

# Investment Conference

Investing today | A fine balancing act

May 2024



## Welcome

### **Jonathan Daly** Head of Retail Distribution and Propositions

### **Market Overview**

Market highlights

**Overall Market** 

Broker Market

Pension - Regular

Pension - Single

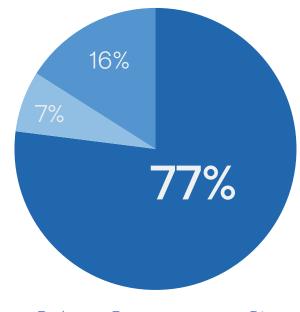
2023 Data

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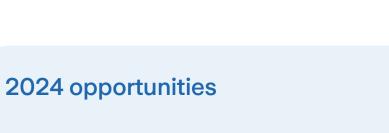
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**ZURICH** 





■ Broker ■ Bancassurance ■ Direct



- PRSA business at record levels (again!)
- Return to growth on savings & investments business

up 13%

up 14%

up 19%

up 17%

- SFT increase? Changes to Exit Tax?
- Pension world increasingly complex

### BROKERS

#### WINNER 2023 EXCELLENCE AWARDS



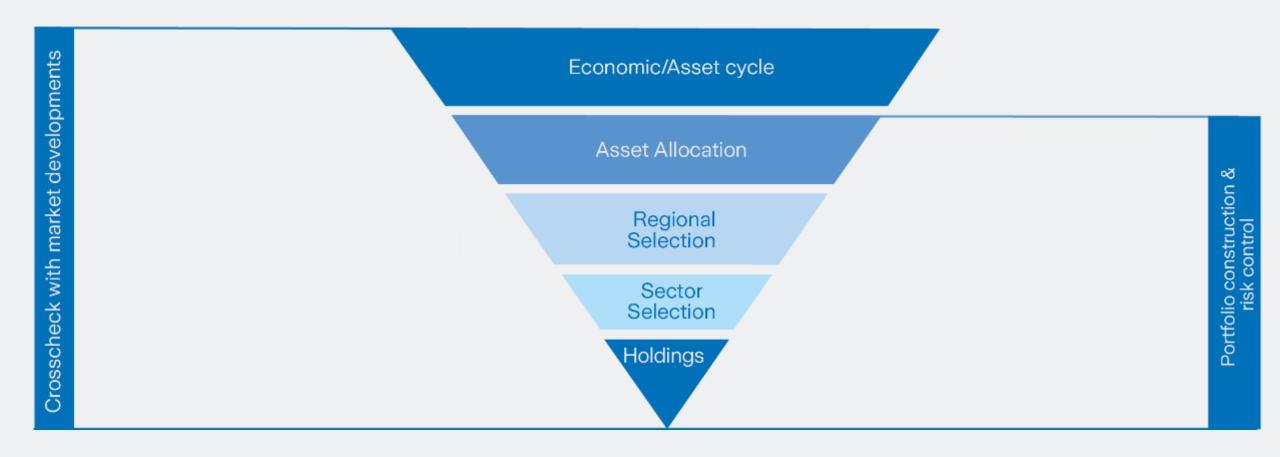
Pensions Provider Excellence 2023 Investment Provider Excellence 2023



## Some thoughts on what matters

David Warren Chief Investment Officer, Zurich

### **Zurich's Top-Down Investment Process**



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### We try to focus on what matters for multi-asset investing



Outcomes matter Being right in 'the end' is not enough Earnings matter Earnings are driven by firm-level, structural & macroeconomic factors Bonds matter Top-down government & central bank policies drive long-term interest rates

Valuations matter And are inherently volatile

### **Risk matters**

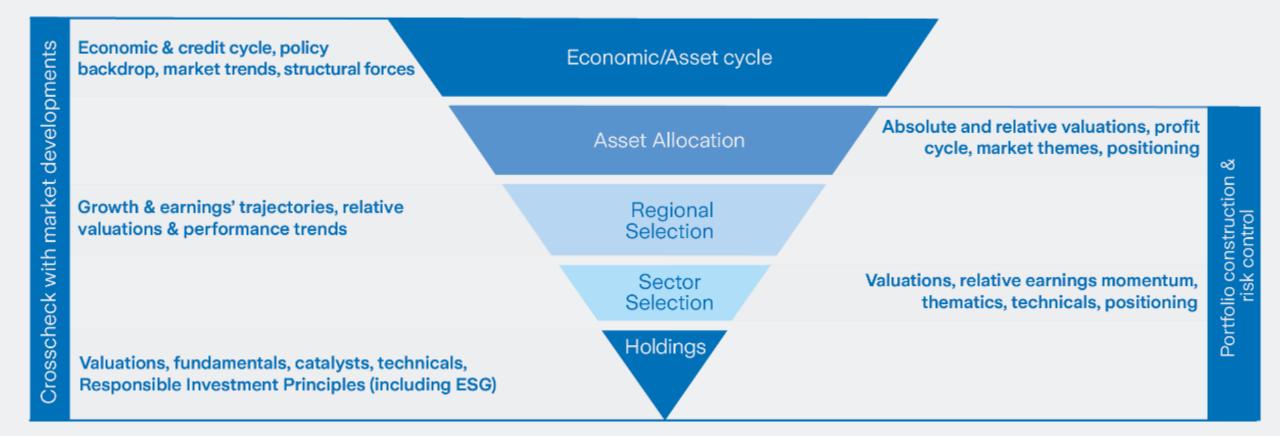
Our key risk is valuation not volatility

#### Judgement matters And more so than perfect knowledge; context is key

Market concentration matters? Not inherently good or bad

## What matters to us is being ACTIVE managers, ALIGNED with markets and ATTUNED to risks





### Macro & Markets Outlook Skating on thin ice...



**Guy Miller** Chief Market Strategist & Economist, Zurich Insurance

Group Investment Management, May 2024

### **Key Points**



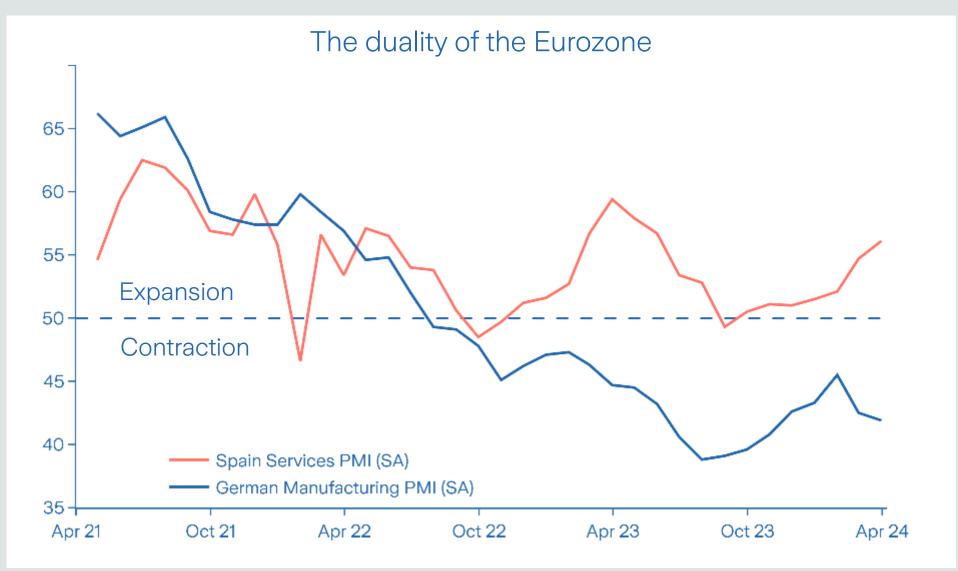
| Global<br>economic<br>growth                           | Core inflation  | Key for<br>markets  | Government<br>bond yields                  | Equities offer<br>better return                            | Political and<br>Geopolitical                         |
|--|---|---|--|--|---|
| is set to be trend-<br>like both this and<br>next year | is expected to<br>close-in on policy<br>targets, but the<br>path will be<br>bumpy | - policy rate cuts<br>are coming, albeit<br>at a measured<br>pace | are becoming<br>stretched to the<br>upside | prospects than<br>credit in both up<br>and down<br>markets | risk remain rife,<br>casting clouds on<br>the horizon |



### **Two-speed Europe exemplifies bifurcated global trends**



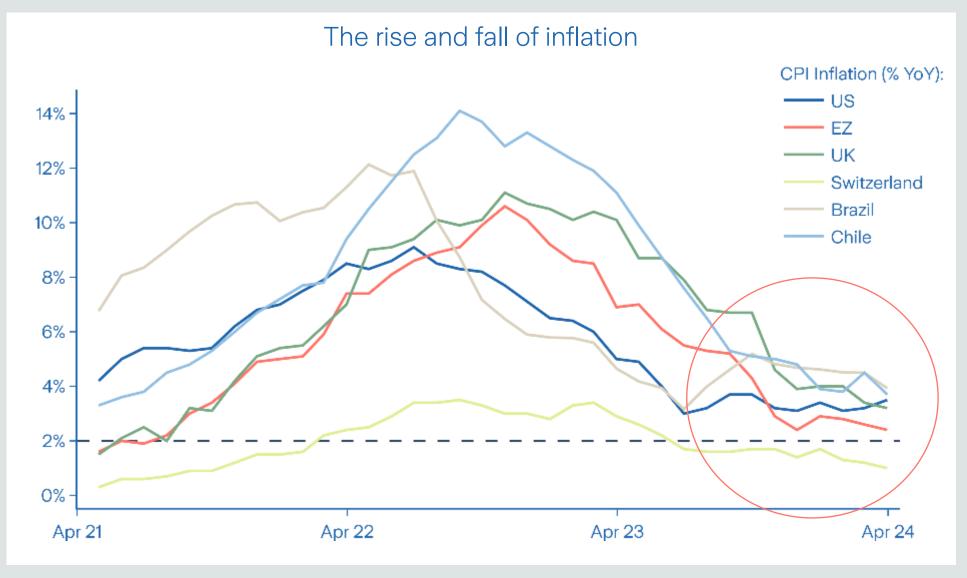
Contrasting the optimism of Spanish service providers and the pessimism of German manufacturers



