

prisma

The Zurich Platform



Range of Funds

JANUARY 2014

NEW Pathway
Multi-Asset Funds

NEW External
Active & Passive Funds

**Protected Funds
NOW included**

For Financial Brokers and Advisors use only.



Risk
Profiler

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- 2
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- 5
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Investment
Solutions



Pathway



Select



Tailored

Putting risk and return centre stage

When it comes to investment strategies, a 'one size fits all' approach is probably not going to be right for you or for your clients. Depending on your own investment expertise, you may look for a range of different investment options.

Zurich Life offers a truly flexible investment solution – one that is built around your needs and expectations.

The start of any investment journey

The starting point to any investment discussion begins with a client factfind that determines their needs and goals. From here the discussion might take you to a risk profiler and discussion to determine the client's attitude to risk and importantly, their capacity to bear investment loss.

The Prisma Risk Profiler is designed to be easy to use yet accurate in determining a client's attitude to risk. Uniquely, our Risk Profiler has important in-built client checks – to ensure that any discrepancies with a client's responses can be identified and addressed.

Helping you map the route

To help you drive the investment conversation, we have strengthened the solutions available to you and your clients. Once you have determined your client's risk profile, Prisma will provide you with a range of possible investment options for your clients. These now include:



NEW Pathway risk centred multi-asset funds



NEW External Funds to strengthen our range of funds



Our suite of **Protected Funds** now added to Prisma

NEW Pathway risk centred multi-asset funds

Recognising that Financial Advisors and their clients require solutions that match their needs, we developed the range of Pathway funds. Pathway funds target long-term growth, with asset mixes that can deliver volatility and returns appropriate to your client's chosen risk profile.

Pathway allows for a client's risk profile (as calculated using our Risk Profiler) to be matched to one of our risk centred multi-asset funds. Pathway has five funds which are designed to match the ESMA[†] risk ratings 2 through to 6. For more information on our new Pathway funds, please see the Pathway Multi-Asset Funds brochure.



The New Pathway Multi-Asset Funds



[†] European Securities and Market Authority.

NEW Strengthening our range of external funds

We have added **new** active and passive investment funds to strengthen our overall Prisma fund range.

ACTIVE FUNDS

• Global Equity Fund	MFS Meridian
• Global Dividend Fund	M&G
• Euro Markets Fund	BlackRock
• Small Cap Europe Fund	Pictet
• UK Growth Fund	M&G
• Emerging Markets Opportunities Fund	JP Morgan

PASSIVE FUNDS

• Indexed Global Equity Fund	BlackRock
• Indexed Eurozone Equity Fund	BlackRock
• Indexed Eurozone Government Bond Fund	BlackRock

Tailored and Select

Construct risk appropriate portfolio solutions

The Prisma range of funds is a combination of internally managed Zurich Life funds and carefully selected external managed funds from some of the world's leading fund managers.

Our suggested model portfolios, the 'Select' range, can help guide you in building investment portfolios. So whether you are looking to build a 'Tailored' portfolio or to use suggested 'Select' model portfolios, Zurich Life has a flexible solution for you.

Protected Funds – now added to Prisma

We also have a range of Protected Funds for those clients that are somewhat risk averse. The Protected 70, Protected 80 and Protected 90 Funds can provide your clients with the ideal opportunity to move away from historically low cash rates and falling deposit rates. Each of the Protected Funds provides investors with varying degrees of protection whilst allowing them access to some of the potential upside from equity markets.



Our new additions should give you the confidence that whatever your clients need, Prisma will have a solution for them, provided by you.



Meet the fund managers



Our investment team is based in Blackrock, Co. Dublin and is responsible for managing funds of approximately €15.1 billion*. The most senior members of the investment team have been together for more than fifteen years.

It is the close co-operation of our fund managers in making investment decisions across assets, sectors and markets that differentiates us from other fund managers. We have an integrated team-based investment process which ensures that we implement our investment strategy quickly and effectively.

We are active investment managers with a macro-economic approach, which is top-down and asset allocation driven. We construct our portfolios to allow us to take advantage of opportunities over all parts of the economic cycle. Zurich Life has an excellent reputation for investment performance and customer service.

