

Internal Use Only

## Standard Bullet Comparison document versus Zurich

### 100% & 1% Standard Deal comparison (€5k p.a.premium)

#### Cumulative commission

Year	1	3	5	7	9	10	11	12	13	14	15	16	17	18	19	20
Irish Life - 4 x 7.5%, 0.25% FBR Yr 9	375	750	1,125	1,500	1,638	1,796	1,973	2,173	2,394	2,640	2,910	3,206	3,529	3,881	4,263	4,677
Zurich - 7.5% every 2nd year	375	750	1,125	1,500	1,875	1,875	2,250	2,250	2,625	2,625	3,000	3,000	3,375	3,375	3,750	3,750
<b>Difference</b>	Same	Same	Same	Same	-237	-79	-277	-77	-231	15	-90	206	154	154	506	927

#### Income comparison

- Year 1 to Year 8 income same from both companies
- Year 9 to 13 and in year 15 Zurich pay more income
- Year 14 and from year 16 Irish Life pay more income
- FBR assumes 6% gross growth

#### Main Features comparison

	<b>Irish Life</b>	<b>Zurich</b>
Maximum Premium	€50K per annum	€30K per annum
Minimum Premium	€200 p.m.	€50 p.m.
Minimum term	None	10 years
Maximum entry age	None – commission is earned to a maximum NRA of 65	50
Clawback	24 mths on bullet payments	24 mths on every payment
Exit penalty	5, 5, 5, 3, 1	5, 4, 3, 2, 1
Optional trail from day 1 (additional plan charge)	No	Yes

#### Additional Points:

- Zurich is not in this market for clients who are aged older than 50
- Zurich is not in this market for premiums between €30K p.a. & €50K p.a.