### Sharp decline in inflation raises hopes of lower rates and resilient growth



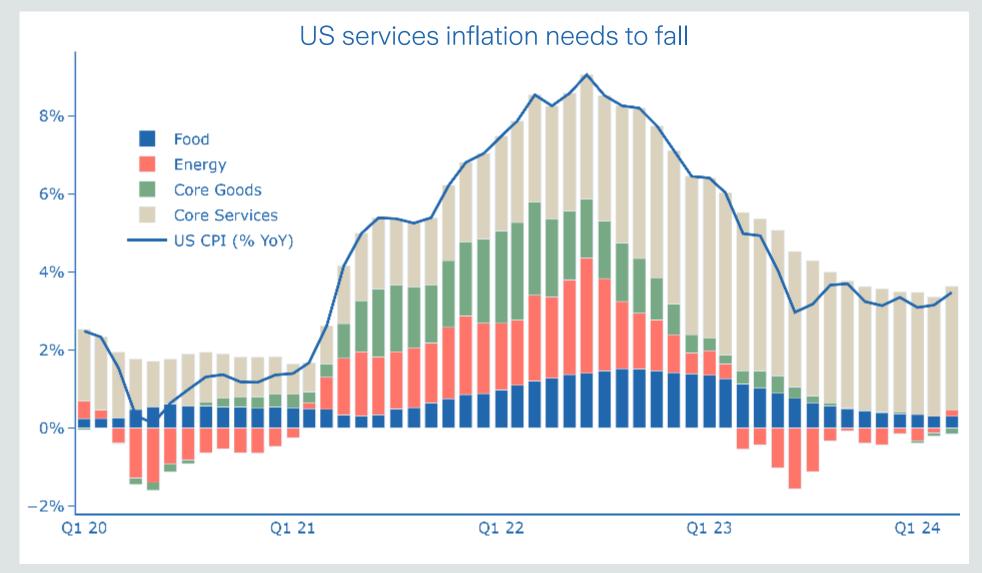
The decline of inflation has been global and lifted optimism, but further falls are needed



### Inflation targets in key regions hinge on services



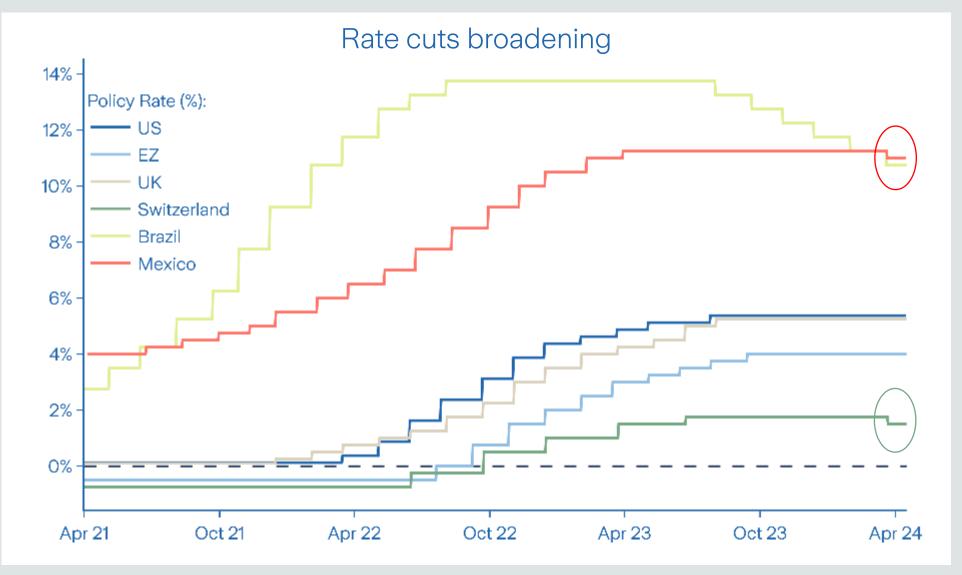
Food, energy, and goods price inflation already back to pre-Covid levels



### **Policy rates have peaked**



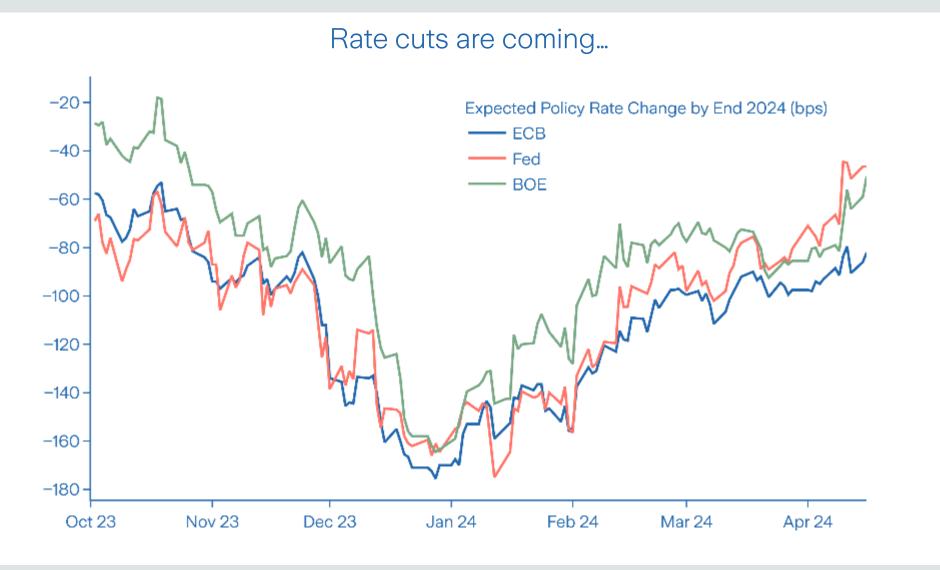
After a relentless march higher, policy is moderating



### **Expectations of rate cuts have moderated**



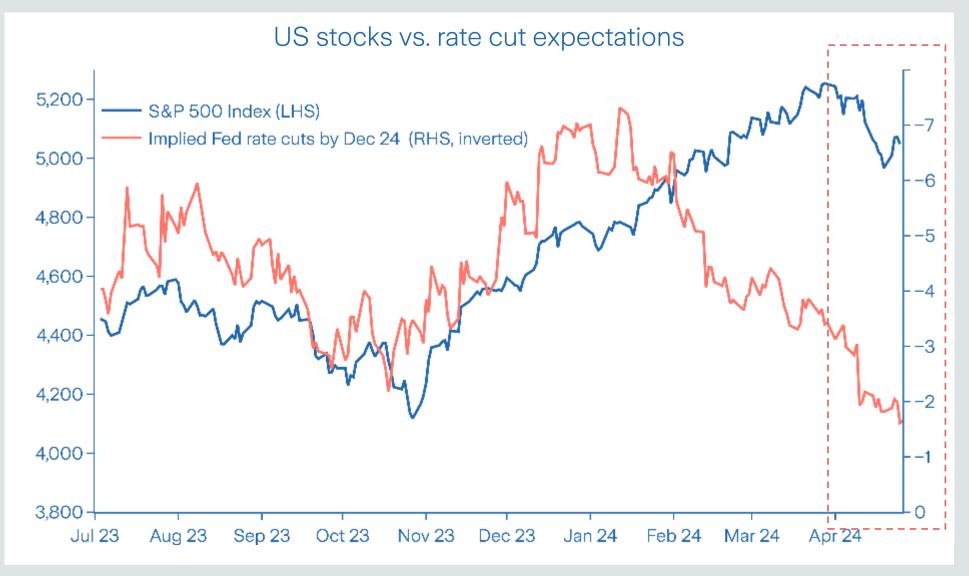
Market pricing is now reasonable



### Rate cuts again matter to investors



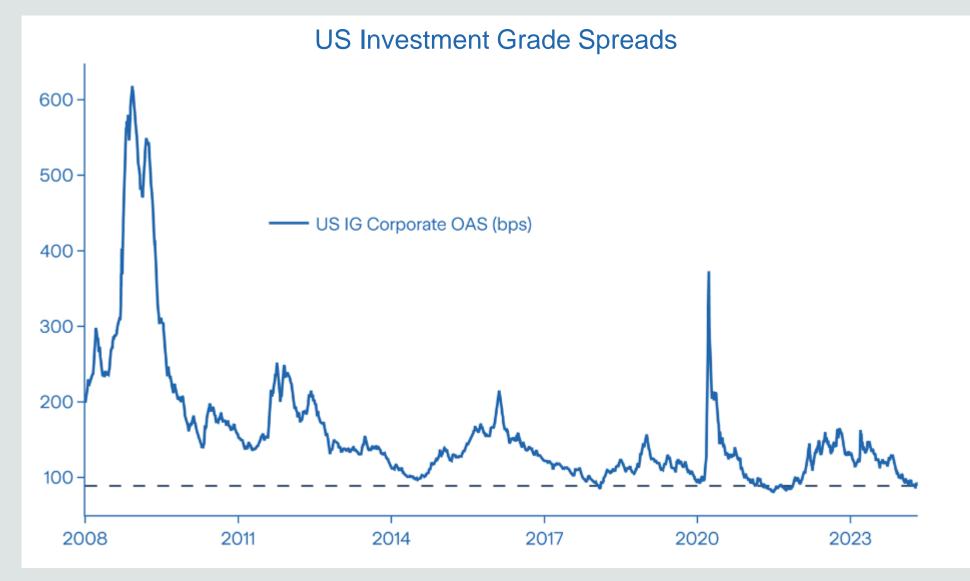
The key is that there are rate cuts, rather than how many



### Credit spreads are already priced for perfection



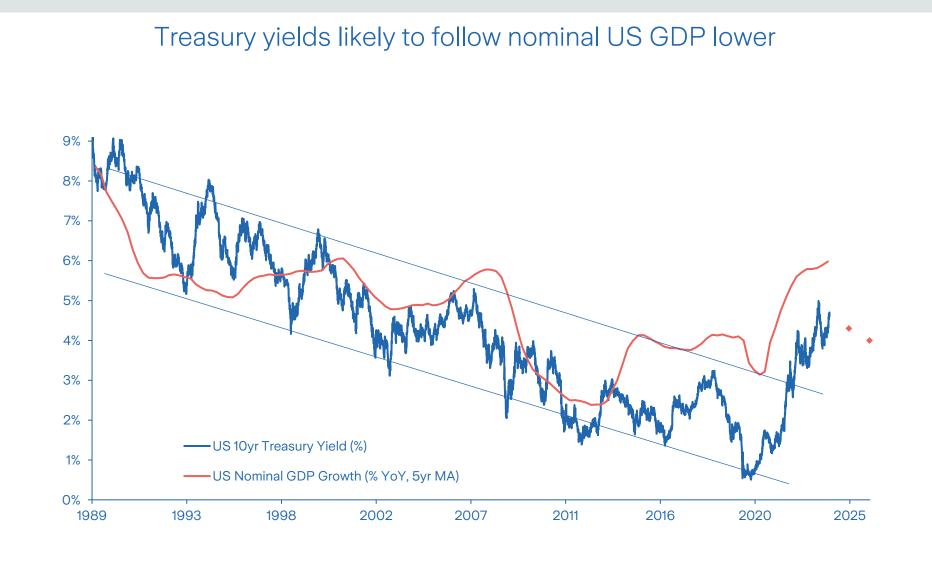
Limited potential for spread tightening, but a lot for widening creates an asymmetric risk profile