*Source: Zurich Life, December 2013.



BlackRock is a truly global firm that combines the benefits of worldwide reach with local service and relationships. BlackRock employs more than 9,700 professionals and maintains offices in 29 countries and more than 60 cities around the world. BlackRock's assets under management total \$3.8 trillion* across equity, fixed income, cash management, alternative investment, multi-asset and advisory strategies.

*Source: BlackRock, September 2013.



Established in 1934, Henderson Global Investors (Henderson) is a leading independent global asset management firm. With its principal place of business in London, Henderson is one of Europe's largest investment managers, with GBP£68.8 billion* assets under management and employs around 1,060 people worldwide.

*Source: Henderson, September 2013.



JP Morgan has expertise across every key asset class and investment market so it can offer clients the widest range of investment solutions. Its business is asset management and it has investment teams networked across more than 15 cities across the world, connected by investment hubs in London, New York, Tokyo and Hong Kong. With assets under management of \$1.5 trillion*, it is one of the largest asset and wealth managers in the world.

*Source: JP Morgan, September 2013.

New



MFS Investment Management® (MFS®) is a premier global asset management firm that offers equity and fixed-income investment solutions to both institutional and retail clients. Their portfolio managers are supported by their entire team of investment professionals in nine worldwide offices. The team employs a proprietary investment process to build better insights for their clients. The core principles of their approach are integrated research, global collaboration and active risk management. MFS manages \$372.4 billion* in assets on behalf of individual and institutional investors worldwide.

*Source: MFS, September 2013.

New



M&G Investments is a leading international asset manager, known for its long-term and conviction-led approach to investing. Established in 1931, M&G is an active manager of investments for individual and institutional clients. More than 80 years on, M&G is one of the leading global investment houses in Europe with funds under management totaling €279 billion* across retail and institutional mandates.

*Source: M&G, September 2013.



Founded in 1805, Pictet is Switzerland's largest private bank with assets under management and administration totalling €328 billion*. Pictet's sole business is asset management and related services. With 20 offices worldwide, Pictet is considered one of the leading specialist investment houses in Europe, managing assets for a wide variety of institutional and private clients.

*Source: Pictet, September 2013.

PIMCO

PIMCO is a leading global investment management firm, with offices in 12 countries throughout North America, Europe and Asia. Founded in 1971, PIMCO offers a wide range of innovative solutions to help millions of investors worldwide meet their needs. PIMCO has assets under management of \$2 trillion* and employs over 2,000 employees.

*Source: PIMCO, September 2013.



Threadneedle is an international asset manager offering a range of investment funds. Founded in 1994 and headquartered in London, Threadneedle is fully-owned by Ameriprise Financial, a publicly quoted investment company, which is listed on the NYSE. With a team of well over one hundred talented investment professionals, its expertise extends to equities, bonds and alternative investments.

Threadneedle has GBP£84 billion* of assets under management and has a presence in sixteen countries: Australia, Austria, Denmark, France, Germany, Hong Kong, Italy, Luxembourg, Netherlands, Spain, Sweden, Switzerland, Singapore, UAE, the UK and the US.

*Source: Threadneedle, September 2013.

Prisma Range of Funds

Fund Name (at December 2013)	Fund Description	Indicative Equity Exposure (% of the value of the fund)	Risk Profile	Fund Manager	Active A / Passive P Management
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Risk Centred Multi-Asset Funds

Pathway 2	An actively managed, diversified unit-linked fund, with a target historical volatility range of 0.5% to < 2%.*	0% – 20% ¹	2	Zurich Life	A
Pathway 3	An actively managed, diversified unit-linked fund, with a target historical volatility range of 2% to < 5%.*	10% – 35% ¹	3	Zurich Life	A
Pathway 4	An actively managed, diversified unit-linked fund, with a target historical volatility range of 5% to < 10%.*	15% – 50% ¹	4	Zurich Life	A
Pathway 5	An actively managed, diversified unit-linked fund, with a target historical volatility range of 10% to < 15%.*	30% – 80% ¹	5	Zurich Life	A
Pathway 6	An actively managed, diversified unit-linked fund, with a target historical volatility range of 15% to < 25%.*	50% – 100% ¹	6	Zurich Life	A

