ZURICH®

Information Booklet on investment options

Zurich Superannuation Plan and Zurich Account-Based Pension

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Important notes

Preparation date: 17 July 2013

This document is the **"Zurich Superannuation Plan/Zurich Account-Based Pension – Information Booklet on investment options"** referred to in the Zurich Superannuation Plan ('ZSP') and Zurich Account-Based Pension ('ZABP") Product Disclosure Statement ('PDS'), dated 1 July 2013, and forms part of that PDS.

We may update this document from time to time in accordance with the Fund's Trust Deed and the law. The updated document will be available on our website and you can obtain a copy free of charge upon request. You should keep a copy of this document and any updates to it for your reference.

The PDS is an important document and is available online at www.zurich.com.au or by calling the Client Service Centre on 131 551. You should read the PDS and all incorporated documents referred to in the PDS (available online at www.zurich.com.au/ZSPandZABP) in full before making a decision about the ZSP or ZABP.

The information contained in this document is general information only. It does not take into account your personal investment objectives, financial situation or particular needs. You should consider the appropriateness of this product having regard to your objectives, financial situation and needs. We recommend you seek professional financial advice before making any decision affecting your investment in this product.

The information in this document, including taxation matters, is based on our understanding of the law as at the date of preparation of this document and may be updated from time to time.

'The Trustee' means Zurich Australian Superannuation Pty Limited ABN 78 000 880 553, AFSL 232500, who is the trustee of the Zurich Master Superannuation Fund ABN 33 632 838 393 (the 'Fund') and the issuer of ZSP and ZABP.

'Zurich', 'us', 'our' and 'we' normally means Zurich Australia Limited ABN 92 000 010 195, AFSL 232510. Zurich is the administrator of ZSP and ZABP, and the issuer of insurance policies to the Trustee.

Investments in the ZSP and ZABP are subject to investment risk, including possible delays in repayment and loss of capital invested. Unless specifically stated, there is no guarantee of the performance of any of the investment options or the repayment of capital. All investments are made through a life insurance policy issued by Zurich. Through this life policy, each of the investment options is invested in underlying unit trusts managed by Zurich Investment Management Limited ABN 56 063 278 400, AFSL 232511 ('Zurich Investments' or 'ZIM') or other selected managers. The Trustee and Zurich reserve the right to vary the way in which each investment option is invested.

The assets of the ZSP and ZABP are held within the No.3 Statutory Fund of Zurich.

Any organisations referred to in this document, including any external investment managers, have consented to the references to their organisations in this document.

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Investment options at a glance

The ZSP and ZABP currently offer a variety of investment options which are managed by Zurich Investments ('Zurich Options') as well as a number of externally managed investment options.

Information on the investment options available in ZSP and ZABP are summarised below. The choices offered give you the opportunity to tailor an investment strategy to suit your needs. Currently, you may invest in one investment option or a combination of up to 10 options at one time. Please note if no investment selection is made, Zurich will be unable to accept your application until such time as a valid selection has been made.

As we understand that trying to pick an investment option that's right for you can be a daunting task we have provided colour-coded charts throughout this document to help identify the investment options that may suit you, depending on your attitude to risk and investment timeframe. However, there is no substitute for financial advice and we strongly recommend you consult a licensed financial adviser before making any investment decision.

	Strategy 1 – STABLE	Strategy 2 – MODERATE	Strategy 3 – GROWTH	Strategy 4 – HIGH GROWTH
Risk/Return Profile	Designed for a **low to medium risk investor** prepared to accept a small amount of risk.	Designed for a **medium risk investor** aiming to pursue greater long-term returns in exchange for some short-term volatility.	Designed for a **medium to high risk investor** seeking potentially greater long-term returns while accepting shorter-term volatility.	Designed for a **high risk investor**, willing to pursue potentially higher long-term returns in exchange for increased volatility.
Investment objective	Your priority is preservation of your capital and you aim to have security of capital with a small emphasis on capital growth.	Your aim is a medium level of security of your capital with some emphasis on capital growth.	Your aim is capital growth and your investment choices will be diverse.	Your aim is to maximise capital growth but accept the greater volatility in return and the possibility of negative investment returns.
Asset Allocation	A large portion of your portfolio would consist of defensive assets with a small exposure to growth assets.	Your portfolio consists of a balanced mix of defensive and growth assets.	A typical portfolio would hold a majority of growth assets with a smaller exposure to defensive assets.	Your portfolio has significant exposure in both domestic and international share markets, which means that you will also be exposed to the effects of exchange rate movements.

INVESTMENT OPTIONS AVAILABLE

Single Sector	Zurich Cash Zurich Australian Fixed Interest	Not applicable	Zurich Australian Property Securities Zurich Global Property Securities Zurich Equity Income	Zurich Australian Value Share Zurich Global Thematic Share Colonial First State – Australian Shares
Multi-Sector	Zurich Capital Stable	Zurich Balanced	Zurich Managed Growth BlackRock Balanced	Zurich Managed Share Zurich Priority Growth

How Zurich manages your money

Three key principles of investing

Zurich Investments has three key principles of investing. We believe in:

Active investing for higher long-term returns – Taking an active approach to investing to generate higher returns after fees over time.

Extensive research – Access to a global network of researchers identifies market opportunities wherever in the world they occur.

Risk management for greater reliability – Risk management is an important component of Zurich's investment management process. There are comprehensive risk management processes in place across all asset classes which are adhered to regardless of market volatility.

Strategic partnerships

Zurich Financial Services Australia Limited ('ZFSA') brings the intellectual foresight, market knowledge and extensive experience to create and deliver our range of products and services, tailored to address your needs. We also recognise that for those disciplines which are not a chosen focus of ours, we need to seek out and develop strategic partnerships with financial organisations to enhance our resources, with the aim of providing products, services and performances that are consistently superior. Zurich Investments is the funds management arm of ZFSA.

Zurich Investments has appointed a number of strategic investment partners to implement the investment management process for each of the Zurich options. The current strategic investment partners for each option can be found in the "**Zurich's Business Philosophy – Our Strategic investment partners – Information Flyer**" available on the Zurich website at www.zurich.com.au/ZSPandZABP. Please contact Zurich's Client Service Centre on 131 551 for a free copy of this information.

Where we consider it to be in the best interest of investors, we may add new strategic investment partners or change the strategic investment partners used in the future without notice to you.

How your Zurich option is managed

Each of the investment options invests in specific single asset classes, such as shares, property and cash, or in multiple asset classes. The details of each investment option is shown on pages 11 to 18. Investment in these asset classes is generally undertaken by specialist strategic investment managers. The approach can differ from manager to manager. The table on the following page summarises the general investment approach taken by Zurich Investments and companies with which Zurich Investments has a strategic relationship for the purposes of implementing Zurich Investment's approach for all of the asset classes. (On page 19 there is a general summary of the approach taken by the external managers for the externally managed options.)

