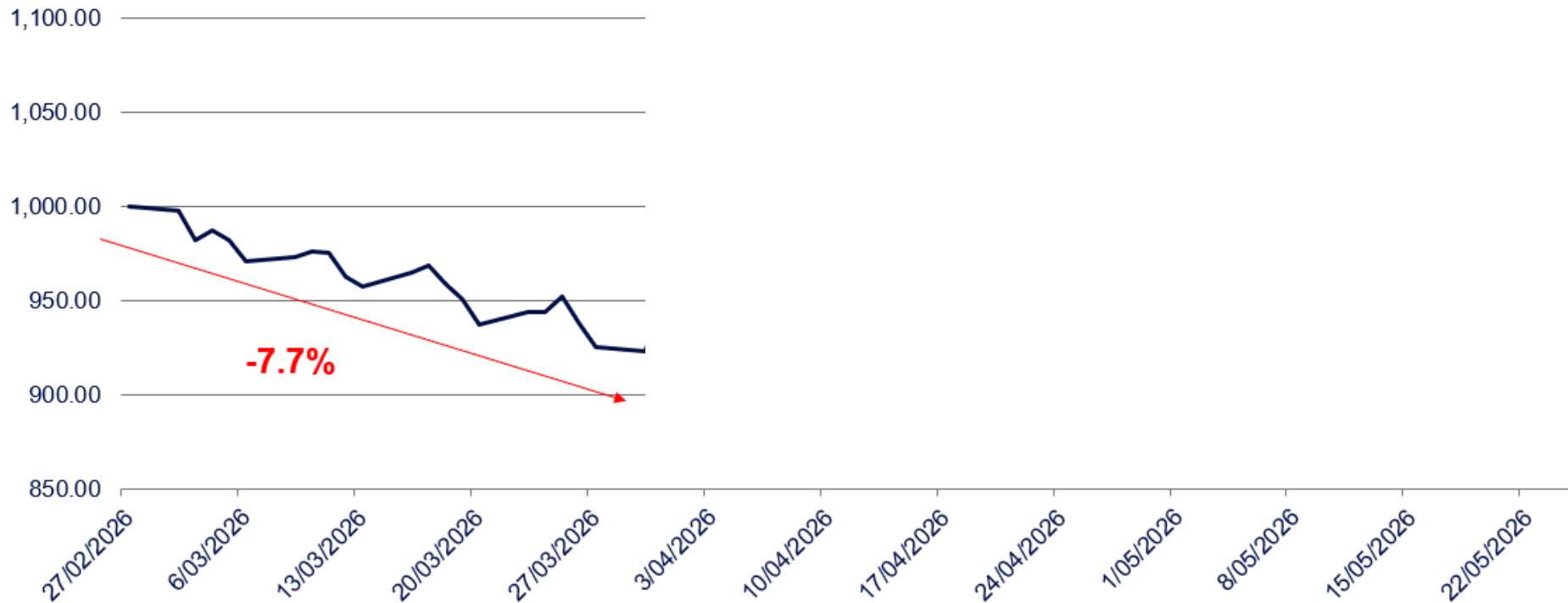
The Long Term View

Excerpt from Mercer SuperEasy Webinar April 2026

The illustration depicts a family of five enjoying a picnic in a vibrant, stylized landscape. A chef in a white hat and apron is grilling food on a black barbecue. A woman in a green top and white pants stands nearby, holding a plate. A man in a grey sweater and black pants stands to the left, holding a fork. A young girl in a green dress and a small white dog are in the foreground. The background features rolling hills in shades of purple, pink, and green, with a large, glowing sun or moon in the sky. The overall scene is bright and cheerful, suggesting a positive future.
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The Short-term mindset

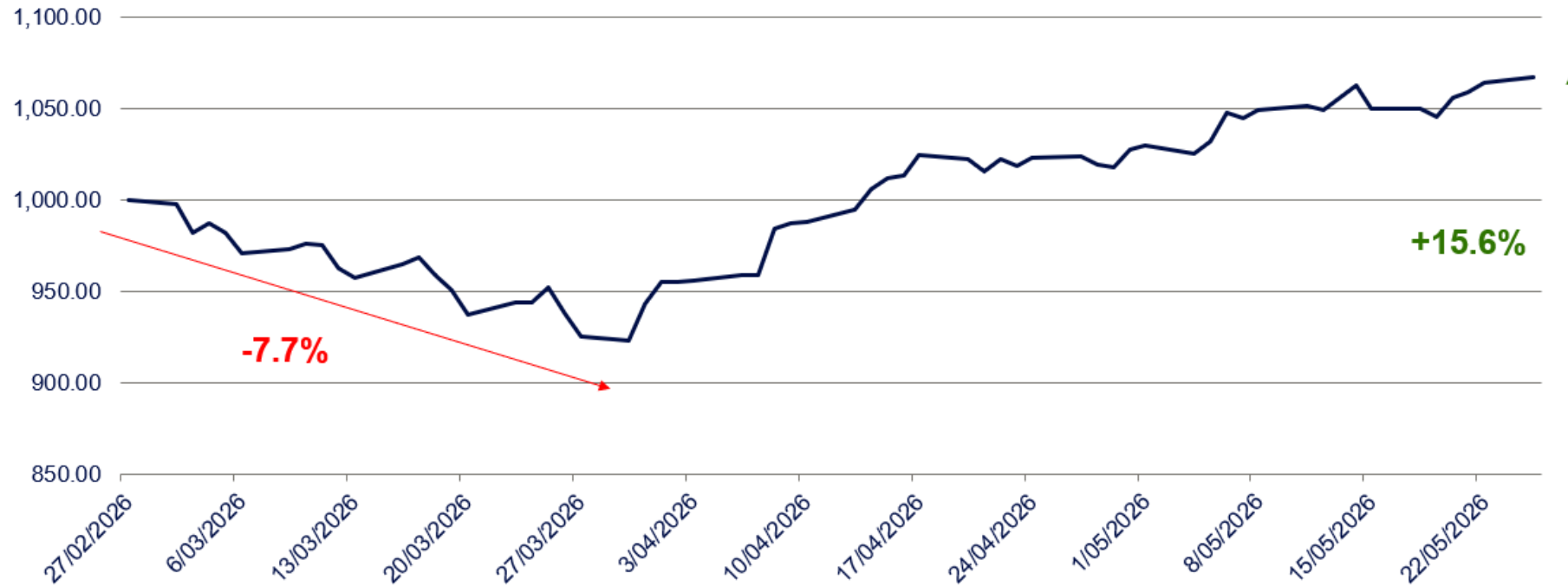
MSCI World Index (LC)
Growth of \$1000 since US/Iran conflict began



