

# Retirement Planning Guide

*Individuals living in Switzerland*



**A simple fact that is hard  
to learn is that the time  
to save money is when  
you have some**



**Joe Moore**  
*Politician*





Founded in 2003 by Chris Marriott, Blackden Financial is a Swiss-based Financial Planning firm offering cross-border independent advice to international clients and their families.

We believe that everyone, no matter what their stage of life, can benefit from Lifestyle Financial Planning. Throughout your life, your needs and aspirations, as well as your income, assets and outgoings will change and no financial position remains static for long.

Our role as financial planners requires a broad level of understanding of a wide range of financial, legal and tax matters, especially in a world where so many individuals have investments, pensions and property in more than one country.

Due to our extensive knowledge and experience of working with and advising on the financial needs of international clients, we

have been selected as partners or advisors to a number of international organizations in Switzerland, including UNFCU Advisors, IFRC (International Federation of Red Cross & Red Crescent), GAVI and others.

In addition, we are a member of the Swiss Mobility Circle, an organisation which specialises in 360 degree coverage of expats needs, across the widest range of matters, including tax and legal advice, Swiss insurance, relocation services and a range of related services.

We also provide a financial planning service for US expats. Due to the specific tax reporting requirements for US nationals, it is essential to provide a co-ordinated solution, covering tax, asset management and financial planning. Our experienced financial planners work together with US qualified tax advisors and SEC licensed fund managers to provide a comprehensive individually tailored service to the US community abroad.

## What makes us different?

### ▮ TRUST

We have a seasoned team of qualified advisors, highly experienced in financial planning and broader commercial markets and sectors.

### ▮ TAILORED SERVICES

Since everyone's needs are different, we develop a comprehensive and individually tailored financial report.

### ▮ PROCESS

Our services are underpinned by a disciplined, rigorous approach, including Investment Risk Profiling and Lifetime Cashflow Analysis.

# How we work with you

We offer an extensive range of financial planning services which include advice on investments, retirement planning, estate planning, property finance and currency exchange.

## THE PROCESS CONSISTS OF SIX KEY STEPS



# Lifetime Financial Planning

**Lifetime Financial Planning is a process which enables you to take control of your finances and use them to move positively towards your stated objectives in life.**

It should be developed based on financial figures, time frames and an accurate assessment of your expectations and attitude towards risk.

Having a financial plan will provide you with many benefits:

- It helps you to clarify and understand your current financial situation.
- It sets a framework and timing for the decisions you should make, both financially and personally.
- It allows you to develop a long-term strategy for your investments, minimising the risks from market fluctuations.
- It helps you to understand the timeline in which you may need liquidity, for example for the purchase of a house or the college tuition for one of your children.
- It helps you anticipate unforeseen financial problems, such as unexpected periods of unemployment, or ill health.

## Your Financial Plan

Having a clear understanding of your current financial position is of course essential, however, on its own this is often inadequate when you start to develop an accurate Lifetime Financial Plan.

Working closely with you, your financial planner at Blackden Financial can help you to define your personal goals and, based on the information discussed, will help to tailor a Financial Plan to your individual requirements. The proposals made may cover one single financial aim, such as planning for an early retirement, or a broader range of financial matters, including regular

savings out of income, retirement planning, tax reduction strategies, estate planning, insurance or an overall risk and investment review.

Our Financial Plans will include Lifetime Cashflow Forecasting, a proven system which will, based on certain current and future financial parameters, allow you to look into your financial future and understand the path you need to take to reach your goals. We use cutting-edge software to run multiple alternatives for certain levels of risk (Monte Carlo Simulations) and project different potential scenarios for your future.



**Review your  
Lifetime Financial  
Plan regularly**

# Retirement Planning

**Whilst our vision of retirement will often differ, many of us share the same essential challenge; a drop in our income levels when compared to our previous earnings, with the risk of a corresponding fall in our standard of living.**

As studies of behavioural finance show however, many investors are often overly optimistic about potential outcomes. This tendency, when coupled with an inclination to procrastinate, especially when our lives and careers are progressing well, can have major long term repercussions.

