

# ASFONZ

*The Voice of Workplace Super*

KiwiSaver™  
*Poua he Oranga*

# The KiwiSaver Footprint

## Looking Back: Looking Forward

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KiwiSaver Programme Director

Inland Revenue

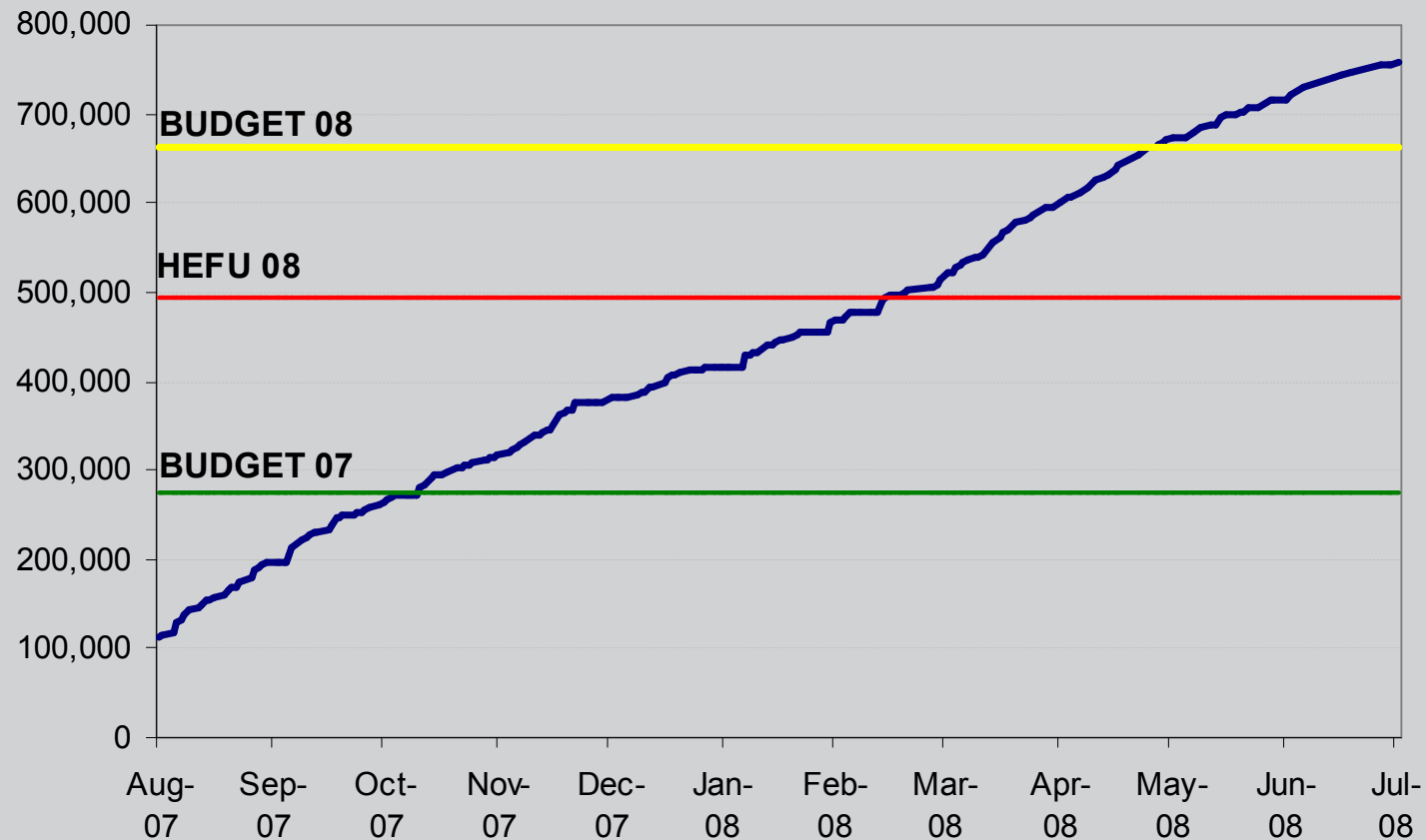
# Today's Presentation

- Challenges
- Enrolment trends
- Funds transferred
- Providers and Schemes
- Evaluation
- Next Steps

# Challenges

- Timeframes
- Resources, particularly IT
- Systems changes (scale and complexity)
- Cost
- Branding