Zurich Investments Approach

Zurich Australian Value Share option	Zurich adopts a value investment philosophy with regard to these options. We believe that each company has an underlying or intrinsic value which can be determined by research and analysis. The discrepancy between the intrinsic value of the share and the actual market price of the share, which may occur for a variety of reasons including market sentiment, provides us with opportunities to enhance investment performance.
Zurich Global Thematic Share option	Zurich's international investment approach of one global economy emphasises global themes and relationships rather than geographic regions. Our investment philosophy favours a research-driven blend of top-down (thematic) and individual company analysis. Zurich is not biased towards value or growth stocks, enabling us to choose what we believe are the best available stocks at any point in time. The International share asset class is managed by Lazard. This option undertakes hedging as a way of managing currency risk. Historically we have hedged between 0% and 20% of an option's exposure to international assets; however we may hedge up to 75% of an option's exposure to international assets.
Zurich Australian Property Securities option	In managing the Australian Property Securities option the aim is to identify and invest in property securities whose market price is less than its intrinsic value, based on research and an assessment of their underlying value. The option is also subject to an assessment of general themes/trends in the broad/wholesale property market. In selecting securities the option is not limited to those represented in the industry benchmark. The property securities may also include some stapled securities.
Zurich Global Property Securities option	The manager follows a systematic research driven investment process. Its portfolio management team seeks to identify high quality undervalued investment opportunities within the global listed real estate market through their extensive fundamental research of the investment universe. The manager's research efforts are targeted at gaining insights into the fundamental value of real estate companies. Security selection is made according to a bottom-up approach, which starts with an in-depth understanding of the properties, the management and the company's competitive advantage. Risk management is integrated throughout the investment process.
Zurich Australian Fixed Interest option	Zurich engages in an active research-driven investment approach to Australian fixed interest portfolios. We consider that in the short to medium term, trends in the Australian fixed interest market, and the price of the underlying securities, will not always reflect expectations for the medium to long-term economic cycle, fair value and likely market trends. An active approach with an emphasis on quality research provides opportunities to add value over the medium to long term. The Australian fixed interest market should be viewed from a global perspective as it is heavily influenced by trends in the broader global financial securities market.
Zurich Equity Income option	The manager invests in a range of securities listed on the Australian Securities Exchange that are expected to deliver a regular income stream. The manager maintains a portfolio of bought and sold options over shares and equity index futures in order to deliver additional income and reduce investment risk. The investment team believe it is possible to exchange part of a share portfolio's market exposure for income through the prudent use of derivatives and active option management.
Zurich Cash option	Investments are made primarily in Australian wholesale money market instruments. Individual issues are selected based on the favourable nature of the following characteristics: credit ratings, liquidity, quality of issues, marketability and analysis of the yield curve.
Diversified options	Capital Stable, Balanced, Managed Growth, Priority Growth and Managed Share options. We believe value can be added to diversified options by carefully constructing a strategic asset allocation to achieve our long-term objectives. Through active management of these asset allocations opportunities can be found to enhance returns over time.

'Diversified Options' are 'multi-sector' investment options which invest across a range of asset classes.

Performance benchmarks

A performance benchmark provides an overall measurement of the performance of a particular asset class. Each asset class has a specific recognised market index. The benchmarks for the Zurich single sector investment options are set out in the investment objective for each option on pages 11 to 18.

The benchmarks for the Zurich diversified investment options managed directly by Zurich Investments will be a combination of these indices.

The actual combination will be based on the percentage each asset class (e.g. property) represents as a proportion of the total portfolio of assets held by the investment option. The current benchmarks for each asset class are shown in the table below:

Australian Shares[1]	S&P/ASX 300 Accumulation Index (ex-property)
Australian Shares[2]	S&P/ASX 300 Accumulation Index
International Shares	MSCI World (ex-Australia) Accumulation Index in $A (net dividends reinvested)
Australian Property Securities	S&P/ASX 300 Property Trusts Accumulation Index
Global Property Securities	FTSE EPRA/NAREIT Developed Real Estate Index (hedged in $A) (net TRI)
Australian Fixed Interest[3]	UBS Australian Composite Bond (All Maturities) Index
International Fixed Interest	Barclays Global Aggregate Index hedged into $A
Alternative investments	UBS Australian Bank Bill Index
Cash	UBS Australian Bank Bill Index

We may change the benchmarks without notice. In future, any change in benchmarks can be found on the Zurich website at www.zurich.com.au. Please contact Zurich's Client Service Centre on 131 551 for a free copy of this information.

1 Benchmark for the Australian Shares sector in all investment options managed directly by ZIM except Managed Share option.

2 Benchmark for the Australian Share sector in the Managed Share option only.

3 Benchmark for the Australian Fixed Interest sector in all investment options managed directly by ZIM.

Important investment information you should know

Investment choice

The way you choose to invest your money will depend on your personal circumstances. Each investment option bears a different level of risk and the decisions you make are complex. You should consider the information set out in this document and the information set out in the PDS before you decide on your investment strategy and the options to put that strategy into effect.

If you are interested in:

- The past performance of any of the investment options; or
- The asset classes in which the investment options have been invested

please refer to the latest 'Zurich Superannuation Plan Investment Performance' and 'Zurich Account-Based Pension Investment Performance' flyers on the Zurich website at www.zurich.com.au/performancereports. Alternatively, you may obtain a copy, free of charge, by calling the Zurich Client Service Centre on 131 551.

Past performance is not a reliable indicator of future performance and you should not base any investment decision solely on past performance.

Risks of Investing

Investments in the ZSP and ZABP involve risk. Please refer to the 'Risks of super' section of the PDS on page 2.

Standard Risk Measure

The Standard Risk Measure is based on industry guidance to allow members to compare investment options that are expected to deliver a similar number of negative annual returns over any 20 year period.

Investment options are graded across seven 'risk bands', from 'very low risk' to 'very high risk' (refer to the table below).

Risk Band	Risk Label	Estimated number of negative annual returns over any 20-year period
1	Very low	Less than 0.5
2	Low	0.5 to less than 1
3	Low to medium	1 to less than 2
4	Medium	2 to less than 3
5	Medium to high	3 to less than 4
6	High	4 to less than 6
7	Very high	6 or greater

The system also estimates how many negative annual returns are expected for each option over a 20-year period, to give you a clear idea of how a particular risk level may affect a long-term investment.

Note:

- The Standard Risk Measure is not a complete assessment of all forms of investment risk, for instance it does not detail what the size of a negative return could be or the potential for a positive return to be less than a member may require to meet their objectives. Further, it does not take into account the impact of administration fees and tax on the likelihood of a negative return.
- Members should still ensure they are comfortable with the risks and potential losses associated with their chosen investment option/s.

Externally managed options

In addition to the Zurich options, we offer investment options managed by some of Australia's leading investment managers. Neither Zurich nor the Trustee act as agent for the external managers, nor act as trustee of the trusts that are managed by the external managers. Zurich and the Trustee do not offer any guarantee in relation to the external managers' performance. For further information on externally managed options, refer to the Investment Options tables starting on page 11 and to the 'Additional information on external options' section starting on page 19.

