

# Vista

## Summary of fees and charges

### Policy set up charges

Regular premiums/  
Single premiums/  
Additional single premiums

Regular premiums are allocated at 100%. Single premiums and additional single premiums are allocated to the policy at a rate of 93%.

### Ongoing charges

Initial contribution period (ICP)

The ICP for new regular premium policies is a fixed period of no greater than 18 months from the start of the policy.

If you increase your regular premiums a further ICP will apply to the increase and an expense recoupment charge will be taken based on the further ICP.

If you reduce your premium and then increase at a later date an additional ICP will apply, even if the increase takes your premium back to its original level.

Expense recoupment charge

The expense recoupment charge will not apply to single premiums or additional single premiums.

The expense recoupment charge is applied to regular premiums paid within the ICP.

The expense recoupment charge is 4% each year of the units purchased by premiums during any initial contribution period, plus any additional units purchased by bonuses. It is deducted at the start of each month by cancellation of units and continues up to policy maturity or the 25th anniversary, whichever is earlier.

Policy charge

A fixed monthly policy charge applies to the policy at the following rates:

USD7.50	JPY1,125	GBP5.00	CHF12.50
EUR7.50	AUD15.00	HKD60.00	SGD12.00

Policy management charge

A charge will be applied to the value of the policy on a monthly basis at a rate of 0.75% each year.

### Conditional charges

Surrender penalty

This applies to regular premium policies only.

A deduction will be made if a policy is fully encashed before maturity (or if the policy remains suspended for more than three years). For regular premium policies there is no surrender value until 18 months' premiums have been paid. You should refer to your illustration for a guide to what you may get back if you surrender before maturity.

The surrender penalty = the policy value - surrender value.

Formula to calculate surrender value:

$$SV = \left( \frac{A-B}{(1+C)^{\frac{D}{12}}} - E \right) + F$$

## Conditional charges (continued)

Where:

- A = current value in policy currency of any units purchased within a regular premium's ICP
- B = a full reclaim of any bonus allocation relating to a premium, or increase to premium, that has not paid its first 18 months
- C = 0.055 where D is less than or equal to 60  
0.065 where D is between 61 and 120  
0.070 where D is greater than 120
- D = the current outstanding policy duration in months to earlier of the 25th policy anniversary or policy maturity
- E = a fixed penalty of USD1,000 (or equivalent). It is not applied at maturity. This penalty is applied only once in a policy lifetime, and is only applicable to regular premium policies
- F = current value in policy currency of any units purchased after a regular premium's ICP, or purchased by a single premium.

The expression in brackets only applies to regular premiums, and only acquires a surrender value after the policy has completed the ICP applying from the policy commencement date. Please refer to the 'Illustrative surrender penalties' section.

Neither this formula nor any of its individual constituent parts represents a guarantee in any way. Any material amendment to its form or application will be subject to three months notification.

You may contact us at any time for a surrender quotation or an illustration that will indicate how long your policy can be sustained without payments or with reduced payments. You will receive regular valuation statements that show current value.

Additional benefits	The charge for additional benefits will depend on the benefit selected and the personal circumstances of the life insured.
Switching and redirection of premiums	Currently no charge, although switching to a fund which differs from your investment currency may involve a currency exchange rate charge.
Credit card charges	If you elect to pay by credit card a charge of 1% of the premium will be made that will increase the amount collected from your credit card account.

Zurich International Life reserves the right to vary these charges. Any variation of charges will be subject to notice in writing to all policy owners.

### How do I get more information?

If you require more information please speak to your relevant financial professional in the first instance.

## Illustrative surrender penalties

### Surrender penalty

This illustration shows the value of the surrender penalty expressed as a percentage of investment account for the policy terms shown. This illustration assumes that all premiums are paid on the respective due dates, an annual growth rate of return of 5% gross and a fund annual management charge of 1.5%.

