

To the press and whom it may concern

March 23, 2023
The Investment Trusts Association, Japan

**Questionnaire Survey on Investment Trusts
(Pre-senior/Senior Survey)**
**Economic anxieties for post-retirement life tend to be higher among the
pre-senior generation (people in their 50s).**
**Amid the growing importance of public pension plans, the level of
satisfaction with savings is low.**

The Investment Trusts Association, Japan (address: 2-1, Nihonbashi-kabutocho, Chuo-ku, Tokyo; Chairperson: Hiroshi Matsutani) revamped the content of the previously conducted questionnaire of people in their 60s or more, and newly conducted a survey of 3,000 male and female individuals aged 50 to 79 across Japan on the actual situation, attitudes, etc. concerning life and asset building in retirement.

General overview of survey results

[Feeling of economic security and valued schemes]

- The percentage of those who replied that they have a feeling of economic security was low at 25.7% overall. However, the younger the age group is, the more a feeling of economic insecurity tends to gradually increase. In addition, the percentage of those who replied “Have very much” a feeling of economic security was low at 4.2% of the total. (Page 53 of the report)
- The higher the age group is, the more they tend to value public pension plans such as employees pension and national pension plans as asset building for post-retirement life. On the other hand, pre-senior people tend to also put importance on iDeCo and Tsumitate NISA (installment NISA). (Page 43 of the report)

[Level of satisfaction with savings and age of starting asset building]

- The percentage of those who feel that they could save a satisfactory amount of money was low at 13.7% overall. Few people have got satisfaction through savings in any generations. (Page 40 of the report)
- The age at which people should start asset building is earlier than the age at which they started asset building. The survey indicated that even those who worked on asset building thought earlier asset building was important. (Pages 41 and 42 of the report)

[Backdrop of economic anxieties of pre-senior people, and toward the future]

- Among pre-senior people who are currently investing, as purposes of investments, “Pension is not enough to cover living expenses” is high at a little under 60%, which exceeds the percentage of senior people. In addition, as for anxieties about life and environment, pre-senior people tend to have high anxieties about “Raising of the age for the start of receiving pension benefits” and “Extension in retirement age.” (Pages 28 and 67 of the report)
- The percentage of pre-senior people replying “Investments are useful for my own asset building” is higher than that of senior people. On the other hand, the percentage of those who have not experienced investments is higher than that of senior people. While pre-senior people have a high awareness of investments, the percentage of those who actually work on investments tends to be low. Particularly, since the survey shows that a feeling of anxiety about losing money on investment is a barrier, education on investments and provision of information are required. (Pages 27, 36 and 62 of the report)

(*Definition of the age of pre-senior/senior people: The age shall be 50 to 59 years old for pre-senior people, and 60 to 79 years old for senior people.)

Main characteristics of survey results

As main characteristics of results of this survey, there are the following three points.

- (i) The lower the age group is, the higher a feeling of economic insecurity is, and they tend to build up assets on their own without depending on public pension plans.
- (ii) The level of satisfaction with savings is low, and efforts for early asset building and raising of awareness about investments are essential.
- (iii) Pre-senior people have high anxieties about pension and retirement benefits. On the other hand, more than half of them have never experienced investments. Awareness about life planning is important.

