

# Change of investment strategy for pension account 3a

Edition 07.2020

Please complete and sign the enclosed "Investor profile" form and submit it together with your application. Using the information you provide, we can make you an offer that suits your needs, your financial situation and your risk tolerance.

Account no.

\_\_\_\_\_

First name

Last name

\_\_\_\_\_

\_\_\_\_\_

Residence (street/no.)

ZIP code/city

\_\_\_\_\_

\_\_\_\_\_

Telephone private

Telephone business

\_\_\_\_\_

\_\_\_\_\_

Fax private

Email

\_\_\_\_\_

\_\_\_\_\_

## Based on section 3 of the investment regulations, I hereby request a change of my investment strategy:

for the entire balance (future transfers will be invested in the new investment strategy)

for a partial amount of:

CHF \_\_\_\_\_

future deposits and transfers are to be invested in the previous investment strategy

future deposits and transfers are to be invested in the new investment strategy

## My previous investment strategy

25

35

45

100

Bonds

Money market

Capital protection

## My new investment strategy\*

25

35

45

100

Bonds

Money market

Capital protection

\* When changing the investment strategy, only one new investment strategy can be selected.

The sale and purchase of units is governed by section 3 of the investment regulations. I acknowledge that the investment strategy can only be changed free of charge once a year.

Signature

Place/date

Signature

\_\_\_\_\_

\_\_\_\_\_

# Investment strategies



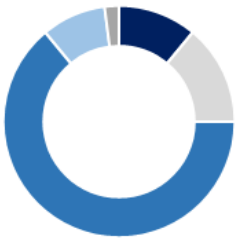
## Asset Allocation (reference values)

- 96% bonds in CHF and money market CHF
- 4% bonds in foreign currencies

### Investment strategy bonds

This strategy invests in bonds and other debt securities that can benefit from current market developments to an above-average extent. The investment goal is to optimize interest yield while avoiding major price fluctuations.

This investment strategy does not have an equity component.



## Asset Allocation (reference values)

- 11% Swiss equities
- 14% international equities
- 64% bonds in CHF
- 9% bonds in foreign currencies
- 2% real estate

### Investment strategy 25

This strategy invests primarily in fixed-income investments and to a limited extent, in equities. The investment goal is to optimize yield from interest and price gains while avoiding major price fluctuations.

The strategic equity weighting is 25%.



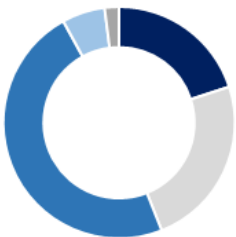
## Asset Allocation (reference values)

- 16% Swiss equities
- 19% international equities
- 50% bonds in CHF
- 9% bonds in foreign currencies
- 6% real estate

### Investment strategy 35

This strategy invests in a balanced combination of equities and fixed-income investments. The investment goal is to achieve a higher yield by exploiting price gains. At the same time, however, there is a possibility of price fluctuations.

The strategic equity weighting is 35%.



## Asset Allocation (reference values)

- 20% Swiss equities
- 24% international equities
- 48% bonds in CHF
- 6% bonds in foreign currencies
- 2% real estate

### Investment strategy 45

The strategy invests in fixed-income investments and to a greater extent in equities. The investment goal is to achieve greater returns by exploiting price gains. At the same time, however, there is a possibility of high price fluctuations.

The strategic equity weighting is 45%.



## Asset Allocation (reference values)

- 44% Swiss equities
- 55% international equities
- 1% money market CHF

### Investment strategy 100

The strategy invests in equities, with an overweighting in Swiss equities. The investment goal is to achieve greater returns by exploiting price gains. At the same time, however, there is a possibility of high price fluctuations. Downside risk is higher than that of conventional retirement funds.

The strategic equity weighting is 100%.

