

# Zurich Investments Australian Value Share Fund

ARSN 089 667 069 APIR ZUR0060AU

Specialist partner: Above The Index Asset Management Pty Ltd

Product Disclosure Statement (PDS)

Preparation date 17 September 2008



Zurich Investment Management Limited ABN 56 063 278 400 is the responsible entity for the Zurich Investments Australian Value Share Fund ('Fund'). The information contained in this PDS 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 Fund 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 Fund.

This PDS is an important document. You should read it in full before making a decision about the Fund.

This PDS will help you to:

- decide whether this Fund will meet your needs and
- compare this Fund with other funds you may be considering.

In this PDS, 'Zurich', 'Zurich Investments', 'us', 'our' and 'we' normally means Zurich Investment Management Limited ABN 56 063 278 400, except in the "About Zurich" section of this PDS where these terms mean Zurich Financial Services Australia Limited ABN 11 008 423 372 and its subsidiaries.

We reserve the right to change the terms of this Fund where permitted to do so by law.

Investments in the Fund are subject to investment risk, including possible delays in repayment and loss of capital invested. There is no guarantee of the repayment of capital, the payment of income, the performance of the Fund or the achievement of investment objectives.

Investors who access or wish to access the Fund through an Investor Directed Portfolio Service (IDPS) (see page 7) may rely on this PDS. The offer of units in the Fund is only available to persons receiving this PDS (electronically or otherwise) in Australia.

If you have received this PDS electronically, your IDPS operator will provide you with a free paper copy if you request it.

## About Zurich

Zurich Investment Management Limited is a subsidiary of Zurich Financial Services Australia Limited (ZFSA), which is part of the worldwide Zurich Financial Services Group based in Switzerland. In Australia, ZFSA's core lines of business are general insurance, life risk, investments and superannuation solutions.

Zurich Investment Management Limited provides exclusive access to specialist investments by combining the expertise of specialist fund managers with our distribution and customer service strength.

**Certain information in this PDS may change from time to time – this includes but is not limited to possible changes which we have identified. Where we indicate to you that we will give notice of such changes, or where changes that are not materially adverse to you occur, we will update such information on our website, [www.zurich.com.au](http://www.zurich.com.au). A paper copy of the updated information will be available free of charge upon request by calling us on 131 551.**

## Contact

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## Overview of the Fund

### Investment objective<sup>^</sup>

To provide investors with capital growth over the long term and some tax-effective income. The Fund aims to outperform the S&P/ASX 300 Accumulation Index over periods of five or more years.

### Investment strategy

The Fund invests in a range of companies listed on the Australian Stock Exchange. These investments may include shares and units in listed property securities.

### Suggested minimum investment timeframe

7 years

We recommend that you regularly review the appropriateness of the investment timeframe with your financial adviser to ensure that it continues to meet your needs.

### Asset allocation

The table below shows the range and benchmark for each asset class.

Asset class	Range %	Benchmark %
Australian shares *	95–100	100
Cash	0–5	0

\* Includes listed property securities

Factors, such as significant cash flows and movement in the markets for these asset classes, may cause the Fund to temporarily move outside these ranges. If this occurs, we will take action to bring the Fund back within the range as soon as possible.

Where we believe it is in the best interest of investors, we may change the asset allocation ranges and benchmarks from time to time without prior notice to investors.

### Fund performance

The latest performance information can be found on the Zurich website, [www.zurich.com.au](http://www.zurich.com.au).

### Performance benchmark

The performance benchmark for the Fund is the S&P/ASX 300 Accumulation Index.

### Income distributions

Quarterly, within one month of the end of the months of March, June, September and December.

Distributions comprise net income including (at June) assessable realised capital gains. There may be periods when the Fund does not distribute.

### Fund inception

6 May 1998

**Note:** prior to 19 November 2007 this Fund was called the Zurich Investments Australian Share Fund.

<sup>^</sup> Investment objectives stated are before taking into account fees and other costs for the Fund. Investment objectives are intentions only and may not be met.

