

Foursight Savings Plans

for Public Sector employees



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Steps to a brighter financial future

1. Review your finances

If you would like expert advice before making any decision about whether the Foursight Savings Plan is right for you, the first step is to meet with your local Cornmarket Consultant to review your overall financial situation through our **Financial Planning Service**. This is because any steps you take to prepare for your future must be set in the context of your overall financial situation. Before we can customise a solution that's right for you (and your family) we need to understand your current circumstances, as well as your future goals.

Cornmarket's Consultants are specially trained in advising Public Sector employees on their finances.

They're experts in helping to assess just how much your future financial needs are likely to be and are required to provide you with the advice which is best for you. This means that you can make your decision about whether or not to avail of the Foursight Savings Plan on the basis of expert, professional advice.

Ideally this meeting will take place in your home. Using our unique Financial Planning software, your consultant will:

- Help you get your finances in shape as you prepare for the future
- Assess the suitability of a Foursight Savings Plan for you in your particular circumstances.

Cornmarket's Financial Planning Service

Our **Financial Planning Service** involves a visit to your home by one of our specialist financial consultants who, with the aid of a laptop and our unique Financial Planning software, will:

- Pinpoint those areas of your finances you need to address and help you to do so
- Assess the suitability of the Foursight Savings Plan for your particular circumstances
- Advise you on ways to reduce insurance premiums and review retirement options
- Show you how you can make your money work harder for you
- Bring you up-to-date on recent developments affecting your finances
- Help you set your financial goals and put you on the road to achieving them.

2. Identify your savings need

Assuming one of the Foursight Savings Plans is suitable for you, your consultant will:

- Estimate the savings you personally are likely to make. For example, if the Foursight Educational Savings Plan is the Plan you have chosen, your consultant will provide you with useful information to plan ahead for your children's education.

3. Tailor a Savings Plan to your own particular circumstances

Based on the likely level of savings you will need, your consultant will:

- Give you an individual assessment of how much you should consider contributing in order to build up an amount sufficient to meet your savings goal
- Undertake a 'risk/reward' analysis to help you decide which is the best investment strategy for you – one which balances the potential for higher returns with the level of security you feel most comfortable with
- Explain all the benefits of the Plan.

4. Start your Foursight Savings Plan

Once you've established which Foursight Savings Plan you are happy to go ahead with, your consultant will complete the laptop-based application process with you and provide you with printed copies of:

- An assessment of your future needs e.g., in the case of the Foursight Educational Savings Plan, an assessment of how your educational expenses are broken down for each child
- A personalised illustration of the benefits of your Foursight Savings Plan, together with full details of the charges involved over the savings period
- The application form you completed
- Where relevant, useful factsheets prepared by leading experts designed to help you get a full understanding of the issues you need to bear in mind when planning for your future.

A smarter way to save

In today's low interest rate environment, if you want to make the most of your savings you may need to consider options other than the banks and building societies. Over the long-term, the returns on deposit accounts are unlikely to match the returns you may enjoy from investing in the funds available through the Foursight range of Savings Plans.

The Foursight Savings Plans offer a simple and straightforward way for you to enjoy, through a broad range of investments, the potential for returns which may be superior to those available from banks and building society accounts. Of course, the returns you will receive from your Foursight Savings Plan depend upon the performance of the various funds in which you invest your contributions. The value of your contributions may go down as well as up.

Your personal savings strategy

Putting money aside for short-term needs, e.g. saving for a well-earned holiday or redecorating a room in your house, is an example of a short-term goal. With a short-term saving goal, you will generally want easy access to your money at short notice and the potential to earn some interest, e.g. deposit accounts.

On the other hand, 'investing' generally means saving for the longer-term i.e. saving for a goal in the future which is typically more than 5 years away.

Most investments have some element of risk, but over the long-term they also tend to give you better potential for growth than savings or deposit accounts. The idea being that you can grow your money, thus allowing you to afford, for example, a good education for your children. This is where the Foursight Savings Plans come into play.

1. Setting savings goals

The first step should always be setting your savings goal, what are you saving for?

Once you have decided what you are saving for, you then need to review the time frame.

2. Timeframe

Savings time frames can be broken up into short, medium and long-term. As a general rule, you should satisfy your short-term needs first followed by your medium-term and so on. The following are guidelines on the various terms used to plan your savings strategy.

- Short-term: 0 to 12 months
- Medium-term: 1 – 6 years
- Long-term: 6 years plus.

It is important to remember that a typical saver should have an Emergency Fund, of approximately 6 months' pay, put aside before planning for any long-term savings goal.

3. Inflation

Warning: Are your savings beating inflation?

Inflation is the rise in price of goods and services. We all know that things seem to cost more every day, but how many fully realise just how much that thief called 'inflation' steals? Even with relatively low inflation, you steadily lose buying power of any money you just hold on to!

To stay even, you must invest at rates of return that at least match inflation rates. Your real rate of return, in terms of the buying power of your money, is your savings' or investments' rate of return less the inflation rate.

Example: If inflation is 4% per year and your return is 5% per year after taxes, you have managed only a 1% gain in real buying power. If your after-tax return is only 3%, you lose 1% in buying power.

Inflation occurs when demand increases relative to the supply available.

Key to a long-term savings plan – you must invest at rates of return that at least match inflation rates!

How safe is it to save with Cornmarket?

When Cornmarket was setting up the Foursight Savings Plans, the key factors that they considered before choosing which investment company to manage their customer investments were: size & financial strength of the financial company and investment performance.

Cornmarket chose Zurich Life for their Savings Plans as in this world of financial uncertainty it is good to deal with a large, secure financial company. Zurich Life is a member of Zurich Insurance Group (Zurich), one of the world's largest financial companies. Zurich is an internationally trusted name that is highly-rated for financial strength and stability.

When taking out a savings plan what should you look for?

Competitive charges

It is important that you review any charges that may be levied on your savings. Charges can take two forms:

1. A percentage deducted from your initial and monthly investment, known as a contribution or allocation rate.
2. A charge that is paid to an investment company to manage your investment, known as an Annual Management Charge.

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Returns

Return is important in saving as you want to ensure your savings will meet your target goal and, more importantly, match or beat inflation. You would be surprised what difference 1% extra would make to your nest egg if you are saving over the long-term.

Flexible contributions

Being able to vary your contributions at any given time is important so your savings can be adjusted easily to meet your budget. With the Foursight Savings Plans you are free to contribute whatever amount you feel most comfortable with (subject to the minimum fortnightly contribution – currently €40). There is no maximum amount you can contribute to the Plan and you can increase/decrease or stop at any time.

Access to your money

It is important that you find out if there is an exit penalty associated with your savings plan, should you wish to withdraw your money early. The norm is a 5% penalty in year one, two and three, followed by 3% penalty in year four, and 1% in year five. Foursight does not have an exit penalty.

Monitor savings online

In today's digital age it is useful to be able to check your savings online. The innovative Client Centre at www.zurich.ie gives you access to live information about your savings policy, including:

- Current fund values
- Projected fund values
- Contribution history.

Foursight

Cornmarket's Foursight Savings Plans are unique Savings Plans specially designed for Public Sector employees.

1. **Foursight Educational** Savings Plan
2. **Foursight Retirement** Savings Plan
3. **Foursight** Savings Plan

Fair charges – so you can have more of your savings working for you

Foursight Savings Plans benefit from low levels of charges compared with traditional insurance savings plans and other similar methods of savings. The charges are simple and transparent so you know exactly how much you are paying. And for a modest fee you can avail of expert advice when it comes to setting up your Foursight Savings Plan.

