



METHODOLOGY
CREDIT CARD REWARDS

WHAT ARE THE CANSTAR CREDIT CARD STAR RATINGS?

CANSTAR *Credit Card Rewards Star Ratings* use a sophisticated rating methodology, unique to CANSTAR, which compares the dominant credit card products in New Zealand and presents the results in a simple, user-friendly format.

Our rating methodology is transparent and extensive. The methodology compares all types of personal unsecured rewards credit cards in New Zealand and accounts for an array of characteristics such as:

- Fees/Interest Rates
- Premium Features
- Number of Free Days
- Reward/Loyalty Programs
- Standard Features
- No Frills

The results are reflected in a consumer-friendly five-star concept, with five stars denoting a product offering outstanding value.



METHODOLOGY – PROFILES

Rewards Credit Card

For consumers seeking a credit or charge card that gives them the optimal return on their everyday spending.



Pricing Score

- Reward return is calculated at different spend levels.
- Net benefit over 12 months is calculated after ongoing fees and the interest on a one month revolving balance.
- Includes annual fee waivers where applicable.

Feature Score

- Terms, conditions and features of the credit card.
- Choices and conditions of the rewards program.

Eligibility

- The card must offer a rewards program that provides direct access to merchandise, cash-back, or gift cards.



METHODOLOGY– PROFILES

Flight Rewards Credit Card

For consumers seeking a credit card or charge card that will allow them to redeem points for flights.



Pricing Score

- Reward return is calculated at different spend levels.
- Net benefit over 12 months is calculated after ongoing fees and the interest on a one month revolving balance.
- Includes annual fee waivers where applicable.

Feature Score

- Terms, conditions and features of the credit card.
- Choices and conditions of the rewards program.
- Other features relevant to a frequent flyer such as airline lounge access.

Eligibility

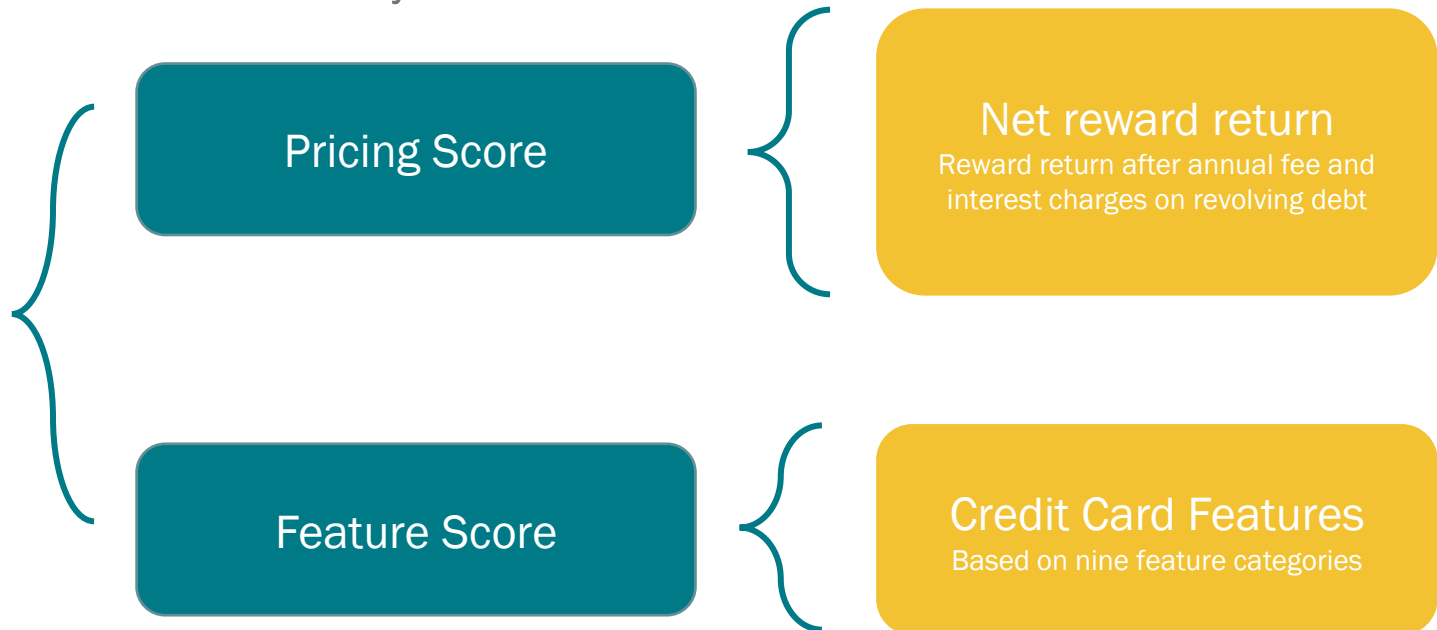
- Rewards points must be able to be transferred to one or more frequent flyer programs that collectively offer flights between Auckland and the three destinations considered.