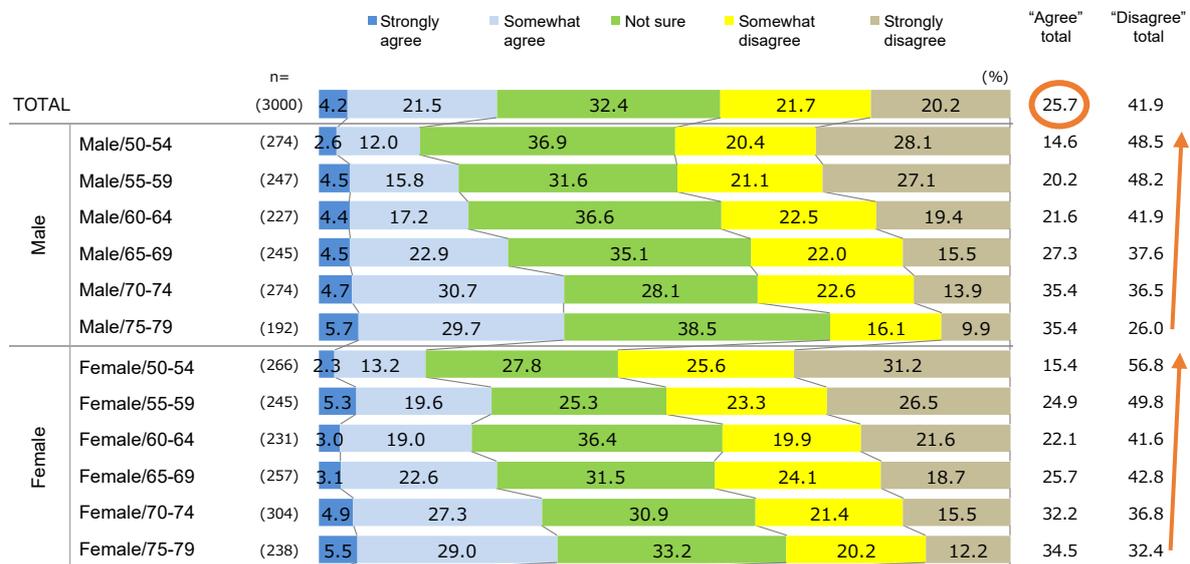
(i) The lower the age group is, the higher a feeling of economic insecurity is, and they tend to build up assets on their own without depending on public pension plans.

The percentage of those who replied that they had a feeling of economic security was 25.7%. The younger the age group is, the more a feeling of economic insecurity tends to gradually increase. In addition, the lower the age group is, the fewer respondents who value public pension plans tend to be.

On the other hand, pre-senior people (those in their 50s) have a high tendency to value asset building through self-help efforts such as Tsumitate NISA. Compared with senior people (those in their 60s and 70s), they are considered to tend to aim at economic security for post-retirement life through self-help efforts without depending solely on public pension plans, due to a feeling of economic insecurity.

Feeling of economic security for the current life

(Target: based on all respondents/Q18 (1)/page 53 of the report)



(*In this survey, ages are separated into five-year age brackets, which are defined as "age groups.")

Schemes valued in asset building for post-retirement life

(Target: based on all respondents/Q17/page 43 of the report)

		Employees' pension (including former mutual aid pension)	National pension	Personal pension insurance	NISA	National pension fund*	Asset-building pension	Tsumitate NISA (installment NISA)	Individual-type defined contribution pension plan (iDeCo)	Corporate-type defined contribution pension plan (DC)	Corporate-type defined benefit pension plan (DB)	Annuity-paid retirement benefits	Small-scale enterprise mutual aid	No applicable option/Don't want to answer	
TOTAL	(3000)	54.6	42.3	26.8	10.9	9.3	7.0	6.0	5.8	4.9	2.3	2.0	1.8	19.3	
Male	Male/50-54	(274)	43.8	25.9	20.4	9.9	5.5	4.7	8.0	8.4	8.0	1.8	0.4	1.1	29.9
	Male/55-59	(247)	52.2	31.6	32.4	15.0	9.7	9.3	5.3	15.8	11.7	4.9	1.6	0.8	19.8
	Male/60-64	(227)	58.6	36.6	29.5	13.7	6.2	10.6	6.6	11.5	10.1	2.2	2.2	2.2	17.6
	Male/65-69	(245)	73.5	41.6	30.6	11.8	11.0	9.8	2.9	4.5	7.3	4.1	3.7	4.1	11.0
	Male/70-74	(274)	71.5	39.1	19.7	12.8	9.5	7.7	2.9	2.9	4.7	4.0	4.0	1.8	13.9
	Male/75-79	(192)	73.4	37.5	17.7	16.1	12.5	13.0	3.1	1.6	5.2	6.8	7.3	2.1	13.0
Female	Female/50-54	(266)	38.7	32.0	23.3	6.0	4.1	4.5	11.7	9.0	2.6	0.0	0.4	1.5	30.8
	Female/55-59	(245)	40.8	36.7	27.8	6.9	5.7	4.9	10.2	8.6	1.6	0.8	0.0	0.0	29.0
	Female/60-64	(231)	45.0	45.5	28.6	7.4	6.9	7.8	7.4	3.5	3.0	0.9	0.9	0.9	23.8
	Female/65-69	(257)	51.4	56.4	33.5	9.7	13.6	4.7	3.1	1.9	2.7	0.8	1.6	2.7	16.7
	Female/70-74	(304)	55.6	59.5	28.9	9.5	13.8	3.3	4.9	1.6	2.0	1.0	1.0	2.3	13.5
	Female/75-79	(238)	54.6	63.4	28.2	14.3	13.4	6.3	5.5	0.4	0.8	1.3	2.5	1.7	10.9