Loss Aversion Bias is the phenomenon of feeling losses more keenly than gains. Over this short time period we watched KiwiSaver balances lose 7% value in a month!! Then, rebound within 10days.

The Short-term mindset

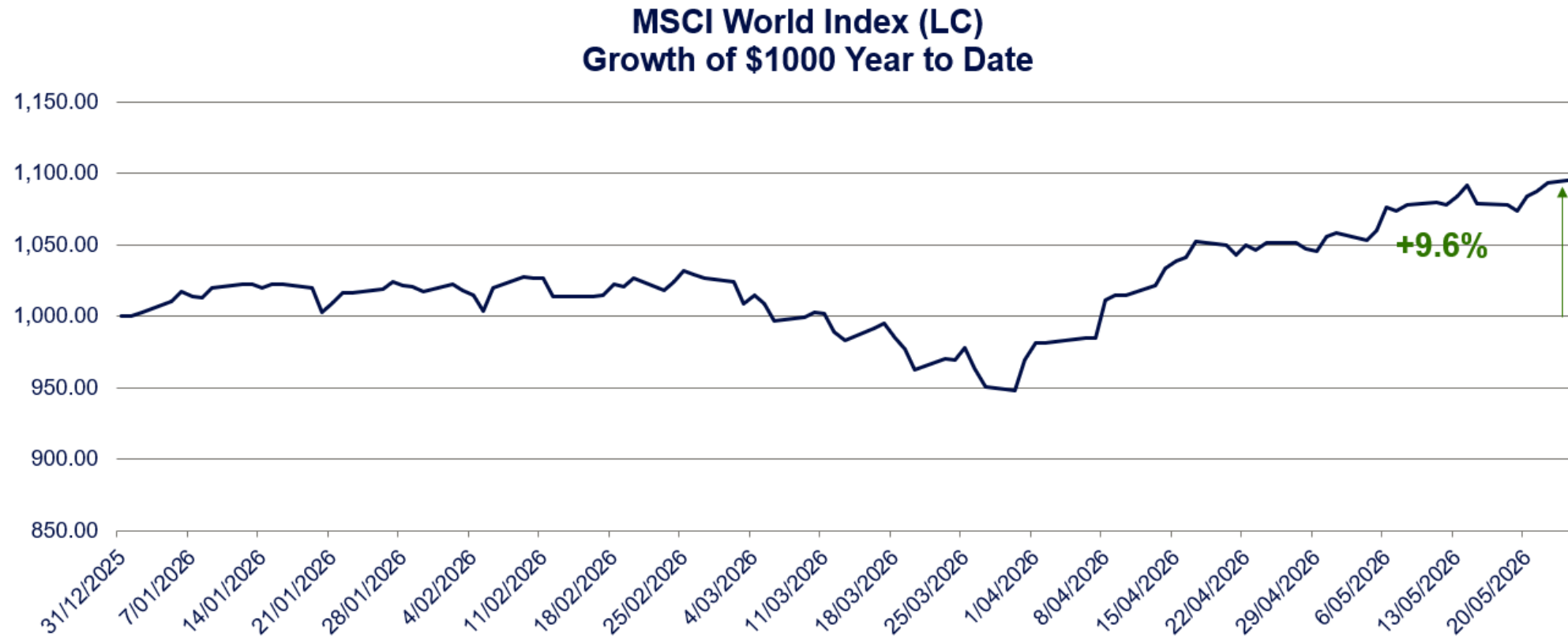
MSCI World Index (LC)
Growth of \$1000 since US/Iran conflict began



Loss Aversion Bias is the phenomenon of feeling losses more keenly than gains. Over this short time period we watched KiwiSaver balances lose 7% value in a month!! Then, rebound within 10days.

Zoom out

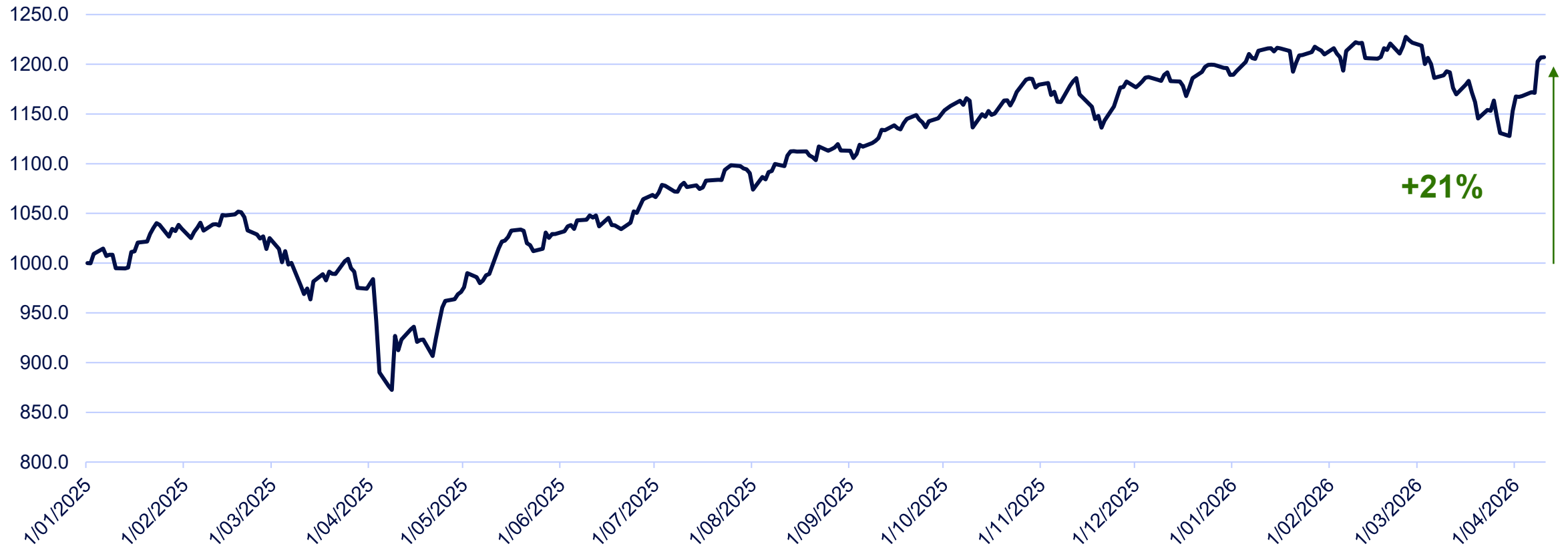
A longer (5 month) view shows that, actually, there was a 9.6% increase since December