METHODOLOGY – OVERALL WEIGHTS

Profile	Pricing Weight	Reward Return	Charge Cards Included	Feature Weight
Rewards	70%	✓	✓	30%
Frequent Flyer	70%	✓	✓	30%

✓ Included ✗ Not Included ○ Partially Included



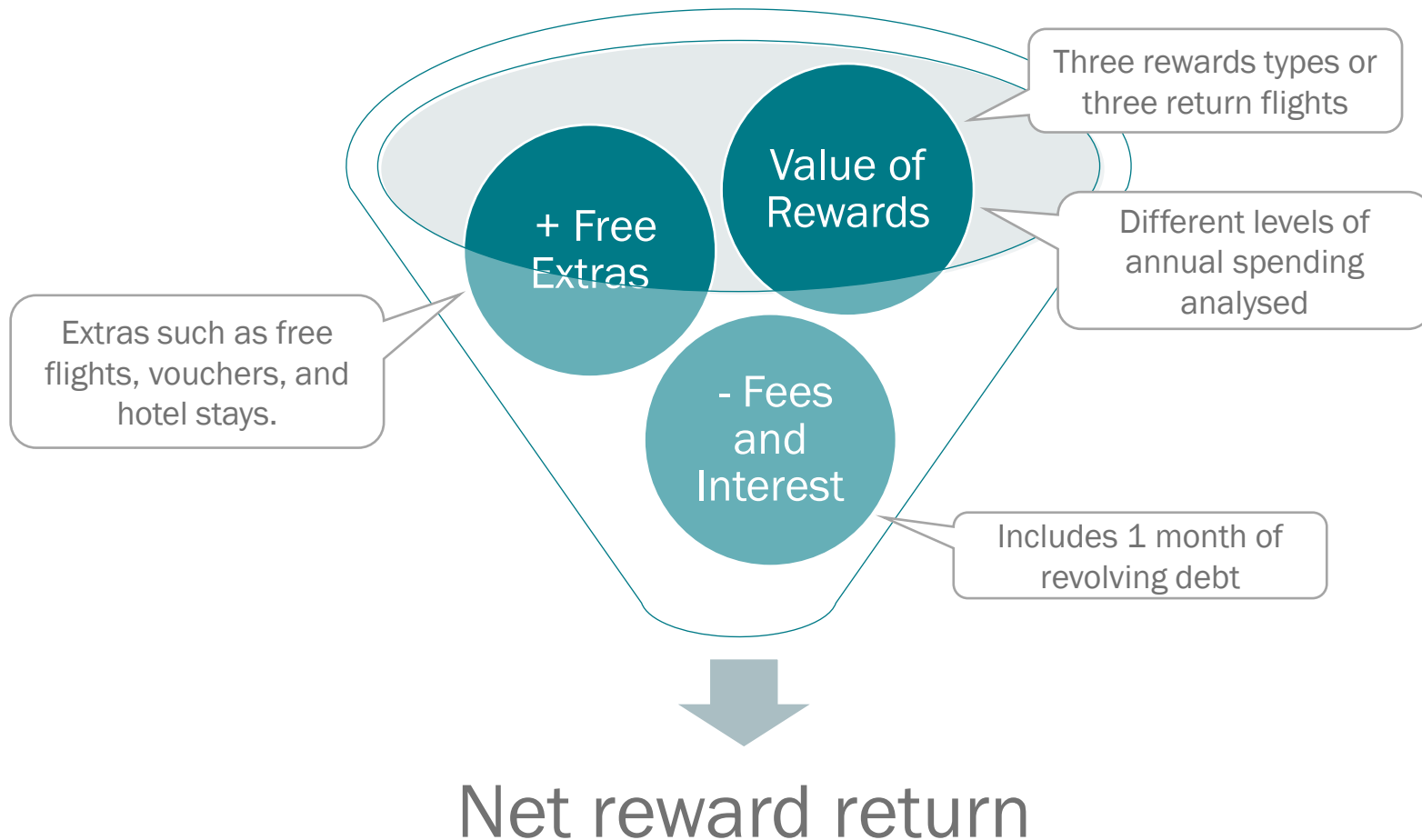
METHODOLOGY – PRICING SCORE

Profile	Pricing Weight	Reward Return	Charge Cards Included	Annual Purchases	Revolving Debt	
					Amount	Time (months)
The below profiles are each rated for three different amounts of annual spending.						
Rewards	70%	✓	✓	\$12,000	\$500	1
				\$24,000	\$1,000	1
Flight Rewards	70%	✓	✓	\$60,000	\$2,500	1
				\$120,000	\$5,000	1
✓ Included ✗ Not Included						



METHODOLOGY– REWARDS PRICING SCORE

Products are scored based upon the net benefit to the cardholder over 12 months with the best performing product receiving the top score.



METHODOLOGY– PRICING SCORE

Annual Fees

- Annual fee waivers included depending on spending behaviour profile.

Interest Charges on Revolving Debt

- Six-month average historical interest rate used in Low Rate and Low Fee profile.
- Where a charge card is included the “liquidated damages” fee will be considered in lieu of an interest rate.

Reward Return

- Reward return based on annual spend amount.
- Includes bonus points.
- Monthly and annual caps are considered as well as tiered earning structures.
- All airline transfer rates are considered where there are multiple options.
