

## Mercer Aspire AMRF/ARF Charging Sheet

Gross allocation rates for the Mercer Aspire AMRF/ARF contracts are noted in the table below.  
In calculating the Annual Management Charge (AMC): add **Zurich Product Charge** plus **Trail Commission**, if applicable, and **Fund Charge**.

|                                   | <b>Zurich Product Charge</b>               |  |  |  |  |  |
|-----------------------------------|--|--|--|--|--|--|
| <b>Premium Band</b>               | <b>0.75%</b>                               | <b>0.64%</b>                               | <b>0.52%</b>                               | <b>0.40%</b>                               | <b>0.34%</b>                               | <b>0.28%</b>                               |
| < €200,000                        | 104.00%                                    | 103.00%                                    | 102.00%                                    | 101.00%                                    | n/a  | 100%                                       |
| >=€200,000;<br>< €499,999         | 104.25%                                    | 103.25%                                    | 102.25%                                    | 101.25%                                    | n/a  | 100%                                       |
| >=€500,000                        | 104.50%                                    | 103.50%                                    | 102.50%                                    | 101.50%                                    | 101.00%                                    | 100%                                       |
| <b>Initial Commission</b>         | <b>0% - 4.5%</b>                           | <b>0% - 3.5%</b>                           | <b>0% - 2.5%</b>                           | <b>0% - 1.5%</b>                           | <b>0% - 1%</b>                             | <b>0%</b>                                  |
| <b>Trail Commission</b>           | <b>0%, 0.24%,<br/>0.50%,<br/>0.75%, 1%</b> | <b>0%, 0.24%,<br/>0.50%,<br/>0.75%, 1%</b> | <b>0%, 0.24%,<br/>0.50%,<br/>0.75%, 1%</b> | <b>0%, 0.24%,<br/>0.50%,<br/>0.75%, 1%</b> | <b>0%, 0.24%,<br/>0.50%,<br/>0.75%, 1%</b> | <b>0%, 0.25%,<br/>0.50%,<br/>0.75%, 1%</b> |
| <b>Early Encashment Penalties</b> | 5/5/4/3/2/1                                | 4/4/3/2/2/1                                | 3/3/2/2/1                                  | 2/2/1/1                                    | 2/1/1                                      | Nil  |

### Important Notes:

**Initial Commission** can be taken in increments of 0.50%. A net allocation rate of at least 100% has to be provided for.

**0.75%** Initial Commission is available as an option, if investment = > €500k

The **Zurich Product Charge** includes the costs of Investment Administration and Client Administration. It does not include any Fund Charge or Trail Commission.

**Bid/Offer Spread:** Nil

**Policy Fee:** Nil

**Fund Switches:** First four switches in any one policy year are free of charge. The fifth and subsequent switches thereafter will be charged an administration charge of €20 per switch\*

### Early Encashment Penalties:

**On Death:** Nil

**Full Encashment/Full or Partial Transfer to another provider: Early Encashment Penalties** will apply from policy inception until the penalty ceasing date depending on the length of penalties noted on the charging structure/policy document.

**Regular Encashment:** Minimum regular encashment is €200 regardless of the frequency of the encashment. The maximum amount of regular encashment is 10% per annum. Regular encashment can be set up to be paid on a monthly, quarterly, half yearly, yearly basis.

There is no administration charge for the regular encashment facility.

**Partial Encashment** – In order to take a partial encashment, the minimum amount is €1,000 and the residual policy value after the partial encashment must be €2,500 or greater. The administration charge for each partial encashment is €20 per transaction\*.

**Early Encashment Penalties** do **not** apply to the regular encashment or partial encashment so long as the specific requirements are met.

\*The €20 administration charge is guaranteed to increase by no more than CPI since the charge was set in 2012.

**For a full breakdown of the above, please see the Product Terms and Conditions available.**

**Fund Charges:**

| Risk/Reward Rating | Do It For Me - Lifestyle Strategies       | Fund Charge |
|--------------------|---|-------------|
| 3                  | Cautious Early Retirement ARF Strategy    | 0.26%       |
| 3                  | Cautious Retirement ARF Strategy          | 0.26%       |
| 4                  | Progressive Early Retirement ARF Strategy | 0.23%       |
| 4                  | Progressive Retirement ARF Strategy       | 0.23%       |
| 5                  | Adventurous Early Retirement ARF Strategy | 0.24%       |
| 5                  | Adventurous Retirement ARF Strategy       | 0.24%       |

The Risk/Reward Ratings and the fund charges for the Lifestyle Strategies are based on the relevant named Portfolios. The fund charges and Risk/Reward Ratings for the Lifestyle Strategies will alter over time as the underlying asset split changes. See the Investment Options guide for more information on the movement of funds under the strategies.

| Risk/Reward Rating | Help Me Do It - Portfolios | Fund Charge |
|--------------------|----------------------------|-------------|
| 1                  | Cash Portfolio             | 0.14%       |
| 2                  | Stability Portfolio        | 0.24%       |
| 3                  | Cautious Portfolio         | 0.26%       |
| 4                  | Progressive Portfolio      | 0.23%       |
| 5                  | Adventurous Portfolio      | 0.24%       |
| 5                  | Aggressive Portfolio       | 0.19%       |

| Risk/Reward Rating | Leave Me To It - Funds                 | Fund Charge |
|--------------------|--|-------------|
| 3                  | Passive Corporate Bond Fund            | 0.03%       |
| 3                  | Global Buy and Maintain Credit Fund    | 0.30%       |
| 3                  | Euro Bond Fund                         | 0.08%       |
| 4                  | Annuity Matching Fund                  | 0.09%       |
| 4                  | Absolute Return Fund                   | 0.52%       |
| 4                  | Diversified Growth Partial Hedged Fund | 0.30%       |
| 4                  | Emerging Markets Debt Fund             | 0.80%       |
| 5                  | Low Volatility Equity Fund             | 0.80%       |
| 5                  | Diversified Growth Fund                | 0.28%       |
| 5                  | Active Global Equity Hedged Fund       | 0.70%       |
| 5                  | Active Global Equity Unhedged Fund     | 0.60%       |
| 5                  | Passive Global Equity Unhedged Fund    | 0.09%       |
| 6                  | Passive Europe ex UK Equity Fund       | 0.06%       |
| 6                  | Passive Emerging Markets Equity Fund   | 0.20%       |
| 6                  | Eurozone Equities Fund                 | 0.60%       |
| 6                  | Emerging Markets Equity Fund           | 0.85%       |

IMP: The Risk/Reward Ratings indicate the tendency of the Investment Options/Funds to experience lesser or greater movements in value. The Risk/Reward Ratings are based on the experience of movements in value over the preceding five years. As the Risk/Reward Ratings are based on past returns, they can change. The most up to date Risk/Reward Ratings for the Investment Options/Funds and the long term target are available on the current Fund Factsheet, which can be found at [www.zurichlife.ie/aspire](http://www.zurichlife.ie/aspire).

If there are changes in the asset allocation mix of the underlying funds, the Fund Charges may vary slightly. The fund charges are estimates and may vary from year to year.

**Warnings**

**Warning:** The value of your investment may go down as well as up.

**Warning:** The income you get from this 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:** This investment option/product may be affected by changes in currency exchange rates

**Warning:** Past performance is not a reliable guide to future performance.

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