## How your investment is managed

Zurich Investments Funds are managed by strategic investment partners appointed by Zurich Investments, and are managed in line with our key principles of investing. For detailed information on Zurich Investments' strategic investment partners or our key principles of investing please refer to our website, [www.zurich.com.au](http://www.zurich.com.au).

We have appointed Above The Index Asset Management Pty Ltd ACN 111 239 591, AFSL 295904 (ATI) to implement the investment management process for the Zurich Investments Australian Value Share Fund.

### About ATI

ATI was established in September 2004 as a boutique Australian equity manager, specialising in the manufacturing of value added Australian equity portfolios.

ATI's investment style is premised on a 'relative value' methodology, meaning that investments are generally purchased and held as long as they represent good relative value. In essence, ATI focuses on selecting those companies whose share prices appear cheap relative to the universe of stocks and the industry sector that they are in. The ATI value approach also attempts to manage portfolio risk (against the S&P/ASX 300 Accumulation Index) at both the asset allocation and at the specific stock selection level.

ATI's broad investment philosophy is that structured and disciplined active management of its portfolios is the key to consistent and risk controlled out-performance. ATI's investment style is strongly based on the relationship between forecast earnings and dividends, relative market return and current share price.

### Investment philosophy of the Zurich Investments Australian Value Share Fund

Zurich adopts a value investment philosophy with regards to the Fund. We believe that each company has an underlying or intrinsic value which can be determined by research and analysis. It is these discrepancies 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, which provides us with opportunities to enhance investment performance.

### Cash

The Fund may hold a small amount of cash for liquidity purposes. Cash 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, and quality of issues, marketability and analysis of the yield curve.

### Use of derivatives

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

### Further important information

Where we consider it to be appropriate, the Fund may be invested in or through trusts managed by us and/or other investment managers. We may vary or replace the investment strategy, investment managers used or performance benchmarks, for the Fund from time to time without prior notice to you.

As at the date of this PDS ATI have given, and not withdrawn their consent to the inclusion of material relating to it in the form and context of which it appears in this PDS.

### Environmental, social and ethical considerations

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

## Benefits of the Fund

- When investing in a managed fund, your investment is pooled with other investors and you are issued units which represent your share of the total investment pool. Your units, multiplied by the relevant unit price, (which fluctuates with market movement), reflects your total investment value (eg 1,000 units x \$1 unit price = \$1,000 total investment value).
- Pooling your money can give you access to a greater range of investment opportunities.
- Access to trained investment specialists.
- Your money can be invested in a range of investments, which may help to spread the risk compared with investing in a single investment.
- The potential benefits of earning tax effective income.
- An easy and efficient method of investing.

## Risks of investing

Choosing the right investment to suit your needs is an important decision. You should ensure your investment is in line with your investment objectives, financial situation and personal needs. We have not taken these into account in preparing this PDS and this PDS does not constitute personal advice or a recommendation to invest. We recommend you seek professional financial planning advice.

All investing involves risk. Generally, the more risk you bear, the higher your potential return may be over the longer term. For example, growth assets such as shares, property and property securities have historically provided the potential for higher returns over the longer term than income assets such as fixed interest and cash. However, growth assets have historically produced more volatile returns than income assets.

The value of an investment in the Fund can fall as well as rise in line with movement in the value of that Fund's assets. General factors that can affect the value of your investment include the state of the world's economies, interest rates and inflation, consumer sentiment, company performance, exchange rate fluctuations, changes in the supply and demand for various investments and changes in government policies, taxation and laws. Investments in shares and securities may also be subject to liquidity risk (i.e. how actively tradeable the shares and securities are).

These risks may result in loss of income and/or capital. This means you could receive less than initially invested.