The long-term mindset

An even longer (15-month) view shows that there has actually been a 21% increase in this index! Loss Aversion Bias, can mean that we worry about short term falls, but 'forget' long term gains.

MSCI World Index (LC)
Growth of \$1000 since January 2025



The long-term mindset

Market volatility can trigger investor activity, often to their detriment

- The SuperEasy investment options are well diversified by asset class and geography.
- Short-term volatility is always expected, irrespective of the trigger.
- Your investment option should be chosen to match a long-term objective, not this month's headlines.
- Market volatility tends to hit the headlines after investment markets have their worst days.
- Awareness of market volatility has historically prompted investors to make emotional decisions and switch options at the worst time – many of the markets best days occur close to their worst days. Switching investment options frequently leads to missing out on the rebound.
- The optimal path of action is to take the long-term mindset and ride out the short term volatility.
- Recommend that once a year you should reconsider your circumstances (ie time horizon, tolerance for risk) and make sure that the investment option you are in is still right for you. This means that if a change in investment option is warranted, you can make that decision without the pressure of market volatility while also providing confidence in the long-term mindset when market volatility does strike.

MSCI World Index (LC)
Growth of \$1000





Civic Financial Services Ltd
SERVICING LOCAL GOVERNMENT ACROSS NEW ZEALAND

Saving

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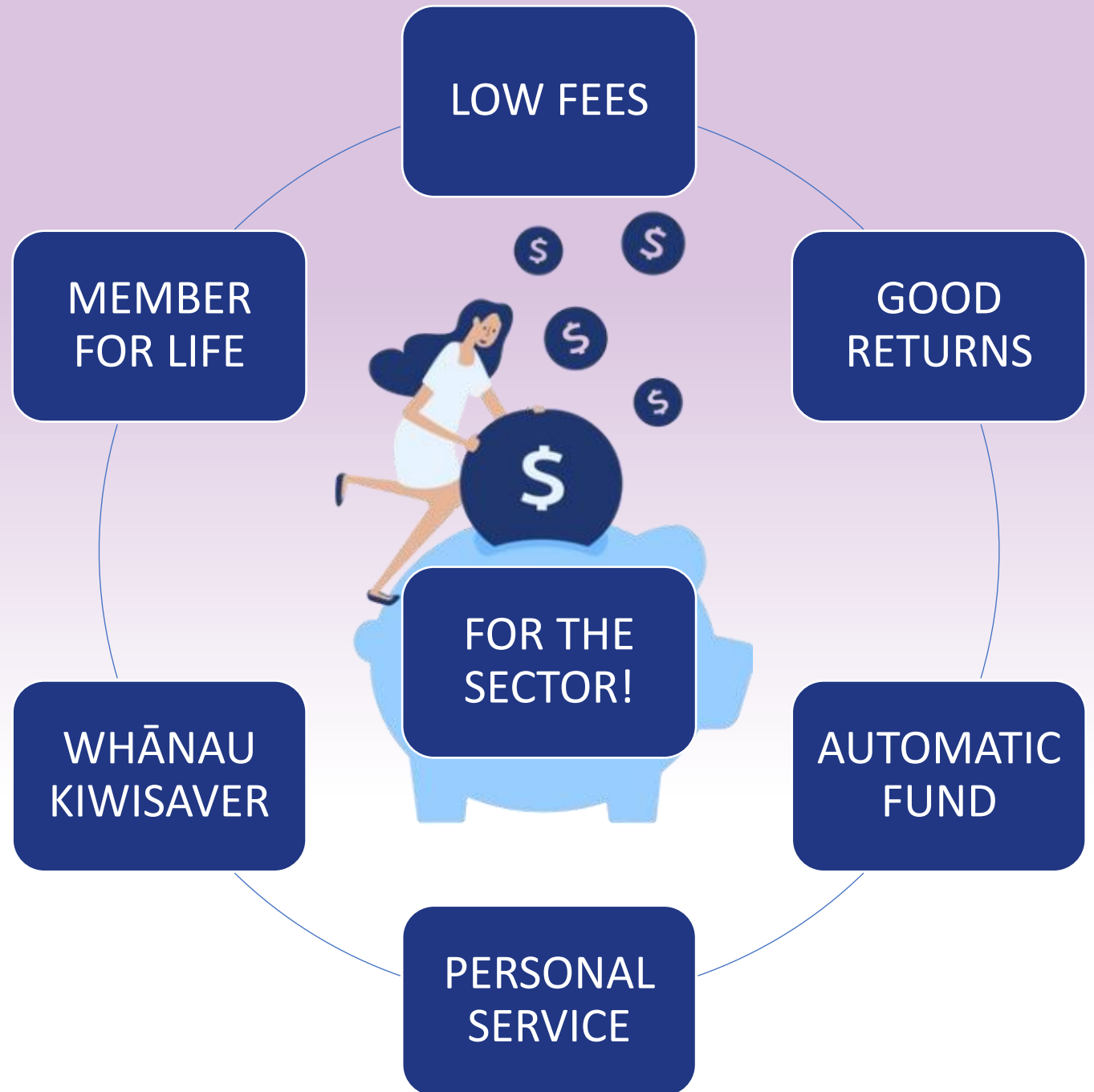


Our overarching superannuation goal

Putting more money back into your pocket.

