

Press release - Geneva, March 2022

The digital pension platform lemania - pension hub aims to expand its activities among financial intermediaries towards the German-speaking part of Switzerland

The first 100% digital B2B pension platform integrating a collective and multi-managers umbrella funds BVV2 has made its first assessment after three years of existence:

- **More than CHF 450 million in asset under management or administration**
- **Opening of the platform for German-speaking financial intermediaries**
- **Governance is structured along three axes**
- **Best Investment Platform at the WealthBriefing Swiss Awards 2022**

Three years of growth

Incubated at the initiative of the Geneva private Banker Gonet & Cie SA in 2018, with the support of the Mirabaud Group, at a time when the pension field is booming, *lemania - pension hub* has already achieved its goal: it has become the first open platform in Switzerland to bring together leading providers from the pension and financial sectors.

With over CHF 450 million in assets, the platform has chosen the Pictet Group as fund manager and custodian for its dedicated fund umbrella (*lemania - pension fund*). Collective management is delegated to Gonet & Cie and the Mirabaud Group. In addition, 18 open-architecture investment funds have been integrated since the launch, allowing pension institutions to offer a free choice of strategy.

The platform has also developed its governance around three areas, namely investments, marketing and business development, under the supervision of three specialists with extensive experience in the field. This governance meets the standards of independence, transparency, rigor and best practices that are essential in the field of private pensions.

« Best Investment Platform 2022 »

lemania-pension hub was envisioned by the 3 hereby foundations operating in the Swiss pension industry: the private pension Foundation FRPI (Fondation Romande en Faveur de la Prévoyance Individuelle), the vested benefits Foundation FLLP and the extra mandatory Foundation FCDE (Fondation pour Cadres et Dirigeants d'Entreprises). The collective foundation for Aromed – (Association Romande de Médecins) - and the foundation of Groupe Mutuel Prévoyance- GMP joined the hub at its launch. In 2021, the Vaudoise Assurances joined the platform with a life insurance product with a dedicated digital access

Today, the platform is the first pension provider in French-speaking Switzerland to offer a complete range of solutions to brokers and asset managers in the context of their occupational and private pension activities. It allows their clients to develop their retirement savings on the basis of an open investment fund structure via an easy-to-use 100% digital interface. The development of these automated processes, such as the comparison of the performance of the funds offered, digital



onboarding and tax planning, was supported by service providers such as Performance Watcher, Id4 and TaxWare.

lemania - pension hub was named "Best Investment Platform" at the WealthBriefing Swiss Awards on February 4. Nicolas Gonet, CEO of Banque Gonet & Cie SA, which acted as incubator and architect of the *lemania - pension hub*, said "This accolade from within the industry honours a unique initiative in the Swiss pensions and investment sector, it embodies our unwavering focus on clients' needs, which we address through innovative solutions in sync with the latest advances within our industry."

Opening towards the German-speaking part of Switzerland

Initially, *lemania - pension hub* has opted for regional development, focusing on the French-speaking market in a context that usually tends to converge towards Zurich. Positioning itself as an intermediary for asset managers and wealth managers active in pension funds, the platform meets a growing need in Switzerland for all players in this market. It now intends to develop its B2B platform for asset advisors and wealth managers active in German-speaking Switzerland.

The growth dynamic will therefore continue in 2022 for *lemania - pension hub*, in an ever-changing pension market. Alexandre Michellod, Chairman of the Board of *lemania - pension hub* confirms: "We are fully in line with our initial growth objectives. Indeed, we planned to reach 1 billion Swiss francs under administration or management by 2026, and we are now halfway there with more than 450 million. We also aim to offer our services to financial intermediaries in german part of Switzerland.



We are very excited to announce that this year, **Gonet & Cie SA** has been recognised in **The Ninth Annual WealthBriefing Swiss Awards 2022** in the following category:

- INVESTMENT MANAGEMENT PLATFORM



About *lemania - pension hub*

As an one stop shop for wealth managers, *lemania - pension hub* operate as a pool of private pension providers. *lemania-pension hub* was envisioned by the 3 hereby foundations operating in the Swiss pension industry: the private pension Foundation FRPI (Fondation Romande en Faveur de la Prévoyance Individuelle), the vested benefits Foundation FLLP and the extra mandatory Foundation FCDE (Fondation pour Cadres et Dirigeants d'Entreprises). The collective foundation for Aromed (Association Romande de Médecins) and the foundation of Groupe Mutuel Prévoyance-GMP joined the hub at its launch. In 2021, the Vaudoise Assurances joined the platform with a life insurance product with a dedicated digital access. In 2019, *lemania - pension hub* was the first pension provider in Switzerland to offer brokers and financial intermediaries a 100% digital client onboarding.

In a nutshell,

- 1 dedicated umbrella fund, *lemania - pension fund*;
- 3 foundations dedicated to private pension schemes (FLLP/FRPI/FCDE);
- 1 major insurance company partner (Vaudoise Assurances);
- 2 institutional partners composed of the private bankers Gonet & Cie SA and the Mirabaud Group;
- 4 occupational and individual pension solutions (*LemaniaPLP*, *Lemania3a*, *Lemania1e*, *Lemaniaduoflex*);
- 18 mutual funds available for professional private investors;
- 3 technological partners for digital data management, analysis process and performance comparison (ID4, Taxware, Performance Watcher).

Press contact

Marielle Morerod
mm@panemax.com – Tél.+41 79 607 93 92