

# Questionnaire on Investment Trusts for Those Aged 60 and Over

## Summary of Survey Results

March 2020

Japan Investment Trusts Association

### Point

- Among the respondents, 83.3% know of investment trusts and 22.5% currently hold one. (page 5)  
Among the respondents who currently hold investment trusts, 56.7% hold monthly or bi-monthly dividend funds and 45.1% hold balanced funds. (page 6)
- 50.9% of those aged 60s and older say that they have not made any particular effort to build their assets for retirement. Only 36.5% think they had sufficient time for asset building. Among people currently owning investment trusts, 49.2% give the same answer. Among people who believe that they had insufficient time for asset building, many think they should have started asset building in their 30s or 40s. (page 25)
- Regarding attitudes towards future purchases of financial instruments, 34.4% respond that they want the capital guaranteed, and 26.0% say that they will pursue low-risk management even though high yields are not expected. (page 27).



Japan Investment Trusts Association

# Outline of Survey Plan



Purpose of the survey	Understand the awareness, etc. of investment trusts among Japanese (individuals) aged at least 60 years, and extensively distribute the survey results to the members of the Japan Investment Trusts Association and all types of research institutes and the media, and use the results to make amendments to the scheme at the same time.				
Survey method	Internet survey (sampled from Macromill monitors and tie-up panels)				
Survey location	Nationwide (three blocks consisting of the Tokyo metropolitan area, the Hanshin area and other regions)				
Survey target	Males and females aged 60 and over				
Number of samples	A total of 5,146 samples				
		60–69 years	70–79 years	At least 80 years	Total
	Male	1,130	826	473	2,429
	Tokyo Metropolitan area	298	229	117	644
	Hanshin area	166	133	73	372
	Other regions	666	464	283	1,413
	Female	1,189	979	549	2,717
	Tokyo Metropolitan area	308	263	175	746
	Hanshin area	182	156	104	442
	Other regions	699	560	270	1,529
	TOTAL	2,319	1,805	1,022	5,146
	<p>Since it is difficult to collect data on females aged at least 80 years in Other regions in the population demographics of region x age x gender, we maximized collection, and the shortage was collected equally in every other cell. In this Report, when referring to the overall figures, 2,737 samples selected at random in the ratio as “the whole (composition)” were used.</p>				
Survey period	January 24 (Friday)–January 30, 2020 (Thursday)				
Organization responsible for the survey	Japan Investment Trusts Association				
Entity that conducted the Survey	Macromill, Inc.				

[Tokyo metropolitan area]  
Saitama, Chiba, Kanagawa, Tokyo  
[Hanshin area]  
Kyoto, Osaka, Hyogo, Nara  
[Other regions]  
Prefectures other than the above

\* Scores are rounded to the first decimal place, and numbers are stated to the first decimal place.

## 2. Status of Holding Investment Trusts (1)

### Status of holding and recognition of investment trusts

		(Q10)	<span style="color: blue;">■</span> Currently holding (self-purchase) <span style="color: green;">■</span> Not holding (with experience of holding) <span style="color: yellow;">■</span> Not holding (recognized but not holding) <span style="color: grey;">■</span> Not holding (no recognition)				Holding (total)	Recognition (total)	
		n=	%				(%)	(%)	
2020 The whole (composition)		(2,737)	21.9	0.6	17.3	43.4	16.7	22.5%	83.3%
2019 The whole (composition)		(1,565)	23.3	0.9	19.4	40.6	15.9	24.2%	84.1%
Sex	Male	(2,429)	24.1	0.7	18.7	44.1	12.4	24.8%	87.6%
	Female	(2,717)	19.9	0.8	17.6	43.9	17.8	20.7%	82.2%
By age group	60s	(2,319)	19.7	0.7	14.4	48.3	16.9	20.4%	83.1%
	70s	(1,805)	22.9	0.5	20.8	44.6	11.2	23.4%	88.8%
	At least 80s	(1,022)	25.3	1.2	22.1	32.9	18.5	26.5%	81.5%
By annual household income	Under ¥2 million	(471)	14.6	0.6	16.3	46.7	21.7	15.3%	78.3%
	¥2 million – under ¥4 million	(1,764)	18.8	0.5	19.7	45.7	15.4	19.2%	84.6%
	¥4 million – under ¥6 million	(1,070)	26.9	0.8	18.7	41.4	12.1	27.8%	87.9%
	¥6 million – under ¥8 million	(497)	23.9	0.6	18.5	43.9	13.1	24.5%	86.9%
	¥8 million – under ¥10 million	(256)	30.9	0.8	13.7	43.0	11.7	31.6%	88.3%
	¥10 million and more	(307)	34.5	3.3	18.6	34.5	9.1	37.8%	90.9%
By financial assets	Under ¥1 million	(530)	3.6	12.1	56.6	27.7	3.6%	72.3%	
	¥1 million – under ¥5 million	(588)	12.4	0.3	19.7	51.2	16.3	12.8%	83.7%
	¥5 million – under ¥10 million	(429)	22.1	1.6	23.3	42.7	10.3	23.8%	89.7%
	¥10 million – under ¥20 million	(584)	31.2	0.3	23.3	35.8	9.4	31.5%	90.6%
	¥20 million – under ¥50 million	(718)	39.8	1.4	20.8	32.5	5.6	41.2%	94.4%
	¥50 million – under ¥100 million	(271)	52.0	0.7	19.9	24.7	2.6	52.8%	97.4%
	¥100 million and more	(85)	52.9	2.4	20.0	20.0	4.7	55.3%	95.3%