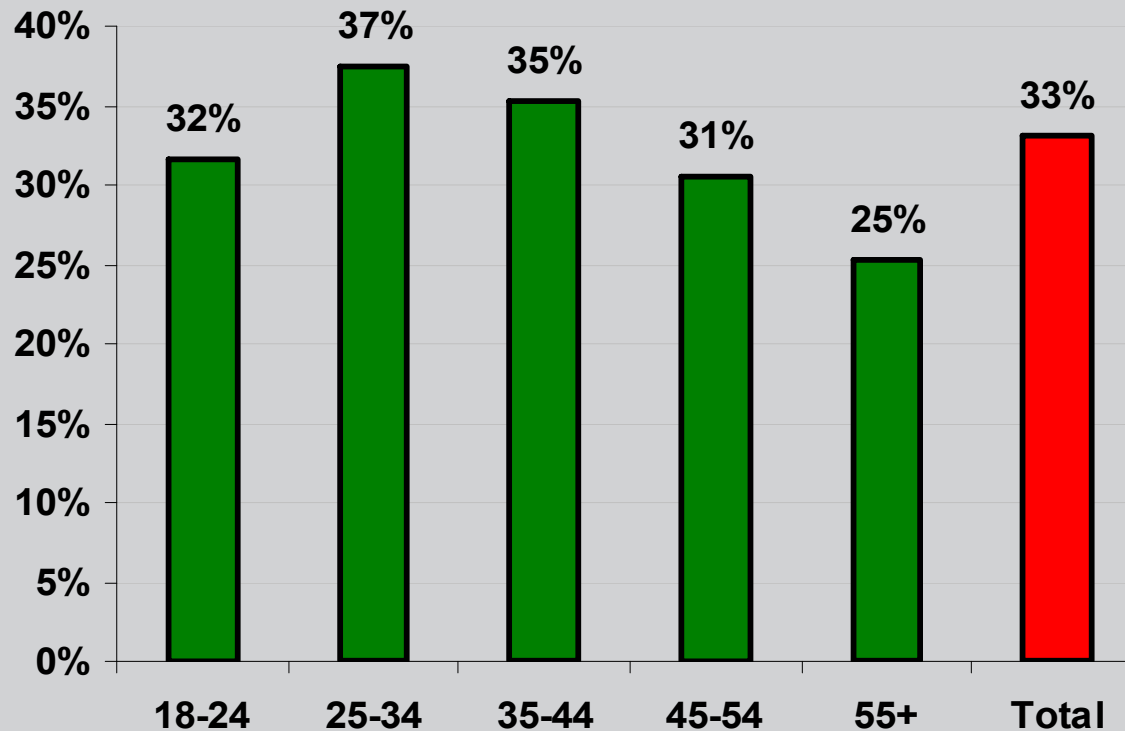
# Enrolments



Forecasts for 2007/08 financial year.