Personalised investment strategy – so you can make the most of your savings

If you choose the Foursight Investment Strategy, your savings will be invested in a mix of funds which match the balance of risk and reward you are most comfortable with. Equally important, the risk profile of the funds your savings are invested in changes as you get closer to the date you intend to draw down your money. This aims to maximise the returns on your savings in the early years and helps secure the value of your savings as you get closer to your target date – giving you the potential for better returns on your savings and a greater degree of security.

Unique 'salary linking' concept – so you can preserve the real value of your savings and make saving easy

With a Foursight Savings Plan you save a percentage of your salary or a fixed amount of money which is periodically increased – so as your salary increases over the years, so too does the amount you're saving. This helps maintain the real value of your savings from the effects of inflation. It also provides a useful savings discipline because your savings contributions are collected from your salary* – which means sticking to your savings regime couldn't be easier!

If you are paying by Salary Deduction, your Foursight contributions will increase and decrease in line with your salary. If you are paying by Direct Debit, your Foursight contributions are not being deducted as a percentage of salary. Your contributions will therefore remain as a fixed amount and will not automatically increase/decrease in line with your salary.

* Taking contributions directly from salary is only available to Public Sector employees with whose employers Cornmarket has set up salary deduction facilities. Where a salary deduction facility is not in place, you can pay by Direct Debit but naturally contributions will not be salary linked (you will however be given an opportunity to increase your contributions by a fixed amount periodically).

Reviews – so you can keep your savings on track

You can periodically review your Foursight Savings Plan. This will help ensure that it continues to meet the target you've set. During a review, Cornmarket will confirm how the returns actually achieved on your savings, and how the salary rises you've enjoyed have affected your Savings Plan to date. We will take into account factors such as any changes you may make to your savings goals. This allows for your contributions to be adjusted, ensuring you're still on track to meet your savings target.

Two major advantages to Foursight

The Foursight Savings Plans are unique because they offer you the option to 'salary link' your contributions (availability depends on your employer).

This means your contributions will be periodically adjusted in line with increases in Public Sector employees' salaries. On top of this, the Plans offer you the potential for returns which may be superior to banks and building societies through the Foursight Investment Strategy.

1. Unique 'salary link' concept protects contributions from inflation

Over the years many thousands of Cornmarket customers have reaped the benefits of 'salary linked' Savings Plans, and used this concept to protect their contributions from the effects of inflation.

Saving a percentage of your salary rather than a fixed amount of money means that you can relax in the knowledge that, as your salary rises over the years, so too does the amount you're saving and so the real value of your contributions is preserved. Furthermore, it won't increase the actual burden of your savings commitment e.g. if you decide to save 5% of your salary for the term of your Savings Plan; 5% could either mean your contributions are increased if you get a salary rise or could mean a decrease in your contributions if your salary gets reduced. Either way it is always 5% that gets deducted from your salary.

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There will be instances where the option to 'salary link' is not available through your employer. In this instance, you will be able to make your contributions by Direct Debit (you will be given an opportunity to increase your contributions by a fixed amount periodically).

Another benefit of 'salary linking' is that it is seamless. The money is deducted from your salary before you ever see it.

2. Enjoy the potential for strong returns

The Foursight Investment Strategy ensures your savings are invested in a combination of investments including equities, bonds and cash.

The result? The potential for you to enjoy returns on your savings over the years ahead, which may exceed those from a bank or building society deposit account.

If you opt for the Foursight Investment Strategy you'll enjoy:

- A choice of three different investment philosophies, so you can pick the level of potential risk and return which is right for you
- A gradual move into lower risk funds as you approach the date when you intend to draw down money from your Foursight Savings Plan.

Not only does this help secure any growth you've achieved in the earlier years, but it also helps protect your savings from falls in the investment markets in the final years before you draw down your money.

Choosing the Foursight Investment Strategy means you don't have to do anything, the experts will take care of investment decisions for you in line with your chosen investment philosophy over the years.

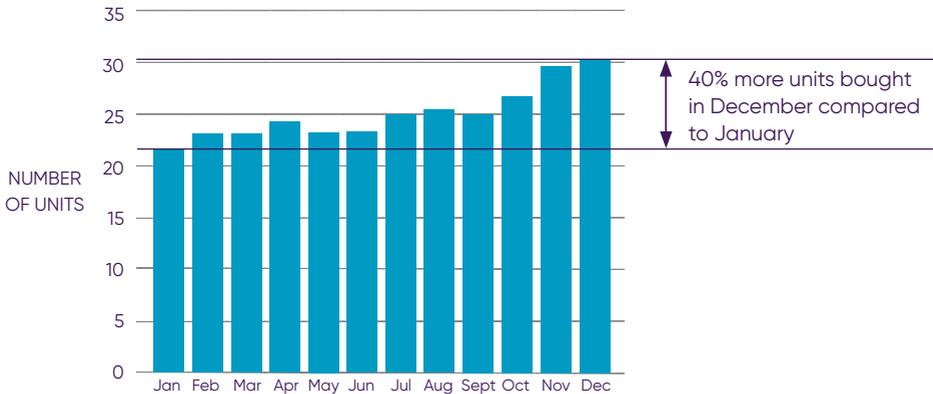
Are the current markets good for your savings' longer term health?

Recent investment market volatility is obviously unsettling for investors. Nevertheless, for those with the longer-term in mind, VOLATILITY can present an OPPORTUNITY.

Many investment commentators make the point that when contributing on a regular basis to an investment, you can benefit from 'Euro Cost Averaging' when markets are down.

'Euro Cost Averaging' works on the simple fact that, unlike a once-off lump sum investment where the date you invest (or 'cash in' your investment) can have a major influence on your return; with regular contributions, you are buying units at all stages of the investment cycle – low, medium and high (and all points in between).

Example: 'Euro Cost Averaging' over a twelve month period



A €250 contribution made to the Zurich Life Balanced Fund in January would have bought 21.54 units, whereas the same contribution in December would have bought 30.22 units. This means an extra 8.68 units, **an increase of 40%**. This is because of the fall in markets in those 12 months.

Remember: the value of your Savings Plan is the number of units you have accumulated over the years multiplied by the unit price at the time you 'cash in'. So the more units you have, the higher the potential value assuming of course that prices have recovered by the time you hit your target date.

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Foursight Educational Savings Plan

Parents are very conscious of the important role a 3rd level education can play in their children's future. However, as the cost of providing a 3rd level education continues to rise, and with the reintroduction of college fees looming, parents could be forgiven for wondering whether it's all just too daunting.

The fact is it doesn't have to be! With a little planning now and a reasonable commitment to making some provision over the years ahead, the cost of educating your children can really be quite manageable.

Cost of funding a full-time student

Planning for your child's education can be an expensive challenge. A Cost of Education survey conducted by Zurich in 2018 showed that educating a child up to third level could cost in excess of €36,000. While the average cost of sending a child to primary school can be excessive and worse still when it comes to the rising cost of secondary school, the expenses associated with third level education are in a completely different ballpark; particularly if your

child is renting. The average annual cost for a student renting accommodation is €4,117. Of the parents surveyed, nearly half said they use savings to pay for their children's education.

Other feedback received from the parents includes:

- 81% said they find covering the cost or third level education a financial burden.
- Most people surveyed try to save their monthly child benefit of €140 (June 2018 level) for their children's education.

Source: Zurich Cost of Education Survey 2018.