**There is no guarantee of the repayment of capital, the payment of income, the performance of the Fund, or the achievement of investment objectives.**

## Asset class specific risks

In addition to these general factors, there are other specific factors that may affect the value of an investment in the Fund as outlined below.

### Australian shares

The value of underlying shares in the Fund can be affected by:

- a company's performance in the markets where it operates and changes to its financial conditions,
- performance of the industry in which a company operates,
- changes to the overall level of the sharemarket, and
- Australian social and political factors.

Smaller companies, by their nature, may generally be more volatile than other larger company securities.

The value of the underlying securities may also be affected by the liquidity of such securities (ie how actively tradeable the securities are).

### Cash

Whilst the value of a cash investment as such is not affected by external factors, changes in the level of interest rates will affect the amount of interest paid on cash investments.

### Can the value of my investment ever be less than the amount paid in?

Yes. For example if you leave the Fund or withdraw money you may get back less than the amount paid in because of low or negative investment returns and any applicable fees, charges and taxes.

## Fees and other costs

### Did You Know?

Small differences in both investment performance and fees and costs can have a substantial impact on your long term returns.

For example, total annual fees and costs of 2% of your fund balance rather than 1% could reduce your final return by up to 20% over a 30-year period (for example, reduce it from \$100,000 to \$80,000).

You should consider whether features such as superior investment performance, or the provision of better member services, justify higher fees and costs. You may be able to negotiate to pay lower contribution fees and management costs where applicable. Ask your IDPS operator or your financial adviser.

### To find out more

If you would like to find out more, or see the impact of fees based on your own circumstances, the **Australian Securities and Investments Commission (ASIC)** website ([www.fido.asic.gov.au](http://www.fido.asic.gov.au)) has a managed investment fee calculator to help you check out different fee options

## Fee table

This table shows fees and other costs that you may be charged. These fees and costs may be deducted from your money or from the returns on your investment or from the Fund's assets as a whole. You should read all of the information about fees and costs, as it is important to understand their impact on your investment.

Type of fee or cost	Amount	How and when paid
<b>Fees when your money moves in or out of the Fund</b>		
<i>Establishment fee:</i> The fee to open your investment.	Nil	Not applicable
<i>Contribution fee:</i> The fee on each amount contributed to your investment.	Nil	Not applicable
<i>Withdrawal fee:</i> The fee on each amount you take out of your investment.	Nil	Not applicable
<i>Termination fee:</i> The fee to close your investment	Nil	Not applicable
<b>Management costs</b>		
<i>Management costs:</i> The fees for managing your investment	0.87% pa	Generally deducted daily. The fee is deducted from the underlying assets of the Fund before the unit price is struck.
<b>Service fees</b>		
<i>Investment switching fee:</i> The fee for changing investment options	Nil	Not applicable

The fees and costs shown in the following table are a measure of the total costs that you would pay in dollar terms assuming an investment balance of \$50,000 with total contributions of \$5,000 during the year. This table gives an example of how fees and costs on this product can affect your investment over a 1 year period. You should use this table to compare this product with other managed investment products. Please note that management costs are indicative only and may change.

Example – Zurich Investments Australian Value Share Fund	Balance of \$50,000 with total Contributions of \$5,000 during the year	
Contribution Fees	Nil	For every dollar you put in you will be charged \$0.
PLUS Management Costs	0.87% pa	And, for every \$50,000 you have in the Fund you will be charged \$435 pa*.
EQUALS Cost of Fund		If you had an investment of \$50,000 and you put in an additional \$5,000 during the year then you would be charged fees of \$435 pa*.

\* Additional fees may apply

The Cost of Fund is based on your investment balance remaining static at \$50,000 throughout the year. Please note that in the above example your \$5,000 additional investment would also incur an investment management fee as described in the fee table. These amounts shown are estimates only and may vary without notice. All fees are inclusive of GST, and are reduced to take account of any reduced input tax credits available, where applicable. More information on taxation is outlined on page 7.