# Investment strategies



## Reference portfolio: Allocation under OPO 2 (reference values)

- 10% Swiss equities
- 35% international equities
- 20% bonds in CHF
- 20% bonds in foreign currencies
- 10% real estate
- 5% commodities

## Investment strategy with capital protection

Zurich Invest Protect 85+ II mainly invests in various money market, bond and equity investments and to a lesser extent in real estate and commodities. When the markets are stable, the fund mainly invests in return-oriented investments such as equities, bonds, real estate and commodities. During periods of higher volatility, the fund assets are predominantly invested more secure investments, such as the money market and liquidity.

## Risks

Your investment in Zurich Invest Protect 85+ II allows you to invest in the financial markets. The capital you invest in the fund is protected to an extent of at least 85 percent. The 85 percent capital protection is not an absolute guarantee. In the event of the insolvency of the capital protection provider, losses that go beyond the 85 percent protection threshold cannot be ruled out. The fund will be liquidated if the fund value drops to or below the capital protection level.



## Asset Allocation (reference values)

- 100% money market CHF

## Investment strategy money market

This strategy mainly invests in fixed-income investments with a short residual term to maturity. The investment goal is to optimize the interest yield with the smallest possible price fluctuations.

This investment strategy does not have an equity component.

# Investor profile

We ask you to conscientiously fill in your investor profile. This will enable us to submit an offer to you that complies with your needs, financial situation and risk tolerance.

## 1 Personal information – 1. contractual partner

First name

Last name

Date of birth

--	--	--	--	--	--	--	--	--	--

The investor profile can be dispensed in the following case only (please tick the appropriate box):

- The transaction is being concluded by a broker who is not employed by Zurich Insurance Company Ltd and is not an intermediary at a general agency of Zurich Insurance Company.

My broker generated an investor profile **within the last six months** and explained to me the importance of the investor profile and the implications of selecting an investment strategy. He/She is responsible for providing me with professional advice and ensures that I have chosen a suitable investment strategy.

This option is not available for Zurich Invest Ltd (ZIAG) products.

## 2 Questionnaire

### How old are you?

- Under 35 years of age  
 35–50 years of age  
 51–60 years of age  
 Over 60 years of age

### How high is your gross annual income in CHF?

- Under 75'000  
 75'000–150'000  
 150'001–300'000  
 Over 300'000

### How much do you save each year in CHF, beside pillar 2 savings?

- Under 10'000  
 Over 10'000

### How high are your net assets in CHF (after deducting debt, excluding BVG assets and the pillar 3a restricted pension plan)?

- Under 150'000  
 150'000–350'000  
 350'001–650'000  
 Over 650'000

### Score Do you have cash reserves totaling at least 3 monthly salaries?

- 15**  Yes  
**10**  No  
**5**  
**0**

Score

**5**  
**0**

### Score In what investment category would you be most willing to invest?

- 5**  In a conservative investment with low volatility that focuses on security.  
**10**  In a somewhat more dynamic investment that combines security and growth. Considering this, I am willing to accept some portfolio volatility in exchange.  
**20**  In an investment with significant potential for growth. Considering this, I am willing to accept considerable volatility and potential losses in the value of my portfolio in exchange.  
**30**

Score

**5**  
**10**  
**30**

### Score What would you do if prices fell by 30% within a short period of time?

- 0**  I would sell everything.  
**5**  I would sell part of my investment.  
**10**  I wouldn't do anything and monitor the market.  
**15**  I would use the slump to purchase new shares.  
**35**

Score

**5**  
**10**  
**15**  
**35**

**15** Subtotal

--

Carried forward

**How do you see future economic development?**

- I have a positive outlook on future economic development (e.g. sustainable growth).
- I have certain reservations with regard to economic development (e.g. long-term stagnation).
- I have a negative view with regard to economic development (e.g. recession or even depression).

