



# The **Merrion Multi-Asset Fund** Range

| Retirement | Investments | Insurance |



# The Merrion Multi-Asset Fund Range<sup>1</sup>

Ready-made portfolio funds for the **cautious, balanced** and **adventurous investor**.



There are three ready-made funds to choose from, each fund aiming to suit customers with different risk appetites.

- The **Merrion Multi-Asset Funds** spread your money across a wide range of investments, such as equities, alternatives, property, bonds and cash.
- The funds are actively managed by **Merrion Investment Managers**, a leading independent Irish investment manager and winner of the Longboat Analytics Best Pension Fund Provider Award in both 2016 and 2017.

1. The Aviva funds you invest in invest in sub-funds of the Merrion Investment Trust.





## Invest with **peace of mind**

Deciding where to invest can be complicated particularly with so many funds available in the market. Markets are unpredictable and no single asset class continually leads the market. The Merrion Multi-Asset Fund range is designed to make investment choice easier. Each fund offers the benefit of a diversified portfolio, is actively managed and has a carefully selected mix of asset classes with the potential to help your money take advantage of opportunities worldwide.

Merrion has a best in class track record of managing multi-asset funds over the years<sup>1</sup>. This means you can invest with confidence knowing that their fund managers are bringing a wealth of experience and expertise to managing each portfolio every day, so you don't have to.

Merrion is an independent, dynamic and internationally recognised Irish financial services firm with approximately €1 billion in assets under management (Source: Merrion Investment Managers 31 March 2017).

1. Source: MoneyMate 31 March 2017 based on Merrion's 20 year return figure in the MoneyMate Multi Asset/Managed Fund Survey.

**Warning: Past performance is not a reliable guide to future performance.**

The glossary at the back of the brochure will explain any technical terms used in this brochure.

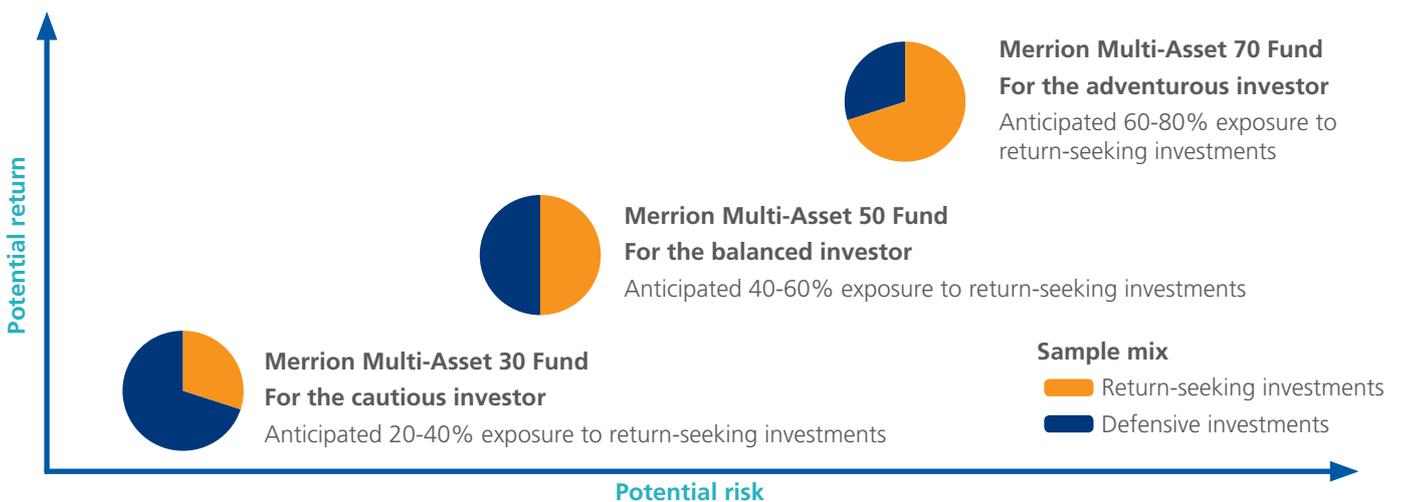
# A fund for you

Our Merrion Multi-Asset range contains three funds that aim to suit customers with different risk appetites. Each fund seeks to optimise returns by varying the funds' exposure to return-seeking investments.

