A guide for customers

ZURICH

No two investors are the same

Explaining investment risk and reward





Taking risks and considering loss

You might want to take risks with your investment. But can you afford to do so?

From crossing the street to going to work, we all face risks in our everyday lives. We balance the risks in our minds, knowing that going ahead can deliver its own rewards. That said, no two people are the same. We each have our own feelings about risk. Some play it safe. Others throw caution to the wind. Most are somewhere in the middle.

When investing, risk relates to the chance you might get back less than you invested. Like most things in life, no investment is without risk. However, you'll have your own ideas about the risk you're comfortable taking. It's not just about how much risk you're prepared to take, often known as 'attitude to risk'. It's about recognising how much you can afford to lose, usually referred to as 'capacity for loss'.

After all, you might be willing to take big risks, but would losing money leave you in financial difficulty? It's important that you understand your capacity for loss and are comfortable with it before your Financial Broker can help you choose investments that match your circumstances.

> Like most things in life, no investment is without risk.

How much risk are you prepared to take?

You and your Financial Broker will first establish your attitude to risk by discussing your aims, personal circumstances, and views on risk. It's the first step to finding investments that are right for you.

Assessing your attitude to risk and capacity for loss

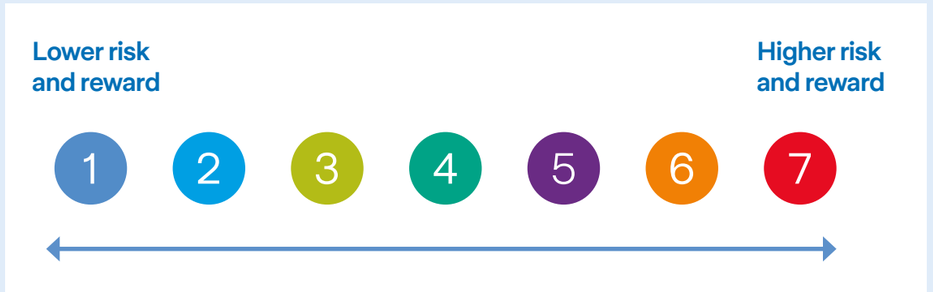
Your Financial Broker can then use Zurich's 'Risk Profiler', which is available on the Zurich website. This is an electronic tool that involves asking you various questions. Based on your answers, the tool generates one of seven risk profiles, with the first representing the lowest risk and the seventh equating to the highest.

While you might want to take risks with your investments, your Financial Broker will also check if you can afford to do so. This is called assessing your capacity for loss. They will establish whether your standard of living, future plans or ability to meet your financial obligations would suffer if you lost some or all of the money you invested.

Your Financial Broker will then let you know about investments that match your risk profile.

Zurich's risk profile categories

Once you answer the Risk Profiler questions, you will be categorised into one of the seven risk profiles. With the help of your Financial Broker, you will then be able to choose investments and funds that match your risk profile.



1

If you are a 'very low risk' investor, you are not willing to accept any significant risks with your money, accepting the prospect of low returns to achieve this.

Funds with a Risk Profile of 1 typically hold investments which see little change in value from day to day, such as short-term bank deposits. The fund price movements will generally be positive and stable but could be negative, particularly in a low interest rate environment.

Over the long-term, high returns are very unlikely, and the returns may not keep pace with inflation.

Sample Risk Profile 1



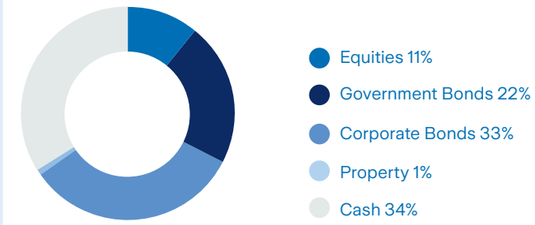
2

If you are a 'low risk' investor, you are likely to accept limited risks with your money and will want to try to avoid large fluctuations in the value of your investment, accepting the prospect of more modest returns to achieve this.

Funds with a Risk Profile of 2 may include a high proportion of bank deposits, fixed interest investments, such as government bonds and high quality corporate bonds (bonds issued by companies), and may include a small proportion invested in equities (company shares).

Over the long-term, high returns are unlikely, and the returns may not keep pace with inflation.

