Civic Financial Services Ltd
SERVICING LOCAL GOVERNMENT ACROSS NEW ZEALAND

SuperEasy puts more money into your back pocket.



Presentation by David Lloyd, Brand Ambassador
September 2026

supereasy

supereasy



David Lloyd

Brand Ambassador

- Not financial advice
- No incentives

- Started career in QLDC Events Centre
- National Manager in Animal Health/Veterinary
- Emergency Management/Animal control
- ‘For Purpose’: Service & Support
- Live in Wellington with my wife, two teens, cats

Civic Financial Services Ltd

SERVICING LOCAL GOVERNMENT ACROSS NEW ZEALAND

supereasy

Who is Civic Financial Services Ltd?



- Council-owned
- 1960's Insurance company
- 1991: **SuperEasy Local Government Superannuation Scheme**
- 2007: **SuperEasy KiwiSaver Superannuation Scheme**
- 11,200 members for both schemes
- ~ $720 million in funds under management
- Not financial advice
- No incentives

Civic Financial Services Ltd

supereasy

Local Government Superannuation

Our overarching superannuation goal

Putting more money back into your pocket.

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



Civic Financial Services Ltd

supereasy

Key things to know about KiwiSaver



1. How does KiwiSaver Works?
2. Who is your provider?
3. What fund are you in?
4. How to choose a fund?
5. What are the (Likely? Past?) Returns?
6. What fees are involved?
7. What might change?

Civic Financial Services Ltd

SERVICING LOCAL GOVERNMENT ACROSS NEW ZEALAND

supereasy



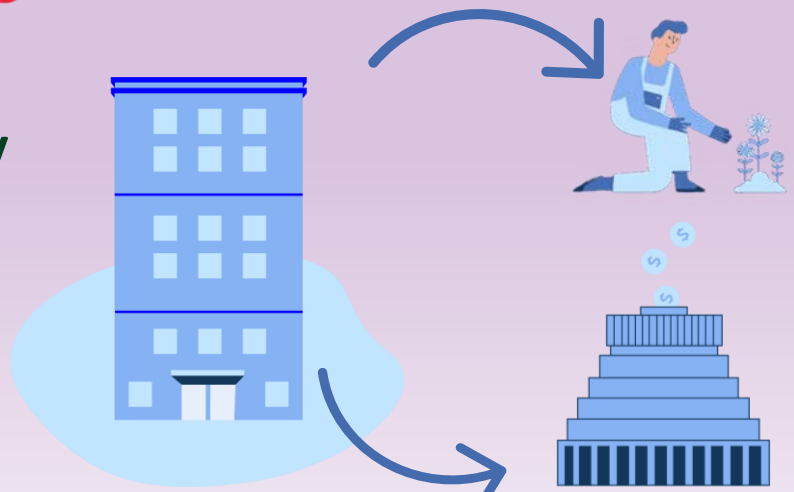
"The best time to plant a tree was 20 years ago, the second best time is now"

It's never too late to think about your savings and retirement plans. Don't worry about what you could have or should have done – you are here now!!

Civic Financial Services Ltd

How money arrives in your account

1. Payday



Council pays you & sends your KS to IRD

IRD sends your KS to your kiwisaver provider



Invested as per your fund choice

2. Other money

1. Voluntary contributions
2. Government Contributions (July)
3. Investment growth calculated daily (see ‘Returns’)

The landscape of KiwiSaver for Aotearoa

31 March 2026 [FMA KiwiSaver-Annual-Report-2026]

3.4 million KiwiSaver members

$139B

$13.2 billion Contributions

- $8.7 Billion by Kiwis
- $3.5 billion by Employers
- $1 billion by The Crown



Incoming Funds

- $10.7 billion net investment returns

- Average balance of $40,340
- 40+ schemes; 396 funds
  - See myIR.govt.nz

$5.9 Billion withdrawals

- $2.2 billion used for first-home buyers
- $3.3 billion withdrawn by over 65's
- $0.53 billion for hardship
- $0.98 billion in fees (average 0.7%)



Civic Financial Services Ltd

supereasy

Investment returns

S&P 500 since 1928

Via Harbour Asset Management

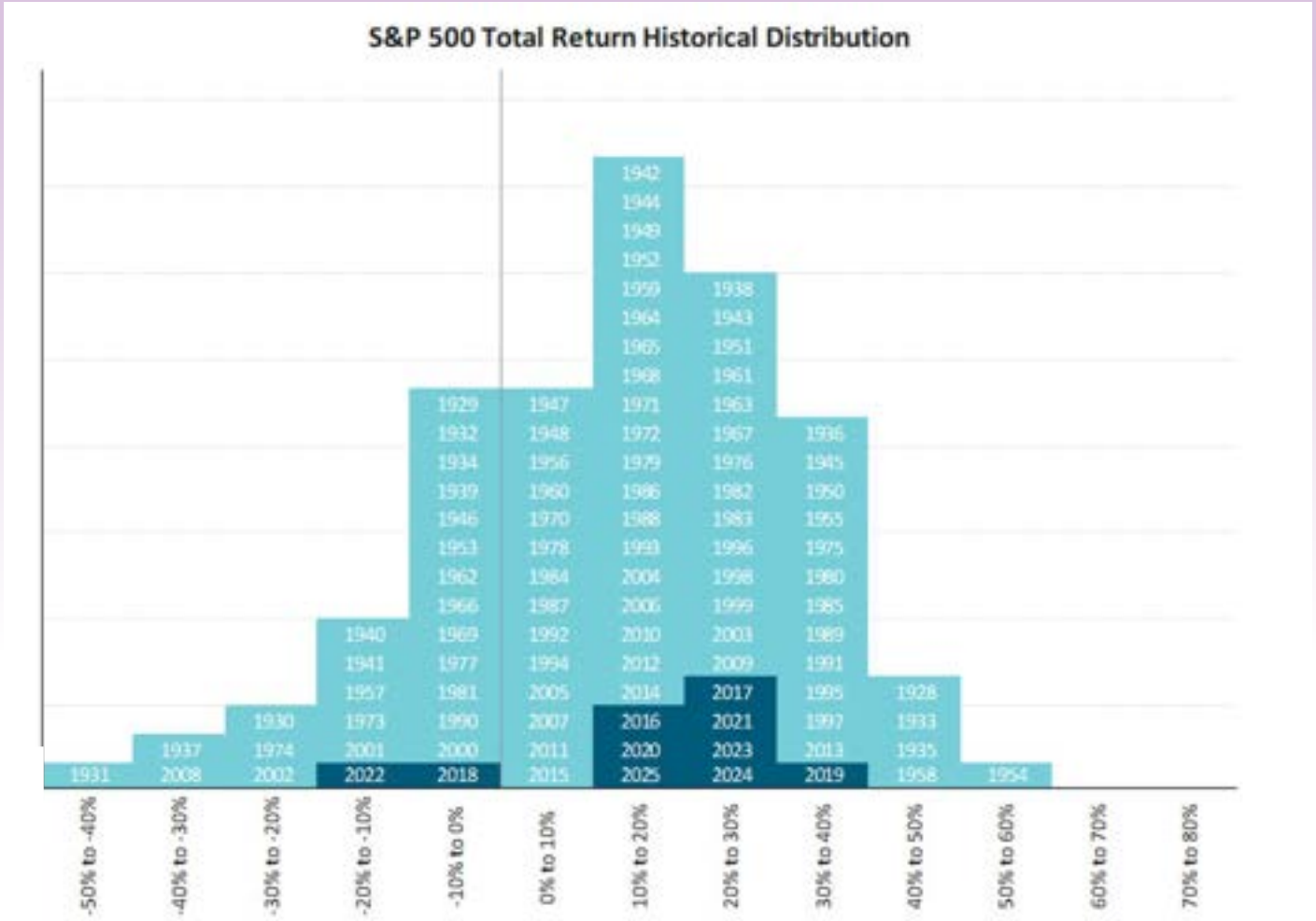
Markets can go up and down, but ~3x more positive years.

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?