## Merrion Multi-Asset range - at a glance

Merrion Multi-Asset 30 Fund <sup>1</sup>	Merrion Multi-Asset 50 Fund <sup>1</sup>	Merrion Multi-Asset 70 Fund <sup>1</sup>
This actively managed global multi-asset fund aims to grow your money over time with an anticipated exposure of <b>20% to 40%</b> to return-seeking investments (such as equities, property and alternatives). The remainder is invested in defensive investments (such as cash and bonds). The fund may be appropriate for medium to long-term investors (>5 years).	This actively managed global multi-asset fund aims to grow your money over time with an anticipated exposure of <b>40% to 60%</b> to return-seeking investments (such as equities, property and alternatives). The remainder is invested in defensive investments (such as cash and bonds). The fund may be appropriate for medium to long-term investors (>5 years).	This actively managed global multi-asset fund aims to grow your money over time with an anticipated exposure of <b>60% to 80%</b> to return-seeking investments (such as equities, property and alternatives). The remainder is invested in defensive investments (such as cash and bonds). The fund may be appropriate for medium to long-term investors (>5 years).

1. The Aviva funds you invest in invest in sub funds of the Merrion Investment Trust.



Current investment mixes will be available on [www.aviva.ie](http://www.aviva.ie) shortly after launch. Please note the investment mixes can vary depending on the manager's outlook for markets. While it is anticipated that they will stay within their respective growth investment targets, this is not guaranteed.

**Warning: The value of your investment may go down as well as up.**  
**Warning: If you invest in this fund you may lose some or all of the money you invest.**  
**Warning: This fund may be affected by changes in currency exchange rates.**

# 5 reasons to invest

## 1. Experience and pedigree

Merrion manages the Number 1 performing global multi-asset fund in the Irish market over the last 20 years<sup>1</sup>. Merrion have won numerous awards for their investment track record. For example in 2016 and 2017 they won the Best Pension Fund Provider Award at the Longboat Analytics Financial Services Awards.

## 2. Proven record of growing customers' long-term wealth

- Merrion's flagship multi-asset fund has outperformed its benchmark over the past 3, 5, 10, 15 and 20 year periods<sup>2</sup>.
- Additionally, this fund has outperformed the major passive indices since its inception in 1993<sup>2</sup>.

## 3. Process driven

Merrion has followed a defined and proven investment process since the company began in 1986 which has led to Merrion's flagship multi-asset fund's strong performance<sup>1</sup>. This process is built on three pillars:

- Macro analysis
- Valuation analysis
- Technical analysis

## 4. Diversified and active

The funds are actively managed and aim to grow your money over the medium to long-term. Merrion will take genuine active decisions based on what their investment process is telling them.

Diversification is also key and can be nicely summed up with the phrase 'don't put all your eggs in one basket'. For an investment fund it's the idea of combining different types of investments with the aim of reducing risk.

## 5. Tailored to your risk appetite

There are three funds available, each tailored to meet the needs of customers with different risk appetites. This means there may be a fund in the range that meets your needs.

1. Source: MoneyMate 31 March 2017 based on Merrion's 20 year return figure for the Merrion Managed Fund in the MoneyMate Multi-Asset/Managed Fund Survey. Flagship multi-asset fund refers to the Merrion Managed Fund. The Merrion Multi-Asset 70 Fund invests in the Merrion Managed Fund, a multi-asset fund.
2. For outperformance vs benchmark: The funds benchmark is its multi-asset peer group (similar funds in the market). MoneyMate and Aon Hewitt Multi-Asset Survey 31 March 2017. Source for Outperformance vs Passive: Bloomberg 31 March 2017. Major Passive indices e.g. MSCI AC World TR index.