The cost of going to college for 4 years now stands at just over €36,000

Item	Average cost
Rented accommodation	€4,117
Fees	€2,419
Student accommodation	€3,442
Transport	€303
Financial assistance	€2,172
	Annual Cost
With rented accommodation	€9,011
With Student accommodation	€8,336
Living at home	€4,894
	Lifetime Cost
With rented accommodation	€36,044
With Student accommodation	€33,344
Living at home	€19,576

Source: Zurich Cost of Education Survey 2018.

Ensuring a brighter future for your children

Drawing on 40 years of experience in advising Public Sector employees on their finances, Cornmarket has designed the **Educational Savings Plan** as a unique solution specifically to help you meet the cost of your children's education.

The Educational Savings Plan offers:

1. A personalised savings programme built around you and your children's specific requirements.
2. The potential for returns which, over the longer term, may be superior to those available from a bank or building society deposit account.
3. A tailored investment strategy to suit your own particular 'risk/reward' profile.
4. Low, easy to understand charges negotiated specially for Public Sector employees.
5. 'Salary linked' saving contributions to protect the real value of your contributions from being eroded by inflation.
6. Reviews to help ensure your Savings Plan stays on track.
7. Easy savings discipline thanks to the fact that your contributions are collected through salary.*

* Available only to Public Sector employees whose employer has set up salary deduction facilities with Cornmarket, e.g. Department of Education & Skills.

Start early

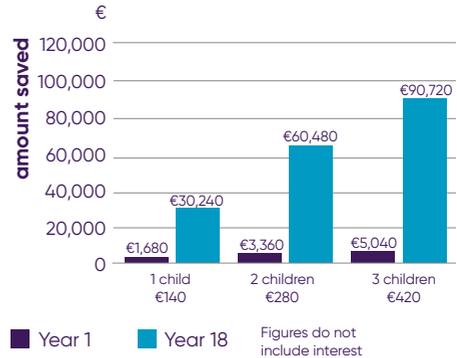
The best time to start saving for your children's education is from day one – when you start to receive the State Child Benefit. You can set contributions to the same amount as your monthly Child Benefit then all you need to do is sit back and watch your money grow.

Better again, those who can afford to divert some of their crèche fees (which average from €600 – €800 per month) into a regular savings plan after their children start primary school could benefit from a lump sum to put towards the expensive secondary and 3rd level education years.

Save your monthly child benefit!

You can set contributions to the same amount as your monthly Child Benefit.

Example: Saving your monthly child benefit over 18 years



Note: The above figures are based on the current Child Benefit allowances as of June 2018, and assume no change to the rate over the next 18 years. They also assume no interest/growth has been earned on the money saved.

Foursight Retirement Savings Plan

The alternative long-term Savings Plan

Saving for your retirement is a long-term goal. Most Public Sector employees use a vehicle such as an AVC, PRSA or NSP Scheme, in conjunction with the Superannuation Scheme, to fund for their retirement but there can be times when a long-term Savings Plan is more appropriate.

The Foursight Retirement Savings Plan offers a simple and straightforward way for you to enjoy, through a broad range of investments, the potential for returns which may be superior to those available from banks and building society accounts.

You may find that this is the case if, for instance:

- You are already contributing the maximum percentage of salary allowed under Revenue rules towards your pension
- You are already contributing enough through AVCs, NSP (available through your employer), etc. to be reasonably certain that, by retirement age, you will have accumulated enough to buy the maximum amount of retirement benefits allowed to you i.e. your maximum pension entitlements are already 'fully funded'

- Funding for retirement through an AVC/PRSA may not prove to be value for money (see overleaf for more details).
- You want total control over the money you are building up for retirement. You may, for instance, want the freedom to withdraw cash along the way before you reach retirement, or you may want to withdraw money at or after retirement without any restrictions
- If you have very few years left to go to retirement and your situation is such that you will have little or no prospect of being able to take any AVC or PRSA proceeds as tax-free cash at retirement, you may find that the Foursight Retirement Plan is a more attractive option.

The Foursight Retirement Savings Plan allows you to choose the level of investment risk and reward with which you feel most comfortable.

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Important information about the value for money represented by your retirement plan, whether in the form of an AVC, PRSA, NSP, etc.

Whilst working, many AVC/PRSA members enjoy generous tax relief on contributions to their AVC/PRSA Plan subject to Revenue limits. At retirement, the majority of members will use part or all of their AVC/PRSA Plan to maximise their entitlement to a tax-free lump sum.

However, once members have taken their maximum entitlement to tax-free cash, they will need to decide how best to use the remaining money (if any) in their AVC/PRSA Plan. Most members choose to invest in an Approved Retirement Fund (ARF)/Approved Minimum Retirement Fund (AMRF) and/or take some of their AVC/PRSA Plan as taxable cash or buy an extra pension.

Using an AVC/PRSA Plan to fund for investment in either an ARF/AMRF or extra pension etc., after you have made up for any tax-free lump sum shortfall, can prove to be a very worthwhile investment. However, the value for money offered in such circumstances by an AVC/PRSA Plan depends largely on the income tax relief you receive while contributing to an AVC/PRSA, along with any investment returns, and the income tax and Universal Social Charge you pay on withdrawals you make in retirement.

This table highlights the most common scenarios that members fall into following the recent changes in pension legislation. Please take some time to see which scenarios may apply to you.

Is an AVC still value for money based on the tax relief being received on AVC contributions?

Typical tax scenarios in retirement	Tax relief on contributions	
	@ 40%	@ 20%
1 Funding for a tax-free lump sum	Is it Value for money?	Is it value for money?
A) Paying income tax at 0% in retirement (extremely low income)	Yes	Yes
B) Paying income tax at 20% in retirement	Yes	Yes
C) Paying income tax at 40% in retirement	Yes	Yes
2 Funding for a non tax-free lump sum (ARF/AMRF/Pension)	Is it Value for Money?	Is it Value for Money?
A) Paying income tax at 0% in retirement (extremely low income)	Yes	Yes
B) Paying income tax at 20% in retirement	Yes	AVC contributions may not be value for money in some circumstances. A savings plan may be more appropriate.
C) Paying income tax at 40% in retirement	AVC contributions may not be value for money in some circumstances. A savings plan may be more appropriate.	No A savings plan may be more appropriate.

The Foursight Retirement Savings

Plan offers excellent value for money with:

1. Low, easy-to-understand charges specially negotiated for Public Sector employees and their partners.
2. The potential for returns which, over the longer-term, may be superior to those available from a bank or building society deposit account.
3. A personalised savings programme built around your specific circumstances.
4. A tailored investment strategy to suit your own particular 'risk/reward' profile.
5. Total flexibility to suit your changing needs.
6. The ability to 'salary link' your savings contributions*.
7. Easy savings discipline thanks to the fact that your contributions are collected through salary*.
8. Reviews to ensure your Savings Plan stays on track to achieve your target.

* Available only in cases where Cornmarket has set up a salary deduction facility with your employer.

Foursight Savings Plan

Have you got a long-term saving goal? If you're looking to commit your money for the longer-term to build up a nest-egg for the future, perhaps to start your own business, or build up a deposit for a house, then the Foursight Savings Plan is right for you. This Plan will make your savings work for you – growing as much as possible over the years ahead.

The Foursight Savings Plan is a unique Savings Plan designed to provide you with the peace of mind of knowing that you are building up a nice savings pot, that you can call on if you ever need to. And it's simple to set up.