Managed/Unitised With-profits Funds

SuperCAPP	A unitised with-profits fund that aims to deliver a regular return, consistent with prevailing medium-term interest rates while maintaining the potential for higher growth than a bank deposit account. Returns are distributed through Annual and Special Dividends. Dividend distributions aim to provide SuperCAPP policyholders with a smoothed accumulation of returns over time.*	20% – 40% ²	3	Zurich Life	A
Cautiously Managed	A unit-linked fund offering a well-diversified portfolio of bonds, equities and cash.*	20% – 50%	4	Zurich Life	A
Balanced	A unit-linked fund offering a balanced portfolio of equities and bonds.*	50% – 75%	5	Zurich Life	A
Performance	A unit-linked fund offering a portfolio of equities with some exposure to bonds.*	65% – 90%	5	Zurich Life	A
Dynamic	An aggressively managed unit-linked fund with a high equity content.*	75% – 100%	5	Zurich Life	A

* Some or all of the assets are invested outside the eurozone, so currency fluctuations may impact on the fund's performance.

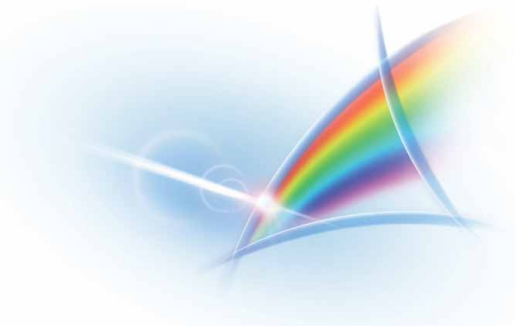
Notes:

1. Please see the relevant Fund Factsheet for further details on the asset splits.

2. The fund's exposure to equity volatility is normally controlled by limiting maximum losses and gains for the majority of the equity portfolio.

3. These funds are available for Single Premium business only.

4. The target maximum and minimum exposure to the Dynamic Fund. It is possible for the fund to have a higher exposure to the Dynamic Fund at certain times.



Fund Name (at December 2013)	Fund Description	Indicative Equity Exposure (% of the value of the fund)	Risk Profile	Fund Manager	Active A / Passive P Management
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Protected Funds					
Protected 90 ³	An actively managed fund which invests in a combination of the Dynamic Fund and a Cash Fund. It provides a Protected Price of 90% of the highest ever unit price.*	40% - 0% ⁴	3	Zurich Life	A
Protected 80 ³	An actively managed fund which invests in a combination of the Dynamic Fund and a Cash Fund. It provides a Protected Price of 80% of the highest ever unit price.*	70% - 0% ⁴	4	Zurich Life	A
Protected 70 ³	An actively managed fund which invests in a combination of the Dynamic Fund and a Cash Fund. It provides a Protected Price of 70% of the highest ever unit price.*	90% - 0% ⁴	5	Zurich Life	A

Cash Funds					
Deposit Plus (Series 2)	A unit-linked cash fund currently investing in a variable rate deposit account provided by Allied Irish Banks, p.l.c.	0%	1	Zurich Life	P
Secure	A unit-linked cash fund where unit prices are guaranteed never to fall.	0%	1	Zurich Life	A
Variable Rate Deposit (Series 3)	A unit-linked cash fund currently investing in a variable rate deposit account provided by RaboDirect.	0%	1	Zurich Life	P