Sample Risk Profile 2

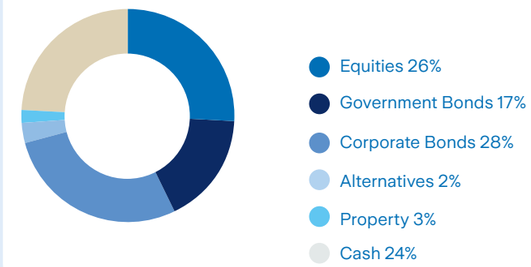


3

If you are a 'low to medium risk' investor you are likely to accept some risk in return for the potential of higher investment gains over the long-term. You will want to try to avoid large fluctuations in the value of your investment, but accept there will be some fluctuation particularly over the short-term.

Funds with a Risk Profile of 3 are likely to be made up mainly of fixed interest investments such as government bonds and high quality corporate bonds (bonds issued by companies) and bank deposits. These funds are also likely to contain a significant proportion invested in equities (company shares).

Sample Risk Profile 3



Splits as at 31 May 2022.

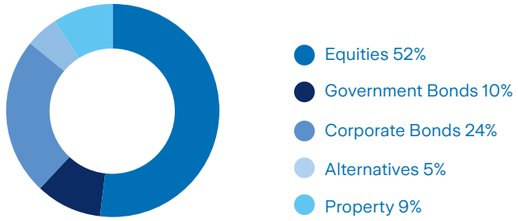
For more information see individual fund factsheets on **zurich.ie**

4

If you are a 'medium risk' investor, you are likely to accept increased risk in return for the potential of good investment gains over the long-term. You accept there will be significant fluctuations in the value of your investment, particularly over the short-term. However, you will want to limit the amount of your money held in more risky investments.

Funds with a Risk Profile of 4 may invest in a mix of equities (company shares), and fixed interest investments such as government bonds and corporate bonds (bonds issued by companies).

Sample Risk Profile 4

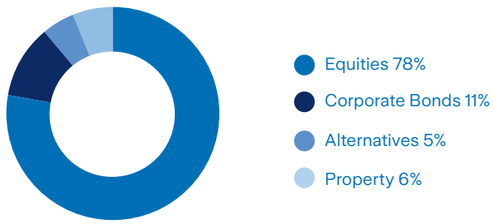


5

If you are a 'medium to high risk' investor, you are likely to understand that the value of your investment can go down and up sharply with the potential for greater returns over the long-term.

Funds with a Risk Profile of 5 may include a high proportion of equities (company shares), and a smaller proportion of fixed interest investments such as government bonds and corporate bonds (bonds issued by companies).

Sample Risk Profile 5

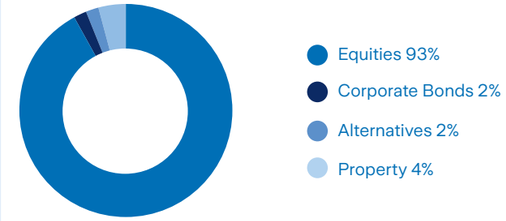


6

If you are a 'high risk' investor, you are likely to aim for high possible returns and accept higher levels of risk, recognising the value of your investment may fluctuate very sharply, particularly over the short-term.

Funds with a Risk Profile of 6 are likely to invest in high risk assets, such as equities or commodities. The assets may see large day-to-day changes in value, both negative and positive.

Sample Risk Profile 6

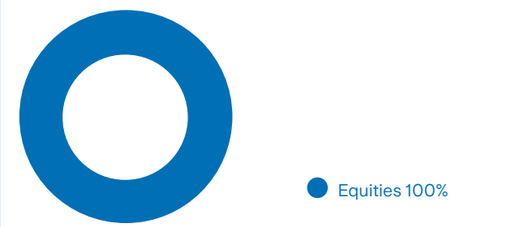


7

If you are a 'very high risk' investor, you are likely to aim for the highest possible returns and accept the highest levels of risk, recognising that the value of your investment may fluctuate very widely, particularly over the short-term.

Funds with a Risk Profile of 7 invest in very high risk assets, such as equities concentrated in a particular sector or region, or commodities. The assets may see very large day-to-day changes in value, both negative and positive.

Sample Risk Profile 7



Splits as at 31 May 2022.