A new way to save

The Foursight Savings Plan is a totally new way for you to make more of your savings by investing in unit-linked* funds. These funds are spread across a broad range of investments with:

1. Low, easy-to-understand charges, negotiated specially for Public Sector employees and their partners.
2. The potential for returns which, over the longer-term, may be superior to those available from a bank or building society deposit account.

* What is a unit-linked fund?

A unit-linked fund is an investment plan that combines your money with money from other investors and buys units in a fund. The number of units you get depends on how much you invest and the price of the units at the time you buy.

3. A personalised savings programme built around your specific circumstances.
4. A tailored investment strategy to suit your own particular 'risk/reward' profile.
5. Total flexibility to suit your changing needs.
6. The ability to 'salary link' your savings contributions.
7. Easy savings discipline thanks to the fact that your contributions are collected through salary (available only in cases where Cornmarket has set up salary deduction facilities with your employer).
8. Reviews to help ensure your Savings Plan stays on track to achieve your target.

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Making the most of your investment strategy

Making the right investment decisions may seem complicated, but it doesn't have to be! You can choose to make your investment decisions or, if you'd prefer to leave it to the experts, you can avail of the 'Foursight Investment Strategy'.

1. Making your own investment decisions

If you want to make your own investment decisions you are free to invest in one or more of the funds managed by Zurich Life or from a select range of investment managers. It is important to remember that if you choose to actively manage your own Savings Plan and make your own fund choices, all decisions about which funds your contributions will be invested in will be your responsibility. This means that it is especially vital that, as you approach the date you want to draw down your investment account, you consider switching to less risky funds to preserve the value of your investment account.

For more information on funds and current fund prices and performance, visit the **Funds** section at www.zurich.ie

2. The foursight investment strategy

As an individual investing in areas such as the stock market and government bonds, it has traditionally been complicated and expensive. But now thanks to the Foursight Investment Strategy you can enjoy the potential for superior returns on your savings without having to be an investment expert.

This is because the Foursight Investment Strategy ensures your savings are invested by experts in the world's stock markets and a combination of government gilts, cash and other assets. The result? The potential for you to enjoy returns on your savings in the years ahead which may exceed those from a bank or building society deposit account. The more returns your savings earn the easier it will be for you to meet your financial goals.

If you opt for the Foursight Investment Strategy you'll enjoy:

- A choice of three different investment philosophies so you can pick the level of risk and return which is right for you (see pages 34-37)
- A gradual move into lower risk funds as you approach the date when you intend to draw down money from your Foursight Savings Plan. This helps secure the growth you've achieved in the earlier years and also helps protect your savings from falls in the value of investment markets in the final years before you draw down your money.

The funds that make up the Foursight Investment Strategy

At the heart of the Foursight Investment Strategy are three investment funds. Depending upon your investment philosophy, the Foursight Investment Strategy will invest your savings contributions in one or more of these funds.

1. Zurich Life SuperCAPP Fund

Indicative equity range: 20% - 40% of the value of the fund.

The SuperCAPP Fund is a unitised with-profits fund that aims to deliver a regular return to policyholders consistent with prevailing medium-term interest rates while maintaining the potential for higher growth than a bank deposit account. Investment earnings on the SuperCAPP Fund are distributed to policyholders through Annual Dividends that aim to provide a steady accumulation of policy benefits from year to year. A Special Dividend may also be paid on withdrawal of money invested in the fund for five or more years. The SuperCAPP achieves this by investing in equities, bonds and cash

and using hedging to seek to mitigate some of the associated investment risk of those assets. The fund's exposure to equity volatility is normally controlled by limiting maximum losses and gains for the majority of the equity portfolio. Although the percentage of investment earnings distributed to individual SuperCAPP policyholders will vary, SuperCAPP policyholders in aggregate will receive at least 95% of the earnings on their collective investment in the fund. In certain circumstances, such as a period of sustained market underperformance, encashment values may be reduced by the application of a Market Level Adjustment (MLA). The fund is managed prudently and Zurich Life does not expect to apply an MLA other than in exceptional

circumstances. However, an MLA may be applied if the Head of Actuarial Function judges it necessary to balance the interests of all policyholders in the SuperCAPP Fund. An MLA will not be applied on death. This fund invests some of its assets outside the eurozone so a currency risk arises for a euro investor. As the fund is managed from the point of view of a euro investor any currency hedging that may be conducted will be into euros. This fund is managed by Zurich Life.



SuperCAPP Fund Gross Dividend History (%)*

Year	2001	2002	2003	2004	2005	2006	2007	2008	2009
Dividend	8.25	7.25	5.25	4.00	4.00	4.00	4.00	4.00	4.00
CPI	4.9	4.6	3.5	2.2	2.5	4.0	4.9	4.1	-4.5

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018*
Dividend	4.00	3.25	2.75	2.00	2.00	1.00	1.00	0.75	0.75
CPI	-1.1	2.6	1.7	0.5	0.2	-0.3	0.00	0.40	n/a

* The dividend shown above for 2018 is an interim dividend; the annual dividend for 2018 will be declared in 2019 and may be different to the interim dividend. Any encashments during 2018 will be based on the interim dividend.

Note: Annual management charges (AMC) apply. The dividends shown is before the full AMC is applied on your policy.

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

2. Zurich Life Cautiously Managed Fund

Indicative equity range: 20%-50% of the value of the fund.

The Cautiously Managed Fund is an actively managed fund which aims to achieve growth through capital gains and income from a well-diversified portfolio of bonds, equities and cash. The bond portion of the fund is comprised of bonds issued by governments, supranational bodies, other investment grade corporate and non-sovereign bonds and/or bond-based financial instruments. The equity portion of the fund is invested in global equities and equity-based financial instruments. This fund invests some of

its assets outside the eurozone so a currency risk arises for a euro investor. As the fund is managed from the point of view of a euro investor any currency hedging that may be conducted will be into euros. This fund is managed by Zurich Life.



Yearly Investment Performance*

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017
Return %	12.7	5.4	3.6	12.3	6.7	18.6	6.3	5.1	3.9

Source: Zurich Life.

* Notes: Annual management charges (AMC) apply. The fund performance shown is before the full AMC is applied on your policy.

* Source: Financial Express. Irish Domestic Pension Managed Cautious Sector. Returns are based on offer/offer performance and do not represent the return achieved by individual policies linked to the fund.

Warning: If you invest in this product you may lose some or all of the money you invest.

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

Warning: This product may be affected by changes in currency exchange rates.

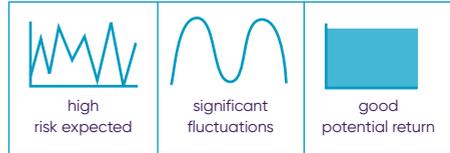
Warning: The value of your investment may go down as well as up.

3. Zurich Life Balanced Fund

Indicative equity range: 50%-75% of the value of the fund.

The Balanced Fund is an actively managed fund which aims to achieve growth through capital gains and income from a well-diversified portfolio of global equities and equity-based financial instruments. This fund will also invest in bonds issued by governments, supranational bodies, other investment grade corporate and non-sovereign bonds and/or bond-based financial instruments. This fund invests some of its assets outside the eurozone so a currency risk arises for a euro investor.

As the fund is managed from the point of view of a euro investor any currency hedging that may be conducted will be into euros. This fund is managed by Zurich Life.



Yearly Investment Performance*

Year	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
Return %	24.3	15.8	-2.6	-5.1	-16.5	12.0	12.0	23.3	14.4	0.8
Year	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Return %	-30.4	22.3	11.0	-2.0	13.1	16.1	15.3	10.0	6.7	6.3

Source: Zurich Life.