**Warning: Past performance is not a reliable guide to future performance.**

**Warning: The value of your investment may go down as well as up.**

**Warning: If you invest in this fund you may lose some or all of the money you invest.**

**Warning: This fund may be affected by changes in currency exchange rates.**

# Strong historic performance for medium to long-term investors<sup>1,2,3</sup>

Merrion’s flagship multi-asset fund has a track record going back to 1993<sup>1</sup>. During this time the market has faced many shocks, from September 11th 2001 terrorist attack, to the tech bubble bursting in 2001, to the Global Financial Crisis in 2008/2009 to the European Sovereign Debt Crisis in 2011. In this era of market uncertainty, the fund still delivered strong returns for its investors and is the No 1 performing multi-asset fund in the Irish market over 20 years<sup>2</sup>. The fund’s gross average annual return over any six year period is 8.4%<sup>3</sup> before the deduction of charges and tax. The fund has also generated positive returns in 99.5%<sup>3</sup> of any six year period since inception.

## Summary statistics returns (since inception Oct 1993 - April 2017)<sup>1,2,3</sup>

Average annualised 6 year rolling return:	8.40% p.a.
Percentage of times the 6 year rolling return was greater than 0%	99.5%

1. Flagship multi-asset fund refers to the Merrion Managed Fund. Aviva’s Merrion Multi-Asset 70 Fund invests in the Merrion Managed Fund, a multi-asset fund.
2. Source: MoneyMate 31 March 2017 based on Merrion’ Managed Fund’s 20 year return figure in the MoneyMate Multi-Asset/Managed Fund Survey.
3. Source: Merrion Investment Managers. Based on data from October 1993 - April 2017. Fund performance figures are quoted gross of all charges. Charges and tax will reduce the return you receive. Average annualised 6 year rolling return means the average return the fund achieved over any six year period.

**Warning: Past performance is not a reliable guide to future performance.**



---

# Key risks

## The funds are subject to market fluctuations

The value of the funds is subject to market fluctuations. This could lead to values being adversely and unpredictably affected by various factors including political and economic events. As such, the value of your investments may go down as well as up. Your investment may be subject to significant short-term market fluctuations. The funds are designed for the medium to long-term investor.

## Capital and returns are not guaranteed

The capital and returns on the funds are not guaranteed.

## Currency risk

The funds may invest outside of the eurozone or hold currencies other than euro. So, the value of your investment may fall or rise depending on changes in the exchange rates of currencies to which the funds are exposed.

## Counterparty risk

Losses may occur if an organisation with which the fund manager transacts becomes insolvent or fails to meet its obligations. This risk may be reduced by obtaining assets as collateral from these organisations. These losses will be passed on to the investor.

## These funds may use derivatives

The funds may make use of derivatives and leverage. Where derivatives do not perform as expected, the fund(s) could suffer significant losses.

## Further details of risks

Further details of the risks of investing be found in the understanding risk section of the *Your Investment Options* brochure which can be downloaded on [www.aviva.ie](http://www.aviva.ie).