Bonds/Fixed Interest Funds					
Global Corporate Bond (JP Morgan) ³	A unit-linked fund offering an actively managed portfolio of global corporate bonds.*	0%	3	JP Morgan	A
Global Government Bond (JP Morgan) ³	A unit-linked fund offering an actively managed portfolio of global government bonds.*	0%	3	JP Morgan	A
Indexed Eurozone Government Bond (BlackRock)	A unit-linked fund that gives the opportunity to participate in the performance of the euro-denominated EMU government bond market.	0%	3	BlackRock	P
Active Fixed Income	An actively managed unit-linked bond fund.*	0%	4	Zurich Life	A
Long Bond	An actively managed unit-linked long bond fund.	0%	4	Zurich Life	A
Inflation-linked Bond	A unit-linked fund that aims to track the performance of the Barclays Capital Euro Government Inflation-Linked Bond Index by investing in an Exchange Traded Fund (ETF).	0%	4	Zurich Life	P
Global Real Return (PIMCO) ³	A unit-linked fund offering an actively managed portfolio of global government inflation-linked bonds.*	0%	4	PIMCO	A
Emerging Local Currency Debt (Pictet) ³	A unit-linked fund offering a portfolio of local-currency bonds issued in emerging markets. Local currency bonds mean that the bonds are issued in the currency of the issuing country.*	0%	4	Pictet	A
Irish Government Bond 2016	An actively managed unit-linked bond fund that invests in the 2016 Irish Government Bond and all coupons paid on the bond are reinvested by Zurich Life in Irish Government Securities. All investments held by the fund are guaranteed by the Irish Government.	0%	5	Zurich Life	A

Warning: The value of your investment may go down as well as up.
Warning: These funds may be affected by changes in currency exchange rates.
Warning: If you invest in these funds you may lose some or all of the money you invest.
Warning: Past performance is not a reliable guide to future performance.

Fund Name (at December 2013)	Fund Description	Indicative Equity Exposure (% of the value of the fund)	Risk Profile	Fund Manager	Active A / Passive P Management
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Absolute Return/Diversified Asset Funds

Income Opportunity (JP Morgan)²	This fund targets positive returns in excess of cash regardless of market environment. To achieve this, it invests in the JP Morgan Income Opportunity Fund. This JP Morgan fund is an opportunistic, flexible fixed income fund. It aims to achieve a return in excess of cash by exploiting investment opportunities in, amongst others, the debt and currency markets, using financial derivative instruments, where appropriate.*	0% – 20%	3	JP Morgan	A
Dynamic Diversified Growth (BlackRock)	A unit-linked actively managed fund that aims to deliver long-term capital growth with a low tolerance for capital loss. The fund aims to outperform cash returns. The fund invests in a diversified portfolio of global equities, bonds, alternative assets and cash.*	0% – 75% ¹	4	BlackRock	A
Active Asset Allocation	A unit-linked actively managed fund diversified across a wide range of different assets - equities, bonds, property shares, alternatives and cash. Alternative assets can include oil, gold, water, soft commodities, industrial metals, index-linked bonds and corporate bonds.*	15% – 65% ¹	4	Zurich Life	A
Diversified Assets	A unit-linked fund that gives exposure to four asset classes: equities, bonds, property and commodities. The following Zurich Life investment funds are currently used to gain access to these asset classes: the International Equity Fund, the Active Fixed Income Fund, the European (Ex-UK) Property Fund, the Australasia Property Fund and the Global Commodities Fund.*	70% – 80%	5	Zurich Life	A ³

Property Equity Funds

Global Property Equities (Henderson)²	A unit-linked fund offering an actively managed portfolio of equity securities of companies or real estate investment trusts (or equivalents) listed or traded on a regulated market, which derives the main part of their revenue from the ownership, management and/or development of real estate, throughout the world.*	100%	6	Henderson	A
European (Ex-UK) Property	A unit-linked fund that invests in leading European (excluding UK) real estate companies. The fund aims to track the performance of the FTSE EPRA/NAREIT Europe ex UK Dividend + Index via an Exchange Traded Fund (ETF).*	100%	6	Zurich Life	P
Australasia Property	A unit-linked fund that invests in leading Australasian real estate companies. The fund aims to track the performance of the FTSE EPRA/NAREIT Asia Dividend + Index via an Exchange Traded Fund (ETF).*	100%	6	Zurich Life	P