* Notes: Annual management charges (AMC) apply. The fund performance shown is before the full AMC is applied on your policy.

* Source: Financial Express, Irish Domestic Pension Managed Balanced Sector. Returns are based on offer/offer performance and do not represent the return achieved by individual policies linked to the fund.

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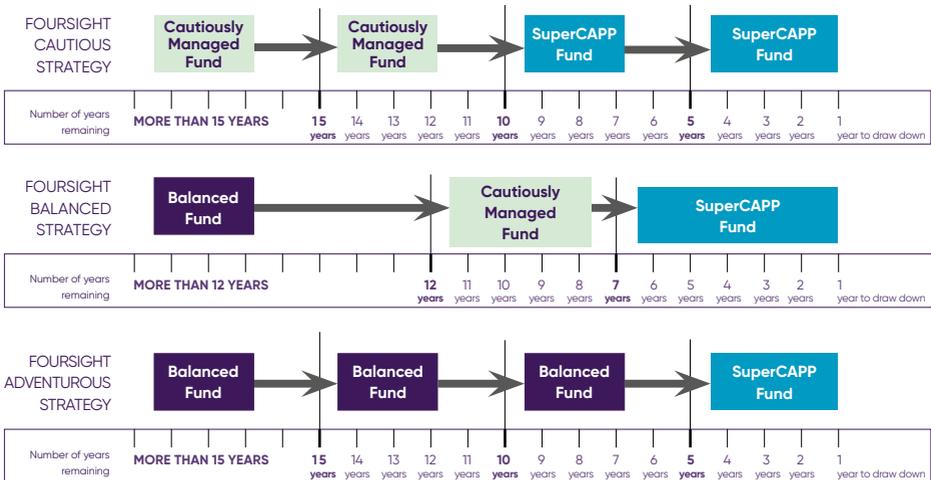
Warning: The value of your investment may go down as well as up.

How the Foursight Investment Strategy works

If you opt for the Foursight Investment Strategy, at the outset you select the investment philosophy which best matches your attitude to risk and reward (for details see pages 34–37) by deciding whether your investment approach is best described as:

1. **foursight cautious** Strategy or
2. **foursight balanced** Strategy or
3. **foursight adventurous** Strategy

Depending on your investment philosophy, your contributions will be invested in one or more of the three funds which make up the Foursight Investment Strategy as follows:



Should your chosen target date change, it is very important that you contact Cornmarket. This is because a change in your chosen target date will have consequences for your investment strategy.

Outstanding investment strategy

The risk profile of the funds in which you are saving changes as you get closer to the date you intend to draw down your money. This aims to maximise the returns on your savings in the early years and helps secure the value of your savings as you get closer to your target date, by moving them slowly into more secure funds.

The Foursight Investment Strategy takes care of investment decisions for you. In fact, once you've selected which investment category you fall into, decisions about investing in equities, government bonds and cash will be made automatically for you. The Foursight Investment Strategy will manage the investment of your contributions in line with the appropriate strategy for someone with your investment philosophy:

- **Cautious investors** – your regular contributions are invested in the Zurich Life Cautiously Managed Fund where there are more than 10 years remaining on your Plan. In the last 10 years (120 months to go), your regular contributions are invested in the Zurich Life SuperCAPP Fund and the amount built up in your savings account is gradually switched into the SuperCAPP Fund at a rate of 1/120, 1/119...

- **Balanced investors** – your regular contributions are invested in the Zurich Life Balanced Fund where there are more than 12 years remaining on your Plan. Where there are less than 12 years but more than 7 years remaining, your regular contributions are invested in the Zurich Life Cautiously Managed Fund. In the last 7 years (84 months to go), your regular contributions are invested in the Zurich Life SuperCAPP Fund and the amount built up in your savings account is gradually switched into the Zurich Life SuperCAPP Fund at a rate of 1/84, 1/83...
- **Adventurous investors** – your regular contributions are invested in the Zurich Life Balanced Fund where there are more than 5 years remaining on your Plan. In the last 5 years (60 months to go), your regular contributions are invested in the Zurich Life SuperCAPP Fund and the amount built up in your savings account is gradually switched into the SuperCAPP Fund at a rate of 1/60, 1/59...

Which investment approach is right for you?

To help you decide which investment philosophy is the closest match to your expectation for investment returns and your tolerance for risk, have a look at the three statements here and see which best applies to you.

1. Cautious profile

Preserving the value of my contributions is important but I would like to see some modest growth on my investment and, if possible, match or even beat inflation. I understand that my returns will fluctuate from year to year and that I may receive less than the amount originally invested. Nonetheless, I accept that there is the possibility of some falls in the value of my contributions – perhaps even to levels below the original amount I have invested.

I am happy to save regularly for a period of at least 6 years (ideally 6-10 years or more) as I appreciate that the longer I save, the greater the potential for modest returns over the lifetime of my Savings Plan.

Warning: If you invest in this product you may lose some or all of the money you invest.

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

Warning: This product may be affected by changes in currency exchange rates.

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

If this is how you feel

you should choose investment funds with a **cautious** approach or invest in the Cautious Investment Strategy.



A cautious investment approach provides the potential for modest returns with a moderate risk level.

Assessing your risk/reward profile

Cornmarket consultants undertake a comprehensive 'Financial Health Check' when setting up a Foursight Savings Plan. Using Cornmarket's specially designed software, this includes discussion on the relative merits of the various Foursight Investment Strategies, or investment in individual funds. This software provides a detailed risk/reward analysis designed to determine each prospective member's investment objectives and tolerance for risk. The goal is to ensure that the investment strategy adopted by the member most accurately reflects his or her risk/reward profile.

This means that members who wish to invest in one of Cornmarket's Foursight Investment Strategies will be advised on which Foursight Investment Strategy is most suited to their risk/reward profile. However, members are free to choose which Investment Strategy they wish to invest in or, of course, to invest in one or more of the individual funds available.

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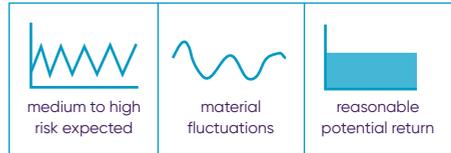
2. Balanced profile

I would like to see a reasonable 'real' return, i.e. after inflation, on my contributions over the years. I understand that, in order to help achieve this goal, returns on my investment will fluctuate, perhaps materially, from year to year. I accept that there is the possibility that, in some years, returns may be negative with the possibility of falls in the value of my contributions to levels below the original amount I have invested.

I am happy to save regularly for a period of at least 6-10 years or more as I appreciate that the longer I save, the greater the potential for reasonable returns over the lifetime of my Savings Plan.

If this is how you feel

you should choose investment funds with a **balanced** approach or invest in the Balanced Investment Strategy.



A balanced investment approach provides the potential for better returns and involves a medium to high level of risk.

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

Warning: This product may be affected by changes in currency exchange rates.

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

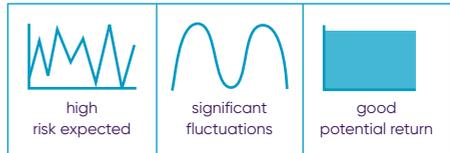
3. Adventurous profile

I want the best potential for growth on my contributions as I am aiming for good 'real' returns i.e. after inflation. As a result I am willing to tolerate the fact that there may be significant fluctuations in my returns from year to year. I also understand that in some years returns may be negative (perhaps even considerably so) and that there is the possibility of falls in the value of my contributions to levels well below the original amount I have invested.