Term outstanding	Original term																
	10			15			20			25							
	A	B	C	D	A	B	C	D	A	B	C	D					
25									100.0	100.0	100.0	100.0					
24									100.0	100.0	100.0	100.0					
23									70.1	65.9	65.1	65.4					
22									45.2	43.3	44.2	45.7					
21									32.6	31.5	32.7	34.4					
20					100.0	100.0		100.0	100.0	100.0	25.0	24.2	25.5	27.0			
19					100.0	100.0		100.0	100.0	100.0	19.9	19.3	20.5	21.8			
18					63.6	59.3		58.0	57.9	16.3	15.8	16.8	18.0				
17					40.6	38.4		38.6	39.5	13.6	13.2	14.0	15.1				
16					29.0	27.5		28.1	29.1	11.4	11.1	11.8	12.7				
15					100.0	100.0	100.0	100.0	22.0	20.9	21.5	22.5	9.8	9.4	10.1	10.8	
14					100.0	100.0	100.0	100.0	17.3	16.5	17.0	17.8	8.4	8.1	8.6	9.3	
13					54.6	50.1		48.4	47.9	14.0	13.3	13.7	14.4	7.2	6.9	7.4	8.0
12					34.3	31.7		31.3	31.5	11.5	10.8	11.2	11.8	6.2	6.0	6.3	6.8
11					24.1	22.3		22.1	22.5	9.5	8.9	9.2	9.7	5.4	5.1	5.4	5.9
10	100.0	100.0	100.0	100.0	17.2	15.8		15.7	16.0	7.6	7.1	7.3	7.7	4.5	4.2	4.5	4.8
9	100.0	100.0	100.0	100.0	13.2	12.0		12.0	12.2	6.4	5.9	6.0	6.3	3.9	3.6	3.8	4.1
8	40.2	35.6	33.5	32.6	10.4	9.4		9.3	9.5	5.4	4.9	5.0	5.2	3.4	3.1	3.2	3.4
7	24.4	21.5	20.5	20.1	8.2	7.3		7.2	7.4	4.5	4.0	4.1	4.3	2.9	2.6	2.7	2.9
6	16.4	14.3	13.6	13.4	6.5	5.8		5.6	5.7	3.7	3.3	3.3	3.4	2.5	2.2	2.2	2.4
5	10.6	8.9	8.3	8.1	4.8	4.0		3.9	3.8	2.8	2.4	2.4	2.4	1.9	1.6	1.6	1.7
4	7.7	6.3	5.8	5.6	3.8	3.1		2.9	2.9	2.3	1.9	1.8	1.8	1.6	1.3	1.3	1.3
3	5.6	4.4	3.9	3.7	3.0	2.3		2.1	2.0	1.9	1.5	1.4	1.3	1.3	1.0	1.0	1.0
2	4.0	3.0	2.6	2.3	2.3	1.7		1.4	1.4	1.5	1.1	1.0	0.9	1.1	0.8	0.7	0.7
1	2.8	1.9	1.5	1.3	1.7	1.1		0.9	0.8	1.1	0.8	0.6	0.5	0.8	0.5	0.4	0.4
	A	B	C	D	A	B	C	D	A	B	C	D	A	B	C	D	

### Key:

A = monthly premium of SGD675 B = monthly premium of SGD1,200 C = monthly premium of SGD2,000 D = monthly premium of SGD3,200

## Important information

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For full details of Vista, please refer to the relevant product brochures and the policy terms and conditions, copies of which are available on request.

You should note that when investing into a mirror fund the charges, expenses and taxation of the underlying fund are different and performance may differ.

The policy is designed to be held in the medium to long term and is subject to minimum premium levels. If you cash in the policy in the early years you may not get back the original amount invested. In addition, the value of investments and the income from it can fall as well as rise as a result of market and currency fluctuations so that you may not get back the amount originally invested.

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Zurich International Life Limited provides life assurance, investment and protection products and is authorised by the Isle of Man Government Insurance and Pensions Authority.

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