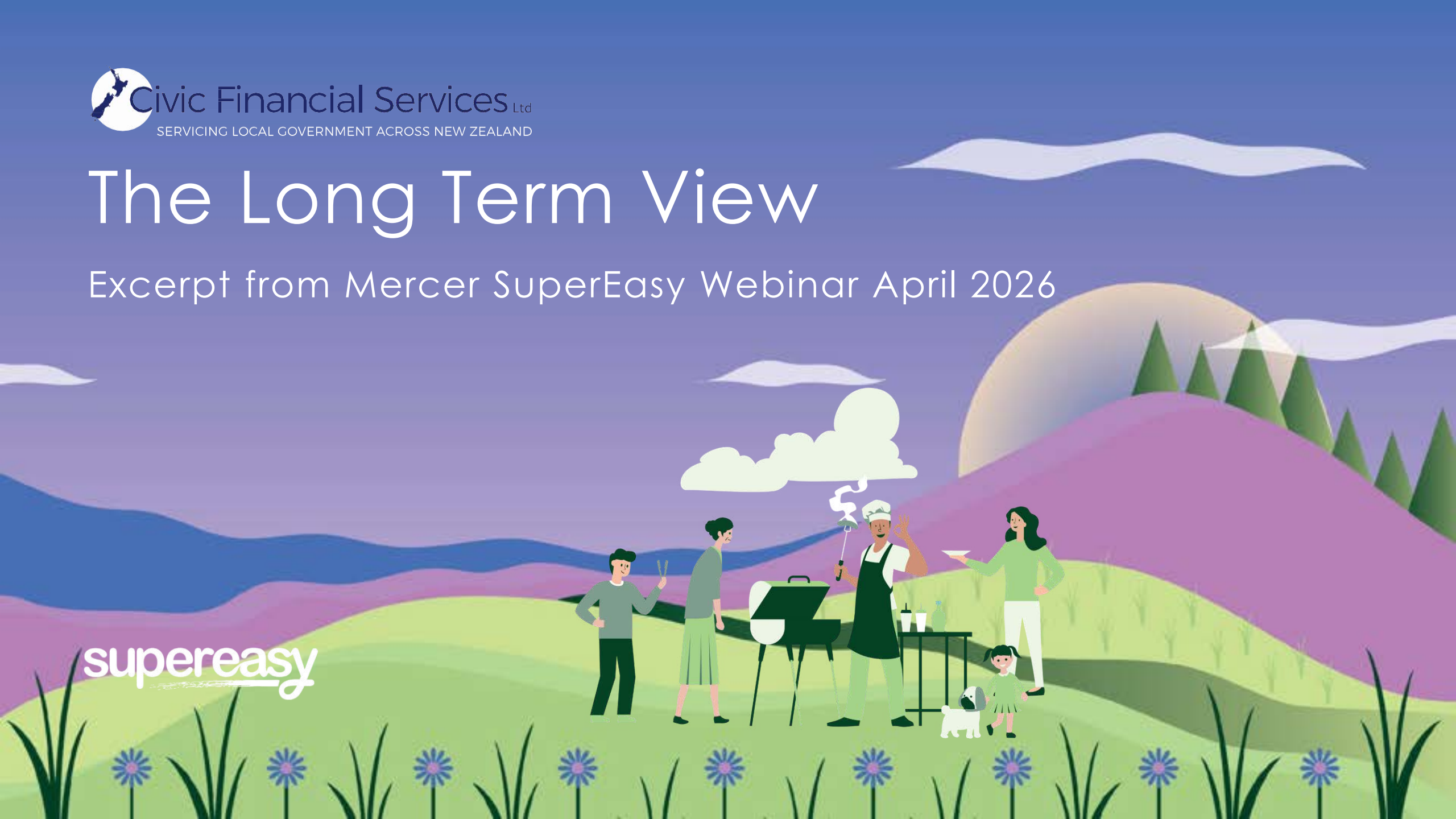
A stock market index tracking the stock performance of 500 leading companies listed on stock exchanges in the United States. These 500 companies account for over 75% of the US stock market value.



Civic Financial Services Ltd
SERVICING LOCAL GOVERNMENT ACROSS NEW ZEALAND

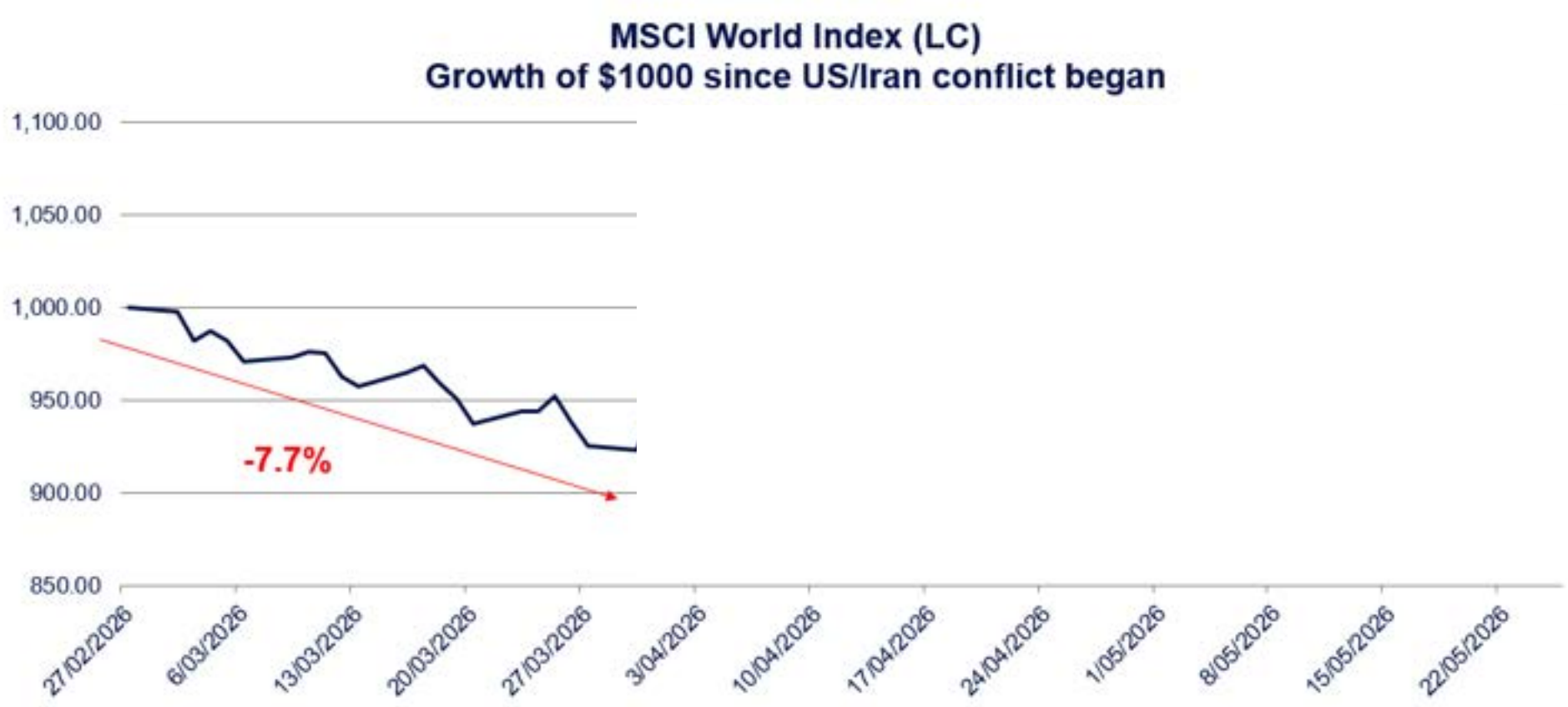
The Long Term View

Excerpt from Mercer SuperEasy Webinar April 2026



supereasy

The Short-term mindset



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.

© 2026 Marsh. All rights reserved.