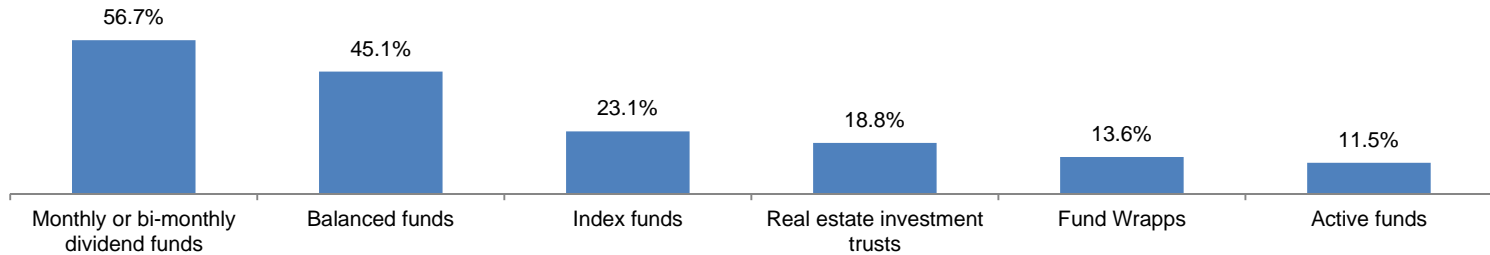
\* Holding (total): Currently holding (self-purchase) + Currently holding (not self-purchase) / Recognition (total): from Currently holding (self-purchase) to Not holding (recognized but not holding)

- Among respondents aged 60s and older, 22.5% currently hold investment trusts and 83.3% know them. Both percentages fell slightly from the 2019 survey.
- A higher percentage of men hold investment trusts than women. The percentage of holders is higher in older age groups.
- The percentage of people currently holding investment trusts and the percentage of people who know of them are higher in groups with higher annual household income.

## 2. Status of Holding Investment Trusts (2)

### Types of investment trusts held

(Q12) \* Data of respondents currently holding investment trusts (share) (n =616)



### Reasons for holding investment trusts by type

(Q13) \* Data of respondents currently holding investment trusts

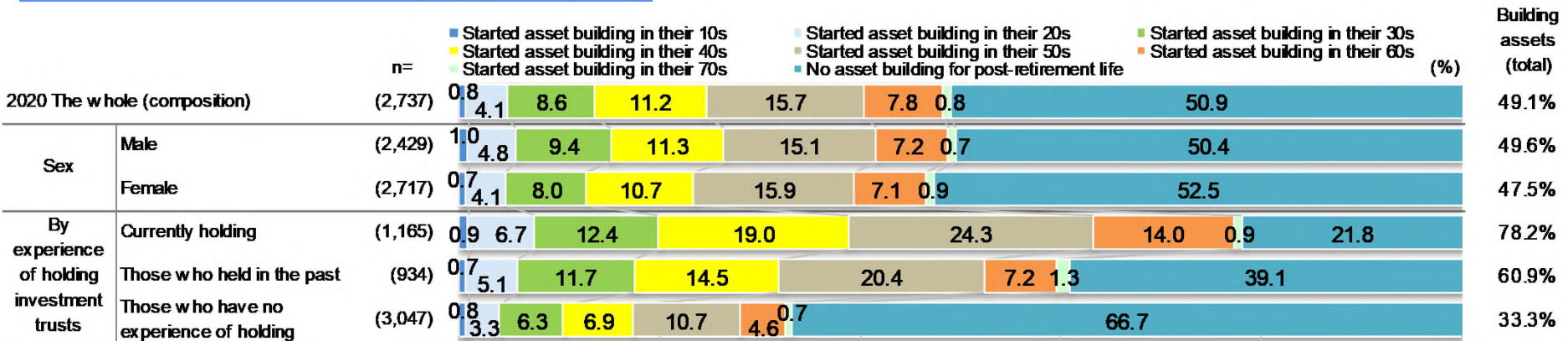
	Holders of monthly or bi-monthly dividend funds (n=349)	Holders of balanced funds (n=278)	Holders of index funds (n=142)	Holders of real estate investment trusts (n=133)	Holders of Fund Wrapps (n=110)	Holders of active funds (n=71)
1st	Low interest rates on deposits and savings 66.5%	Low interest rates on deposits and savings 68.0%	Low interest rates on deposits and savings 69.0%	Low interest rates on deposits and savings 69.2%	Low interest rates on deposits and savings 59.1%	Diversified holding of assets 77.5%
2nd	Diversified holding of assets 42.7%	Diversified holding of assets 54.7%	Diversified holding of assets 54.2%	Diversified holding of assets 56.4%	Diversified holding of assets 57.3%	Low interest rates on deposits and savings 69.0%
3rd	Funds for own living expenses 30.7%	To enjoy investing 29.5%	To enjoy investing 35.2%	To enjoy investing 33.8%	To enjoy investing 33.6%	To enjoy investing 42.3%
4th	To enjoy investing 27.5%	Funds for own living expenses 27.3%	Preparing funds for future medical and nursing care cost 26.8%	Funds for own living expenses 31.6%	Preparing funds for future medical and nursing care cost 31.8%	Funds for hobbies and recreational activities 32.4%
5th	Preparing funds for future medical and nursing care cost 21.8%	Preparing funds for future medical and nursing care cost 23.7%	Funds for own living expenses 22.5%	Preparing funds for future medical and nursing care cost 23.3%	Funds for own living expenses 31.8%	Preparing funds for future medical and nursing care cost 31.0%