Commodity Funds

CommoditiesPLUS Strategy (PIMCO)²	A unit-linked fund that provides the opportunity to gain exposure to commodity returns.*	100%	6	PIMCO	A
Global Commodities	A unit-linked fund that aims to track the performance of the Goldman Sachs Commodities Index – Total Return (GSCI) via an Exchange Traded Fund (ETF).*	100%	6	Zurich Life	P
Gold	A unit-linked fund which tracks movements in the price of gold by investing in an Exchange Traded Commodity (ETC).*	100%	6	Zurich Life	P
Earth Resources	A unit-linked fund that gives exposure to a range of diverse assets: oil, alternative energy, precious metals and agriculture. The fund aims to gain access to the performance of these assets by investing in a number of Exchange Traded Funds (ETFs).*	100%	6	Zurich Life	P
Green Resources	A unit-linked fund that targets exposure to the alternative energy and water sectors. The fund aims to gain access to the performance of these sectors by investing in two Exchange Traded Funds (ETFs).*	100%	7	Zurich Life	P

* Some or all of the assets are invested outside the eurozone, so currency fluctuations may impact on the fund's performance.

Notes:

1. Please see the relevant Fund Factsheet for further details on the asset splits.

2. These funds are available for Single Premium business only.

3. The asset allocation and some of the underlying investments are passively managed.

Fund Name (at December 2013)	Fund Description	Indicative Equity Exposure (% of the value of the fund)	Risk Profile	Fund Manager	Active A / Passive P Management
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Equity Funds					
Global Equity					
5★5 Global	A unit-linked fund offering a global portfolio of up to 50 equities, spread across five sectors.*	80% – 100%	6	Zurich Life	A
International Equity	A unit-linked fund offering an actively managed portfolio of global equities.*	80% – 100%	6	Zurich Life	A
Global Select (Threadneedle)	A unit-linked fund offering an actively managed portfolio of global equities.*	100%	6	Threadneedle	A
Global Equity (MFS Meridian)²	A unit-linked fund that gives the opportunity to participate in the performance of global companies.*	100%	5	MFS	A
Indexed Global Equity Fund (BlackRock)	A unit-linked fund that gives the opportunity to participate in the performance of companies in the developed world.*	100%	5	BlackRock	P
European Equity (including single country)					
5★5 Europe	A unit-linked fund offering a regional portfolio of up to 50 European equities, spread across five sectors.*	80% – 100%	6	Zurich Life	A
Eurozone Equity	A unit-linked fund offering an actively managed portfolio of equities denominated in euro.	80% – 100%	6	Zurich Life	A
Euro Markets (BlackRock)²	A unit-linked fund that gives the opportunity to participate in the performance of companies in euro markets.	100%	6	BlackRock	A
European Select (Threadneedle)	A unit-linked fund offering a concentrated actively managed portfolio of continental European equities.*	100%	5	Threadneedle	A
Europe ex-UK Index (BlackRock)	A unit-linked fund investing in an index fund (UCITS) which aims to achieve a return in line with the MSCI Europe ex-UK Index.*	100%	6	BlackRock	P
Indexed Eurozone Equity (BlackRock)	A unit-linked fund that gives the opportunity to participate in the performance of companies in the eurozone.	100%	6	BlackRock	P
Small Cap Europe (Pictet)²	A unit-linked fund that gives the opportunity to participate in the performance of small capitalisation companies in Europe.	100%	6	Pictet	A
Irish Equity	An actively managed unit-linked equity fund which seeks to maximise growth through capital gain and income from a diversified portfolio of Irish equities.	80% – 100%	6	Zurich Life	A
UK Growth (M&G)²	A unit-linked fund that gives the opportunity to participate in the performance of companies in the UK.*	100%	6	M&G	A
UK Index (BlackRock)	A unit-linked fund investing in an index fund (UCITS) which aims to achieve a return in line with the MSCI UK Index.*	100%	6	BlackRock	P
American Equity					
5★5 Americas	A unit-linked fund offering a regional portfolio of up to 50 equities in the Americas, spread across five sectors.*	80% – 100%	6	Zurich Life	A
American Select (Threadneedle)	A unit-linked fund offering a concentrated actively managed portfolio of primarily US equities.*	100%	6	Threadneedle	A
Asia-Pacific Equity					
5★5 Asia Pacific	A unit-linked fund offering a regional portfolio of up to 50 Asia Pacific equities, spread across five sectors.*	80% – 100%	6	Zurich Life	A
Japan Index (BlackRock)	A unit-linked fund investing in an index fund (UCITS) which aims to achieve a return in line with the MSCI Japan Index.*	100%	6	BlackRock	P
Asia Pacific Equity	An actively managed unit-linked equity fund which seeks to maximise growth through capital gains and income from a well-diversified portfolio of Asia Pacific equities.*	80% – 100%	6	Zurich Life	A