Score  
15

**Do you have any experience with any of the following asset classes?**

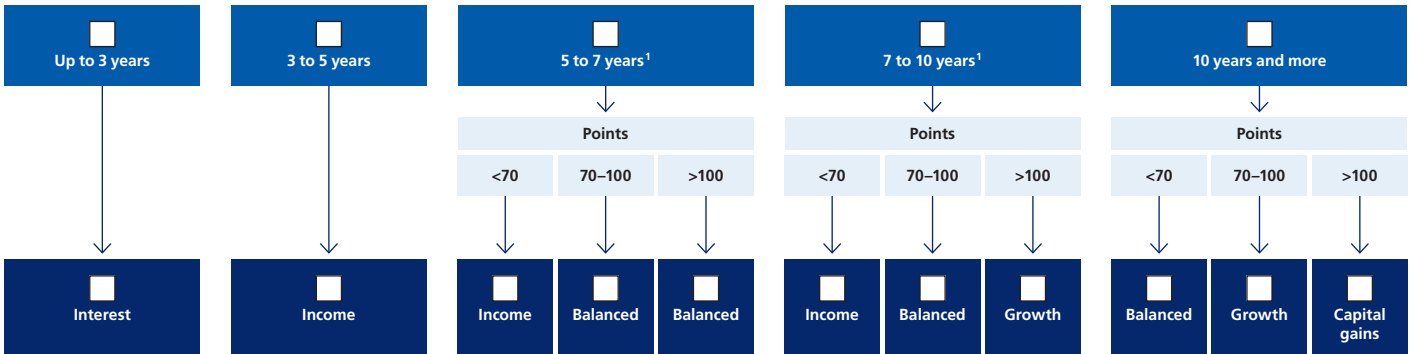
- None
- Bonds
- Swiss equities
- International equities
- Derivatives and hedge funds

Score  
(The points must be added together\*)

- 0\*
- 1\*
- 3\*
- 4\*
- 5\*

Number of points

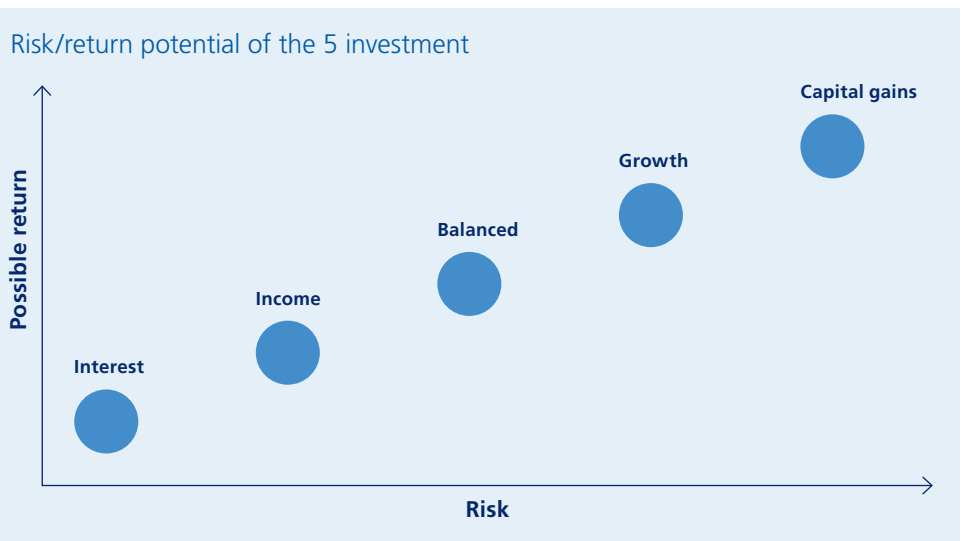
**3 Investment recommendation** (Please check one)



The 5 investment strategies differ in terms of expected return, risk and product type. Depending on the risk/return expectation, the portfolio includes the following investment classes:

- Money market
- Bonds
- Real Estate
- Stocks
- Alternative assets

You can find out more information about the product strategy in question in the corresponding product fact sheet.



<sup>1</sup> Products of Zurich Life Insurance Company Ltd with maturities of less than 10 years can only be purchased in pillar 3a.

Please see the product brochures for more information about investment strategies or individual investment categories. This investment recommendation is based on your disclosures in this investor profile, which is a snapshot of your risk capacity when you signed the product application. It is not intended to be permanently valid. If your risk capacity changes considerably during the contract term, please contact your advisor immediately so that your investment strategy can be reviewed and updated. Neither Zurich Life Insurance Company Ltd nor Zurich Invest Ltd (hereinafter referred to as "Zurich") can assume any liability for any omissions on your part in this regard. Possible changes to your personal circumstances include, without limitation, your financial situation, your investment approach and your investment horizon. Your consultant will be happy to help you update your investment strategy as needed.