- Reward redemption rates are divided into three categories: Cashback or statement credit, major retail shopping voucher, and merchandise rewards.

Free Extras

- Free extras are considered for inclusion where their value is measurable in dollar terms and where relevant to the consumer profile.
 - Free flight or travel voucher considered as a free extra in the Flight Rewards profile.
 - Free extras must be ongoing (not sign-up bonuses).



METHODOLOGY – MERCHANT CATEGORIES

Where credit cards offer bonus earn rates for spending at different types of merchants, an assumption is made that a proportion of total card spending will fall into one of six different categories:

Staple:	Supermarkets
Discretionary:	Department stores
Petrol:	Major petrol stations
Holidays:	Airlines, Tour operations, Car Rental, Travel Agencies etc.
Dining:	Restaurants
Other:	All other merchants where a 'standard earn rate' would apply

Purchases Per Annum	Proportion of spending / Purchases per week											
	Staple		Discretionary		Petrol		Holidays		Dining		Other	
\$12,000	32%	\$74	10%	\$23	13%	\$30	5%	\$12	5%	\$12	35%	\$81
\$24,000	29%	\$134	14%	\$65	11%	\$51	5%	\$23	6%	\$28	35%	\$162
\$60,000	25%	\$288	18%	\$208	8%	\$92	6%	\$69	7%	\$81	36%	\$415
\$120,000	20%	\$462	20%	\$462	6%	\$138	7%	\$162	10%	\$231	37%	\$854



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GENERAL OR CASH REWARD RETURN

Points redeemed for merchandise, cashback, or shopping vouchers.

Redemptions are averaged over the available rewards types.