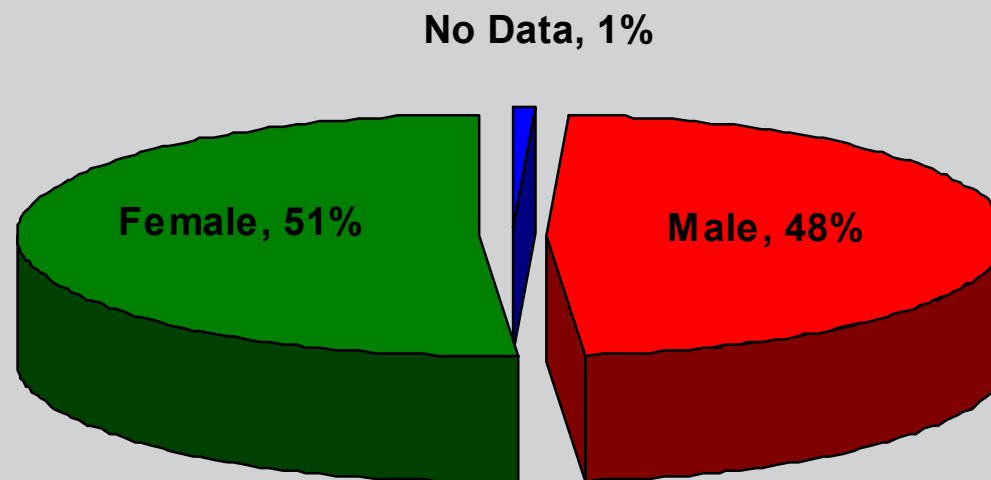
Data as at 31 July 2008

# Opt outs



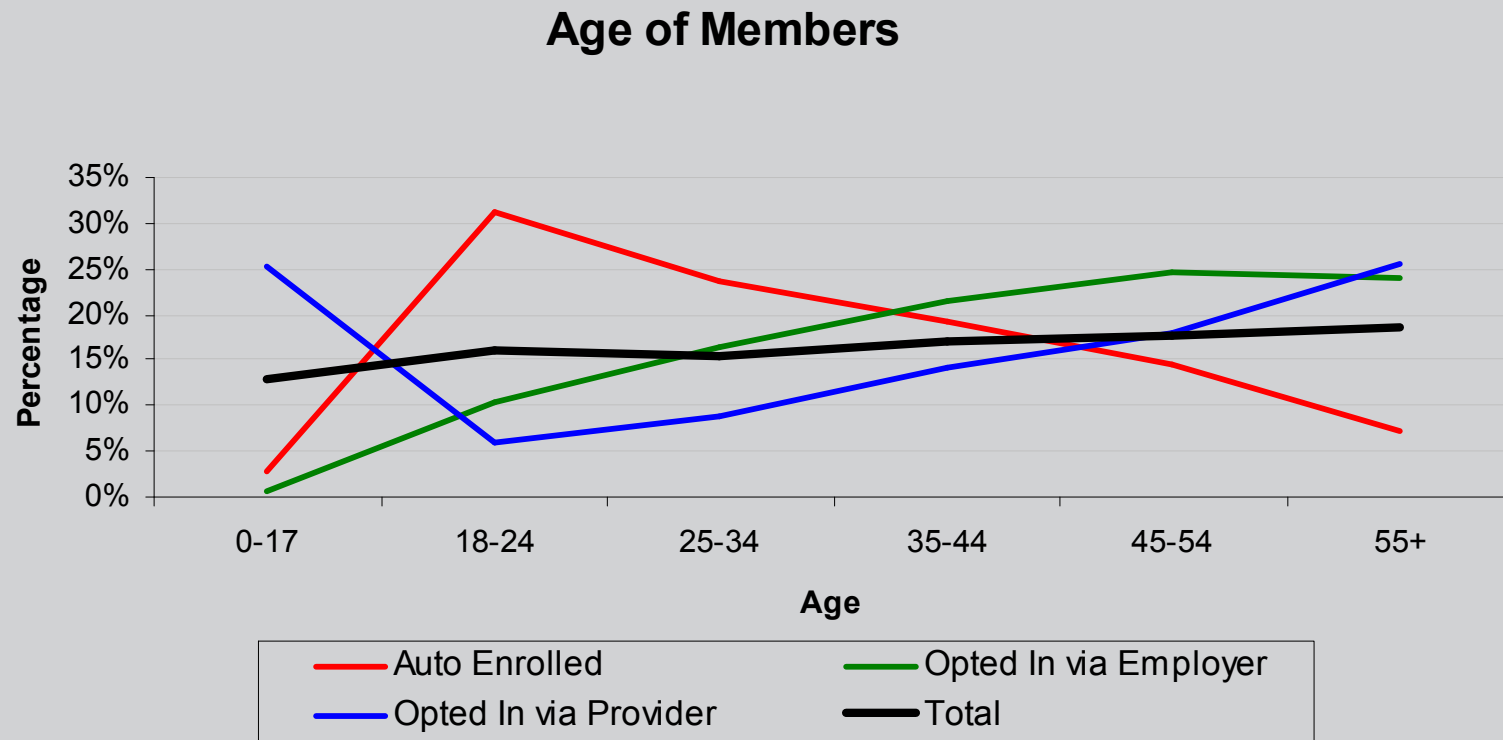
Calculated with May/June 2008 data

# Uptake by gender



As at 31 July 2008