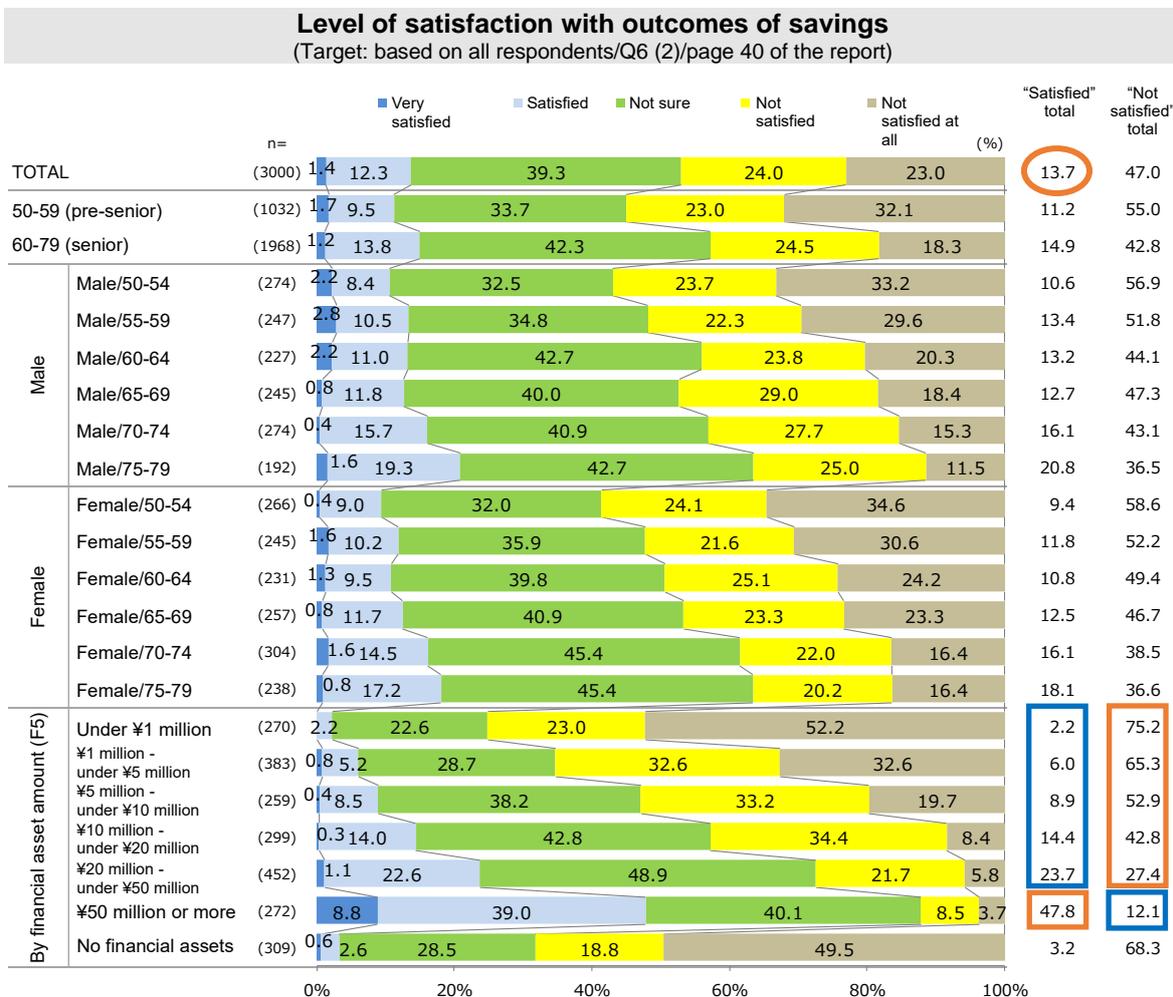
* (Plan in which a supplemental pension is added to the basic national pension, and which is joined voluntarily. Not including the case of only public pension plans.)