It is essential therefore, that we regularly ask ourselves a number of key questions if we are to keep our retirement strategy on track:

## How long am I going to live?

If we knew the answer to this question, planning for our retirement would be much easier. We are living longer today than at any other time in history, and with continuous advancements in health care, life expectancy is predicted to continue increasing. According to the World Economic Forum (WEF), the population of over-65s will rise from about 600m in 2017 to 2.1bn by 2050.

This is happening at the same time that state pension systems in most advanced countries, which were designed to fund retirement for around 15 years per individual, are facing enormous pressure on their budgets, creating an ever increasing funding problem, as fewer people are entering the work force, yet more people leave. The only sustainable solution is a combination of higher taxes and / or reduced state pension benefits.

## How much money will I need in retirement?

The Global Savings Gap – the difference

between what has been set aside set aside for retirement compared to what it is estimated to be needed – will, according to data from the WEF, balloon from \$70tn in 2015, to over \$400tn by the year 2050.

With this background of mounting pressure on state pension systems globally, it is more important than ever to consider whether you have a Savings Gap, and if so what to do about it.

This requires an analysis of your current financial situation, understanding your future needs, and then working out the financial requirements to achieve them.

When deciding 'how much is enough' in retirement, it is important to be realistic, taking consideration not only of your capacity to build capital, but also understanding what level of return to expect for your given investment risk profile. The best approach is to analyse this by means of a personal Cashflow Forecast, working with your Financial Planner.

It is only when you have a clear idea of the path ahead, and how steep it is, that you can make a clear decision. This may involve adjusting your retirement date, or your planned expenditure, or a combination of both.

In essence, if planned early enough, early retirement remains a possibility. Enjoying quality time with your friends and family is the main goal of any retirement strategy.

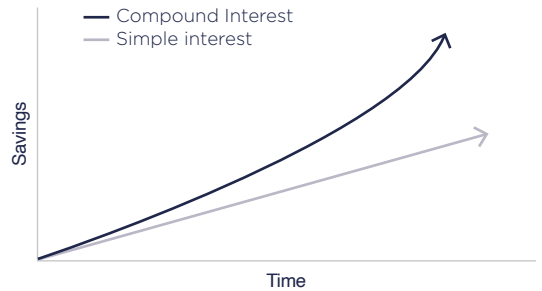
### When should I start planning for retirement?

The short answer to this question is the sooner, the better. Albert Einstein famously said... *“Compound Interest is the eighth wonder of the world. He who understands it benefits from it. He who does not, pays for it”.*

If you start planning early enough it's both easier financially and also involves less risk, since time is the greatest diluter of risk in most asset classes. Leaving planning to a few years before retirement will reduce your flexibility and the number of options available. The advantages of long-term investing, such as benefitting from compound interest or risk-protection from market fluctuations, are an essential part of a successful retirement plan.

### What are the best ways to save for retirement?

How to save for retirement depends on a number of factors; these may include your time frame, tax status, current pension and investment provision as well as your planned country of retirement.



**Prepare for the retirement you deserve**

# Swiss Pension Pillar System

Switzerland has one of the most advanced pension systems in the world, based on what is termed the Three Pillars System. The aim of this is to provide you with a combination of annuity and lump-sum payments when you retire, as follows:

## 1<sup>st</sup> Pillar - State Pension

Designed to cover your basic living expenses in retirement.

## 2<sup>nd</sup> Pillar - Occupational Pension

A defined contribution pension funded in part by your employer, aiming to cover around 70% of your current income (assuming a lifetime of contributions).