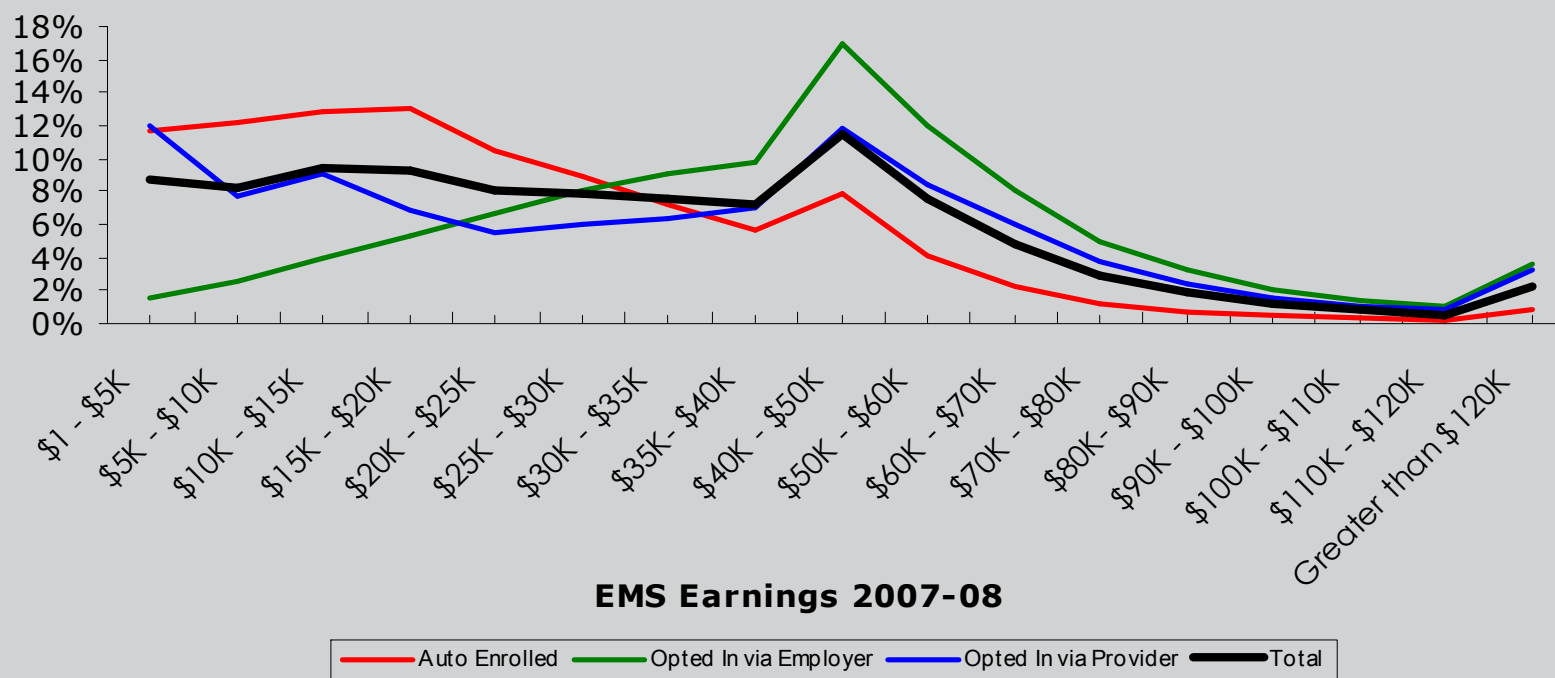
# Uptake by age group



As at 31 July 2008

# Employee Membership by income

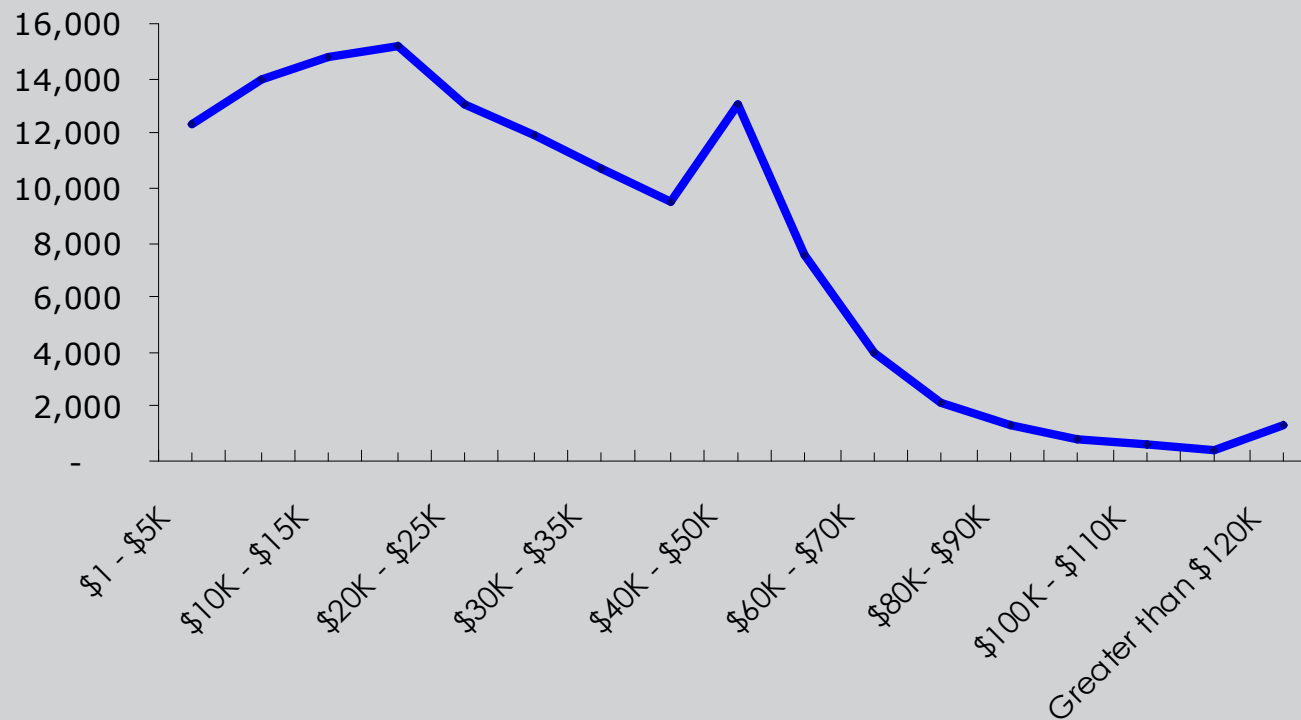
Net Enrolments by Join method and Earnings (% of join method)



