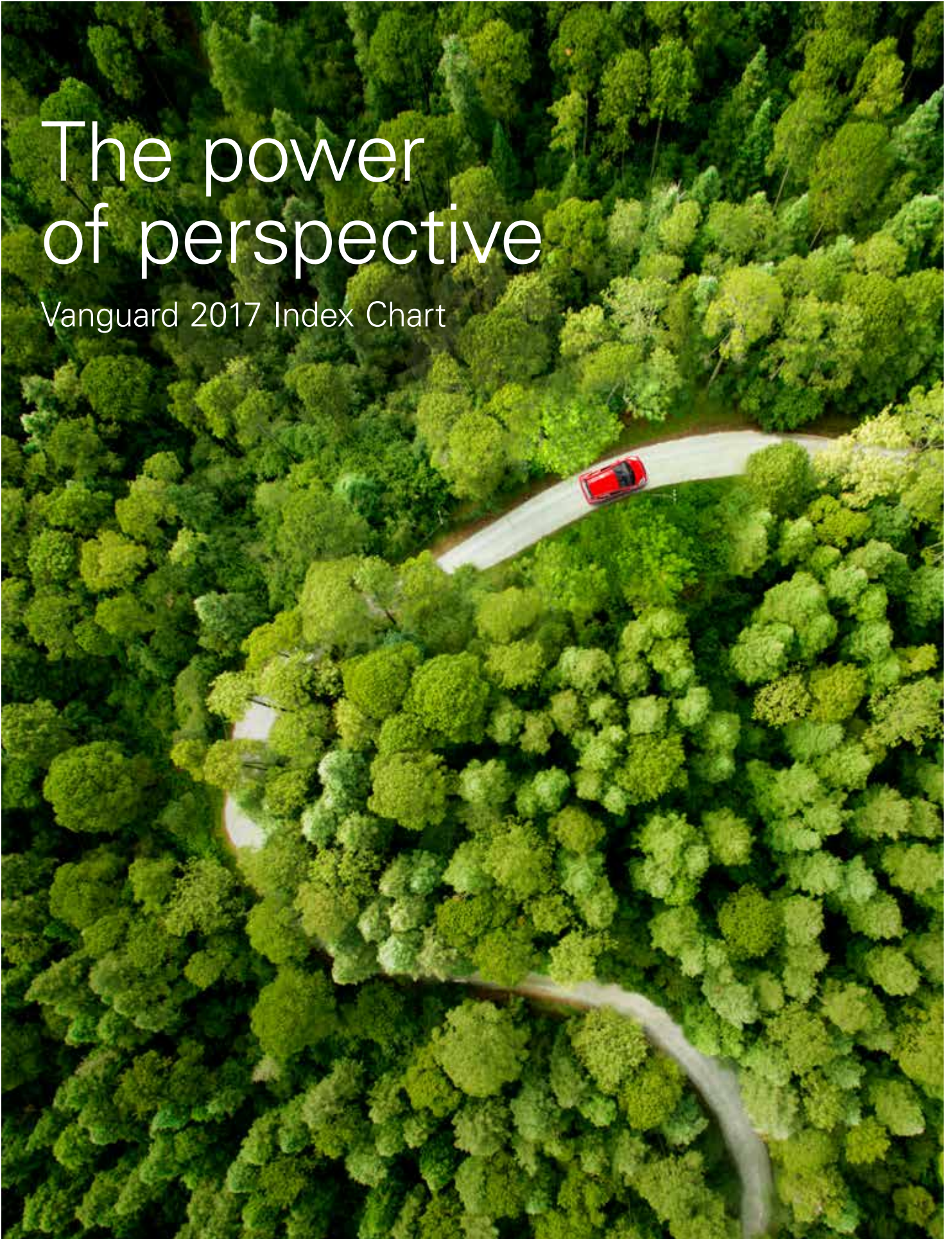


Vanguard[®]

The power of perspective

Vanguard 2017 Index Chart



The power of perspective

When it comes to investing, it can be hard to discern a pattern.

In any given year, any asset class can finish on top. And last year's outperformer can be this year's also-ran.

In recent years Australian equities were king. Before that it was listed property...before that US shares...and before that Australian bonds.

But as well as golden years of outperformance each of these asset classes has endured lean years of underperformance.

So when you're building a diversified investment portfolio, it pays to take a broader perspective.

The Vanguard 2017 Index Chart shows that over the past 30 years, a portfolio invested in a diversified range of assets delivers a smoother investment experience. The highs may not be quite as high but the lows aren't quite as low.

Focus on strategic asset allocation

Building an investment strategy framework, one that aligns an investor's risk profile with their investments, provides a solid platform for investors to achieve their goals and expectations.

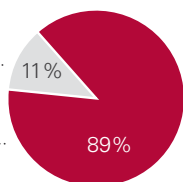
Research shows that the key to long-term investment performance is effective asset allocation. The chart below is from a study Vanguard conducted which looks at the returns of more than 300 fund managers across 20 years. It found that asset allocation was responsible for 90% of a diversified portfolio's return patterns over time. This leaves only 10% for factors such as market timing or securities selection.