## 3<sup>rd</sup> Pillar - Private Retirement Savings

A voluntary savings solution which aims to reduce the savings gap between your desired income and what you would perceive from the combination of the 1<sup>st</sup> and 2<sup>nd</sup> pillars

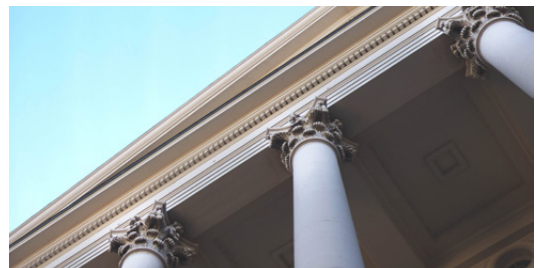
with additional voluntary financial solutions, if you want to maintain your life standards

If your salary is high, you may find that there is a significant gap between your current income and your future pension, so you should plan ahead if you want to minimize this shortfall.

It is therefore crucial that you analyse your personal situation and understand the implications of each decision. Two key points to remember are those of flexibility and accessibility. Whilst tax efficiency is important, the tail should not wag the dog, which in this respect means you should ensure adequate liquidity in your finances.

| Pillar 1                                      | Pillar 2   | Pillar 3   |
|---|--|--|
| State Pension                                 | Occupational Pension   | Private Retirement Savings   |
| AVS / AHV<br>Old-age and survivor's Insurance | LPP / BVG<br>Federal Law on Occupational Retirement, Survivors' and Disability Plans | 3a<br>Restricted Pension Plan<br><br>3b<br>Unrestricted Pension Plan |

An experienced Financial Planner can help you clarify your retirement goals and explain to you the pros and cons between the range of savings options available.



Under certain conditions, the 2<sup>nd</sup> and 3<sup>rd</sup> pillar funds can be accessed sooner than retirement, which makes the three pillar system a savings scheme with tax benefits and still a certain level of flexibility.

Nevertheless, if you have an ambitious retirement plan or a high salary, it is quite conceivable that you may want to complement the three pillar system

### > A QUESTION TO ASK YOURSELF:

Am I taking full advantage of the 3 Pillar System in order to maintain my standard of living when I retire?



# 1<sup>st</sup> Pillar

**The 1<sup>st</sup> Pillar is the pension provided by the state. Its purpose is to provide you with a source of revenue to cover your basic financial needs.**

## How much are your contributions?

Retirement (OASI), disability (DI), income compensation (IC), and unemployment contributions are deducted from your salary. The obligation to pay contributions ends when the person retires (women age 64/men age 65).

You will contribute with a percentage of the gross salary. The employee and the employer each pay half of the total contribution, i.e. 4.2 % for the AHV contribution.

| English | French | German | Contribution        | Rates |
|---------|--------|--------|---------------------|-------|
| OASI    | AVS    | AHV    | Retirement          | 8.40% |
| DI      | AI     | IV     | Disability          | 1.40% |
| IC      | APG    | EO     | Income Compensation | 0.45% |

## How much will you receive?

The state pension is always received as an annuity. It doesn't have a transfer value, so it can never be withdrawn as a lump-sum. The amount of your pension is based on your earnings, the years contributed, and the credits you received from periods spent raising children or caring dependents.

## The level of your income

Your level of contributions will be considered when calculating your pension allowance.

The yearly pension you'll receive will be between the minimum and maximum set by law. Currently, minimum is up to CHF14,100 per year. This is what you would receive if you retire contributing with less than CHF21,150 per year. Then, there's

a linear zone up until a salary of 84,600 CHF per year, which is the maximum, and will entitle you to CHF28,200.

## Number of years contributed

You should contribute for at least 12 months.

For the maximum allowance, men should contribute for 44 years and women for 43 years.

If you don't contribute for this long, the amount is prorated based on the years you have contributed.

If you decide to retire early, you should continue paying AHV/IV/EO contributions until you reach your standard retirement age.

## Your marital status

### • Individual Pension

The maximum pension for a single person can't exceed twice the minimum pension.

| Individuals |            |
|-------------|------------|
| Minimum     | CHF 14,100 |
| Maximum     | CHF 28,200 |

### • Married Couple's Pension

Each partner receives an old-age or disability pension equivalent to half the amount of their combined income. The total of both individual pensions can't exceed 150% of the maximum pension. If this amount is exceeded, both individual pensions are reduced accordingly.

| Married Couples |            |
|-----------------|------------|
| Minimum         | CHF 28,200 |
| Maximum         | CHF 42,300 |

## The number of credits

Under certain conditions you could gain additional “contribution periods”, defined as credits, for the years in which you participated in educational and care activities.