April 07 to March 08 data

# Opt-outs by income

Opted Out (or Closed) by Earnings

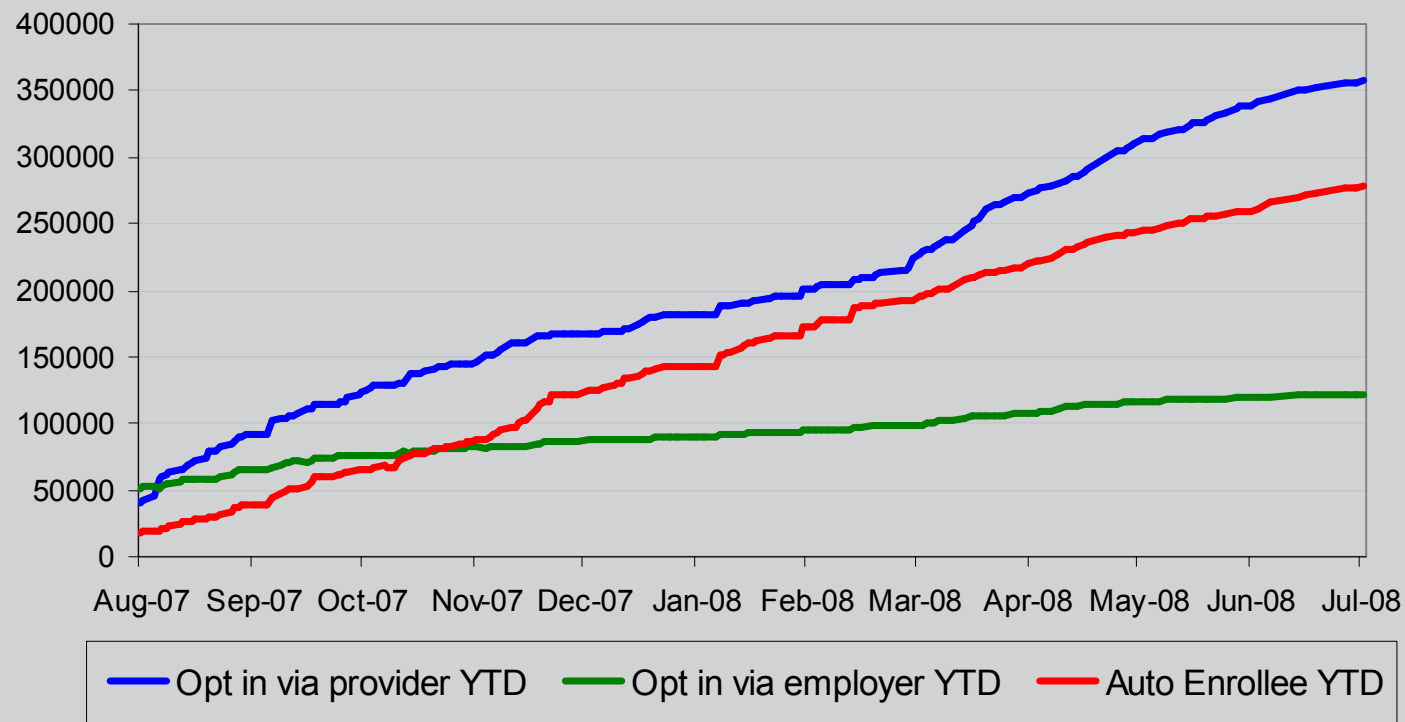


EMS Earnings 2007-8

April 07 to March 08 data

# Join method trends

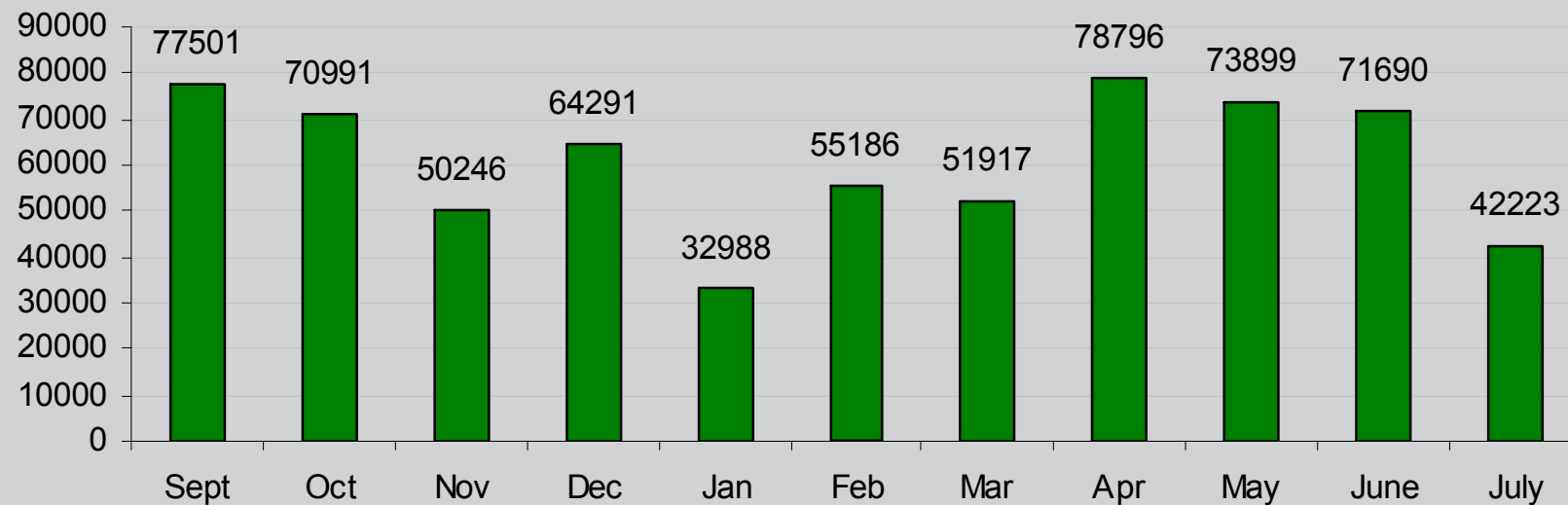
Membership by method of joining current KiwiSaver provider