The Short-term mindset



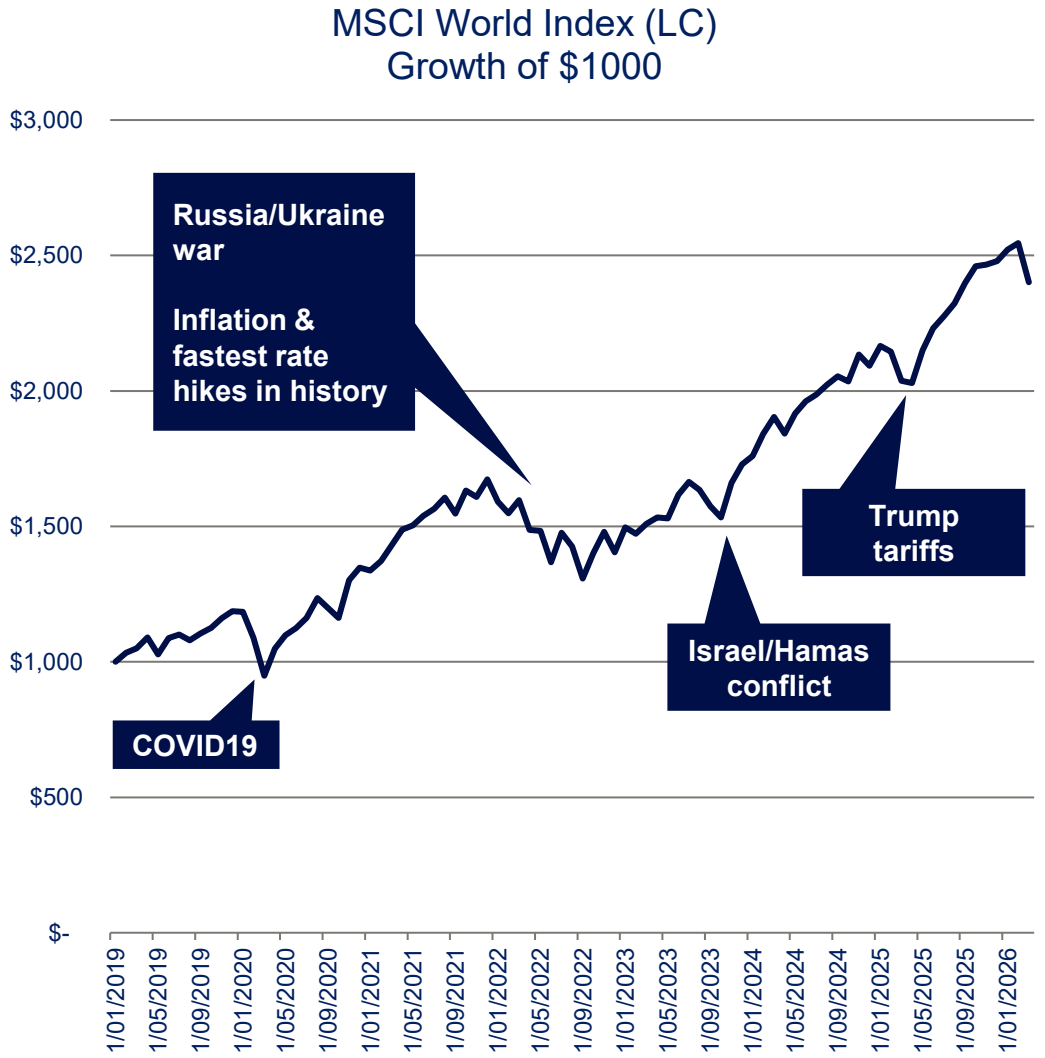
Loss Aversion Bias is the phenomenon of feeling losses more keenly than gains.
Over this short time period we watched KiwiSaver balances lose 7% value in a month!!
Then, rebound within 10days.

© 2026 Marsh. All rights reserved.

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.

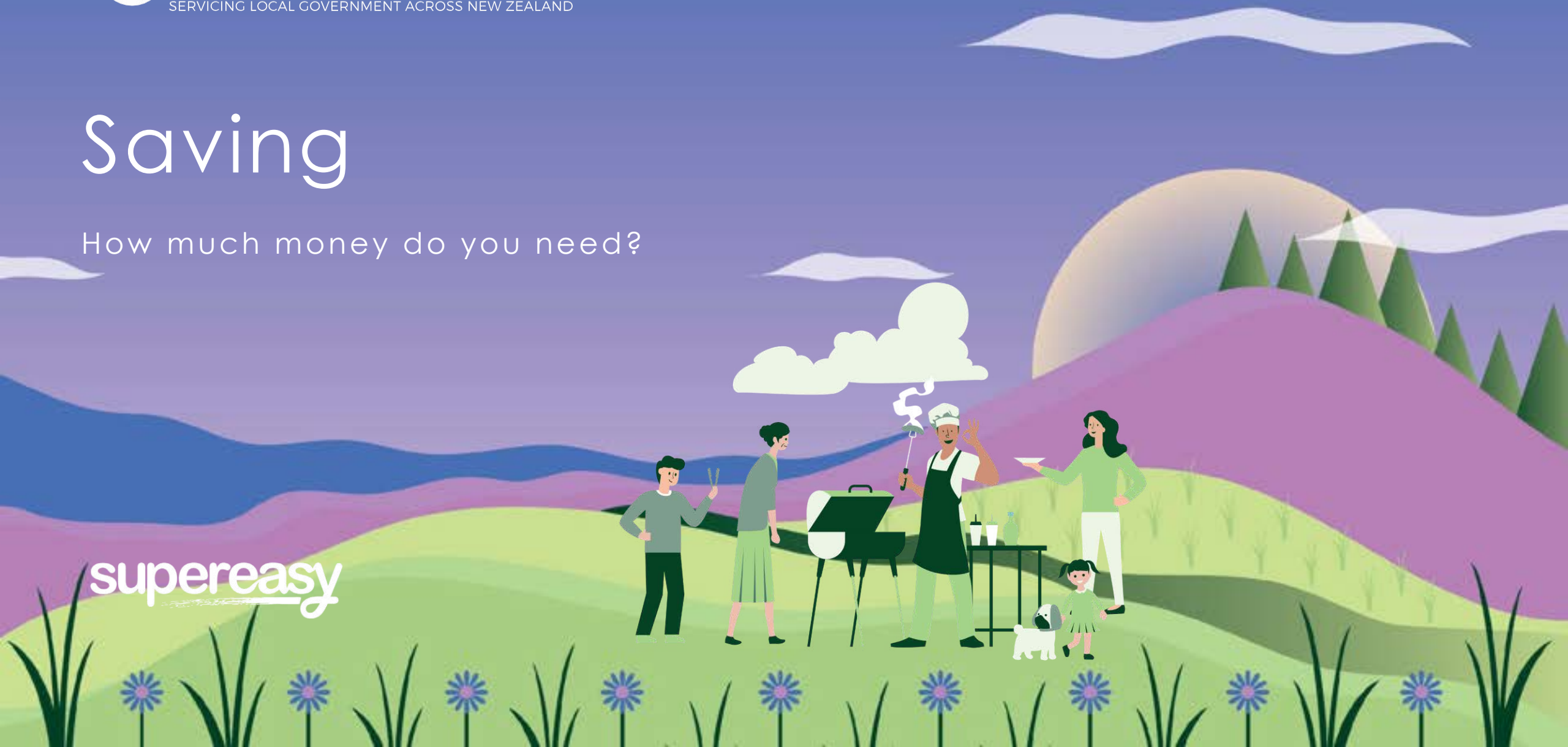


© 2026 Marsh. All rights reserved.

Civic Financial Services Ltd
SERVICING LOCAL GOVERNMENT ACROSS NEW ZEALAND

Saving

How much money do you need?



supereasy

How much money do I need? (Part 1)



Retirement Commission

- Retirement Commission: "Financially and mathematically challenging"
- Life span. Inflation. Markets. Wish list. Health. Quality of Life.

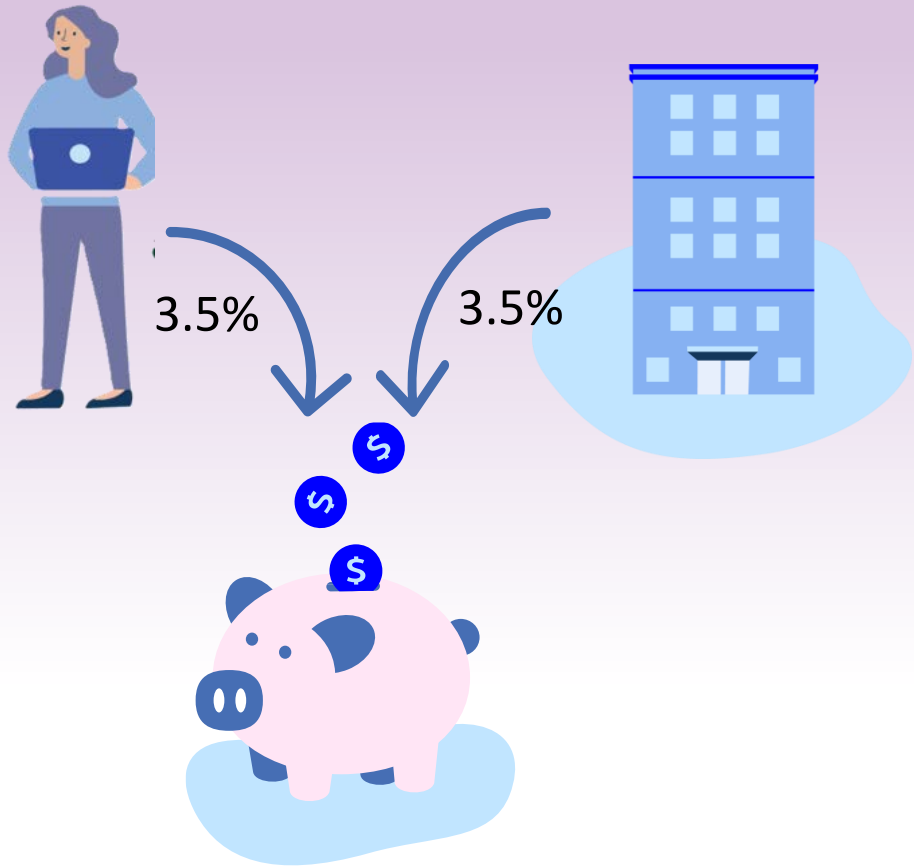
Sorted NZ (KiwiSaver Calculator):
https://sorted.org.nz/tools/kiwisaver-calculator/