### · Education Credits

Education credits are applied if you have been responsible for children under 16. The credits will be attributed by the number of years, but it's independent of the number of children.

### · Care Credits

Persons who look after relatives with moderate to severe disabilities are eligible for care credits.

Education and care credits will increase the average annual income, which warrants a higher pension. If, in a particular period, a person is entitled to both education and care credits, only the education credits will be applied.

## When can you receive your pension?

For men, retirement age is currently 65 and for women, it is 64.

You can choose to retire up to 2 years before reaching the regular retirement age, but the pension will be reduced by 6.8 % for each year of early retirement. However, you could also defer it by a maximum of 5 years. The deferral will increase the pension allowance from 5.2% for 1 year up to 31.5% for the 5 years.

If you retire early, you still should continue making contributions to the 1<sup>st</sup> pillar until you reach your regular retirement age.

### Adjustment for inflation

Pensions are adjusted every 2 years.

The increase is calculated using 50% of the nominal salary index, calculated by the Federal Statistical Office, and 50% of the Swiss consumer price index.

### > IF YOU ARE AN EXPAT... TO WHICH SOCIAL SECURITY SYSTEM MUST YOU CONTRIBUTE?

Citizens from countries in the European Union (EU), the European Free Trade Association (EFTA), and some other countries (such as Australia, Canada, Japan, USA, Israel, Macedonia, Croatia, Philippines, Bosnia and Herzegovina, Serbia, Montenegro, and Uruguay) are covered by a bilateral social security agreement with Switzerland. Pension payments will be received when you reach the Swiss retirement age, but no refunds or fund transfers are allowed.

As a general rule, if you work in only one country, you only pay into the social security system of that country.

More info about the 1st Pillar:  
[OASI/DI Information Center](#)



OASI pension estimate online:  
[AHV / AVS ESCAL](#)



**The 1<sup>st</sup> Pillar  
aims to cover  
the basic cost  
of living**

# 2<sup>nd</sup> Pillar

Your 2<sup>nd</sup> Pillar (BVG in German and LPP in French) is a defined contribution occupational pension. If you are employed in Switzerland, older than 24, and your annual salary is higher than CHF 21,150, then you must be insured by your employer.

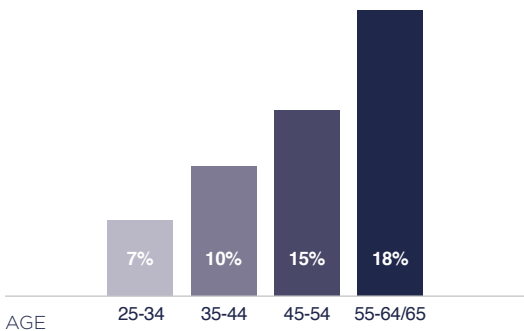
As with the 1<sup>st</sup> pillar, your future benefits, when you can access them, and your level of contributions will depend on many different factors.

### How much are your contributions?

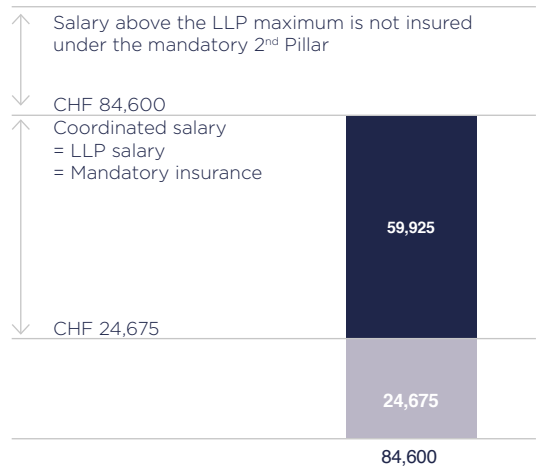
Your contributions are a percentage of your insured salary based on your age.