### **Government bond yields remain capped**



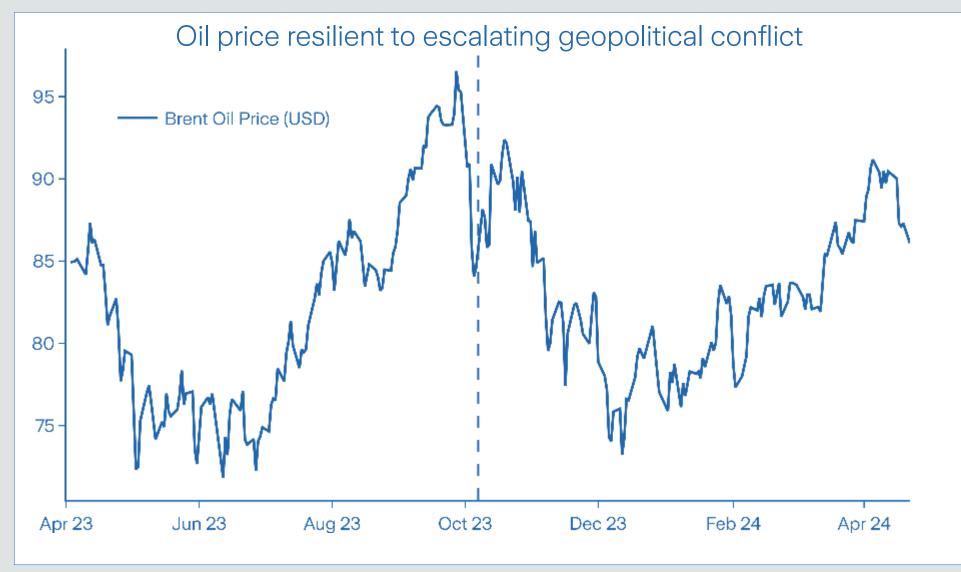
Modest decline in yields expected as growth and inflation slow



### Geopolitical turmoil has not led to an oil price shock so far



Oil prices have remained rangebound



### Conclusions



Inflation expected to fall towards target over the remainder of the year

**Global growth** set to hover around trend

> Policy easing spreads to key central banks, but in a measured manner

Financial markets will be lumpy, but return prospects are good and favour equities



## Thank you

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## The views from the Fund Managers



### **Panel Discussion**





Philip Duggan Deputy CIO & Credit Specialist



### Michael Kelly Head of European Equities



Damien Meade Head of North American Equities





### The days of negative yields are gone

Negative Debt





### Some Thematics – More than AI

Market Broadening





Decarbonisation

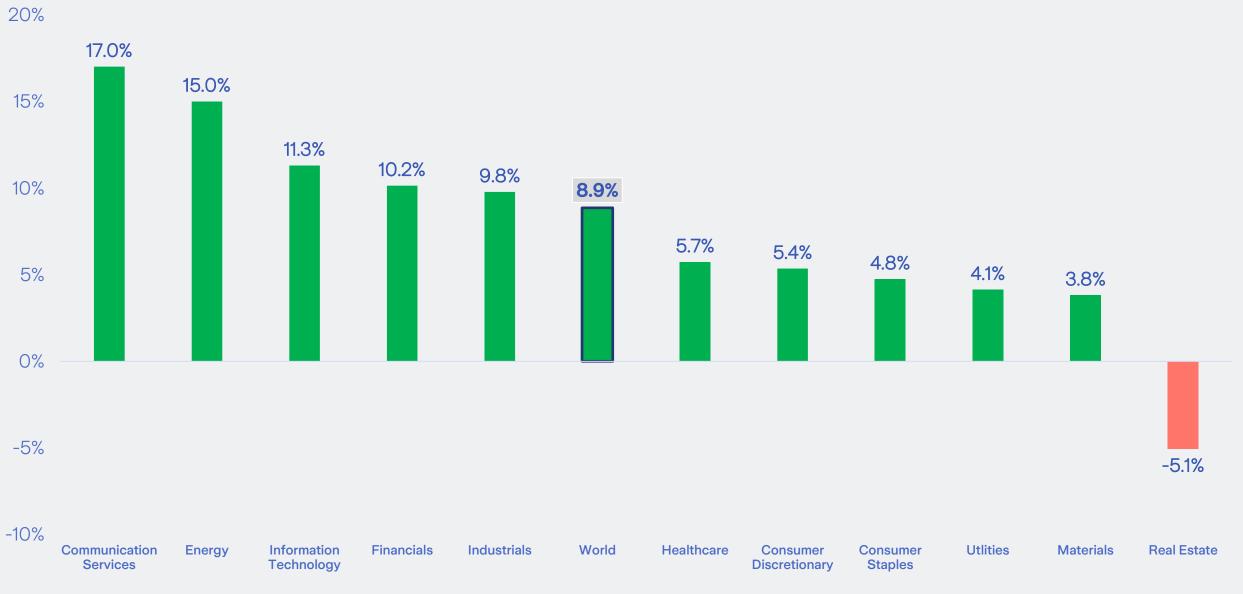
Diabetes/Obesity Drug





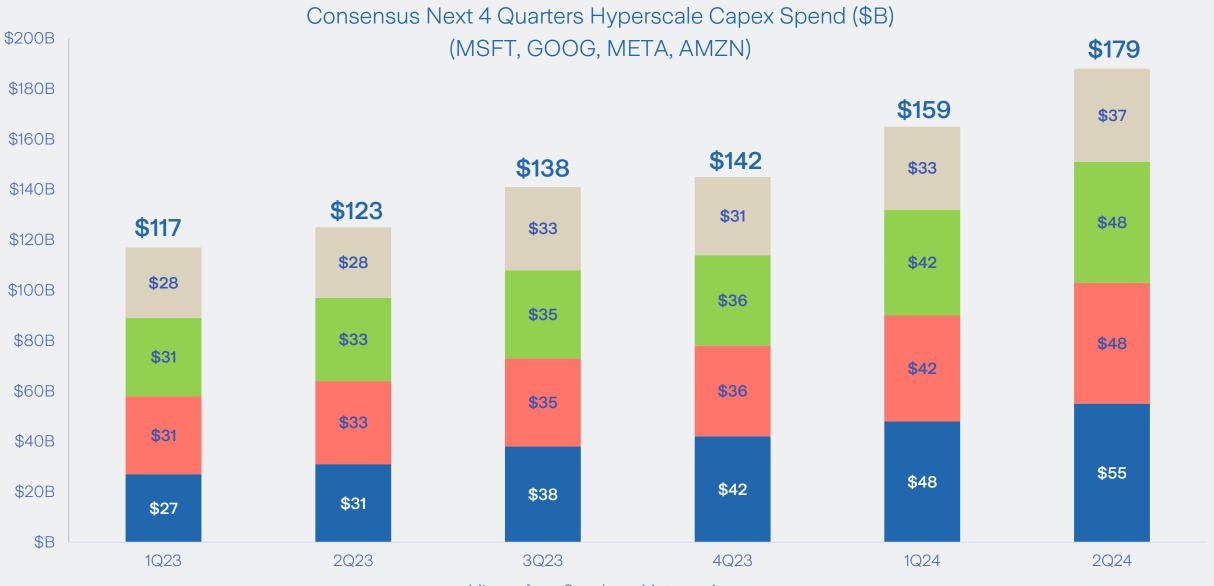
### **Global Equity Sectors YTD**





#### Source: Bloomberg, 29/12/2023 - 26/04/2024

### 4 companies forecasting spending USD179bn on capex



■ Microsoft ■ Google ■ Meta ■ Amazon

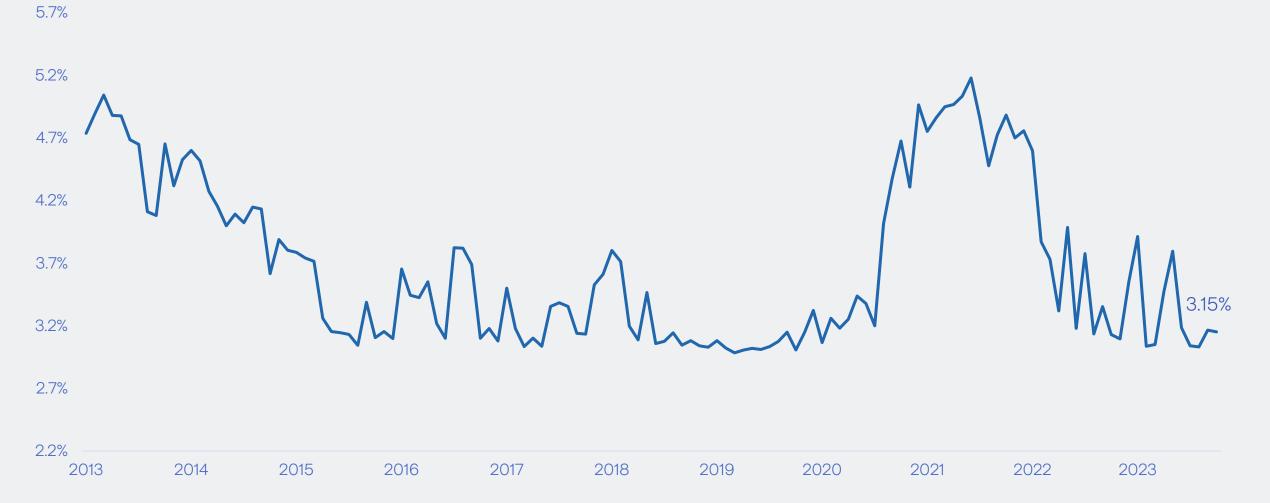
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### Inflation Expectations – New York Fed