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

Civic Financial Services Ltd
SERVICING LOCAL GOVERNMENT ACROSS NEW ZEALAND

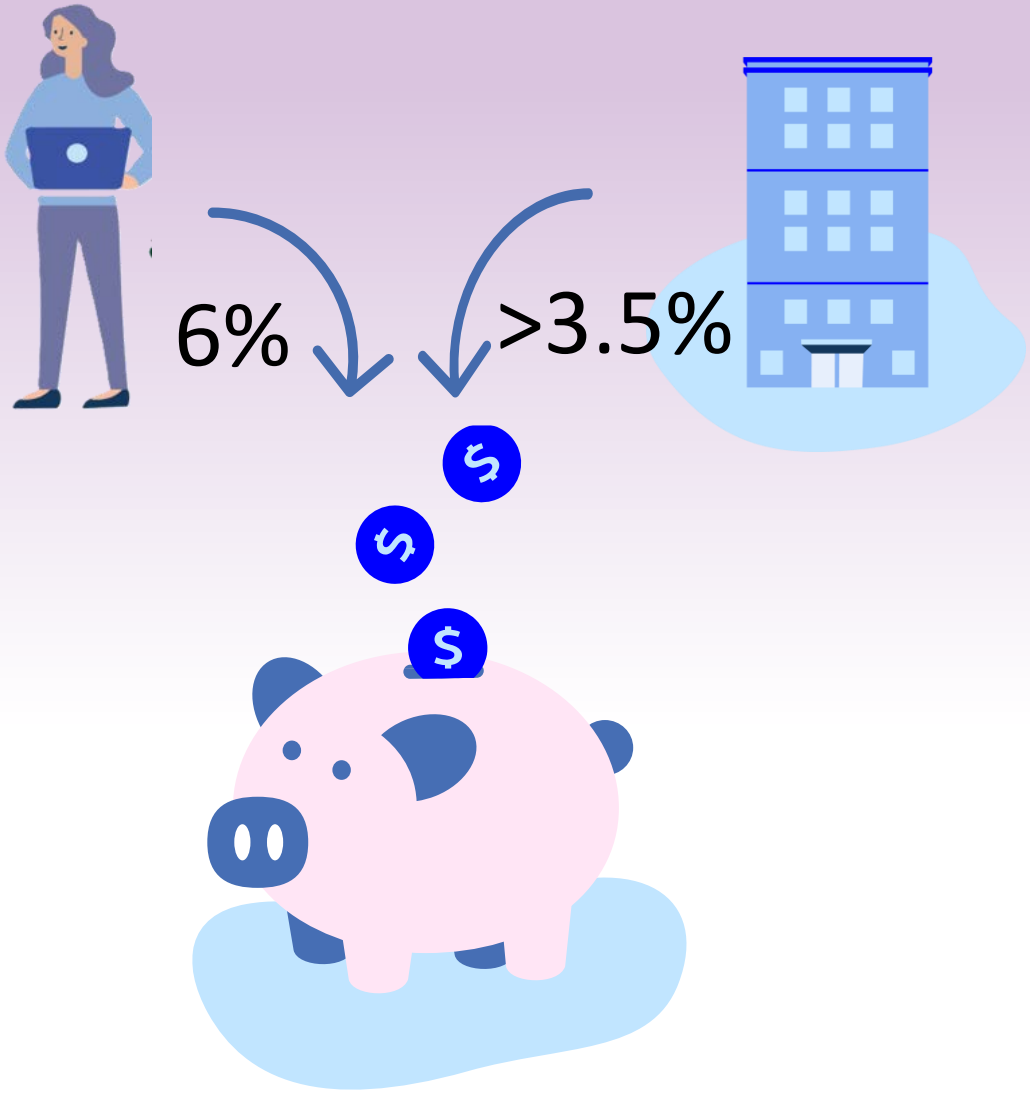
How the Schemes work together

Typical KiwiSaver



OR

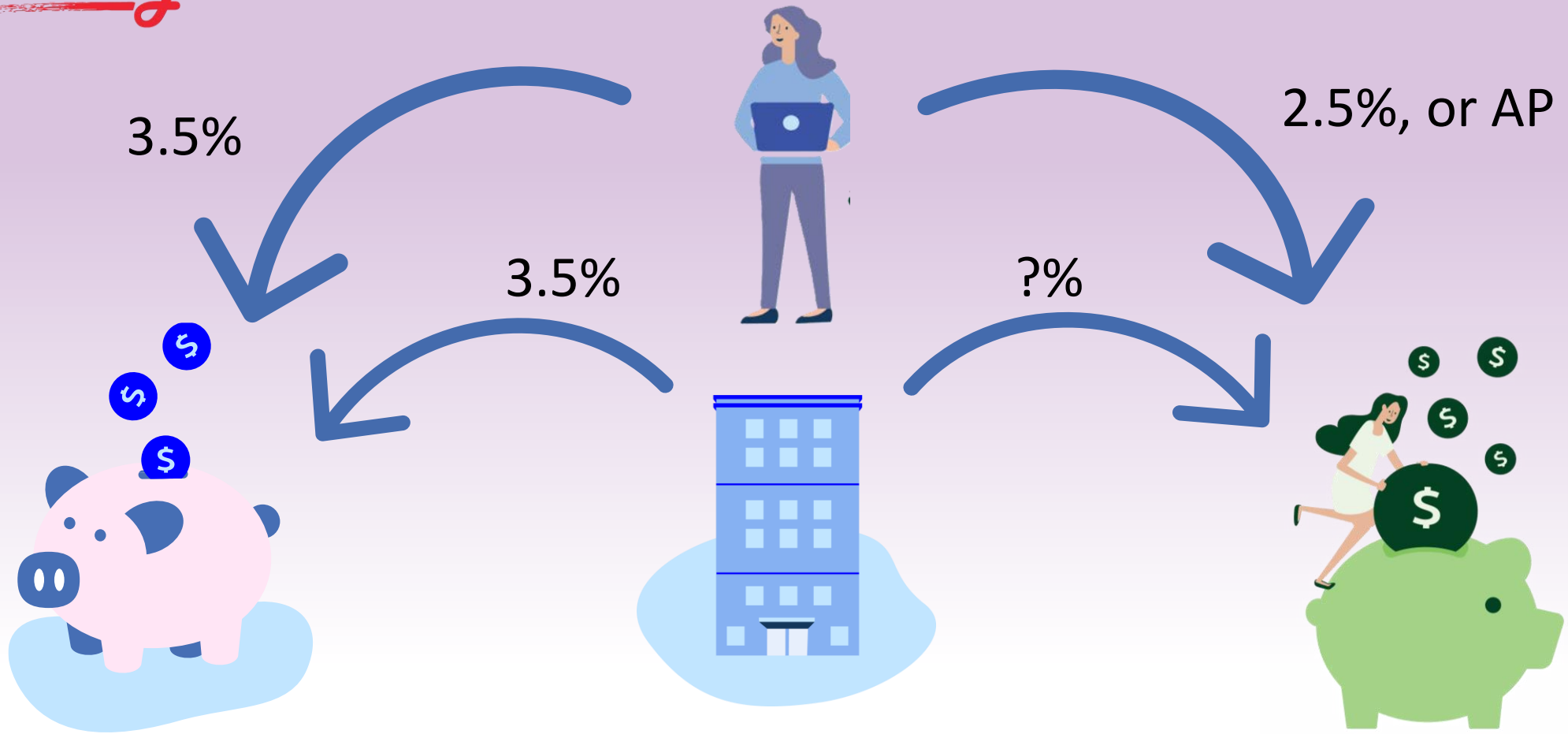
Enhanced Savings KiwiSaver



Civic Financial Services Ltd

supereasy

How the Schemes work together



SuperEasy KiwiSaver

SuperEasy Superannuation

Civic Financial Services Ltd

Why use the Local Government Superannuation Scheme?



- Great for ‘bad savers’
- But still easier to access than KiwiSaver
- 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.

Civic Financial Services Ltd

supereasy

Appointed Fund Managers

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

Mercer

Harbour | ASSET MANAGEMENT

ESG ✓

Members:

riaa Responsible Investment Association Australasia



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

Civic Financial Services Ltd

supereasy

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%**

supereasy

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%**

***NOTE:**

Not all providers use the same formula!