Your mandatory insured salary is the difference between your current salary and 7/8 of the 1st pillar maximum yearly salary (7/8 of CHF 28,100 = CHF 24,675). This means, your insured salary will be your gross salary minus CHF 24,675.

Thereafter the rate increases with age from 7% to 18% p/a of the insured salary. For the mandatory insured salary, your employer must at least match your contribution.



If your salary is greater than CHF 84,600 per year, your employer often provide benefits with a much higher ceiling of contributions, although this is neither automatic nor legally required. These contributions are known as ‘extra mandatory’ contributions, ‘Sur Obligatoire’ in French.



### Voluntary purchases

Voluntary purchases, (also known as ‘Rachat’, or ‘buybacks’), into your 2<sup>nd</sup> pillar are often an attractive savings option when you are closer to retirement age. They are tax-deductible (within contributory limits) and, under certain conditions, they offer certain flexibility if you want to access the money before retirement, e.g. for buying a home.

By working for longer and at a higher income, you

are able to execute a greater number of voluntary purchases and your tax reliefs are therefore greater. Switzerland has a progressive tax system, which means that low incomes are taxed with low rates, whereas higher incomes are subject to progressively higher levels of tax.

It is important to note that it is only possible to buy into your pension fund if there is a pension shortfall. Shortfalls occur when you have a break in your career for, for example, raising your children, study, or simply long holidays. It also applies if, as is often the case for an expat arriving in Switzerland mid-career, you have previously worked abroad for a number of years. In addition, salary increases also entitle you to higher levels of contributions, as the difference between the previous and current salary will result in a natural shortfall, which can be compensated through voluntary purchases throughout different years. You should receive your personal pension statement on a yearly basis and, in this document, you can review the potential contributions to which you are entitled.

If you are considering early retirement, this is one of the options that you might contemplate. If you do it in advance, you should ideally spread your voluntary purchases across several periods in order to maximize the impact on your tax burden.

If you get divorced, the assets are divided so the partner with the highest pension typically sees their pension reduced. In this case, this regression in the pension benefits can be topped up to the amount before the divorce by making a tax-privileged purchase.

Typically, voluntary purchases belong to the non-compulsory (extra mandatory) portion of your pension assets, which receive a lower rate of interest than the compulsory (mandatory) portion. Moreover, the conversion rate used to calculate the pension is lower for non-compulsory assets than

for compulsory assets.

If you have a pension from a previous employer (known as a vested benefits account) that you have not merged with your current employer's pension fund, it is still classed as pension assets and will be considered when calculating your limits for voluntary purchases.

#### > IMPORTANT

your additional voluntary contributions cannot be accessed within three years of being paid in, so if you plan to take a lump-sum in its entirety, you should finalise making any additional contributions into your pension plan at least three years before you retire.

#### How much will you receive?

Every year, you will receive a pension fund certificate with details about your funds accumulated both as mandatory and extra-mandatory benefits. This document contains the current value of your savings, projections, your future alternatives to access the funds as annuities or a lump sum, and further details depending on your personal situation.

If you want to divide your pension pot into annuities and a lump sum, the conversion rate for the mandatory portion is currently 6.8%. This means 6.8% is the factor which determines how much per year you receive from the part of the lump sum that you want to convert into an annuity. For example, CHF 100.000 would give you an annuity of CHF 6.800 per year.

Pension assets are exempt from wealth tax and any interest is exempt from income tax.

#### When can you access the funds?

As usual, the standard retirement age is 65 for men and 64 for women. Under certain conditions, you

may be able to access your voluntary and non-voluntary contributions before retirement age but, generally, never before age 58.

Any funds withdrawn before retirement age for the purchase of a home must be paid back before tax-privileged voluntary purchases can be made. The best solution is often to not invest your retirement assets in the purchase of a home, but instead to pledge them and retain your pension plan's flexibility.

### In the case of death: spouse's pension

In case of death, your partner is entitled to 60 % of your retirement pension.