**General /
Cash Reward
Return**

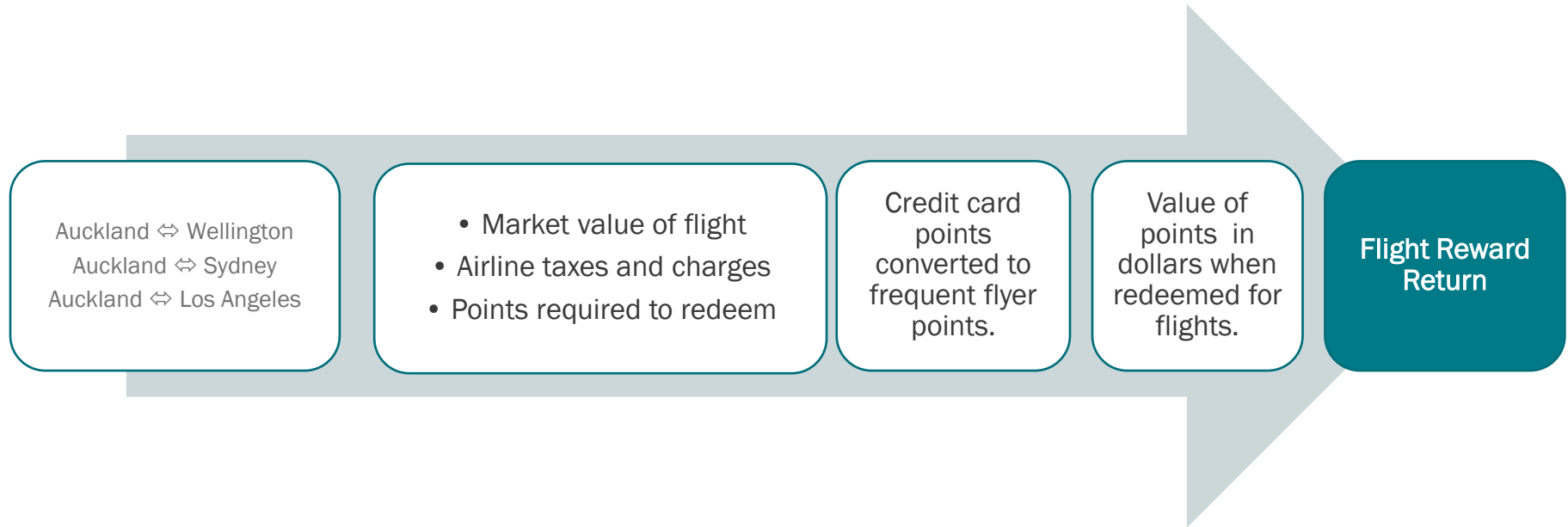
Cash back Rewards vs General Rewards

- If a product offers both cash back (or shopping voucher) and other types of rewards, its Price and Feature scores are calculated separately for both rewards categories. The highest total score between the two is then chosen as the product's final score.



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FLIGHT REWARD RETURN



- If more than one airline partner is available, the best airline redemption option is considered for each route.
- Quotes are undertaken for flights six months in advance, out of peak travel periods.
- Routes considered are to Wellington, Sydney and Los Angeles, return from Auckland.



METHODOLOGY

SAMPLE REWARDS CALCULATION

- 1 rewards point per \$1 spent
- 150 points can be redeemed for \$1 in cashback
- 1 rewards point converts to 1 frequent flyer point
- \$24,000 spent in one year on the credit or charge card

GENERAL REWARDS

$$\text{Cash Reward Return} = \frac{24000 \text{ points}}{150 \text{ points per } \$1} = \$160$$

FLIGHT REWARDS

$$\text{Flight Reward Return} = \frac{\$160 \text{ return flight} - \$40 \text{ taxes}}{16,000 \text{ FF points to redeem}} \times 24,000 \text{ points earned} = \$180$$



METHODOLOGY – FEATURE SCORE

Each card feature is allocated points. Points are awarded for positive traits such as low fees or greater flexibility. The total features score for each category of information (e.g. repayment capabilities) is ranked and weighted with each category contributing to the overall Feature Score.

Price and Features are weighted differently for each spending profile. This is done in recognition of the relative importance of the different product components to each profile.

The Price plus Feature scores are indexed and totalled to provide the Total Score. Together they form the basis of CANSTAR's *Credit Card Star Rewards Ratings*.



METHODOLOGY – FEATURE SCORE

Credit Card Features	Rewards (30%)	Frequent Flyer (30%)
Interest free days	5%	5%
Credit Terms and Conditions	15%	15%
Card Terms	40%	40%
Additional Fees and Charges	40%	40%
Interest Charging	10%	10%
Special Purchasing Policies	10%	10%
Ease of access	10%	10%
Repayment Capabilities	50%	50%
Merchant Acceptability	50%	50%
Premium Card Facilities	20%	20%
Airline Lounge Access	5%	10%
Rewards Program	30%	25%
Application Process	5%	5%
Card Security	10%	10%



METHODOLOGY – FEATURE SCORE CONT'D

- **Interest free days:** The products in the market with the highest number of interest free days receives the top score.
- **Airline Lounge Access** is scored based on the availability of lounges to travellers in New Zealand and Overseas as well other factors:
 - Number of lounge passes (e.g. 2, unlimited, or a discount-only on membership)
 - Whether or not a purchase is required before the lounge passes are given (e.g. must use the credit card to make a purchase with the airline).