Median point prediction three-year ahead inflation rate



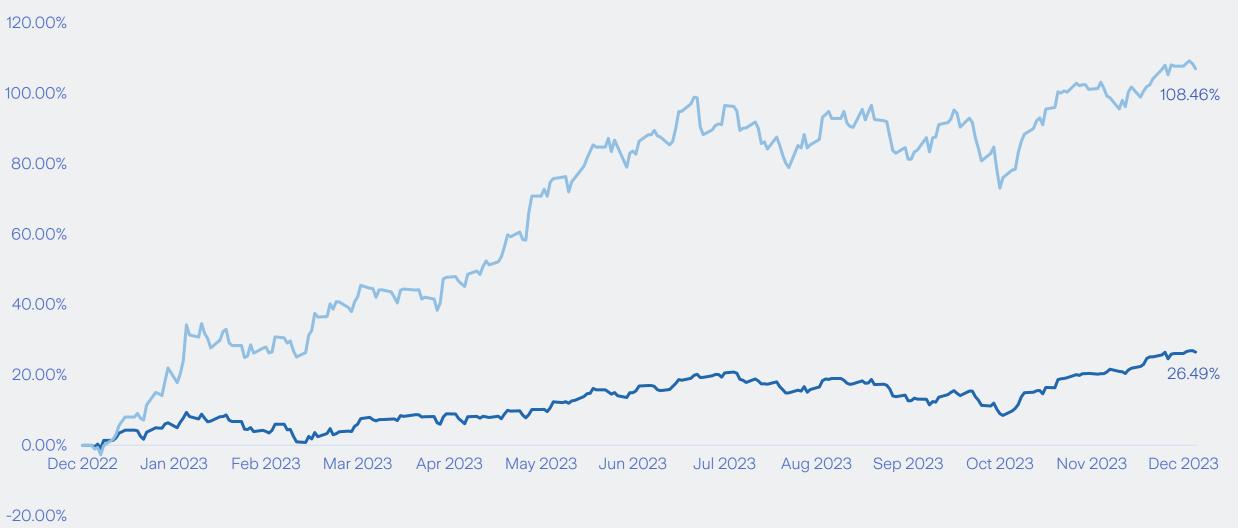
Expected Inflation Rate (%)





### MSCI USA Vs. Magnificent 7 2023





----MSCI USA Net TR Index (Local) ----Bloomberg Magnificent 7 Total Return Index

### MSCI USA Vs. Magnificent 7 YTD 2024





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## Thank you

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### The Pensions Landscape - today and tomorrow



**Rose Leonard** Head of Corporate Distribution and CRM

### The need for Advice



### Auto-enrolment



### PRSA changes





### Master Trusts



## Think Zurich

### Turn investment expertise into customer ADVICE



**lan Slattery** Head of Investment Solutions



Cast your mind back....



POINT THEATRE, DUBLIN BAILE ATHA CLIATH

RT

44

29

27

19

#### Largest Companies in 1994



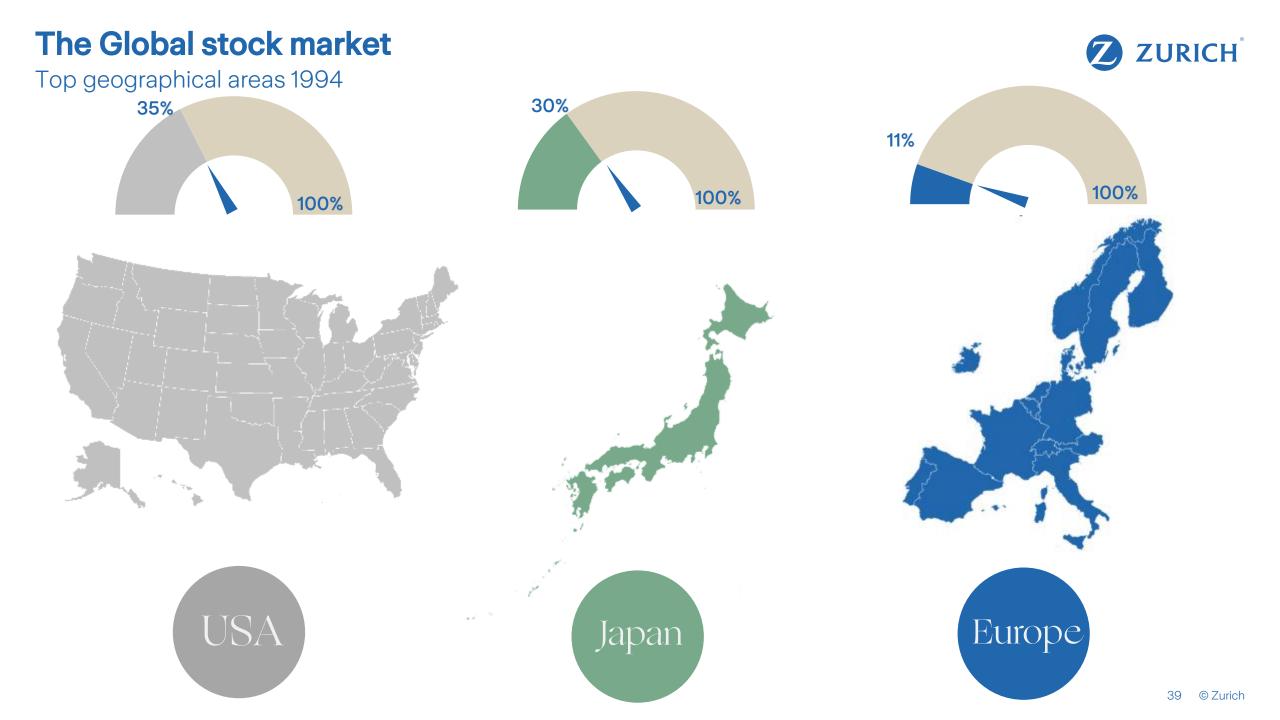


### **E**XonMobil









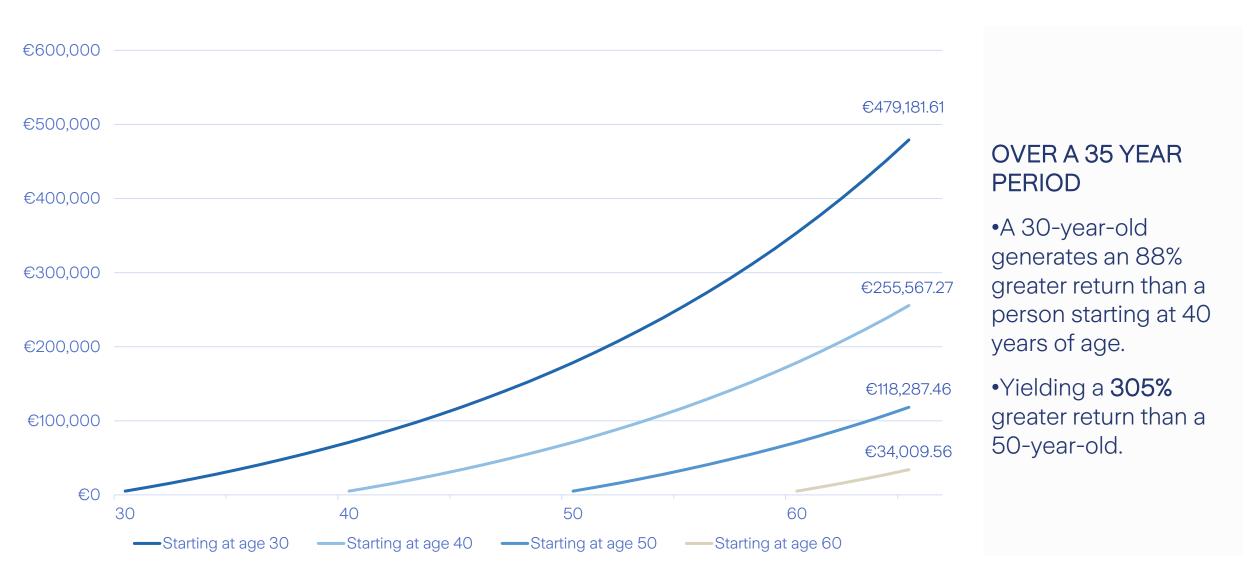




#### Invest early and often



€5,000 invested annually with 5% growth per annum



The 30 year old Starting a new job Has to control pension Understands it But not convinced

Invests monthly Agrees to index it 1% AMC

Balanced Fund EAGLE STAR Autumn/Winter 19 WINNING IN A COMPETITIVE ENVIRONMEN Number 43 Ercellence It has been an exciting year Eagle Star so far for Eagle Star. Best Certificates celebrating Managed Fund First, Micropal gave win to IBA Brokers! [D the Company the - 10 Years accolade of "Best of the IBA ar Managed Fund -10 Years" based quality service in ed Fund from 1/1/1982 to on the top performin thercer Fraser FIC environment.

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What everyone should know about the Millennium Bug

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Millennium bug act now!