**If you choose an investment strategy that is riskier than the one recommended by Zurich, we expressly note that this will increase the risk of volatility and possible losses in value. We also caution you that a riskier investment strategy is not in line with your risk capacity or risk tolerance based on the above investor profile. In contrast, with a more defensive investment strategy you may miss out on possible profits. If you decide to individually select one or more investment funds instead of an investment plan, we expressly note that this will increase the risk of volatility, losses in value and missed profit. If you select funds individually, it will be impossible to determine whether your investment is in line with your risk capacity and risk tolerance based on the above investor profile.**

## 4 Requested product (Please always complete)

### Life insurance

CapitalFund PP

CapitalFund – Investment Plan

CapitalFund EE – \_\_\_\_\_ % guaranteed survival benefits

CapitalFund – individual selection of investment funds based on the benefit schedule annexed to the application

### Zurich Invest Ltd

Zurich Invest asset management: Investment strategy

Zurich Invest fund deposit: Funds

Retirement savings account 3a: Investment strategy

Vested benefits account: Investment strategy

## 5 Investment Matrix

Product	Investment strategy					Capital protection <sup>1</sup>
	Interest yield	Income	Balanced	Growth	Capital gains	
<b>CapitalFund PP</b> Investment plan	Bonds	25	45 35 Pro Terra Real estate	75 High Value	100	Protect Plus
<b>CapitalFund EE without guarantee</b> Investment plan	Bonds	25	45 35 Pro Terra Real estate	75 High Value	100	Protect Plus
<b>CapitalFund EE 50% guarantee</b> Investment plan	25 Bonds	45 35 Pro Terra Real estate	75 High Value	100	100 <sup>2</sup>	Protect Plus
<b>CapitalFund EE 80% guarantee</b> Investment plan	45 35 Pro Terra Real estate 25 Bonds	75 High Value	100	100 <sup>2</sup>	100 <sup>2</sup>	Protect Plus
<b>Asset management</b>	Conservative	Income	Balanced	Growth	Shares	
<b>Investment fund custody account</b>	TIF Bonds TIF Money market	TIF 25	TIF 35	TIF 45	TIF 100	ZIP85+ II
<b>Retirement savings account 3a</b> Investment strategy	Bonds Money market	25	45 35	45	100	ZIP85+ II
<b>Vested benefits account<sup>4</sup></b> Investment strategy	Bonds Money market	25	45 35	45	45 <sup>3</sup>	ZIP85+ II

<sup>1</sup> However, capital protection is not a guarantee; in exceptional market conditions (e.g. above-average market volatility), a loss beyond capital protection cannot be completely ruled out.

<sup>2</sup> According to the risk profile you have determined, you are more willing to take risks. You have chosen a lower-risk investment solution. This can lead to a lower return or lower benefits.

<sup>3</sup> The Zurich Vesting Foundation does not permit a riskier investment strategy, which would in principle correspond to your investor profile. The risk/return profile of the recommended investment fund thus reflects a lower-risk investment strategy.

<sup>4</sup> Please note the limited investment horizon if you only invest your vested benefits temporarily (e.g. due to unemployment, stay abroad, etc.) and have to pay your assets back into a pension fund after starting a new job.

## 6 Personal information – 2. contractual partner (Optional/Only for Zurich Invest Ltd contracts)

First name

Last name

Date of birth

--	--	--	--	--	--	--	--	--	--

I hereby consent to the selected investment strategy.

## 7 Signatures

### Contractual partner

The advisor has discussed the investor profile with me. I have noted and understood the content of this investor profile.

Place, date

Signature 1. contractual partner

Signature 2. contractual partner

### Advisor

The contractual partner has been extensively informed about the significance of his/her investor profile, the nature and risks of the investment, and the product selection, and has understood the explanations.

Place, date

Signature