Investment outcomes determined by asset allocation

Percentage of a portfolio's movements over time explained by:

Security selection and market timing 11%

Asset allocation 89%



Note: Calculations are based on the monthly returns for 580 Australian balanced funds from January 1990 to September 2015. For details of the methodology, see the Vanguard white paper *The global case for strategic asset allocation and an examination of home bias* (Scott et al. 2016).
Source: Vanguard calculations using data from Morningstar.

That's why it is important for investors to dedicate time to asset allocation decisions before they start investing—it can mean the difference between achieving their goals or simply aspiring to them.

Having a clear understanding of investment objectives, timeframe and attitude to risk provides a firm foundation on which to build an investment portfolio. The more specific investors are, the better their chances of success.

Invest for the long term

Market cycles play out against a backdrop of economic, social and political events and many investors can't resist trying to assign causes to every hiccup in the markets. But it's often impossible to explain market activities until long after the dust has settled.

Markets are unpredictable and trying to time them means investors must get two important decisions right: when to get out and when to get back in. This means there is a risk of having to pay a higher price to get back into the market, as well as missing out on the growth from any market recovery.

Allowing emotions to drive investment decisions, be it overconfidence in rising markets or fear in falling markets, rarely serves investors well.

Historical market returns show that investors who ignore the emotional swirl of short-term market conditions and focus on the long term are rewarded for their patience and discipline.

Diversify

The index chart illustrates the benefit of diversifying investments across asset classes to help reduce volatility and smooth out returns over time.

Diversification often starts by investing across different asset classes but it also includes holding a spread of investments within an asset class across a range of companies, industries and even countries.

While this strategy doesn't protect a portfolio against negative returns, it does reduce the impact of poorly performing asset classes.

Keep costs low

All else being equal, investments with consistently low management fees and transaction costs can provide a head start in achieving competitive returns.

Management fees create a drag on returns that can make it more difficult for a fund manager to add value. Factors such as high portfolio turnover within a fund can also lower its tax efficiency and drive up transaction costs.

The bottom line is—lower fees mean investors get to keep more of their returns, which can help them earn more over time.

Vanguard 2017 Index Chart

Market returns - 1 July 1987 to 30 June 2017



PMs - Australia
 Presidents - US
 US Shares
\$146,430 †9.4% p.a.
 Australian Bonds
\$115,187 †8.5% p.a.
 Australian Shares
\$113,405 †8.4% p.a.
 Listed Property
\$99,617 †8.0% p.a.
 International Shares
\$66,164 †6.5% p.a.
 Cash
\$65,127 †6.4% p.a.

CPI
\$24,031 †3.0% p.a.

Sources: Australian Bureau of Statistics, ASX Limited, Bloomberg Finance L.P., Commonwealth Bank of Australia, Melbourne Institute of Applied Economic & Social Research, MSCI Inc., Reserve Bank of Australia, Standard & Poor's, Thomson Reuters. Notes: 1. One-year returns are total returns from 1 July 2016 to 30 June 2017. 2. S&P/ASX All Ordinaries Accumulation Index. 3. MSCI World ex-Australia Net Total Return Index. 4. S&P500 Total Return Index. 5. Prior to December 1989 the index is the Commonwealth Bank All Series Greater Than 10 years Bond Accumulation Index. From September 1989 the index is the Bloomberg AusBond Composite 0+ Yr Index. 6. S&P/ASX 200 A-REIT Accumulation Index. 7. Data prior to March 1987 supplied by Reserve Bank of Australia. From March 1987 the index is the Bloomberg AusBond Bank Bill Index. 8. ABS Consumer Price Index (to March 2017). 9. Recessions as defined by the Melbourne Institute of Applied Economic and Social Research. 10. Annualised Rate of Inflation. All figures are Australian dollars. 11. Interest Rate is the Reserve Bank of Australia's Official Cash Rate. All marks are the exclusive property of their respective owners. Disclaimer: The information contained herein is intended for informational purposes only. It is not intended as investment advice, and must not be relied upon as such. No responsibility is accepted for inaccuracies. Past performance does not guarantee future returns. ©2017 Vanguard Investments Australia Ltd. (ABN 72 072 881 086 / AFS Licence 227263). All rights reserved. Vanguard Investments Australia Ltd pays a subscription fee to Andex Charts Pty Ltd.

Our perspective on diversification

The table below shows the performance of various asset classes over the past 30 years.

When deciding where to invest their money, it is important investors understand that the best and worst performing asset classes will often vary from one year to the next. Having a diversified mix of investments across multiple asset classes can help smooth out returns over time.

The table also reinforces the importance of sticking to an investment strategy and focusing on the long term.

For example, the declining returns from international shares (hedged) in 2015 and 2016 may have swayed investors to move out of this asset class in search of better returns elsewhere. In taking this option, investors would then have missed out on the 18.9% return in the 2017 financial year.