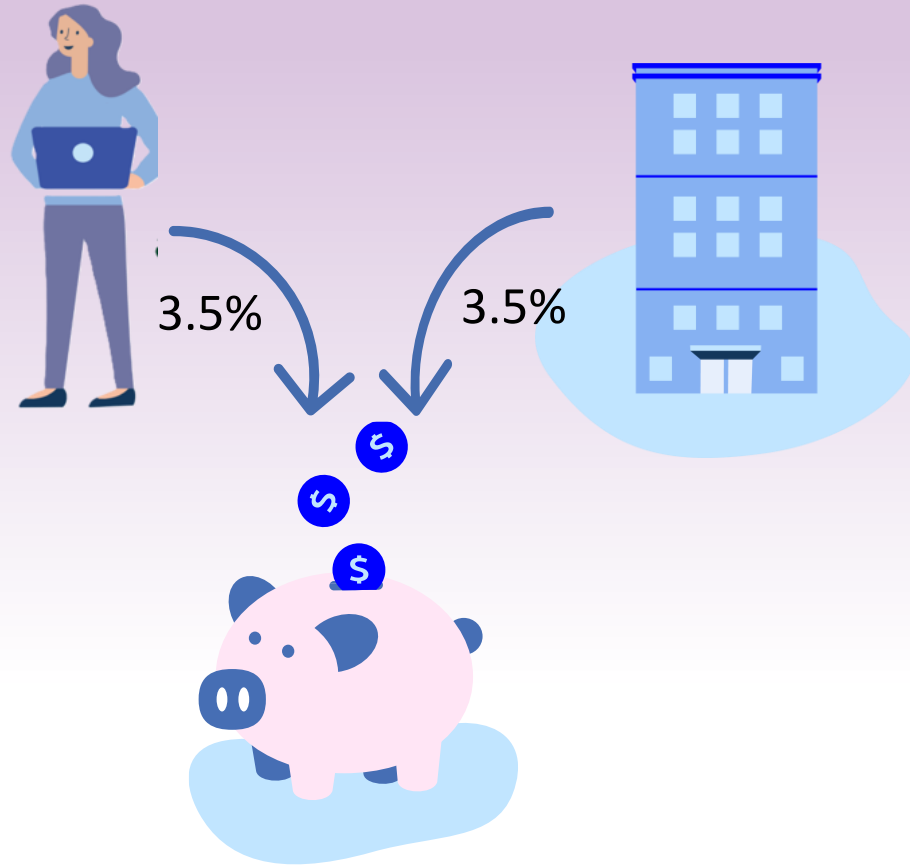
...by putting people first and providing members with long-term financial wellbeing.

SuperEasy offers Council families two services to get to retirement.....