## Additional explanation of fees and costs

### Management costs

The management costs in relation to the Fund, outlined on page 5, expresses the administration and investment fees and costs (but not transaction costs which includes brokerage) as a proportion of the Fund's size. They comprise the fees that are deducted, plus the costs of administering the Fund such as audit costs, custody costs and compliance costs. Zurich deducts the whole amount of the management costs, pays the costs of administering the Fund and retains what is left as a fee.

The management costs for the Fund are subject to GST and the amounts are grossed up for GST and reduced to take account of any Reduced Input Tax Credit available to the Fund. The current percentage amount of management costs for the Fund are calculated based on the total assets of the Fund. The Fund may acquire investments directly or may invest in other funds managed by Zurich. If the Fund invests in another Zurich fund, management costs are only charged once.

### Transactional and operational costs

Transactional and operational costs of the Fund are reflected by the buy/sell spread. The buy/sell spread is an estimate of the costs of buying or selling assets associated with an investment in, or withdrawal from, the Fund (this is not a fee paid to us and is reflected in the unit price). Currently the buy spread is 0.25% and the sell spread is 0.25% (i.e. \$50,000 contribution multiplied by a buy spread of 0.25% equals \$125. \$50,000 withdrawal multiplied by a sell spread of 0.25% equals \$125). This is an additional charge to you. The buy/sell spread is an estimate and may change in the future.

### Your adviser

Your adviser does not receive any upfront or ongoing commission payments from Zurich. Your adviser may receive commissions or other payments from your IDPS operator or their distributor.

Zurich or any other related Zurich entity reserves the right to use its own resources to provide assistance to advisers in forms including, but not limited to, bonuses, incentive payments and non cash benefits.

A third party may receive payment from Zurich or your adviser in relation to your investment in a Fund (eg where a third party introduced you to the adviser who assisted you to arrange your investment in the Fund). If such a payment is made by Zurich or your adviser to the third party, it will be met by Zurich's own resources.

### Differential fees, rebates and related payments

We may negotiate fees with sophisticated or professional investors on an individual basis in accordance with the Australian Securities and Investments Commission (ASIC) class order relief.

We reserve the right to use our own resources to provide assistance to platform operators to cover Zurich related costs including marketing and distribution of the Zurich products on the platform. These "Fund Manager Payments" or "Product Access Payments" may be rebated or retained by your platform operator. Such payments can range from 0% to 0.20% pa of the amount placed by your IDPS operator in the Fund. You should refer to your IDPS guide for more details about rebates and related payments.

### Changes to fees<sup>1</sup>

In accordance with the Fund Constitution we reserve the right to vary any fees (subject to any limitations) and expenses referred to above, without your consent or the consent of the IDPS operator.

Under the Constitution we are entitled to:

- charge a maximum investment management fee of 5% pa of your investment balance in the Fund (i.e. \$50 pa per \$1000 invested);
- charge a maximum issuer fee of 0.1% pa of your investment balance in a Fund (i.e. \$1 pa per \$1000 invested referred to as the trustee fee in the Fund Constitution), however we have waived this fee for the duration of this PDS;
- charge a contribution (entry) fee of up to 10% of each investment (i.e. \$100 per \$1000 invested), however we have waived this fee for the duration of this PDS; and
- introduce a switching fee (i.e. a fee for switching to another fund), however we have waived this fee for the duration of this PDS.

**Please note these are the maximum fees outlined in the Fund constitution and are not currently charged at this level.**

Where we decide to vary any fees, we will notify your IDPS operator within 12 months of the change occurring except where the change is an increase in which case we will give your IDPS operator at least 30 days advance notice. Please refer to your IDPS operator's guide for details of how you will be notified of fee changes.

### Fee waivers

In relation to all fees payable to Zurich out of the Fund, Zurich reserves the right to waive, assign or rebate its entitlements to remuneration or reimbursement in part or whole.

<sup>1</sup> If these fees are charged they would increase your management costs and/or contribution fees shown on page 5.