As at 31 July 2008

# Enrolment trends

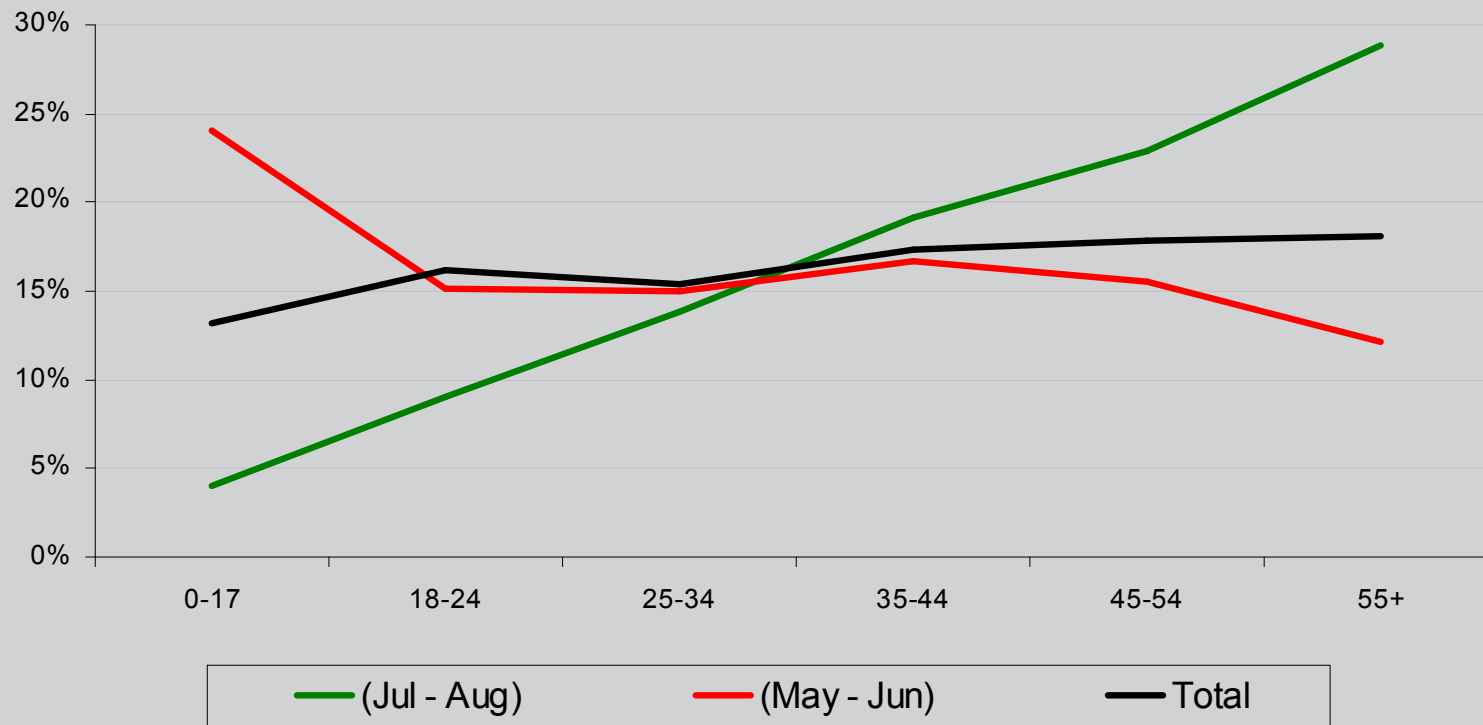
Total net enrolments by month



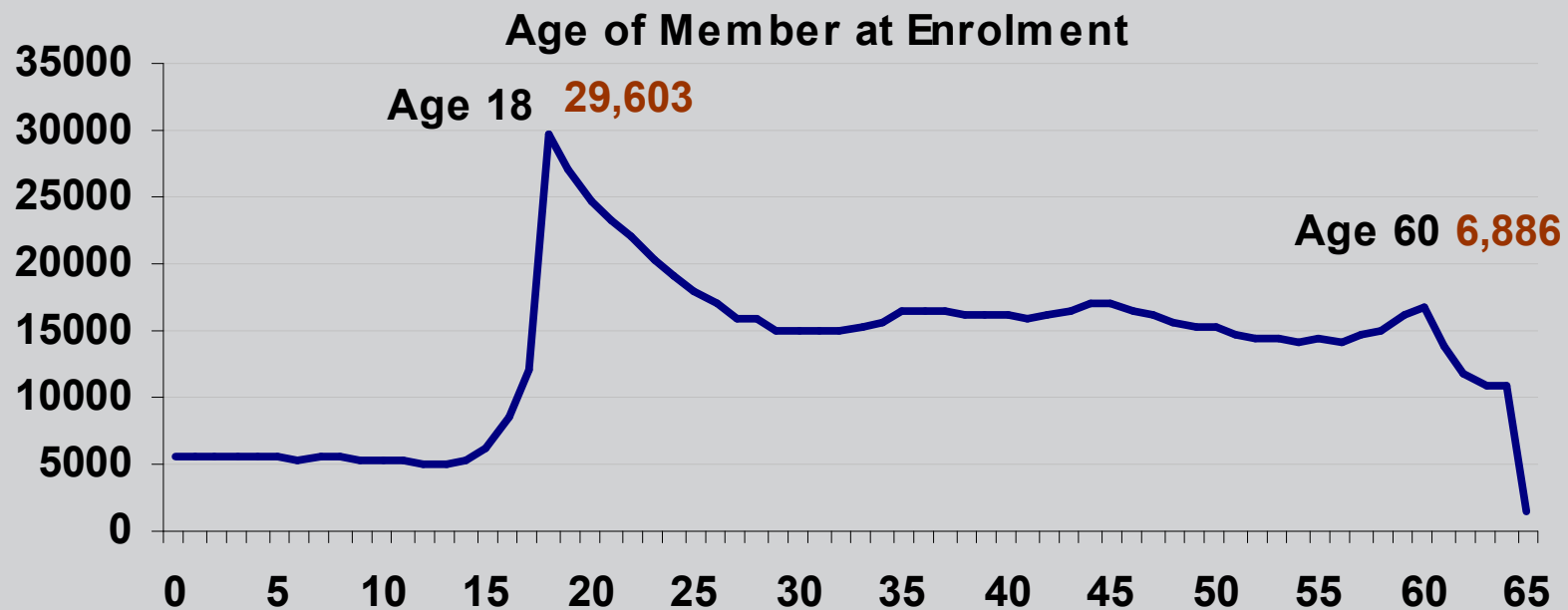
As at 9 August 2008

# Age trends

## Net Enrolments by Age



# Age peaks



To 31 July 2008

# Funds transferred

as at end June 2008