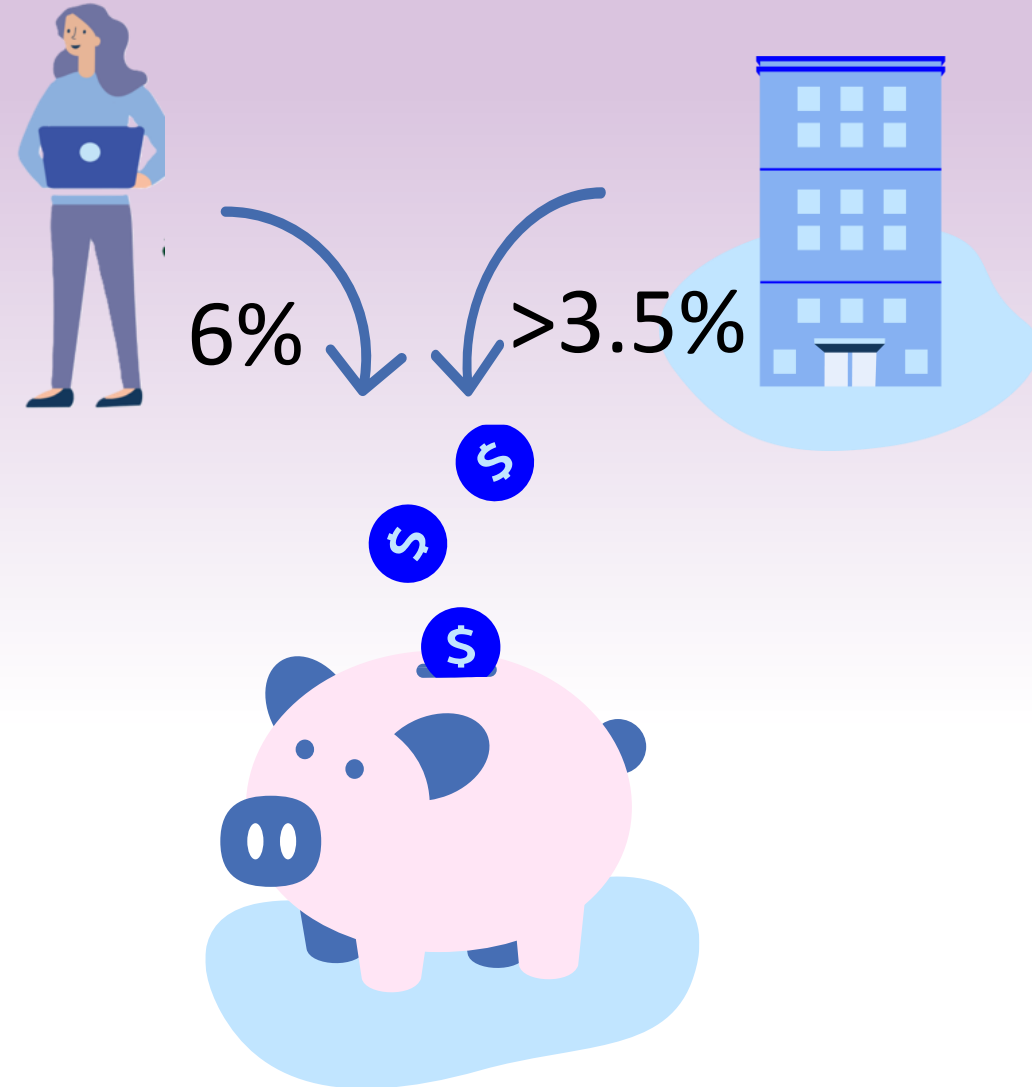
How the Schemes work together

Typical KiwiSaver

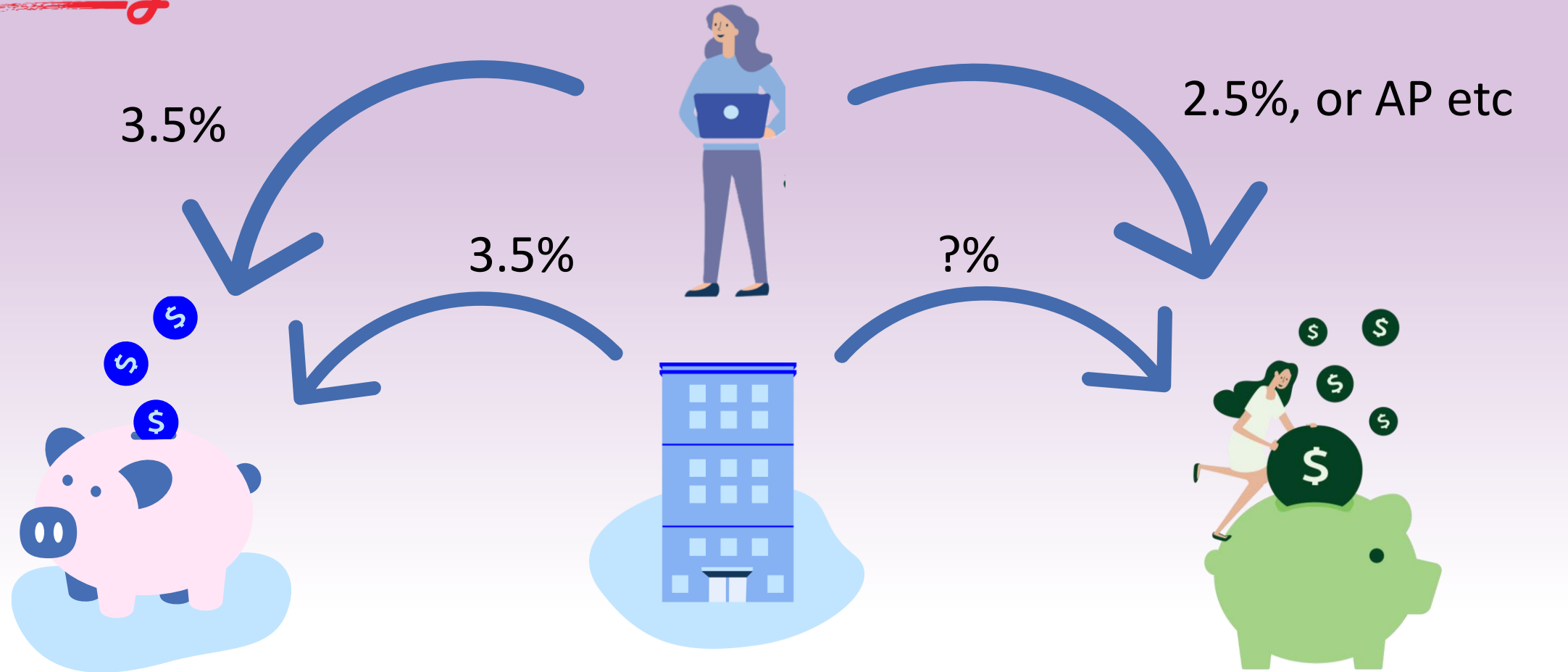


OR

Enhanced Savings KiwiSaver



How the Schemes work together



SuperEasy KiwiSaver

SuperEasy Superannuation



SuperEasy KiwiSaver

Vs

SuperEasy Local Govt Superannuation Scheme?



*Note: There can be some exceptions to these points

	KiwiSaver	Local Govt SS
Owned by Councils	✓	✓
Low Fees	✓	✓
Good Returns	✓	✓
Restricted Scheme	✓	✓
Unique Automatic Fund	✓	✓
Professionally managed	✓	✓
Member for Life	✓	✓
Available for First Home Purchase*	✓	x
Leave your money in past 65	✓	✓
Early access to funds if needed*	✓	✓
Must have regular payments if <65*	✓	x
Access if you leave council before 65	x	✓
Government contributions*	✓	x
Whanau can Join	✓	x
Contributions from Employer	✓	?



Why use the Local Government Superannuation Scheme?



- KiwiSaver is hard to access
- You can contribute whichever way suits –
 - Percentage of pay
 - Regular \$ per pay
 - Automatic payment
 - Lump sums
- Same fund management at SuperEasy Kiwisaver
- Automatic Fund is an option
- If you leave the council, you can withdraw these funds
- If you transfer to another council, you can ringfence and start again
- You can withdraw your ringfenced funds at any time

Note:

The council you work for must be a SuperEasy participating employer.