## Other charges

Where we receive a cheque for investment in the Fund on your behalf and that cheque is dishonoured, or a direct debit from your financial institution account, (for investment in the Fund) is refused by your financial institution, we may charge you a fee of \$50 plus any bank charges that we incur in relation to the failed transaction.

## Investing through an IDPS

An IDPS or like service is an investment and reporting service, and is often called a master trust, wrap account, nominee or custody service. People who invest in the Fund through an IDPS are indirect investors which means that investors gaining exposure to the Fund through an IDPS do not themselves become investors in the Fund. Instead, it is the operator of the IDPS who invests for you and therefore has the rights of an investor.

The operator may or may not exercise these rights, in accordance with their arrangements with you. For example, you cannot attend meetings or transfer units.

You will receive reports from your IDPS operator and should direct your enquiries to them. The Fund does not keep individual account records.

This PDS should be read in conjunction with offer documents issued to you by an operator of an IDPS. The availability of the Fund through the IDPS may be withdrawn at any time.

Please note that IDPS operators generally charge fees over and above those disclosed in this PDS. Please refer to the documentation issued to you by the IDPS operator for details of such fees.

## Continuous disclosure documents

As a disclosing entity under the Corporations Act, the Fund is subject to certain regular reporting and disclosure obligations. Copies of documents lodged with ASIC in relation to the Fund may be obtained from, or inspected at, an ASIC office.

You may also obtain the following documents from us:

- the Fund's annual financial report most recently lodged with ASIC
- any half-year financial report lodged with ASIC after the lodgement of the annual report and before the date of the PDS
- any continuous disclosure notices given by the Fund after the lodgement of the annual report and before the date of this PDS.

We will send you a printed or electronic copy of any of the above documents free of charge within five days of receiving your request. Alternatively, you can view the annual financial report on our website, [www.zurich.com.au](http://www.zurich.com.au).

## How to invest or withdraw

To invest in or withdraw from the Fund through an IDPS, please complete the documents provided to you by the IDPS operator and follow their instructions. Enquiries in relation to investments or withdrawals should be directed to your IDPS operator.

## Taxation

We intend that the Fund will distribute all of its taxable income, which means that the Fund will not pay income tax. You may be taxed on your share of the Fund's net income which will form part of your assessable income for tax purposes.

You will need to include the taxable components of distributions in your tax return, even if your distributions have been reinvested.

By investing in certain Funds you may benefit from the tax advantages of imputation credits on shares, foreign tax credits and certain tax benefits from property investments such as tax deferred income.

You may incur a capital gains tax liability should you withdraw, switch or if the Fund makes a realised capital gain which is distributed. You will need to include any taxable capital gains in your tax return.

The Fund may hold (either directly or indirectly) investments in certain foreign securities that are subject to the Foreign Investment Fund (FIF) tax legislation. This may require the Fund to include in its distributions to investors, as assessable income, amounts attributable to unrealised gains.

We intend to monitor the Fund's FIF position and any such amounts will be included in an investor's annual tax statement. The operation of the FIF rules varies significantly depending upon the investor's specific circumstances.

The Australian taxation system is complex and different investors have different individual circumstances. You should consider whether you need to seek professional tax advice before investing.

This taxation information is based on current taxation laws, their continuation and interpretation.

## Unit prices

Your investment in a Fund is represented by units. When you invest we divide your application monies, less any contribution (entry) fees, by the entry unit price to allocate you with units. Generally, we determine a value for the Fund every business day using valuation procedures set out in the Fund's Constitution. The Constitution for the Fund describes the process and the frequency of calculation of prices.

## Applications

**Entry price** – If an application is accepted before 3pm by Zurich in Sydney on a business day, the entry unit price for that day will apply. The entry unit price is based on that day's closing market value. For applications accepted after 3pm by Zurich in Sydney on a business day, the entry unit price for the next business day will apply. The entry unit price is calculated as the value of assets in the Fund, less liabilities, divided by the number of units on issue in the Fund, plus the buy spread. We have the right to refuse applications at our discretion and will do so when it is in the best interest of investors.