Entry and exit prices

Your investment in ZSP and ZABP purchases units in your chosen investment option(s). The amount invested in units is that amount after the deduction of any contribution fee (if applicable). The price paid for a unit is known as the entry price. From time to time units are sold or redeemed. The price at which units are sold is known as the exit price. Units are sold to pay for:

- your income payments
- any partial or full withdrawal
- government taxes (other than taxes on the income earnings of the fund)
- the administration fee (PMC)*
- the deduction of Optional Protection Benefits premiums (for ZSP only) and
- the deduction of Member Advice Fees (if applicable).

* Refer to the **"ZSP/ZABP Fee Guide"** for details on fees and charges.

When you invest in an investment option the unit price you pay will be the entry price of that investment option. Your initial investment will be processed as soon as possible after receipt. Transactions will generally be processed using the next entry price available.

When money is redeemed or withdrawn from an investment option your units are cashed in at the exit price of that option. Your redemption or withdrawal will be processed as soon as possible after receipt of your request. Transactions will generally be processed using the next exit price available.

If you switch from one investment option to another, you will receive the exit price for the units in the option that you are switching from and the entry price for the units in the option that you are switching to. Please note that a 'buy/sell' spread may be charged by the relevant investment option when determining the entry or exit price each time you invest or withdraw. Buy/sell spreads are explained on this page.

Unit pricing

The unit price of each investment option is determined at least once a week. Generally they are calculated each New South Wales business day.

The unit prices of each investment option are equal to the value of the underlying assets of the option after:

- the deduction of the investment management fee
- the deduction of any allowance for taxation and other government imposts
- the adjustment for any allowances made for the costs of buying (entry price) or selling (exit price) the assets and
- adjustments for any other provisions we consider appropriate divided by the number of units in existence.

In extraordinary circumstances, the Trustee may suspend, defer and delay unit pricing, unit allocation and redemption payments:

- where it considers such action warranted, or
- where such action is required by, or approved by, the Australian Prudential Regulation Authority or superannuation law, or
- where the Trustee considers that such action is in the best interests of members including where the total amount required to be paid on any one day would be to the detriment of the remaining investors in an option.

We may change the basis of unit pricing at our discretion. We will generally give at least 30 days notice of any material change.

Buy/sell spread

The difference between the unit entry price and the exit price is known as a buy/sell spread and is an allowance to meet the cost of buying and selling underlying assets. The buy/sell spreads for individual investment options are shown on pages 11 to 18. Details are also available on our website, www.zurich.com.au. These buy/sell spreads are estimates and may change in the future.

Some of the investment options do not currently have a buy/sell spread. For these investment options, transaction costs (to the extent there are any) are borne by all investors in the option.

Estimates of the amounts for these options (as a percentage of the transaction) are shown in the table below:

Investment Option	Amount (buy/sell)
Capital Stable	0.09% / 0.09%
Cash	Nil / Nil
Australian Fixed Interest	0.10% / 0%
Balanced	0.10% / 0.10%
Managed Growth	0.14% / 0.14%
Australian Property Securities	0.30% / 0.30%
Managed Share	0.19% / 0.19%
Priority Growth	0.14% / 0.14%
Australian Value Share	0.28% / 0.28%
Global Thematic Share	0.08% / 0.08%

Valuation of investments

The underlying assets of each investment option are valued at least once each week. Generally the assets are valued each New South Wales business day. The assets are normally valued in the following way:

- investments listed on a recognised stock exchange – at the last sale price prior to valuation
- fixed interest investments – for directly held investments using capital prices sourced from various brokers and for investments held in underlying unlisted unit trusts using latest available unit prices
- investments in unlisted trusts – at the latest unit price prior to valuation, and
- other assets – on a basis we consider appropriate.

Where there is any real property, the asset will be valued by an independent valuer. We will adjust that valuation to take into account any accumulated income and outgoings and variations in property prices since the last independent valuation.

We may change the basis of valuation, or defer the valuation, at our discretion. If we do this, we will generally give you at least 30 days notice of the change.

Income from the investments, and capital gains and losses, accrue to and form part of the option's assets. All taxes on income and expenses and other outgoings incurred in the purchase, maintenance, valuation and sale of investments are paid for out of the option's assets.

The investment options are invested, via a life policy issued by Zurich, in unit trusts managed by Zurich Investments and/or selected external investment managers. In addition to investment expenses, the life policy issued by Zurich and the unit trusts may incur costs including custodian fees, audit fees, regulatory charges and administration expenses. These costs may not be covered by the investment management fees detailed in this document but are reflected in the net investment returns provided by the trusts as explained in more detail in the **"ZSP/ZABP Fee Guide"** which can be located at www.zurich.com.au/ZSPandZABP.

Tax on earnings and the effect of tax on unit pricing

ZSP: Investment earnings of the investment options are taxed at a maximum rate of 15%. Imputation credits from share dividends can reduce the tax payable and result in a tax refund for the Fund if there are any excess credits. The calculation of unit prices takes into account the tax on earnings and any imputation credits available. There may be circumstances where the tax in unit pricing for an investment option is affected by the tax experience of other investment options (for example where the Fund as a whole has significant realised or unrealised capital losses). Where this occurs, the allocation of tax between investment options will be managed in the best interests of the overall fund membership.

ZABP: No income tax is paid on investment earnings relating to retirement income plans. The Fund will generally benefit from any imputation credits (from share dividends) earned on the options' investment earnings. The calculation of unit prices takes into account a credit given to the account-based pension options equivalent to the imputation credits earned by those options.

Switching

You can move your money (called 'switching') between investment options at any time. There is no minimum amount that must be switched. There is currently no fee for changing/ switching your investment, but transaction costs (such as buy/sell spreads) may apply (see pages 11 to 18 for details of applicable fees and transaction costs).

If we accept a switch request before 3pm in Sydney on a business day, the exit and entry unit prices determined for the relevant options for that business day will generally apply.

Automatic Investment Adjuster (ZABP only)

As an alternative to choosing an investment option or options in ZABP, you may select the Automatic Investment Adjuster, which automatically changes the way your money is invested as you get older. It is designed to ensure that the risk level of your investments reduces over time (this may mean that the rate of return you receive also reduces). There is more information in the **"ZSP/ZABP Additional information guide"**.

The current investment options used are:

- Capital Stable
- Managed Growth
- Cash
- Balanced
- Managed Share

Minimum withdrawal values

Except to the extent stated below, the withdrawal value of your investment in ZSP and ZABP will rise or fall, to reflect the value of the assets in the relevant investment option(s) (see 'Valuation of investments' on page 8 for further details).

- **Cash option**

Zurich agrees to ensure that the unit price of the Cash option will not fall. Although Zurich agrees to ensure that the unit price of the Cash option will not fall and result in negative returns, the long-term return (i.e. the return over a number of years) of this option may be less than the return from the other investment options over the same period.