(ii) The level of satisfaction with savings is low, and efforts for early asset building and raising of awareness about investments are essential.

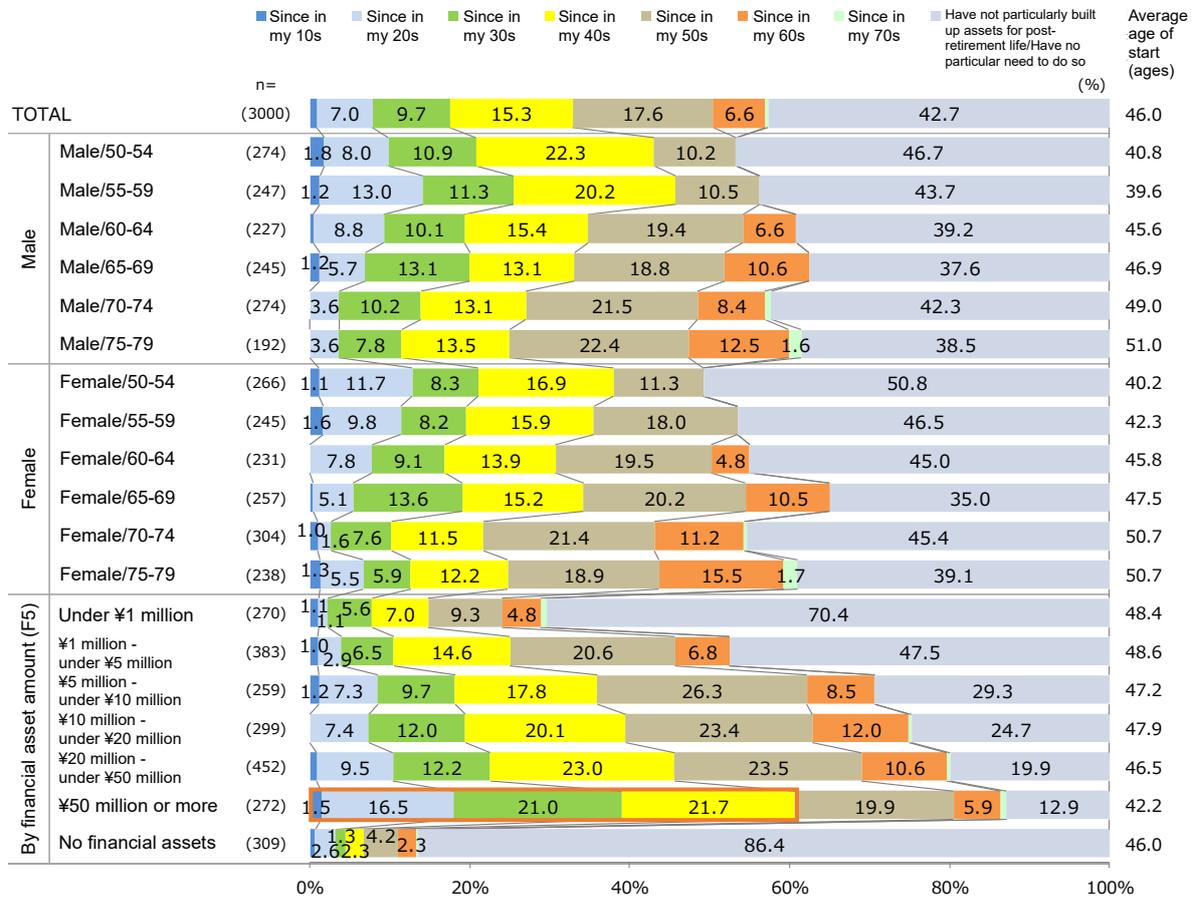
The percentage of respondents feeling that they could save a satisfactory amount of money was low at 13.7% of the total. People have not gotten satisfaction through savings in a wide variety of generations. In addition, by amount of financial assets, “Satisfied” total exceeded “Not satisfied” total only in ¥50 million or more, so this amount is considered to be threshold for the level of satisfaction with savings.