- **Our Growth fund is 70/30; others are 80/20.**
- **Our Balanced fund is 50/50; others are 60/40.**
- **Remember – you can split your investment across multiple funds, or….**
- **Use our Automatic Fund!**

supereasy

Where is your KiwiSaver money invested?

Four main funds:

- Aggressive
- Growth
- Balanced
- Conservative



- **Aggressive**

10+ years

Members willing to take an additional amount of risk for potentially higher but more volatile returns over the long term

- **Growth**

8+ years

Members seeking long term growth with risk reduced by broad diversification. It is intended to be less volatile than the Aggressive Fund.

- **Balanced**

6+ years

Members seeking a return profile which balances medium term growth with risk.

- **Conservative**

2+ years

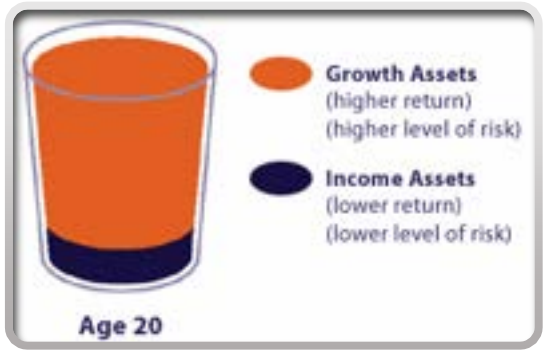
This option is suited to members seeking low volatility and low risk. It is intended to provide a low chance of a negative return, and therefore may realise lower returns.

supereasy

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



Civic Financial Services Ltd

supereasy

Investment returns for SuperEasy with rankings

Quarter ending 30 June 2026 (after fees and before taxes).

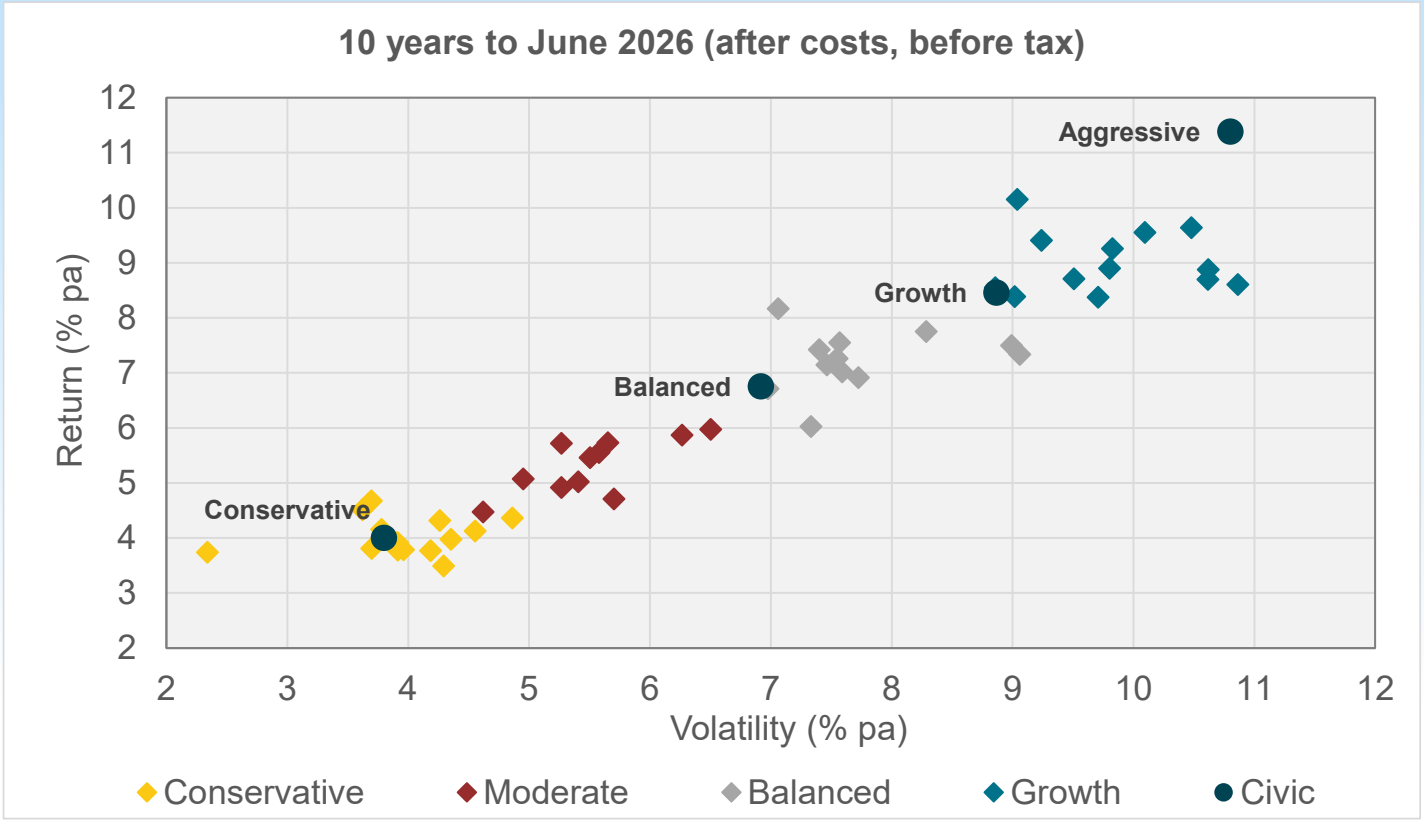
The following table shows the performance of the Schemes' funds to 30 June 2026. The peer group used are the KiwiSaver funds from the MJW Investment Survey, which can be found online at https://mjw.co.nz/wp-content/uploads/2026/05/MJW-Investment-Survey-Mar-2026.pdf

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 MJW KiwiSaver survey covers selected funds from the largest 17 KiwiSaver schemes by assets under management as at 31 March 2025. These schemes accounted for approximately 94% of the total KiwiSaver assets under management as at 31 March 2025 (source).

Civic Financial Services Ltd

Performance summary as of 30 June 2026



supereasy

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	0.79	16
Growth	0.32	54	1.02	15
Balanced	0.32	54	0.86	15
Conservative	0.32	54	0.81	15

Annual fee assuming $50,000 balance

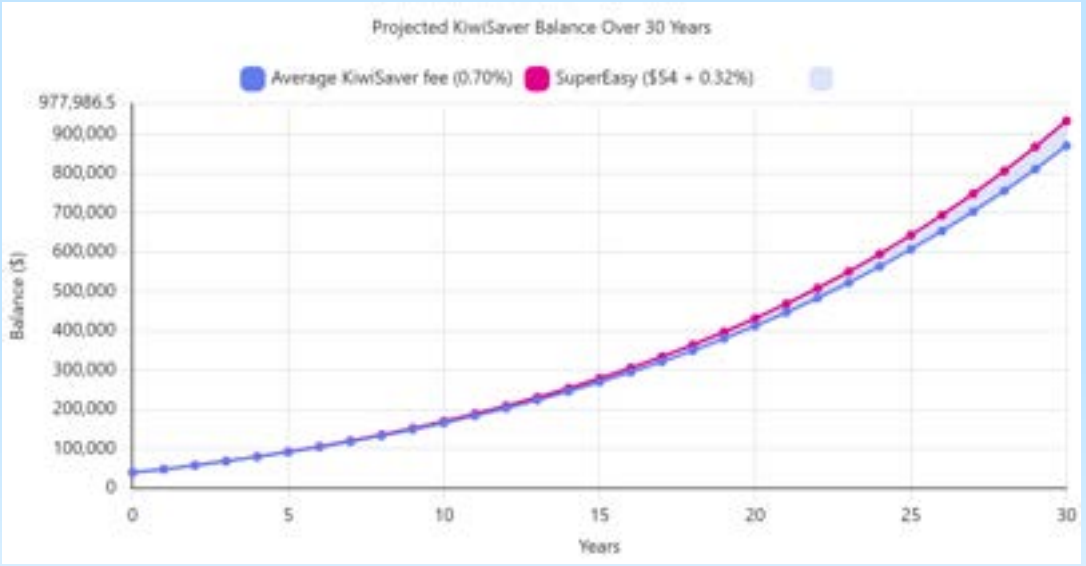
	SuperEasy	Average	Difference
Aggressive	$216	$411	$195
Growth	$216	$525	$309
Balanced	$216	$445	$229
Conservative	$216	$420	$204