For more information see individual fund factsheets on **zurich.ie**

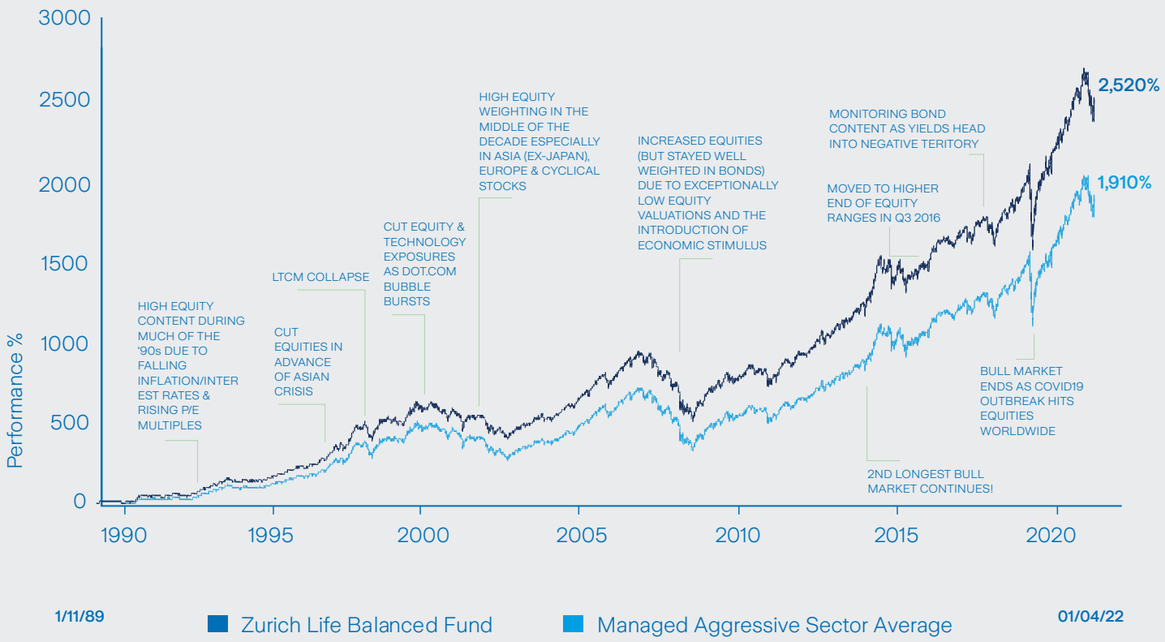
Why invest with Zurich?

At Zurich we are proud of our track record in managing customers' investments. Our belief is that people need experts to look after their money, so we take a 'hands-on', active approach to investment management.

We aim to deliver long-term consistent investment performance. We believe that good active investment managers are best placed to deliver consistent long-term investment performance.

For over 30 years, Zurich has been managing diversified multi-asset funds for customers throughout Ireland.

Active investment decisions have delivered results'



Source: Zurich and MoneyMate, April 2022. Performance figures quoted are from fund inception date of 1/11/1989 until 01/04/2022. Annual management fees apply; the fund growth shown above is gross of any annual management charge. Returns are based on offer to offer performance and do not represent the return achieved by individual policies linked to the fund.

"We are proud of our track record.



Brokers Ireland Awards 2021

- Overall Excellence Winner
- Investment Provider Excellence
- Pensions Provider Excellence

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

Online tools to help you choose

Organising your investments might seem like a major task, so it's easy to keep putting it off. But once you get started you'll find it is quite straightforward.

Of course, you don't have to do it alone. We are here to help however we can. We have lots of useful planning tools at **zurich.ie**

Budget Calculator

quickly assess your monthly income and expenses so you'll know how much you can afford to comfortably save.

Personal Annual Budget Spreadsheet

manage your income and expenses effectively throughout the year.

Fund Centre

access fund performance and fund information so that you can keep track of how your funds are performing.

Client Dashboard

view your savings online once you have set up an investment bond with Zurich. Simply log on to get a snapshot of your current bond value and holdings.

Risk Profiler

work out your attitude towards investment risk, helping you to choose the funds that best suit your risk profile.

Take the next step



When it comes to your savings and investments, Zurich is committed to doing the best we can for our customers. So if you'd like to take the next step, get in touch today.

Talk to your Financial Broker or Advisor

Call us on 1850 202 102

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