Cal 0845 601 2000







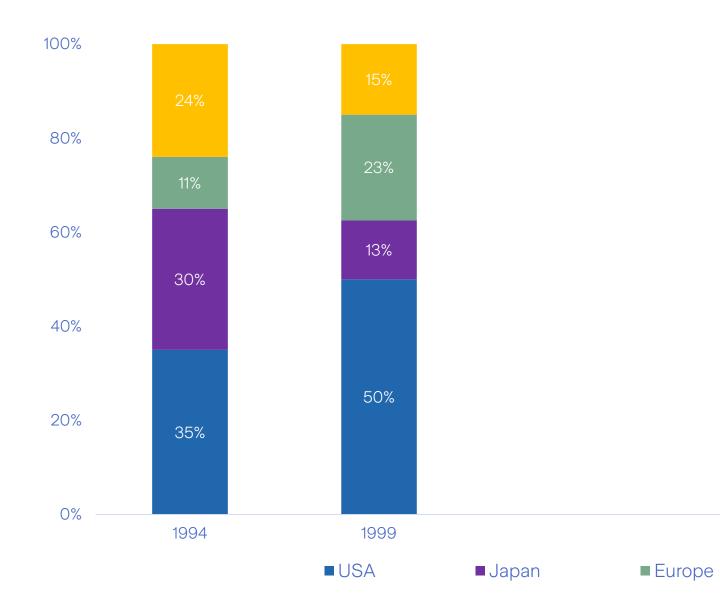
# CISCO SYSTEMS

150m Global Internet Users

12 No. of NASDAQ stocks with a 1,000%+ return

#### **Global Stock Market Evolution**





Others



€1,000,000

€900,000

€800,000

€700,000

€600,000

€500,000

€400,000

€300,000

€200,000

€100,000

€0

€94,666

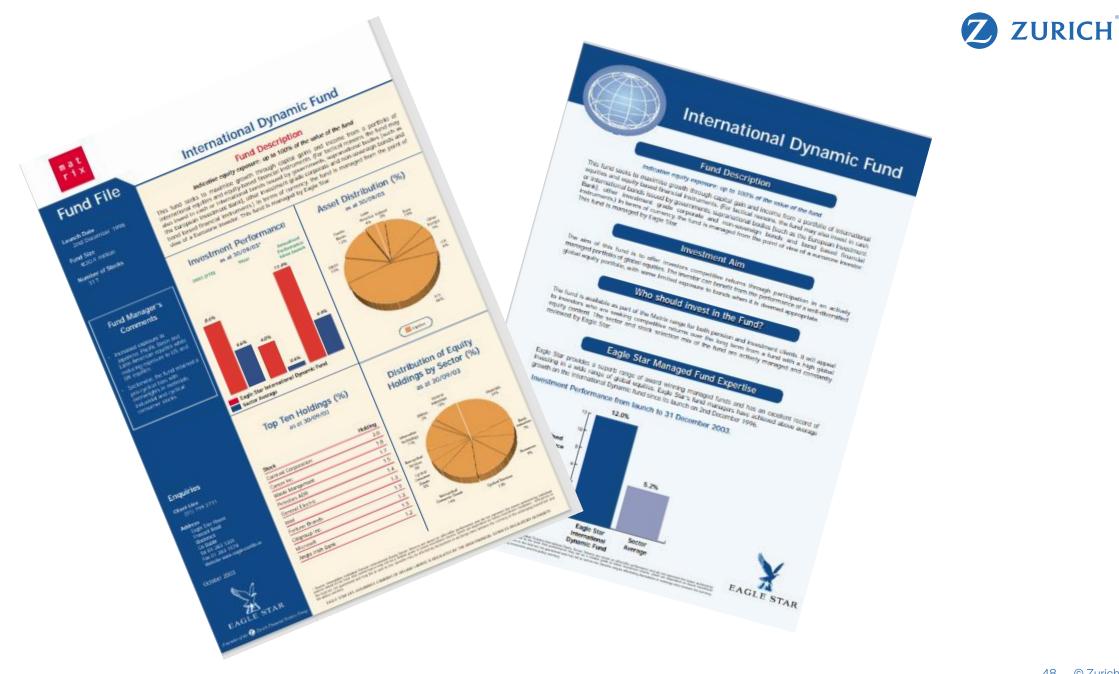


#### Long Term Returns Slide

Real Investment Returns (%pa)



| Asset Class | 10 years | 20 years | 50 years | 97 years |
|-------------|----------|----------|----------|----------|
| Equities    | 8.0%     | 6.8%     | 5.8%     | 6.6%     |
| Bonds       | -2.0%    | 1.4%     | 3.0%     | 2.1%     |
| Cash        | -1.9%    | -1.3%    | 0.4%     | 0.3%     |







# **E**XonMobil



#### PetroChina



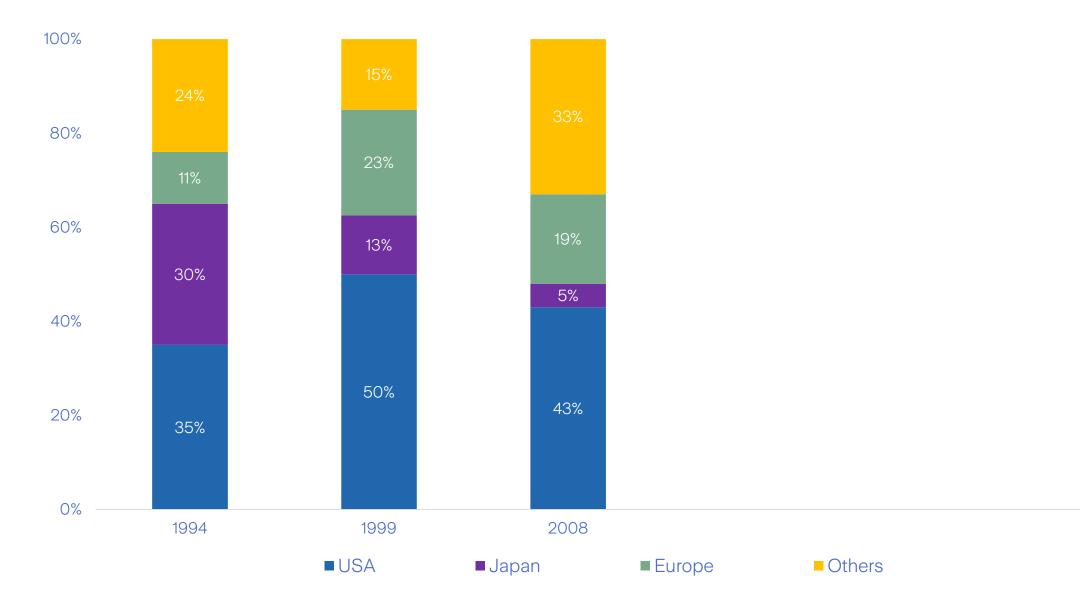
INDUSTRIAL AND COMMERCIAL BANK OF CHINA

VIX peaked intraday at 89.53 in October

\$147.27

#### **Global Stock Market Evolution**





#### Flash forward to 2008





€1,000,000

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due to restructuring, and product cycles in Microelectronics and Servers. Services bookings grew for the third straight year in 2007

The following stocks are included (at time of going to print) in the Eagle Star funds, including the 5★5 Global Fund. Spotlight on Stocks

Healthcare, Personal Care & Leisure Sector

attractive relative to its forecast growth rate.

Resources and Infrastructure Sector

to exceed \$9 billion in 2007 and the largest pipeline in the industry.

Teva selis hundreds of generic drugs in more than 50 countries; key markets include North America, Europe, Israel, and Latin America.

Teva's proprietary drug arm includes MS drug Copaxone, recently

launched Azilect for Parkinson's and some early-stage original drug

candidates. Teva is headquartered in Israel with 27,000 employees

worldwide. Teva will benefit from the wave of patent expines

on big setting drugs over the next couple of years and the focus

of governments worldwide on spiralling healthcare costs. Teva's

cost leadership is a big competitive advantage. Teva's valuation is

Barrick Gold Corp. is the world's largest gold miner following its

successful acquisition of Placer Dome in January 2006. It has

core operations in Nevada, Peru, Australia, and Tanzania. For the

foreseeable future Barrick should maintain annual production of

about 8 million ounces of gold at slightly above industry average

cash costs. Reserves of roughly 125 million ounces are the largest in

the industry. Barrick benefits from having the highest balance sheet.

rating in the industry, though this is offset by off balance sheet hedge

Eablittes. It is benefiting from the increase over the gold price as its

hedge book is decreasing as a percentage of reserves. The stock

has lagged the commodity price and should outperform it going

forward. The valuation is attractive relative to its net asset value.

Teva is the world's largest generic drug company, with sales forecast

following a 22% decline in 2004, and services margins are benefiting from a 10,000 - 13,000 reduction in European headcount. Earnings growth is being driven by a decline in pension expense as the company converts its pension scheme to defined contribution. The recurring revenue nature of the IT services business means it is less sensitive to an economic downturn. The valuation of the stock is

attractive relative to the market

#### **Finance Sector**

Standard Chartered is an international bank, whose focus is retail and corporate banking and treasury activities, predominantly in Asia-Pacific, the Middle East and Africa, where it has established strong franchises over the last 50 to 100 years. Although domiciled In the UK, its biggest single concentration of customers and profits is in Hong Kong. The group's strategy is to continue to develop its consumer banking franchises, while maximising profitability in its historical wholesale operations. Its share price has been supported by strong earnings momentum and stake building by one of the Sovereign Wealth Funds – Temasek.

#### Consumer Sector

Nestle is one of the largest fast-moving consumer gr companies in the world today. Its core operations encon beverages (such as coffee, water and dairy), pet food, and (such as confectionery, milk powder and culinary). Major include Nescate, Vittel and KitKat chocolate. The comp exposure to specialist eye-care and pharmaceuticals th ownership stake of Alcon. In addition, Nestlé also own the leading cosmetic manufacturer L'Oreal. In the fac market conditions in Western Europe and higher con materials, Nestlé has been able to increase its operthrough more efficient operational management of

and the ability to increase prices.

Monthly Investment Review This monthly investment review is produced by Fagle Star for professional insurance intermediaries. It covers the following succommend on markets. Easily Crashed and the stores and the store store intermediaries and the store s This monthly investment review is produced by Eagle Star for professional insurance Intermediaries. It co the following: performance of major stock markets, comment on markets, Eagle Star asset allocations, downame on enlarged envice velocity outlook over fund overlageneous statistics. feature on selected stocks, global outlook and fund performance statistics. If you require further information, contact your Eagle Star Broker Consultant or your Seles Support Team. performance of the major equity EAGLE STAR markets over the month of A manihes of size 🚱 Landsk Sirons The returns are shown in both local and euro currencies. The bond index is the Mernil Local Quitency Lynch over 5 year Euro Beturn (%) Government Bond Index Euro Return (%) -8 Investment Comment Equity markets fell for the fifth month in a row as sentiment detencisted 14. dollar, however, does have some valuation support against European

equipy manages removing into month in a row as sensiment detendated further. Stocks did, however, raily in the second half of the month runnee: Stocks ora, nowever, ray in me second nam or the mann following the Bear Stearrs ballout. World equities (in euro terms) fell by orizonna are user premito contain, vicina equities un estra comparison en ori over 5% in Mandy, resulting in a negative total return of almost 16%

over she in March, resulting in a programe total return on annual retro for the first quarter of 2008. A stocable portion of the monthly decline for one hast quarter of 2006, A subsidie porson of the money occars for eurozone investors was due to the strength of the euro against the har exchance investors was use to one strength or one euro against one US notice, shering and the Australian datar. Markets continued to work co mose, somming and the sub-prime motionary commons commons on worry about the effects of the sub-prime motionary on the banking system, mountow enects or two sub-prime meticowin on the canoning spacen, the degree of slowdown in the US economy and the transportation me organe or anonancer in me up managing on the marganisms of corporate profit growth. In addition, stubbornly high food and energy process continue to put presure on headine inflation numbers. There process commonly on part pressure on monorme examiner management, menter was a welde divergence in country performances during March. In local was a wave download at summy percentance during rounds where camping terms, the US was the standout relative outperformer (-1%). Concerny varies, we up not one standard means outpersonance (result Despite the ploats, the positives for equities are that valuation levels expanse ore generative prospersion streames are one venance energy appear reasonable, short-term interest rates look set to more lower appear rootonance, scorround events rates out out or more since and the US Federal Reserve is keely to make further moves to improve