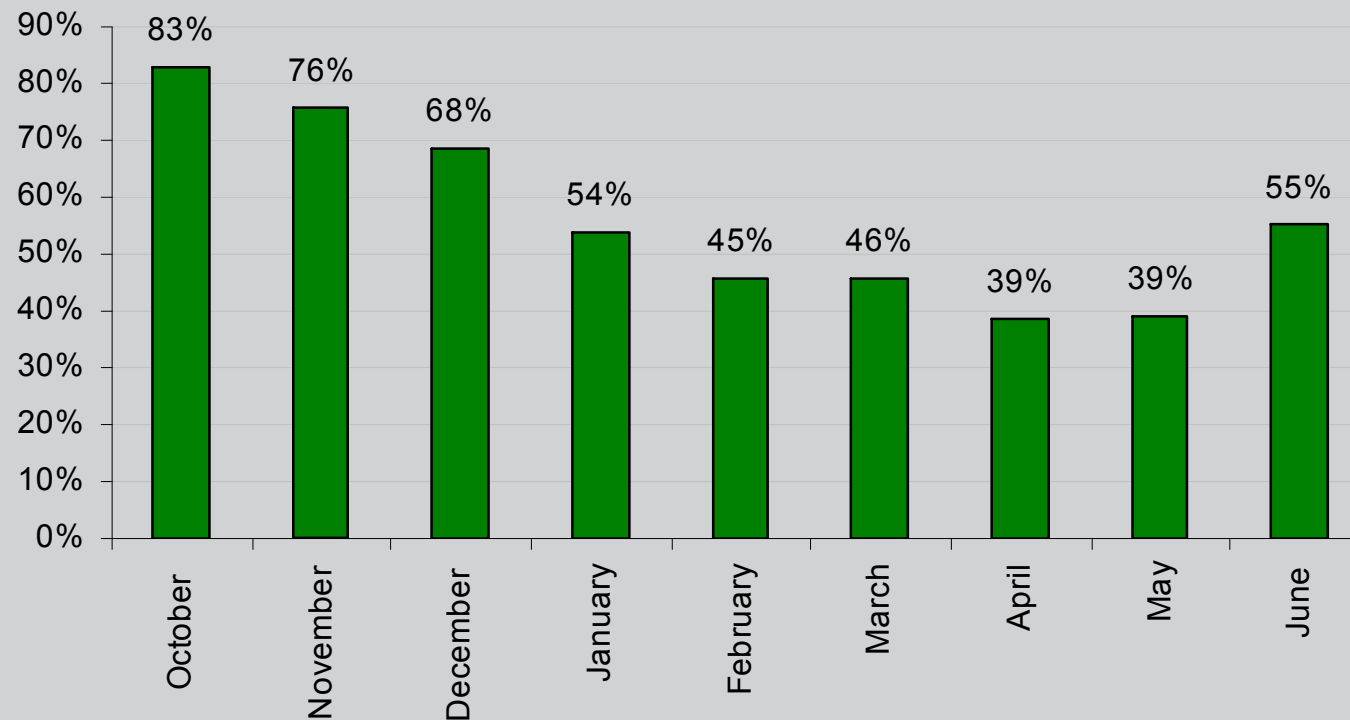
<b>Funds to providers*</b>	\$ millions
Employee deductions	395
Employer contributions	64
Voluntary contributions	7
<b>Total member contributions</b>	466
Kick-start	551
Fee subsidy	15
Interest	5
<b>Total crown contributions</b>	571
<b>Total funds to providers</b>	1,037