Your partner will be eligible for a surviving spouse's pension only if he or she has:

- Responsibility to provide support for children, or
- Reached at least age 45 and your marriage lasted at least 5 years.

In all other cases, a spouse is entitled to a lump sum of three annual pension payments.

Registered same-sex partnerships are treated the same as spouses, but not co-habitants.

### > IF YOU ARE AN EXPAT...

If you are moving to an EU/EFTA country, the mandatory element of your Pillar 2 benefits cannot be withdrawn. In this situation, the money in your Pillar 2 is deposited in a vested benefit account and will be paid when reaching retirement age.

However, if you are moving to a country outside of the EU/EFTA, all funds in the Pillar 2 can be withdrawn. This is your "libre passage".

### How will you withdraw your 2<sup>nd</sup> pillar? Annuity or a lump sum?

This is one of the most sensitive decisions you will have to make in your retirement plan. You have three alternatives for withdrawing your pension:

1. An annuity (monthly pension).
  2. Capital withdrawals.
  3. A combination of the two options above.
- To summarise; What is clear is that there are many advantages and disadvantages in each scenario, so be sure of analysing your specific circumstances in detail before making any decision. For more specific guidelines on how to approach this important decision, see the specific section about annuity or Lump sum options.

**The 2<sup>nd</sup> pillar offers tax optimisation possibilities**



# 3<sup>rd</sup> Pillar

**Typically, the 1<sup>st</sup> and 2<sup>nd</sup> Pillars combined will not meet your future income needs after retirement. Pillar 3 allows you to save money efficiently and bridge the savings gap for retirement.**

Pillar 3 is divided into Pillar 3a (restricted) and Pillar 3b (unrestricted).

Payments are voluntary, the key benefit is that you'll save on taxes with Pillar 3a because you can deduct the contributions from your taxable income.

## 3a - Restricted pension plan

### Why should you invest in Pillar 3a?

The main advantage of Pillar 3a is its tax relief. How much you save depends on your contributions, income, marital status, number of children and retirement plan. If you are employed, you can pay up to CHF 6,826 into your 3<sup>rd</sup> Pillar each year.

### Self Employed

For those who are self employed in Switzerland (independent status), the system is somewhat different. Here, whilst you are entitled to establish a second pillar plan for yourself, for the third pillar you may contribute up to 20% of your annual earned (taxable) income, with a maximum level of CHF34'128 (2019). Please note this applies only to those without an active occupational (second pillar) pension scheme.

### When can you gain access to your Pillar 3a?

You can withdraw your 3a retirement savings from between 5 years before retirement age to 5 years after. If you continue working after the standard age of retirement, you can also delay withdrawing your savings from the 3a pillar fund (still, until up to 5 years after retirement age).

When making withdrawals, your savings are taxed at a reduced rate.

Under certain situations, it is possible to make a withdrawal before retirement age, for example, when:

1. You leave Switzerland
2. You get a mortgage for your own home
3. You become self-employed
4. You receive a full Swiss disability insurance pension
5. You want to transfer the fund into another pension fund

### How many 3<sup>rd</sup> Pillar funds should you have?

You can open many different 3a funds; so far there is no limit. It helps you access your savings through different time periods, which could be beneficial in a number of ways. This tactic allows you to have more flexible withdrawals while saving on taxes because tax rates are progressive, meaning that if withdrawals are smaller, less tax is payable.

### Should you choose a bank or an insurance company?

With either a bank or an insurance company, your 3<sup>rd</sup> Pillar is frozen until retirement and tax offices do not differentiate between bank and insurance solutions.

### Insurance Solution

A Pillar 3a account with an insurance company often combines savings with an insurance policy.

You not only pay savings contributions for your pension, but also premiums for risk coverage for disability or death. Frequently, a waiver of premiums in the event of disability is also included, so the insurance company will contribute to your Pillar 3a if you become unable to work. This affects the cost of your premiums and your Pillar 3a fun will be lower on retirement than with a 3a solution without risk coverage. In addition, insurance policies often expire at the same time as your retirement date.