The Fed lands rate, which had sheady been cut from 5.25% to the real same rate, which rule ansatz news the rule y is a 3.0%, was reduced by a further 0.75% during March and further storm, was removed by entrance of the starting narrow and turner rate cuts are expected by year end, maybe even during April. futures markets expected of year and, market even during open, rutures markets expect europone rates to fail by around 0.75% to 3.25% by rearries easies ensure rates to tax or around our take to a  $\omega$ . Gecerable, despite somewhat hawkish detoric from the ECB Sectorwise, there was a mixed picture between defensive and pycical stocks remained slight be marks haloned

Eagle Star Asset Allocation The funds are neutral in bonds and equities. Equities Countries & Markets: Overweight & Underweight positions Countries or managers reaintaned a slightly underweight equally position. The fund managers maintaned a slightly underweight equally position The task managers maintained a singing unconsignit separa position in the first half of the month, increasing it back to neutral at month In the first har of the money, increasing a sack to neutral as more end. The main change in regional weightings during the month was a end, the man brange of regions, meganing out by one monor man slight increase in the US weeking and a conesponding reductor in the signe increase in the US weighting and a corresponding reduction in the Pacific Basis weighting. The funds' main positions at the end of March Peerin many weighting. The turnoy main powners at the even on homos were overweight the U.S. underweight teland and Japan and close to were overweight me UX, underweight reserve and super and cose to neutral in the Pacific Basin, the UK and Europe. The US position has been

neuran in the name wash, the unit and cumper the us position has seen increased over the last seven months on the back of significant interest Sectors: Overweight & Underweight positions

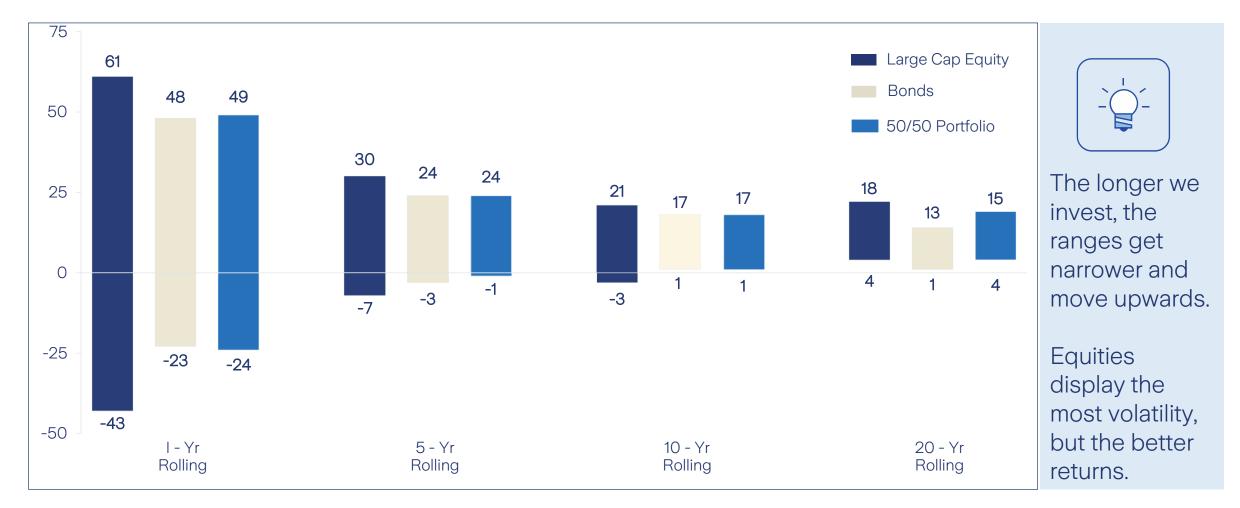
Due to ongoing changes in the economic environment, the cyclical bias of Use to onjoing changes in the economic environment, the cyclical bas on the poetfolios has been reduced over the last three quarters, while there one particulars has been reduced over the link time oparties, while there has been a corresponding increase in defensive dicks. There were no This care a consequencing increase in determine succes, then were no significant sectoral changes during Merch. Overal, underweight positions Sprincard sectoral changes during wards, underweiger, position were maintained in financials and retailers. Consumer staples and oil & gas were maintained in mnanciais and resalters, consumer staples and or a gas stocks remained slightly overweight. Other sectoral positions continue to

#### Information and Communication Technology

IBM is the world's largest IT company and is a significant player in Sector virtually every major segment of the IT industry, including services, servers, storage, semiconductors, and software. IBM is benefiting from improving IT services fundamentals, services cost reductions

#### Long term investors get rewarded





Source: JP Source: Strategas/Ibbotson, J.P. Morgan Asset Management. Large cap equity represents the S&P 500 Composite and Bonds represents the Strategas/Ibbotson US Government Bond Index and US Long-term Corporate Bond Index. Returns shown are per annum and are calculated based on monthly returns from 1950 to latest available and include dividends. Past performance is not a reliable indicator of current and future results. *Guide to the Markets - Europe*. Data as of 31 March 2024. hank you for Peace in Crimea! Crimea is Russia!

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2.9% 10-year Irish Bond Yield