Furthermore, as nearly 60% of people holding financial assets of ¥50 million or more started working on asset building for post-retirement life by their 40s, early efforts for asset building are thought to be an important thing. Looking at results of the level of usefulness of investments for asset building, however, there is a significant gap of nearly 20 points in the percentage of those who consider investments useful for asset building between people with ¥50 million or more and people with under ¥50 million, showing a clear difference in awareness of investments.

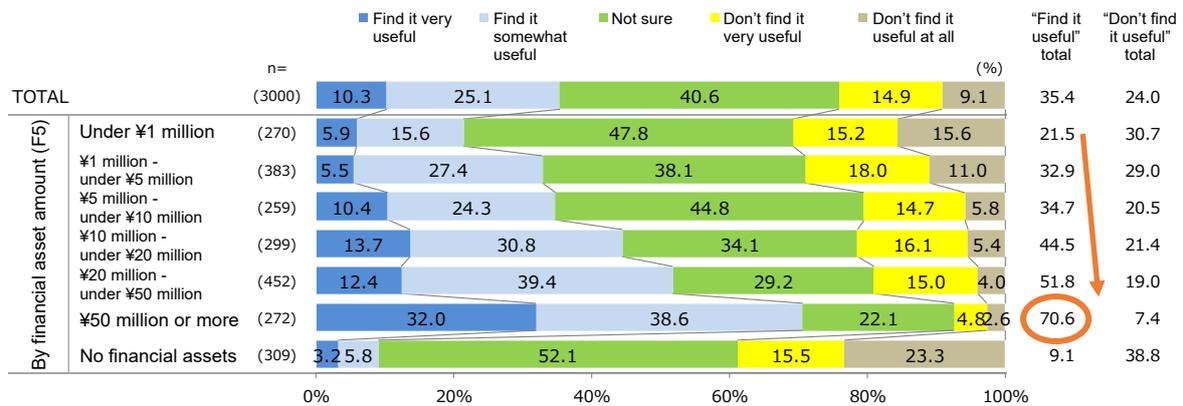
In order to disseminate investments to more people in the future, it is considered particularly important to raise awareness of early asset building by delivering a message that along with making use of asset building schemes such as NISA and iDeCo, anyone can work on asset building (investments) even with small amounts without financial assets.



Age of starting asset building (Target: based on all respondents/Q16 (1)/page 41 of the report)



Level of usefulness of investments for asset building (Target: based on all respondents/Q9/page 36 of the report)



(iii) Pre-senior people have high anxieties about pension and retirement benefits. On the other hand, more than half of them have never experienced investments. Awareness about life planning is important.

As for anxieties for life and environment, pre-senior people (people in their 50s) giving items such as “Raising of the age for the start of receiving pension benefits” and “Extension in retirement age” largely surpassed senior people (people in their 60s and 70s), indicating stronger anxieties about a future decrease in pension payment and delayed retirement. Furthermore, pre-senior people also did not have much hope for pension plans, and respondents who gave “National pension” and “Employees’ pension” as schemes valued in asset building for post-retirement life constituted 30% to 40% or so, which was lower than that of senior people. Those who expect to receive retirement allowance also accounted for 30% or so, which was slightly lower than 50% of senior people.

In the meanwhile, as for investment awareness and behavior, the percentage of pre-senior people replying “Investments are useful for my own asset building” was slightly higher than that of senior people, indicating that pre-senior people considered investments useful for asset building. In fact, however, as pre-senior people giving “Have never invested” were more than half, it is difficult to say that utilization of investments has progressed among them even compared with senior people.