I am happy to save regularly for a period of at least 6-10 years or more as I appreciate that the longer I save, the greater the potential for good returns over the lifetime of my Savings Plan.

If this is how you feel

you should choose investment funds with an **adventurous** approach or invest in the Adventurous Investment Strategy.



An adventurous investment approach provides the potential for best returns but involves the highest level of risk.

Warning: If you invest in this product you may lose some or all of the money you invest.

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

Warning: This product may be affected by changes in currency exchange rates.

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

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1. What are the charges involved?

The Foursight range of Savings Plans is designed to help you make the most of your savings. With this in mind we have kept the charges to a minimum and negotiated a particularly competitive charging structure specially for our Public Sector customers.

The core charge in the Foursight Savings Plans is a fund management charge. This is charged at a rate of 1.5% p.a. of the amount in your Foursight Savings Plan account. This fund management charge covers the management of your Foursight Savings Plan over the years ahead, annual updates, reviews, etc. An additional management charge may apply for some funds, see the fund factsheets on www.zurich.ie for more details. In addition, 5% of earnings of the SuperCAPP Fund, distributed as dividends, are due to Zurich Life as part of the general maintenance of the fund. This charge is taken before dividends are declared.

For those Public Sector employees who are paid by employers with whom Cornmarket has established salary deduction arrangements, savings contributions may be collected from salary. A 1% charge is deducted from each contribution made in such cases. This amount is paid to cover the costs in facilitating the deduction from salary of your savings contributions.

In the event that you set up your Savings Plan following a consultation with a Cornmarket consultant, a once-off consultation fee of €375 will be paid to Cornmarket. The fee covers the costs involved for Cornmarket in travelling to, and from your consultation, undertaking a 'financial health check', providing you with advice regarding your savings generally and setting up your Savings Plan. This fee is deducted from your salary (if salary deduction is available through your employer) or through direct debit, over the first year following the setting up of your Plan.

2. How do I make my contributions?

Making contributions to your Savings Plan couldn't be easier. For those employees who are paid by employers with whom Cornmarket has salary deduction arrangements, your contributions will be conveniently deducted from your salary. Those for whom salary deduction is not available, contributions are deducted monthly from your bank account by direct debit.

3. Can I make my own investment decisions?

If you'd prefer not to avail of the 'Foursight Investment Strategy' you are free to invest in any one of the high-quality funds managed by Zurich Life and the external fund managers. For more information on funds and current fund prices and performance, visit the Fund Section on www.zurich.ie

4. What are the risks?

As with any investment there is a risk that the returns may underperform in relation to those available elsewhere e.g. in a bank account. In addition, there is also the risk that the value of your savings may actually fall and that you may receive less than you have contributed to the Savings Plan.

However, over the long-term, assets such as shares and government gilts tend to outperform returns from a bank or building society deposit account.

5. What if the Stock Market doesn't perform?

If you are not availing of the Foursight Investment Strategy you can, if you wish, switch part or all of your contributions (any amount in your Savings Plan account) into a fund with minimal exposure to equity markets. As equity markets recover you do have the option to switch back to funds with higher equity content. If you are availing of the Foursight Investment Strategy you can relax in the knowledge that the risk/return mix of the Foursight Investment Strategy you have chosen is designed to give you the level of security appropriate to your investment philosophy.

In the event that you do wish to switch any amount you have accumulated, and any future savings, to more secure funds you have an option to transfer into lower or minimal risk funds. If you do move out of the Foursight Investment Strategy you will not be able to avail of it again at a later date.

6. How much do I have to save?

If you have a target in mind for your saving and avail of the advice of a Cornmarket Consultant when setting up your Savings Plan, you will be given an estimate as to the amount which you should contribute regularly to your Savings Plan in order to build up sufficient funds to meet your goals. Although it is recommended that you contribute this amount, you are free to contribute whatever other amount you feel most comfortable with (subject to a minimum fortnightly contribution – currently €40). There is no maximum contribution. Obviously if you contribute less than the recommended amount it is unlikely you will accumulate enough to meet the goals you have set for your saving.

7. Can I vary my contributions?

You can change the amount you are contributing at any time (subject to a minimum fortnightly contribution – currently €40). Please bear in mind that if you are making your contributions through salary, any change made may take up to two months to affect your salary.

8. Can I stop my contributions whenever I like?

Yes. However, bear in mind that the amount in your Savings Plan account will depend upon factors such as how long you have been contributing for, the level of investment returns achieved over the time since you started your Plan, etc. If investment returns are poor, or should the fund in which your contributions are invested fall in value, there is a possibility that you will receive back less than you contributed – particularly if you withdraw from the Plan in the early years. Although it is possible that your Plan will provide worthwhile returns over shorter periods, an investment term of at least 7 years is recommended.

9. Can I stop making contributions but leave the money I've already saved in my Savings Plan account?

Yes. Your contributions will remain invested in the individual funds you selected or the Foursight Investment Strategy if you selected that option.

10. Can I withdraw some of the money in my account and leave the remainder to grow?

The Savings Plans are long-term savings vehicles and are not designed to be accessed on a regular basis for modest withdrawals. For this reason the minimum withdrawal which may be made is €1,000 and the amount remaining in the Foursight Savings Plan account after the withdrawal must be at least €2,500. A charge is made for each withdrawal (currently €20).

11. For how long do I have to save?

If you avail of a consultation with a Cornmarket Consultant, you will have agreed your savings goal at the outset. This will include an estimate as to how long you intend to save for. However, there is no fixed amount of time for which you must save. You should remember that to give your savings the opportunity for maximum growth, we recommend that you have a savings period of 7 plus years in mind and we strongly advise that you save at the very least for 7 years. This is particularly important as, although in the long run investments such as shares and government bonds generally rise in value, there will be ups and downs along the way. The important fact is that over a period of years, the ups tend to more than compensate for the downs! This means that the longer you continue saving, the greater the likelihood is that the returns will meet your expectations and the less chance there is of a fall in the value of your investment.

12. How do I stay in touch with how my Savings Plan is performing?

Keeping up to date with the progress of your Savings Plan is easy because details of how your Plan is performing will be sent to you each year. In addition, your Plan will be periodically reviewed to ensure it continues to target the goal you have set for it. You will be given an opportunity to amend your savings contributions from time to time if this is advisable in helping you to hit the target set for your Plan.

Cornmarket is dedicated to providing you with a first class service over the years ahead. Should you want any additional information, wish to check at any time on the value of your Foursight Savings Plan or just have a general query, you should contact Cornmarket at:

Christchurch Square, Dublin 8.
Tel: (01) 408 4000
email: info@cornmarket.ie

13. How do I make sure the Savings Plan is right for me?

If you avail of a consultation with a Cornmarket Consultant when setting up your Savings Plan, you can be certain of a professional analysis of the possible educational expenses you are likely to have in the future. In order to ensure that you are fully informed as to the details of your Savings Plan and have a full record for your files, once Cornmarket has processed your application, you will be forwarded:

- A document which sets out the terms and conditions of your contract with Zurich Life
- A schedule which outlines the specific details of your individual contributions and benefits under the Savings Plan
- A further copy of the following documentation (copies of which you will have already received at the time you completed your application):
 - the application form
 - this booklet
 - the illustration of the potential returns from your Savings Plan which you received when joining the Plan.

14. Can I move in and out of a Foursight Investment Strategy?

- You can only enter an Investment Strategy when you are joining the Foursight Savings Plan
- If you are in an Investment Strategy, you cannot switch into a different Investment Strategy type at a later stage (e.g. from Balanced to Cautious)
- You can, however, change from an Investment Strategy to Individual Funds, but once this is done you cannot change back.