Changes to investment options

The investment options may be withdrawn, and any features of the investment options, such as ranges, benchmarks, objectives and strategies may be altered at any time. If this happens, we will generally notify you and, where an option is to be withdrawn, ask you to nominate an alternative option. Where you have not nominated an alternative option, that portion of your existing investment as well as future contributions that would have otherwise been invested in the withdrawn option, will be invested in an option nominated by the Trustee.

Investment options may be withdrawn where it is considered appropriate to do so, including: if the option has not had sufficient money coming into it, if there has been a significant change of relevant investment staff managing a particular option or if the manager simply isn't performing to expectations.

We may also, at any time, change the investment manager(s), or the trusts through which an option invests, for a particular option or introduce new options without notice to you.

Ethical investment – Zurich options

Environmental, social and ethical considerations – Zurich options

Decisions about the selection, retention or realisation of the assets in each investment option are primarily based on economic factors. We do not take into account labour standards, environmental, social or ethical considerations when making those decisions, although sometimes these matters do indirectly affect the economic factors upon which those decisions are based.

We do not have a predetermined view as to whether we will take the above matters into consideration in making investment decisions affecting any of the assets in investment options in the future.

Unless otherwise stated in this document or the PDS, none of the strategic investment managers used for each investment option takes into account labour standards, environmental, social or ethical considerations when making decisions, although sometimes these matters do indirectly affect the economic factors upon which their decisions are based.

Investment in derivatives

Derivatives may be used to create positions which are difficult or costly for the investment options to establish in the physical securities market. Derivatives are not intended to be used to leverage or gear the options. An investment in derivatives is governed by each option's risk management process. Losses as well as gains are possible on these derivative instruments.

How to read the Investment Options Data

This is a colour-coded guide that provides you with information on each investment option in a standard format to help you compare and select those options that may be most suitable to your personal investment objectives and strategy. To assist you in reading this part of the document, we have provided below an example of one option, with an explanation of the information provided.

	Global Thematic Share	
Investment objective	To provide investors with long term capital growth and the benefits of global diversification. The option aims to outperform the MSCI World (ex-Australia) Accumulation Index in $A (net dividends reinvested) rolling five year periods before fees and taxes.	
Investment strategy	This option invests in a broad selection of companies listed on foreign stock exchanges.	
Suggested minimum investment timeframe	7 years	
Risk/return profile	High	
Standard Risk Measure	Very high	
Asset allocation	Benchmark %	Range %
Australian shares	–	–
International shares	100	90–100
Listed property securities	–	–
– Australian	–	–
– Global	–	–
Mortgages	–	–
Global Property	–	–
Total growth assets	*100*	*90–100*
Australian fixed interest	–	–
International fixed interest	–	–
Infrastructure	–	–
Cash	0	0–10
Total defensive assets	*0*	*0–10*
Investment management costs deducted from the underlying assets (pa)	0.47% 0.55% gross (ZSP)	
Fee for $50,000 balance pa (estimated)	$235 $275 gross (ZSP)	
Buy/sell spread	nil / nil	

- This is the name of the investment option that will appear on reports and statements
- Describes the goals of the option. Is the option growth or defensive orientated or a mixture of both? You should be comfortable with the return and investment objective to reach your own investment goals. The objective of Zurich options are expressed net of Investment Management Fees but before other fees and taxation (where applicable).
- This outlines how the investment option is managed and where it invests to achieve its investment objective.
- This describes the suggested minimum investment period which should match your investment horizon. We recommend you regularly review the appropriateness of the timeframes to your needs with your financial adviser.
- This is a general assessment of the investment option's risk level and expected return. In general, the greater the risk when investing the higher potential return.
- The Standard Risk Measure is based on industry guidance to allow members to compare investment options that are expected to deliver a similar number of negative annual returns over any 20 year period. Please refer to page 6 of this document for description of each risk band together with the estimated number of negative annual returns over any 20-year period.
- The asset allocation is an important part of the investment strategy to achieve the long-term investment objectives.

  Ranges: the minimum and maximum levels within which the manager can move in each asset class. Factors such as significant cash flows and movement in the markets for these assets may cause the option to temporarily move outside these ranges. If this occurs, action will be taken to bring the option back within the ranges.

  Benchmark: the expected long-term holding. The asset allocation ranges and benchmarks may be changed from time to time without notice to members.
- The ongoing fee charged by the investment manager, which is reflected in the unit price. (Refer to the **"ZSP/ZABP Fee Guide"** for more information).
- The ongoing fee charged by the investment manager which is reflected in the unit price shown as a dollar figure (i.e. $50,000 x 0.47% = $235)
- Represents the estimated costs of buying and selling assets for applications to and withdrawals from the investment option that is included in the unit entry and exit price.

Investment options – Strategy 1 Stable

	Capital Stable		Cash		Australian Fixed Interest	
Investment objective	To provide investors with security, and some capital growth over the short to medium term, through exposure to a range of asset classes. The option aims to outperform its composite benchmark (16% S&P/ASX 300 Accumulation Index (ex-property); 10% MSCI World (ex-Australia) Accumulation Index in $A (net dividends reinvested); 1% S&P/ASX 300 Property Trusts Accumulation Index; 1% FTSE EPRA/NAREIT Developed Real Estate Index (hedged in $A) (net TRI); 22% UBS Australian Composite Bond (All Maturities) Index; 22% Barclay Global Aggregate Index hedged into $A; and 26% UBS Australian Bank Bill Index over rolling three year periods before fees and taxes.		To provide investors with security of capital, along with a competitive cash rate over the short term. The option aims to outperform the UBS Australian Bank Bill Index over a one year period before fees and taxes.		To provide investors with security, and some capital growth over the short to medium term. The option aims to outperform the UBS Australian Composite Bond (All Maturities) Index over rolling three year periods before fees and taxes.	
Investment strategy	This option invests mainly in fixed interest securities and cash with some exposure to growth assets such as Australian and international shares and listed property trusts. The option is designed to reduce risk by diversifying across asset classes.		This option invests in Australian wholesale money markets including bank guaranteed, government guaranteed and corporate securities.		This option invests in a range of fixed interest securities including Australian government, state government and semi-government securities and corporate bonds. Australian fixed interest assets include securities issued by international bodies which are traded on the domestic Australian fixed interest market, and which may be backed by investments in overseas investments and assets.	
Suggested minimum investment timeframe	3 years		1 year		3 years	
Risk/return profile	Low to medium		Low		Low to medium	
Standard Risk Measure	Low to medium		Very low		Low to medium	
Asset allocation	Benchmark %	Ranges %	Benchmark %	Ranges %	Benchmark %	Ranges %
Australian shares	16	0–24	–	–	–	–
International shares	10	0–22	–	–	–	–
Listed property securities	–	–	–	–	–	–
– Australian	1	0–6*>	–	–	–	–
– Global	1	0–6*>	–	–	–	–
Alternative Investments[1]	2	0–4	–	–	–	–
Total growth assets	*30*	*0–56*	–	–	–	–
Australian fixed interest	–	–	–	–	100	100
Aust. & Int. Fixed Interest#	44	30–60	–	–	–	–
Cash	26	20–50	100	100	–	–
Total defensive assets	*70*	*50–100*	*100*	*100*	*100*	*100*
Investment management costs deducted from the underlying assets (pa)	0.36% 0.42% gross (ZSP)		0.01%		0.31% 0.36% gross (ZSP)	
Fee for $50,000 balance~ pa (estimated)	$180 $210 gross (ZSP)		$5		$155 $180 gross (ZSP)	
Buy/sell spread	nil / nil		nil / nil		nil / nil	