Appointed Fund Managers

** Civic is not linked to in-house investment teams*



ESG ✓

Members:



Mercer

- One of the world's largest managers of third-party funds with \$1 trillion of client funds under management globally
- Managing \$16 billion on behalf of New Zealand investors
- Helping New Zealanders manage their retirement savings for over 65 years
- Global workforce of 20,000+ employees across 130 countries
- RIAA 'Responsible Investment Leader 2024'

Harbour

- \$20 billion+ in funds under management
- Experienced investment team that has worked together for 22 years
- 76% owned by Jarden Group, 24% by 15 employees
- Formed in December 2009
- Embedded ESG principles in all their portfolios
- Focused on investment management, research, and providing clients with deep insight into markets



Where is your KiwiSaver money invested?

Four main funds:

- Aggressive
- Growth
- Balanced
- Conservative



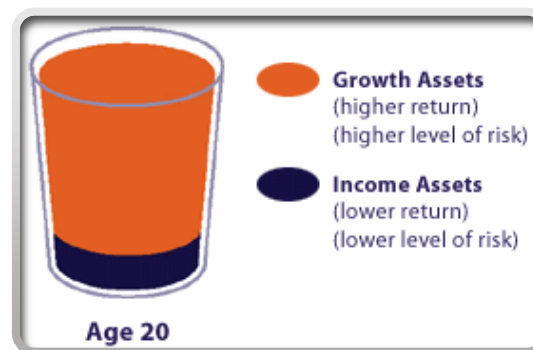
ASSET CLASS	PRODUCT	AGGRESSIVE	GROWTH	BALANCED	CONSERVATIVE
NZ equities	Harbour NZ Shares Index Fund	20.0%	15.0%	10.0%	5.0%
Int. equities	Mercer Overseas Shares Index Portfolio	47.0%	28.50%	19.2%	6.4%
	Mercer Hedged Overseas Shares Index Portfolio	13.0%	11.5%	10.8%	3.6%
Global listed property	Harbour Real Estate Investment Fund	10.0%	15.0%	10.0%	5.0%
Total growth assets		90.0%	70.0%	50.0%	20.0%
NZ fixed interest	Harbour NZ Core Fixed Interest Fund	3.0%	10.0%	20.0%	35.0%
Int. fixed interest	Hunter Global Fixed Interest Fund	5.0%	15.0%	20.0%	15.0%
Cash	Harbour Enhanced Cash Fund	2.0%	5.0%	10.0%	30.0%
Total income assets		10.0%	30.0%	50.0%	80.0%



Our exclusive Automatic Fund

Age	Growth Asset (Higher return) (Higher level of risk)	Income Asset (Lower return) (Lower level of risk)
20	95	5
30	85	15
40	75	25
50	65	35
60	55	45
70	40	60
80+	25	75

- Exclusive and unique for SuperEasy members
- Our default fund for KiwiSaver
- Automatically reduces investment risk each month as you get older (20 years to 80 years old plus)
- Removes the need to continually reassess your investment strategy
- Designed for saving for retirement
- Designed for managing savings in retirement
- Over 80% of our members have chosen the Automatic Fund
- Competitive returns





Investment returns for SuperEasy with rankings

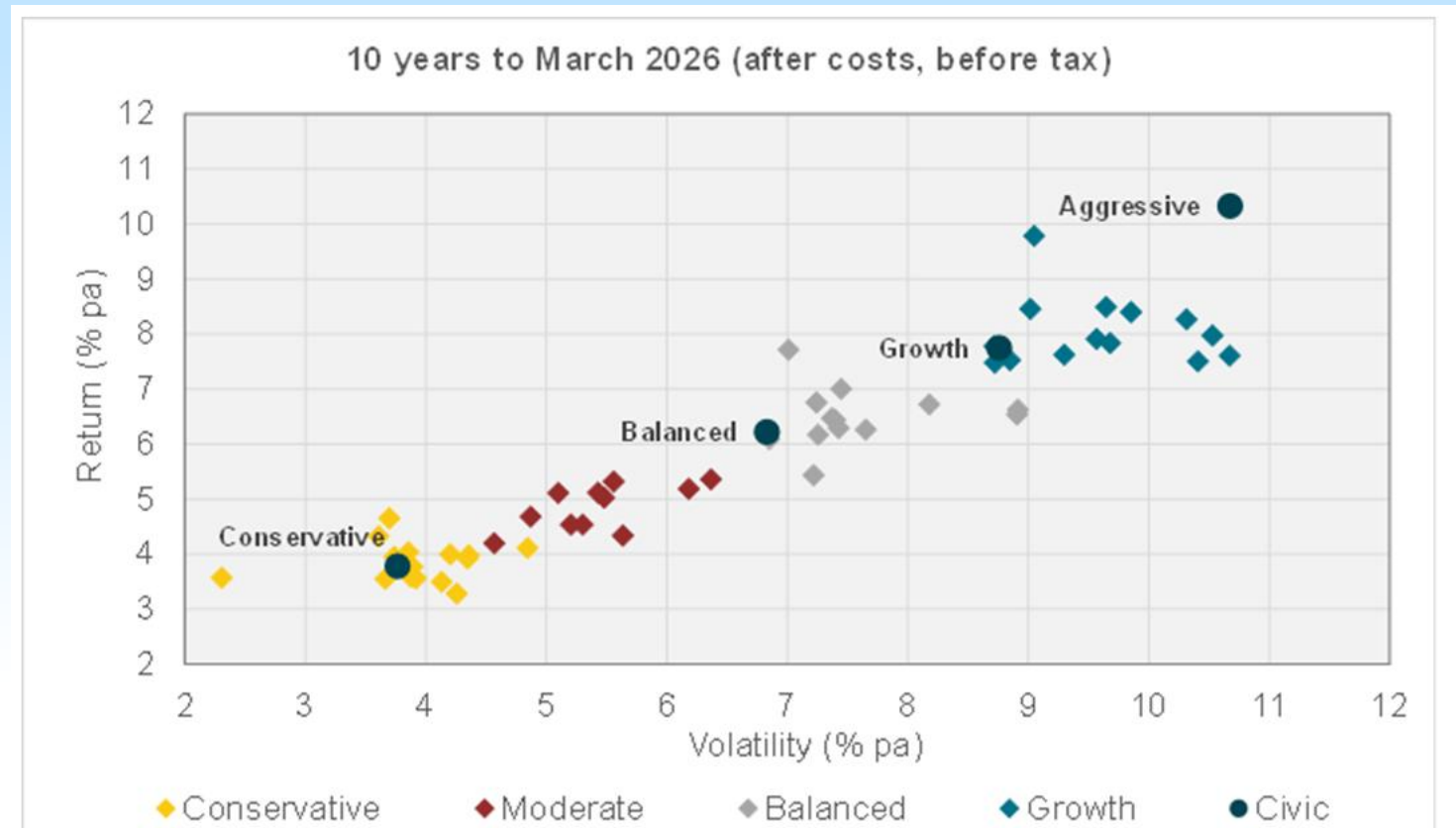
Quarter ending 31 March 2026 (after fees and before taxes).