- Among the different types of investment trusts, monthly and bi-monthly dividend funds are held by the highest percentage of holders, 56.7%, which is followed by balanced funds, which are held by 45.1%.
- Irrespective of type, many holders hold investment trusts because of the low interest rates on deposits and savings and for the diversified holding of assets.

# 4. Awareness and reality of assets after retirement (pensions and retirement benefits) (5)

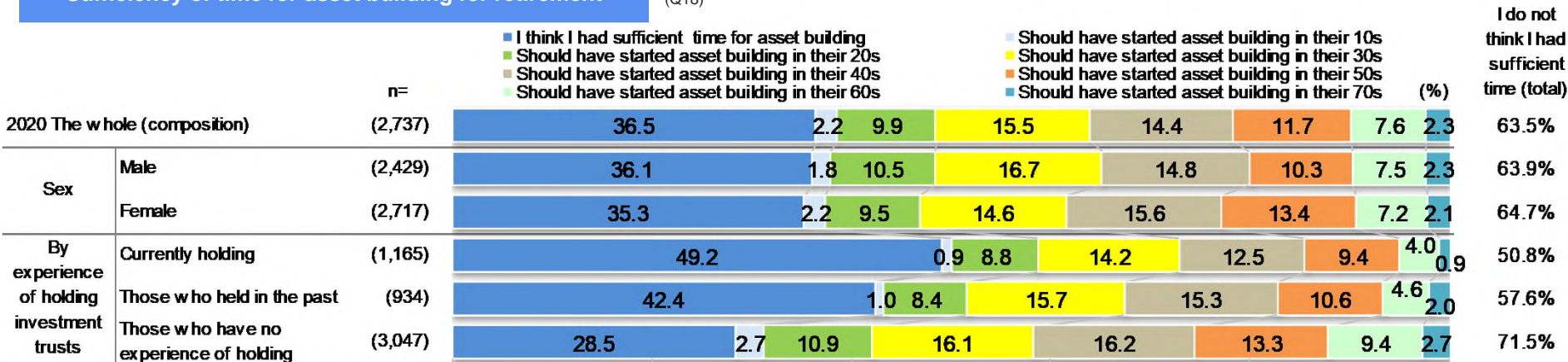


## Starting age of asset building for retirement (Q17)



\* Building assets (total): from Started asset building in their 10s to Started asset building in their 70s

## Sufficiency of time for asset building for retirement (Q18)



I do not think I had sufficient time (total): from Should have started asset building in their 10s to Should have started asset building in their 70s

- 50.9% of respondents aged 60s and older answered that they have done nothing to build assets for post-retirement life. Among those currently holding investment trusts, 78.2% conduct asset building. Many of them started when they were in their 50s.
- Merely 36.5% of respondents believed they had sufficient time for asset building. Among those currently holding investment trusts, nearly half (49.2%) believe this. Many of those saying that they had insufficient time for asset building believe they should have started asset building in their 30s and 40s. Almost half of those currently holding investment trusts believe they had sufficient time for asset building. There is a gap of around 20 percentage points with those without experience of holding investment trusts.