# More about the funds

<p><b>How to access the fund</b></p>	<p>You can invest in these funds through our range of actively marketed savings, investments, pensions and ARF/AMRF products. The fund is not available through Standard PRSAs.</p>																																
<p><b>Charges</b></p>	<ul style="list-style-type: none"> <li>The annual fund charge is our standard annual fund charge. These charges may be reflected in the fund’s unit price and/or taken by the deduction of units. Talk to your financial broker about the annual fund charges and any other charges that may apply to your product. A charges summary may also be available from your financial broker.</li> <li>The Merrion Multi-Asset Funds may invest in alternative investment funds where a performance related fee may be paid.</li> <li>Where a fund invests in another fund(s), additional charges may apply. These charges may vary depending on the specific investments in each fund. Where these charges are applied, the charges are reflected in the unit price. As a result, the overall charge may be higher than shown in the product documentation.</li> </ul>																																
<p><b>Risk rating (1 June 2017)</b></p>	<table border="0"> <tr> <td><b>Merrion Multi-Asset 30 Fund</b></td> <td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td> </tr> <tr> <td><b>Merrion Multi-Asset 50 Fund</b></td> <td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td> </tr> <tr> <td><b>Merrion Multi-Asset 70 Fund</b></td> <td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td> </tr> <tr> <td></td> <td colspan="3">Very low risk</td> <td></td> <td colspan="3">Very high risk</td> </tr> </table> <p>Please note this is the risk rating of the Aviva funds and not the risk rating of the underlying sub-funds. The risk rating shown is not guaranteed and may change over time. For more information on our risk ratings and the other potential risks of investing, please see the <i>Your Investment Options</i> brochure which is available to download on <a href="http://www.aviva.ie">www.aviva.ie</a> or you can request a copy from your financial broker.</p>	<b>Merrion Multi-Asset 30 Fund</b>	1	2	3	4	5	6	7	<b>Merrion Multi-Asset 50 Fund</b>	1	2	3	4	5	6	7	<b>Merrion Multi-Asset 70 Fund</b>	1	2	3	4	5	6	7		Very low risk				Very high risk		
<b>Merrion Multi-Asset 30 Fund</b>	1	2	3	4	5	6	7																										
<b>Merrion Multi-Asset 50 Fund</b>	1	2	3	4	5	6	7																										
<b>Merrion Multi-Asset 70 Fund</b>	1	2	3	4	5	6	7																										
	Very low risk				Very high risk																												
<p><b>Structure of the funds</b></p>	<p>Aviva’s:</p> <ul style="list-style-type: none"> <li>Merrion Multi-Asset 30 Fund invests in the Merrion Multi-Asset 30 Fund, a sub-fund of the Merrion Investment Trust.</li> <li>Merrion Multi-Asset 50 Fund invests in the Merrion Multi-Asset 50 Fund, a sub-fund of the Merrion Investment Trust.</li> <li>Merrion Multi-Asset 70 Fund invests in the Merrion Managed Fund, a sub-fund of the Merrion Investment Trust.</li> </ul>																																

## Learn more

Get independent advice on your savings, investment or retirement needs. Contact your financial broker today. Don't have a financial broker? Use our geo locator on [www.aviva.ie](http://www.aviva.ie) to find a financial broker near you.

# Glossary

## Active management

An approach to investment where a fund manager actively picks securities, asset classes or collective investment schemes she or he feels are likely to deliver good investment returns.

## Adventurous investor

An investor seeking medium to long-term capital growth through exposure to a portfolio that has a high allocation to return-seeking assets such as equities. This investor is willing to accept more expected risk than the cautious or balanced investor and is willing to accept large fluctuations in the funds value for the potential of higher returns.

## Alternative investment

An investment that is not one of the three traditional asset types (such as equities, bonds and cash). An example of an alternative investment is an absolute return fund or commodities.

## Asset classes

A category of similar types of financial instruments or investments, such as equities, bonds, cash or property.

## Balanced investor

An investor seeking medium to long-term capital growth through a balanced mix between investments that offer potential for growth and investments that are more defensive in nature. This investor is willing to accept more potential risk than the cautious investor but less risk than the adventurous investor.

## Benchmark

A benchmark is a standard against which the performance of a fund can be measured. For example, the fund manager of an Irish equity fund may be benchmarked against the ISEQ index of Irish shares.

## Bonds (fixed income)

A type of 'IOU' issued by governments, public companies or other institutions. The issuer agrees to repay the borrowed amount on an agreed date. Bonds usually pay a fixed interest rate over that time, so the bond holder earns an income from the bond.

## Cautious investor

An investor seeking medium to long-term capital growth but with relatively low appetite for market volatility compared to balanced or adventurous investors.

## Collateral

Financial institutions can ask to temporarily borrow a stock or bond from a fund. In order to borrow the stock or bond, the financial institution must pay a fee and provide collateral to the fund. Collateral refers to an asset or assets given by the borrower to the lender until the loan is repaid. The fund keeps the collateral to secure repayment in case the borrower fails to return the loaned stock or bond. The value of the collateral must be equivalent to or exceed the value of the loaned stock or bond. The borrowed stock or bond is returned to the fund and the collateral is returned to the borrower following the end of the loan period.