The following table shows the performance of the Schemes' funds to 31 March 2026. The peer group used are the KiwiSaver funds from the MJW Investment Survey, which can be found online at <https://mjw.co.nz/wp-content/uploads/2026/05/MJW-Investment-Survey-Mar-2026.pdf>

Returns are after fees and before tax. Members' actual returns will be lower depending on their tax rate. Please note that the Schemes' returns have been estimated based on current cost levels. These may differ from the historical returns actually achieved.

The returns highlighted in blue are in the upper half of their peer group, and those in bold font are in the highest quartile of their peer group.

Performance summary as of 31 March 2026





SuperEasy KiwiSaver Superannuation Scheme fees

- As of 1 April 2025
- Low fees since the inception of both schemes
- Fees will continue to reduce
- If you leave the council, the same fees will remain
- Lower fees, bigger savings
- Savings will last longer in retirement
- Very competitive

SuperEasy KiwiSaver account balance	\$10,000	\$100,000	\$200,000	\$250,000
Management fee (0.32% per annum)	\$32	\$320	\$640	\$800
Annual in-fund fee (0.003% per annum)	\$0.30	\$3	\$6	\$7.50
Administration fee \$54 per year	\$54	\$54	\$54	\$54
Total fee charged for the year	\$86.30	\$377	\$700	\$861.50





How does SuperEasy compare to the average KiwiSaver management fees?



	SuperEasy KiwiSaver		KiwiSaver average	
	Management fee % pa	Management cost \$ pa	Management fee \$ pa	Management cost \$ pa
Aggressive	0.32	54	0.83	17
Growth	0.32	54	1.00	16
Balanced	0.32	54	0.88	16
Conservative	0.32	54	0.78	15

Annual fee assuming \$50,000 balance

	SuperEasy	Average	Difference
Aggressive	\$216	\$432	\$217
Growth	\$216	\$516	\$300
Balanced	\$216	\$456	\$240
Conservative	\$216	\$405	\$190

Via MJW – 30 June 2025

More details on these fee comparisons are available at <https://smartinvestor.sorted.org.nz/kiwisaver-and-managed-funds>,



Contributions and compounding investments

Years	Employee Paid	Employer Paid (after ESCT)	Govt Paid	Total Contributed	Projected Balance	Investment Growth
1	\$1,750.00	\$1,443.75	\$260.72	\$3,454.47	\$3,568.41	\$113.94
5	\$8,750.00	\$7,218.75	\$1,303.60	\$17,272.35	\$20,378.18	\$3,105.83
10	\$17,500.00	\$14,437.50	\$2,607.20	\$34,544.70	\$48,495.23	\$13,950.53
20	\$35,000.00	\$28,875.00	\$5,214.40	\$69,089.40	\$140,817.75	\$71,728.35

- You joined KiwiSaver on 1 July
- An employee earning \$50k per annum
- Contributing a minimum of 3.5% of gross salary (will change from 1 April 2026 to 3.5%)
- Your employer contributes 3.5% less tax (again, will change from 1 April 2026 to 3.5%)
- Government contribution at a rate of 0.25 cents per \$ you pay up to \$260.72 max
- KiwiSaver year runs from 01/07 to 30/06
- Employer ECST tax rate of 17.5%
- This doesn't include any payraises!
- 8% return, estimate only



We pay your tax!



- PIE investment – is tax paid on the members' behalf
- PIR is the rate charged on your investment income
- Both SuperEasy schemes are portfolio investment entities
- Default rate of 28%
- Use **IR855** and ensure you tell us your correct PIR

Taxable income (excluding PIE income) in either of the last two tax years	Taxable income (including PIE income) in either of the last two tax years	PIR
\$15,600 or less	\$53,500 or less	10.5%
\$53,500 or less	\$78,100 or less	17.5%
Over \$53,500	Over \$78,100	28%



Who can join our superannuation schemes?



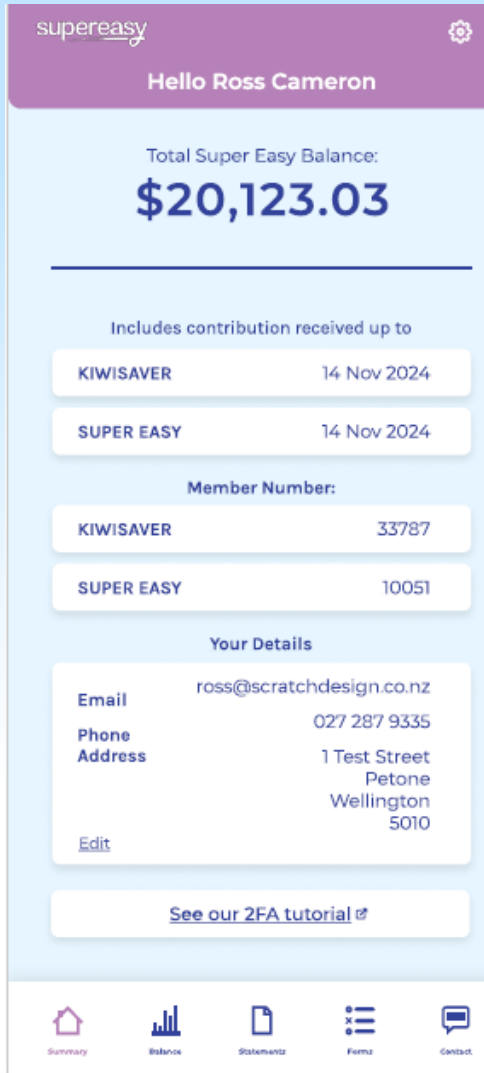
SuperEasy KiwiSaver Superannuation Scheme