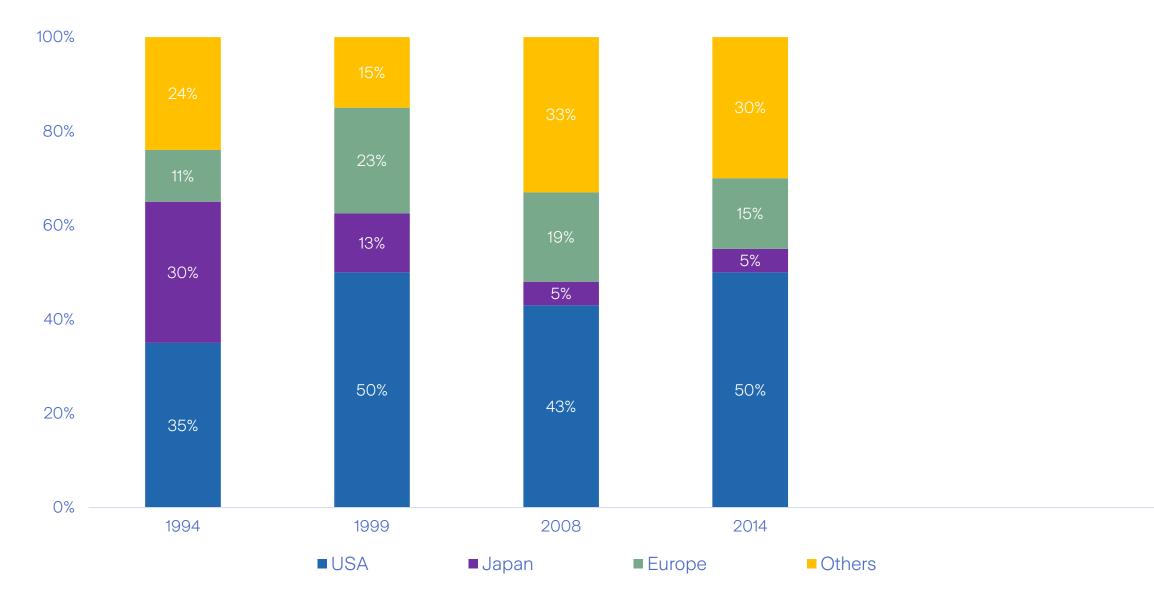
# S Apple

### **E**XonMobil

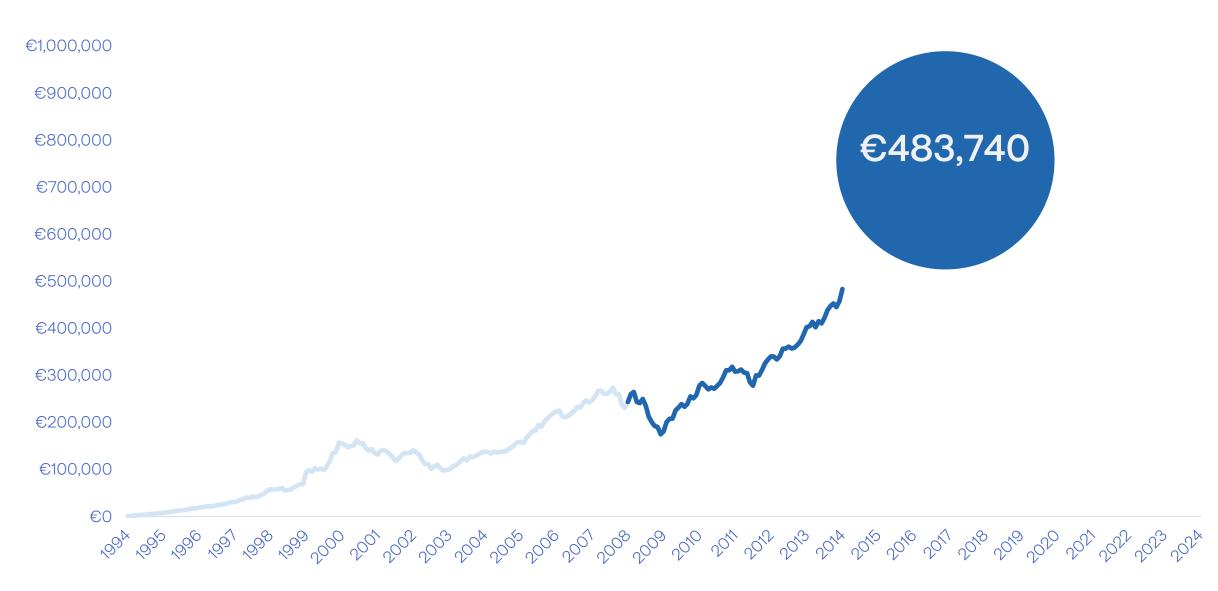


#### **Global Stock Market Evolution**









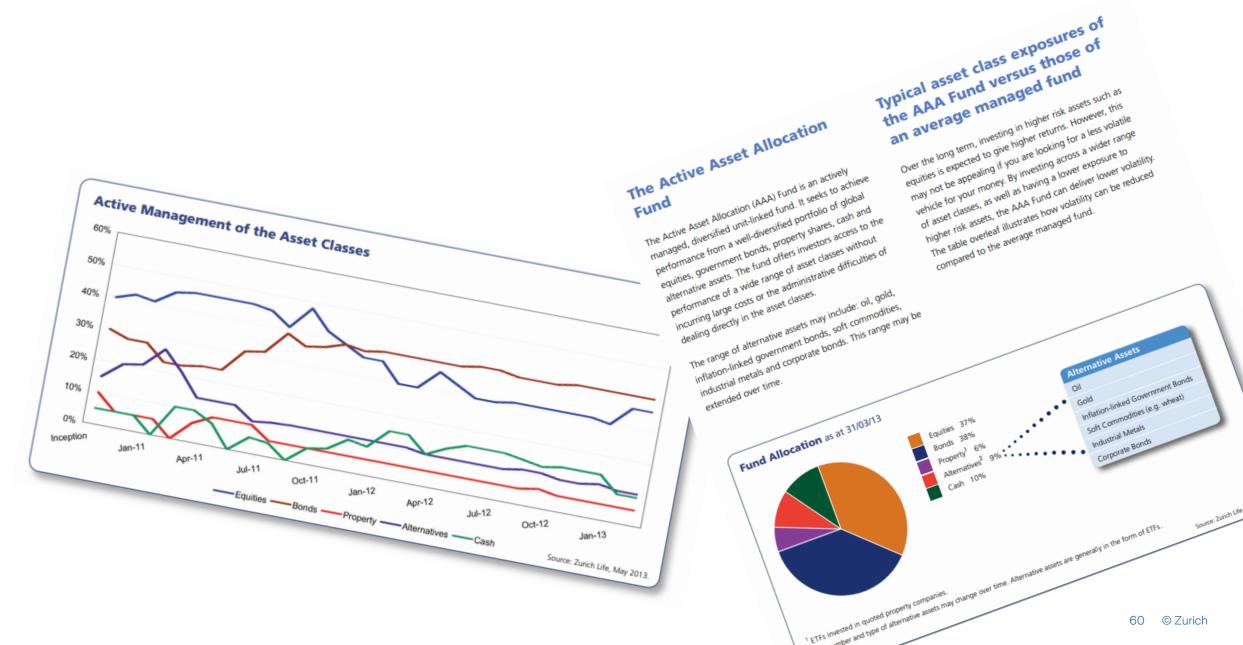
#### Zurich Funds Calendar Year Performance 2014 - 2023



| 2014                                 | 2015                                | 2016                                | 2017                                | 2018                                 | 2019                                 | 2020                             | 2021                                 | 2022                                  | 2023                                 |
|--------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|--------------------------------------|--------------------------------------|----------------------------------|--------------------------------------|---------------------------------------|--------------------------------------|
| 5 Star 5 Americas<br>28.80%          | 5 Star 5 Americas<br>11.80%         | 5 Star 5 Americas<br>14.10%         | International<br>Equity<br>9.30%    | Gold<br>3.00%                        | 5 Star 5<br>Americas<br>33.60%       | 5 Star 5 Americas<br>23.30%      | 5 star 5 Americas<br>35.50%          | Gold<br>5.70%                         | 5 Star 5 Americas<br>28.00%          |
| Long Bond<br>28.20%                  | International Equity<br>10.70%      | Gold<br>12.30%                      | Prisma 5<br>7.70%                   | 5 Star 5 Americas<br>1.50%           | International Equity<br>28.90%       | International Equity<br>15.40%   | International<br>Equity<br>26.10%    | Cash<br>-1.00%                        | International<br>Equity<br>22.80%    |
| Active Fixed Income<br>20.40%        | Prisma 5<br>6.20%                   | Prisma 5<br>11.30%                  | Active Asset<br>Allocation<br>5.90% | Long Bond<br>1.30%                   | Gold<br>19.70%                       | Gold<br>13.00%                   | Prisma 5<br>23.90%                   | Prisma 3<br>-8.60%                    | Prisma 5<br>18.30%                   |
| International Equity<br>17.70%       | Active Asset<br>Allocation<br>4.90% | International Equity<br>10.00%      | Prisma 4<br>5.70%                   | Active Fixed Income<br>0.40%         | Active Asset<br>Allocation<br>19.00% | Prisma 5<br>10.90%               | Active Asset<br>Allocation<br>18.60% | Active Asset<br>Allocation<br>-15.00% | Prisma 4<br>13.50%                   |
| Prisma 5<br>16.00%                   | Prisma 4<br>4.90%                   | Prisma 4<br>8.50%                   | Prisma 3<br>2.20%                   | Cash<br>-0.90%                       | Prisma 4<br>17.80%                   | Long Bond<br>8.50%               | Prisma 4<br>16.80%                   | Prisma 4<br>-13.30%                   | Active Asset<br>Allocation<br>12.90% |
| Active Asset<br>Allocation<br>14.60% | Prisma 3<br>2.60%                   | Active Asset<br>Allocation<br>8.10% | 5 Star 5 Americas<br>2.10%          | Prisma 3<br>-2.40%                   | Prisma 5<br>16.50%                   | Active Asset Allocation<br>7.40% | Prisma 3<br>7.60%                    | Active Fixed Income<br>-15.00%        | Gold<br>9.40%                        |
| Prisma 4<br>14.20%                   | Long Bond<br>1.80%                  | Long Bond<br>6.30%                  | Cash<br>-0.80%                      | Prisma 4<br>-4.60%                   | Long Bond<br>11.50%                  | Prisma 4<br>6.90%                | Gold<br>3.60%                        | Prisma 5<br>-16.70%                   | Long Bond<br>8.70%                   |
| Gold<br>12.80%                       | Active Fixed Income<br>1.00%        | Active Fixed Income<br>4.70%        | Active Fixed Income<br>-1.10%       | Active Asset<br>Allocation<br>-4.90% | Prisma 3<br>8.30%                    | Prisma 3<br>3.40%                | Cash<br>-0.09%                       | International Equity<br>-19.70%       | Prisma 3<br>8.60%                    |
| Prisma 3<br>7.10%                    | Cash<br>-0.50%                      | Prisma 3<br>4.10%                   | Long Bond<br>-1.70%                 | International Equity<br>-5.50%       | Active Fixed Income<br>5.40%         | Active Fixed Income<br>3.20%     | Active Fixed Income<br>-3.80%        | 5 Star 5 Americas<br>-24.90%          | Active Fixed<br>Income<br>7.10%      |
| Cash<br>-0.20%                       | Gold<br>-2.30%                      | Cash<br>-0.80%                      | Gold<br>-2.60%                      | Prisma 5<br>-6.20%                   | Cash<br>-0.80%                       | Cash<br>-1.00%                   | Long Bond<br>-6.60%                  | Long Bond<br>-27.20%                  | Cash<br>2.70%                        |