### Bank Solutions

Banks do not include risk coverage and are more flexible with contributions, which means that you can contribute with different amounts each year. You can take out independent insurance if you want to be protected in case of disability or death, as with the insurance companies.

| Bank  | Insurance   |
|---|---|
| PROS  |   |
| <ul style="list-style-type: none"> <li>· Flexible contributions</li> <li>· Flexible withdrawal dates</li> <li>· Easier to use towards home ownership</li> </ul> | <ul style="list-style-type: none"> <li>· Coverage of premiums in the event of disability</li> <li>· Lump-sum death benefit</li> </ul>   |
| CONS  |   |
| <ul style="list-style-type: none"> <li>· No insurance coverage</li> </ul>   | <ul style="list-style-type: none"> <li>· Limited flexibility on contributions</li> <li>· Reduced surrender value on premature cancellation or reduction of the policy</li> <li>· Cancellation and transfer to another 3a foundation is associated with significant costs</li> </ul> |

### > DID YOU KNOW...

Under certain conditions, you can use your 3<sup>rd</sup> Pillar to finance renovations and refurbishments for an owner-occupied property in Switzerland.

#### Beneficiaries in the event of death

If you die intestate (without a valid will), statutorily beneficiaries will be:

1. Your spouse
2. Your direct descendants

In some cases, persons who were supported by the descendants, or the person with whom the decedent lived in a domestic partnership for the last 5 years prior to death, or who is responsible for supporting joint children.

3. Your parents
4. Your siblings

#### 3b - Unrestricted pension plan 3b

Pillar 3b is a category of different private retirement savings funds which are not tax-privileged. This category includes:

- 3b retirement funds
- 3b retirement accounts
- 3b life insurance policies

There is no limit on how much can be contributed to 3b retirement savings or to withdrawals of 3b assets, but they are not tax deductible so it's a very inefficient solution for most individuals.

Under certain conditions, Pillar 3b solutions can be held by individuals who do not reside in Switzerland.



**Closing the savings gap. Is it enough?**

# Pension or Lump-sum?

**In most retirement strategies, you take both a lump-sum and annuities. The key is working out the ideal combination, which depends on your individual income and assets.**

A conservative approach would be to have your daily needs covered by an annuity and to use any additional amount received as a lump-sum to for specific needs and expenses.

## What factors will tip the balance towards an annuity?

- If you are married (even more if your partner is a lot younger).
- If the amount you need in retirement doesn't fluctuate much.
- If you plan to take early retirement.
- If you are risk-averse and sceptical of market fluctuations.

## What factors should you consider for taking the lump-sum payment?

- If you are not married.
- If you wish your retirement savings to be bequeathed.
- If you feel comfortable making investments after retirement.
- If your health is not particularly robust.
- If you plan to continue working after the standard retirement age.

If you are you married and both of you have pension plans, in certain cases, a strategy you could consider is drawing a pension from one partner and taking the lump sum from the other.

### > DO NOT FORGET: NOTICE PERIOD

Many pension funds require a notification period of up to three years for a lump-sum withdrawal, so start thinking early about your requirements and the best combination of an annuity with a lump-sum.



**Annuity or Lump-sum:  
How to find the right balance?**



# Questionnaire

Effective retirement planning is essential to succeed in any Lifetime Financial Plan. The following questions may help you begin the process yourself:

