

# Understanding your Vista charges

Not everyone thinks about the effects of charges on their policy – but at Zurich International Life we think you should. With Vista, the longer you hold your investment, the lower the growth rate needed to cover the cost of product charges.



## What should you consider?

### Fund charges

It's not only product charges you need to consider when looking at returns, but also other fees such as the cost of the fund managers' annual fund management fees and any appropriate fund wrapper charges that may apply and be deducted by the life company, such as mirror fund charges, which are usually taken before the fund is priced. All these can impact on the growth of the fund.

### Holding your policy to maturity

By holding the policy to maturity, the effect of charges on the return may be quite modest, as the following illustration shows.

Premium level	Growth needed on a 15 year policy (per year)	Growth needed on a 25 year policy (per year)
USD300 per month	1.8%	1.3%
USD750 per month	1.5%	1.2%
USD1,250 per month	1.4%	1.1%
USD2,000 per month	1.3%	1.1%

For example, assuming a growth rate of 1.2% each year on a USD750 per month premium, over a 25 year term, would mean a maturity value of USD225,000 – the same as the premiums paid. Any growth rate over this means more profit for you.

The illustrations shown include product charges\*, but exclude conditional charges and the fund management charges. All growth rates are based on an increase in the unit price. Any figures used in this document are purely illustrative, and the value of any investment and the income from it can fall as well as rise as a result of market and currency fluctuations and you may not get back the amount originally invested.

\*For details of all our charges, please refer to the 'Vista – Summary of fees and charges' leaflet, the 'Investments – Your guide' and the 'Mirror funds – Your guide' booklets, copies of which are available on request. We reserve the right to change these charges, and as such these figures are not guaranteed.

### Encashing your policy early

However, it is not just the maturity value you should consider. The following illustrations demonstrate the growth rates that would cover policy and surrender charges if you found you had to encash your policy early.

#### Fund growth (per year) needed to return premiums on early surrender of a 15 year policy

Premium level	Surrender after 10 years
USD300 per month	3.5%
USD750 per month	2.7%
USD1,250 per month	2.4%
USD2,000 per month	2.1%

#### Fund growth (per year) needed to return premiums on early surrender of a 25 year policy

Premium level	Surrender after 10 years	Surrender after 20 years
USD300 per month	4.7%	1.7%
USD750 per month	3.9%	1.5%
USD1,250 per month	3.5%	1.3%
USD2,000 per month	3.2%	1.3%

On a 25 year, USD750 per month policy, a return of 3.9% each year, for the first 10 years, would mean the surrender value of the policy would be equal to the amount paid in. This growth rate reduces to 1.5% each year when 20 years of contributions are made.

## More information on Vista

For more information on the Vista product, please contact your relevant financial professional. Our product brochures and the policy terms and conditions are available on request.

The policy is designed to be held in the medium to long-term and is subject to minimum premium levels. If the policy is cashed in during 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.

For full details of Vista and the funds available with Vista please refer to 'Vista – Product summary', 'Vista – Technical factsheet', 'Vista – Summary of fees and charges', 'Investments – Your guide', 'Mirror funds – Your guide' brochures and the policy terms and conditions, copies of which are available on request.

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