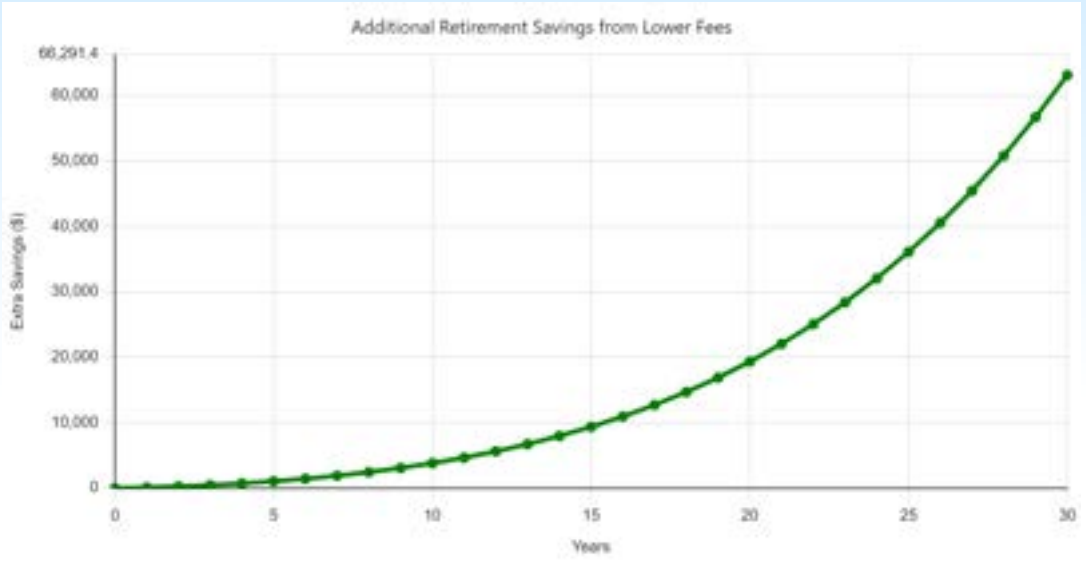
Via MJW – 30 June 2026
More details on these fee comparisons are available at
https://smartinvestor.sorted.org.nz/kiwisaver-and-managed-funds,

supereasy

How does SuperEasy compare to the average KiwiSaver management fees?





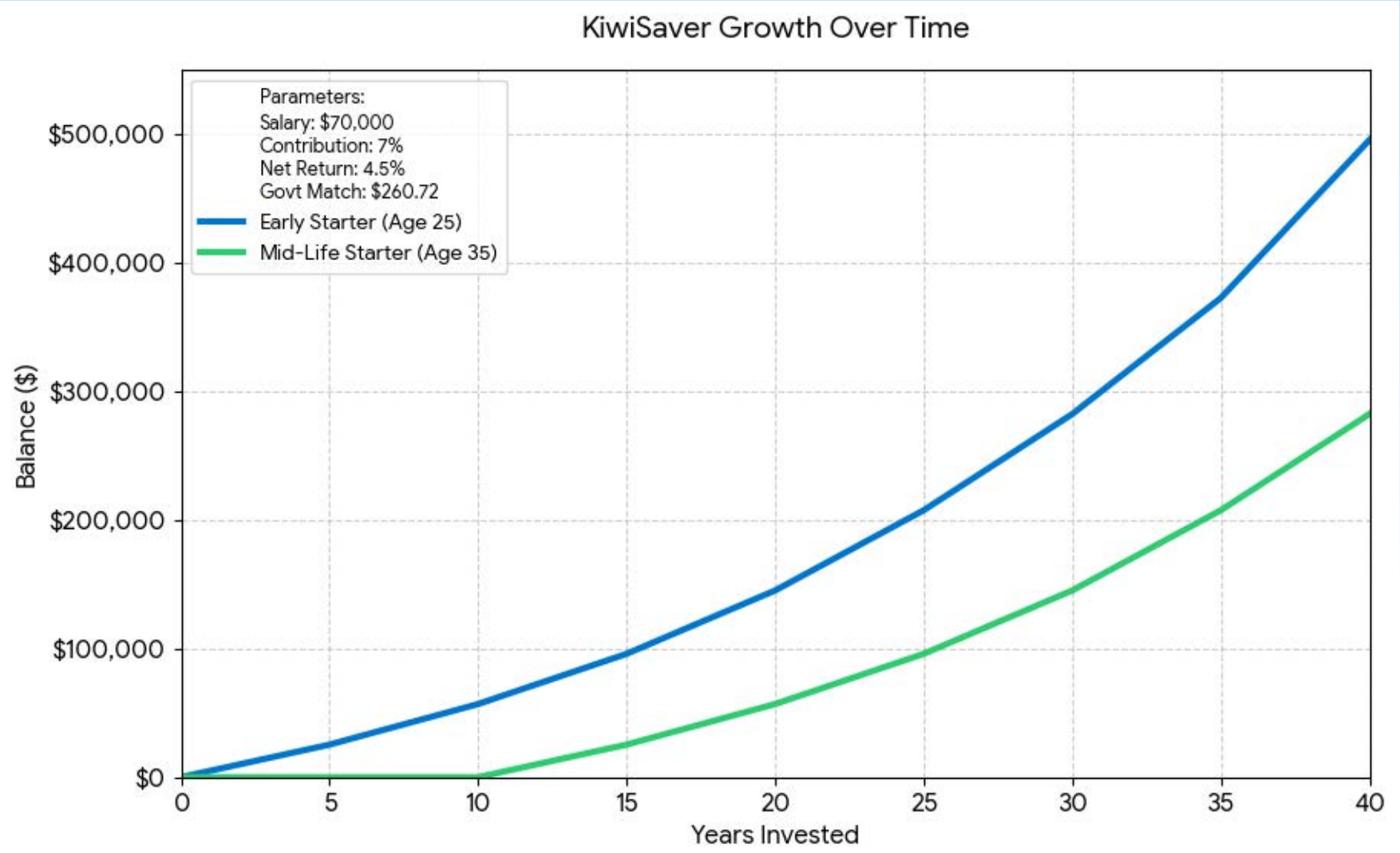


Assumptions

- Starting KiwiSaver balance: **$40,000**
- Starting salary: **$85,000**
- Salary growth: **3% per year**
- Employee contribution: **3.5%**
- Employer contribution: **3.5%**
- Total contribution rate: **7%** in Year 1
- Total contribution rate: **8%** from Year 2 onwards
- Gross investment return: **6% per year**

supereasy

Start Early (but it is never too late to start!)



supereasy

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%

Civic Financial Services Ltd

supereasy

Government changes to KiwiSaver



- The default contribution rate increased to 3.5% (to 4% in 2028).
- Government contributions
  - reduced to a new cap of $260.72 annually
  - extended to 16 and 17-year-olds
- Employers matching for 16- and 17-year-olds

The future?

- Extend retirement age?
- Means test NZ Super?
- Decrease payments?
- Make KiwiSaver compulsory ?
- Increase contribution rate again?
- Incentivise Kids' accounts?

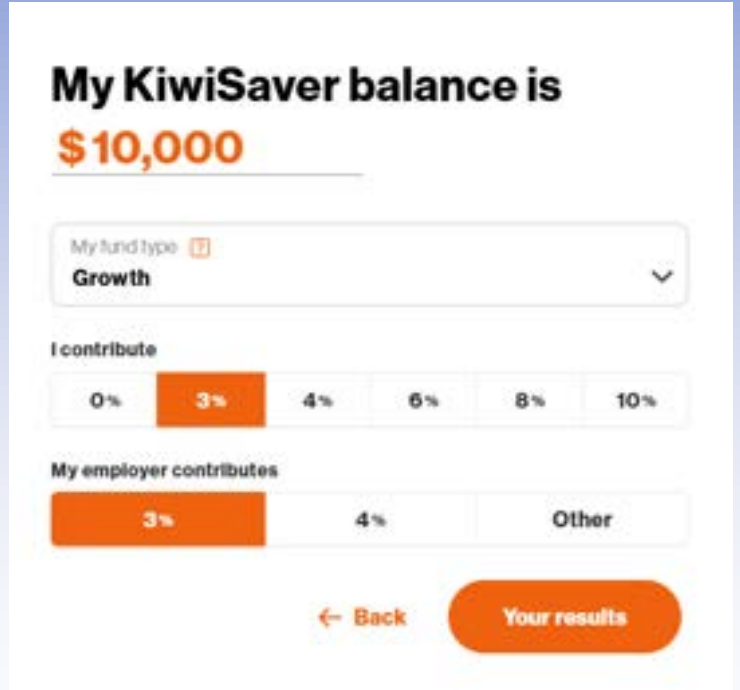
Civic Financial Services Ltd

supereasy

What does that mean for me?