## Withdrawals

**Exit price** – If a withdrawal or switch is accepted before 3pm by Zurich in Sydney on a business day, the exit unit price for that day will apply. The exit unit price is based on that day's closing market value. For withdrawals accepted after 3pm by Zurich in Sydney on a business day, the exit unit price for the next business day will apply. The exit unit price is calculated as the value of assets in the Fund, less liabilities, divided by the number of units on issue in the Fund, less the sell spread. We have the right to refuse withdrawals at our discretion and will do so when it is in the best interest of investors.

**Current unit prices are available on our website, [www.zurich.com.au](http://www.zurich.com.au), or by contacting us on 131 551.**

## Classes of units

Under the Constitution for the Fund offered under this PDS, we have the power to establish and issue additional classes of units. Any additional class of units we may decide to introduce in future will not adversely affect the rights and interests of investors in the Fund.

## Borrowings

The Constitution permits Zurich to borrow for a Fund, with or without security. However, the Fund currently has no borrowings and it is not our intention to borrow on behalf of the Fund.

## The responsible entity

Zurich Investment Management Limited is the responsible entity of the Fund. It is our responsibility to operate the Fund, including controlling the Fund's investment policy and administering the Fund in accordance with the Fund Constitution.

## Constitution

The Fund is governed by a Constitution, as supplemented by the Corporations Act and the general law, which sets out certain rights, duties and obligations of us and your IDPS operator. Some of the provisions of the Constitution are included in this PDS, others relate to:

- the nature of units
- how we must calculate unit prices
- when we can suspend new investments or withdrawals from the Fund
- the right of investors to share any Fund income, and how we calculate it
- our powers, and how we can exercise them
- the times we are not liable to investors
- combining the assets of the Fund with other assets
- changing the Constitution
- when we can terminate the Fund, and what happens at that time
- resolving complaints
- our rights to receive fees and recover expenses out of the Fund.

Subject to the Corporations Act and the Constitution for the Fund, Zurich may change the Fund Constitution or any details of the Fund and the terms and conditions on which units in the Fund are held from time to time. However, if the amendments will adversely affect the rights of the investors, we must obtain the approval of investors in accordance with the Corporations Act. You can inspect a copy of the Constitution at our head office or we will provide you with a copy free of charge upon request.

## Compliance plan

In accordance with the Corporations Act, we have prepared a compliance plan for the Fund and lodged it with ASIC. The compliance plan sets out how Zurich will comply with the Corporations Act and the Fund's Constitution.

## Enquiries and complaints resolution

Zurich is committed to providing investors with a high level of service, and we have arrangements in place for handling enquiries or complaints.

As you are investing through an IDPS, your first point of contact for complaints or requests for further information, other than as specified in this PDS, should be directly with the IDPS operator. If you have any issues that remain unresolved, then you may contact the complaints scheme of which the IDPS operator is a member.

## Cooling-off

As you are investing through an IDPS, you should consult the IDPS operator in relation to any cooling off rights that might apply to your investment in the IDPS.

## Privacy

Zurich is bound by the National Privacy Principles. If you require more information about the way Zurich manages personal information or to view Zurich's privacy policy please visit our website, [www.zurich.com.au](http://www.zurich.com.au), or contact the Zurich Privacy Officer on 132 687 or email us at [privacy.officer@zurich.com.au](mailto:privacy.officer@zurich.com.au).

## How to contact us

If you have any questions about the Fund, distribution payments, performance or investing through an IDPS your first point of contact should be the operator of the IDPS.

If any issues you have about the Fund remain unresolved, contact Zurich's Client Service Team on 131 551.

*Because change happenz™*



Zurich is proud to support football as an Official Partner of the Hyundai A-League

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