15. What happens to the Foursight Investment Strategy if I change the date at which I intend to draw down money from my Savings Plan?

If this happens the Foursight Investment Strategy will be amended automatically to take account of your revised goals.

Should your chosen target date change, it is very important that you contact Cornmarket. This is because a change in your chosen target date will have consequences for your investment strategy.

16. Can I decide to put some of my contributions into the Foursight Investment Strategy while choosing to put the remainder into individual funds?

No. If you wish to avail of the Foursight Investment Strategy you must commit all your contributions to that strategy.

17. If I choose to invest in individual funds rather than the Foursight Investment Strategy can I switch between those funds?

Yes. You can switch funds on up to 4 occasions in any one year free of charge, and switch any number of funds on each of those occasions. In the event that you wish to make more than 4 switches in any one year, you will be charged €20 each time you request subsequent switches during that year. Please bear in mind that there are limits on the amount that may be switched into the SuperCAPP Fund. These limits vary from time to time and are available on request from Zurich Life.

18. If I opt for an Educational Savings Plan, what happens if I want to take it out for more than one child?

We recommend that a separate Educational Savings Plan be taken out for each child. In the event that you avail of advice from Cornmarket when setting up your Educational Savings Plan, only one fee will be charged regardless of the number of your children for whom an Educational Savings Plan is set up during the consultation.

For more information on these funds and current fund prices and performance, visit the Fund Section at www.zurich.ie

Customer information notice

Introduction

This guide applies to the Foursight Savings Plan, underwritten by Zurich Life Assurance plc (Zurich Life). Zurich Life wants to make sure that you purchase a Plan that meets exactly with your requirements. This guide is designed to give you all the information required to make an informed purchase decision.

A. Information about the policy

1. Make sure the policy meets your needs

- i) The primary purpose of this product is savings.
- ii) The Foursight Savings Plan is a Savings Plan into which you can pay regular monthly contributions. Single contributions can also be paid.
- iii) Although you may encash your Plan at any time, you should be aware that a Savings Plan is a long-term financial commitment. Depending on the fund or combination of funds you select, you may be exposed to fluctuating capital values in the short-term. These investments are unsuitable if you have a short-time horizon or if you are likely to need to use the proceeds of the Plan in a financial emergency. You should be satisfied as to the long-term nature of this commitment with regard to your needs, resources, and circumstances before entering into such a Plan. We recommend a minimum term of 7 plus years.

- iv) **Warning: If you propose to take out this policy in complete or partial replacement of an existing policy, please take special care to satisfy yourself that this policy meets your needs. In particular, please make sure that you are aware of the financial consequences of replacing your existing policy. If you are in doubt about this, please contact your insurer or insurance intermediary.**

2. What happens if you want to cash in the policy early or stop paying premiums?

- i) This Plan acquires an encashment value immediately.
- ii) If you do not pay a regular contribution to your Plan in any 3-month period, the Plan is referred to as 'paid-up' and a value is payable at any time you choose to make a full or partial encashment. Your Plan will continue to benefit from investment growth. Zurich Life will continue to deduct charges from the paid-up Plan.
- iii) In the early years of your Foursight Savings Plan, the value may be somewhat less than the total contributions paid. Please note that Plan values are related to the value of the underlying investments and are therefore not guaranteed. The value of the underlying investments can fall in value as well as rise.

3. Can the policy be cancelled or amended by the insurer?

- i) The Plan can normally only be cancelled or materially amended by Zurich Life as a result of changes required by government legislation or requirements imposed by the Revenue Commissioners.
- ii) Zurich Life has the right to increase the level of charges deducted from your Plan in certain circumstances. These circumstances are described in the Policy Document, which you will receive when your Plan is issued; a copy is available from Zurich Life on request.

4. Information on taxation issues

Taxation of Investment Funds

The Zurich Life Investment Funds are exempt from tax. As such, they are not subject to Capital Gains Tax or Income Tax. Withholding Taxes may, however, be deducted at source from dividends and other income arising from investments in certain countries in which the funds are invested. In most cases, part or all of these Withholding Taxes can be reclaimed, but where they cannot, the income of the funds will be reduced by such taxes.

Taxation of your investment policy

Whenever monies are paid out of your policy (on death, encashment, partial encashment or by assignment), tax is payable on any gains made. A tax on gains will also be payable every 8 years. Zurich Life will deduct the tax from your policy and pay it to the Revenue Commissioners. The rate of tax is currently 41%. The Death Benefit may also be taxable as part of your estate, in the same manner as the other assets of your estate.

Insurance levy

The government requires that an insurance levy of 1% (as at June 2018 and may change in the future) is applied on a range of life assurance policies. Where this is applicable to your policy, Zurich Life will alter your contribution or benefits accordingly.

5. Additional information about your Plan

i) Descriptions of benefits and options

Partial encashment

You can encash part of your Plan at any time provided the partial encashment is greater than €1,000 and the residual value of your Plan after partial encashment is greater than €2,500. There is a charge for a partial encashment, which is currently €20 and was last set on July 1st, 2004; it is guaranteed not to increase by more than the increase in the Consumer Price Index since the charge was last set.

If you choose to make a partial encashment out of the SuperCAPP Fund, a market level adjustment may be applied in order to protect the interests of all SuperCAPP Fund investors.

Full encashment

You can choose to make a full encashment of your Plan at any time. If your full encashment includes units in the SuperCAPP Fund, a market level adjustment may be applied in order to protect the interests of all SuperCAPP Fund investors.

Regular income

You can choose to draw a regular income from your Plan. This regular income can be a percentage of the value of your Plan at the date of payment or fixed in monetary terms. You can choose to have your regular income paid monthly, quarterly, half-yearly, or yearly. The minimum amount that Zurich Life will pay in regular income regardless of the frequency of payment is currently €200. If you select this income option, Zurich Life will encash enough units to pay the income you request, provided that there are enough units to pay the requested income each time. Units will be encashed at the ruling bid price. Your regular income facility will cease if the value of your Plan falls below €2,500 or would do so if the regular income were to be paid.

Any income paid to you will be treated as a partial encashment of your Plan for taxation purposes, and so will be subject to exit tax.

Death Benefit

The Death Benefit on your Plan is the greater of the value of your unit account at the date of death and €635. Zurich Life will pay the Death Benefit on proof of your death.

Unit fund switching

You can move your unit holdings among the different investment unit funds available. This gives you extra flexibility to change the return-risk profile of your investment as your investment needs change. A charge will be made for each switch after the fourth in any one year. This charge is currently €20 and was last set on July 1st, 2004; it is guaranteed not to increase by more than the increase in the Consumer Price Index since the charge was last set.

If you choose to switch out of the SuperCAPP Fund, a market level adjustment may be applied. There are also limits on the amount that may be switched into the SuperCAPP Fund, in order to protect the interests of all SuperCAPP Fund investors. These limits vary from time to time. Details of current limits are available from Zurich Life on request.

Contribution redirection

You can redirect your future contributions among the different funds available. This gives you extra flexibility by allowing you to change the return-risk profile of your investment as your investment needs change. A charge will be made for each contribution redirection after the fourth in any one year. This charge is currently €20 and was last set on July 1st, 2004; it is guaranteed not to increase by more than the increase in the Consumer Price Index since the charge was last set.