- NZ citizen or eligible to be in NZ indefinitely in terms of the Immigration Act 2009
- Local government employees/council employees
- Council-controlled organisation employees
- Council employee family members
- Local Government NZ
- Taituarā
- Civic

Local Government Superannuation Scheme

- Local government employees/council employees
- Local Government NZ
- Taituarā
- Civic

supereasy Out Now! Search "SuperEasy" in your app store



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Total Super Easy Balance:
\$20,123.03

Includes contribution received up to

KIWISAVER	14 Nov 2024
SUPER EASY	14 Nov 2024

Member Number:

KIWISAVER	33787
SUPER EASY	10051

Your Details

Email: ross@scratchdesign.co.nz
Phone: 027 287 9335
Address: 1 Test Street, Petone, Wellington 5010

[See our 2FA tutorial](#)

Summary Balance Statements Firms Contact



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Annual Balance

Total SuperEasy KiwiSaver Balance:
\$20,123.03

Total SuperEasy Employer Scheme Balance:
\$10,004.02

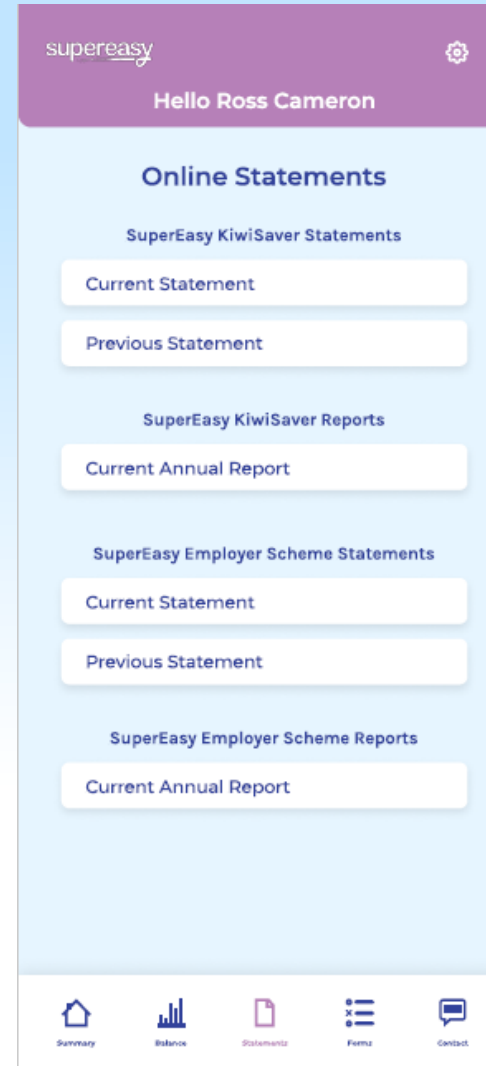
KIWISAVER EMPLOYER SCHEME

3 Month History

DATE	Balance
28 SEPT 2024	\$17,502.01
29 OCT 2024	\$19,028.75
14 NOV 2024	\$20,123.03

[My Investment Returns](#)

Summary Balance Statements Firms Contact



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Online Statements

SuperEasy KiwiSaver Statements

Current Statement
Previous Statement

SuperEasy KiwiSaver Reports

Current Annual Report

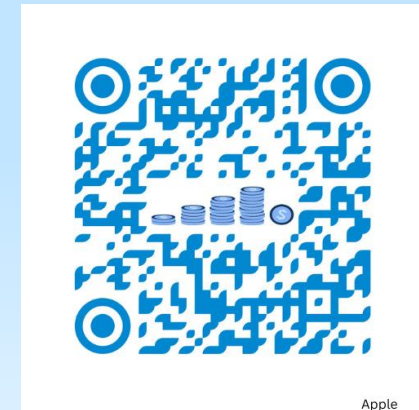
SuperEasy Employer Scheme Statements

Current Statement
Previous Statement

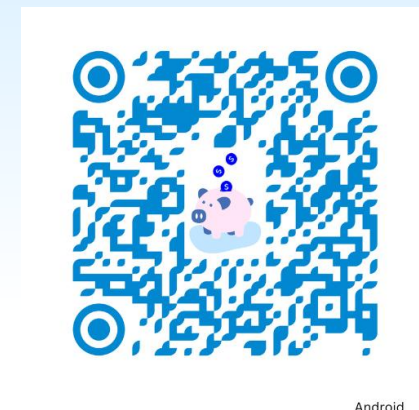
SuperEasy Employer Scheme Reports

Current Annual Report

Summary Balance Statements Firms Contact



Apple



Android

supereasy New Partnership November 2025



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 **Live chat**

 **4029**

 **help@moneytalks.co.nz**



- Free national financial helpline
- Safe, non-judgemental place to talk about all things money
- Referral to local financial mentoring service if required – 183 services across Aotearoa
- Monday – Friday 8am-8pm and Saturdays 9am-4pm and Sundays 10am-2pm
- Qualified financial helpline advisors - no chatbots

FinCap is a charitable trust that supports financial mentors to facilitate whānau financial wellbeing and advocates for policy reform.



It's super easy to join!



Visit our website with your
IRD number handy

www.supereasy.co.nz

How did we do?



Anonymous feedback
form

David: 021 049 6759