1 Alternative investments includes investments in infrastructure, soft commodities (agribusiness) and derivatives based equity strategies. Alternative investments may also include investments in any other non traditional asset class. *The performance benchmark is a combination of the indices outlined on page 5. #This asset class in the Capital Stable option includes both investment grade^ and non investment grade international fixed interest. ~Assuming your account balance remains static throughout the year. ^Definition of investment grade. An investment grade security normally means that the quality of the security is considered reasonably high. In the example of fixed interest securities those rated BBB or higher by Standard & Poor's, are widely considered to be of 'investment grade' and anything lower than Standard & Poor's classification of BBB are classified as 'non investment grade', with the implication being a higher level of risk. Non investment grade fixed interest securities typically include emerging market debt, and distressed corporate debt. *> The range shown for Australian and Global Property Securities is a combined range.

For further information on up-to-date asset allocation, and current and past performance, please refer to the relevant Investment Performance flyer on the Zurich website at www.zurich.com.au/performancereports. Alternatively you may obtain a copy, free of charge, by calling the Zurich Client Service Centre on 131 551. Past performance is not a reliable indicator of future performance and you should not base any investment decision solely on past performance.

Investment options – Strategy 2 Moderate

	Balanced	
Investment objective	To provide investors with security and capital growth over the medium to long term, through exposure across a range of asset classes. The option aims to outperform its composite benchmark (23% S&P/ASX 300 Accumulation Index (ex-property); 17% MSCI World (ex-Australia) Accumulation Index in $A (net dividends reinvested); 2% S&P/ASX 300 Property Trusts Accumulation Index; 4% FTSE EPRA / NAREIT Developed Real Estate Index (hedged in $A) (net TRI); 21.5% UBS Australian Composite Bond (All Maturities) Index; 21.5% Barclay Global Aggregate Index hedged into $A; and 11% UBS Australian Bank Bill Index over rolling three year periods before fees and taxes.	
Investment strategy	This option invests in a balanced mix of income and growth assets, which will include Australian and international shares, fixed interest securities, listed property trusts and cash. The option is designed to reduce overall portfolio risk by spreading the option's investments across asset classes.	
Suggested minimum investment timeframe	4 years	
Risk/return profile	Medium	
Standard Risk Measure	Medium	
Asset allocation	**Benchmark %**	**Ranges %**
Australian shares	23	10–38
International shares	17	7–30
Total equities	–	–
Listed property securities	–	–
– Australian	2	0–17>
– Global	4	0–17>
Alternative Investments[1]	6	0–10
Total growth assets	*52*	*17–85*
Australian fixed interest	–	–
International fixed interest	–	–
Aust. & Int. Fixed Interest#	43	15–63
Cash	5	0–20
Total defensive assets	*48*	*15–83*
Investment management costs deducted from the underlying assets (pa)	0.36% 0.42% gross (ZSP)	
Fee for $50,000 balance~ pa (estimated)	$180 $210 gross (ZSP)	
Buy/sell spread	nil / nil	

1 Alternative investments includes investments in infrastructure, soft commodities (agribusiness) and derivatives based equity strategies. Alternative investments may also include investments in any other non traditional asset class. > The range shown for Australian and Global property securities is a combined range. †Listed property investments but may include investment in direct property. *The performance benchmark is a combination of the indices outlined on page 5. #This asset class in the Balanced option includes both investment grade^ and non investment grade international fixed interest. ~Assuming your account balance remains static throughout the year. ^Definition of investment grade. An investment grade security normally means that the quality of the security is considered reasonably high. In the example of fixed interest securities those rated BBB or higher by Standard & Poor's, are widely considered to be of 'investment grade' and anything lower than Standard & Poor's classification of BBB are classified as 'non investment grade', with the implication being a higher level of risk. Non investment grade fixed interest securities typically include emerging market debt, and distressed corporate debt.

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Investment options – Strategy 3 Growth

	BlackRock Balanced
Investment objective	To provide investors with the highest possible returns consistent with a 'balanced' investment strategy encompassing: • a bias toward Australian assets; and • active asset allocation, security selection and risk management. The option aims to outperform its strategic benchmark (35% S&P/ASX 300 Accumulation Index; 29% MSCI World (ex-Australia); 6% S&P/ASX 200 Property Trust Accumulation Index; 2% UBS Global Investors ex-AUS NR (hedged in AUD); 14% UBS Australian Composite Bond Index; 7% Barclays Global Aggregate 500 Index (AUD Hedged); and 7% UBS Bank Bill Index) over rolling three year periods before fees and taxes.
Investment strategy	The investment strategy of the option is to provide investors with a diversified exposure to the best investment teams and strategies that BlackRock has globally within the context of an Australian-based 'balanced' investment portfolio. The Fund's strategy is built around two steps: 1. Establishing the most appropriate strategic benchmark subject to the growth/income splits and market risk exposures of the Fund; and 2. Enhancing the returns of the Fund relative to the strategic benchmark to the maximum extent possible by utilising investment teams, strategies and techniques from the BlackRock Group's resources around the globe subject to a risk budgeting framework.
Suggested minimum investment timeframe	5 years
Risk/return profile	Medium to high
Standard Risk Measure	Medium
Asset allocation	Strategic Benchmark %
Australian shares	35
International shares	29
Total equities	64
Mortgages	
Listed property securities	8
– Australian	6
– Global	2
Property	
Alternative Investments[1]	–
Total growth assets	*72*
Australian fixed interest	14
International fixed interest	7
Aust. & Int. Fixed Interest#	
Cash	7
Total defensive assets	*28*
	(Foreign Currency 22.3)
Investment management costs deducted from the underlying assets (pa)	0.95%
Fee for $50,000 balance~ pa (estimated)	$475
Buy/sell spread	0.175% / 0.175%

1 Alternative investments includes investments in infrastructure, soft commodities (agribusiness) and derivatives based equity strategies. Alternative investments may also include investments in any other non traditional asset class. ~ Assuming your account balance remains static throughout the year. ^ Definition of investment grade. An investment grade security normally means that the quality of the security is considered reasonably high. In the example of fixed interest securities those rated BBB or higher by Standard & Poor's, are widely considered to be of 'investment grade' and anything lower than Standard & Poor's classification of BBB are classified as 'non investment grade', with the implication being a higher level of risk. Non investment grade fixed interest securities typically include emerging market debt, and distressed corporate debt.