## Collective investment schemes

Collective investment schemes pool funds together under one umbrella and then manage them together. Investors pay into the scheme, which then buys assets such as equities or bonds on their behalf. The monetary value of these assets is divided by the number of units issued when the fund is created to give an initial unit value. This value then fluctuates as the underlying assets trade daily and investors put money in or take money out.

## Commodities

Some funds may invest in companies involved in the production and/or exploration of oil, precious metals, and softs (corn, wheat, maize). They may also invest in funds that track the prices of individual commodities.

## Currency hedging

An investment made or strategy implemented to reduce the risk of the funds exposure to non Eurozone currencies.

## Defensive investments

These are asset classes which generally produce lower expected returns but have lower expected risk of capital loss over the medium to long-term. Developed market government bonds and cash are examples of defensive investments.

## Derivatives

Derivatives are financial instruments whose values are linked to the value of an underlying asset or index. Derivatives allow a fund to gain more exposure to the asset and so can result in larger losses due to changes in the value of the underlying assets. Futures, options and swaps are common types of derivatives which are either traded using a specialist exchange (exchange traded derivatives) or between two counterparties without an exchange (over-the-counter derivatives).

## Equities (shares)

A financial instrument that gives the holder part ownership in a company.

## Fund

In a fund, customers' money is pooled with that of other investors. In turn, the fund could invest in anything from company shares to government bonds, property or a mixture of different assets or strategies. A fund manager oversees the fund and makes the decisions about which assets it should hold, in what quantities and when they should be bought and sold.

## Return-seeking investments

These are asset classes which generally produce higher returns but with higher risk of capital loss over the medium to long-term. Equities, alternatives and property are examples of return-seeking investments.

## Index tracking, passive investments

An investment fund that aims to deliver the investment returns of a specific market index, such as the FTSE 100 (which measures the performance of the top 100 companies in the UK by stockmarket capitalisation). Unlike actively managed funds, they don't tend to try to outperform a market index. They also tend to have lower fees and be more transparent.

## Leverage

Leverage occurs when a fund's exposure to underlying assets is greater than the amount invested (using borrowings or financial instruments such as derivatives), resulting in the fund facing greater potential gains and losses than the initial investment.

## Options

A type of derivative providing the holder with the right to buy/sell an underlying financial asset by a certain date at a specific price.

## Property

In the context of property exposure through these multi-asset funds it may be achieved through real estate investment trust (REITs) and property funds.

## Real estate investment trusts (REITs)

A REIT is a company that owns, and in most cases operates, income producing real estate.

## Macro analysis

Macro analysis focuses on how investment performance is affected by factors such as economic growth, interest rates and currency market movements.

## Technical analysis

Technical analysis involves the examination of asset price movements to identify trends and the timing of entering and exiting an investment, as well as consideration of factors such as market volatility and investor sentiment indicators.