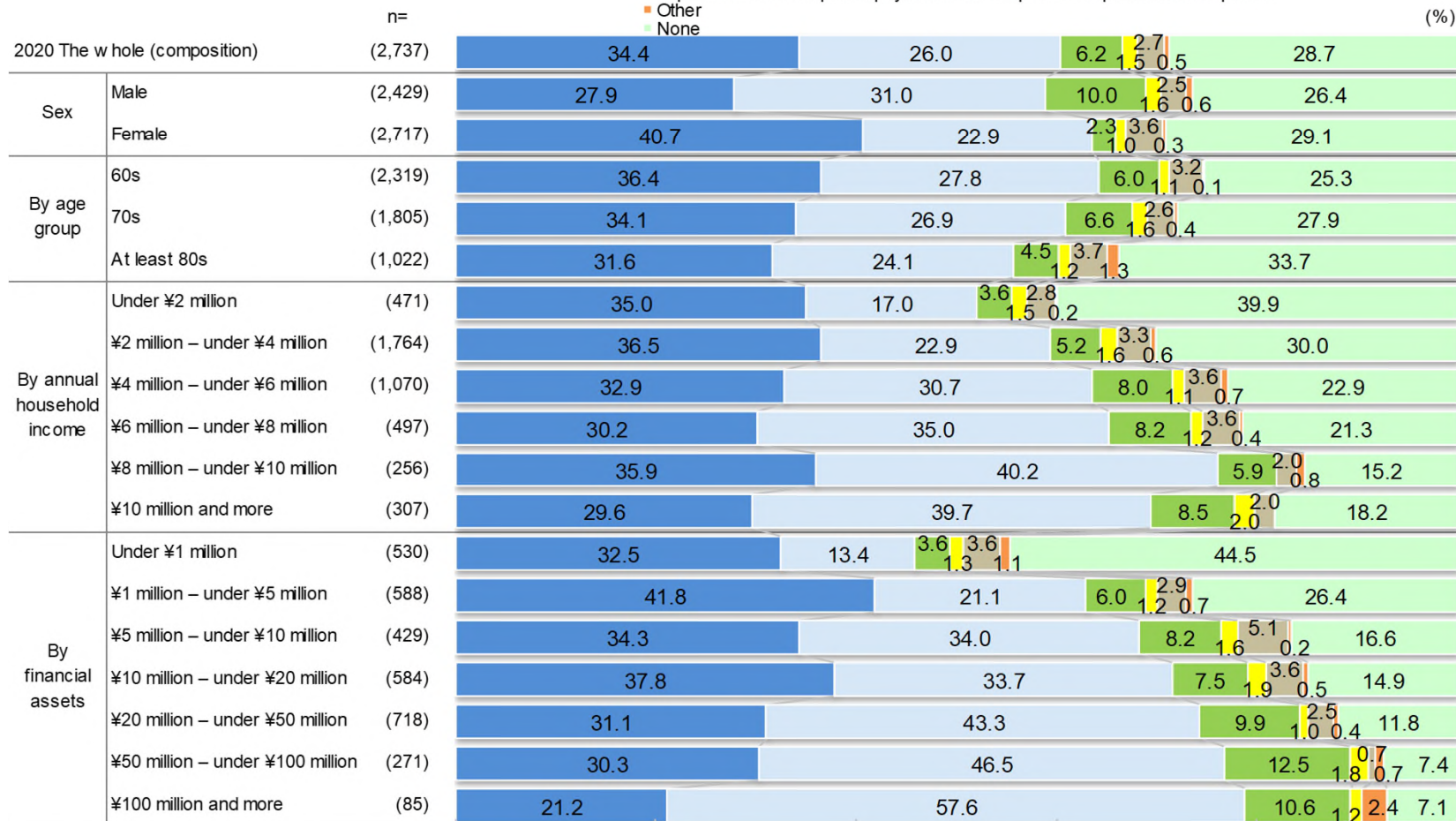
# 4. Awareness and reality of assets after retirement (pensions and retirement benefits) (7)



## Attitudes towards future purchases of financial instruments

(Q16)

- Want the principal guaranteed
- Pursue low-risk management even though high yields are not expected
- Want to actively grow assets even taking risks
- Seek to earn dividends regularly even by withdrawing part of the principal
- Expect to earn a lump-sum payment after a lapse of the predetermined period
- Other
- None



- Regarding attitudes towards future purchases of financial instruments, 34.4% indicate that they want the principal guaranteed, and 26.0% say that they will pursue low-risk management even though high yields are not expected.
- A large proportion of women want principal guaranteed whereas many males will pursue low-risk management even though high yields are not expected.
- The higher the annual household income becomes, the percentage of respondents who will pursue low-risk management even though high yields are not expected tends to be higher.