For further information on up-to-date asset allocation, and current and past performance, please refer to the relevant Investment Performance flyer on the Zurich website at www.zurich.com.au/performancereports. Alternatively you may obtain a copy, free of charge, by calling the Zurich Client Service Centre on 131 551. Past performance is not a reliable indicator of future performance and you should not base any investment decision solely on past performance.

Strategy 3 Growth (continued)

	Managed Growth		Australian Property Securities	
Investment objective	To provide investors with capital growth over the medium to long term, through exposure across a range of asset classes. The option aims to outperform its composite benchmark (32.5% S&P/ASX 300 Accumulation Index (ex-property); 23.5% MSCI World (ex-Australia) Accumulation Index in $A (net dividends reinvested); 3% S&P/ASX 300 Property Trusts Accumulation Index; 6% FTSE EPRA / NAREIT Developed Real Estate Index (hedged in $A) (net TRI); 12% UBS Australian Composite Bond (All Maturities) Index; 12% Barclay Global Aggregate Index hedged into $A; and 11% UBS Australian Bank Bill Index over rolling three year periods before fees and taxes.		To provide investors with capital growth over the medium to long term. The option aims to outperform the S&P/ASX 300 Property Trusts Accumulation Index over rolling five year periods before fees and taxes.	
Investment strategy	This option invests in a mix of Australian and international shares, fixed interest securities, listed property trusts and cash. The option is designed to reduce overall portfolio risk by spreading the option's investments across asset classes.		This option invests in a range of listed property securities, spread across retail, commercial, tourism and industrial property sectors.	
Suggested minimum investment timeframe	5 years		5 years	
Risk/return profile	Medium to high		Medium to high	
Standard Risk Measure	High		Very high	
Asset allocation	Benchmark %	Ranges %	Benchmark %	Ranges %
Australian shares	32.5	20–46	–	–
International shares	23.5	10–38	–	–
Total equities				
Mortgages	–	–	–	–
Listed property securities	–	–	–	–
– Australian	3	0–12>	100	98–100
– Global	6	0–12>	–	–
Property	–	–	–	–
Alternative Investments[1]	7	0–10	–	–
Total growth assets	*72*	*30–96*	*100*	*98–100*
Australian fixed interest				
International fixed interest				
Aust. & Int. Fixed Interest#	24	4–55	–	–
Cash	4	0–15	0	0–2
Total defensive assets	*28*	*4–70*	*0*	*0–2*
Investment management costs deducted from the underlying assets (pa)	0.36% 0.42% gross (ZSP)		0.36% 0.42% gross (ZSP)	
Fee for $50,000 balance~ pa (estimated)	$180 $210 gross (ZSP)		$180 $210 gross (ZSP)	
Buy/sell spread	nil / nil		nil / nil	

[1] Alternative investments includes investments in infrastructure, soft commodities (agribusiness) and derivatives based equity strategies. Alternative investments may also include investments in any other non traditional asset class. #This asset class in the Managed Growth option includes both investment grade^ and non investment grade international fixed interest. ~ Assuming your account balance remains static throughout the year.
> The range shown for Australian and Global property securities is a combined range.

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Strategy 3 Growth (continued)

	Global Property Securities		Equity Income*	
Investment objective	To outperform the FTSE EPRA/ NAREIT Developed Real Estate Index (hedged in $A) (Net TRI) over rolling five year periods before fees and taxes.		To provide investors with regular income and some capital growth from the Australian share market. The Fund aims to provide 10% running yield per annum over rolling three year periods before fees and taxes.	
Investment strategy	The option invests in a range of global listed property securities of companies that own income producing properties or land and that intend to derive at least 50% of their revenue from the ownership, construction, financing, management or sale of commercial or residential real estate (including property sectors and sub-sectors as defined by NAREIT) or that have at least 50% of their assets in real estate.		The option invests in a range of securities listed on the Australian Stock Exchange that are expected to deliver a regular income stream. The option maintains a portfolio of bought and sold options over shares and equity index futures in order to deliver additional income and reduce investment risk.	
Suggested minimum investment timeframe	5 years		5 years	
Risk/return profile	Medium		Medium to high	
Standard Risk Measure	Very high		High	
Asset allocation	Benchmark %	Ranges %	Benchmark %	Ranges %
Australian shares	–	–	100	60–100
International shares	–	–	–	–
Total equities				
Mortgages	–	–	–	–
Listed property securities	100	90–100	–	–
– Australian	–	–	–	–
– Global	–	–	–	–
Property	–	–	–	–
Alternative Investments[1]	–	–	–	–
Total growth assets	*100*	*90–100*	*100*	*60–100*
Australian fixed interest				
International fixed interest				
Aust. & Int. Fixed Interest#	–	–	–	–
Cash	0	0–10	0	0–40
Total defensive assets	*0*	*0–10*	*0*	*0–40*
Investment management costs deducted from the underlying assets (pa)	0.47% 0.55% gross (ZSP)		1.87% 2.20% gross (ZSP)	
Fee for $50,000 balance~ pa (estimated)	$235 $275 gross (ZSP)		$935 $1,100 gross (ZSP)	
Buy/sell spread	0.30% / 0.30%		0.15%/0.15%	

1 Alternative investments includes investments in infrastructure, soft commodities (agribusiness) and derivatives based equity strategies. Alternative investments may also include investments in any other non traditional asset class. * The asset allocation ranges for the Equity Income option represent physical holdings as a percentage of the Fund's net asset value. The Fund uses exchange traded options and index futures to create an effective exposure to Australian shares of between 25-80% of its net asset value. ~ Assuming your account balance remains static throughout the year.

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Investment options – Strategy 4 High Growth