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REWARDS CHOICES AND CONDITIONS

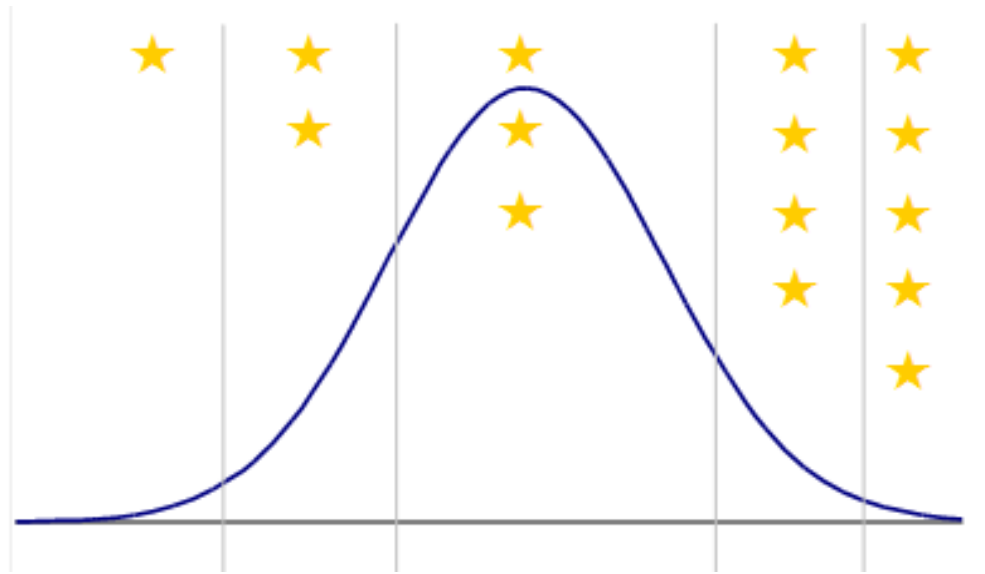
Feature Category	General	Cash	Frequent Flyer
Rewards Choices	80%	30%	40%
Shopping Rewards	25%	-	-
Frequent Flyer Rewards	10%	-	50%
Merchandise Rewards	20%	-	-
Travel/Accommodation Rewards	10%	-	50%
Point For Cash / Credit	15%	100%	-
Entertainment Rewards	5%	-	-
Food & Beverage Rewards	5%	-	-
Lifestyle Rewards	5%	-	-
Additional Rewards	5%	-	-
Program Conditions	20%	70%	60%
Earning Policies	20%	40%	40%
Bonus Points Partner Information	10%	25%	-
Points Capping Information	10%	25%	-
Customer Service Information	10%	-	15%
Reward Program Fees	10%	-	-
Earning Policy Flexibility	10%	-	-
Account Status Information	10%	5%	15%
Top-Up Policies	10%	-	15%
Expiration Policies	10%	5%	15%



HOW ARE THE STARS AWARDED?

The total score received for each profile ranks the products. The stars are then awarded based on the distribution of the scores according to the following guidelines. Only the products that obtain a score in the top 10% of the of the score distribution receive a five-star rating

The results are reflected in a consumer-friendly CANSTAR star ratings concept, with five stars denoting outstanding value.



HOW OFTEN ARE CREDIT CARD REWARDS RE-RATED?

All ratings are fully recalculated every twelve months based on the latest features offered by each institution. CANSTAR also monitors rate changes on an ongoing basis.

DOES CANSTAR RATE OTHER PRODUCT AREAS?

CANSTAR also researches, compares and rates the suite of banking products listed below. These star ratings use similar methodologies to guarantee quality, consistency and transparency. Results are freely available to consumers who use the star ratings as a guide to product excellence. The use of similar star ratings logos also builds consumer recognition of quality products across all categories. Please access the CANSTAR website at www.canstar.co.nz if you would like to view the latest star ratings reports of interest.

- Business deposits
- Credit cards
- Credit card rewards
- Home loans
- KiwiSaver
- Online banking
- Personal loans
- Savings accounts
- Transaction accounts
- Term deposits



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