## Valuation analysis

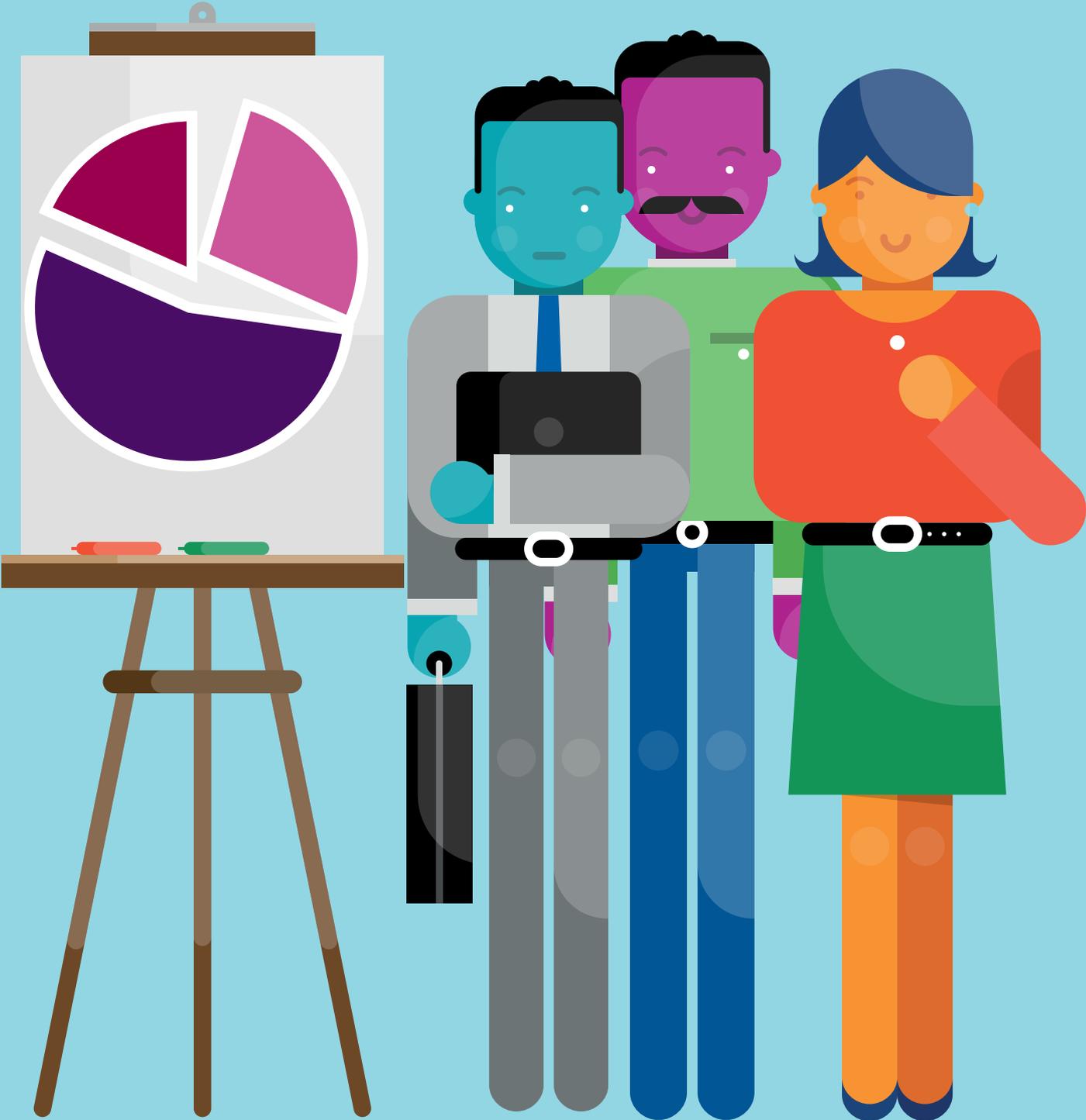
Valuation analysis is the estimation of how much assets are worth relative to each other and relative to historical measures of value, and how much assets are worth in absolute terms.

**Warning: Past performance is not a reliable guide to future performance.**

**Warning: The value of your investment may go down as well as up.**

**Warning: If you invest in this fund you may lose some or all of the money you invest.**

**Warning: This fund may be affected by changes in currency exchange rates.**





**Merrion Capital Investment Managers Ltd** (Trading as Merrion Investment Managers) is regulated by the Central Bank of Ireland.

**Aviva Life & Pensions UK Limited**, trading as Aviva Life & Pensions Ireland, is authorised by the Prudential Regulation Authority in the UK and is regulated by the Central Bank of Ireland for conduct of business rules.

**Aviva Life & Pensions UK Limited**, trading as Aviva Life & Pensions Ireland, is also regulated in the UK: by the Prudential Regulation Authority for prudential rules and, to a limited extent, by the Financial Conduct Authority for applicable UK conduct rules. Registered Branch Office in Ireland (No 906464) at One Park Place, Hatch Street, Dublin 2.

Tel (01) 898 7000 Web [www.aviva.ie](http://www.aviva.ie) Registered in England (3253947) at Wellington Row, York, YO90 1WR.