- Lots of permutations! Age, Salary, Balance, Contribution, Fund
- https://sorted.org.nz/tools/kiwisaver-calculator/
- These images are from March 2026 – before the changes







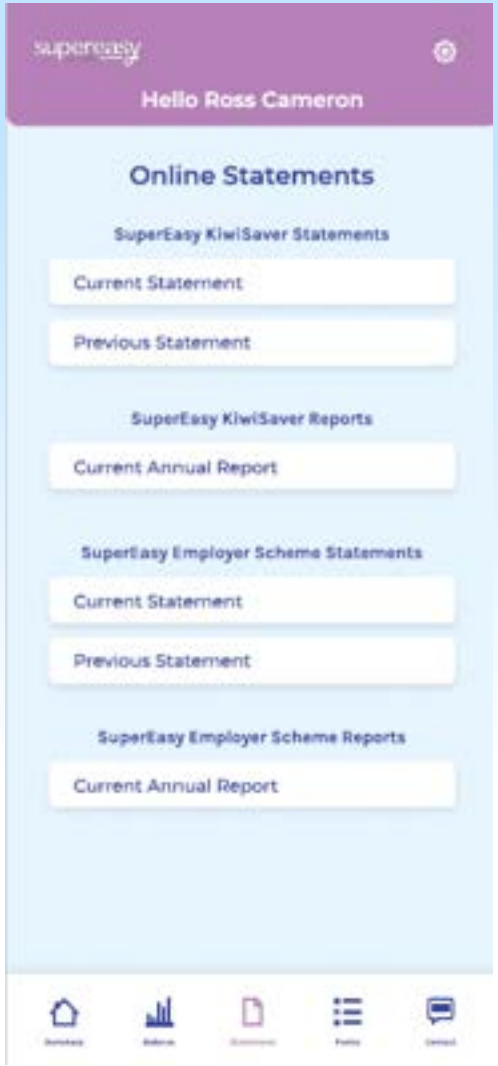
Civic Financial Services Ltd
SERVICING LOCAL GOVERNMENT ACROSS NEW ZEALAND

supereasy

Out Now! Search “SuperEasy” in your app store







Apple

Android

Google Play

Civic Financial Services Ltd

MoneyTalks Partnership



- 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.

Civic Financial Services Ltd

supereasy

It’s super easy to join!



Visit our website with your IRD number handy

www.supereasy.co.nz

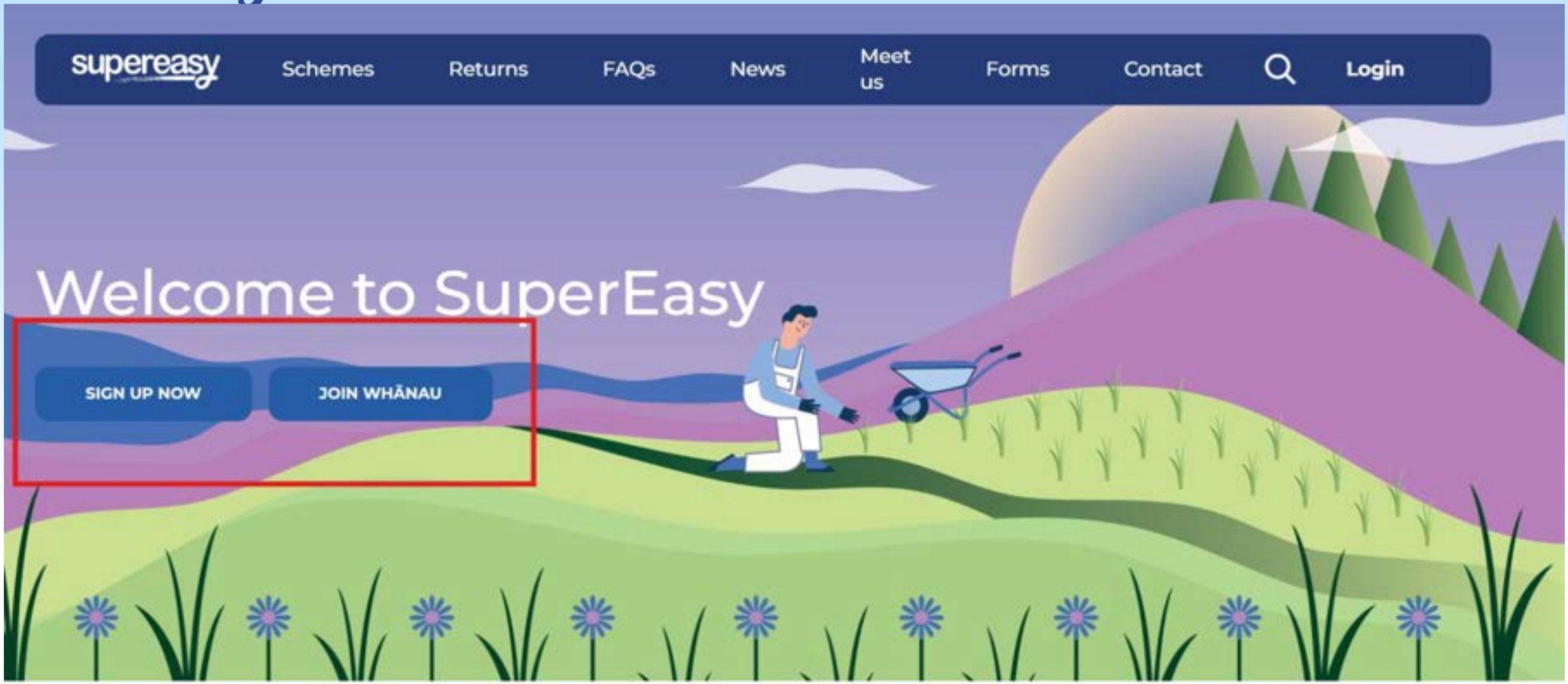
David: 021 049 6759
david.lloyd@civicfs.co.nz

admin@supereasy.co.nz

GET THE APP: SuperEasy Now

Civic Financial Services Ltd

Join in 5 minutes



Civic Financial Services Ltd

Join in 5 minutes

supereasy Schemes Returns FAQs News Meet us Forms Contact Login

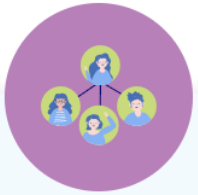
You wish to join SuperEasy



SuperEasy Kiwisaver Scheme

You work for a Local Authority or Council Controlled Organisation

APPLY NOW



SuperEasy for Whānau

You are an immediate family member of someone working for a Local Authority or Council Controlled Organisation

APPLY NOW



SuperEasy Employer Scheme

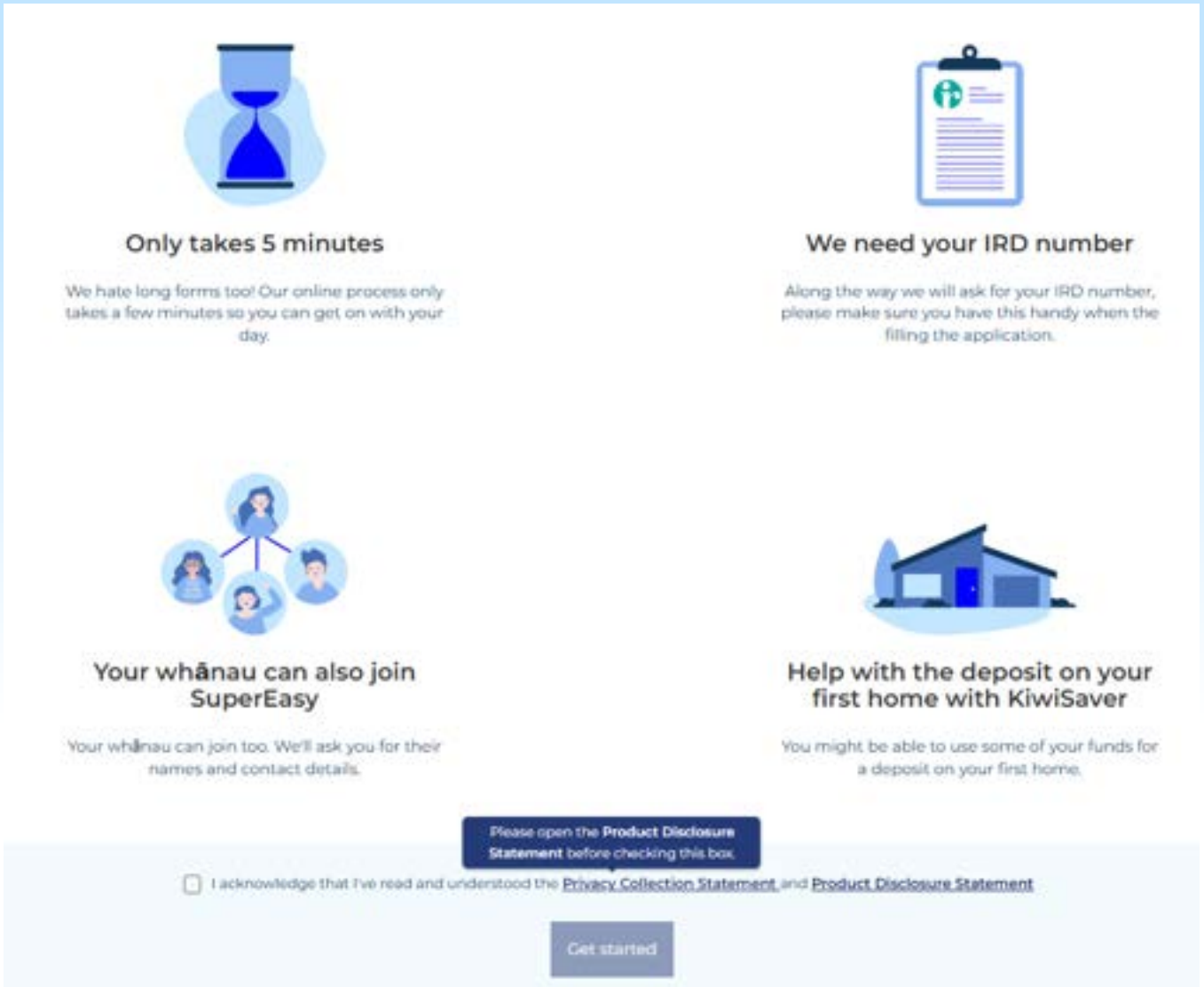
You wish to join the Local Government Superannuation Scheme