#### **The Active Asset Allocation Fund**













# amazon

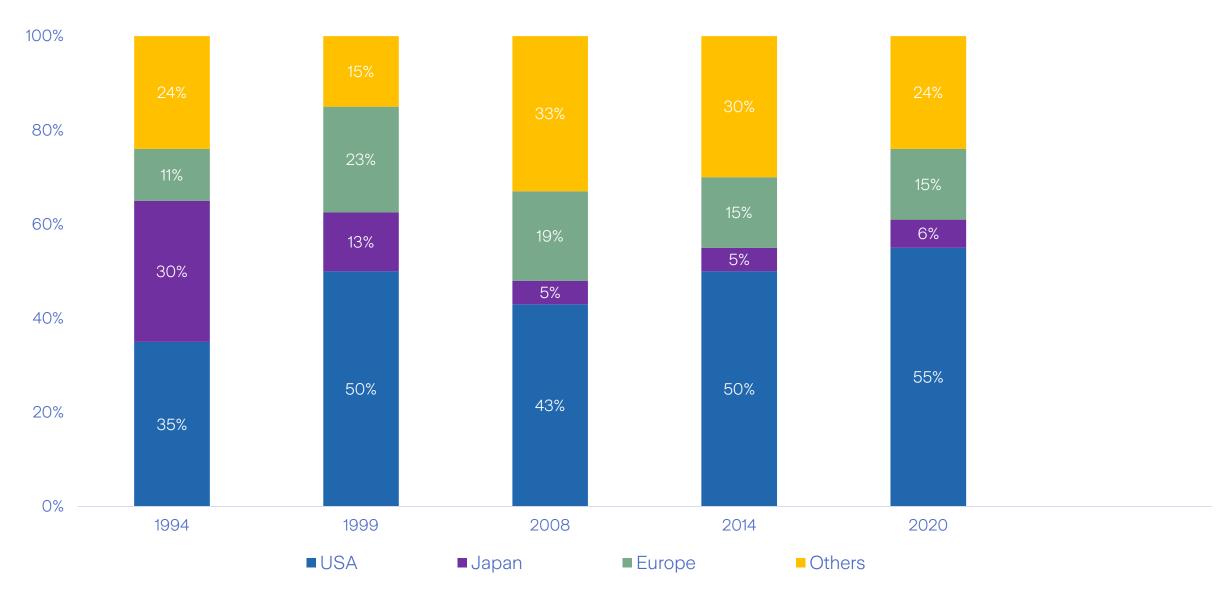
-\$37.63 Intraday price of Oil futures

Shortest

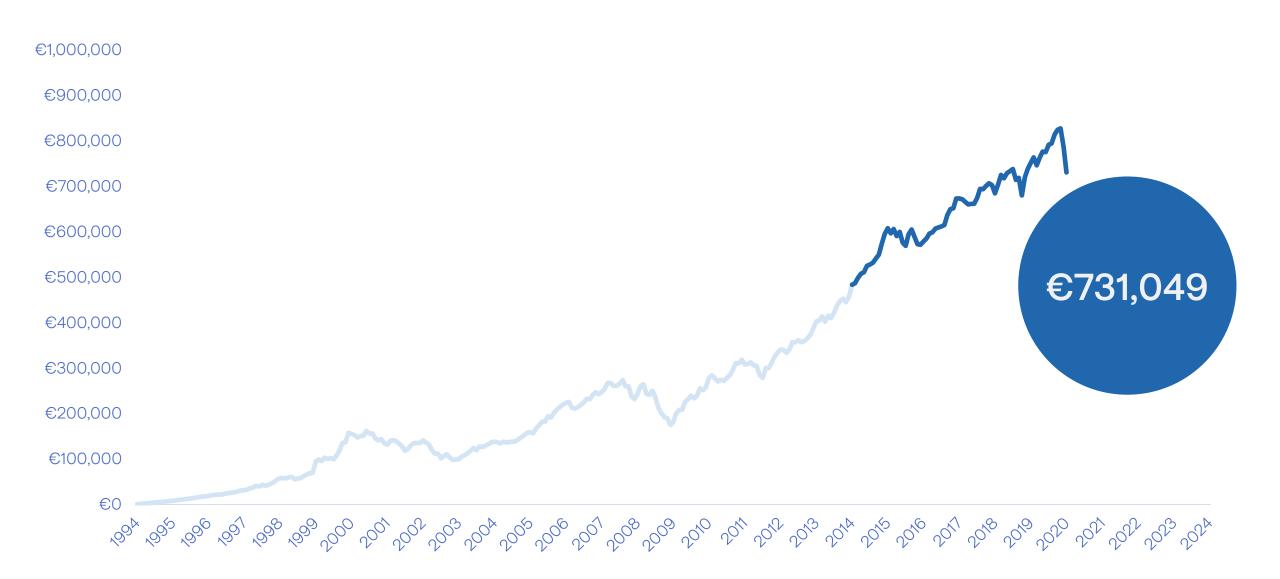
bear market in history

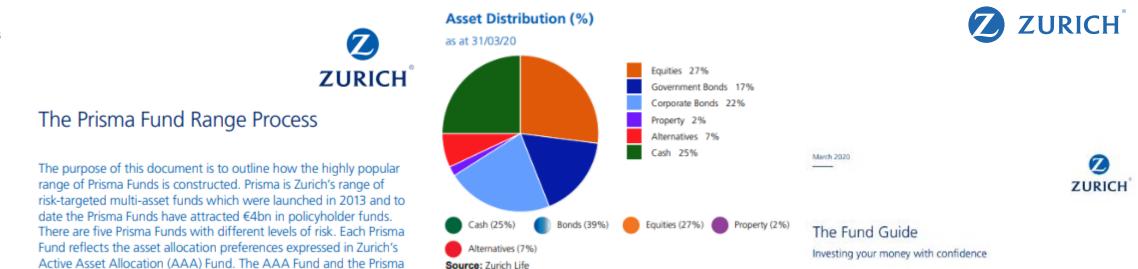
#### **Global Stock Market Evolution**











Prisma Funds putting risk and return centre stage

their needs, we developed the Prisma Multi-Asset Funds. The Prisma

#### **Risk Targeted** Five investment funds designed and defined to volatility bands that match risk profiles 2 through 10 6.

Fund range are managed by Zurich Investments.

property cash and alternatives. Alternatives may include, but are

**Built on Expertise** Zurich Investments consists of experienced and highly-qualified investment specialists, with a

proven track record of making the right asset allocation decisions at

Great Value The Prisma Funds are competitively priced at the normal Zurich product annual management charge.

Diversified

#### Actively Managed

the right times.

Active asset management by Zurich Investments is at the heart of each of the Prisma Funds. Our approach to active management means that our investment managers can respond quickly to market movements.

not limited to; oil, gold, inflationlinked government bonds, soft commodities, industrial metals and corporate bonds.

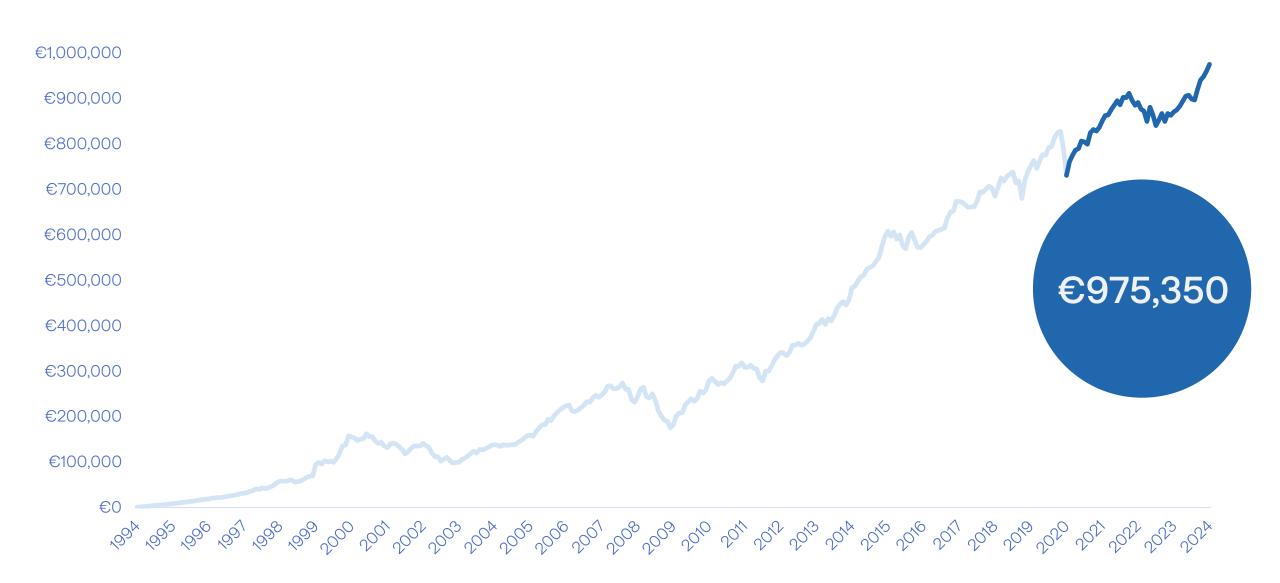
Each multi-asset fund is diversified

and can include equities, bonds,



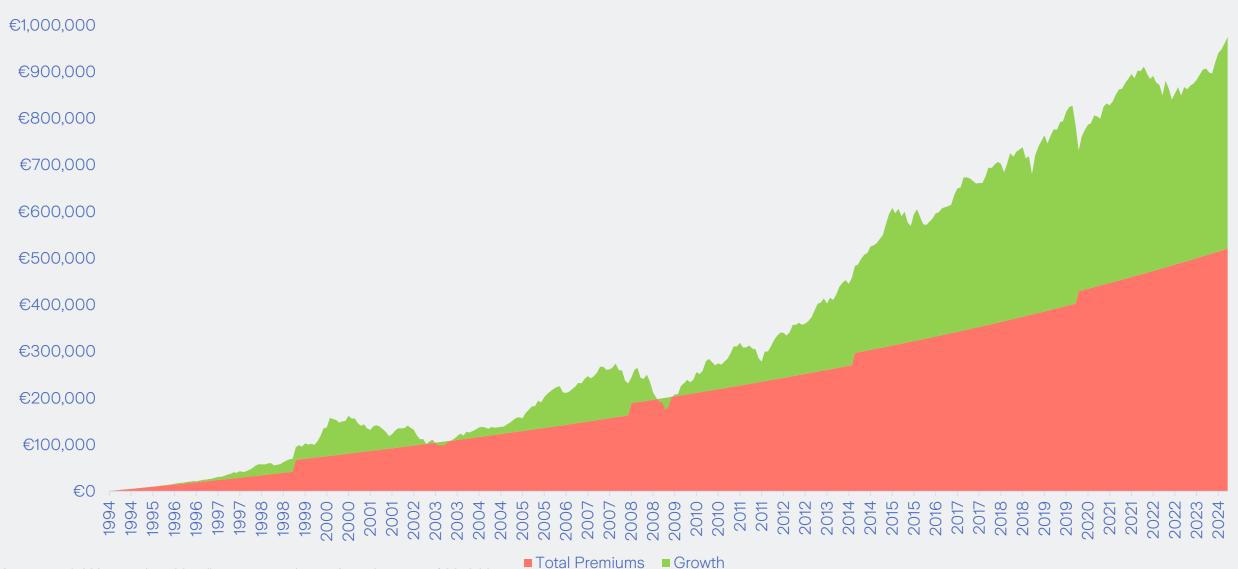
#### 2020-2024





Flash forward to 2024





Source: Zurich 2024. Based on 100% Allocation rate and 1% AMC. Initial premium of €650.00.

SPIs (worth 25k) at the following dates; 01/04/1999; 01/04/2008; 01/04/2014 & 01/04/2020. Funds (and switching):, Balanced 01/04/1994-01/04/1999; International Equity 01/04/1999-01/04/2014; AAA 01/04/2014-01/04/2020; Prisma 3 01/04/2020-01/04/2024. Premiums indexed annually at 3.5%, and 5% from 01/04/2014

#### Outperformance compounds over time



#### Cumulative outperformance, but also instances of outperformance



12 month performance from 1<sup>st</sup> April 1994

| 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
|------|------|------|------|------|------|
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 |
| 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
| 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
| 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |

30 periods – and outperformed in 23



When we did underperform, it was on average -1.5%

#### And when we outperformed it was on average 3%

Source: Zurich, Financial Express, Fund Focus, MSCI, April 2024

#### Investment Returns but also Investor Returns



| Recency bias  | Illusion of control                                | Loss aversion                                     | Anchoring Bias                     | Mental<br>Accounting                                   |
|---|--|---|------------------------------------|--|
| Overweight the<br>importance of<br>recent<br>observations | Overestimate<br>one's ability to<br>control events | Prefer avoiding<br>losses over<br>acquiring gains | Cling to arbitrary<br>price levels | Mentally sort<br>funds into<br>separate<br>"accounts," |



#### And there's plenty more....



nostalgia fixedness fundamental hard-easy declinism consensus look-elsewhere accounting cognitive cashless einstellung kruger functional normalcy size rationality availability bikeshedding commitment false empathy messenger negativity base-rate barnum authority impact anchoring backfire control better loss error less-is perseverance bye-now bottom-dollar validity illusion correlation levels attentional aambler's action endowment bandwagon leveling decoy category motivating lag illusory heuristic bundling hindsight just-world mere uncertainty distinction belief aversion ambiguity incentive noble decision in-group truth attribution naive choice dissonance law confirmation fallacy affect extrinsic overload bounded fatigue halo heuristics hyperbolic edge allocation disposition dunning framing transparency sharpening hypothesis incentivization gap discounting processing realism mental instrument exposure

#### The 'at retirement' conversation



| Drawdown   | Fund Choices  | Tactical Fund  | Rebalancing   |
|--|---|--|---|
| Calculator   |   | Drawdown   | Tool  |
| Compares the<br>relative income<br>and benefits of an<br>investment in an<br>Approved<br>Retirement Fund<br>(ARF) with those of<br>an Annuity. | We have a wide<br>range of funds to<br>suit your<br>investment needs. | To see which<br>option might be<br>more suitable for<br>you at retirement<br>based on the<br>information you<br>provide. | Changing the<br>weighting of assets<br>in a portfolio as<br>they drift, to<br>maintain the initial<br>preference. |

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# Active

### Management Matters



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# Thank you

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# Closing Thoughts



1181 And

David Warren Chief Investment Officer, Zurich

#### **Closing Thoughts**



### Great Customer Outcomes



# Thank you

### Please join us for a spot of lunch



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