With respect of this result, the percentage of pre-senior people replying “Don’t know/Have no particular policy” as for future asset management was 37.7%, 10 points higher than that of senior people. Although their anxieties about the future are significant, they may be in the situation where they have not developed a policy or plan for overall assets.

Yet, even in unstable circumstances where it is hard to develop a future outlook, it is believed that people can work on self-fulfillment and asset building toward the future by understanding their own situation objectively and setting a goal. In order to encourage asset building of pre-senior people, we think it is especially important to call for investments, together with the need for medium- to long-term life planning.

Concerns about life and environment

(Target: based on all respondents/Q20 (2)/page 67 of the report)

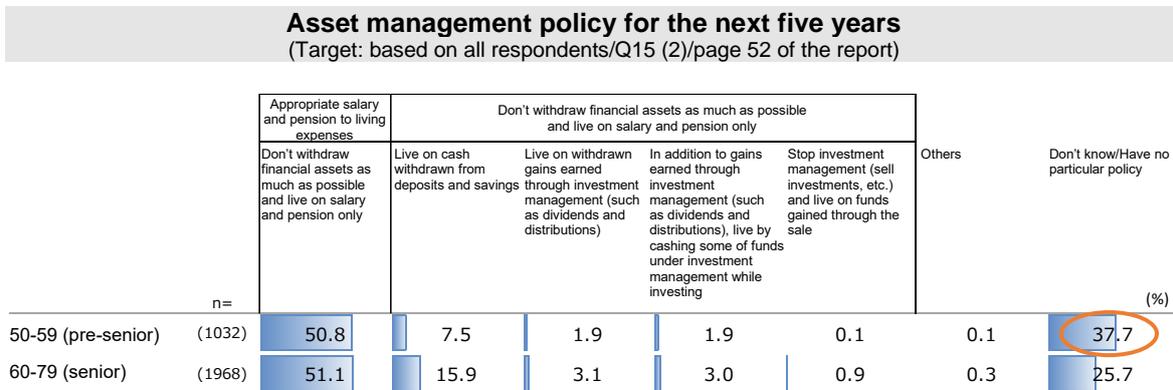
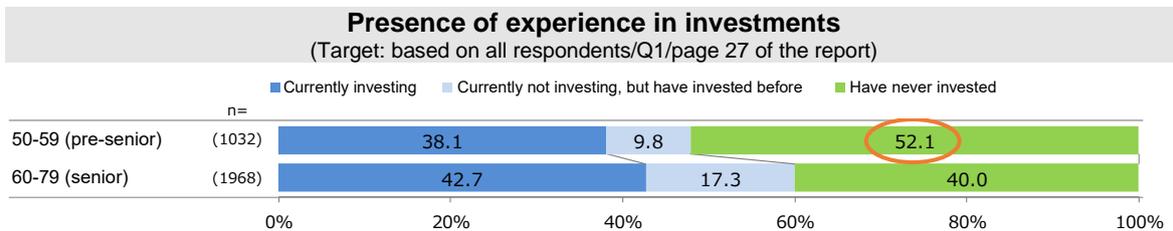
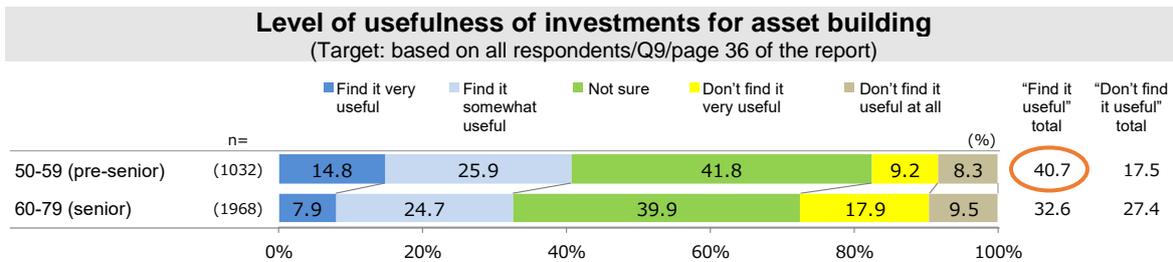
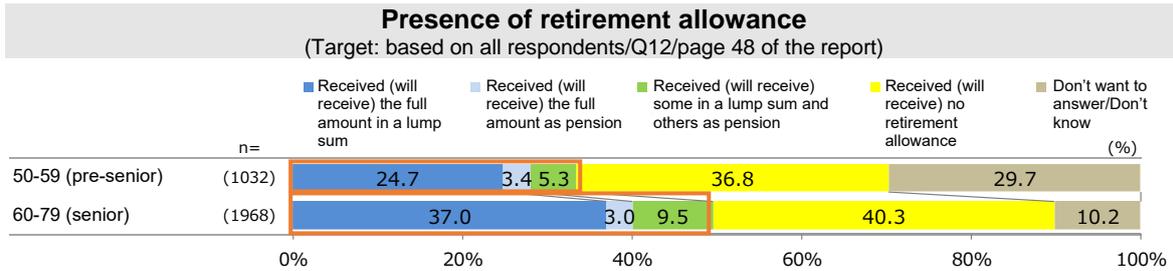
		Money-related matters								
n=		My own illnesses, injuries and nursing care	Rising prices	Family's illness, injuries and nursing care	Weakening Japanese yen	Future funds for living expenses and assets	Raising of the age for the start of receiving pension benefits	My own asset management ability	Inheritance of assets/liabilities	Extension in retirement age
		(%)								
50-59 (pre-senior)	(1032)	53.4	53.9	46.7	40.0	44.6	33.3	18.0	11.7	14.3
60-79 (senior)	(1968)	61.7	60.9	52.2	43.0	40.4	15.7	17.5	11.7	7.5