Financial year total returns (%) for the major asset classes

Year	Australian Shares	International Shares	International Shares (Hedged) ¹	US Shares	Australian Bonds	International Bonds (Hedged) ²	Cash	Australian Listed Property	International Listed Property ³
1988	-8.6	-10.0	-5.3	-15.5	19.4	12.5	12.5	-2.8	
1989	3.5	18.1	18.3	26.7	3.0	16.3	15.7	-1.1	
1990	4.1	1.9	5.3	11.5	17.8	13.1	18.5	15.2	
1991	5.9	-2.0	-5.8	10.3	22.4	15.3	13.5	7.7	-15.9
1992	13.3	7.1	-3.0	16.3	22.0	15.8	9.0	14.7	6.9
1993	9.9	31.8	17.3	26.6	13.9	14.7	5.9	17.1	28.3
1994	18.5	0.0	6.7	-6.5	-1.1	2.1	4.9	9.8	8.4
1995	5.7	14.2	3.7	30.0	11.9	13.1	7.1	7.9	7.5
1996	15.8	6.7	27.7	12.9	9.5	11.2	7.8	3.6	2.4
1997	26.6	28.6	26.0	42.6	16.8	12.1	6.8	28.5	35.7
1998	1.6	42.2	22.1	58.2	10.9	11.0	5.1	10.0	25.0
1999	15.3	8.2	15.9	14.2	3.3	5.5	5.0	4.3	-6.8
2000	13.7	23.8	12.6	18.2	6.2	5.0	5.6	12.1	14.1
2001	8.8	-6.0	-16.0	0.5	7.4	9.0	6.1	14.1	38.2
2002	-4.5	-23.5	-19.3	-26.3	6.2	8.0	4.7	15.5	7.5
2003	-1.1	-18.5	-6.2	-15.2	9.8	12.2	5.0	12.1	-5.2
2004	22.4	19.4	20.2	15.4	2.3	3.5	5.3	17.2	28.7
2005	24.7	0.1	9.8	-4.1	7.8	12.3	5.6	18.1	21.2
2006	24.2	19.9	15.0	11.6	3.4	1.2	5.8	18.0	24.2
2007	30.3	7.8	21.4	5.6	4.0	5.2	6.4	25.9	3.0
2008	-12.1	-21.3	-15.7	-23.4	4.4	8.6	7.4	-36.3	-28.6
2009	-22.1	-16.3	-26.6	-12.5	10.8	11.5	5.5	-42.3	-31.2
2010	13.8	5.2	11.5	8.9	7.9	9.3	3.9	20.4	31.3
2011	12.2	2.7	22.3	3.7	5.5	5.7	5.0	5.8	9.2
2012	-7.0	-0.5	-2.1	11.1	12.4	11.9	4.7	11.0	7.5
2013	20.7	33.1	21.3	32.5	2.8	4.4	3.3	24.2	24.3
2014	17.6	20.4	21.9	22.7	6.1	7.2	2.7	11.1	11.8
2015	5.7	25.2	8.5	31.8	5.6	6.3	2.6	20.3	23.1
2016	2.0	0.4	-2.7	7.5	7.0	10.8	2.2	24.6	20.4
2017	13.1	14.7	18.9	13.8	0.2	-1.0	1.8	-6.3	-4.8
Average	9.1	7.8	7.5	11.0	8.7	9.1	6.5	9.4	10.6
Best	30.3 (3)	42.2 (3)	27.7 (4)	58.2 (6)	22.4 (4)	16.3 (3)	18.5 (1)	28.5 (2)	38.2 (4)
Worst	-22.1 (2)	-23.5 (3)	-26.6 (4)	-26.3 (4)	-1.1 (2)	-1.0 (2)	1.8 (5)	-42.3 (4)	-31.2 (4)

(X) denotes the number of times each asset class was the best/worst performer during a financial year ending between 1988 and 2017.

Source: Andex Charts Pty Ltd.

Notes: 1. MSCI World ex-Australia Net Total Return Index (Local Currency) – represents a continuously hedged portfolio without any impact from foreign exchange fluctuations. 2. Index prior to 30 June 2008 is the Citigroup World Government Bond Index AUD hedged, from 30 June 2008 the index is the Bloomberg Barclays Global Treasury Index in SA (Hedged). 3. Prior to 1 May 2013, index is the UBS Global Real Estate Investors Index ex-Australia with net dividends reinvested. From May 2013 the index is the FTSE EPRA/NAREIT Developed ex AUS Rental Index with net dividends reinvested. Past performance is not an indicator of future performance.

What makes us different

What sets Vanguard apart — and lets Vanguard put investors first around the world — is the ownership structure of The Vanguard Group, Inc., in the United States.

Rather than being publicly traded or owned by a small group of individuals, The Vanguard Group is owned by Vanguard's US-domiciled funds. Those funds, in turn, are owned by their investors.

This mutual structure aligns our interests with those of our investors and drives the culture, philosophy and policies throughout the Vanguard organisation worldwide. As a result, Australian investors benefit from Vanguard's stability and experience, low costs and client focus.

Vanguard's interactive index chart—tell the story your way

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