In order to protect the interests of all SuperCAPP Fund investors, there are limits on the amount that may be redirected into the SuperCAPP Fund; these limits vary from time to time, and details of current limits are available from Zurich Life on request at any time.

Investment strategies

If an Investment Strategy is selected at the outset, Zurich Life makes automatic unit-fund switches and contribution redirections at predefined future dates. There are three Investment Strategies available to the Foursight Savings Plan: Cautious, Balanced and Adventurous. In their current form, Zurich Life redirects contributions to the following target funds for each Investment Strategy:

Number of years to end of selected savings term	Contributions invested in	
	Adventurous	Cautious
More than 15 Fund	Balanced Fund	Cautiously Managed
More than 10, but no more Fund	Balanced Fund than 15	Cautiously Managed
More than 5, but no more than 10	Balanced Fund	SuperCAPP Fund
5 or less	SuperCAPP Fund	SuperCAPP Fund
Number of years to end of selected savings term	Balanced	
More than 12	Balanced Fund	
More than 7, but no more than 12	Cautiously Managed Fund	
7 or less	SuperCAPP Fund	

Cautious

10 years before the end of the term, moneys in the Cautiously Managed Fund are gradually switched into the SuperCAPP Fund (at the rate of 1/120, 1/119, 1/118... each month).

Balanced

7 years before the end of the term, moneys in the Balanced and Cautiously Managed Funds are gradually switched into the SuperCAPP Fund (at the rate of 1/84, 1/83, 1/82... each month).

Adventurous

5 years before the end of the term, moneys in the Adventurous Fund are gradually switched into the SuperCAPP Fund (at the rate of 1/60, 1/59, 1/58... each month).

Please note that an Investment Strategy can only be selected at the commencement of your Plan and you cannot switch from one Investment Strategy to another. An Investment Strategy may be turned off at any time during the term of your Plan; once turned off, however, it cannot be turned back on.

Single contribution

You can make a lump-sum contribution to your Plan at any stage, provided it is at least €500. You can choose the funds in which to invest your lump-sum contribution. In order to protect the interests of all SuperCAPP Fund investors, there are limits on the amount that may be invested in the SuperCAPP Fund; these limits vary from time to time, and details of current limits are available from Zurich Life on request at any time.

ii) Term of the Plan

The Plan is a Savings Plan that is designed to last for the whole of life. Your Plan has a selected savings term, which will determine the timing of the unit fund switches and contribution redirections if you select an investment strategy.

iii) Circumstances under which the Plan may be terminated

In the event that you wish to terminate the Plan, you should write to Cornmarket or Zurich Life quoting your Plan number, and you will be advised of the options available in accordance with the terms and conditions of the Plan.

iv) Satisfaction period

On receipt of your Plan documentation, you will have an opportunity to cancel the Plan if you feel it will not meet your needs. To do this, you must return your Policy Document, Policy Certificate, and a signed cancellation request to Zurich Life within 30 days. On receipt of the above, Zurich Life will refund all the contributions paid on your Plan and Zurich Life's liability for any benefits will cease. There may be an adjustment made to the refund to cover any losses incurred

on any single contributions as a result of a fall in the value of your Plan between the start date and the date Zurich Life receives satisfactory written confirmation of your instruction to cancel the Plan.

v) Law applicable to the Plan

The information or any part of it contained in this notice does not form part of a contract of insurance between you and Zurich Life Assurance plc. The terms and conditions of your contract with Zurich Life are governed by the law of Ireland and are contained in your Policy Document and accompanying Policy Certificate. Your Policy Document is evidence of a legal contract.

vi) Choice of funds

Your investment can buy units in one or more of the funds outlined in the accompanying Fund Guide. Each fund has a different degree of risk and potential return. For up-to-date information on the funds available visit the Fund Section at zurich.ie

vii) Additional information on the SuperCAPP Fund

Detailed information on the SuperCAPP Fund is contained in the accompanying Fund Guide. If you wish to switch units into or out of the SuperCAPP Fund or redirect more of your future contributions into the SuperCAPP Fund, there are monetary limits applied in order to protect the interests of all SuperCAPP Fund investors. These limits vary from time to time due to investment market movements. Details of current limits are available from Zurich Life on request at any time.

viii) Zurich Life's complaints procedure

Zurich Life has an unrivalled reputation for excellence in the insurance industry. If you are a Plan owner, beneficiary, or insured person and are not satisfied in any way with this Plan, you should contact Zurich Life Customer Services. If Zurich Life is unable to satisfy your complaint, you may have recourse to the Financial Services and Pensions Ombudsman. Details of the services provided by the Financial Services Ombudsman can be given by Zurich Life upon request.

Zurich Life Customer Services

Tel: (01) 799 2711 Fax: (01) 283 1578
e-mail: customerservices@zurich.com

Useful Contacts

Central Bank of Ireland,
N Wall Quay, North Dock, Dublin, D01 F7X3
Tel: (01) 224 6000

Irish Insurance Federation,
Insurance House,
39 Molesworth Street, Dublin 2.
Tel: (01) 676 1820

Financial Services and Pensions Ombudsman,
Lincoln House,
Lincoln Place, Dublin 2.
Tel: (01) 567 7000

B. Information on service fee

Cornmarket charges you a consultancy fee to set up your Foursight Savings Plan. Details of this and other fees are contained on page 39
Q1: **What are the charges involved?**

C. Information about the insurer or insurance intermediary or sales employee

1. Information about Zurich Life

Zurich Life Assurance plc is regulated by the Central Bank of Ireland. Zurich Life's head office is situated in Ireland at the address below:

Zurich House, Frascati Road, Blackrock, Co. Dublin.
Tel: (01) 283 1301 Fax: (01) 283 1578
Website: zurich.ie

For further information on your Plan, please contact:

Zurich Life Customer Services
Tel: (01) 799 2711 Fax: (01) 283 1578
e-mail: customerservices@zurich.com

2. Information about Cornmarket

Cornmarket Group Financial Services Limited is a company registered in Ireland under number 36496 at the address below:

Christchurch Square, Dublin 8.
Tel: (01) 408 4000 Fax: (01) 408 4011
e-mail: info@cornmarket.ie
Website: cornmarket.ie

This guide provides an outline only of the main benefits of the Foursight Savings Plans for Public Sector Employees as at March 2018 and is issued subject to the provisions of the policy, and does not create or confer any legal rights. The information contained herein is based upon our current understanding of Revenue law and practice as at March 2018.

Cornmarket is committed to providing a high level of service and has a complaint handling procedure in place. Should you feel that you have not received a satisfactory level of service, please write in the first instance to Compliance Department, Cornmarket Group Financial Services Ltd, Christchurch Square, Dublin 8. You may also submit any complaint to the Financial Services and Pensions Ombudsman Bureau, 3rd Floor, Lincoln House, Lincoln Place, Dublin 2, or log on to www.fspo.ie

Cornmarket is an insurance broker and has an agency with Zurich Life Assurance plc. Zurich House, Frascati Road, Blackrock, Co. Dublin, Ireland.
Telephone (01) 283 1301 Fax (01) 283 1578 Web site zurich.ie

Intended for distribution within the Republic of Ireland.

Christchurch Square, Dublin 8.

Tel: **(01) 408 4000**

Web: **cornmarket.ie**

Cornmarket Group Financial Services Ltd. is regulated by the Central Bank of Ireland. A member of the Irish Life Group Ltd. which is part of the Great-West Lifeco Group of companies. Zurich Life Assurance plc is regulated by the Central Bank of Ireland. Telephone calls may be recorded for quality control and training purposes.