	Priority Growth		Managed Share	
Investment objective	To provide investors with long term capital growth, through exposure across a range of asset classes. The option aims to outperform its composite benchmark (42% S&P/ASX 300 Accumulation Index (ex-property); 32% MSCI World (ex-Australia) Accumulation Index in $A (net dividends reinvested); 2% S&P/ASX 300 Property Trusts Accumulation Index; 5% FTSE EPRA / NAREIT Developed Real Estate Index (hedged in $A) (net TRI); 4.5% UBS Australian Composite Bond (All Maturities) Index; 4.5% Barclay Global Aggregate Index hedged into $A; and 10% UBS Australian Bank Bill Index) over rolling three year periods before fees and taxes.		To provide investors with long term capital growth by investing in a diversified portfolio of Australian and international shares. The option aims to outperform its composite benchmark (50% S&P/ASX 300 Accumulation Index (ex-property); 50% MSCI World (ex-Australia) Accumulation Index in $A (net dividends reinvested) over rolling five year periods before fees and taxes.	
Investment strategy	This option invests mainly in growth assets including Australian and international shares and listed property trusts and holds a smaller proportion of income assets including fixed interest and cash. The option is designed to reduce overall portfolio risk by spreading the option's investments across asset classes.		This option invests in a mix of Australian and international shares. The option mainly invests in Australian companies, including property trusts, with a smaller allocation to shares listed on foreign stock exchanges.	
Suggested minimum investment timeframe	7 years		7 years	
Risk/return profile	High		High	
Standard Risk Measure	High		High	
Asset allocation	Benchmark %	Ranges %	Benchmark %	Ranges %
Australian shares	42	31–60	50†	40–60
International shares	32	21–50	50	40–60
Listed property securities	–	–	–	–
– Australian	2	0–17>	–	–
– Global	5	0–17>	–	–
Alternative Investments[1]	8	0–10	–	–
Total growth assets	*89*	*55–100*	*100*	*85–100*
Aust. & Int. Fixed Interest#	9	0–30	–	–
Cash	2	0–15	0	0–15
Total defensive assets	*11*	*0–45*	*0*	*0–15*
Investment management costs deducted from the underlying assets (pa)	0.36% 0.42% gross (ZSP)		0.42% 0.49% gross (ZSP)	
Fee for $50,000 balance~ pa (estimated)	$180 $210 gross (ZSP)		$210 $245 gross (ZSP)	
Buy/sell spread	nil / nil		nil / nil	

[1] Alternative investments includes investments in infrastructure, soft commodities (agribusiness) and derivatives based equity strategies. Alternative investments may also include investments in any other non traditional asset class. * The performance benchmark is a combination of the indices outlined on page 5. # This asset class in the Priority Growth option includes both investment grade^ and non investment grade international fixed interest. † Includes listed property trusts. ~ Assuming your account balance remains static throughout the year. > The range shown for Australian and Global property securities is a combined range.

^ Definition of investment grade. An investment grade security normally means that the quality of the security is considered reasonably high. In the example of fixed interest securities those rated BBB or higher by Standard & Poor's, are widely considered to be of 'investment grade' and anything lower than Standard & Poor's classification of BBB are classified as 'non investment grade', with the implication being a higher level of risk. Non investment grade fixed interest securities typically include emerging market debt, and distressed corporate debt.

For further information on up-to-date asset allocation, and current and past performance, please refer to the relevant Investment Performance flyer on the Zurich website at www.zurich.com.au/performancereports. Alternatively you may obtain a copy, free of charge, by calling the Zurich Client Service Centre on 131 551. Past performance is not a reliable indicator of future performance and you should not base any investment decision solely on past performance.

Strategy 4 High Growth (continued)

	Australian Value Share		Global Thematic Share	
Investment objective	To provide investors with capital growth over the medium to long term. The option aims to outperform the S&P/ASX 300 Accumulation Index over rolling five year periods before fees and taxes.		To provide investors with long term capital growth and the benefits of global diversification. The option aims to outperform the MSCI World (ex-Australia) Accumulation Index in $A (net dividends reinvested) rolling five year periods before fees and taxes.	
Investment strategy	This option invests in a range of companies listed on the Australian stock exchange. These investments may include shares and units in listed property trusts.		This option invests in a broad selection of companies listed on foreign stock exchanges.	
Suggested minimum investment timeframe	7 years		7 years	
Risk/return profile	High		High	
Standard Risk Measure	High		Very high	
Asset allocation	Benchmark %	Range %	Benchmark %	Range %
Australian shares	100†	95–100	–	–
International shares	–	–	100	90–100
Listed property securities	–	–	–	–
– Australian	–	–	–	–
– Global	–	–	–	–
Alternative Investments[1]	–	–	–	–
Total growth assets	*100*	*95–100*	*100*	*90–100*
Aust. & Int. Fixed Interest#	–	–	–	–
Cash	0	0–5	0	0–10
Total defensive assets	*0*	*0–5*	*0*	*0–10*
Investment management costs deducted from the underlying assets (pa)	0.36% 0.42% gross (ZSP)		0.47% 0.55% gross (ZSP)	
Fee for $50,000 balance~ pa (estimated)	$180 $210 gross (ZSP)		$235 $275 gross (ZSP)	
Buy/sell spread	nil / nil		nil / nil	

[1] Alternative investments includes investments in infrastructure, soft commodities (agribusiness) and derivatives based equity strategies. Alternative investments may also include investments in any other non traditional asset class. † Includes listed property trusts. ~ Assuming your account balance remains static throughout the year. > The range shown for Australian and Global property securities is a combined range.

For further information on up-to-date asset allocation, and current and past performance, please refer to the relevant Investment Performance flyer on the Zurich website at www.zurich.com.au/performancereports. Alternatively you may obtain a copy, free of charge, by calling the Zurich Client Service Centre on 131 551. Past performance is not a reliable indicator of future performance and you should not base any investment decision solely on past performance.

Strategy 4 High Growth (continued)

	Colonial First State – Australian Shares	
Investment objective	To provide long-term capital growth with some income by investing in a broad selection of Australian companies. The option aims to outperform the S&P/ASX 300 Accumulation Index over rolling three year periods before fees and taxes.	
Investment strategy	Colonial First State's Growth approach is based on the belief that, over the medium-to-long term, stock prices are driven by the ability of management to generate excess returns over their cost of capital in their chosen industry. The strategy of the fund is to generally invest in high quality companies with strong balance sheets and earnings. The fund predominantly invests in Australian companies and therefore does not hedge currency risk.	
Suggested minimum investment timeframe	7 years	
Risk/return profile	High	
Standard Risk Measure	High	
Asset allocation	Benchmark %	Ranges %
Australian shares	100	90–100
International shares	–	–
Listed property securities	–	–
– Australian	–	–
– Global	–	–
Alternative Investments[1]	–	–
Total growth assets	*100*	*90–100*
Aust. & Int. Fixed Interest#	–	–
Cash	0	0–10
Total defensive assets	*0*	*0–10*
Investment management costs deducted from the underlying assets (pa)	0.96% (ZSP) 0.97% (ZABP)	
Fee for $50,000 balance~ pa (estimated)	$480 (ZSP) $485 (ZABP)	
Buy/sell spread	0.20%/0.20%	

1 Alternative investments includes investments in infrastructure, soft commodities (agribusiness) and derivatives based equity strategies. Alternative investments may also include investments in any other non traditional asset class. ~ Assuming your account balance remains static throughout the year.

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Additional information on external options

About the externally managed options

In addition to Zurich options that are managed by Zurich Investments, the ZSP and ZABP offer access to externally managed investment options.

Your investment in the externally managed options purchases units in the Zurich Australia Limited No. 3 Statutory Fund (the Statutory Fund). The Statutory Fund invests directly with the external manager. To facilitate the day to day administration of the externally managed options a small amount of cash (or similar investments) may be retained by the Statutory Fund and the balance of the money invested in units issued by the external manager to Zurich. The price of units you hold in the Statutory Fund will be different to the price of any units issued by the external managers to Zurich.