APPLY NOW

Civic Financial Services Ltd

supereasy

Join in 5 minutes



Civic Financial Services Ltd

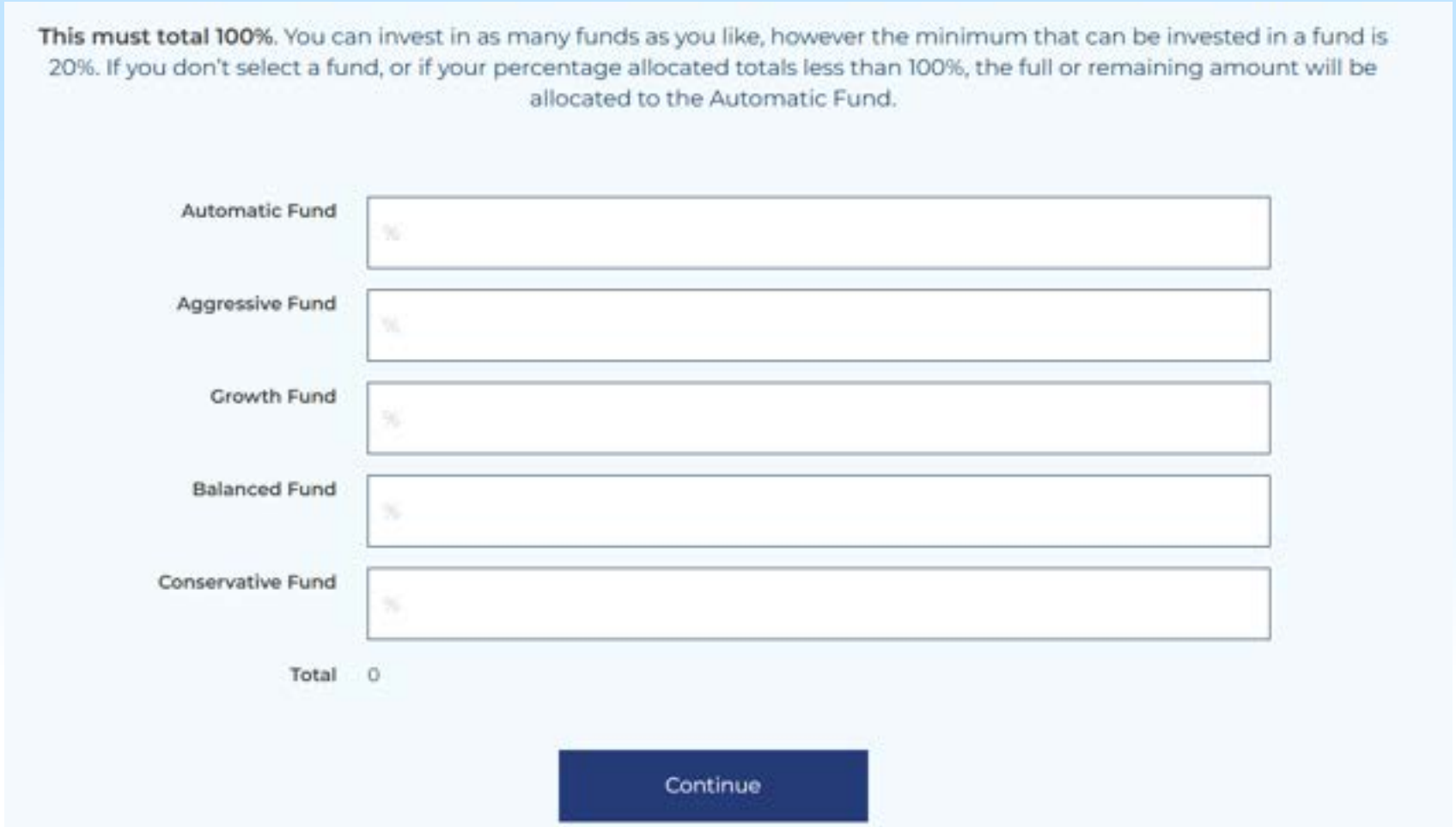
Join in 5 minutes

1. Email Address > verification code (beware firewalls!)
2. Name, Alternative email (optional)
3. DoB
4. Address
5. IRD number
6. Cellphone
7. Existing provider (or new member)
8. Contribution rate
9. Employer & Start Date (an estimate is OK)
10. PIR (Tax rate) . We have a link to a calculator
11. Investment Fund – see slide

Civic Financial Services Ltd

supereasy

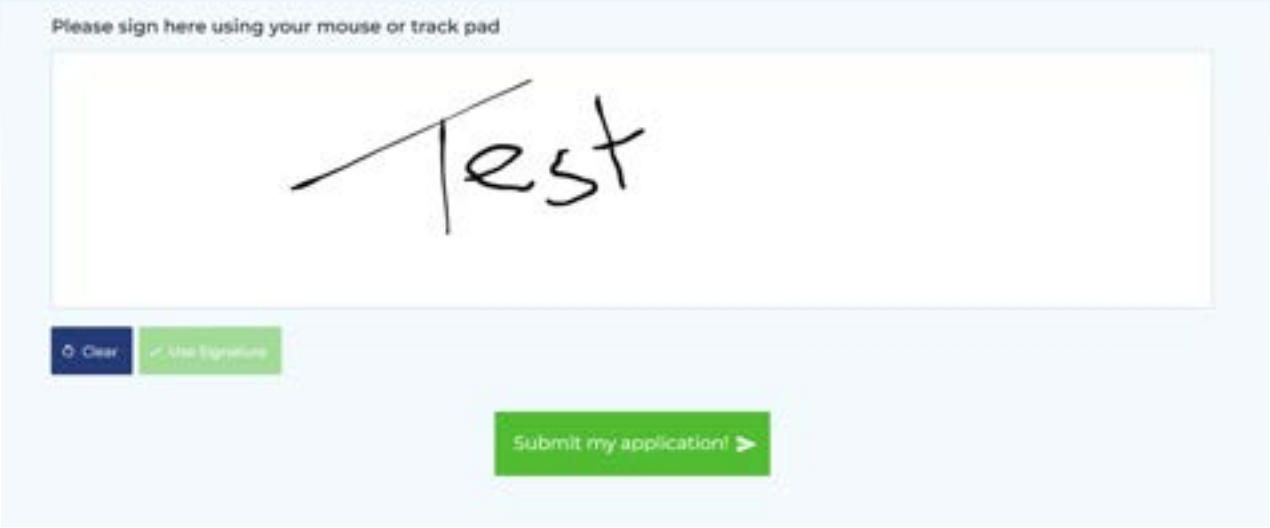
Join in 5 minutes



Civic Financial Services Ltd

Join in 5 minutes

1. Email Address > verification code (beware firewalls!)
2. Name, Alternative email (optional)
3. DoB
4. Address
5. IRD number
6. Cellphone
7. Existing provider (or new member)
8. Contribution rate
9. Employer & Start Date (an estimate is OK)
10. PIR (Tax rate) . We have a link to a calculator
11. Investment Fund – see slide
12. Join up your family?
13. Sign & Submit!
14. Confirmation Email



Civic Financial Services Ltd