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Equity Funds					
High Yield Equity					
Dividend Growth	A unit-linked fund offering a portfolio of international equities whose dividend yields tend to be higher than their markets' dividend yields and in addition have the capacity to further increase dividends.*	80% – 100%	5	Zurich Life	A
Global Dividend (M&G)¹	A unit-linked fund that gives the opportunity to participate in the performance of companies with higher dividend yields than the global average and with the potential to further grow dividends over time.*	100%	6	M&G	A
Emerging Market Equity					
India Equity	A unit-linked fund that aims to track the performance of the MSCI India Index by investing in an Exchange Traded Fund (ETF).*	100%	7	Zurich Life	P
Emerging Markets Opportunities (JP Morgan)¹	A unit-linked fund that gives the opportunity to participate in the performance of companies in emerging markets.*	100%	6	JP Morgan	A
Specialist Equity					
TopTech 100	A unit-linked fund that invests in leading technology companies. The fund invests in the shares of the NASDAQ-100 Index via an Exchange Traded Fund (ETF).*	100%	6	Zurich Life	P

* Some or all of the assets are invested outside the eurozone, so currency fluctuations may impact on the fund's performance.

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Access Prisma

To access the online Prisma Risk Profiler, Portfolio Builder and view fund factsheets for all available funds; just log on to the **Broker Centre** at **zurichlife.ie**



Allied Irish Banks, p.l.c. is regulated by the Central Bank of Ireland.

BlackRock Investment Management (UK) Limited is authorised and regulated by the Financial Conduct Authority in the UK.

Coöperatieve Centrale Raiffeisen-Boerenleenbank, B.A. ("Rabobank"), trading as Rabobank is licensed by the Dutch Central Bank in the Netherlands and is regulated by the Central Bank of Ireland for conduct of its business.

Henderson Global Investors is the name under which Henderson Global Investors Limited (reg. no. 906355), Henderson Fund Management Limited (reg. no. 2607112), Henderson Investment Funds Limited (reg. no. 2678531), Henderson Investment Management Limited (reg. no. 1795354), Henderson Alternative Investment Advisor Limited (reg. no. 962757), Henderson Equity Partners Limited (reg. no. 2606646), Gartmore Investment Limited (reg. no. 1508030), Gartmore Fund Managers Limited (reg. no. 1137353), (each incorporated and registered in England and Wales with registered office at 201 Bishopsgate, London EC2M 3AE) are authorised and regulated by the Financial Conduct Authority to provide investment products and services.

JP Morgan Asset Management Marketing Limited is authorised and regulated by the Financial Conduct Authority in the UK.

MFS International (UK) Ltd. is a private limited company registered in England and Wales with the company number 03062718, and is authorised and regulated in the conduct of investment business in the UK by the Financial Conduct Authority.

M&G Securities Limited is authorised and regulated by the Financial Conduct Authority in the UK.

Pictet North America S.A.'s representative office in the UK is an appointed representative of Pictet Investment Company Limited, authorised and regulated by the Financial Conduct Authority in the UK.

PIMCO Europe Ltd, PIMCO Europe Ltd Munich Branch, PIMCO Europe Ltd Amsterdam Branch and PIMCO Europe Ltd - Italy are authorised and regulated by the Financial Conduct Authority in the UK.

Threadneedle Investment Services Limited is authorised and regulated by the Financial Conduct Authority in the UK.

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ZURICH®

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