In most cases withdrawals from externally managed options will be paid within 10 days of receipt of withdrawal requests. However, unit issue, redemption, allocation and payment of redemption requests, may be suspended, delayed or deferred if the external manager suspends, delays or defers. The maximum delay periods are:

BlackRock Investment Management (Australia) Limited:
Withdrawals from BlackRock can take place on either a Melbourne or Sydney business day. Withdrawals are normally satisfied and posted within four business days of BlackRock having received the request (although in certain circumstances they are allowed longer periods under their Fund's Constitution). In unusual circumstances, they may delay satisfying the request for the period that the unusual circumstances prevail. If a withdrawal request relates to more than 5% of units on issue they may treat the request as being 5 separate requests received over 5 successive business days. The Fund's Constitution also permits us to suspend calculation of the Fund's NAV as long as they consider it impractical or inappropriate to calculate the Fund's NAV. Although it is unlikely, if at any time a Fund is not liquid (i.e. less than 80% of the Fund's assets are liquid assets), you do not have a right to withdraw from the Fund and can only withdraw when they make a withdrawal offer to investors in accordance with the Corporations Act. BlackRock is not obliged to make such offers.

Colonial First State: Withdrawals are normally processed within seven working days of receiving a request from the IDPS operator. Longer periods may apply from time to time. In extraordinary circumstances (which may include where a fund becomes illiquid), Colonial First State may suspend withdrawals, or restrict your ability to withdraw.

Zurich will treat a redemption request as having been received at a later time than it was physically received or as more than one redemption request, if the external manager does so. Some external managers may compulsorily redeem units. If this occurs, or if the external manager withdraws from participation, Zurich will withdraw the externally managed options.

Ethical investment – externally managed options

Environmental, social and ethical considerations – external options

BlackRock Investment Management (Australia) Limited. BlackRock may take labour standards, environmental, social and ethical considerations into account in their investment making process, to the extent such considerations may have a financial effect on investments.

Colonial First State. As the responsible entity, Colonial First State does not specifically take into account labour standards or environmental, social or ethical considerations when making investment decisions. However, where those factors negatively impact investment performance or company stability, Colonial First State may discuss these matters with company management and/or review its decision to hold the specific investment. Reviews are on a case-by-case basis as such factors arise. Colonial First State does not use any specific methodology for such reviews or have predetermined views about the extent to which such factors will be taken into account in a review.

Investment styles – externally managed options

Each investment manager has a different style of managing investments. Different styles generally perform differently in varying economic conditions and market cycles. Understanding an investment manager's style can assist you when selecting an investment option.

About the styles of our external managers:

GARP GARP is the abbreviation for Growth At a Reasonable Price and managers look for companies that are likely to grow but show value for money and are not over priced.

Active Active managers typically seek to outperform the Fund's benchmark by investing differently to the weight of stocks in the market index (or benchmark).

Investment styles – externally managed options

Investment manager	Manager profile	What is the investment style?
BlackRock Investment Management (Australia) Limited	About BlackRock BlackRock is a leader in investment management, risk management and advisory services for institutional and retail clients worldwide. At March 31, 2013, BlackRock's AUM was $3.936 trillion. BlackRock helps clients meet their goals and overcome challenges with a range of products that include separate accounts, mutual funds, *iShares®* (exchange-traded funds), and other pooled investment vehicles. BlackRock also offers risk management, advisory and enterprise investment system services to a broad base of institutional investors through *BlackRock Solutions®*. Headquartered in New York City, as of March 31, 2013, the firm has approximately 10,600 employees in 30 countries and a major presence in key global markets, including North and South America, Europe, Asia, Australia and the Middle East and Africa. For additional information, please visit the Company's website at www.blackrock.com.	**GARP** BlackRock's expertise in diversified funds management ensures clients' assets are strategically invested across all sectors. BlackRock's focus is on combining the right mix of assets, buying the best investments in each class and configuring investment teams to outperform and manage risk appropriately. In managing Balanced Funds exposure to asset classes is gained directly or through other wholesale funds which BlackRock manages. This gives BlackRock Balanced Funds exposure to a range of markets and investment styles.

(continued next page)

Investment styles – externally managed options *(continued)*

Investment manager	Manager profile	What is the investment style?
Colonial First State	Colonial First State ('CFS') is committed to delivering quality investment solutions which enhance the wealth of our investors. They provide asset and investment management services to institutional and wholesale investors, as well as indirectly to retail investors. CFS is the largest Australian-based investment manager, with a growing presence in selected international markets. CFS's specialist investment teams manage portfolios across a diverse range of global markets, investment styles and asset classes, including Australian equities, global equities, global emerging market equities, global resource equities, global property securities, global listed infrastructure securities, global fixed interest and credit and short term investments. In addition, CFS have a direct asset management business which offers investors specialist property and infrastructure investments. CFS's aim as an investment manager is to understand and manage risk appropriately relative to the return objectives of the funds they manage. They do this through the implementation of disciplined investment and risk management processes. CFS is also a signatory to the United Nations Principles for Responsible Investment, a framework they follow to incorporate environmental, social and governance issues into our investment process. CFS's approach to investment is driven by a commitment to providing the best possible outcomes over the long term for their investors. To achieve this, CFS ensure their interests are aligned with their investors and uphold a culture of always acting in their clients' best interests.	**Active** Colonial First State are an active investment manager who seeks to add value over the medium to long term through exploiting market inefficiencies using detailed fundamental stock research. CFS believe that quality companies are those that reliably grow faster than the economy, and they believe these companies will outperform the market over the medium to longer term. CFS seek to own quality companies at sensible prices. They define these as companies with a good track record and a strong balance sheet that can deliver GDP Plus earnings growth: • Track record: A strong track record is a good sign. Factors assessed include management, board, company and industry. If the conditions that gave rise to the good track record of the past are expected to hold in the future, then a good track record gives some comfort that the company will deliver. • Balance sheet: A strong balance sheet enables a company to better withstand cycles within its industry and the wider economy. This increases the reliability of its future earnings. • GDP Plus earnings growth: Real earnings per share growth for companies purchased must average at least 5% annually over a three-year projection. At least one of the following GDP Plus characteristics must be present: cost reduction; favourable demographic trends; industry recovery; increasing market share or opportunities in new markets; building a brand/franchise; and pricing power. • Sensible price: We are happy to hold quality companies at sensible prices. CFS's strongest investment opportunities arise when the market underestimates a company's growth, the sustainability of that growth or the appropriate price that should be paid for that growth.

The issuer of the Zurich Superannuation Plan (SPIN ZUR0473AU) and the Zurich Account-Based Pension (SPIN ZUR0469AU) is Zurich Australian Superannuation Pty Limited ABN 78 000 880 553, AFSL 232500 who is the Trustee of the Zurich Master Superannuation Fund ABN 33 632 838 393, SFN 2540 /969/42.

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