| THE BIG PICTURE   |                                     |
|---|-------------------------------------|
| Standard retirement age:  | Desired retirement age:             |
| Years remaining until your desired retirement age:  |                                     |
| Current country of residence:   | Country of residence in retirement: |
| <b>What does retirement look like to you?</b><br><i>Describe your routine, activities, hobbies, etc.</i>                    |                                     |
|   |                                     |
| SOURCES OF INCOME IN RETIREMENT   |                                     |
| Are your savings and different sources of income in the same currency?  |                                     |
| <b>1<sup>st</sup> Pillar</b><br><i>Projected income capital</i>   |                                     |
| <b>2<sup>nd</sup> Pillar</b><br><i>Projected capital</i>  |                                     |
| <b>Annuity, Lump-sum or both?</b>   |                                     |
| <b>3<sup>rd</sup> Pillar</b><br><i>Projected capital</i>  |                                     |
| <b>How should you fund for this, one or multiple 3a savings accounts?</b>   |                                     |
| <b>Savings Plan:</b><br><i>Projected capital</i>  |                                     |
| <b>Other Investments:</b>   |                                     |
|   |                                     |
| EXPENSES IN RETIREMENT  |                                     |
| <b>Estimated regular spending per month:</b><br><i>Housing, utilities, transportation, health care, food, leisure, etc.</i> |                                     |
|   |                                     |
| <b>Extraordinary expenses:</b><br><i>School fees for your grandchildren, holidays, gifts, etc.</i>                          |                                     |
|   |                                     |

# How to choose a Financial Planner?

**Financial Planners help you take control of your finances and use them to move positively towards your stated objectives. There are many aspects you should consider before choosing a professional to help you manage your finances.**

## The firm should be reliable

1. It is regulated locally, and the financial planners are professionally qualified.
2. It has an extensive background in providing financial advice.
3. It has experience and expertise in dealing with international and cross-border asset management.
4. It is easy to find information about the company via reliable sources, and its advisors are listed in professional directories and platforms such as LinkedIn.
5. It has an office you can visit and an identifiable back office team.

## Professionalism and network

6. It has partnerships with international organizations and local firms which provide specialised services related to Financial Planning.

## Transparency and ethics

7. It provides transparent and clear terms of business.
8. It provides all the advice detailed in writing in a Financial Report.
9. It provides you with written and comprehensive confirmation of all fees and charges that you will be expected to pay, either initially or in the future.

## Financial Planning Services

10. Your Financial Plan is based on proven systems (e.g. Lifetime Cashflow Forecasting) which provide accurate information such as financial projections for different scenarios.
11. Your Financial Plan goes beyond investment advice and provides a complete vision of your different financial circumstances in areas such as savings, property finance, estate planning, etc.
12. Your Financial Plan focuses on efficient and low-cost financial solutions.
13. Your investment strategy is designed according to your specific circumstances, considering your investment objectives, time horizon, risk profile, cashflow needs, and further factors specific to you.
14. Your Financial Plan (including investment strategy) is reviewed as often as necessary, as your personal situation and investment goals might change.

In Blackden Financial, we combine qualified in-house and outsourced professional investment management with personalised, one-on-one advice for each individual.

# Our Partners

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We consider our key partners to be an extension of our own team. Together, we are able to cover every angle of your financial planning strategy - especially when you are an expat and require a high level of specialisation in different financial disciplines.

Swiss Mobility Circle is an organisation that offers SMEs, multinationals, international federations and organisations access to a broad range of highly qualified and experienced professionals, recognised as leaders in their field and experts in their respective area of international mobility.



In 2015 we were selected as the exclusive partner in Switzerland of UNFCU Advisors, a wholly owned subsidiary of the United Nations Federal Credit Union, to offer our Financial Planning Service to its members in Geneva and elsewhere.

In 2017 we were selected by GAVI Alliance to advise their members on their Long-Term Savings (Pension) scheme.

# Regulatory Framework

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The Manager is licensed by FINMA (Swiss Financial Market Supervisory Authority) as an independent portfolio manager under the Financial Institution Act (FinIA). The Manager is subject to the supervision of the following supervisory body – OSIF <https://osif.ch/>



INTERNATIONAL PERSPECTIVE, INDEPENDENT ADVICE

**Helping you plan  
for tomorrow... today.**



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This guide is based on Blackden Financial's understanding of current legislation and is intended for general guidance only and does not constitute a recommendation for investment. No liability can be accepted for any change of interpretation or practice relating to any tax or legislative measure or the introduction of any new measures that may affect this document. Investments involve risk and unless otherwise stated, are not guaranteed. The value of your investments can go down as well as up and past performance is no guarantee of future performance.

Be sure to first consult with a qualified financial adviser and / or tax professional before implementing any strategy.

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