

# Zurich International Life

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# Agenda

- Company Background
  - Zurich Financial Services (ZFS)
  - Zurich International Life (ZIL)
  - Isle of Man
- Products
  - Vista
  - International Wealth Account
  - Elite International Bond
- Why Zurich International Life?

# Zurich Financial Services

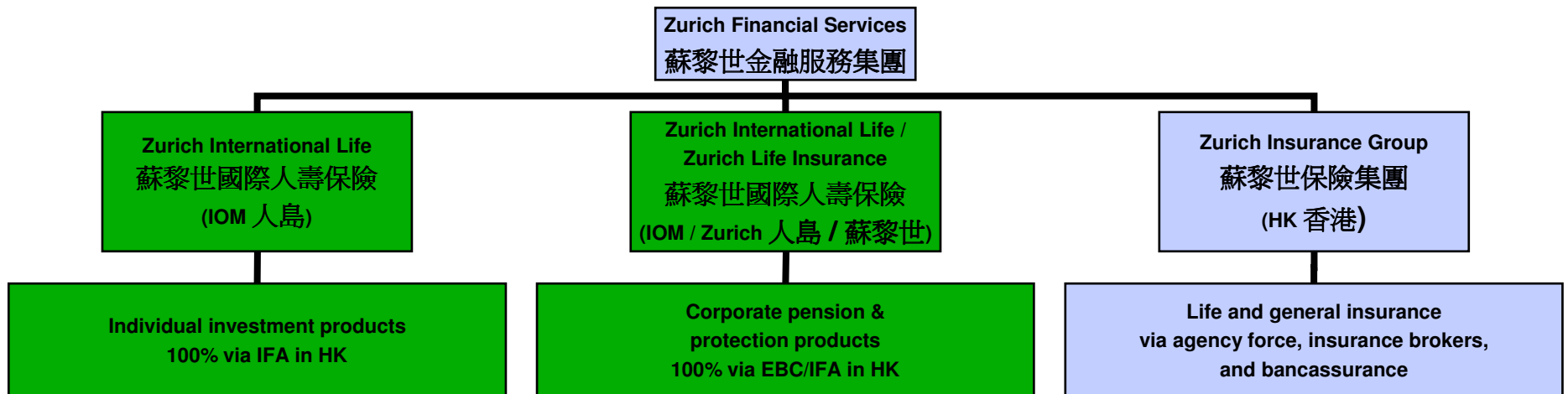
- Headquartered in Zurich, Switzerland
- Fortune Global 100 Company
- One of top 4 largest companies in Switzerland, according to Fortune 2007 Ranking
- Listed on the stock exchange of Zurich
- Enjoys a 'very strong' or 'excellent' insurance financial strength rating\*: Standard & Poor's (AA-), Moody's (A1)

# Zurich Financial Services

- Core businesses:
  - Insurance
  - Risk Management
  - **Wealth Management**
- Over USD 55 billion in premiums in 2007
- Representation in approximately 50 countries
- Customers in over 170 countries
- Over 55,000 employees world-wide

# Zurich Financial Services

## Life operations in HK



# Zurich International Life

- Previous name was Eagle Star International Life
- Founded in 1982, established in HK in 1989
- Dynamic world-wide company, with significant business in both individual and corporate (savings and protection) markets
- Part of one of the world's leading insurance-based financial solutions providers

# Zurich International Life

- Offices in Hong Kong, Singapore, Bahrain, Dubai, Qatar, Reading (UK), IOM, and Zurich
- Selling to HNW clients with international perspectives
- More than 60 staff members based at our HK office servicing IFAs in North Asia

# Isle of Man

- AAA/Aaa rated by S&P's and Moody's
- Confidentiality
- Investor protection
- Political stability
- Currency freedom
- Vigorous regulations on financial services companies





# Zurich International Life

## Product range

### Individual savings

- Vista (豐盛人生)

### Corporate savings

- Magnus

### Single premiums

- Elite International Bond (卓越理財)
- International Wealth Account (國際創富)

### Protection

- Futura (樂安閑)

# Zurich International Life

## ... 3 key things to remember

- **Easy to sell**
  - Brand name
  - "Market leading" sales and marketing support
- **Value for money**
  - Flexibility for clients
  - Competitive charging structure
- **Innovation**
  - Comprehensive fund range
  - Innovative and attractive promotions