\* Gross funds to providers

To 30 June 2008

# Crown payments

Crown % of total payments to providers



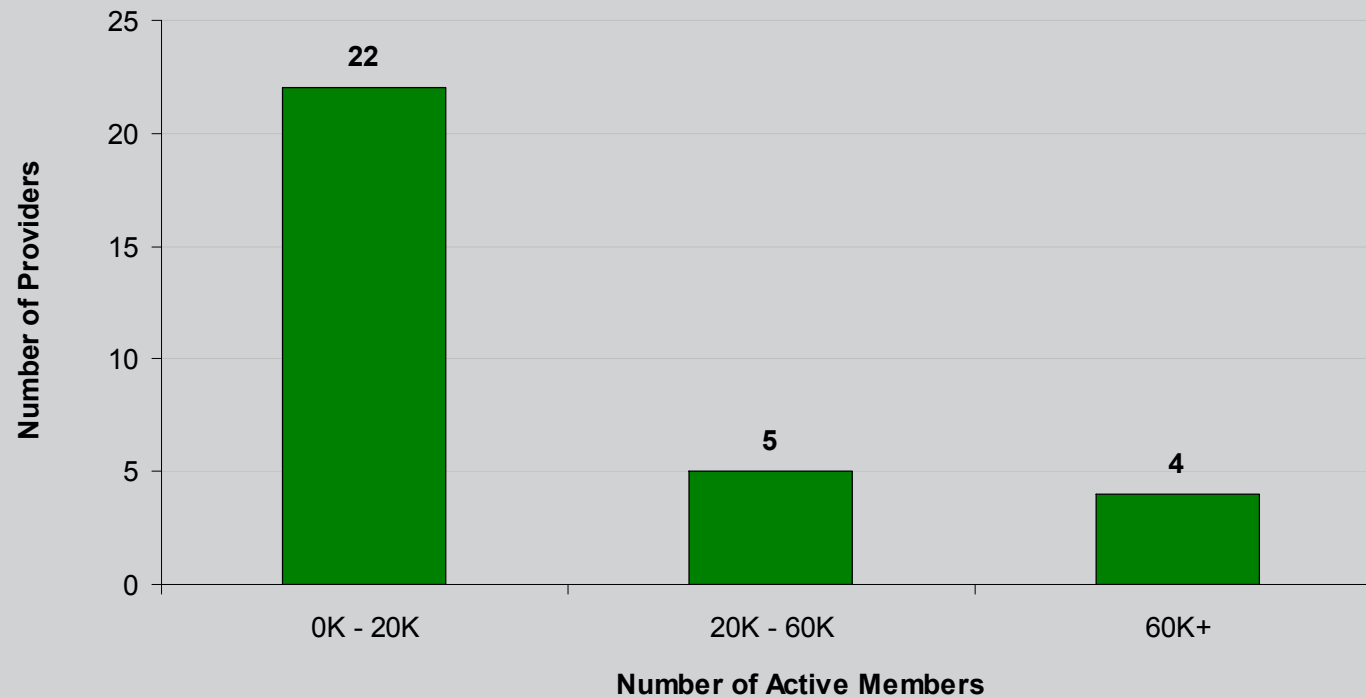
To 30 June 2008

# Schemes & providers

- 54 schemes
- 31 providers
- 29 complying superannuation funds
- 15,409 employer chosen schemes

As at 31 July 2008

# Provider size varies widely



As at 31 July 2008

# Teething issues

- Initial timing issues
- Active choice
- Refunds
- B2B

# Evaluations

## Completed

- o Provider engagement
- o Individual's communication
- o Employer's communication
- o Implementation of KiwiSaver in workplace

## Planned

- o Individual's experience of KS delivery
- o Initial work on impact of KS on attitudes to savings and savings behaviours
- o Impact of KS on the financial sector

# Gaps

- Pacific Islanders
- Small Businesses
- Unemployed
- Auto-enrolment processes

# Next steps



# Role of Inland Revenue

- Adopted an enhanced active touch model
- Expectation of moving to “light touch” model
- Impact of KS on financial sector review due at end of September
- Assess evolving IR role after this

# KiwiSaver in 5 years

- What will the member experience be?
- How will providers work together?
- Who will be the voice of KiwiSaver?
- How will the relationship between IR and providers evolve?
- How will we ensure public confidence in and the integrity of KiwiSaver?

# Conclusion

- Exciting programme of work
- Initial uptake encouraging
- Some teething issues
- Need to look to the future



# Questions ?