Schemes valued in asset building for post-retirement life

(Target: based on all respondents/Q17/page 43 of the report)

		Employees' pension (including former mutual aid pension)	National pension	Personal pension insurance	NISA	National pension fund*	Asset-building pension	Tsumitate NISA (installment NISA)	Individual-type defined contribution pension plan (iDeCo)	Corporate-type defined contribution pension plan (DC)	Corporate-type defined benefit pension plan (DB)	Annuity-paid retirement benefits	Small-scale enterprise mutual aid	No applicable option/Don't want to answer
n=		(%)												
50-59 (pre-senior)	(1032)	43.8	31.4	25.8	9.4	6.2	5.8	8.8	10.4	6.0	1.8	0.6	0.9	27.5
60-79 (senior)	(1968)	60.2	48.1	27.3	11.7	11.0	7.6	4.5	3.4	4.4	2.5	2.7	2.2	15.0

* (Plan in which a supplemental pension is added to the basic national pension, and which is joined voluntarily. Not including the case of only public pension plans.)



Overview of the survey

- About this survey:
We surveyed the actual situation, attitudes, etc. of pre-senior and senior people concerning investments.
[URL: https://www.toushin.or.jp/statistics/report/research/](https://www.toushin.or.jp/statistics/report/research/)
- Survey period: October 25 (Tuesday) to October 31 (Tuesday), 2022
- Survey method: Internet survey
- Survey location: Nationwide
- Survey target: Male and female individuals aged 50 to 79
- Number of samples: A total of 3,000 samples (Collected in accordance with the population composition ratio of Japan)
- Other than this survey, we conduct “Survey on Investment Trusts” designed at understanding actual ownership and awareness of investment trusts, and a survey on utilization, awareness, etc. of preferential tax programs such as NISA and iDeCo as well as ETFs and J-REITs.

About The Investment Trusts Association, Japan

- Name: The Investment Trusts Association, Japan
- Address: 2-1, Nihonbashi-kabutocho, Chuo-ku, Tokyo
- Chairperson: Hiroshi Matsutani
- Established: July 1957
- Business description: Recommendations on self-regulatory operations and various system revisions, educational/promotional activities for investment trusts, etc., and other activities
- Website: <https://www.toushin.or.jp/>